partnering
FOR HEALTHY
CHILDREN
Partnering with Great Leadership

Robin Haldiman, CEO

This past year has been quite inspirational as we watched new partnerships enhance the health and school readiness outcomes of CHIP children, and set our CHIP families on a path to pull out of poverty. After one year of leading an early learners collaborative funded through United Way, CHIP has been able to provide additional services such as childcare, afterschool programs, food security, and needed medical and dental care for adults. These supplement the already comprehensive array of services we offer through our home visiting model. We have achieved an additional 40+ collaborative successes this past year!

It’s all about the families.
There are so many heart-lifting stories that are becoming game changers for the families CHIP serves. Coming together as a community of non-profits to wrap our children and families in services that create new ideas, new relationships, and improved outcomes not only make our families stronger, but also our entire community.

We are immensely appreciative of your support and promise to continue to innovate to create the best possible outcomes for the valley families we are entrusted to serve.
Board of Directors

We are grateful for the time and thoughtful governance of our EXECUTIVE COMMITTEE:

Clark Worthy, President
Sally Southard, Vice President
Molly O’Dell, Secretary
Pat Shaffner, Treasurer
Robin Haldiman, CEO

In 2018-2019 we benefited from the talent and dedication of these BOARD MEMBERS:

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Felicity Adams, MD  Carilion Clinic
Ben Bazak  Roanoke City Public Schools
Luthur Beazley, MD  Retired
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Steve Martin  City of Roanoke
Alison Matthesen  VT Carilion School of Medicine
Cynthia Morrow  VT Carilion School of Medicine
Laura Sams  GE Digital
Kathy Stockburger  Consultant
Frank Turk  Retired
Partnering with Local Families

A Tale of Two Friends
At our Annual Family Picnic, two children met who had been bullied and ostracized at their schools due to speech delays. Neither child had a true friend to play with. After the picnic, the children and their parents met for a playdate. Several months later the boys still stay in touch and meet for regular play dates.

More Skills, Less Struggle
A mom of an active toddler passed a twelve-week Bank-On financial literacy class and is on her way out of debt.

Peace of Mind at Work
Nine mothers were able to return to work thanks to child care slots made available through the Greenvale School.

Proud Daisy Girl and Dad
A 4-year-old began attending her Daisy Girl Scout troop at the CHIP office, and her father now assists with the troop.

Care for the Caregiver
Through Kids Soar, a grandmother raising her grandchildren has found respite and a support system that includes afterschool homework help, activities, and a warm meal to share as a family.
Thank you to the Community Foundation Serving Western Virginia!
Its Foundation and donors graciously awarded gifts
and grants through the following funds:

Phyllis and Jim Olin Fund    Martha and Nelson Teague Fund    The Spetzler Fund
Henry and Ethel Bazak Children's Book Fund    Al & Olivia Graham Fund
The McClung Family Fund    Stavola Fund    The Earl D. and Carrie Leigh Doran Fund
The Pruner Fund    The Marty and Sherry Robison Family Fund
Doris and Roy R. Pollard, Jr. Fund
Partnership with Financial Sustainability

Our financial health for the fiscal year ending June 30, 2019

Where does the money go?
Home visits by CHIP nurses to help manage medical issues.
Dental Day. Transportation to doctor appointments. Books, coats, and developmental toys. Training for school readiness, financial skills, and parenting success. In short, it stays in our community and goes where it is most needed.
The more we receive, the more we can do!

Ratios of Financial Efficiency

Revenue to Expenses Ratio: .55
Unrestricted Contributions ........ 978,814
Total Revenue ..................... 1,776,917

Program to Total Expenses Ratio: .84
Program Expenses............... 1,465,968
Total Expenses.................. 1,754,752

