Open Door has made significant investments in technology and utilizes leading electronic health information systems to improve patient safety and health outcomes. Clinical analytics provide important feedback to improve key health indicators.

**KEY 2010 STATS**

**BLOOD PRESSURE CONTROL IN HYPERTENSION PATIENTS**

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>N</td>
<td>2,185</td>
<td>2,522</td>
<td>2,953</td>
<td>2,559</td>
</tr>
</tbody>
</table>

There are significant health benefits from reducing cardiovascular risk. This measure assesses the percentage of adult patients with hypertension whose most recent blood pressure reading is controlled to a rate of less than 130/80 mmHg.

**E-PRESCRIBING**

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
</table>

e-Prescribing improves legibility and reduces medical errors. Using analytics to document overall performance, Open Door providers were able to change their practice patterns to improve rates of e-Prescribing.
Innovative clinical decision support alerts providers at the point of care; this enhances Open Door’s ability to deliver comprehensive care. Open Door is in the top 2% of all Federally-Qualified Health Centers recognized by the National Committee on Quality Assurance (NCQA) as a Level 3 Patient-Centered Medical Home. This is a sought-after yet challenging designation for most medical practices.

Data source: New York State 2009 Managed Care Plan Performance Report. Open Door’s clinical outcomes compared to Medicaid managed care programs state-wide as measured against NYS Department of Health Quality Assurance Reporting Requirements (QARR).
Using clinical decision support and clinical analytics, Open Door strives to achieve **excellent health outcomes** for patients with chronic diseases such as diabetes and asthma. Patient engagement has been a key aspect of our success as care teams work with patients to set self management goals.

**KEY 2010 STATS**

**A1C CONTROL IN DIABETIC POPULATION**

- Under 7 good control: 48%
- Between 7 and 9: 34%
- Over 9 poor control: 18%

N=1,362

**ASTHMA ACTION PLAN**

- 2009: 0%
- 2010: 10%
- 2011: 30%

N=1,818

**Blood Sugar (A1C) Control helps prevent potentially life-threatening complications of diabetes.**

**An asthma action plan is a written plan developed by a patient and their doctor that shows daily treatment plans, medications, how to control asthma long term, handle asthma attacks and when to call the doctor or go to the emergency room.**
March 2010 marked the historic passage of the nation’s Affordable Care Act (ACA), expanding health coverage for Americans who previously had none. The legislation aimed to reduce America’s high uninsured population and assist people with pre-existing conditions and families with young adult children, among others. Despite its controversial nature, the ACA established some important priorities to improve American health care. With an eye toward improving quality while reducing medical costs, the ACA expects to grow federally-qualified health centers similar to Open Door. By making new resources available, more care will be available to patients in conjunction with cutting edge medical care systems and organizational models. As such, it recognizes electronic health information as essential in improving patient safety and providing evidence-based care. The ACA underscores Open Door’s leadership in primary care and electronic health information systems and our designation as a Patient-Centered Medical Home; together, these qualities place Open Door in the vanguard of health care delivery now and in the future. With the help of a generous and supportive community, Open Door stands ready to move our country forward to better, more equitable health care.

This past February at the Healthcare Information and Management Systems Society conference (attended by over 30,000 people), Open Door accepted the 2010 HIMSS Davies Award for Community Health, recognizing Open Door’s effective use of electronic medical record technology. We are the recognized Open Door’s use of health information technology to ensure quality care for its patients.

Open Door is the recipient of the prestigious national HIMSS Davies Community Health Award. The Healthcare Information Management Systems Society (HIMSS)

Open Door is an NCQA recognized Patient-Centered Medical Home. The Patient-Centered Medical Home is a health care setting that facilitates partnerships between individual patients and their personal physicians; and, when appropriate, the patient’s family. Care is facilitated by registries, information technology, health information exchange and other means to assure that patients get the indicated care when and where they need and want it in a culturally and linguistically appropriate manner.
only community health center to receive this prestigious award in 2010. It was a national platform for sharing our unique story, and specifically our strong track record of clinical analytics with which we continuously improve our health outcomes.

Open Door also completed a three-year study with the Agency for Healthcare Research and Quality (AHRQ) that demonstrated the effectiveness of Clinical Decision Support at the point of care in controlling blood pressure and significantly improving health status for patients with hypertension.

With plans to train new physicians who will be well equipped to practice in the modern health care environment, we purchased a new facility in Sleepy Hollow that will house a new, recently accredited family practice residency training program. This program is collaboration with New York Medical College and Phelps Memorial Hospital. The new, expanded facility will better serve our growing Sleepy Hollow patient population and address the shortage of qualified family practice physicians serving the disadvantaged in our communities.

