

## In this issue:

- 2019 Wrap-up
- Unwrapping 2020
- Thank You to Our Donors
- How You Can Help
- Spring Gala Save the Date

# QUARTERLY NEWSLETTER – DECEMBER 31, 2019

VINA Community Dental Center

## WHAT IS VINA?

VINA Community Dental Center is a non-profit that provides dental care to Livingston County residents with limited finances. VINA improves quality of life, oral health and overall health through quality oral care and education. “VINA” stands for Vision, Integrity, Need, Action, which is what we’re all about!

## WRAPPING UP 2019

As 2019 ends and we reflect on the past year, we are pleased with the work we have done together at VINA.

This year we were able to get our Preventative Incentive Program up and running thanks to funding from Livingston County United Way and Livingston County Consortium on Aging, which allowed us to offer a discount on 6-month hygiene appointments. Prior to receiving this funding, we had a very long list of patients who were unable to make regular hygiene appointments due to financial difficulty. By offering this discount to those patients on the waitlist, patients were able to prioritize their oral care and prevent dental emergencies such as infection and extractions. We will use the successes of the 2019 program to leverage more funding and expand the program.

We received grant funding from Blue Cross Blue Shield Michigan, Livingston County United Way, and Delta Dental for our Basic Dental Care which helps us serve our 1600 patients. Our Emergency Dental Care Program was funded by the Michigan Dental Association Foundation and Comerica. These grants help us have a dentist in the office more regularly, so patients do not have to suffer from oral pain for long periods of time.

This past year our volunteer dentist hours increased by 131%, which allowed us to see more patients and keep expenses low.

At our fundraising events, we had a record amount raised at the Spring Gala as well as a record number of guests at our Golf Outing and the Tailgate. We established a new baseline in Individual Donations and recorded our first patient testimonial video.

### VINA by the Numbers

	2018	2019	% INCREASE
NEW PATIENTS	103	152	48%
APPOINTMENTS	1431	1551	8%
SENIORS SERVED	660	679	1%
RETAIL COST OF SERVICE	\$574.031	\$638.314	11%

## UNWRAPPING 2020

As we set goals for VINA in 2020, we want to share some of them with you so you can help us reach them.

The clinic needs to add a part time dentist to the staff. We have already posted the job opening online and have reached out to the local dental professionals, as we would like the new dentist to start one day a week (preferably Mondays) in January. According to the United Way report for Livingston County, there are currently 27,500 residents who qualify for dental care at VINA. Adding another dentist will help us reach and serve those individuals who have gone without dental care for years.

The development team has already started the process of applying for 2020 grants. We hope to expand on the successful programs such as Basic Dental Care, Preventative Incentive Program, and Emergency Dental Care. We would also like to promote specified giving for prosthodontics so we can fulfill our goal of a zero waiting list for those that need crowns, partial and dentures.

We distributed post-event surveys for the 2019 fundraising events, and we are already planning ways for the 2020 events to make them even better for guests! We will offer more information on the great work done at VINA, who we work with, and why we do what we do.

We have also started to form new partnerships as 2020 approaches. We have been working with Victory for Veterans to give veterans more access to affordable dental care and will expand access for Seniors to dental care at VINA.

## THANK YOU TO OUR DONORS

Throughout the year, our loyal donors supported us in every new challenge or program we undertook. We started this quarterly newsletter to keep our top donors informed about everything happening at the clinic and to share some of the great stories that come out of their generosity. However, it's hard to get an understanding of just how amazing our donors are until the end of the year when we wrap up the year.

This year our donors answered the call in our time of need like never before. When the clinic faced a cash flow issue this summer, our loyal donors stepped up to help us exceed our fundraising goal which allowed the clinic to keep operating without pausing. We had many new and return sponsors at each of our events this year. This year we have been overwhelmed with the generosity and support that has come from community members. Multiple individuals donated on the spot to help senior patients in need of prosthodontics afford the care and prostheses they needed to have their smiles restored.

We are blown away every year by the generosity and care of the community, whether it is personal giving, donating time, or spreading the word about VINA. Thank you to all our donors who helped us make this year a success! We are beyond thankful, and our patients thank you for your continual generosity.

## HOW YOU CAN HELP

There are any number of ways you can continue to be a partner with us at VINA.

First, volunteer to work in the clinic office, greeting patients, entering data, setting or confirming patient appointments.

Second, volunteer to work at a VINA Event. We especially need volunteers for the Tailgate in the fall, our biggest event.

Third, continue to answer the call with your individual donations, the lifeblood of our clinic fundraising, whether it be occasional checks, monthly automatic giving or giving directly from your minimum distributions from your IRA to reduce taxes (see following information on QCDs).

Finally, tell your friends about VINA, the work we do, the people we serve and the needs we have. You never know when someone is in need, qualifies and can be blessed by what we do; or when someone is looking for a worthwhile charity to support with their time or treasures.

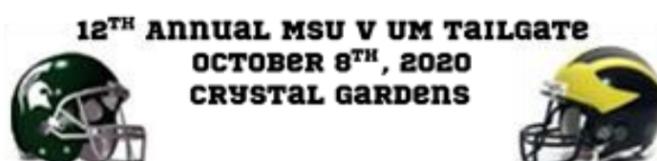
### **Qualified Charitable Distributions – A New Way to Give**

Qualified Charitable Distributions (QCDs) are not so much new as they are newly discovered.

If you are 70 1/2 years old or older, you are required to take a percentage of your IRA as income annually. Of course, when you do that, you are required to show it as income on your taxes and pay income tax on the amount you take. In the past, if you were supporting a non-profit like VINA, you'd write a check and show it as a deduction. With the new tax laws, you now receive a standard deduction that is higher than before (\$13,850 for individuals and \$27,000 for couples filing jointly) and as such, your individual deductions within that amount won't count as deductions.

However, if you have your donation sent directly from your IRA to VINA, that amount will be excluded from income, thus lowering the taxes you pay. One of the keys is that it **MUST** be sent directly from your account as part of your Required Minimum Distribution (RMD) so you **MUST** discuss your desires and the procedure with your financial advisor. If you do not have an advisor, we can help by referring you to an advisor (who is also a supporter of VINA) for instructions on how to accomplish this.

## VINA Dental - Save the Dates 2020!



Follow and like VINA on social media to purchase tickets when they become available.

