



*For more information about us:*

**Our Health, Inc.**

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**[www.facebook.com/ohwinchester](https://www.facebook.com/ohwinchester)**



# Our Health

Connecting Partners. Serving Community.

## 2020

# ANNUAL REPORT



**Fear is contagious but so is Hope**  
**Spread the Hope**

## Our Letter of Thanks to You

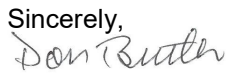
As we all know, 2020 has been a difficult year for our community, country and the world. In spite of the difficulties that the pandemic has caused, Our Health has continued to serve this region with access to health and human services for those most in need in our community. We are fortunate to be able to celebrate this unique campus model by providing our partners a subsidized leased space that is safe, attractive and affordable. Our health and human services partner agencies each provide an array of much needed care, and the co-location of these services makes them easily accessible for those seeking care.

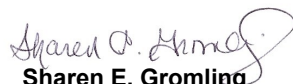
We are most grateful to all of those who have stepped up to continue to support our mission. A special thanks is extended to Valley Health System, Frederick County, Clarke County and the Shockey Company which have supported us since our founding. Because of COVID-19, our annual golf tournament was cancelled, the Rotary Kaleidoscope for which we are the beneficiary was postponed to a later date, and the Shenandoah Traffic Club cancelled their two golf tournaments held to raise funds for our organization. Although our fundraising suffered dramatically this year, we were able to make up some of the shortfall through researching and writing grants. In 2020 we were able to secure \$266,400 in grant and foundation funding.

We are happy to report that in 2020 in the midst of the pandemic, we continued to be fully leased with a waiting list of nonprofit agencies interested in joining the campus as space becomes available. We currently have 24 partner agencies on the Kendall Campus serving more than 114,000 client visits annually and a total of 85 partners we assist throughout the Northern Shenandoah Valley. In addition to providing subsidized leased space, we serve our partners by writing and administering grants; conducting training workshops; providing free state of the art conference room space; assisting with the recruitment and placement of volunteers through our Volunteer Action Center; offering IT assistance and financial management; and, assisting with public relations, advertising and marketing. We are committed to excellence in developing strong nonprofits and we work very hard to match our strengths to their needs.

We are honored to serve our partners and this community to address the health and well-being of those most in need throughout 2020 and beyond. We believe our story of service is a worthy one and we thank you for all you have done and continue to do to support our efforts. *We would love to take you on a tour of the campus and let you see first-hand the amazing services provided. When COVID restrictions are lifted, we invite you to call our office to arrange an individual or group tour.*

We wish you and yours a much better and most happy, healthy 2021.

Sincerely,  
  
**Don Butler**  
Board Chair

  
**Sharen E. Gromling**  
Executive Director

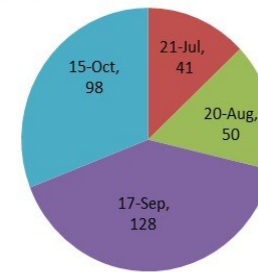
## Healthy Living and Farmer's Market Events

2020 marked the 9th year of the Our Health's Healthy Living and Farmer's Market events. Because of the pandemic, we only held four events on our campus, beginning in July instead of June. This year we held our events on the third Tuesday and partnered with the Lord Fairfax Health Department to administer flu shots at two of our events. Through social distancing and the wearing of masks, the Our Health Campus GreenSpace transformed into a festive market showcasing our partner agencies' services, free health screenings, and delicious and nutritious local produce and baked goods.

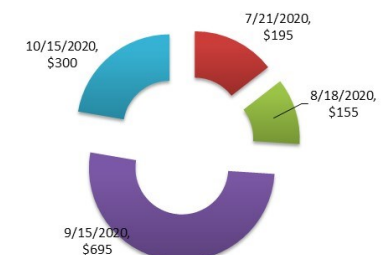
Returning for its seventh year, the Dental Clinic-NSV (through a grant received from the United Way, NSV) provided \$5.00 individual and \$10.00 family coupons to clients of the 85 Our Health partner agencies to be used at the farmer's booths to make purchases. Our Health added \$5.00 to each voucher making the total coupon \$10 per individual and \$15 per family.

To qualify, clients participated in a dental screening and visited each partner booth to learn more about living a healthy life.

