Watertown Area Cares Clinic

Annual Report 2017

Caring for our Community ~ Together!

Watertown Area Cares clinic is proud to make a difference in our community, one patient at a time. Working together with community members, local businesses, and other organizations, we change lives by offering free healthcare to those who are uninsured and with a income of 250% of the Federal poverty level.
Dear Friends

As I write this community update, we are completing our tenth year of serving the uninsured in Jefferson and Dodge Counties. I think back over the past ten years and see how we have come together as a community to help those in need. I cannot tell you how thrilling it is to see the difference we are making for our patients at WACC today and over the past 10 years. It has been life-changing for so many and, is only made possible because of the generous support from all of you. Truly, we have helped thousands of people in so many ways. And we continue to do so in this changing healthcare landscape.

Our patients continue to change from year to year and, most recently, we are serving a lot more acute cases than we have in the past. You may notice that the number of total visits and the number of patients is lower than in previous years; this is a result of more people having health insurance.

Many of the people who have come to us for help this year have been eligible for insurance and as part of our clinic services, we have helped them when they come and our trained volunteers sign them up for Badger Care or assist them in finding insurance through the Marketplace.

Still, for various reasons, there are people who have no insurance and, due to the lack of health insurance, delay timely treatment because they know they cannot afford it. What would have been an easily treatable ailment becomes an emergency situation, involving a trip to the hospital, and many times, a costly hospital stay.

We also have seen people who qualify for disability but unfortunately for 2 years are not able to get health insurance through the government. That is another case where we can step in and help them through that waiting period, taking care of their healthcare needs.

Another case includes people who have had insurance and lost it for a period of time or they simply cannot afford the insurance that is offered.

It comes down to this, everyone needs a little help from time to time, and Watertown Area Cares Clinic is here to help and, we are grateful for your continued support. We could not be here for them if you weren’t there for us - together we have helped so many!

Gratefully,

Carol Mertins, DNP, ANP-BC Executive Director
Thank You to our Volunteers...

“Volunteers do not necessarily have the time; they just have the heart.”
“You make a living by what you get. You make a life by what you give.”

We are so grateful for all of our wonderful volunteers!

Geralynn Andrews
Joyce Bartman
John Basarich
Tim Beine
Zac Beine
David Block
Barbara Bock
Helen Box
Rita Braddock
Larry Braunschweig
Mary Braunschweig
Rodney Brown
David Byrne
Richard L. Cerney
Dr. Bruce J. Cochrane
Lisa Durant Homero
Esquivel Adam Fullmer
Dr. Michael Gajewski
Dr. Frederick Gremmels
Sheila Geib
Gretchen Geist
Dr. Greg Graglia
Cherie Heinz
Karen Heller
Marguerite Hemiller
Jaquilyn Heatherington
Jeanne Higgins
Dr. Richard Holden
Brenda Hrobsky
Mike Klinger
Heidi Komp
Joan Kressin
Dr. Steven LeGrow
Vannessa Machado
Josie Mack
Ann Marcks
Hector Marroquin
Dan Mertins
Karla Mullen
Dr. VanLy Nguyen
Mary Nimm
Patricia O’Connor
Dale Oestreich
Dr. Kevin L. O’Halloran
Carol Quest
Brittany Roth
Dr. Donene Rowe
Gus Sarmiento
Anthony Scola
Kathy Siegel
Vilma Staude
Dr. Michael Sullivan
Maria Tello
Timothy Thompson
Sue Tietz
Wendy Ulssvik
Griselda Uscanga Zuniga
Connie Wanke
Kate Wichman
Dr. Donald Wollheim
Carol Yager
Jim Burge
Jim Schwartz
Joann Drew
Joann Cox
Kendall Bocher
Linda Bargo
Mary Kasch
Mike Volsch
Norma Hinrichs
Norman Wheeler
Pat Kleinsteiber
Patricia Volsch
Rachel Judd
Russ Ludwig
Sarah Hesse
Scott Quest
Wendy Weiss
Eric Stein
Kathryn Perszyk

Physician Hours = 646 / Volunteer Hours = 3075

2017 Total Hours = 3721

Volunteer Spotlight: Vanessa Machado

At WACC, we treasure our volunteers! We know that without them, we would not be able to truly make a difference. Why do people choose to volunteer at the free clinic? We asked one of our volunteers to share a bit of her story and what drives her to give back to the community... Vannessa volunteers as an interpreter. She and her family enjoy living here in beautiful Wisconsin. As she talks about herself, she says “I’ve been volunteering as an interpreter at WACC for over 2 years and as someone who values the message of the Bible, I believe there is more happiness in giving than in receiving.” She quotes Acts 20:35 where it also says that it is more blessed to give than to receive. She goes on to share “It is tremendously rewarding to support the hard labor of those who volunteer at the Clinic, those who financially support such a wonderful initiative, and also the patients who can trust in the excellent and dedicated care.” Vanessa tells us that the only hard part of sharing her story was to try to make it short, but still large enough to convey her deep feelings about how rewarding it is. Thank you Vanessa for sharing your time and talents with all of us at WACC! You and Volunteers like you truly make a difference here!
Thank you to our Donors!

Associated Bank
Baker-Rullman Manufacturing, Inc.
Cindy K. Birkholz
Thomas & Ruth Ann Borbe
Larry & Mary Braunschweig
Jeff & Linda Budde
Carew Heating & A/C, Inc.
Catholic Women’s Club
City of Watertown
Culligan Water Conditioning-Horican, LLP
Datatek Imaging, LLC
David J. Groh, D.D.S.
Gerald & Ellen Schuh Demers
DigiCorp, Inc.
Dodge Jefferson Healthier Community Partn.
Carol Dumais
Earl & Eugenia Quirk Foundation, Inc.
James & Karen Milford
Thomas & Lynn Frakes
David & Judith Frohling
Dr. Michael & Monica Grajewski
David & Rea Gustafson
Hafemeister Funeral Home
Dale & Diane Helgerson
Edward Hoy
Larry & Jeanne Isaacs
Jefferson County
Jessica Clyde
Kay Nicoll
Realty Executives Platinum

Daniel & Kay Lapin
Linda Olson Douglas
Maas Brothers Construction Co., Inc.
Barbara McGray
Marianne Oppenrud
Oswald Konz Financial Group
Mark Paulek & Jeanne Hamilton
Mark & Jane Pieper
Roundy's Supermarkets, Inc.
John & Carleen Schloemer
Sikich, LLC
St. Bernards CCW
Emily Stoddard
The Brown Insurance Group, LLC
Tomorrow's Hope, Inc.
Sandra Torgerson
Sarah Toshner
Joshua & Ruth Uttech
Nicolas and Mandy Walter
Watertown Area United Way
Watertown Family Practice Associates, SC
Watertown Medical Center LLC
Watertown Regional Medical Cntr
WDI LLC
Phyllis Weeden
Women of Good Shepherd Lutheran Church
Kathryn M. Wood
YES Watertown
Tammy Zastrow
Denise Ziemer
On June 24, 2017, we celebrated the 5 Year Anniversary of the Jon Fisch Memorial Tour DA Goose Ride for the Watertown Area Cares Clinic, it is only fitting that we take a look at how it all began. Rita Brafford and her husband Jon Fisch were avid bicyclists and wanted to find some hobbies that they could enjoy together. They played golf and participated in many bike rides throughout Wisconsin and also wanted to contribute to our wonderful Watertown community.

Rita and Jon saw that the Watertown Area Cares Clinic was a vital resource for the uninsured and low income residents of Watertown, who struggled with illness and were unable to afford health care. Rita joined the WACC Clinic board and was asked to put together a fund raiser to benefit the clinic.

