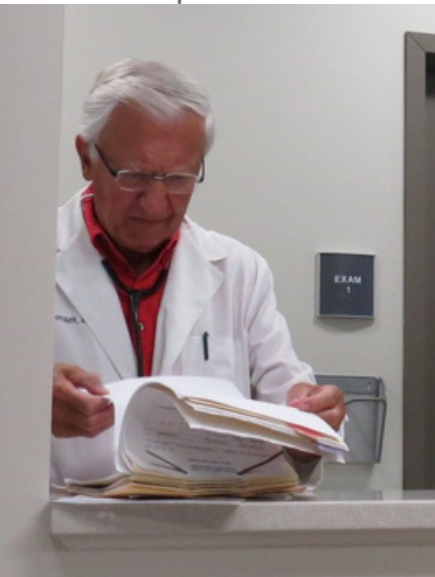


STAKEHOLDER REPORT

2019-2020



Innovation and Growth

Thank you for making it possible for our dedicated staff and volunteers to continue to deliver outstanding care for our vulnerable neighbors.

We have emerged from this difficult period stronger than ever. Guided by our 5-year plan, we continue to innovate and grow our services to ensure that everyone in Georgetown County has access to healthcare, regardless of their financial situation.

Mission

Smith Medical Clinic, a volunteered-powered organization, provides free healthcare services to low-income, uninsured adults in Georgetown County, SC.

Vision

Smith Medical Clinic is a vital partner to a healthier community.

Strategic Focus Areas

Get Well Stay Well

- **We track patient outcomes and adapt our approaches as needed to ensure we are effective in helping patients achieve their best health.**
- **We focus on early detection, screening and prevention of diseases such as diabetes and cancer.**

The People to Flourish

- **We are strengthening our volunteer-powered model through improved recruitment, training and retention.**
- **We ensure leadership continuity for the organization.**
- **We focus on increasing diversity throughout the organization**

The Resources to Sustain and Grow

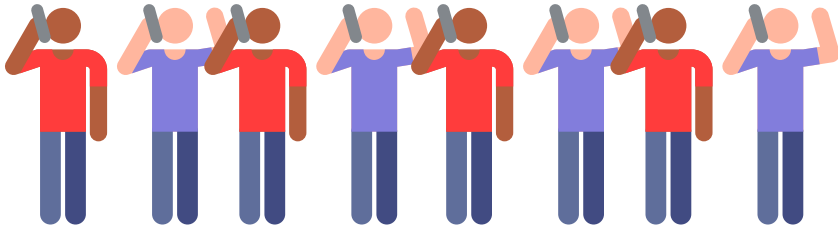
- **We continue to explore and expand resources for patient care.**
- **We ensure that our donors and funders are informed and engaged with our strategic objectives.**
- **We monitor financial reserves, revenue and expenses to ensure stability, growth and organizational resilience.**

The Facilities, Processes and Technology to Serve

- **We invest appropriately in systems, facilities and technology to improve the health of our patients and our community.**

YOU MADE IT HAPPEN!

IN 2019-2020

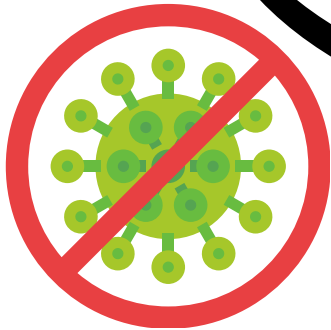


34 patients without housing received cell phones to help them connect with friends, family, employers and medical care



Over 400 patients received vision exams and 328 received free prescription glasses

**2,106
LOW-INCOME PATIENTS
WITHOUT HEALTH
INSURANCE RECEIVED
COMPLETE MEDICAL
CARE**



We are providing Moderna vaccines at our clinic to help end the pandemic.



