Dear Friends,

It has been another exciting and impactful year at LCH, and I am pleased to bring you this report on our accomplishments in 2018. As you will see, we have served more clients than ever before, at more visits and from more locations than ever before.

We are committed more than ever to ensuring that LCH’s quality keeps paces with our quantity. We are proud to have been recognized once again as a Quality Leader in Pennsylvania by the Health Resources and Services Administration (HRSA). LCH also received the Delivering High Value Health Care award from HRSA this year for the first time, making us one of just three health centers in our state to receive this award.

With input from our staff, board, supporters, and the community, LCH created a new Strategic Plan in the spring, which will guide our growth for the next three years. We now have an ambitious roadmap to expand our reach to underserved populations across southern Chester County, to work in closer partnership with other organizations in our community, and to develop a new brand that makes clear our promise to those we serve. As you will read inside this report, our new Strategic Plan also included the development of a new mission statement.

As the population of southern Chester County continues to change, and different needs arise among different populations, LCH stands ready to guide all we serve to achieve good health and well-being. We are able to change lives because so many stand with us, and I want to thank you for being one of our friends. We treasure and appreciate your support, and we look forward to another year of making our community stronger and healthier, together.

In good health,

Ronan W. Gannon
Chair, Board of Directors

Alisa Jones
President and CEO
EXPANDING LEGAL SERVICES TO MEET COMMUNITY NEED
LCH expanded our commitment to legal services for our members in this challenging environment, increasing the hours of our staff attorney, and connecting area immigration attorneys wishing to provide pro bono services to families in need.

NEW LCH WOMEN’S HEALTH CENTER
LCH opened our dedicated Women’s Health Center in West Grove in June 2018, added a new women’s health provider, and expanded our capacity to serve more women from a central, private location.

GROWING BEHAVIORAL HEALTH SERVICES
LCH increased our commitment to mental health for our community, and hired a fourth Behavioral Health Counselor this year, with specialization in substance abuse counseling. Substance abuse and addiction are rising issues in southern Chester County, and LCH is steadily growing our ability to respond to this need.
FINANCIAL HIGHLIGHTS

STATEMENTS OF ACTIVITIES
YEAR ENDED JUNE 30

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE AND SUPPORT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Revenue and Support</td>
<td>6,619,156</td>
<td>6,068,771</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Services</td>
<td>4,491,540</td>
<td>5,164,831</td>
</tr>
<tr>
<td>Supporting Services</td>
<td>912,623</td>
<td>805,014</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>5,404,163</td>
<td>5,969,845</td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td>1,214,993</td>
<td>98,926</td>
</tr>
</tbody>
</table>

STATEMENT OF FINANCIAL POSITION
YEAR ENDED JUNE 30

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>2,504,049</td>
<td>2,797,697</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>996,377</td>
<td>927,285</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>3,500,426</td>
<td>3,724,982</td>
</tr>
<tr>
<td>Property and Equipment</td>
<td>3,332,721</td>
<td>3,321,199</td>
</tr>
<tr>
<td><strong>OTHER ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Assets</td>
<td>290,507</td>
<td>270,345</td>
</tr>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>369,946</td>
<td>463,892</td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>6,753,708</td>
<td>6,852,634</td>
</tr>
<tr>
<td>Total Liabilities and Net Assets</td>
<td>7,123,654</td>
<td>7,316,526</td>
</tr>
</tbody>
</table>

REVENUE 2018

- Contributions Revenue: 1,143,729 (19%)
- Government and Other Contract Revenue: 3,263,916 (54%)
- Program Service Fees: 1,617,527 (26%)
- Other Support: 43,599 (1%)

TOTAL REVENUE: 6,068,771

CONTRIBUTIONS REVENUE 2018

- Individuals: 270,481 (24%)
- Foundations: 441,865 (39%)
- Corporations: 124,830 (11%)
- Government: 25,000 (2%)
- Other: 281,553 (24%)

TOTAL CONTRIBUTIONS: 1,143,729

EXPENSES 2018

- Program: 5,164,831 (86%)
- Fundraising: 166,016 (3%)
- Management and Administrative: 638,998 (11%)

TOTAL EXPENSES: 5,969,845

Visit www.LaComunidadHispana.org/About-Us/ to see our full list of supporters.

