

# *Closer than ever*

OUR 2021-2022 ANNUAL REPORT



**child health**  
investment partnership  
of the Roanoke Valley  

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**health is hope**



# Leadership

## *Reflecting on my first year with CHIP...*

How fortunate I am to find myself at an organization that presents the opportunity to learn from others on a daily basis. I learn from witnessing strength and understanding, day in and day out. Our families, case managers, and nurses demonstrate determination, grit, and perseverance as they withstand adversity and grow, despite what the day delivers. The services and resources provided by CHIP are so very comprehensive and customized to individual needs. However, there is a common thread that runs through each service provided, and every move that we make as an organization. The very core of our work — the heart of the mission — lies in building trust-based relationships.

About a month after joining the organization, I had the great pleasure of meeting Dr. Douglas Pierce. We spent an hour talking about our own families, community, and our dreams for CHIP. I was amazed at how Doug's ability to connect with and honor the needs of others set the tone for what CHIP stands for to this day. We value human connection and understand that it can only exist when people feel seen and respected.

As donors, volunteers, board members and staff, I hope to express my gratitude to you in a manner that matches the generosity and support that you have provided over so many years. Thank you for believing in our mission and creating connections across the communities we serve.

Kindly,  
Rachel B. Hopkins, CEO



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Vice President	Molly O'Dell
Secretary	Kris Rau
Treasurer	Brad Buie
CEO	Rachel Hopkins

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# Unwavering support makes all the difference

## Community Foundation Serving Western Virginia

We are so grateful to the Foundation and its generous donors for awarding us grants and gifts through the generosity of:

The Olin Fund   The Stavola Fund   The Spetzler Fund   The Martha and Nelson Teague Fund  
The Earl D. and Carrie Leigh Doran Fund   Bazak Book Fund   The McClung Family Fund  
The Marty and Sherry Robison Family Fund   The Clifton Family Fund  
The C. Mead Boxley Memorial Fund   The Doris and Roy R. Pollard, Jr. Fund

### During the 2021-2022 fiscal year, CHIP of Roanoke Valley provided:

- 1,226 instances of nutrition education
- 812 instances of dental education
- 980 instances of parenting education
- 720 instances of home safety education
- 1,022 instances of health education
- 517 transports to healthcare appointments

CHIP served **569** children from **376** low-income families across **6** cities and counties.



## Our Founder turned 90, which turned into a very special event

Dear CHIP Family,

I want to write a word of thanks for my wonderful 90th birthday celebration this spring. What an occasion it was! All three of my children, my daughter-in-law, a grandson, and my granddaughter and her husband were able to attend. It was an honor having my pastor, Nelson Harris, as the emcee. Our famous Roanoke author, Beth Macy, was the first speaker to wish me well. Several others, including my son Doug, also had kind remarks for me. As much as I appreciated the celebration, the real importance of the event was the fact that it was also a fundraiser for CHIP of Roanoke Valley. So many of CHIP's longtime supporters were there to wish me well and also support CHIP once again. It is because of these longtime supporters that CHIP is still caring for underprivileged children in the Roanoke Valley. I thank you for my wonderful celebration, but what I thank you most for is your continued generosity that makes the CHIP programs possible.

With warm regards,  
Doug Pierce

Dr. Douglas Pierce greets Sally Southard, CHIP Board President, at the event





# Close attention to financial sustainability

Our financial health for the fiscal year ending June 30, 2022

### Donations support these programs:

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

FISCAL YEAR	2021-22	2020-21
CURRENT ASSETS		
Cash	\$114,740	\$235,561
Current Pledges & Grants Receivable	158,441	140,303
Third Party Receivables & Other AR	36,111	160,302
Other Current Assets	15,083	18,988
Total Current Assets	\$324,375	\$555,154
Investments in Marketable Securities	\$2,227,360	\$2,349,380
Non-Current Pledges Receivable	8,500	10,000
Fixed Assets (less Accumulated Depreciation)	1,493,600	1,548,574
Total Non-Current Assets	\$3,729,459	\$3,907,954
TOTAL ASSETS	\$4,053,835	\$4,463,108
CURRENT LIABILITIES		
Accounts Payable & Payroll Liabilities	\$111,620	\$166,072
Other Current Liabilities	44,981	46,841
TOTAL LIABILITIES	\$156,601	\$212,913
NET ASSETS		
Undesignated Funds	\$1,635,903	\$1,857,447
Board Designated Endowment	2,227,360	2,349,380
Funds with Donor Restrictions	33,971	43,368
TOTAL NET ASSETS	\$3,897,234	\$4,250,195
LIABILITIES AND NET ASSETS		
TOTAL	\$4,053,835	\$4,463,108

### Ratios of Financial Efficiency

Revenue to Expenses Ratio: 58%

Unrestricted Contributions.....	\$843,730
Total Revenue .....	\$1,453,887

Over half of CHIP of Roanoke Valley's annual revenue is comprised of unrestricted contributions (General contributions, United Way, Third Party Reimbursement). This diverse mix of revenue sources allows CHIP to remain sustainable and adaptable.

