



Our mission: To provide healthcare services to uninsured persons living or working in Chaffee County and to maximize access to quality health care. We also work to increase communication and coordination with the local healthcare community, and to educate and increase public and patient awareness of preventative care, available healthcare services, and resources.

Message from the President: Marilyn Bouldin

The fiscal year that ended December 31, 2010 was a short year for us, financially. We converted from a fiscal year ending on June 30 to one based on the calendar year, so we actually had two year ends. The financials in this annual report reflect the financials for all of 2010.

During 2010, we welcomed Karen Lawrence to the board. She brings a patient's perspective, as well as community involvement. Founding board members Susan Bristol and Tom Rawlins left when their terms ended in September, as did Norm Holloway, and we thank them all for the many hours and invaluable insights they brought to our organization. The board revised our bylaws to better facilitate our growth in operations, then turned its attention to considering business models that will ensure CPC's sustainability.

We were pleased to include mental health counseling on the list of services we offer our patients, thanks to volunteer providers Martha Shoup, and then Marsha Sherry. We also added services from a massage therapist and a dental hygienist. Medical student Kelly Ramsey enhanced our diabetes education program.

In 2010, we added a significant number of front desk and administrative volunteers to aid operations in both of our clinics. And week after week, these volunteers generate a compassionate and professional atmosphere in our clinics that our patients truly appreciate.

In short, none of what we accomplish would be possible without the continued support of our volunteers and donors, all of whom are committed to helping our neighbors gain access to health care.

2010-11

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Salida

448 E. First Street
Salida, CO 81201

Phone 719.539.4144

Fax 719.539.4881

Buena Vista

114 Linderman Avenue
Buena Vista, CO 81211

Phone 719.395.3238

Fax 719.395.9247

www.chaffeepeoplesclinic.org

Patient Spotlight: Barb Fulbright



Nosebleeds usually aren't serious, but there's always an exception, as Barb Fulbright of rural Buena Vista discovered on July 1 of this year.

"It started bleeding and just wouldn't stop," she recalled, and finally she had to go to the emergency room at the Heart of the Rockies Regional Medical Center in Salida. There the nosebleed was brought under control, and she learned why it happened: dangerously high blood pressure.

"I needed regular treatment for it," she said, "and they told me about the Chaffee People's Clinic."

Her husband, Miles, is a heating contractor, and he's old enough for Medicare. At 64, Barb has a few months to go before she's eligible. As is the case in many self-employed households, "we had no health insurance" and it had been at least five years since she'd seen a medical professional.

The Buena Vista branch of the Chaffee People's Clinic is normally open on Mondays and Wednesdays, but that Monday was a holiday, July 4, so it was closed. That Wednesday, she saw a physician at the clinic, and since then, she's been under the care of nurse-practitioner Laurie Strasburger, one of the clinic's primary care providers.

"Laurie listens to me and understands me, and she's been so supportive. She's just great," Barb said. As for the clinic in general, "I've never met nicer people in my life."

Her treatment consists of some medication, as well as changes in diet -- less salt, more fresh fruit -- and more exercise. In a month, she lost seven pounds, and "I feel more healthy and fit now," she said.

Before treatment started, Barb's blood pressure had registered at 215/190, which meant "that I was at risk for a stroke." Now it's a more normal reading." She was also relieved to learn that she didn't have diabetes, as that had been a concern.

She now feels better than she has in years, and says, "Thank goodness for the clinic."

Donors

Being a community-supported safety-net clinic means we thrive only due to the financial support of our many individual and business contributors. Every effort has been made to thank and track our donors, but we admit there may be some omissions from this list. We sincerely apologize if you are one of them.

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Continued on next page

Volunteer Spotlight: Marsha Sherry

The Chaffee People's Clinic aims to treat whole people, not just collections of blood-pressure or glucose readings, and one aspect of such care comes from a volunteer — Marsha Sherry of Salida, a counselor licensed in both New Mexico and Colorado with a private practice here. She gives two afternoons each month to CPC.

The oldest of four, she didn't start out to be a counselor when she was growing up in Oxford, N.C., a small town about the same size as Salida. But the public schools were different; even in the late 1950s, her high school was segregated with an all-white class of 60.

She went to Salem College in Winston-Salem, N.C., an all-girls school, majoring in English literature with a minor in history. After her graduation she taught high-school English in Virginia and GED classes in North Carolina. She got married and had two children.

