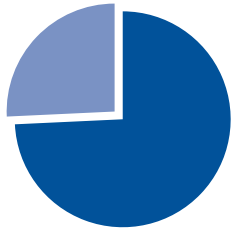


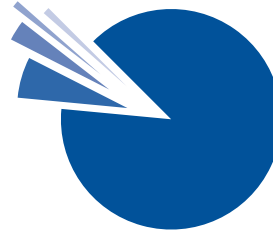
WATER STREET HEALTH SERVICES | 2010 ANNUAL REPORT



MOST NEW PATIENTS ARE HOMELESS (ACCORDING TO PATIENT SURVEYS)

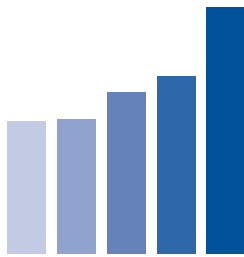
75% HOMELESS*
26% OWN/RENT

*Homeless accounts for individuals living on the streets, in local shelters or doubling up with family or friends.



MOST PATIENTS EARN LESS THAN \$10,000/YEAR

- **89%** \$0 - \$9,999
- **6%** \$10,000 - \$14,999
- **3%** \$15,000 - \$19,999
- **1%** \$20,000 - \$29,999
- **1%** \$30,000 & ABOVE



PATIENT VISITS ARE INCREASING

(NUMBERS INCLUDE THE LANCASTER OFFICE & THE LEBANON FREE CLINIC WE MANAGE)

2006 5,817 PATIENTS
2007 5,887 PATIENTS
2008 7,125 PATIENTS
2009 7,821 PATIENTS
2010 10,804 PATIENTS

Low Patient Visit Cost

Due to donations and volunteer support, Water Street Health Services continues to see a low cost to the organization per patient visit. Services are provided at no cost to the patient.

AVERAGE COST MEDICAL

\$45 WSHS MEDICAL VISIT
\$65 DOCTOR VISIT IN LANCASTER COUNTY
\$250 ER VISIT IN LANCASTER COUNTY

AVERAGE COST DENTAL

\$104 WSHS DENTAL VISIT
\$150 DENTAL VISIT IN LANCASTER COUNTY
\$250 ER VISIT IN LANCASTER COUNTY



TOTAL REVENUE **\$1,320,578**

- **32%** DONATED SERVICES **\$421,701**
- **28%** CONTRIBUTIONS **\$375,558**
- **25%** DONATED MEDICAL/DENTAL SUPPLIES **\$328,964**
- **15%** OTHER **\$194,355**



TOTAL EXPENSES **\$1,368,872**

- **96%** PROGRAM **\$1,316,945**
- **3%** ADMINISTRATIVE **\$39,008**
- **1%** FUNDRAISING **\$12,919**



VALUE OF INVESTMENT INTO THE COMMUNITY **\$1,509,078**

- **34%** MEDICATIONS **\$519,221**
- **20%** VALUE OF VOLUNTEER HOURS **\$300,328**
- **19%** MEDICAL SERVICES **\$289,743**
- **16%** DENTAL SERVICES **\$248,999**
- **7%** LABORATORY/RADIOLOGY SERVICES **\$107,131**
- **3%** MENTAL HEALTH **\$43,656**

Water Street Health Services Board of Directors

Charles R. Mershon, M.D., Chairperson
Len Brown, Esq., Vice-Chairperson
Anne-Marie Derrico, M.D., Secretary
Roger Strause, D.D.S., Treasurer
Robert Doe, M.D.
Michael Fitzgerald.
Lisa Hess
Victor McGlaughlin, M.D.
Jim Rapier



**WATER STREET
HEALTH SERVICES**

Providing health care through
Christian faith & guidance.