CHIP fulfills donor expectations when we allocate most of our budget toward our charitable mission. Charities that consistently underspend on their programs do not have as strong an impact on their charitable mission. A properly managed organization will have a Program to Total Expense ratio of no less than 70%. The higher the number, the better! CHIP excels in this area as we spend 84% of our total functional expenses directly toward our programs.
## Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>607,996</td>
</tr>
<tr>
<td>Local Government Grants</td>
<td>79,200</td>
</tr>
<tr>
<td>Federal &amp; State Grants</td>
<td>60,000</td>
</tr>
<tr>
<td>CHIP of Virginia</td>
<td>469,376</td>
</tr>
<tr>
<td>Third Party Reimbursements</td>
<td>286,865</td>
</tr>
<tr>
<td>United Way</td>
<td>83,953</td>
</tr>
<tr>
<td>Interest/Dividends Income, Distributions</td>
<td>154,210</td>
</tr>
<tr>
<td>Rental Income</td>
<td>35,318</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>1,776,917</strong></td>
</tr>
</tbody>
</table>

Over half of our overall year-to-date revenue is in unrestricted contributions (general contributions, United Way, and third party reimbursement). This means we are funded by a diverse mix of revenue sources.

## Expenditures

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Care Coordination</td>
<td>764,413</td>
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<tr>
<td>Family Strengthening</td>
<td>701,555</td>
</tr>
<tr>
<td><strong>Total Program Expenses</strong></td>
<td><strong>1,465,968</strong></td>
</tr>
<tr>
<td>Administration</td>
<td>167,047</td>
</tr>
<tr>
<td>Fundraising</td>
<td>121,737</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>1,754,752</strong></td>
</tr>
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Revenue

Expenditures

- Care Coordination: 764,413
- Family Strengthening: 701,555
- Total Program Expenses: 1,465,968
- Administration: 167,047
- Fundraising: 121,737
- **TOTAL EXPENSES: 1,754,752**
A mom enrolled her child at Greenvale and was able to keep her job.

Deb’s Lemonade
Delish Sweets
Delta Dental Plan of Virginia
Delta Kappa Gamma
Ms. Jennifer Dodge
Ms. Shannon Dominguez
Ms. Amanda Dooley
Mrs. Ashley Drennan
Ms. Linda Dudley
Earth Fare
Feeding America
Mrs. Abigail Ferrell
fireflimedia
First Christian Church
Fishburn Park Elementary School
Ms. Leslie Floyd
Freedom First Credit Union
Dr. Robert Gard and/ Dr. Nadia G. Gard
Ms. Karinna Glover
Mrs. Grayson Hollingsworth

Mr. and Mrs. Edward J. Machado
Magnolia
Mr. and Mrs. Thomas W. Mahoney
Ms. Christine Markowski
Dr. Elizabeth R. Martin and/ Mr. Edward C. Martin
Mr. Steve Martin
Mr. and Mrs. Leroy Mathena
Ms. Alison Matthiessen
Mill Mountain Theatre
Mondeléz Global LLC
Ms. Cynthia M. Morrow
Moss Arts Center
Mountain Lake Lodge
Ms. Tien tien Mya
Mr. John Nicklo
North Cross School
Ms. Kathleen D. O’Malley
Ms. Betty Otey
Pajama Program

Ms. Penny Stricklin
Ms. Candice Stump
Ms. Annah Sullivan
The Athenian Society
The Greenbrier
The Homestead
The Rescue Mission of Roanoke
The Sir Romeo Beau Project, Inc.
Mr. and Mrs. Frank P. Turk
Turn the Page
Ms. Callie Van Natten
VFW Post 1264
VIP Club
Virginia Varsity Transfer
Ms. Pam White
Mr. Steve Whooley
Ms. Julie Wilson
Ms. Laura Wray
Ms. Marianna Yi/Bella Muse Photography

One mom got a learner’s permit, another got her driver’s license.

A mom lost 40 pounds.

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Mr. and Mrs. Thomas W. Mahoney
Ms. Christine Markowski
Dr. Elizabeth R. Martin and/ Mr. Edward C. Martin
Mr. Steve Martin
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Ms. Laura Wray
Ms. Marianna Yi/Bella Muse Photography
CHIP’s staff celebrates family milestones one step and one week at a time. We are truly grateful for the support of local heroes who volunteered a total of 1,000+ hours of service to “help the helpers.”

