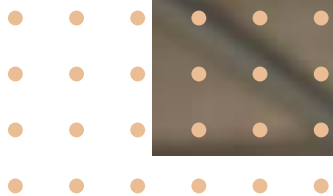


Connections to Good Health



ZUFALL
HEALTH

COMMUNITY
HEALTH
CENTERS

Annual Report
2022

Welcome to

Zufall Health

For Zufall Health, 2022 was characterized by connections to good health.

Our patients were connected to high-quality care through initiatives like a school-based health center, a medication delivery service, and health insurance enrollment, which helped our most vulnerable neighbors reach the care they need.

The interconnected nature of health guided our delivery of clinical care and supportive services. Programs like Community Dental Health Coordinators (CDHCs), Arts in Health, and multidisciplinary HIV services and our trauma-informed approach consider the whole person's health needs.

Our staff's connection to their work was a palpable force. Despite lingering pandemic surges and workforce shortages, Zufall's talented staff of 400-plus—many of whom are demographically representative of the communities we serve—remained engaged and unified by our mission.

And, thanks to the meaningful connections with our friends and supporters like you, Zufall delivered care to a record-breaking 44,868 people and maintained clinical performance within the top 10% of health centers nationwide, according to the Health Services and Resources Administration. We also received accolades from the American Heart Association, American Medical Association, and the Office of Disease and Health Promotion for exceptional patient outcomes.

2022 also set new strategic connections in motion. In July, the Board of Directors announced the retirement of longtime leader Eva Turbiner after 16 years as president and CEO and, recently, introduced Frances Palm as her successor. As the new leadership team, we have identified evolving trauma-informed care, strengthening patient engagement, and broadening external partnerships as top strategic focus areas for the next three years.

On behalf of our patients, staff, Board, and volunteers, thank you for being part of our mission to advance access to health care. We are grateful for your continued enthusiasm to connect behind this common good.



Michael O'Donnell, J.D.
Chairperson, Board of Directors



Frances L. Palm, MPA
President and Chief Executive Officer



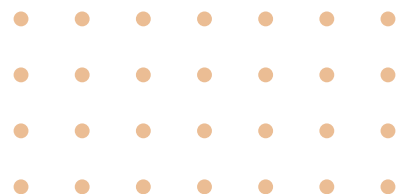
Mission and

Vision

The mission of Zufall Health is to provide access to quality, affordable, and culturally responsive health care to people and communities who experience barriers to care.

The Zufall Health Foundation, in turn, exists to support Zufall Health's mission through fundraising, cultivating relationships, and advocating for resources.

Zufall Health's vision is to create equal opportunity for good health.





**“ Everyone feels
united in purpose.”**

– Michael T., Training and Development Specialist

“ We serve our community with
empathy, respect, and resources
to have a better and healthier life.

”

– Rosa A., Administrative Assistant



Zufall Health's Board meets monthly to provide health center oversight and guide strategy. Back, from left: Donald Costanzo, John Krueger, Linda Seeley, Michael McCloe, Michael O'Donnell, JD, Barry Rabner, MPA. Front: Amanda Angarita, Robert Zufall, MD, and Irma McKenna, RN. Not pictured: Andrea Rios, MBA, Raul Aguirre, and Bill Shuler.