Developing a bike ride fundraiser was really a no brainer for this couple who had biked in rides ranging from 25 to 100 miles in length. They developed a committee of bicycling enthusiasts to join the team, and Jon would even hand out flyers while he was in the hospital for cancer treatment. He also challenged each member of the medical staff to get involved and ride in the event as well.

They went to work, planning and putting together a wonderful ride and fundraiser to be held in June of 2013. During the planning of that very first ride, Jon became extremely ill and sadly, died of cancer in January of 2013. This was just a few short months before the first Tour DA Goose event that he envisioned and had worked so hard for.

To honor Jon at the ride, Rita decided to donate his bike as the raffle prize. She had no idea that the raffle would be won by one of Jon’s oldest and dearest friends, Steve Weiss.

Steve and Jon had known each other since Kindergarten and Steve says that he still can picture his friend and how he loved to chase the girls. He says “Jon was always full of mischief, probably not the greatest influence when we were kids, but we sure had fun. As we got older, he was a great influence. Without knowing Jon, I would never have learned to scuba dive or turkey hunt, just to name a few. He was always up for learning something new.”

Jon had told his good friend about the charity bike ride that they were organizing and said that he needed to ride in the event. Of course, when his good friend passed away, Steve said he would not have missed it for anything. He goes on to say that as long as he is physically able to, he will participate in the ride in honor of his good friend.

When it was time to announce the winner of Jon’s bike for the raffle, Steve’s name was drawn. He was stunned and said “I will admit I was choked up when my name was called. During that ride, I was having chain and tire problems. After my third flat tire, I called it quits. While waiting for the rescue van, I looked out across the highway and saw the hospice center where Jon spent his last couple of weeks. I’m positive that it was Jon who made sure I got a new bike that year.”

From that day on, Steve has ridden and cherished that bike and says that it is the only one he will ride in the Goose. He is proud of his friend and shares that Jon was always reinventing himself for the better, always learning. “I will always admire him for that and I am proud of the man he became.” He says of his friends and the ride and then continues... “Jon and Rita’s vision for the Goose and helping others is outstanding. If you’re looking for a fun filled day with family and friends, the Goose is the place to be.”

We are so grateful to Jon for the work he and Rita started, and the lives that have been changed because of this awesome event. We are happy to say that Rita still dedicates her time and talents to directing the ride, truly making a difference for the Watertown Area Cares Clinic and our community.

We also would like to recognize the other faithful members of the Tour DA Goose Committee, including Dale Oestreich, Mike Sullivan, Carol Quest, Mary Nimm and David Block. Visit tourdagoose.com for more information about the Tour Da Goose.
**Who Are Our Patients?**

**Age:**
- Under 18: 6.47%
- 18 - 24: 10.71%
- 25 - 34: 20.31%
- 35 - 44: 23.66%
- 45 - 64: 34.82%
- 65 & Over: 4.02%

**Gender:**
- Female: 57.37%
- Male: 42.63%

**Ethnic Origin:**
- White: 21.43%
- Hispanic: 54.69%
- Other: 23.88%

**Employment:**
- Unemployed: 18.53%
- Part-time: 15.18%
- Full-time: 36.83%
- Other: 29.46%

**Income - per month:**
- Less than $500: 12.50%
- $500 - $999: 8.26%
- $1,000 - $1,499: 15.63%
- $1,500 - $1,999: 19.42%
- $2,000 and over: 26.59%
- N/A: 14.51%

**Diagnosis:**
- Arthritis: 0.24%
- Asthma: 0.42%
- Cardio Vas.: 6.99%
- Dental: 0.54%
- Dermatology: 4.22%
- Diabetes: 11.39%
- Gastrointestinal: 4.70%
- Gen. Physical: 1.69%
- Gynecology: 3.19%
- HEENT: 7.53%
- Hypertension: 8.07%
- Hypothyroid: 2.17%
- Mental Health: 16.87%
- Musculoskeletal: 16.87%
- Neurological: 2.83%
- Obesity: 0.60%
- Podiatry: 2.41%
- Pregnancy: 0.72%
- Respiratory: 4.58%
- Uro-Genital: 5.06%
- Other: 2.23%