Volunteers
Alice D. Ackerman
Felicity Adams
Kristin Adkins
Tina Austin
Doris Bailey
Donna Batzel
Ben Bazak
Luthur A. Beazley
Karen Beckett
Barbara Bibiley
Densua Bloom
Sophie Ericsson
Ashley Frankie
Robert Gard M.D.
Girl Scouts
Heather Glenn
Grayson Hollingsworth
Steven Goodman
Steve Griffih
Habitat for Humanity
Mary Lee Haldiman
Doug Paul Henson
Steve Martin
Alison Matthiessen
Linda McCloud
Vivien McMahar
Elizabeth Mceel
MCV/VCU School of Dentistry
Cynthia Morrow
Helga Morrow
Clara J. Nash
Becky Navarro
Betty Smith
Mike Smith
Oana Smith
Sally Southard
Southwest VA Ballet
Kathy Graves Stockburger
Rita Tassone
Amina Terry
Bridget Thompson
Chelsie Tomlair
Loretta Tondola

A CHIP child started walking.

John Breen
Brad R. Buie
Kim Butterfield
Stacy Campbell
Christine Camper
Molly Cardenas
Ellen Carroll
Central Church of the Brethren
Vicky Chapman
Gayle Cleary
Louise Coats
Emily Connelly
Brooke Crouch
Susan Cushman
Daphne E. Damien
Donna W. Deadrick
Delta Dental
Shannon Dominguez
Alissa Dongilli
Melissa Hildebrand
Amanda Holcomb
Kevin Hurley
It’s About Time
Nolan Jackson
Johnson & Johnson
Camron Johnson
Lori Johnson
Greg Johnston
Jr. National Honor Society
Diane Kelly
Sarah Kress
Farahaba Lakhdir
Leadership Roanoke Valley
Samara Lott
Diane Machado
Edward J. Machado
Tiffany Magee
Bethany Martin
North Cross Students
Molly O’Dell
Lori Olinger
Patrick Henry
Mark Patterson
Dierdre Pearson
Betty C. Perdue
Rhonda Perdue
Rick Phillips
Douglas E. Pierce
Jamae Powell
Liz Quintana
Elizabeth Randolph
Roanoke Valley Christian Schools
Chuck Rose
Laura Markowski Sams
Kristen Schorpp
Patrick N. Shaffner
Missy Sipe
Mackenzie Topolski
Frank P. Turk
Lisa Uherick
United Healthcare
Callie VanHatten
Abby Verdillo
Connie Vermillion
Virginia Varsity Transfer
Jennie L. M. Waering
Lynn West
Connie White
Dewey White
Robin Wiley
Lynn Wilkes
Clark H. Worthy
Catelyn Wright
Marissa Yi
Mim Young

A mom saved $700 after taking financial wellness classes.

CHIPIRV.ORG
PARTNERING WITH CHIP OF ROANOKE VALLEY
Partnering with Local Heroes

**In Memory Of**  
We thank the donors who made special gifts in memory of the following individuals. Their memory lives on in our hearts and through our service to others.

Sue Altizer  
Andrew  
Stewart Baucom  
Liz Bodkin  
Mervin Brower  
Hilda Buchanan  
Julie Ann Fuss  
Lynn Fuss  
Jean Glontz  
Francis Graham  
Julia Hall  
Charlotte Holcomb  
John Jeremiah  
Lee Lineberry  
Linda Liniry  
Mike  
James Murtaugh  
Dorothea Myers  
Barbara Rakes  
Jack Shaver  
Belva Stevens  
James Utt  
Evelyn Walke  
Ed & Jean Williams  
Tom Winn  
Chip Woodrum  

**In Honor Of**  
We are truly grateful for the donors who have made special gifts in honor of the following individuals and groups. They brighten our days, lift our spirits, and bring us hope.