Leadership

Board of Directors, Zufall Health

Michael O'Donnell, JD
Chairperson

Barry Rabner, MPA
Vice Chair

Linda Seeley
Treasurer

Donald Costanzo
Secretary

Raul Aguirre

Maria "Amanda" Angarita

John Krueger

Michael McCloe

Irma McKenna, RN

Andrea Rios, MBA

Bill Shuler

Robert Zufall, MD
Founder

Board of Directors, Zufall Health Foundation

Bill Shuler
President

Eva Turbiner, MA
Secretary

Peter Bebel, MBA
Treasurer

Jeanne Horsey, MSN

Frances L. Palm, MPA

Barry Rabner, MPA

Peter Wolfson, JD

Staff Leadership

Frances L. Palm, MPA
President and Chief Executive Officer

Peter M. Bebel, MBA
Chief Financial Officer

Annette Gonzalez, DHA, MPA
Chief Operating Officer

Rina Ramirez, MD
Chief Medical Officer

Brian Whang, MBA
Chief Information Officer

Shade Cronan, MA
Senior Vice President,
External Affairs

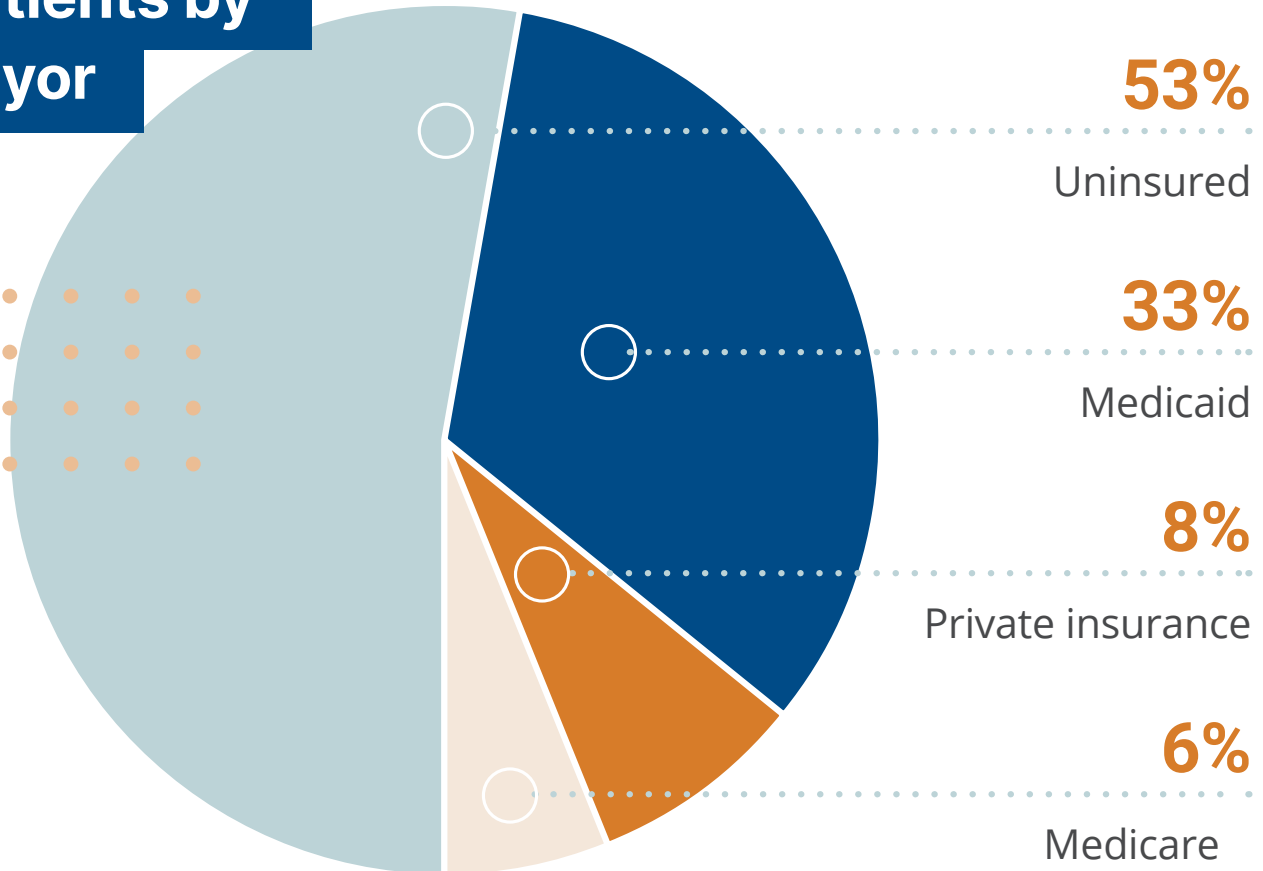


“ We go above and beyond

what most providers would do. ”

– Richard R., Referral Coordinator

Patients by Payor



Patients Served and Visits

158,969 TOTAL VISITS

44,868
patients served

9,808
behavioral health
visits (6%)

13,608
other visits (9%)

32,271
dental visits (20%)

103,282
medical visits (65%)

