



Good Samaritan  
Health Centers of Gwinnett



# 2019 IMPACT REPORT



Serving our neighbors since 2005, Good Samaritan Health Centers of Gwinnett's purpose is to glorify God by meeting the general medical and dental needs of our patients as well as their spiritual needs through prayer and biblical counseling. We aim to demonstrate the love of Christ by providing low cost healthcare and dental services to the poor and uninsured.

# Doing Good Work

for thousands in  
Gwinnett County



**From the Executive Director**  
Gregory E. Lang, PhD

## As Gwinnett's population continues to grow, so must our ministry.

**In 2019 we recorded 34,996 visits** to our facilities. Operating three clinics, and soon four, provides a wide range of opportunities for the poor and uninsured to seek affordable medical and dental care. Since our beginning in 2005, we have witnessed more than 31,000 unique individuals enter our doors more than 185,000 times.

**In October, we opened our first Quick Clinic** facility in the North Gwinnett Cooperative Ministry in Buford. At this clinic we are able to provide limited, episodic care for minor aches and illnesses. Additionally, in March 2020, we are opening a second Quick Clinic within the HomeFirst Gwinnett Initiative, Gwinnett's first 24/7 shelter for the homeless. Should the need arise, we see these types of models as low-cost opportunities to expand elsewhere in Gwinnett

Our major initiatives for 2020 are the **relocation of our East Clinic** (Jimmy Carter Boulevard) and conclusion of our **2020 Capital Campaign**. The need for our capital campaign is highlighted elsewhere in this Impact Report, but in a word – CAPACITY. Witnessing our significant annual growth, knowing the need for charity dental care is greater than our current capacity, and planning for the expected explosive growth of Gwinnett County during the next decade, the relocation of our East clinic will permit us to accommodate more patients each day, especially those in need of dental care.

Our 2020 Operating Budget is \$3,610,355 and patients will pay approximately two-thirds of that cost. We need your help to fill a \$1,246,000 gap so that we might provide 25,000 medical visits, 7,000 dental visits, and 5,000 social services visits.

As always, may you be blessed in abundance so you may bless with abandon!



Fifteen years ago, we believed God charged us to start Good Sam Gwinnett as a response to a tremendous need in our community . . . I can see the growth and stability with which God has blessed this Christian charitable organization. The need for our services is still present and by God's grace and the generosity of our community, we continue to fulfill our mission."

— Mike Morris, MD, founding Board member



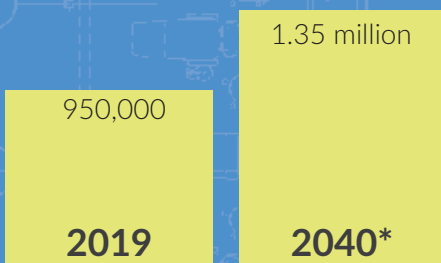
# 2019 by the Numbers

**PORTRION OF BUDGET  
PROVIDED BY  
INDIVIDUAL DONATIONS**

**NOW 35%**

**PAST 65%**

**Gwinnett Population**



\*Atlanta Regional Commission Projection

**2 NEW  
QUICK  
CLINICS**

North Gwinnett Cooperative  
Ministry, Buford

HomeFirst Gwinnett  
Initiative, Norcross

**In 2020, Good Sam  
Gwinnett Plans to Provide**

**25,000 medical visits**

**7,000 dental visits**

**5,000 social services visits**

*more numbers on page 7*

“

When we opened our doors in 2005, there were four staff, a few volunteers, and we saw four patients on our first day. We experienced God's faithfulness and provision in so many ways back then, and **today, God's faithfulness and provision is abundantly obvious.**”

– Curt Tyler, first Executive Director



# 2019 by the Numbers

**34,996 patient visits completed**

**A 9% increase compared to 2018 and a 100 percent increase compared to 2016**



**2,992 new patients accessed the clinics.**

**13,951 medical appointments**

**including**

**3,112** after hours and **7,693** weekend appointments completed, providing access to low cost healthcare during times when most primary medical practices are closed.