Brenda Anderson  
Peter Apel  
Frank Avery  
Nancy Ayling  
Stephen & Linda Bailey  
Brigitte Basile  
Ben & Suzanne Bazak  
Steve Blanks, Sr.  
Wayne Bodkin  
Karen Boro-Best  
John & Matilda Bradshaw  
Carilion Family Medicine-Vinton  
Dave Carvalho  
CHIP Staff  
Conrad Claytor  
Carolyn Cleiland  
Kathy Cohen  
Chaney Dane  
Charles Daniel  
Ruth & John DeVerter  
Lisa Deyerle  
William Deyerle  
Denise Dillingham  
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Rebecca Garland  
Robert Garland, Jr.  
Teressa Garland  
Cathy & Frank Guilfoyle  
Robin Haldiman  
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Katie & Jeff Highfill  
Jullianne Hollingsworth  
Bobbie Huffman  
Pat & Jerry Inge  
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Laura  
Pat & Howard Lawrence  
Yaling Lee  
Lewis Gale Pediatrics  
Sandy Light  
Wendy Lucas  
Charles & Linda Lunsford  
Erika & Paula Marer  
Margaret McClung  
Michael Meyer  
Debbie Miller  
William Mitchell  
Neil Mosen  
Lewis & Alice Nelson  
Vashist Nobbee  
Molly O’Dell  
Charlie & Singleton  
Osterhoudt  
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Bill & Rae Phillips  
Rick & Candy Phillips  
Douglas Pierce  
Barbara Powell  
Leigh Powell & Janet Spitzer  
William & Carolyn Rakes  
Wayne & Pam Reilly  
Alan Spencer & Kelsey Largen Rhodes  
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Marj & Lucian Robertson  
Jenny Sease  
Pat & Trish Shaffner  
Dan Shaw  
Linda Shiner  
Gregory Skinner  
Bruce Stockburger  
Diane & Art Strickland  
Amelia Tames  
Linda Taney  
Ed & Sandy Via  
Rebecca Vilele  
Jennie Waering  
Benjamin Wang  
Frances Ward  
Janet Whitaker  
Darrell & Carolyn Whitt  
Thomas Wilcox  
John Wood  
Madelyn Woods  
Sarah Zink  

Over time, quality nurse home visiting programs like CHIP’s yield returns of up to $5.70 per taxpayer dollar spent by virtue of reduced mental health and criminal justice costs, decreased dependence on welfare, and increased employment. The total benefit to society generated is more than $41,000 per family served.

Source: The Pew Center on the States Home Visiting Issue Brief, October 2011
**Wow!** Nearly 700 More Local Heroes

* Signifies Pierce Circle Donors

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- Mr. & Mrs. W. and Kae Bolling
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- Ms. Elizabeth Bonnette
- Dr. & Mrs. Joseph and Irma Bono*
- Mr. & Mrs. Jeffery and Tonya Boone
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- Ms. Bonny Branch
- Mrs. Karin Brannon
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- Mr. Bruce Bryan
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14  PARTNERING WITH CHIP OF ROANOKE VALLEY

CHIPRVR.ORG
CHIP's Legacy Society recognizes individuals and families who included CHIP in their estate plan. We are grateful for their legacy to thousands of CHIP children and their commitment to CHIP's future. If you have included CHIP in your estate plans, you are encouraged to contact our office so we can recognize you for your generosity. Those who do not want publicity will be listed as "anonymous."

We've streamlined the donation process on our website to be super fast! Why not head to chiprv.org and give it a whirl? We'd like to know what you think.

If you are considering making CHIP part of your legacy with a bequest, here is some suggested wording to share with your attorney: "I give and bequeath __ percent (___%) of my estate [or all the rest, residue and remainder of my estate] to Child Health Investment Partnership (CHIP) of Roanoke Valley to be used for such general purposes as the Board thereof may deem appropriate."
Your donations support these 
CHIP programs...

- Asthma Case Management
- Oral Health
- Family Strengthening Services
- Health Care Coordination
- Medically Needy & NICU Case Management
- Pregnant Moms Program
- Mental Health Counseling

And result in these benefits to area families:

- Better overall health of enrolled children
- Fewer missed days of school and work
- Improved performance in school
- Lowered health care costs
- Fewer ER visits
- Education for Guardians
- Long term economic benefits

CHIP is the Lead Agency for the United Way’s Early Learner Collaborative, which seeks to elevate 10,000 families to self-sufficiency by 2030. This program funded by the United Way of Roanoke Valley allows CHIP to receive “slots” at these partner agencies:

- Bank On
- Big Brothers Big Sisters of SW Virginia
- Boys & Girls Club of SW Virginia
- Craig County Child Care
- Feeding America of SW Virginia
- Girl Scouts of VA Skyline
- Greenvale School
- Kids Soar
- LEAP
- Mental Health America
- New Horizons
- Smart Beginnings
- TAP Swift Start
- West End Center

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