We provided 556 Cardiology appointments

WE MAXIMIZE YOUR IMPACT

2019-2020



**Every \$1 donated
generated \$10 in
medical care**



**Our pharmacy dispensed
\$2.2 million in
prescription medication
for less than \$50k total
cost.**

**89¢ OF EVERY
DOLLAR SPENT ON
PATIENT CARE**



**85% of eligible women
received screening
mammograms, diagnostic
tests and treatment**

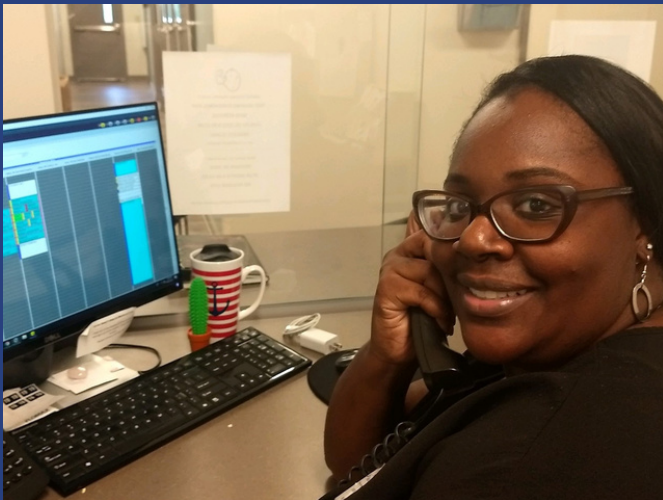


**Less than a 5 cents of
every \$1 spent on
fundraising**

Thank you, Volunteers!



210 Volunteers provided more than 15,000 hours in free patient care, administrative assistance, care management, counseling, interpretation and many other services.



Thank you, Ambassadors!



327 Ambassadors made masks, hosted parades, held social media fundraisers, organized golf tournaments, sold Christmas wreaths, and shared SMC information far and wide



Financial Statements

11%

Administration
& Fundraising

Vision

Diabetes Education

Pulmonology

Nutrition

NEUROLOGY

Gastroenterology

89% spent on Patient Care

GYNECOLOGY

Cardiology

Orthopedics

Physical Therapy

Mental Health

Profit & Loss

January through December 2020

	<u>Jan - Dec 20</u>
Income	
4200 · Gifts & General Donations	316,520.39
4205 · Client Donations	17,339.17
4210 · Restricted Grants	63,596.98
4232 · Restricted Building Fund	14,250.00
4260 · Unrestricted Grants	167,549.67
4300 · Fundraising Income	124,174.58
4400 · Interest Income	2,928.96
Total Income	<u>706,359.75</u>
Gross Profit	706,359.75
Expense	
5003 · Specialty Healthcare - FISH	39,217.66
6000 · Payroll and Contract Medical	470,147.31
7205 · Background Check	546.00
7220 · Biohazardous Waste	447.60
7230 · Continuing Education	2,111.61
7231 · Coward Family Vision Care	17,276.01
7232 · Dues	1,110.00
7234 · Depreciation	29,499.96
7235 · Fundraising	16,009.52
7236 · Insurance	8,316.90
7244 · IT Expense	11,496.04
7245 · Legal/Professional	4,750.00
7250 · Licenses/Permits/Fees	2,665.85
7255 · Credit Card /Bank Fees	245.88
7260 · Maintenance	6,001.25
7265 · Diabetes Supplies	17,278.06
7270 · Medical Supplies	16,170.55
7280 · Office Supplies	21,514.63
7295 · Pest Control	260.00
7300 · Pharmaceutical Supplies	16,424.48
7310 · Postage	4,258.06
7318 · Security	2,215.88
7320 · Telephone	6,899.31
7329 · Uber, Lyft Trans Project	5,159.73
7330 · Utilities	3,059.31
7340 · Volunteer Training/Recognition	984.20
7345 · Diabetes Education	3,236.25
7346 · COVID-19 Expenses	18,323.42
Total Expense	<u>725,625.47</u>
Net Income	<u><u>-19,265.72</u></u>

