



arlington freeclinic

Filling the Gap in Dental Care Campaign

Bringing Lifesaving Dental Care to Arlingtonians in Need

Proper dental care can be a matter of life and death. Many diseases that start in the mouth can ravage the rest of our bodies. That was the case for William Mellon, who died at the age of 62 from an untreated tooth infection. In memory of her father and to help others get the oral health care her father couldn't afford, Mary Mellon has made a \$250,000 commitment to Arlington Free Clinic (AFC) to help enable a better way to serve our patients.

With Mary's gift, our ongoing fundraising, and special one-time gifts from loyal supporters like you, we will **triple the number** of patients that receive vital dental care. AFC's Filling the Gap Campaign will make it possible to move our dental program to our main medical site, expand services, and streamline care delivery to those in need.



Building on Two Decades of Care

Arlington Free Clinic provides high-quality, comprehensive healthcare to valuable members of our community who need our help. They include cashiers, dishwashers, child care providers, and office cleaners – largely low-income earners with dependents whose jobs don't include access to health insurance. For more than two decades, these patients have received the care they need at AFC through the generosity of volunteers and donors like you.



Our commitment to addressing unmet health needs in the community drove us to launch a dental program in 2015. Since then, we have served more than 500 patients with more than 1,600 appointments, making a tremendous difference in our patients' lives. Oral health is critical to overall health, yet many of our patients had not seen a dentist in years, if ever.

The number of new patients seeking dental services, the severity of their oral health status, and the need for multiple followup appointments mean that we cannot keep up with demand by operating a one-chair, offsite dental program using borrowed space. **The need is**

much greater than our current capacity, forcing AFC to refer some patients to other treatment sites – alternatives that have less accessible locations and provide a more limited range of services. With your help, we can treat many more members of our community where they live and work who otherwise would have no viable source of care.

A New Vision for a Dental Home

By integrating dental operations within AFC's clinic footprint, our campaign will expand access to oral health services and advance our mission of improving health outcomes through truly integrated, whole-patient healthcare.

AFC's Filling the Gap Campaign aims to raise \$1 million to cover the build-out, equipment, and staffing needed to support the dental clinic. A stretch goal of \$1.5 million would enable us to further provide operational support and establish an emergency fund to help pay for costly specialty dental procedures like root canals, crowns, and partials.



Expanding capacity

We will triple our dental patient capacity by greatly increasing the efficiency of the dentist and adding a dental hygienist to our team. Moving from a one-chair to a three-chair operatory will enable our care professionals to maximize appointment time by treating patients concurrently – such as by performing one patient's filling while a second patient is receiving x-rays. With unlimited access to those chairs, we also will be able to treat more working patients through evening and weekend appointments.



Integrating care

Dental care too often is regarded as secondary to medical care, but oral health and overall health cannot be separated. Co-locating our dental program within our medical clinic will ensure that we treat oral health issues that can be the cause or consequence of other health problems. This proximity will foster true care coordination among our physicians, dentists, and other health professionals, leading to the kind of patient-centered medical/dental home that is proven to improve health outcomes.



Setting best-practice standards

Our strategy is in keeping with AFC's established role as a pioneer in adopting and improving upon private-sector care delivery models. As leaders in delivering patient-centered care, our clinical staff coordinate treatment within the context of patients' social and cultural needs – cognizant of language barriers, food/housing insecurity, and other social determinants of health. Bringing our dental program more fully into this environment will keep AFC at the forefront of emerging health care trends.

"Poor oral health actually worsens the overall health of our patients—especially those with diabetes and heart disease. Having an onsite dental clinic will undoubtedly improve the health of many of our patients."

**—Joan Bowes Ritter, MD
AFC Medical Director**

AFC's Dental Expansion Plan

Operating Hours



Open 3-4 days/week



Daytime



Open 6 days/week



Daytime and evening

Patients Served



350 individual patients/year
850 visits/year



1,050 individual patients/year
5,350 visits/year



Space



1-chair in borrowed space



3-chairs in
AFC-owned space

Scope of Services



Limited procedures



Advanced dentistry

Staffing



<1 full-time-equivalent dentist/assistant
No dental hygienist



≥1 full-time-equivalent dentist/assistant
Part-time dental hygienist

Support AFC in Filling the Gap

The expansion of Arlington Free Clinic's dental program cannot come soon enough for our neighbors in need. The increased capacity will allow us to transition more patients from the treatment of acute problems to preventive care through annual exams, cleanings, and general dentistry as needed.

Your one-time gift will help us **honor the memory of William Mellon by delivering vital dental care to many more of our patients**, further our patient-centered mission, and contribute to a healthier Arlington. Those investments will form the foundation for expanded care that our ongoing fundraising will preserve for additional decades to come.

"There are so few options for dental care for those who live in poverty. As a member of the local dental community, I'm excited about the opportunity for dentists and physicians to work together to improve the overall health of patients who have never had access to dental care."

—Danine Fresch Gray, DDS
Clarendon Dental Arts
AFC Dental Advisory Council

Campaign Pledge Gift Examples

Total Gift	Two-Year Pledge		Three-Year Pledge	
	Annually	Semi-Annually	Annually	Semi-Annually
\$150,000	\$75,000	\$37,500	\$50,000	\$25,000
\$100,000	\$50,000	\$25,000	\$33,333	\$16,667
\$75,000	\$37,500	\$18,750	\$25,000	\$12,500
\$50,000	\$25,000	\$12,500	\$16,667	\$8,333
\$25,000	\$12,500	\$6,250	\$8,333	\$4,167
\$10,000	\$5,000	\$2,500	\$3,333	\$1,667
\$5,000	\$2,500	\$1,250	\$1,667	\$833
\$2,500	\$1,250	\$625	\$833	\$417
\$1,000	\$500	\$250	\$333	\$167

*Please fulfill all campaign pledges by December 31, 2019.

**Custom payment schedules are available.

Naming opportunities are available. All gifts of \$10,000 or more will be recognized on a donor plaque at the entry of the dental clinic.

Questions?

Contact Nancy White, Executive Director, at 703-979-1425, ext. 120 or nwhite@arlingtonfreeclinic.org or Alicia Nieves, Director of Development, at 703-979-1425, ext. 121 or anieves@arlingtonfreeclinic.org