**7,611** refill visits to the dispensary



**936** counseling and health education visits completed

**6,135 dental appointments**

**plus**

**192** emergency dental appointments, removing the burden from local emergency rooms for patients seeking relief from tooth pain.



**2,818** walk-in lab visits



**1,028** vaccines administered to 249 children

Only **13.3%** of all expenses went toward administration and fundraising, so . . .

**86.7¢** of every dollar donated went toward providing patient care.



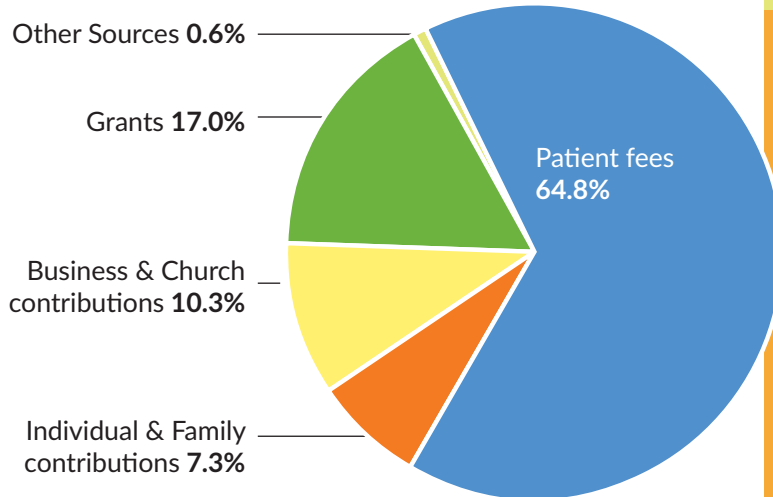
**“ Good Sam Gwinnett shaped the way I practice medicine. They taught me not only how to provide excellent medical care but also about humility and grace. Without them, I wouldn’t be where I am today!”**

*– Veronica Paz, PA; Critical Care, Wellstar Health System*



## 2019 Financial Performance (Operating Budget)

Patient Fees	\$2,243,568
Individual and Family Contributions	254,149
Business and Church Contributions	358,190
Grants	587,755
Other Sources	20,153
<b>TOTAL REVENUE</b>	<b>3,463,815</b>
Expenses	(3,386,877)
Surplus/Deficit	\$76,938



## Value of Services Rendered \$10,848,760

Our patient fees are less than or equal to the 25th percentile of prevailing prices for similar services in private medical and dental clinics. Estimating **our appointments have an average retail value of \$310**, we believe the value of services rendered in 2019 was \$10,848,760.

**Multiplication of Investment**  
Your \$1 donation  
provides \$9 of care



## Social Return on Investment \$33,976,699

According to the Social Impact Calculator developed by the Low Income Investment Fund, the value of Social Return on Investment of the services we rendered during 2019 was \$33,976,699.

**Only 13.3% of all expenses were administration and fundraising overhead.**

“**My clinical rotation at Good Sam Gwinnett was by far the most rewarding.** I learned a lot about medicine, but more importantly, about infusing empathy and compassion into each patient interaction. The staff truly have a passion for Christ and it comes through in how they care for their patients!”

— Kelsey Greeff, PA student,  
Butler University



## Volunteers

We were blessed with the volunteer labor from

# 308

individuals during 2019 who gave a combined

# 16,605

hours of service valued at

# \$507,058

# Who We Serve

## Our Customer

Our patients are predominately Hispanic (73%) married (48%) women (66%), about 40 years of age (range: 1-98), with a median household income of \$22,576 supporting 3.2 individuals (88% of the federal poverty level for a family of four). Seventy-four percent are employed, and 67 countries of origin are represented. Most patients have utilized the clinic six or more years and will visit the clinic five times each year. Services are provided to all patients regardless of race, color, religion, gender, sexual orientation, national origin, veteran status, or immigration status.