As new models for efficient, cost effective and quality health care emerge, Open Door will continue to be on the forefront. Our early implementation and use of electronic information in pursuit of clinical excellence will prove vital. Thanks to all our friends and staff who continue to believe in us, Open Door is well-positioned to serve our communities in the coming years. Together, we will succeed in achieving our mission to deliver high quality care for low income, underserved residents and those lacking access to health care.

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Open Door is accredited by The Joint Commission. Joint Commission accreditation means that Open Door Family Medical Centers complies with the highest national standards for safety and quality of care and is committed to continually improving patient care.
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Ms. Cecile Schrader
Mr. and Mrs. David E. Schwab, II
Mrs. Herbert Schwartz
Mr. Simeon A. Schwartz and Ms. Ellen Greenebaum
Mr. Richard E. Scordato and Ms. Susan L. Cox
Mr. and Mrs. Michael Seeger
Mr. and Mrs. George E. Seitz
Mr. and Mrs. Peter Seldin
Mr. and Mrs. Joel Seligman
Mr. Barry Shenkman and Dr. Gail W. Shenkman
Mrs. Isabelle Sherlock
Mr. and Mrs. Alexander Sherman
Mr. and Mrs. Robert Sherman
Ms. Ruth G. Sherman
Mr. and Mrs. Greg Simon
Ms. Claire Simonelli
Mr. and Mrs. Alexander Socolof
Mr. and Mrs. Karsten J. Soleng
Mr. and Mrs. Harald Sorensen
Source One Strategic Search Solutions
Mrs. Nina Spiegelman
Mr. and Mrs. Arthur H. Stampleman
Mr. and Mrs. Ronald J. Statile
Mr. and Mrs. Thomas Staudter
Mr. and Mrs. Robert M. Steed
Mr. Frank Stern
Ms. Marilyn Sternschuss
Mr. Richard M. Steuer
Mr. Lawrence D. Stewart
Ms. Laurie Stockel
Ms. Lore Strauss
Mr. and Mrs. Gordon C. Streeter, II
Ms. Judith F. Strohm
Mr. and Mrs. Andrew Suzman
Mr. and Mrs. Michael Sweedler
Mr. and Mrs. Richard S. Taffet
Mr. and Mrs. Josh Tane
Drs. Maurice and Gloria Tannenbaum
Tarrytowns Rotary Foundation Inc.
Mr. and Mrs. Mitchell J. Taube
Mr. and Mrs. Maurice J. Taylor
Mrs. Helen Murtha Thompson
The Thursday Club, Inc.
Mr. Duane Tiemann and Ms. Irene Herz
Dr. and Mrs. Carl Towbin
Ms. Rebecca L. Trout
Mr. and Mrs. Jerome Trupin
Mr. Matthew Turner and Ms. Nancy S. Park
Mr. and Mrs. Simon Turner
UBS Matching Gift Program
United Methodist Women
United Way of New York City
Mr. Andres Valdespino
Hugh and MaryAnn van Hengel
Mr. and Mrs. Albert M. Van Wagenen
Mr. and Mrs. Jeffrey T. Veber
Ms. Francine M. Vernon
Mr. David S. Versfelt and Dr. Mary G. Versfelt
Mr. and Mrs. Louis Wachtel
Mr. and Mrs. Robert D. Wallis
Mr. and Mrs. Brian Walsh
Mr. and Mrs. Michael L. Ward
Mr. Michael Washburn and Ms. Nancy Carmichael
Mr. and Mrs. Ralph Watts
Mr. and Mrs. Jay D. Wexenberg
Mr. and Mrs. Morrison D. Webb
Mr. and Mrs. Michael A. Welhoelter
Mr. and Mrs. James F. Welsh
Mr. and Mrs. Stewart Werner
Mr. and Mrs. George A. Whaling
Dr. and Mrs. Stanley J. Wiegand
Mrs. Helen Williams
Ms. Elizabeth D. Williamson
Mr. Wayne Winfield and Ms. Debbie Goddard
Mr. and Mrs. Joel Winograd
Mrs. Olive Wolters
XL America
Mr. and Mrs. Timothy T. Yates
Mr. and Mrs. Richard Yoken
Dr. and Mrs. Jeffrey Yormak
Ms. Priscilla Young
Mrs. Barbara R. Zinke
Mr. and Mrs. Michael Zuch
Studio One Networks, Inc.
### In-Kind Contributions

- 100 Hispanic Women of Westchester
- A Nu Toy Store
- All Aboard Childcare
- Anonymous
- Applebee’s
- Bank of America Matching Gifts Program
- Mr. and Mrs. David W. Barber
- The Barber Group
- Mr. and Mrs. Gregory Barjak
- