



To assure access to quality health and wellness care to the residents and workforce of the Greater Williamsburg Community

Board of Directors Meeting
May 18, 2026 | 5:00 PM

- 1) Welcome
 - a) New Member – Ms. Loren Smith, Vice President, Hospital Operations
Sentara CarePlex Hospital & Sentara Williamsburg Regional
- 2) Action item: Consent Agenda – Review & Approval | Dr. Rebecca Bruhl
 - i) Board of Directors – April 27, 2026
 - ii) Finance – May 13, 2026
 - iii) Executive Committee – May 13, 2026
 - iv) Governance & Nominating – No Meeting
 - v) Planning & Performance – No Meeting
- 3) Reports: Facility Update
 - a) Executive Director update | A. Thompson
 - b) Clinical Update | Kendra Robinson, NP
 - c) Business Office | Jacob Cooper
 - d) Operations | Maggie Beamon
 - e) Dental | Dr. Modeste
 - f) Communication & Development | Susan Dunn
 - g) Development & Grants | Sara Lewis
- 4) Reports: Board Committees
 - a) Finance | Melissa Tucker, CPA, Chair
 - i) FY'27 Budget Review, Discussion & Approval
 - a) Communications & Development | Terry Moran, Chair
 - b) Planning & Performance | Scott Herr, Chair
 - c) Governance & Nominating | Dr. David Aday, Chair
- 5) On-Going Discussion & Focus
 - a) Space & Building Update
 - b) FQHC “Look-Alike” Status

- 6) New Business
 - a) Future Board Meeting Date Schedule

- 7) Next Meeting | June 22, 2026

**Board of Directors Meeting
April 27, 2026 | 5:00PM**

Members Present	Members Absent	Staff Members Present
Becca Bruhl, DrPH, MPH, MEM Rashid Jones, MBA Melissa Tucker, CPA David Aday, PhD R. Scott Herr Ron Kirkland Terry Moran Robin Nelhuebel, PhD, MSN, RN, RT(R) Henry Ranger, PharmD Karen Stokes, MSN-RN Randy Walton, PHD Doug Holroyd Barbara Null Ayanna Williams	Loren Smith	Aaron Thompson Kendra Robinson, NP Lorenzo Modeste, DDS Jacob Cooper Maggie Beamon Sara Lewis Susan Dunn

1. Consent Agenda | Dr. Rebecca Bruhl
 - a) A motion was made to approve the minutes by Doug Holroyd and seconded by Barbara Null, and the motion carried.
 - i. Board of Directors – March 23, 2026
 - ii. Governance & Nominating – April 1, 2026
 - iii. Planning & Performance – April 17, 2026

2. Reports: State of the facility
 - a) Executive Director update | A. Thompson
 - i. Dr. Powell relocated to FL; Ms. Loren Smith (Sentara) will fill the vacancy.
 - ii. Presentation of recent community events and publications involving OTMDC.
 - iii. The Statement of Work for the next audit was signed with Cherry Bekhart.
 - iv. The annual FCMGA Golf Tournament will take place May 6, 2026.
 - v. The GiveLocal757 fundraiser will take place May 5, 2026. The board is encouraged to participate by creating their own Peer to Peer Campaign. More information will be emailed.
 - vi. Discussion of the monthly metrics.
 - b) Clinical Update | Kendra Robinson, NP
 - i. Announced our new volunteer doctor for Sports Medicine, Dr. Hill.
 - c) Business Office | Jacob Cooper

- i. No questions or additions to the board packet report.
- d) Operations | Maggie Beamon
 - i. No questions or additions to the board packet report.
- e) Dental | Dr. Modeste
 - i. The local oral surgeon we work with has moved out of state. This could potentially slow down the progress of certain treatments.
- f) Communication & Development | Susan Dunn
 - i. No questions or additions to the board packet report.
- g) Grants & Development | Sara Lewis
 - i. No questions or additions to the board packet report.

3. Reports: Board Committees

- a) Finance | Melissa Tucker, CPA, Chair
 - i. No questions or additions to the board packet report.
- b) Communications & Development | Terry Moran, Chair
 - i. No questions or additions to the board packet report.
- c) Planning & Performance | Scott Herr, Chair
 - i. The committee has reviewed the entire Strategic Plan and now will revisit and work through metrics with low ratings.
- d) Governance & Nominating | Dr. David Aday, Chair
 - i. Continuing to contact patient member prospects.

4. Discussion

- a) Space & Building Update
 - i. The newly formed Ad Hoc committee met this afternoon.
 - ii. Still in the early planning stages, but the meeting was productive.
 - iii. Discussed all possibilities that JCC provided to OTMDC with regards to the building's future.
- b) FQHC Look-Alike Status
 - i. The process of using a consultant will give us a clear understanding of any areas of focus, prior to submitting our application.
- c) Board as Ambassadors Discussion
 - i. The feedback received yearly is that the board should have a bigger role in outreach within their networks.
 - 1. Ideas presented
 - a. Board members can distribute brochures to the other organizations they are involved in.
 - b. Pamphlets given to the local food pantries, FISH, Pineapple Inn for example.
 - c. Work closer with Social Services as clients overlap.
 - d. Meet with Stacey Johnson, president at Riverside Doctors Hospital.

- e. Give information to local community colleges for students that are no longer on insurance.
2. Share with your networks that OTMDC is in need of volunteers and donations.

5. Next Meeting | May 18, 2026 (Week earlier due to the holiday)

6. Adjourn: a motion to adjourn was made by Scott Herr and seconded by Barbara Null, and the motion carried.

**Finance Committee Meeting
May 13, 2026 | 4:30PM**

Members Present	Members Absent	Staff Members Present
Melissa Tucker, Chair Becca Bruhl Scott Herr, Chair Doug Holroyd Ayanna Williams Heather Modispaw		Aaron Thompson Susan Dunn Jacob Cooper

1. Call to Order & Attendance
2. Approval of Minutes | March 11, 2026
 - a. The minutes were approved at the April 27, 2026 Board of Directors meeting.
3. Review of Internal / committee Financial Reports for 4//30/2026.
 - a. Front office staff have been extremely diligent on getting payments collected when patients check in.
4. Review proposed budget for fiscal year ending 6/30/2027.
 - a. Discussed corporate giving and grants clarification. In the future corporate and grants will be delineated.
 - b. Discussed that the capital campaign would be separate from the proposed budget.
 - c. Discussed expenses related to Look-Alike status.
 - d. A motion to accept the proposed budget and present it to the board was made by Scott Herr and seconded by Doug Holroyd and the motion carried.
5. Next Meeting | July 2026 TBD at 4:40PM
6. Adjournment: a motion was made to adjourn by Doug Holroyd and seconded by Rebecca Bruhl and the motion carried.

**Executive Committee Meeting
May 13, 2026 | 5:00PM**

Members Present	Members Absent	Staff Members Present
Becca Bruhl, Chair Rashid Jones, Vice Chair David Aday Scott Herr Melissa Tucker Terry Moran		Aaron Thompson Susan Dunn

1. Call to Order & Attendance
2. Approval of Minutes | March 9, 2026
 - a. The minutes were approved at the April 27, 2026 Board of Directors meeting.
3. Executive Director Update | Aaron Thompson
 - a. The audit should be moving forward quickly within the next week.
 - b. Working on filling the 3 vacancies. Several interviews are upcoming.
4. Reports
 - a. Finance | Melissa Tucker
 - i. FY27 proposed budget was approved at the committee level and will be presented to the board May 18, 2026.
 - ii. If passed by the board it will begin July 1, 2026.
 - b. Planning & Performance | Scott Herr
 - i. At the June meeting we will be looking at action steps for items with low scoring.
 - ii. Would like to discuss any items that can help with the Look-Alike status.
 - c. Governance & Nominating | David Aday
 - i. Connected with several prospects for the board, 3 of which are patients.
 - ii. Trying to hit all of the demographics required for Look-Alike will be difficult to acquire.
 - d. Communications & Development | Terry Moran
 - i. Online auction brought in 3x more than last year.
 - ii. Total funds should be over \$80,000.
5. Review & Discussion: Strategic Issues
 - a. Space
 - i. First Ad Hoc meeting took place, and the meeting notes will be emailed.
 - ii. RFP Quote has been received.

1. Research endeavor on the feasibility for a capital campaign.
 - iii. The next meeting will take place in early June.
 - b. James City County
 - i. Waiting for further information and discussions from the county regarding OTMDC employees and VRS. As well as hold discussions with our legal team.
6. Meeting Schedule Changes for FY27
 - a. Planning to change the day for the Board to meet to the second Wednesday at the same time and moving the Finance & Executive meetings to the fourth Wednesday also at the same time.
7. Adjournment: a motion was made to adjourn by David Aday and seconded by Melissa Tucker and the motion carried.
8. Next Meeting | July 2026 (date TBD)

April Financial Analysis

OTMDC — April 2026 Standalone Month Analysis

Revenue: \$246,046 Total

Source	April Amount	Notes
Local Government	\$98,733	Strong — likely quarterly payment received
Patient Revenue (Net)	\$95,003	Solid clinical volume
Special Events/Fundraising	\$39,518	Ford's Colony Golf Tournament
Public Support	\$8,874	Very low — no major gifts received
Grants	\$3,919	Minimal — no major grant draws

April revenue of \$246,046 was above the implied monthly budget of ~\$279,425 at about **88% of the run rate required** to hit the annual budget.

Expenses: \$279,652 Total

Category	April Amount	Monthly Budget (÷12)	Notes
Personnel	\$221,511	~\$240,557	Favorable — \$19,046 under run rate
Non-Personnel	\$58,142	~\$54,571	Over run rate by ~\$3,571
Furn/Equipment	\$0	~\$417	Nothing spent

Total expenses of \$279,652 were also above the monthly run-rate budget (~\$295,545), expenses were actually well-controlled in April — running about \$15,893 under the monthly pace needed.

Net Operating Result: (\$33,606) Loss

This is a **monthly operating loss**, but it needs context:

- The monthly budget implies a loss of approximately **(\$16,120)** per month (annual budgeted net loss of (\$193,440) ÷ 12), so April's (\$33,606) loss was **roughly twice the budgeted monthly deficit**.
 - The primary driver of the larger-than-planned monthly loss is **revenue underperformance** — specifically the near-absence of grant draws (\$3,919) and minimal public support (\$8,874).
-

Positives:

- The **Ford's Colony Golf Tournament** (\$39,518) was the month's signature fundraising event — delivering the bulk of the Special Events line and demonstrating the continued value of that 31-year partnership.
- **Local Government** (\$98,733) indicates a quarterly installment was received — this is a timing-driven windfall that will not recur in May. - JCC
- **Personnel spending** (\$221,511) was the lowest monthly figure in recent periods, suggesting vacancy savings and controlled staffing costs.
- **Non-personnel costs** (\$58,142) were also meaningfully lower than March (\$71,111) — a \$13,000 single-month improvement in discretionary spending.

Negatives:

- **Public Support of \$8,874** is operationally thin. After March's \$84,198 (inflated by a \$75,000 corporate contribution), April returned to baseline individual giving levels. No major gift, corporate, or foundation receipts.
 - **Grants of \$3,919** were essentially negligible.
 - **No endowment transfer in April** — the organization absorbed the full operating loss from operating cash, which explains the significant cash increase (\$118K → \$360K) being driven by prior-period transfer timing rather than April operations.
 - **Laboratory Services (\$1,964 in April)** is running at 148% of annual budget YTD — a pattern that continued in April.
-

The Core April Story

April was a **structurally average clinical month** with one significant fundraising event (Golf Tournament) and a favorable quarterly government payment.

April 2026 — Detailed Analysis

Patient & Visit Volume

April 2026 recorded 875 total patients (up 4.3% year-over-year) and 1,266 visits (up 9.1%). The visits-per-patient ratio reached 1.45, the highest of either month analyzed, suggesting increasing utilization intensity. April saw a dramatic reversal in the service line mix compared to March — dental visits surged 55.2% to 385, while medical visits pulled back slightly (-3.4% to 881).

Service Line Breakdown

Service Line	April 2025	April 2026	Change	% Change
Dental Visits	248	385	+137	+55.2%
Medical Visits	912	881	-31	-3.4%
Total Visits	1,160	1,266	+106	+9.1%

Payer Mix

April 2026 presents the most significant payer mix concern of either month. Uninsured patients rose to 758 (up 122 from April 2025), and Medicaid/MCO enrollment dropped sharply by 104 patients compared to the prior year — a decline of more than 38%. This is the most pronounced Medicaid contraction observed. Whether driven by Medicaid redetermination activity, enrollment barriers, or population shifts, this trend should be investigated and factored into revenue projections. Medicaid Dental, by contrast, increased by 45 patients, possibly tied to the dental visit surge.

Insurance Category	April 2025	April 2026	Change
Uninsured	636	758	+122
Medicaid/MCO	272	168	-104
Medicaid Dental	86	131	+45
Medicare	32	26	-6
Dual Eligible Medicare	20	20	0
Commercial (Anthem/Optima/CIGNA)	66	61	-5
VA Benefits	1	0	-1
Other	47	102	+55

Demographics

Age Distribution

April 2026 mirrors March's trend of rising adolescent access: the 12–18 cohort more than doubled year-over-year (40 to 94). Infants (0–11 months) increased from 3 to 16. Most strikingly, patients 65 and older

grew from 169 to 244 — a 44% increase — suggesting growing senior access, which carries implications for care complexity and Medicare/Dual Eligible capture rates.

Age Group	April 2025	April 2026	Change
0–11 Months	3	16	+13
1–11 Years	51	35	-16
12–18 Years	40	94	+54
19–35 Years	252	261	+9
36–64 Years	645	616	-29
65+ Years	169	244	+75

Race & Ethnicity

Race/Ethnicity	April 2025	April 2026	Change
Hispanic	408	458	+50
White	271	287	+16
Black	235	242	+7
Asian	45	46	+1
Other	201	233	+32

Gender

Gender	April 2025	April 2026
Male	369	433
Female	791	833

Sliding Fee Scale

FPL Level	April 2025	April 2026	Change
Level B — 100% FPL & Below	388	391	+3
Level C — 101–138% FPL	142	160	+18
Level D — 139–166% FPL	48	70	+22
Level E — 167–200% FPL	27	30	+3
Level F — 201–250% FPL	18	15	-3
Non-Compliant Patients	38	58	+20
Full Fee	3	8	+5
Level I (Insured)	496	534	+38

Locality (Patient Origination)

Locality	April 2025	April 2026	Change
James City County	660	709	+49
City of Williamsburg	184	205	+21
York County	101	129	+28
Newport News	97	106	+9
Hampton	12	13	+1
King William	29	28	-1
Gloucester	14	16	+2
New Kent	24	17	-7
Other	16	26	+10

Key Observations & Action Items

Strengths

- Strong year-over-year growth in both patient volume (+6.3% March, +4.3% April) and visits (+10.8% March, +9.1% April) confirms OTMDC's expanding access to care.
- Rising visits-per-patient ratios (1.41 in March, 1.45 in April) indicate deeper patient engagement and more comprehensive care delivery.
- **OTMDC continues to serve the region's most economically vulnerable residents** — Level B (≤100% FPL) patients remain the largest income tier in both months.
- Our Hispanic patient growth across both months reflects continued success reaching underserved communities. Outreach and language-access investments appear to be paying off.
- The 65+ population grew significantly in both months, expanding OTMDC's reach among seniors who may have limited care options.

Areas Warranting Attention

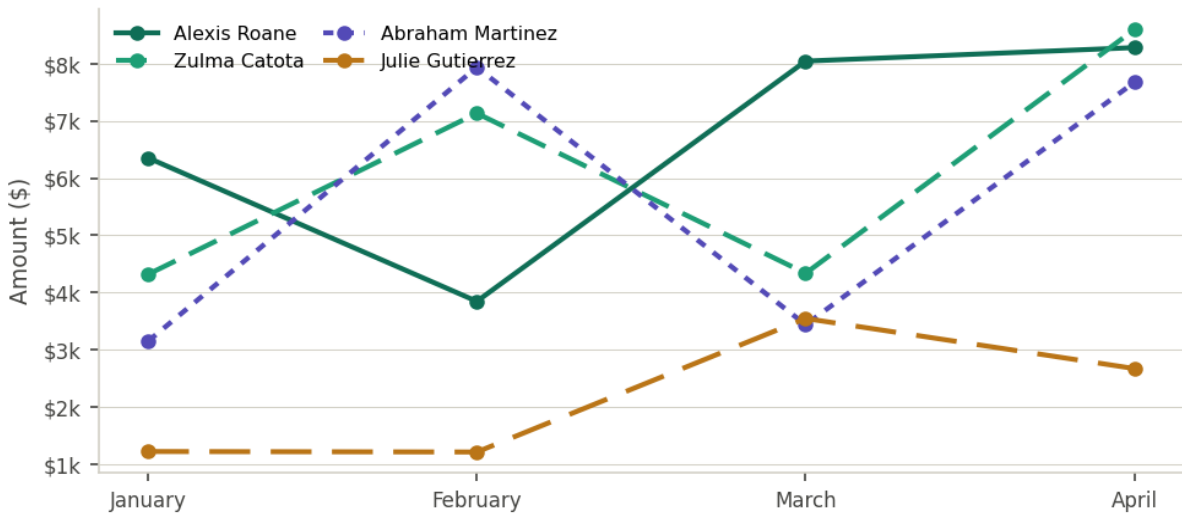
- Medicaid/MCO decline — modest in March (-22) but sharp in April (-104). ***we are investigating whether this reflects Medicaid redetermination, disenrollment, enrollment process gaps, or population shifts, and we will develop a response strategy.***
- Dental visit volume swung dramatically between months: -21.8% in March and +55.2% in April. Understanding the operational driver (scheduling, provider availability, or backlog) will help stabilize service planning.
- Pediatric patients ages 1–11 declined in both months.

Clinical Assistant Patient Collections

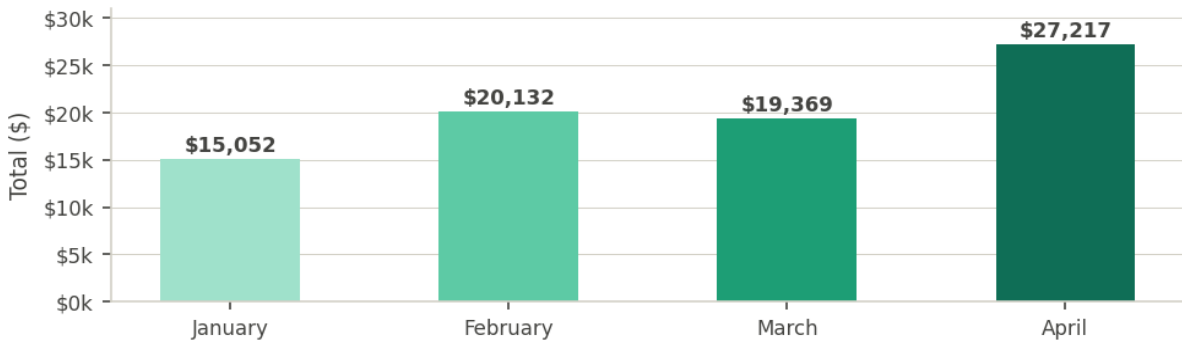
January – April 2026 · Four-Month Performance Report

Total collected \$81,770 Jan – Apr 2026	Best month \$27,217 April 2026	Growth Jan → Apr +81% Monthly total	Top individual month Z. Catota — Apr
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INDIVIDUAL STAFF TRENDS — MONTHLY COLLECTIONS



COMBINED MONTHLY TOTALS — ALL STAFF

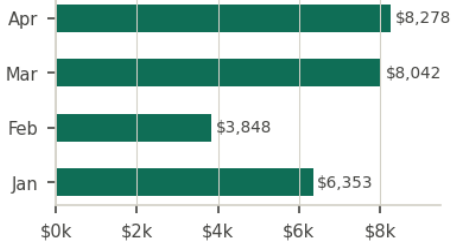


INDIVIDUAL STAFF PERFORMANCE

Alexis Roane

\$26,521 total

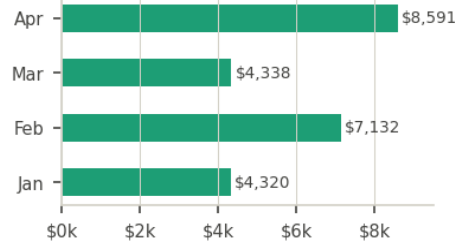
Highest cumulative total



Zulma Catota

\$24,381 total

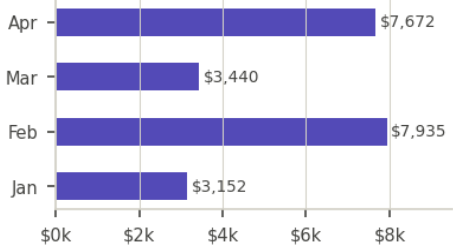
Strongest single month (Apr)



Abraham Martinez

\$22,200 total

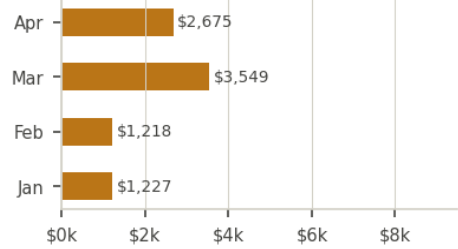
Most variable performer



Julie Gutierrez

\$8,669 total

Improving trajectory



KEY OBSERVATIONS

Strong overall growth

Combined collections grew 81% from January to April. April's \$27,217 was the highest single month in the reporting period, driven by simultaneous peaks from Catota (\$8,591) and Roane (\$8,278).

Performance volatility to watch

Abraham Martinez alternates sharply between high and low months (\$7,935 in Feb vs. \$3,440 in Mar). Consistent mid-range performance in down months could add \$4,000–\$5,000 to the monthly team total.

Rising floor for Gutierrez

Julie Gutierrez's March surge to \$3,549 — nearly triple her January/February pace — signals real upward capacity. Targeted coaching and scheduling support could help sustain that level.

Clinical Department Update

Submitted By: Kendra Robinson, FNP 05/11/2026

Mission moment: A patient seen in February and April at House of Mercy presented to OTMDC to establish primary care. The first encounter with this patient at House of Mercy ended with him being transported by rescue squad to a local hospital for severe alcohol withdrawal symptoms. At his visit to the clinic, the patient was in pretty bad shape. He had been referred to Kiara Robinson from Care Alliance Collective prior to his visit to OTMDC, but he did not have a working phone and was unreachable. During his clinic visit, Kiara Robinson from Care Alliance Collective was contacted with the patient's permission. Kiara spoke to the patient on the phone while he was in the office. She was able to convince him to go into a detox program. Even though she was offsite at the time, she hung up the phone with the patient and was in the office 20 minutes later to sit with the patient to handle all of the necessary conversations and documentation for the inpatient detox facility. She then arranged transportation for the patient from OTMDC to the detox facility and met him there to ensure his intake at the detox facility was smooth. The patient remained at the detox facility for a few days and the facility called Kiara to inform her of his upcoming discharge. Kiara was able to reconnect with the patient and get him admitted to a long-term residential detox program because of his extensive history with alcohol abuse. This is the way integrated care is supposed to work!

Clinic staff Update:

- We continue to interview prospective candidates for the Open Access provider position.

Volunteer Specialty Care

- April 2026 the following specialties provided 24 visits to uninsured patients.

Cardiology: 6 visits	Chiropractor: 0 visits
Gastroenterology: 3 visits	GYN: 7 visits
Nephrology: 0 visits	Ophthalmology: 8 visits
Sports med/ortho: 4 visits	

Community Involvement:

- Gloucester Matthews Care Clinic (GMCC) and OTMDC collaboration for eye care update:
 - 4/2026:
 - One GMCC patient was scheduled and seen for diabetic eye exam at OTMDC during the month of April.
- Williamsburg House of Mercy:
 - Clinic date 4/16/26, 3 patients were seen. All three were seeking connection to behavioral health or substance abuse resources. Next clinic date at WHOM is set for May 21st.



To assure access to quality health and wellness care to the residents and workforce of the greater Williamsburg community.

May 2026 Departmental Update

Business Office

- Both the Medicaid and Medicare Cost Reports for FY25 have been submitted. We have received confirmation that the Medicare Cost Report was received and processed with nothing due to the program or to OTMDC as of now. We are still waiting for settlement confirmation from Myers and Stauffer for the Medicaid Report.
- Allscripts PM (the part of Allscripts used for scheduling and financial processing) has been upgraded, though further upgrades are still upcoming. This completed stage includes a software update to our server (Microsoft SQL). The project details for the remaining upgrades/updates are currently in work as we plan further upgrades to Allscripts PM and EHR, and finally the Follow My Health patient portal.
- We saw a considerable increase in patient collections in April (nearly 25% more than March and over 60% more than February). After some investigation earlier this year, the business office discovered that Allscripts had not properly transferred Olde Towne to their new statement processing vendor. This resulted in many of our patient statements not being delivered. Now that we have been setup and established with Allscripts' new vendor RevSpring, our statements are being delivered accurately which caused an influx of payments from patients on past due balances.
- Net patient revenue is well past the FY26 budgeted expectation at 109% of budget currently tracking 130% of budget for the year.
- We received the final installment of the JCC jurisdictional grant for this fiscal.

Date: 05/08/2026

By: Margaret "Maggie" Beamon

Medication Access Program

- For the month of March, MAP requested 258 medications on behalf of 111 patients which were valued at \$219,327.29.
- Patient Story: I was able to assist one of our patients (62-year-old male) receive Lantus Solostar and Jardiance in record time. I submitted both medication applications on Monday 05/04/2026, along with his Medicaid Denial Letter. The patient received both medications today, 05/08/2026. This goes to show that when the company initially receives all the required documentation, the medications can be delivered very fast. This patient currently receives 6 additional medications via our Access to Medication Program (AMP). Based on the medication prices listed in TPC, the 8 medications for this patient would cost close to \$13,000 per year if he were to pay out of pocket with no discounts. Utilizing the programs available via MAP, his financial responsibility is \$120 per year.

Operations Manager

- I held monthly meetings on 05/07/2026 with clinical assistants and dental assistants.
- I virtually attended HEALTHCON 2026 conference that took place May 3-6, 2026.
- Starting in March 2026, I implemented a friendly competition between the clinical assistants to see who could collect the most during that month. The clinical assistants have really enjoyed it and would like to continue every month going forward.
 - Our April winner was Zulma Catota and she collected \$8,591.41.



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Dental Report

May 2026 | Dr. Modeste

As the spring temperatures fluctuate, here at Olde Towne Dental Clinic, our dental clinic only fluctuates in terms of the various treatment modalities.

We recently had a 29-year-old patient that had been totally edentulous his entire adult life. He was so proud of himself to make the phone call to receive an appointment for dental services. We are in the process of fabricating upper and lower dentures for him. He stated to me that his self-esteem was low and he was looking for that “spark” to renew his life. We are very excited for his personal journey, and I’m sure his confidence will exponentially grow when he receives his dentures.

For the month of April, we had 385 dental visits and treated 335 patients. The entire dental staff looks forward with continued success and care to our patients.



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Communication & Development | Susan Dunn May 2026

- Panda Express had lackluster turnout with 5 participants bringing in a total donation of \$53.06.
- GiveLocal757 brought in \$2,670.
 - o 2 Board members created P2P campaigns.
 - o 5 board members donated \$850 to the campaign with David Aday bringing in the most from his P2P campaign at \$600, from 3 additional donors.
 - o 10 donors from the email blast or social media brought in an additional \$1220.
- Ford's Colony Charity Golf Tournament took place May 6th and was well attended. Including the Resident's Campaign and Online Auction it is anticipated to bring in over \$80,000 before expenses.
- The first annual City of Williamsburg Health Fair will take place May 11th from 9-2 it had mediocre attendance, but since this was the first that is to be expected.
- Our next large event will be the Stride for Wellness Run Fundraiser.
 - o The Williamsburg Hotel & Motel Association has agreed to be our main sponsor (thank you Ron Kirkland!).
 - o TownBank has already signed up to be a Pace Patron Sponsor (\$500).
 - o 2 runners are currently registered.
 - o It will be a 10K, 5K, with a 1 Mile Healthy Hike added this year (under 10 are free).
 - o We would like to raise donations again this year that pay for patient registrations.
 - o The current need will be to obtain sponsors for the event, as well as prizes for the raffle.
 - o Application with the county is in process as well as discussions with Kingsmill for use of the area and to hold the event. We will also be working with Colonial Road Runners again.
- The beginning planning stages are in process for a reception with the theme "A Wine & Chocolate Affair" where there will be light fare, drinks, and wine and chocolate pairings. The

tentative date is 3/20/27 and Colonial Heritage has been very responsive and we will probably hold the event there.

- Again, sponsors will be needed as well as auction items.

OLDE TOWNE'S **STRIDE** FOR **WELLNESS**



USATF CERTIFIED COURSE

SATURDAY, NOVEMBER 7, 2026 | 7:30AM
WILLIAMSBURG, VA

CARTERS GROVE 10K & 5K

REGISTRATION FEES *and Fun Run!*
10K - \$45 | 5K - \$40 | FUN RUN - \$30

EXCLUSIVE STRIDE SUPPORTER
WILLIAMSBURG, VA



Hotel & Motel Association



CRR Grand Prix Event (10K)



bit.ly/StrideforWellness



Olde Towne
Medical & Dental Center

STRIDE FOR WELLNESS

CARTERS GROVE 10K & 5K

SPONSORSHIP LEVELS

Stride Supporter: \$5000

- **Exclusive Sponsor**
- Logo featured prominently on:
 - Event shirts
 - Event signage & start/finish line signs
 - Website, registration page, and all digital promotions
- Opportunity to provide welcome remarks at event
- Complimentary vendor table at event
- 5 complimentary race registrations
- Recognition in post-event thank-you communications

Sprint Sponsor: \$2500

- **Multiple Sponsorships Available**
- Large logo on event shirts
- Logo on event signage and website
- Recognition in email campaigns and social media
- Vendor table at event
- 3 complimentary race registrations

Dash Donor: \$1500

- **Multiple Sponsorships Available**
- Medium logo on event shirts
- Logo on website and select event signage
- Social media recognition (2 posts)
- 2 complimentary race registrations

Pace Patron: \$500

- **Multiple Sponsorships Available**
- Logo on event shirts
- Logo on website
- Social media recognition (1 post)
- 1 complimentary race registrations

Mile Marker: \$100

- **Multiple Sponsorships Available**
- Logo or company name on one mile marker sign
- Name listed on event website
- 1 complimentary race registrations

Patient Sponsor: \$50

- **Multiple Sponsorships Available**
- Cover the race registration for 1 patient to participate.

Scan the code for more race information or to register as a sponsor.

OTMDC.COM/EVENTS
11/7/26 | 8:30AM START
VENDOR CHECK-IN @ 7:30



bit.ly/StrideforWellness

COLONIAL ROAD RUNNERS
GRAND PRIX EVENT (10K)

OTMDC | *Olde Towne*
MEDICAL & DENTAL CENTER

A Wine & Chocolate Affair



March 20, 2027 | Time TBD | Place TBD

Visit otmdc.org/events or scan

All Tickets Include: Appetizers, 2 Drinks, Wine And Chocolate Tasting





Olde Towne
MEDICAL & DENTAL CENTER

A Wine & Chocolate Affair

Presenting Sponsor - \$15,000

- Exclusive recognition as Presenting Sponsor.
- Logo featured prominently on event materials, website, and social media.
- Recognition in any press releases and media coverage.
- Opportunity to provide brief remarks during the program.
- Event tickets for 10.
- Full-page ad in event program.
- Extended recognition on OTMDC website.
- Recognition signage at event.

Platinum Sponsors - \$10,000

- Logo featured on event signage, website, and social media.
- Event tickets for 8.
- Full-page ad in event program.
- Recognition during program remarks.
- Recognition in post-event thank-you communications.

Gold Sponsors - \$5,000

- Logo on event signage and website.
- Event tickets for 6.
- Half-page ad in event program.
- Verbal recognition during the event.

Silver Sponsors - \$2,500

- Logo on event signage and website.
- Event tickets for 4.
- Quarter-page ad in event program.

Bronze Sponsors - \$1,000

- Name listed on event signage and website.
- Event tickets for 2
- Name listed in event program.

Community Supporters - \$500

- Name recognition in event program and website.
- Event tickets for 2.

In-Kind Sponsor

- Recognition based on value of donation, please contact sdunn@otmdc.net for more information.



March 20, 2027
Time TBD | Place TBD

All Tickets Include: Appetizers, 2 Drinks, Wine And Chocolate Tasting
visit otmdc.org/events or scan



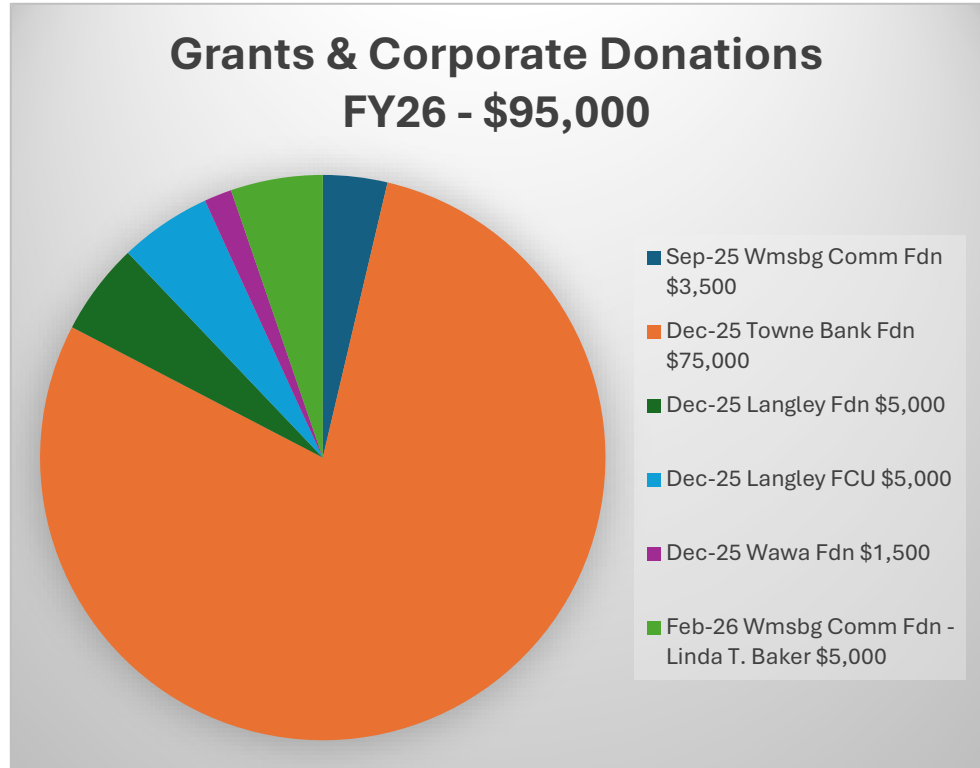
Sara E. Lewis
Grants & Development Coordinator
May 18, 2026, Board Report

FY 2026 Corporate & Foundation Grants Awarded to Date

- \$95,000

Research & Upcoming Grants

- Volatia Language Network
- Ardmore Institute of Health
- Delta Dental of Virginia Fdn
- Virginia Health Care Fdn
- SentaraCares



Grants Submitted Since Last Board Meeting

- Peninsula Community Foundation – Impact 100

Grants Denied Since Last Board Meeting

- **Dominion Energy Charitable Foundation** - \$20,000 to fund Greater Williamsburg Healthcare Access Sustainability Initiative.

Decisions Due in May - \$10,000

- **Bernadine Franciscan Sisters Foundation** – Requested \$10,000 for operating support. This foundation supports Newport News, Hampton, York, Poquoson, and Gloucester. Decision May 18.

Decisions Due in June - \$98,000

- **Richard & Caroline T. Gwathmey Memorial Trust** – Requested \$40,000 to fund the Greater Williamsburg Healthcare Access Sustainability Initiative. Decision in June 2026
- **George J. & Effie L. Seay Foundation** – Requested \$30,000 for Behavioral Health. Decision by June 30.

- **Gloucester Community Foundation** – Requested \$2,000.
- **Virginia Sargeant Reynolds Foundation** – Requested \$26,000 for Resource Assistant. Decision at VSRF June Board Meeting.

Decision Due in July - \$10,000

- **Atlantic Union Bank** – Applied for \$10,000 for help Sustaining Access to Essential Healthcare for the Greater Williamsburg Workforce and Residents. Decision July 2026.

Decisions Due in October – \$20,000

- **Dr. Scholl Foundation** – Requested \$20,000 to fund the Greater Williamsburg Healthcare Access Sustainability Initiative. Decision in October 2026; disbursement in November 2026.

Other

- Attended April 28 webinar “6 stages to build a winning grant pipeline in a competitive funding landscape.”
- Attended May 12 Williamsburg Health Foundation grants information session.
- Coordinated May 21 meeting to implement logistics for Food as Medicine program with Virginia Peninsula Foodbank.
- Registered for May 21 Candid webinar “Boost engagement with donor-advised fund donors with tips from Vanguard Charitable.”
- Circulated Press Release “Technology Upgrades for Olde Towne Medical and Dental Center Funded by Community”

*Note to Board Members – If you have personal/business connections with individuals I might contact at any of the above or other grant-making organizations, please let me know.

Olde Towne Medical and Dental Center Marketing and Fundraising

Rolling

- Slides to Community TV Channels
- Social media relevant to events/fundraising
- Press Announcements
- Corporate Giving Requests

May 2026

- May 5 – Give Local 757 \$2,6700 (FY26); \$2,350 (FY25)
- FCMGA-OTMDC Charity Classic >\$80,000 (FY26 unofficial); \$73,157 (FY25)
- City of Williamsburg Resource Fair
- Month-Long: Mental Health Awareness Month
- Maternal Mental Health Awareness Week: May 4–10, 2026
- Children’s Mental Health Awareness Day: May 8, 2026
- Grants:
 - Virginia Sargeant Reynolds Foundation

June 2026

- Grants:
 - Impact 100 (Peninsula Community Foundation)

July 2026

- Grant:
 - Delta Dental of Virginia

August 2026

- Back to School Events (RPEO) – Vaccines, back to school supplies, Head Start lead screening, W&M student volunteer recruitment
- Make-a-Will Month
- August 2-8 – National Health Center Week <https://www.nachc.org/events/national-health-center-week/>
- Kiwanis Shrimp Feast

September 2026

- Peninsula Agency on Aging Healthy Aging Conference: 9/16/26
- Grants:
 - Dominion Charitable Foundation
 - Sentara Cares

October 2026

- October 9 – National DAF (Donor Advised Funds) Day

November 2026

- November 7 – Stride for Wellness

Sara Lewis – Grants &
Development Plan of Action

- Grants:
 - Wawa Foundation
 - Langley Family Foundation
 - TownBank Foundation

December 2026

- Dec 1 – Giving Tuesday
- Grants:
 - Peoples Bank Foundation,
 - Bernardine Franciscan Sisters Fdn
 - Williamsburg Comm Foundation Spring Round

January 2027

- Grants:
 - Dr. Scholl Foundation

February 2027

- Give Kids A Smile: 2/6/27
- JCC Community Health Fair
- Grants:
 - The Bolger Foundation
 - The Cabell Foundation – Touch base re: Capital Campaign
 - Dominion Charitable Foundation
 - Atlantic Union Bank

March 2027

- OTMDC "A Wine & Chocolate Affair" fundraising reception
- Grants:
 - Dr. Scholl Foundation
 - Dominion Charitable Foundation
 - Gwathmey Memorial Trust
 - Morgan Trust
 - Seay Foundation
 - Gloucester Community Foundation

April 2027

- Nominate OTMDC for Greater Williamsburg Chamber of Commerce Non-profit of the Year
- Community Baby Shower
- WJCC Schools Kindergarten Registration
- House of Mercy Community Resource Fair

May 2027

- Grants:
 - Virginia Sargeant Reynolds Foundation

June 2027

- Grants:
 - Peninsula Community Foundation Impact 100

OTMDC Finance Committee
May 2026
Summary Report to the Board

Recommended Actions:

Approval of the budget for fiscal year ending 6/30/2027.

Financial Report: attached to this report is the ‘condensed’ year to date financial report for the month ending 4/30/2026.

Revenue: Total revenues from operations year to date (YTD) are \$3.135m, 93% of budget. This continues to include the receipt and recognition of \$900k in grant income. Gross patient revenue (before bad debt adjustment) is \$1.142m, 107% of budget. After \$37k of bad debt adjustment and expense, net patient revenue is \$1.105m. This includes Medicaid revenue of 182% of budget. For April of 2025 net patient revenue was \$891k, so we are \$213k above the previous year.

Public support revenue is \$281k, which is 70% of budget. Fundraising is at 85% of budget. Grant income is at 86% of budget, after the receipt and recognition of \$900k of grant revenue.

Expenses: With ten months or 83.33% of the year recorded prior to year-end adjustments, total expenses are \$3.12m, 88% of budget. Personnel costs are 85% of budget, with other (non-salary) operating costs at 101% of budget. The other operating costs include unbudgeted cyber security costs of \$115k.

Net income/loss from operations (revenues less expenses) YTD is \$22k vs. the annual budgeted net loss of <\$193k>. The YTD income includes the once annual \$900k in grant income. For the fiscal year ending 6/30/2025, the audited net income/(loss) from operations (without endowment changes) was <\$340k>.

The **endowment investment fund** is at \$6.706m as of April 30, 2026. The cost of the investment as of 6/30/2025 was \$5.895m. Dividends of \$682k have been reinvested. Cost of \$231k and \$327 have been removed with the \$275k transfer to cover cyber security expenses in November 2025 and the \$333k transfer for operations in March 2026. This brings cost remaining in the fund to \$6.020m. The unrealized gain to-date is \$686k.

Current Assets: Cash balance is \$360k, an increase of \$358k from April 30, 2025. Receivables (net of allowance for doubtful accounts) are \$353k, an increase of \$223k from the April 2025 balance.

Other business/activities:

The next finance committee meeting is scheduled for July 8, 2026 at 4:30 pm.

Respectfully submitted,
Melissa Tucker, Chair, Finance Committee

OTMDC -- Summary Financial Results: YTD 4-30-2026

<u>Income-Expense:</u>					
	<u>Tot. Apr.</u>	<u>Total YTD</u>	<u>Annual Budget</u>	<u>Variance</u>	<u>% of annual</u>
<u>Revenue:</u>					
Local Government	\$ 98,733	\$ 644,361	\$ 644,299	\$ 62	100%
Patient Revenue	\$ 95,003	\$ 1,142,173	\$ 1,063,000	\$ 79,173	107%
Less: Bad Debt "Adjustment"	\$ -	\$ (37,247)	\$ -	\$ (37,247)	0%
Less: Bad Debt Expense	\$ -	\$ (263)	\$ (45,000)	\$ 44,737	1%
Net Patient Revenue	\$ 95,003	\$ 1,104,663	\$ 1,018,000	\$ 86,663	109%
Public Support	\$ 8,874	\$ 281,225	\$ 402,000	\$ (120,775)	70%
Special Events-Fundraising	\$ 39,518	\$ 97,346	\$ 115,000	\$ (17,654)	85%
Grants	\$ 3,919	\$ 1,006,999	\$ 1,173,800	\$ (166,801)	86%
Misc. (inc. cash over/short)	\$ -	\$ -	\$ -	\$ -	0%
Total Revenue	\$ 246,046	\$ 3,134,594	\$ 3,353,099	\$ (218,505)	93%
<u>Expenses:</u>					
Total Personnel	\$ 221,511	\$ 2,450,589	\$ 2,886,689	\$ (436,100)	85%
Total Non-Personnel Exp.	\$ 58,142	\$ 661,841	\$ 654,850	\$ 6,991	101%
Furn/Equipment (Total)	\$ -	\$ -	\$ 5,000	\$ (5,000)	0%
Total Expenses	\$ 279,652	\$ 3,112,430	\$ 3,546,539	\$ (434,109)	88%
Net Income	\$ (33,606)	\$ 22,164	\$ (193,440)	\$ 215,604	-11%
Transfer From/(To) Endowment	\$ -	\$ 608,000	\$ 193,440	\$ 414,560	314%
Net Cash Change After Trfr.	\$ (33,606)	\$ 630,164	\$ -	\$ 630,164	0%
<u>Investment Fund Summary:</u>					
		<u>Curr. Mo.</u>			
Beg. Balance, cost 6/30/2025		\$ 5,895,108			
Cost of transfer to operations		\$ (557,685)			
Dividends reinvested		\$ 682,788			
Cost, 04/30/2026		\$ 6,020,211			
+/-: Gains/Losses, through 6/30/2026		\$ 685,663			
End Balance		\$ 6,705,874			
<u>Current Assets Report</u>					
		<u>4/30/2026</u>	<u>YTD</u>	<u>4/30/2025</u>	
			<u>Diff.</u>		
Cash		\$ 360,160	\$ 1,981	\$ 358,179	
Investments		\$ 6,705,874	\$ 694,315	\$ 6,011,559	
SUBT.		\$ 7,066,034	\$ 696,295	\$ 6,369,738	
Total Receivables		\$ 466,949	\$ 159,797	\$ 307,152	
Less: Allow. For Doubtful Accts.		\$ (114,406)	\$ (30,419)	\$ (83,986)	
Net Receivables		\$ 352,543	\$ 129,378	\$ 223,166	
Total Current Assets		\$ 7,418,577	\$ 825,673	\$ 6,592,904	

OTMDC
Budget FYE 6/30/2027
Narrative

Originally written by Aaron Thompson on April 2, 2026 with the first draft of the budget proposal sent to Melissa Tucker. This is Melissa Tucker's edited version that accompanies the excel file called Revenue Expense FY 2027 v1 sent to the finance committee on May 9, 2026.

Expenses:

Personnel is the dominant cost driver at roughly \$3.06M proposed, about 82% of total expenses. As in prior years a 3% and 5% scenario were run. Both salary scenarios (3% and 5% merit increase effective 10/01) land in a similar range, with the difference being about \$45K between them. The 5% amount is presented in the proposed budget.

The two line items that stand out most sharply are the Cyber Security drop from ~\$115K in FY26 actuals to just \$1,000 proposed, and the Medications line falling from \$15K to \$1,000.

Historically expenses have been easier to budget and then to meet the budgeted amount.

Revenues

Total proposed revenue comes in around \$3.52M, slightly above FY'26 projections.

The biggest question mark is patient revenue, budgeted at \$1.13M net — a step down from FY'26 projected actuals of roughly \$1.32M. This is primarily as a result of the Medicaid adjustment that we received based on the cost report. We don't anticipate that same windfall. Given OTMDC's focus on strengthened revenue cycle management and the Medicaid growth trajectory, this may be appropriately conservative.

The WHF grant anchor (\$900K) holds steady. The \$200K corporate donation line is an aggressive projection with no actuals behind it yet in FY'26, so it carries execution risk.

The top three sources — WHF (\$900K), patient revenue net (\$1.13M), and jurisdictional support (\$652K) — account for roughly 76% of total proposed revenue.

James City County (\$395K) is the same amount as FYE 6/30/2026, having already been budgeted by the county. Williamsburg (\$129K), and York County (\$128K) are included here at 3% over FYE 6/30/2026.

The Ford's Colony Golf event is budgeted at \$80K. The FYE 6/30/2026 event was held on May 6, 2026 with \$60K received through April 30, 2026.

Sentara Cares Grant (\$150K) is proposed in FYE 6/30/2027. No FYE 6/30/2026 grant received. A grant application is in progress.

Bad debt assumption ~ The model applies an 18% bad-debt rate to self-pay revenue, consistent with prior years. However, as OTMDC's payer mix shifts — particularly "if Medicaid enrollment grows through the LAL application" (aspirational) — the self-pay pool shrinks and the bad debt dollar exposure should drop. The FYE 6/30/2026 actuals show a much lower effective rate (~9%). The 18% assumption is holding firm, but there is a potential upside.



To assure access to quality health and wellness care to the residents and workforce of the greater Williamsburg community.

C&D Committee
May 2026 | Terry Moran

The Fords Colony MGA/OTMDC golf Charity Classic was held May 6th. The final numbers are being finalized. Initial estimates are:

- Resident Campaign \$45,000
- Business Sponsorships - \$21,000
- On-line auction – Net \$4,600
- 50-50 Raffle - \$1.300

Participated in “Day of Poverty” at JCC Rec Center hosted by the Community Assistance Agency. Role played for 3 hours to experience the challenges facing those in poverty or categorized as ALICE.

Met with Lynette Diaz Assistant Director of JCC Social Services to learn about this agency’s services.



**FCMGA Tournament & Residents Campaign
(From Committee)**

Unofficial Revenue Calculations (not including revenue paid directly to FCMGA)

\$4,708.22	Auction
\$25,725.00	Sponsors
\$4,625.00	Players
<u>\$47,393.00</u>	Residents
\$82,451.22	



G&N Notes for Board meeting 5/18/26

The committee did not meet in May. Next meeting is 5 pm on June 3, 2026.

We have connected with five new prospects and are still reaching out to several others.

Leadership transition efforts are ongoing. We need to make progress in identifying committee vice-chairs and replacements for board officers. **Please forward suggestions and nominations to David Aday.**

David Aday, Chair, G&N Committee