Then things weren't working so well, and so about 30 years ago, it was time “to go west, young woman.” That meant a big move to Albuquerque, where she changed from English teacher to working for the University of New Mexico's public TV station, producing documentaries and public affairs programming, with a chance to go to graduate school at night.

Marsha studied counseling, a field she chose because “I've always been fascinated by the human psyche.” She earned a Master of Arts in Counseling in December 1996 from Webster University in St. Louis. Since then, she's been a full-time counselor in a variety of settings, ranging from elementary schools to court-ordered with convicted criminals. Along the way, she married E.J. Sherry, and they came to Salida to visit some friends.

“Even though I really liked New Mexico, Salida was love at first sight,” Marsha recalls, and they moved here in early 2008. Soon after she set up a private practice here, she connected with the Chaffee People's Clinic. (It's in the family; E.J. is on the clinic's board of directors).

She volunteers because “there are people in need who wouldn't otherwise be served.” Patients from the Chaffee People's Clinic aren't all that different from her general run of patients, she says. “No matter what your station in life, you can run into problems. Drug and alcohol abuse aren't tied to income,” she points out, “and neither is depression. But one thing you do notice as a counselor is the big difference in what resources are available to the rich and the poor in this country.”

We are certainly pleased that Marsha volunteers for CPC — she is a tremendous resource for our patients.



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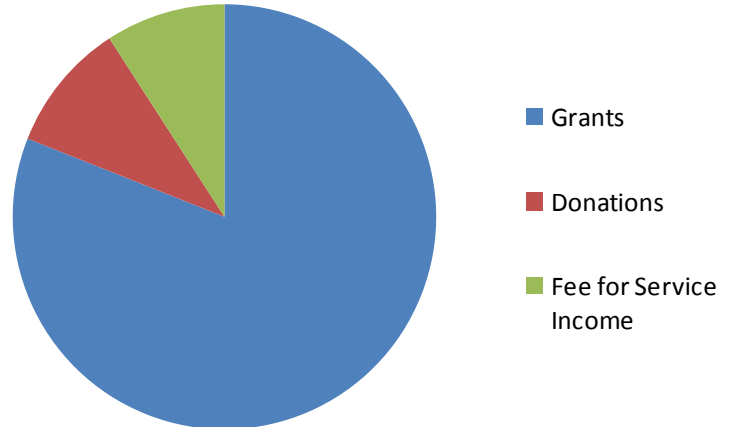
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January 1–December 10, 2010 Financial Summary

Income

Grants	283,936.00
Donations	34,597.03
Fee for Service Income	31,933.50
Bank Interest Income	<u>258.09</u>
Total Income	350,724.62



Since its inception, the CPC has been heavily reliant on foundation grants, particularly those from The Colorado Trust and the Colorado Health Foundation. Within this fiscal year, we also received grants from Caring for Colorado, the El Pomar Foundation and the American Recovery and Reinvestment Act.

Medical Supplies	12,097.89
Patient Assistance Fund	8,278.89
Laboratory Fees	<u>24,870.95</u>
	45,247.73
Rent Expense	21,590.00
Building Expense	3,851.34
Utilities	<u>3,051.41</u>
	28,492.75
Payroll Expenses	<u>229,909.67</u>
	<u>229,909.67</u>

Office Supplies	13,489.84
Insurance Expense	12,985.34
Advertising and Promotion	4,575.06
Computer and Internet Expenses	1,854.35
Volunteers	1,544.42
Automobile Expense	1,793.06
Meeting Expenses	354.98
Education	3,322.94
Professional Fees	1,560.00
Dues and Subscriptions	990.88
Continuing Education	1,081.80
Fees	326.70
Consultants/Subcontractors	0.00
Miscellaneous	87.50
Fundraising Expense	2,078.44
Returned Checks	<u>241.40</u>
	46,286.71
Total Expense	349,937.86

With the help of those grants, and the dozens of individuals and businesses who donated to us, we were able to provide primary care for the uninsured in our county and maintain our hours of operation. Personnel remains the largest part of our organization's expenses, and we continue to solicit volunteer support from medical professionals in the community.

We ended the year with revenue in excess of expenditures of \$786.76.

Impact in 2010

- 2,109 patient visits, an increase of 34 percent over 2009
- 21 percent of our patients are new to CPC
- 62 percent of new patients report that they had no prior medical home before they came to CPC