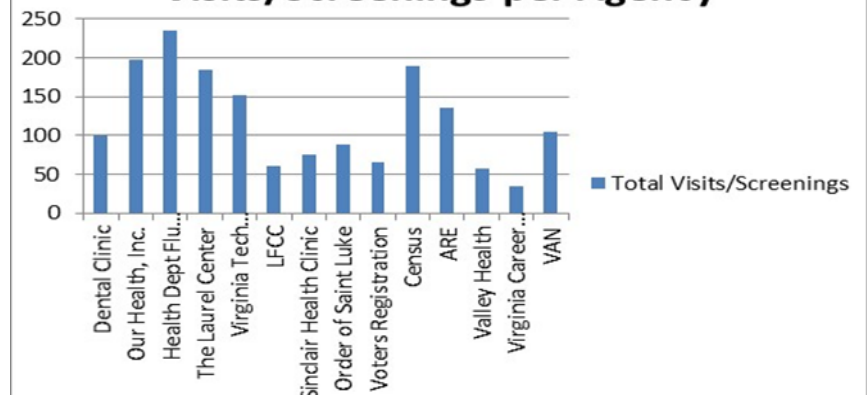
Total Visits



Vouchers Given out in 2020



Visits/Screenings per Agency







**Frederick Douglass Learning Center and Quarles Elementary School  
COVID Testing - July 7 and 8, 2020**



**Frederick Douglass Learning Center  
Flu Shots - October 20, 2020**

## Our Health Partner Agencies

Did you know that a portion of every dollar donated to Our Health goes to support our 85 partner agencies, 24 of them our campus partners? Through property maintenance, subsidized lease rates, training and technical support, grant writing and administration, volunteer recruitment and much more, we utilize our donor dollars to help our wonderful partners who are serving our region's most in need population.

1. Adult Care Center
2. ChildSafe Center
3. Community Foundation of NSV
4. Community Prenatal Access
5. Concern Hotline, Inc.
6. Dental Clinic of NSV
7. Healthy Families of NSV
8. Housing Choice Voucher Program
9. I'm Just Me Movement
10. LFCC – Adult Education
11. Literacy Volunteers – Winchester Area
12. NAMI NSV
13. Our Health, Inc.
14. Shenandoah Valley Community Residences, Inc.
15. Sinclair Health Clinic
16. St. John's Community Services
17. The Laurel Center
18. United Way of NSV
19. Valley Assistance Network
20. Virginia Career Works – Winchester Center
21. Virginia Department of Health
22. Virginia Employment Commission
23. Winchester Department of Social Services
24. Wheels for Wellness

For a complete list of our 85 partner agencies, please go to [www.ourhealthva.org](http://www.ourhealthva.org).



