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|----------|-----------------|----------|------|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|
| 850 | patient visits | 1160 | 1500 | 2000 | 3000 | 3000 | 3977 | 4026 | 3024 | 3380 | 3822 | 3413 | 3814 | 4155 | 5078 | 6,418 | 9,440 | patient visits |
| 1712 | volunteer hours | | | | 4542 | 5554 | 5366 | 4733 | 4553 | 6024 | 7355 | 7546 | 8743 | 11772 | 14400 | 16,542 | 18,000 | volunteer hours |
| \$30,651 | operating costs | \$30,237 | | | \$123,379 | \$172,013 | \$256,451 | \$284,219 | \$276,100 | \$302,728 | \$339,792 | \$345,436 | \$371,117 | \$474,695 | \$599,346 | \$630,517 | \$864,691 | operating costs |

| | | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1991 | 1993 | 1995 | 1996 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2005 | 2006 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

The only clinic specifically for Baltimore's uninsured opens at 1927 St. Paul Street owned by Seventh Baptist Church. University Baptist Church provides much of the working capital. Richard Pelham donates his medical and office equipment & supplies. Pt. visits = 1 hr. of wage. Value of services \$30,600.

A Unique Partnership is Born: Union Memorial Hospital & Shepherd's Clinic. Hospital's physicians provide volunteer specialty consultations and serve patients upon referral. The hospital also provides diagnostic procedures and surgery.

Union Memorial Residents begin working in the clinic as part of their training.

The clinic is moved into 1901 St. Paul Street also owned by the Seventh Baptist Church.

The William H.M. Finney Foundation is created. Gastroenterology, dermatology cardiology, & psychiatry services added. Monthly patient education classes on diabetes & hypertension start.

Gynecology, physical therapy, and dental services are offered.

Weight-loss classes added. Union Memorial limits referrals to zip code areas closest to the hospital.

Services expanded to include endocrine clinic. Dr. William Finney, the clinic's first medical director, dies.

Study reveals 61% of female patients have experienced partner violence, and over half have symptoms consistent with major depression.

Having outgrown its location, 2800 Kirk Ave is purchased by William H.M. Finney Foundation. The Foundation embarks on first capital campaign.

Shepherd's Clinic celebrates 15th Anniversary in its new home at 2800 Kirk Avenue. Podiatry clinic is added. Value of services > \$1M

Two volunteer MDs dream of a kitchen to teach patients healthy cooking. Volunteers and staff mobilize and Joy Wellness Center is born. Mental health program expanded.

New patients almost double & volunteer hours increase 35%. Joy Wellness Center and Behavioral Health offer full programming. Building & grounds greatly enhanced.

Patient visits expand to over 5,000 and volunteers increase to more than 300. Difficult economy drives many newly uninsured patients to our door.

A record 511 new patients, with an influx of men. 357 volunteers make it happen. Economy still struggles. Shepherd's Clinic celebrates 20 wonderful years.

Patient visits reach 9,440; 517 new patients. 400 volunteers provide 18,000 hours. Continued growth of services expected in these challenging economic times.

Shepherd's Clinic

Over the last few years, Shepherd's Clinic has seen unprecedented demand for its services—a testament to the difficult times and the burdensome cost of healthcare. Through the generosity of donors like you we have nearly doubled our capacity over the last two years to meet this need. Together we have offered care through approximately 9,000 patient visits during the 12 months of fiscal year 2012. Shepherd's Clinic now provides an integrated medical "home" for the uninsured of Baltimore City, including primary care, prescription assistance, behavioral health and wellness services.

While Shepherd's Clinic is truly an oasis for our patients, we do not operate in a vacuum. Care is provided by more than 400 committed volunteers and our hardworking staff. It is also made possible through a large number of partnerships, including ones that bring dozens of pre-med students, medical students and residents from multiple academic institutions across the city and social worker trainees, pharmacy students, and students in a range of wellness-oriented disciplines.

Shepherd's Clinic would not be possible without the robust support of MedStar Union Memorial Hospital, its partner since the beginning. In the course of a year, Union Memorial provides a wide array of free or subsidized services to clinic patients, including specialty care of all kinds, radiology, anesthesiology, and medications. Union Memorial also provides the clinic with the services of its two medical directors and other incredibly vital support through participation on our board. The last twelve months are also noteworthy because the two youngest components of our program—behavioral health and wellness—have particularly come into their own. With options for counseling and mental health services in our surrounding neighborhoods decreasing, our volunteer mental health professionals, and student practitioners from the University Of Maryland School Of Social Work have carried increasingly full patient loads. They are a lifeline to the community offering crucial services. Refinements in our process for referring

patients from the clinic to our wellness programs has led to more patients taking advantage of nutrition education, smoking cessation, mindfulness based stress reduction and other offerings.

Finally, the Supreme Court's decision in June to uphold the Affordable Care Act put a punctuation mark on a year that was marked by uncertainty for the nation's uninsured. The clinic's board has been closely watching the health reform initiative since before it was passed in 2010. It now seems that many of the clinic's current patients may find affordable coverage either through Medicaid or the private markets beginning in 2014. Even as we plan for that day to arrive, the current need for the clinic's services is nearly overwhelming and your committed support remains vital. On behalf of the board, our dedicated staff and volunteers, and especially our patients, I would like to thank you for your continued support of Shepherd's Clinic.