## Our Market

Gwinnett is the second largest county in Georgia with an estimated population of 950,000 and a projected increase to 1.35 million people by 2040. In 2016, the Robert Wood Johnson Foundation reported 24% of the county's residents were uninsured for healthcare. Even more people are uninsured for dental care. The American Dental Association reports nearly half the nation's population do not have dental insurance. A 2017 US Census report estimates 11% of Gwinnett households are living at or below the poverty level. Using this data, we conservatively estimate 160,000 current residents have very limited access to affordable healthcare, and as the population increases, our potential market may reach 244,000 people.



**As a volunteer, I have seen the miraculous hand of God in Good Sam Gwinnett.** He brought us through times of great distress and need to a place of great influence in the community. I have seen the development of the next generation of bold Christian healthcare providers entering the workforce. Many continue to return to the education and experiences they received at Good Sam.”

— Sharon Chalmers PhD, FNP;  
Department Head/ Professor, Department of Nursing,  
University of North Georgia



# How We Serve

## Our Strategy

Using the collective time and talent of employees, volunteers, and students of the medical, dental, and social work professions, along with the financial gifts of donors, and guided by Biblical principles, Good Sam Gwinnett restores health and hope to unwell and vulnerable residents of our community.

## Rationale for the Strategy

Believing Jesus taught His disciples to care for the sick as a means to inspire their faith (Luke 10:9), we provide health, dental, and social services while proclaiming the Gospel of Christ.

## Our Services

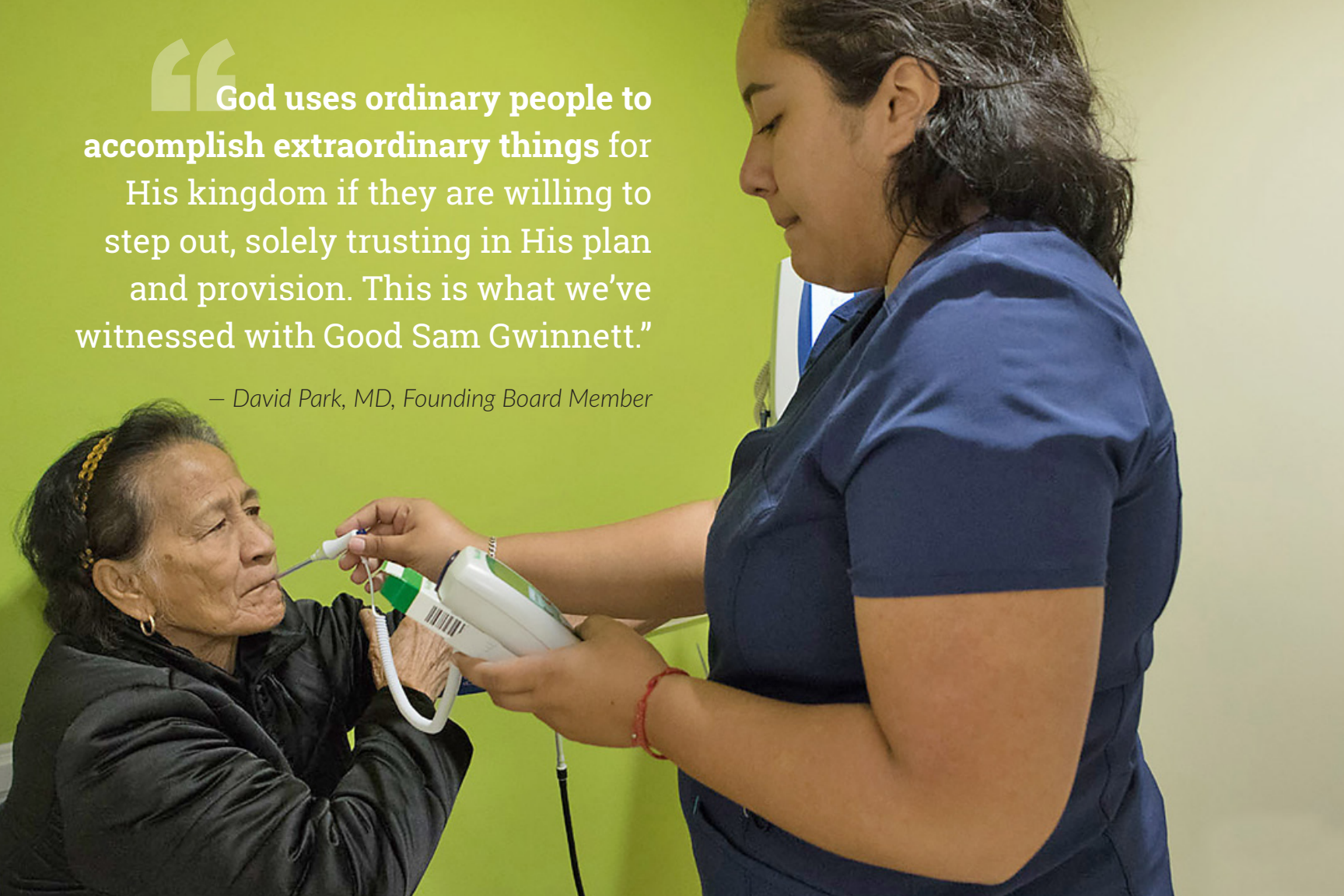
- Women's Health
- General Medicine/Primary Care
- Specialty Care
- Pediatric Care
- General Dentistry
- Dispensary and Pharmacy Assistance
- Health and Disease Management Education
- Counseling, Social Work and Resource Referral

“My time as a student at Good Sam Gwinnett was more than an academic requirement; it left me with the desire to give back to my own community and serve through God's love.”

– Mary Kay Hesidence, NP,  
Northside Family Medicine and  
Urgent Care

“**God uses ordinary people to accomplish extraordinary things** for His kingdom if they are willing to step out, solely trusting in His plan and provision. This is what we’ve witnessed with Good Sam Gwinnett.”

— *David Park, MD, Founding Board Member*



# Please don't forget us!

The 2017 Tax Cuts and Jobs Act doubled the Standard Deduction, causing many economists to predict an unintended consequence of the tax law, a decline in charitable giving. Indeed, many nonprofit organizations have experienced a decrease in year-end giving, including Good Sam Gwinnett. In fact, 2019 individual/household giving was down 18% compared to 2018. Please don't forget about us; we cannot serve our neighbors and community well in the face of shrinking resources. Your commitment to continue giving from the heart is essential to our ongoing sustainability.

## How to Give

**Give Online** at [goodsamgwinnett.org/donate](https://goodsamgwinnett.org/donate).

**By Check**, payable to Good Samaritan Gwinnett. Write 2019 Operating Budget or 2020 Campaign on the memo line. Mail to Good Samaritan Health Center of Gwinnett, 5949 Buford Hwy., Norcross, GA 30071

**For more information** about in-kind donations, corporate donations, or our clinics, contact Gregory Lang, PhD, Executive Director, at [greg.lang@goodsamgwinnett.org](mailto:greg.lang@goodsamgwinnett.org).



**Good Samaritan Health Centers of Gwinnett plays a vital role in our community, not only helping our neediest residents to stay well, but also providing training opportunities for our youth . . . The Board of Commissioners is proud to support the work of Good Sam Gwinnett."**

*— Charlotte Nash, Chair,  
Gwinnett County Board of  
Commissioners*



**One of the things we love most about Good Sam Gwinnett is they take a community level view, ensuring their work intertwines with others to make our entire community better. We believe nonprofit organizations with that trait accelerate the impact Community Foundation donations can make.”**

*— Randy Redner, President and CEO,  
Community Foundation for  
Northeast Georgia*





# 2020 Vision

The Atlanta Regional Commission estimates Gwinnett's population will reach **1.35 million people by 2040**, and nearly 14% will be poor.