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**Clinic Services Include**

**COMPREHENSIVE MEDICAL CARE**
- Primary, preventive and some specialty care for adults and children
  - Orthopedics
  - Gynecology
  - Podiatry
  - Care for chronic diseases
  - Diagnostic and laboratory services

**EDUCATION AND OUTREACH**
- Health education, including chronic disease management and weight loss

**MENTAL HEALTH**
- Short-term therapy

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**Clinic Visits in 2017**
- Total: 1379

**Total since 2008**
- Total: 18,275

**Total clients in 2017**
- Total: 740

**68.39%** - Clients from Jefferson County
**31.39%** - Clients from Dodge County
**.22%** - Clients from Other Counties

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**Medication Assistance**

One of our most successful programs is the Patient Assistance Program. (PAP) Many free clinics use a majority of their donated funds to pay for medication. While we do pay for some things - such as diabetes testing equipment - most of our patient’s medications are paid for by pharmaceutical companies or the providers prescribe low cost medications for patients to purchase. We received over $110,241.68 in free medication for our patients in 2016!

**OVER $2,953,638 since 2008!!**

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*In every community there is work to be done... In every heart there is the power to do it.*

Marianne Williamsom
### Statement of Financial Position

**As of December 31, 2017**

#### ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td><strong>Current Checking/Savings</strong></td>
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<tr>
<td>Checking</td>
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<td>Money Market</td>
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<td><strong>Other Current Assets</strong></td>
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<tr>
<td>Promise to Give</td>
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<tr>
<td>Prepaid Insurance</td>
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<td>Prepaid Licenses</td>
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<td>Total Other Current Assets</td>
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<td><strong>Total Current Assets</strong></td>
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<tr>
<td><strong>Fixed Assets</strong></td>
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<tr>
<td>Furniture and Equipment</td>
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<tr>
<td>Leasehold Improvements</td>
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<tr>
<td>Accumulated Depreciation</td>
<td>-57,224.00</td>
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<td>Total Fixed Assets</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td>250,499.83</td>
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#### LIABILITIES & EQUITY

<table>
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<th>Category</th>
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<td><strong>Liabilities</strong></td>
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<td>Current Liabilities</td>
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<td>Accounts Payable</td>
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<td><strong>Total Liabilities</strong></td>
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<td><strong>Equity</strong></td>
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<td>Temp. Restricted Net Assets</td>
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<tr>
<td>Unrestricted Net Assets</td>
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<td>Net Income</td>
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<td><strong>Total Equity</strong></td>
<td>247,889.99</td>
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<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
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### Statement of Income and Expenses

