



L AFC Mission: Our mission is to improve the overall health of those in need.

ANNUAL REPORT 2022

262-569-4990

www.lakeareafreeclinic.org

Dear Friends,

On July 3, 2001 the Lake Area Free Clinic opened its hearts and doors for the first time to provide medical services to the residents of Waukesha County who lacked health insurance and the ability to pay for health care. Over the last 22 years, thousands of Waukesha County residents have found a medical home at the Clinic (funded by donations and grants) where they receive compassionate medical care, medication, practical information and referrals needed to improve and maintain their health.

In 2022, as the pandemic ebbed, our volume of in-person dental patient visits had returned to pre-pandemic levels, while medical patient visits continued to increase significantly over 2020 and 2021 volumes.

The story of 2022, like the last 22 years, is not just about the Clinic's patients or the dedicated Clinic staff and volunteers who stepped up to tirelessly serve and adapt to meet their needs. It is also about the community, whose embrace of the Clinic's mission helped our neighbors in need.

Over the past 22 years we have:

- Served more than 8,500 medical patients
- Accommodated more than 60,000 medical patient visits
- Inspired community volunteers to contribute an estimated 130,000 hours of service benefiting their neighbors
- Secured more than \$4.3 million in free medications for patients through pharmaceutical Patient Assistance Programs
- Made available lab services and x-rays from ProHealth Care, imaging services from Advocate Aurora Health, medication, transportation services, a referral network of specialists and insurance enrollment assistance, ALL AT NO COST TO OUR MEDICAL PATIENTS.

Since 2017, when – thanks again to the generosity of the community – LAFC added its full-service, seven-chair dental clinic for low-income Waukesha County adults, the Clinic has:

- Served more than 5,300 dental patients
- Accommodated more than 25,000 dental patient visits
- Provided dental services valued at more than \$10.7 million.

As we continue to evolve, we are forever grateful to all of you in the community who provide us with the resources to meet the health care needs of our neighbors.

Lake Area Free Clinic Board of Directors

2022 - A Brief Review

Accomplishments

- ❖ L AFC finished its fifth full year of providing dental services with 5,117 dental patient visits, serving 1,572 unique patients
- ❖ The medical clinic utilization was up 33 percent over 2021 with 2,520 patient visits
- ❖ The medical and dental clinics combined saw an average of 79 new patients each month
- ❖ The Clinic provided health insurance enrollment assistance and transitioned 87 patients out of the Clinic and into insurance
- ❖ Due to the Clinic's participation in Patient Assistance Programs offered by pharmaceutical companies, L AFC was able to supply patients with free prescription drugs valued at \$227,500
- ❖ Volunteers contributed nearly 11,000 hours of service to all facets of the Clinic's operations
- ❖ The 18th annual Gala raised more than \$186,000, funding eight percent of the Clinic's operating costs
- ❖ Gastroenterology and sleep medicine services were added to the list of specialty services offered
- ❖ Transportation provided 614 rides for patients

Goals for 2023

Clinic Operations & Administration

- ❖ Accommodate 8,000+ medical and dental patient visits
- ❖ Add volunteer dental staff to strengthen the operations of the dental clinic to allow for growth and sustainability
- ❖ Transition 100 patients into BadgerCare or the Insurance Marketplace
- ❖ Add a bilingual mental health counselor and expand mental health services
- ❖ Add more volunteer Spanish interpreters
- ❖ Add 10 new members to the L AFC Legacy Program
- ❖ Conduct tours of the Clinic for at least 100 people

Community Awareness

- ❖ Increase engagement with the dental community, resulting in a greater number of volunteers, advocates and donors
- ❖ As a member of the National Association of Free and Charitable Clinics and the Wisconsin Association of Free and Charitable Clinics, increase awareness among elected officials, stakeholders and the community at large about the continued need for free and charitable clinics
- ❖ Expand awareness of the fact that 40 percent of L AFC patients come from Waukesha zip codes, but only six percent of the Clinic's funding comes from Waukesha residents and businesses
- ❖ Provide speakers and information to organizations and residents of Waukesha County to make them aware of the Clinic's services and mission



Volunteer Extraordinaire

Jan Verona has been volunteering as a nurse at the Clinic for 20 years. She has logged more volunteer hours than anyone else with more than 5,250 hours. She is teased about having a cot in the Clinic because she is often one of the last volunteers to leave the Clinic in the evening and one of the first ones back to the Clinic to reconcile charts in the morning. We are so blessed to have her. Thank you, Jan!



Notable Heroes in Healthcare

Dr. Robert Schwade was recently recognized as a notable Hero in Healthcare from Milwaukee BizTimes. Dr. Schwade, who had a private practice for more than 40 years and served on the faculty of Marquette University School of Dentistry for seven years, has been L AFC's volunteer Dental Director since 2016. It was wonderful to see him recognized in this way. He certainly is our hero!