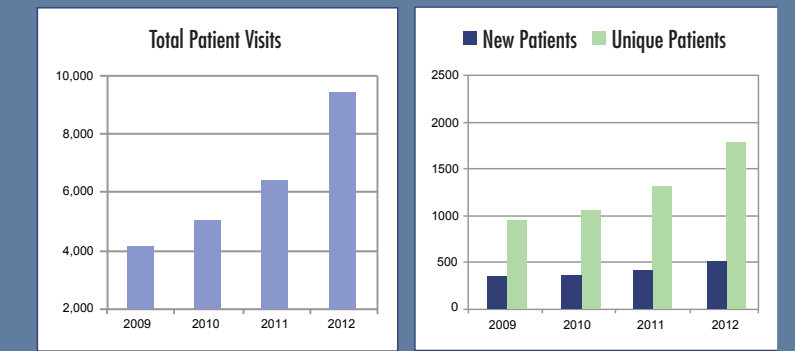
David Finney, President
Board of Directors

Shepherd's Clinic Board of Directors
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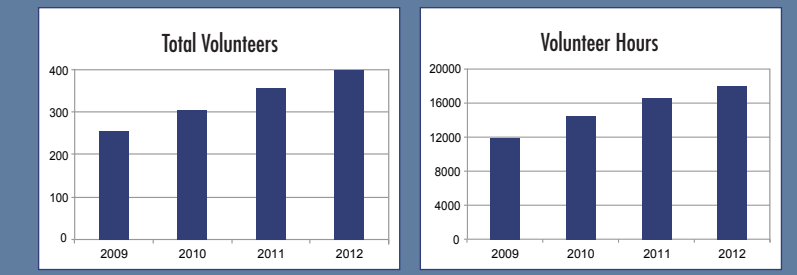
Staff
 Jack VandenHengel, *Executive Director*
 Lisa Keamy, MD, *Medical Director*
 Melissa DeLong, MD *Associate Medical Director*
 Kema Goodwin, RN, *Clinical Coordinator*
 Sara Cowse, RN, *Staff Nurse*
 Michele McComas, RN, *Staff Nurse*
 Karen Carter, *Office Manager*
 Jessica Sousa, *Patient Intake Specialist (2012)*
 Rachel McCandliss, *Patient Intake Specialist (2013)*
 Nick Arbon, LGSW, *Behavioral Health Coordinator*
 Tawanna Kane, *Wellness Center Coordinator*
 Hannah Southworth, *Wellness Center Program Assistant*
 Marlene Sora, *Volunteer Coordinator*
 Elizabeth Weber, *AmeriCorps VISTA Vol. Services Assoc.*

Performance Indicators

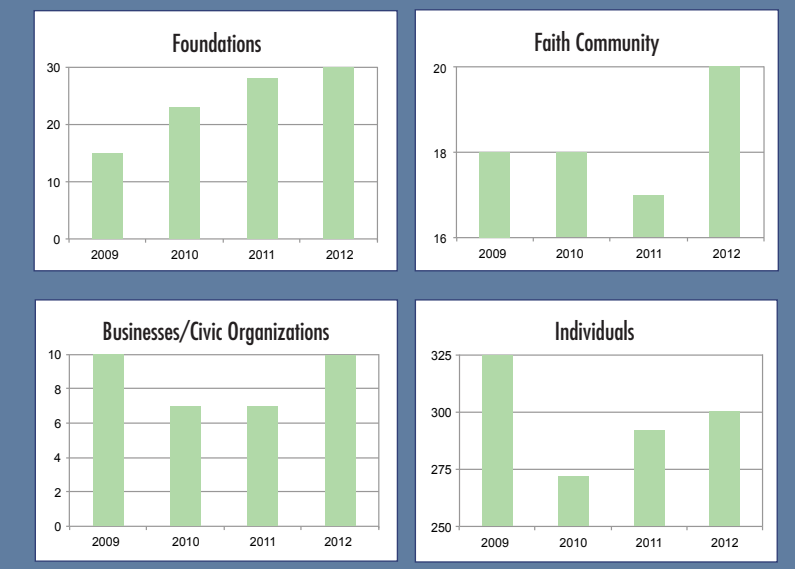
Patients



Volunteers



Donors



Shepherd's Clinic Financial Report - July 1, 2011 through June 30, 2012

| | | | |
|-----------------------------|------------------|-------------------------------|------------------|
| SUPPORT AND REVENUE* | | EXPENSES | |
| Contributions | \$732,304 | Salaries | \$405,079 |
| Patient Donations | 55,393 | Payroll Taxes & Benefits | 51,485 |
| Investment Income | 42 | Retirement 403b | 16,984 |
| Other | 1,524 | Bank Charges | 440 |
| Total | \$789,263 | Contributions | 51,000 |
| | | Travel | 622 |
| | | Licenses & Permits | 949 |
| | | Dues & Subscriptions | 885 |
| | | Professional Development | 4,368 |
| | | Insurance | 2,243 |
| | | Laboratory Fees | 57,375 |
| | | Radiology, Anesthesiology | 19,185 |
| | | Medications, Medical Supplies | 36,324 |
| | | Supplies Wellness Center | 12,808 |
| | | Computer/Office Expenses | 55,148 |
| | | Postage | 3,353 |
| | | Printing & Publicity | 20,501 |
| | | Professional Fees | 9,162 |
| | | Utilities | 20,113 |
| | | Telecommunications | 18,091 |
| | | Equipment | 7,632 |
| | | Maint./Medical Waste Mgmt. | 60,789 |
| | | Other | 4,000 |
| | | Volunteer Appreciation | 6,155 |
| | | Total | \$864,691 |

William H.M. Finney Foundation Board of Directors
 Robert Kellner, Esq., *President*
 Sara Carlton, Ed.D., *Vice-President*
 Clark Finney, *Recording Secretary*
 Rear Admiral Edgar Keats, (ret.), *Treasurer*
 David E. Finney
 William H. B. Howard, MD
 Thomas S. Paulin

*Not including over \$1 million in donated services by physicians, nurses & others. Audited financial statements are available on request.