During 2017, we were blessed with a new clinic through a merger with Bridge Atlanta Medical Center. Even though that location enabled us to serve more patients, we saw the need to grow beyond its capacity in preparation for an increasing demand for affordable health and dental care during the next two decades. **Relocation of that clinic in 2020** will enable us to continue the expansion of our charity dental practice, and provide safe and adequate parking for our customers. To that end, with the support of a Gwinnett County Community Development Block Grant, we acquired a property on Rockbridge Road in Norcross at the cost of \$1,158,000. Today, renovation is underway with a goal to open the new clinic in July, 2020.

We ask for your support in order to achieve the goal of renovating and equipping the new facility so that we might better attend to the needs of the poor and uninsured of our community. **Help us finish strong!**

## PLEASE HELP GOOD SAM!

Acquisition	\$1,172,214
Architecture	60,500
Renovation	1,758,090
Equipment	150,000
Furnishings	61,500
Technology	93,500

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<b>2020 Campaign Goal</b>	<b>\$3,295,804</b>
<b>Raised to Date</b>	<b>\$2,601,200</b>

## FUNDS STILL NEEDED

**\$ 694,604**

For more information about the Good Samaritan Health Centers of Gwinnett, to make a donation to support our current programs, and/or give to the 2020 Campaign, contact Gregory Lang, PhD, Executive Director, at [greg.lang@goodsamgwinnett.org](mailto:greg.lang@goodsamgwinnett.org) or Heni Jordan, Director of Development, at [heni.jordan@goodsamgwinnett.org](mailto:heni.jordan@goodsamgwinnett.org).

Our audited financial statements and 990 tax documents are available for review upon request.



**Good Samaritan Health Centers of Gwinnett does an outstanding job providing vital health services to vulnerable populations facing barriers to healthcare access. They are a national model filling an important role as a stop gap for those who cannot afford essential services while contributing to Georgia's high performing safety net."**

*— Donna Looper, Executive Director,  
Georgia Charitable Care Network*



# Save the Date!

Join us on October 3 at the Atlanta Athletic Club for our second annual Good Neighbor Gala! In addition to honoring the 2020 Good Neighbor Award winner, we will celebrate our **15th Anniversary**. Please join your fellow supporters, along with our Board of Directors and a few dignitaries, to commemorate Frank Fearon, our late founder, and his vision to glorify God through the provision of healthcare services for the poor and uninsured.

**We would like to thank the generous sponsors of our 2019 inaugural Good Neighbor Gala:** Another Chance Foundation, Atlanta Dental, Cartridge World Lawrenceville, Elite Behavioral Medicine, Emory Johns Creek Hospital, Gwinnett Medical Center Foundation, Harris Equipment, HR Strategies, LAN Systems, Northeast Georgia Medical Center, Northside Hospital, Orthodontics of Atlanta, Philadelphia College of Osteopathic Medicine, Victory World Church



“Attempt  
something so great  
for God it’s doomed  
to failure unless God  
be in it.”

— John Haggai, CEO, Haggai  
International

## IMPORTANT LINKS

### To donate:

[goodsamgwinnett.org/donate/](https://goodsamgwinnett.org/donate/)

### To nominate a Good Neighbor:

[surveymonkey.com/r/2020goodneighbor](https://surveymonkey.com/r/2020goodneighbor)

### To update your contact information:

[surveymonkey.com/r/findmehere](https://surveymonkey.com/r/findmehere)

# Good Samaritan Health Centers of Gwinnett



**Good Samaritan Health Center of West Gwinnett**  
5949 Buford Hwy., Norcross, GA 30071 | 678-280-6630

**Good Samaritan Health Center of East Gwinnett**  
4864 Jimmy Carter Blvd., Norcross, GA 30093 | 770-806-0162

For more information about our clinics or the 2020 Capital Campaign contact  
Greg Lang at [greg.lang@goodsamgwinnett.org](mailto:greg.lang@goodsamgwinnett.org) , or 678-280-6630, ext. 107.

[goodsamgwinnett.org](https://goodsamgwinnett.org) |   