BOARD LIST

**Officers**
- Ronan Gannon, Board Chair
- Jeanne Casner, Vice-Chair
- William O. LaMotte, Secretary
- Chris Close, Treasurer

**Members**
- Mark Audigier
- Roberto Ayllon
- Paloma Gaona
- Frank Lordi
- Barbara Mancill
- Pia McCann
- Alice Moorhead
- Lydia Muñoz
- Doug Nakashima
- Emma Tapia
- Domenic Vacca
OUR DONORS

**GIFTS OF $100,000 AND ABOVE**

United Way of Southern Chester County

**GIFTS OF $50,000 TO $99,999**

Blue Yak Foundation
Chester County Commissioners
Independence Blue Cross Foundation

**GIFTS OF $10,000 TO $49,999**

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Ms. Amanda Cabot and Mr. Peter Kjellerup
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Claneil Foundation, Inc.
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Genuardi Family Foundation
Health & Welfare Foundation of Southern Chester County
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Mrs. Dorothea A. Matz
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Mr. and Mrs. Michael Pia
Robert E. Lamb Foundation Inc.
Shaw Keller LLP

This list includes contributions and payments made on pledges in fiscal 2018. Every effort has been made to produce accurate recognition lists. If you observe an error or omission, we apologize in advance and ask that you bring it to our attention by calling 610-444-7750 ext. 220 or emailing us at lrilo@lcps.org. Gift list includes payment on pledges.
GIFTS TO $999 (CONT)

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Mr. John Gerbron
Ms. Carolyn Gibson
Judith C. Gibson and David S. Nelson
Mrs. Suzanne H. Goehringer
Cristina Gonzalez
Ms. Jennifer Gottesman
Pat Graham
Ms. Jean W. Griffith
Grove United Methodist Church
Dr. Juncos Guillermo
Lillian Gutierrez
David and Sharon Halm
Mrs. Melody P. Hammond
Mr. Robert Hankin
Dave and Peggy Haradon
Ms. Barbara Harrison
Ms. Ann Hazard
Mr. Austin Hennessey
Mr. T. Walter Herbert
Herr Foods, Inc.
Lilianna Hernandez
Dr. Jane Hersberger
Sara and Charles Hill
Mrs. Sarah N. Hillyer
Ms. Judith A. Hinds
Hockessin Monthly Meeting of Friends
Scott Hodgeth
Ms. Karen Hoest
Matthew and Whitney Hoffman
Joan and Bob Holiday
Hood’s BBQ and Deli, Inc.
Ms. Paula E. Horner
Mrs. Dana D. Houghton
Robert R. Howie
Dr. and Mrs. Richard Huneke
Mrs. Elizabeth M. Hutz
Hy-Tech Mushroom Compost Inc.
Mr. Henry L. Brown, III
Jaccoua Law
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Mr. Bill Kardosh
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Bruce and Mary Knapp
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Ruth E. Kranz-Carl
Ms. Jennifer Kresiel
Arthur Goldman and Melissa Kurtzman
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Marisol Lara
Law Office of Matthew I. Hirsch
Michael Lawroski
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Mr. and Mrs. Robert Leipold
Raoul H. Leuteritz
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David E. Lewis
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Ms. Eileen O’Brien
Ms. Sarah Ann Palmer
Ms. Margaret R. Patten
Thomas D. Paxson
Mrs. Eleanor Pearson
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Pennsylvania Association of Community Health Centers
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Phillips Mushroom Farms, L.P.
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T. Walter Herbert
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Sarah N. Hillyer
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Eleanor Pearson
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Mac Sterrett
Sharon Sundial
Bryce Templeton
William A. Van Wie
Douglas A. Wenny
Westtown School
Barbarajene Williams
The Amazing Faces of LCH

Aliyah

“I go to LCH in Oxford because they are very friendly, polite, and accommodating. I feel like I am not there to see a doctor. I feel like I am there to see a friend.” Aliyah is originally from Nigeria. She came to the Oxford area almost 30 years ago. She immigrated to the United States for love—she married an African American man from the southern Chester County area. They attended the same university in Africa together. She loves the quietness in the area, and the endless opportunities for her children. Both of her children were born at Brandywine Hospital. Her older son works for a computer company, and her younger son is a running back for the University of Delaware football team. She never misses a home game.