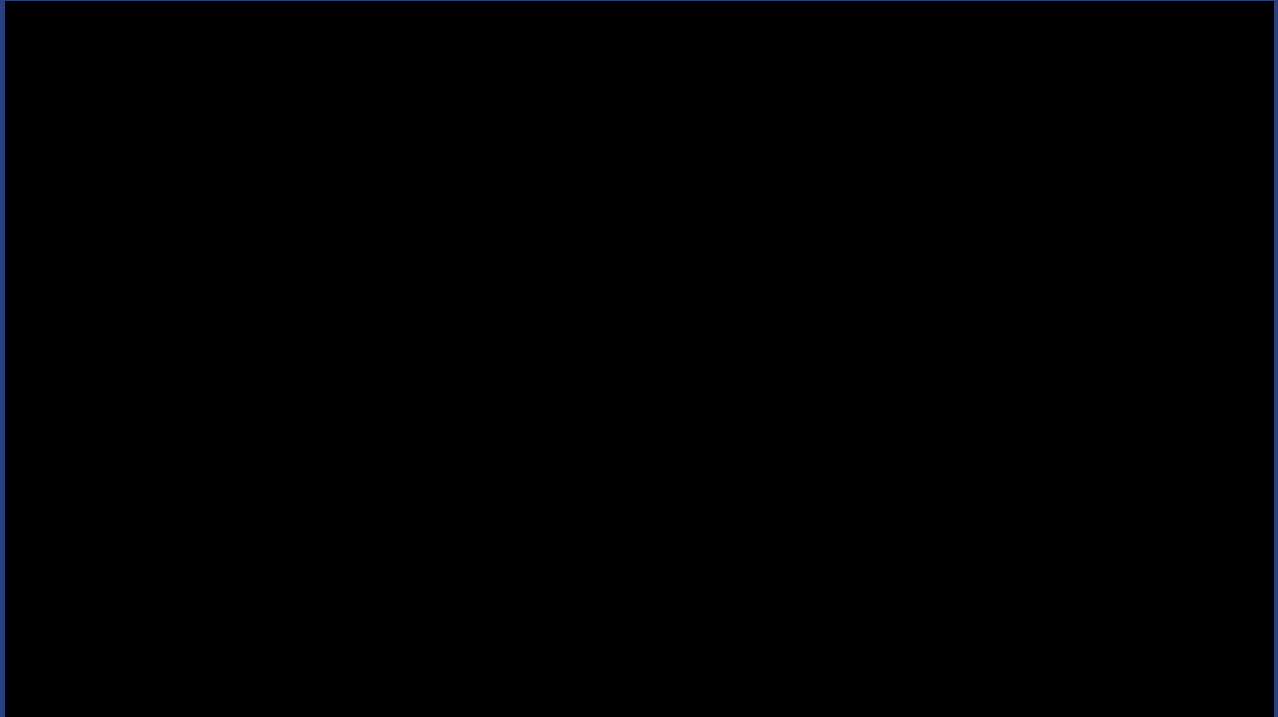
Statement of Financial Position

As of December 31, 2020

	Dec 31, 20
ASSETS	
Current Assets	
Checking/Savings	378,405.29
Other Current Assets	8,603.03
Total Current Assets	387,008.32
Fixed Assets	
1499 · Property and Equipment	
1500 · Medical Equipment	33,007.00
1510 · Office Equipment	21,199.00
1525 · Vision Care Equipment	25,815.00
1526 · Buildings - operating	607,297.31
1527 · Furniture	26,997.85
1530 · Accumulated Depreciation	-162,949.12
Total 1499 · Property and Equipment	551,367.04
Total Fixed Assets	551,367.04
TOTAL ASSETS	938,375.36
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	4,349.77
Long Term Liabilities	
2200 · SBA Payroll Protection Loan	83,230.00
Total Long Term Liabilities	83,230.00
Total Liabilities	87,579.77
Equity	
3000 · Unrestricted net assets	160,000.00
3010 · Net Assets	710,061.31
Net Income	-19,265.72
Total Equity	850,795.59
TOTAL LIABILITIES & EQUITY	938,375.36

Thank you, Donors and
Supporters!

Our patients say it best..



Your support
provided care for
>2,000 patients like Larry.

THANK YOU!