Program to Total Expenses Ratio: 82%

Program Expenses.....	\$1,333,040
Total Expenses .....	\$1,631,628

CHIP fulfills our mission, as well as donor expectations, by spending 82% of total functional expenses in direct support of our programs. Donors support CHIP with confidence, knowing their gifts are used responsibly to impact lives in our community.



REVENUE: \$1,453,887  
BEFORE IN-KIND

\$483,627	Contributions net of fundraising costs	33%
\$467,585	CHIP of Virginia	32%
\$205,046	Third party reimbursements	14%
\$83,953	United Way	6%
\$77,200	Local government grants	5%
\$65,372	Federal & state grants	5%
\$54,107	Interest, dividend income, distributions	4%
\$16,997	Rental income	1%

EXPENSES: \$1,631,628  
BEFORE IN-KIND



\$626,545	Care coordination	39%
\$442,171	Family strengthening	27%
\$264,324	Education	16%
\$194,164	Administration	12%
\$104,424	Fundraising	6%



# Heartfelt gifts

*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.

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Lynn B. Fuss	Bob Smith
Jean Glontz	Chet & Virginia Starkey
Buzz Gordge	Cynthia Wagner
Susan Hill	Rosemary Winslow

*Special people whose  
legacy of love now blesses  
others in need.*



*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.

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Cathy Guilfoyle	Dr. Eric Oliver	
Dr. Al Hagy, Jr.	Howard Packett	
Robin Haldiman	Mark Patterson	
Ann Hale	Doug & Gail Paysour	

# Our amazing volunteers!

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Kristin Adkins	Isha Hopkins-Gentry	Rhonda Shannon
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Dr. Robert Gard	Douglas Pierce	Marissa Yi
Heather Gunn	Kris Rau	Mim Young

## Wellness Rodeos

Conceptualized early in the pandemic by Queenpin Acupuncture, the Wellness Wagon came into being as a response to the lack of wellness services available in low income/underserved areas in the Roanoke Valley. The Wellness Wagon is a school bus converted into a mobile acupuncture clinic that offers acudetox treatments.

By partnering with multiple community and social service organizations, Wellness Rodeos seek to remove barriers that prevent people from accessing the services they need. They offer a variety of services to families that include preventative medical care, vaccines, addiction services, housing options, and healthy, affordable food. We consistently visit three locations monthly so long-lasting relationships can be established in the communities we all serve.

Many thanks to our fellow participants: Anthem Healthkeepers, Bradley Free Clinic, Bright View, Carilion Vaccination Outreach, Community Health Champions, Drop-in Center, Feeding Southwest Virginia, Freedom First Credit Union, Harm Reduction, Huddle Up Moms, Lead Safe, LEAP 4 Local Food, Molina Healthcare, Queenpin Accupuncture, Roanoke City and Alleghany Health Districts, Roanoke City Housing Authority, Roanoke Valley Health Department, United Way of Roanoke Valley, and Virginia Harm Reduction.

We are thankful to Bella Muse Photography for many of the photographs in this report





# Our 650+ donors

We are grateful beyond words for their generosity

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CHIP COO Autumn Lavering, Dr. Douglas Pierce, Rachel Hopkins



Generous sponsors and donors keep CHIP families, and us, smiling all year!

## A special thank you from Autumn

What an incredible year it has been for CHIP and the many families we serve! We are truly grateful to everyone who strengthened CHIP this past year through gifts of your time and resources. We have watched our team do the most incredible work throughout the Roanoke Valley and surrounding areas. We have seen families transformed and the true mission of CHIP fulfilled.

As we look ahead, we encourage you to support CHIP with an investment in better futures for local children in need. Your donation or sponsorship will help provide the medical, dental, and behavioral health education and care coordination that our most under-resourced families depend on each year.

Thank you so much for your generous support of CHIP, you truly are making a difference in the lives of the families we serve. We look forward to partnering with you toward our shared mission for many years to come.

Warm Regards,

Autumn Lavering  
 Chief Operating Officer

## Intensely dedicated

### OUR VISION

Every child will have equal access to health care and enter school ready to learn.

### OUR MISSION

Child Health Investment Partnership changes the lives of underserved children and their families through access to comprehensive healthcare services and community resources.

### OUR CORE VALUES

**Teamwork:** We achieve more when we recognize one another's strengths and work in partnership.

**Diversity:** We foster belonging and empowerment through intentional actions.

**Integrity:** We are committed to building trust through responsible actions and honest relationships.

**Leadership:** We focus on a vision for the future while working together to accomplish common goals.

**Passion:** We are courageous — a mission-driven team that uses creativity and compassion to eliminate barriers.







**child health**  
investment partnership  
of the Roanoke Valley  
**health is hope**

CHIP of Roanoke Valley (540) 857-6993  
1201 Third Street SW | Roanoke, VA 24016  
CHIPRV.ORG

### Your donations resulted in these benefits to area families:

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

### DID YOU KNOW?

CHIP of Roanoke Valley expanded our reach to provide services to children and families in these areas:

**City of Roanoke   Roanoke County**

**Salem   Craig County**

**Botetourt County**

**Bedford**

While your donations still stay close to home,  
they now go farther than ever!