80%

at or below 200% of the
Federal Poverty Level

Special Populations

3,975

People experiencing homelessness

1,530

Public housing residents

637

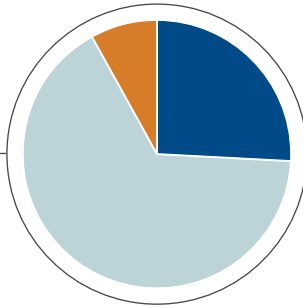
Farm workers

Age

26%
ages
0-17

66%
ages
18-64

8%
ages
65 and
older

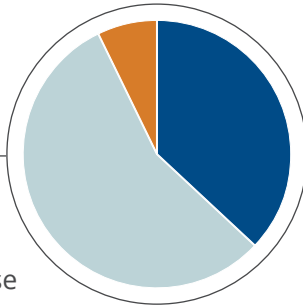


Gender

37%
Male

56%
Female

7%
Other/chose
not to disclose



Race

3%
Asian

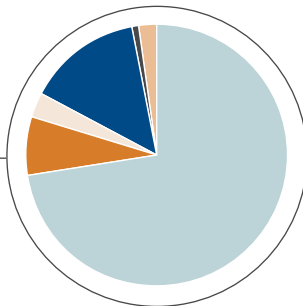
7%
Black

72%
White

2%
More
than
one race

1%
other

14%
Unreported/
declined to report

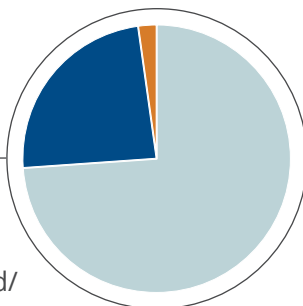


Ethnicity

74%
Hispanic

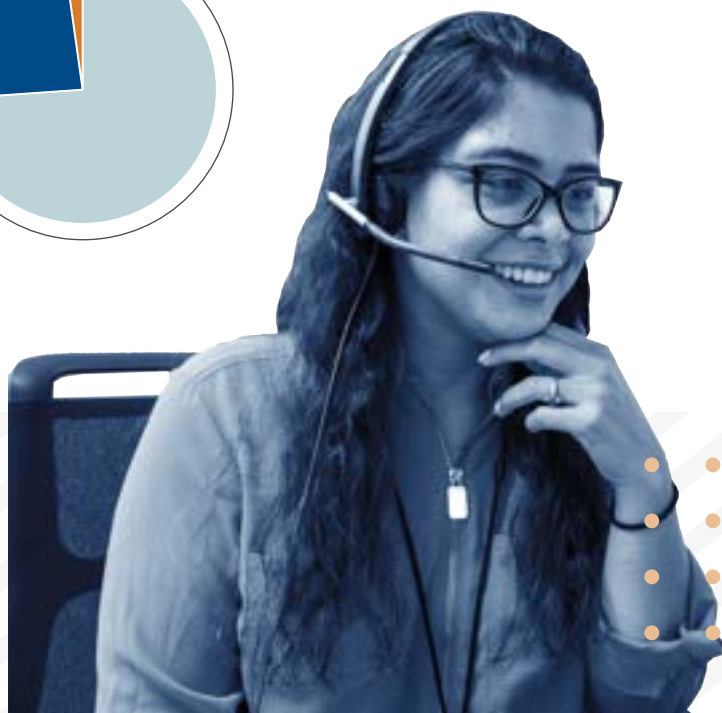
24%
Not
Hispanic

2%
Unreported/
declined to report



69%

**best served
in a language
other than
English**



“ My role at Zufall gives me

a sense of connection to my community

and that’s a beautiful feeling. ”

– Michelle B., Vice President,
Community Engagement

Celebrating

Your Generosity



Without you and your generosity, Zufall Health would not be able to help thousands of people in our communities find the health care they need regardless of income, insurance, or other barriers. Because of this, we’d like to recognize our institutional and individual donors who provide vital connections to funding and resources for our patients. Whether your contribution was a grant to expand clinical services, a general operating support gift, or an in-kind donation, your generosity has made a difference.

To our individual donors: thank you for helping us open up doors that give our patients access to health care. We enjoyed meeting many of you at our inaugural “Friendraisers”—the Zufall Health Foundation’s 2022 social event series to cultivate new giving relationships in our community.

We’d also like to applaud our institutional donors. Your great efforts help us continue to do great work.



Aetna
 BAPS Charities
 BD
 Benco Dental
 John Bickford Foundation
 Big G Charitable Foundation
 CareQuest Institute for Oral Health
 CohnReznick
 Collaboration 337
 Community Foundation of New Jersey
 Daiichi Sankyo
 Delta Dental
 Delta Dental Foundation
 Direct Relief
 Empower Somerset
 Fannie E. Rippel Foundation
 Federal Communications Commission
 Fingerpaint
 Fulton Bank
 Healthcare Foundation of New Jersey
 Henry O. Baker Insurance Group
 Horizon Blue Cross Blue Shield of New Jersey
 Hyde and Watson Foundation
 Impact100 Garden State
 Johnson & Johnson
 F.M. Kirby Foundation
 LabCorp
 Liberty Dental
 Luma Health
 Middlesex County

Morris County Community Development Block Grant
 Morris County Department of Human Services
 National Association of Community Health Centers
 New Jersey Family Planning League
 Newark Department of Health & Community Wellness
 New Jersey Department of Banking and Insurance
 New Jersey Department of Children and Families
 New Jersey Department of Health
 New Jersey Department of Human Services
 New Jersey Department of State
 Partners for Health Foundation
 Penn Medicine Princeton Health
 John A. and Margaret Post Foundation
 Presbyterian Church at Bound Brook
 Riker Danzig
 Robert Wood Johnson Foundation
 Elizabeth B. and Arthur E. Roswell Foundation
 Rutgers Cancer Institute of New Jersey
 Somerset County
 Somerset County Community Development Block Grant
 Somerset Hills Community Health Foundation
 Southern New Jersey Perinatal Cooperative
 Sussex County
 Third Child Wellness Boutique
 US Department of Agriculture
 US Department of Health and Human Services - Health Resources & Services Administration
 United Healthcare
 Valley Bank
 Whiting-Turner



School-based health care has been shown to improve academic performance, reduce absenteeism, and increase feelings of connectedness to the school.

Highlights in Good Health

“

My work at Zufall is about being an inspiration to people who look like me. I'm able to see myself and my family when I look at my patients, so I want my patients to see themselves and

feel inspired when they look at me.

”

– Marcela P., Family Medicine Physician

Caring for Kids

Where They Learn

Franklin Township is home to many children who are without health insurance and/or living in poverty without access to health care. In 2022, more than 250 patients visited our school-based health center at Hillcrest Elementary School and Hamilton Middle School, leading to more than 200 exams and 700 immunizations.



Members from our AmeriCorps Class of 2023 lead an exercise class for adults with developmental disabilities.

Building the Public

Health Workforce

2022 marked Zufall's 10th year of participation in AmeriCorps, the national service program that places members with nonprofits to address important community issues. This was also our first term with Public Health AmeriCorps, a partnership with the Centers for Disease Control funded by the American Rescue Plan Act in response to the COVID-19 pandemic. Zufall was one of just 82 organizations nationwide selected to join this inaugural program that promotes the expansion of the public health workforce, health equity, and access to services for underserved populations.



Removing Barriers to

Oral Health Care

In September, Zufall became the first community health center to train and graduate a class of CDHCs using curriculum developed by the American Dental Association. Through community-based interventions, CDHCs remove barriers to oral health care, like insurance, health literacy, and transportation. Zufall appreciates the value of CDHCs in our own health center; they have been integral to HPV vaccination and healthy weight initiatives among pediatric dental patients.

Veterans, who typically don't qualify for dental benefits from the VA, are among the many vulnerable populations who benefit from working with CDHCs.





With health insurance for the first time in 19 years, Mercedes (right) was able to afford a biopsy for suspected breast cancer and navigate other health crises.

Enrolling Patients in Health Insurance

Provides Access to Specialty Care

Despite the expansion of Medicaid in New Jersey, many residents remain uninsured, largely due to cost, low health literacy, and lack of full-time employment. Our Certified Insurance Enrollment Specialists assisted more than 1,700 people with enrollment in NJ FamilyCare (Medicaid) or in Marketplace insurance in 2022. Although patients with any insurance status are welcome at Zufall, being insured affords them greater opportunities for specialty care like psychiatry, oncology, or pulmonology not offered at the health center.



“

I love

that our patients are treated
with the same respect.

It makes my day, every day.

”

– Karen D., Physician Assistant

Expanding HIV Care in Essex County

Essex County experiences one of the highest rates of HIV and AIDS in the country. To help those who have been affected, Zufall was awarded more than \$650,000 in funding from the New Jersey Department of Health to expand HIV prevention, testing, and treatment, primarily at our West Orange location.