**January 1, 2017 - December 31, 2017**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
</tr>
<tr>
<td>Donations-Individual</td>
<td>11,556.25</td>
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<tr>
<td>Donations-Businesses</td>
<td>16,106.15</td>
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<tr>
<td>Donations-Churches/Civic Groups</td>
<td>260.00</td>
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<tr>
<td>Donations-Foundations</td>
<td>52,737.50</td>
</tr>
<tr>
<td><strong>Fund Raisers</strong></td>
<td></td>
</tr>
<tr>
<td>Tour Da Goose - Fundraiser</td>
<td>24,571.00</td>
</tr>
<tr>
<td>Interest Income</td>
<td>532.38</td>
</tr>
<tr>
<td>Rental Income</td>
<td>600.00</td>
</tr>
<tr>
<td>Other Misc Revenue</td>
<td>78.00</td>
</tr>
<tr>
<td><strong>Pass-through Income/Expenses</strong></td>
<td></td>
</tr>
<tr>
<td>Pass-through income</td>
<td>325,590.38</td>
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<tr>
<td>Rent Expense</td>
<td>-27,600.00</td>
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<tr>
<td>Lab/Radiology Expenses</td>
<td>-185,060.70</td>
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<tr>
<td>T1 line Expenses</td>
<td>-2,688.00</td>
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<tr>
<td>PAP-medication discounts</td>
<td>-110,241.68</td>
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<tr>
<td><strong>Total Income</strong></td>
<td>106,441.28</td>
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<tr>
<td><strong>Expenses</strong></td>
<td></td>
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<tr>
<td>Fund Development Expenses</td>
<td></td>
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<tr>
<td>Bike Ride Expenses</td>
<td>9,837.63</td>
</tr>
<tr>
<td>Online Processing Fees</td>
<td>10.87</td>
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<tr>
<td><strong>Total · Fund Development Expenses</strong></td>
<td>9,848.50</td>
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<tr>
<td><strong>Bank Service Charges</strong></td>
<td>7.00</td>
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<tr>
<td>Continuing Education</td>
<td>598.00</td>
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<tr>
<td>Depreciation Expense</td>
<td>7,721.00</td>
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<tr>
<td>Dues and Subscriptions</td>
<td>794.00</td>
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<tr>
<td><strong>Insurance Expense</strong></td>
<td>6,117.00</td>
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<tr>
<td>Janitorial Expense</td>
<td>1,593.58</td>
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<tr>
<td>Background checks</td>
<td>63.00</td>
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<tr>
<td>Medical Records and Supplies</td>
<td>1,912.60</td>
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<td>Office Supplies</td>
<td>2,060.61</td>
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<td>Postage</td>
<td>99.40</td>
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<tr>
<td>Nurse Practitioner/Exc Dir-Wage</td>
<td>24,629.41</td>
</tr>
<tr>
<td>Fund Development Director-Wages</td>
<td>9,117.80</td>
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<tr>
<td>PAP Wages</td>
<td>5,368.00</td>
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<tr>
<td>Payroll Tax Expenses</td>
<td>3,186.76</td>
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<tr>
<td>Accounting Fees</td>
<td>9,200.00</td>
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<tr>
<td>Payroll Processing Fees</td>
<td>565.53</td>
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<tr>
<td>Telephone Expense</td>
<td>2,015.07</td>
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<tr>
<td>Vaccines and Medicines</td>
<td>134.17</td>
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<tr>
<td>Travel Expense</td>
<td>377.54</td>
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<tr>
<td><strong>Total Expense</strong></td>
<td>86,238.26</td>
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<tr>
<td><strong>Net Income</strong></td>
<td>20,203.02</td>
</tr>
</tbody>
</table>
About WACC...

Watertown Area Cares Clinic Board of Directors

Medical Director
John Basarich, MD

Board Chair
Carol Quest, RN

Secretary
Sandy Torgerson

Treasurer
Tim Beine, CPA

EX-Officio Board Members

Jim Schultz, Retired School Counselor
Fred Gremmels, DO
Donene Rowe, MD

Carol Mertins, DNP
Jeanetta Westenberg

Watertown Area Cares Clinic (WACC) is proud to be a participating member of Volunteers in Medicine Clinics (VIM), utilizing the VIM Model that promotes a "Culture of Caring".

We believe that people who come to WACC are our friends and neighbors, good people in need of help. Surviving on limited resources, they often exhibit great courage simply trying to get through each day.

We are there to care for them and many times that care is all that is needed to help them get back to work or school. We find that our patients and our volunteers, as well as support organizations recognize the importance of caring for others and look for ways to "PAY IT FORWARD". They become participants in opportunities to volunteer, encourage & inspire, changing our community for the better, helping one person at a time.

"In every community there is work to be done... In every heart there is the power to do it." Marianne Williamson

415 S. 8th Street, Watertown, WI 53094 * 920-206-7797 * watertownareacaresclinic.org