**Dental Clinic at Our Health's  
Farmer's Market**



**United Way Day of Caring**



**Health Department  
Providing Flu Shots**



**Farmer's Market**

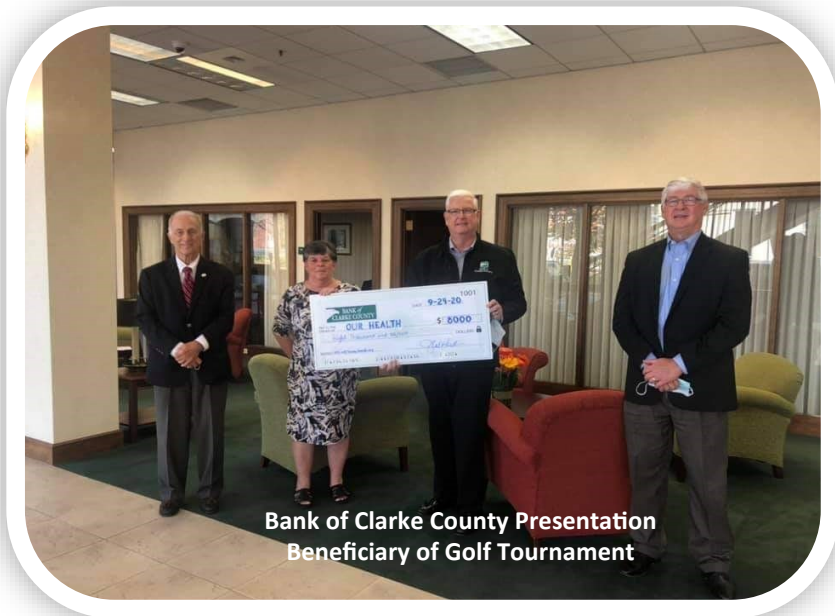


**Youth Day of Caring helping  
Literacy Volunteers—  
Winchester Area**



## Financials and Fundraisers

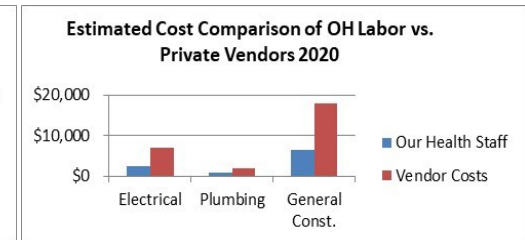
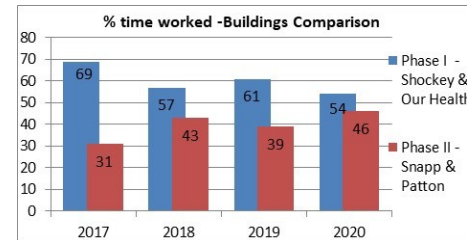
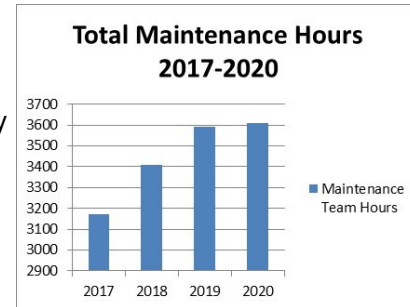
1. Our Board of Directors chose to have our End-of-Year Letter of Financial Support be earmarked for our Endowment Fund. In 2021 the Board will formally kick-off a campaign for Our Health's long-term sustainability. The 2020 letter was sent to our donor list thanking them for their past support. To date we have received/pledged \$21,435. The endowment account is currently invested in the Conservative Growth Fund at Bayliss Wealth Management. Its December 31<sup>st</sup> market value is \$73,791 (noting that most of the EOY campaign funds have not yet been transferred to this account).
2. Total assets at the end of December are \$4,224,000 with \$1,381,500 in cash and liquid investments. The December 31<sup>st</sup> market value of the investments (non-endowed) with Bayliss Wealth Management is \$959,308. Of this, \$400,000 is restricted by the Board for Building Maintenance Reserve.
3. Our Health qualified for a \$28,900 Payroll Protection Loan and a \$6,000 Small Business Administration Disaster Relief Loan as part of the Federal Government's response to the Covid-19 pandemic. While currently recorded as a liability, we fully expect these loans to be forgiven in 2021.
4. We successfully completed our annual audit with our external auditors, Rutherford & Johnson, P.C.
5. We were grateful to be chosen as the beneficiary of the Bank of Clarke County tournament netting us \$8,000.



## Buildings and Grounds

### General Maintenance:

- During the COVID 19 pandemic, we remodeled the Adult Care Center while they were closed, giving them an entire makeover that is more durable and functional. We also painted and steam cleaned the carpets throughout. We used staff to complete this instead of contracting out, which provided a cost savings to OH.
- We updated our cleaning, maintenance and security protocols and procedures to be in accordance with COVID guidelines and restrictions. We provided deep cleaning every time agencies had exposures to the virus.
- We completed several projects in the Shockey Building including moving the Sinclair Health Clinic's Pharmacy from upstairs to the main entrance on the first floor. We then renovated the old pharmacy space by adding an acoustical ceiling in one office to dampen the sound, repaired walls, cleaned carpets and painted. We did similar work on the second floor in the Sinclair Counseling Room, the Valley Assistance Network suite, and the Hunter Gaunt Conference Room.



### Electrical/Plumbing/HVAC:

- This year, 2 outside HVAC units on the Department of Social Services rooftop and one inside unit were replaced.
- We changed out light bulbs (165), ballasts (21) including all lightbulbs and ballasts in the Health Department and installed LED light fixtures (16).
- We upgraded to LED bulbs and light switches in the Health Department Board Room.
- We replaced one toilet in the upstairs Shockey Building bathroom.