The Zufall staff takes a status-neutral approach to HIV care, meaning that we aim to connect everyone to state-of-the-art sexual health and supportive services—regardless of HIV status. This multidisciplinary HIV services team provides a full spectrum of services including:

- Bilingual outreach
- Education and engagement
- Testing and diagnosis
- Prevention and risk-reduction strategies
- Treatment in a culturally sensitive manner and with a trauma-informed approach

Our status-neutral approach to HIV care ultimately promotes health equity and reduces stigma.





Artist Chee Bravo's "Samba in the Park" was among the pieces included in "Movement," which was part of a broader cultural event presented by the Arts & Culture Collaborative of Morris County. Chee Bravo received a 2022 Fellowship from the New Jersey State Council on the Arts.

Making Patient Spaces

Beautiful

Following a three-year interruption by COVID-19, art exhibitions returned to Zuffall Health's Dover headquarters in September. The exhibitions are part of the "Arts in Health" program, which curates local, original art from the community for display in our reception and clinical areas. This art-forward environment helps reduce the anxiety of patients who are not comfortable in a medical setting and provides cultural enrichment to those who may not have access to visual art experiences.



Easy Access to Pharmacy Care

Picking up important medication from the pharmacy isn't easy for every patient. Our free medication delivery service helps patients overcome the hurdles of an in-person pick up like transportation, work schedule, or limited mobility. Established in November, the service is available to patients who use Goodale Pharmacy in Dover, a participant in the 340B Drug Pricing program that helps people access significantly discounted medication. Seamless access improves the likelihood that patients can begin their medications on time and avoid interruptions in treatment.

The medication delivery service is supported by a US Department of Agriculture (USDA) Rural Development grant championed by Representative Josh Gottheimer (NJ-5).





Primary care providers work cross-functionally with their colleagues in behavioral health to empower patients who have experienced trauma and help them achieve their health goals.

Earning Patient Trust

Through a Trauma-Informed Approach

Trauma is a risk factor for both physical and behavioral health conditions. In 2022 satisfaction surveys, more than 98% of Zufall patients reported that their provider listened carefully to them, explained things in an understandable way, made them feel included in decision-making, and accepted them for who they are. All Zufall staff are trained in trauma-informed care, an approach that assumes that all patients have a history of trauma to facilitate a supportive, healing environment.





Looking Ahead

Zufall Health is grateful for your role in another healthy and productive year. Thanks to your partnership, we've made, and continue to make, remarkable progress toward our 2022 fundraising objectives: a new facility in West Orange, medical and dental care in Bridgewater integrated with the Richard Hall Community Health & Wellness Center, and in-house pharmacy services.

With these three projects significantly underway or completed, we turn our focus to new areas for the year ahead:

A replacement medical van to keep our patients on the road to good health

Our current van—purchased in 2009—is a fully licensed medical facility that provides care to patients beyond our brick and mortar locations, but it has more than 82,000 miles. People experiencing homelessness, residents of senior public housing, farm workers, people with disabilities, and busy, working families benefit from the van's convenience and community presence.





I love working for

Zufall Health

I was a patient when the organization was just one small office in Dover, and I am amazed at how much it has grown since then. I also appreciate how we help anyone in the community regardless of immigration, financial, or insurance status.



– Mary R., Data Program Assistant

More complete care for patients at our school-based health center

Zufall's school-based health center at Hillcrest Elementary and Hamilton Middle Schools in Franklin Township brings affordable, high-quality medical care to all children in the district. However, care via our van is currently limited to twice a week. Our planned expansion will facilitate holistic care for the students and their families, including dental, behavioral, and vision care. Additionally, with the help of the school board and municipality, we aim to provide services in a permanent structure that can accommodate more patients more days per week. This will free up our medical van for other community needs.

Expanded prenatal services at Zufall-West Orange to drive healthier birth outcomes

Access to high-quality prenatal care is fundamental to good health for mother and baby. For six years, Zufall has provided comprehensive, team-based prenatal care in West Orange. In 2021, those services expanded to Plainsboro. Unfortunately, because of the limited space and resource constraints in the West Orange facility, the need for these critical services exceeds Zufall's capacity to provide them. But as we prepare to open our new West Orange building, we're prioritizing expanded prenatal care to better serve moms and families.

Financial Statements

for the Year Ended December 31, 2022

CONSOLIDATED STATEMENT OF FINANCIAL POSITION*

2022

ASSETS

Cash and cash equivalents	\$	14,608,748
Cash whose use is restricted		5,286,451
Investments		3,537,419
Accounts receivable, net of contractual allowances		2,961,350
Grants, contracts, and contributions receivable		1,621,706
Property and equipment, net		1,5801,946
Notes receivable		3,883,154
Prepaid expenses and other current assets		395,992

TOTAL ASSETS

\$ 48,096,766

LIABILITIES

Accounts payable and accrued expenses	\$	1,889,194
Notes payable		9,913,121

TOTAL LIABILITIES

11,802,315

NET ASSETS

Without donor restrictions		36,194,451
With donor restrictions		100,000

TOTAL NET ASSETS

36,294,451

TOTAL LIABILITIES AND NET ASSETS

\$ 48,096,766

CONSOLIDATED STATEMENT OF ACTIVITIES*

REVENUES

Net patient service revenues	\$	21,604,355
Other revenue		3,832,375
Contributions, including donated goods		24,915,880

TOTAL REVENUES

50,352,610

OPERATING EXPENSES

Program services		35,847,929
Other operating services		7,622,584

TOTAL OPERATING EXPENSES

43,470,513

Changes in net assets		5,788,491
Net assets, beginning of year		30,505,960

\$ 36,294,451

*Excerpted from the 2022 audited financial statements

“

Eva Turbiner developed our health center from being a one-horse operation to being one of the most outstanding health centers in the country.

**I will always think of Eva with great fondness and gratitude.
My family will always think of her as a fifth sister.**

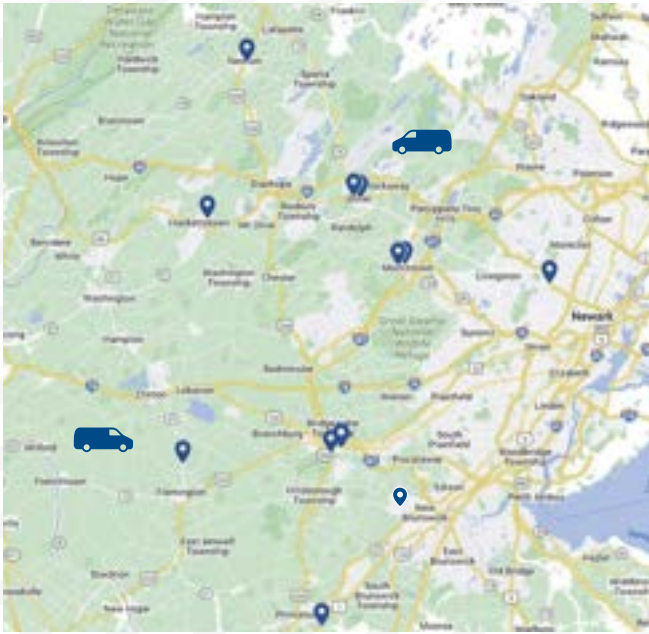
I am confident that the strength of the health center and its administrative staff that Eva has developed will propel us forward to further success in the future.

”

– Robert Zufall, MD, Founder

Zufall Health founder Robert Zufall, MD, and former president and CEO Eva Turbiner.





We are more than just health care.

Our teams go

above and beyond

**in assisting everybody in
the community.**



– Kendall R., Human Resources Generalist

Our Locations

500 North Bridge Street
Bridgewater, NJ 08807

18 West Blackwell Street
Dover, NJ 07801

17 South Warren Street
Dover, NJ 07801 (Dental Only)

361 Route 31, Building C, Suite 701
Flemington, NJ 08822 (Dental Only)

117 Seber Road, Unit 5
Hackettstown, NJ 07840

4 Atno Avenue
Morristown, NJ 07960

85 Washington Street
Morristown, NJ 07960

238 Spring Street, Suite A
Newton, NJ 07860

1 Plainsboro Road
Plainsboro, NJ 08536

71 4th Street
Somerville, NJ 08876

500 Franklin Boulevard
Somerset, NJ 08873

95 Northfield Avenue, Suite 2
West Orange, NJ 07052

MOBILE UNITS SERVING OUR COMMUNITIES

1 Medical Van
1 Dental Van



zufallhealth.org



COMMUNITY
HEALTH
CENTERS

For additional information on
how to support Zufall Health or
to make a donation

contact Shade Cronan

at scronan@zufallhealth.org
or call 973-328-9100, ext. 1361.