Miguel

“My life changed when I became a United States citizen, and I am forever grateful to LCH for helping me with my studies. Now I have more opportunities for work, and to support my family. There was no future in Mexico, no work, no opportunity.” Miguel is originally from Mexico. He came to the United States for work, motivated to provide for his growing family. He is one of seven children, and feels an obligation to help provide for family members both here in the United States and back in Mexico. Miguel works in construction in southern Chester County, and he is a registered voter.

Gustavo

“LCH gives welcoming arms to everyone. I remember when my family came to the area just five years ago...LCH was there to help guide my family about the different resources available to us. We came to this country to serve God. Through my work at Willowdale, and the volunteering that I, my wife, and my two children do, we are giving back and helping to build and celebrate this beautiful, diverse community.” Gustavo is originally from Colombia. He is a pastor at Willowdale Chapel, and his wife is an active volunteer with Young Moms, Chester County Women’s Services, LCH, and the greater Christian community of Kennett Square.
Yuli

“LCH has been a part of my family since my dad first came to the United States in the 1960s--both the medical center and social assistance. When I was just six years old, my mom and I and my brothers and sisters came to the United States, and LCH was there for us, too. We all know and love LCH, and all that they do to help others. Through the inspiration of my dad’s hard work and drive, my brothers and sisters and I have all finished high school, and have professional careers.” Yuli is originally from Mexico. She is an Administrative Assistant at Buona Foods, a third generation family-owned mushroom farm whose roots began in Italy. Yuli and the owners of Buona Foods share in a rich family history of coming to America for a brighter future for their children.

Suzanne

“I like going to LCH because everyone is friendly and nice. They take good care of me. I have a doctor and a dentist at LCH. I am on Medicare so I have limited places where I can go, but if there were 100 places to choose from, I would still choose LCH.” Suzanne’s family history traces back to Europe, but she was born and raised in the greater southern Chester County Area. Despite her Autism and Asperger’s, which limit her ability to drive and work, she has found a home in Oxford. She can walk everywhere, including to her job in Walmart, and she pays her own rent and bills. She can even walk to the LCH Oxford location from her apartment.
AMIGOS GALA
We hosted our first Amigos and Amigas of LCH Gala in November 2017, which included the recognition of Alice K. Moorhead as a Community Impact hero. Attendees enjoyed authentic Mexican food, music and dance from Mariachi Flores and the Ballet Folklórico de México, and a display of a Day of the Dead altar.

LOOKING FORWARD
By January 2019, we plan to relocate our Dental Center to be alongside our West Grove Women’s Health Center. This change will make our dental services accessible to all in southern Chester County, while also providing additional exam rooms to enable us to expand the number of dental patients we see.

Looking forward into 2019-2020, we have an ambitious expansion planned for our LCH Oxford Health Center. By working in partnership with other local service providers, we plan to offer the same multi-service, integrated care we offer to clients at our Kennett site, while also providing easy links to other needed services.

As we continue to grow, we know that there is more that unites us than divides. We are all neighbors. Go to www.LaComunidadHispana.org/LoveYourNeighbor to meet some of our members, and learn how our diverse backgrounds and stories build a vibrant community.

MISSION
We change lives by serving southern Chester County as the leading provider of integrated health and community services.

VISION
A vibrant, equitable, inclusive, prosperous, and healthy community for all.

FOR MORE INFORMATION
610.444.7550
www.LaComunidadHispana.org
Facebook.com/LaComunidadHispana.LifeChangesHere