### Grounds:

- More staff time was spent on the grounds because we had a wet season and less volunteers due to COVID.
- We did not have many snow events last winter reducing the cost of snow removal.

**A special thanks to the B&G and Custodial team for all the extra work they did this year to refurbish offices and suites and to keep the campus clean and safe for its many workers and clients.**



**Renovation Project—Adult Care Center**



**Renovation Project**



**Sinclair Health Clinic Pharmacy**



## Grants and Foundations

1. We continue to subscribe to the Foundation Directory Online, a tool which allows us to more readily research and apply for foundation grant opportunities that are tied to our mission. We also offer this tool to our partner agencies for their use to research grants.
2. We received a \$25,000 unrestricted grant from the Shockey Foundation. Valley Health continues to support us with level funding for 2021. Frederick County awarded us a \$20,000 grant and Clarke County supported us with a \$6,500 grant award. We are truly indebted to each of these for all the many ways they have supported and continue to support Our Health.
3. In April 2020 we applied for a \$10,000 security system upgrade grant from American Woodmark. We received \$1,000 from them and are seeking other grants to complete the upgrade in 2021.
4. We applied for a Community Relief Grant from the United Way to allow us to distribute hand sanitizer and masks to those that attended the Healthy Living events. We received \$500. We also applied for a Community Foundation COVID-19 Relief Grant in July 2020 to help offset the increased cost of cleaning supplies and the increase in hours staff has worked. We were awarded \$1,500.
5. We applied in August 2020 for the Power of Change Rappahannock Electric grant for \$5,000 towards our computer lab upgrade and we received it. The computers were purchased and have been installed in the lab, as we continue to seek funding to fully fund the upgrade.
6. We hired Joseph Jablonski in October to assist us with grant research and writing. He has researched and written numerous grants for our campus.

**TOTAL GRANTS AWARDED TO OUR HEALTH FOR 2020: \$266,400.00**

*10 new computers for the Computer Lab-made possible through the "Rappahannock Electric Power of Change Grant"*





## Board Success and Updates

One of Our Health's most valuable resources is the strength of our board. We are fortunate to have a dedicated board whose diversity of strengths compliments the staff. This year seven current board members were eligible to renew for another three year term and four said yes. We are grateful to have Don Butler, Chris Cotterell, Charles Harbaugh and Scott Moulden continue their service to Our Health. We said goodbye to Dennis McLoughlin who served from January 1, 2012 to December 31, 2020 and Jeanian Clarke who served from January 1, 2018 to December 31, 2020. The Board also awarded outgoing board member John Tyson Director Emeritus designation for his many contributions to our board, most notably he chaired the Golf Tournament Committee for five years leading the efforts of our board and staff to raise more than \$196,000 for our organization. Thank you John, Dennis and Jeanian for all you have done and will hopefully continue to do in some capacity for Our Health.



John Tyson—Director Emeritus

We welcomed three new board members this year – Christy Taggart, with Wells-Fargo, William Aikens with H&W Construction, and Liv Heggoy, with the LFCC Educational Foundation.



Christy Taggart



William Aikens



Liv Heggoy

## Partner Relations, Training and Technical Assistance

The Our Health team sponsored/conducted 60 trainings, roundtables, tours, and calls for technical support during 2020. 650 registrants attended the sixty trainings with a total of 173.75 training hours. There were also two weekly COVID-19 meetings that our Executive Director attended via Zoom that are not reflected in this number. We increased our partner agencies from 83 to 85 welcoming Dementia Matters, Inc. and Shenandoah Region Healing Community - Order of St Luke.

## Volunteer Action Center (VAC) Year in Review

Volunteer Type	2019 Totals	2020 Totals
Volunteers Placed	10	9
Service Group Volunteers	110	69
Community Service	6	11
Worker's Comp	2	3



Cub Scouts  
Winchester Outreach



Shenandoah University  
Spring Break  
right before COVID restrictions



United Way  
Day of Caring

## 2020 Event Summary

### Information Booths

- Two COVID-19 Testings
- Three Healthy Living Events
- One ARE Hispanic/Latinx Health Fair

### Service Projects

- Shenandoah University 03/09/20
- United Way Day of Caring 09/16/20
- Cub Scouts 10/06/20
- Winchester Outreach



Day of Caring Team from Navy Federal