Lake Area Free Clinic

Statement of Revenue and Expenses

January - December 2022



Board of Directors

Revenue

Contribution Receipts	\$882,764
Grants	\$620,921
Dental Services.....	\$616,936
Gala & Fundraising Events	\$219,531
Non-Cash Contributions*	\$141,784

Total Revenue..... \$2,481,936

Operating Expenses

Wages.....	\$1,116,427
Dental Supplies and Lab Services	\$158,762
Contributed Goods and Services*	\$141,784
Payroll Tax Expense.....	\$101,553
Rent.....	\$94,877
Medical Prescriptions and Supplies.....	\$43,198
Gala Expenses.....	\$27,956
Employee Benefits	\$23,334
Patient Transportation.....	\$21,468
Marketing and Development.....	\$19,049
Office Supplies and Computer Support	\$18,865
Outside Services	\$15,690
Insurance	\$14,774
Legal and Professional	\$11,972
Cleaning	\$9,782
Bank and Merchant Account Fees.....	\$7,986
Dues, Subscriptions, Licenses and Permits.....	\$5,447
Miscellaneous	\$5,308
Repair and Maintenance	\$5,084
Telephone and Internet	\$4,782
VISTA Expense.....	\$4,761
Payroll Processing Fees	\$4,635
Patient Assistance	\$4,477
Postage.....	\$3,823
Conferences, Training and Travel	\$2,172
Meals and Volunteer Recognition	\$1,936
Uniforms	\$1,222
Fundraising Expense.....	\$100

Total Expenditures \$1,871,222

Net Operating Revenue..... \$610,714

Total Other Revenue..... \$30,416

Depreciation Expenses..... \$68,890

Net Revenue..... \$572,240

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RPh

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Don Reichert

Eric Ruiz, DDS

Joe Sorum

Jackie Stetina, CLS

Lake Area Free Clinic
856 Armour Road
Oconomowoc WI 53066

* Represents value of the specialized skills (e.g., physicians, nurses, dentists)

Significant 2022 Grants & Contributions

\$50,000 +

Rosemary Becker
Wisconsin Department of Health Services - Oral Health Program
Hope Church
Wisconsin Department of Administration - Equitable Recovery
Roots & Wings Foundation
Wisconsin Department of Health Services - Chronic Care
Matthew and Christine Teuteberg
Emy Seaman in Memory of Russell Seaman

\$10,000 — \$49,999

Mallinger Family Foundation
Delta Dental Foundation of Wisconsin, Inc.
Oconomowoc Area Foundation -
Richard R. & Karen Bertrand Charitable Fund
Waukesha County - Community Development Block Grant
Oconomowoc Area Foundation
Ruehlow Family Foundation, Inc.
Bess Spiva Timmons Foundation Inc.
Waukesha County Community Foundation - Women & Girls Fund
Mark Knickelbein Memorial Cribbage Tournament
Betty Schumacher
Ocreative Design Studio
Elaine Burke
Anonymous
Lynn Riggs
Debbink Family Foundation, Inc
Waukesha County Community Foundation
Wisconsin Association of Free and Charitable Clinics, Inc
Neumann Family Foundation
Michael and Dorothy Spanheimer

\$5,000—\$9,999

Advocate Aurora Health
ProHealth Care, Inc
Greater Milwaukee Foundation - John C. and Harriett Cleaver Fund
Oconomowoc Area Foundation - Alice Youngberg Kozlowski Fund
John and Ruth Koehn
FlorenceCares, Inc
Jody Nolan
Anonymous
Gordon and Patricia Pierce
Anonymous
Sally Day
Dr. James and Heike Warsh
Jerome D. Sayles
Paul and Jan Marie Steinberger
Tom and Sue O'Connell
Tom and Jenny Hirsch
Dr. Bronner's Family Foundation
Four-Four Foundation, Inc.
Kolaga Family Charitable Trust,
Suzette M. Kolaga & Molly Ann Pasdera
Roehl Foundation, Inc
Waukesha Service Club, Inc
WDA - Wisconsin Dental Association Foundation, Inc.
William and Catherine Balthazor
Watercrest Investments
Wells Fargo - The Frank L. Weyenberg Charitable Trust
Paul and Helen Stone

\$2,000—\$4,999

Reilly, Penner & Benton, LLP
Frank and Chris Both
Sam and Nancy Bradt - Merganser Fund
Charles and Jennifer Laabs
Ms. Terri Takton
Dennis and Nan Nelson
Scott & Kathryn Allen
Dr. Peter Geiss
Oconomowoc Area Foundation -
Breckenfelder Family Charitable Fund
Winger's Tap, Inc. - Ryan's Ride
Anonymous
Tim and Joyann McChesney
Dean and Peg Koenigs
Terrance McAdams
Greater Delafield Community Fund
Oconomowoc Woman's Club
The Townsend Foundation
Bob Lehrmann
Klug Family Foundation
Craig Brown & Patricia Kiefer
Shorehaven Lutheran Homes
of Oconomowoc
Anonymous
Robert and Karen Jones
James & Leigh Peterson
Family Foundation, Inc
Chris and Nancy Olson
Pat and Melanie Hammer
Richard and Kristine Heinrich
Kevin and Avery Lemm
Rogers Memorial Hospital
Students of Oconomowoc Area
School District
Gregory Wojczak
Mike Doland and Patti Swift
Rick and Ginny Pease
Craig and Mary Beth VandenBush
Bitner Family Dentistry
Janowak Family Foundation
Mark and Mary Hollister
James Gutzmann
Bill Jones
Chad & Carrie Vande Zande
Daniel & Patti Ewald
Jerry and Sharon McNellis
Randall and Sandee Swanton
Northwestern Mutual Foundation
Oconomowoc Junior Woman's Club
Waukesha County Community Foundation -
Peter & Grace Friend Fund
Waukesha Rotary Club Charitable Fund, Inc
Davidson and Harley Fund, Inc
Kimberly Stormo
James Harrison
Melissa Winker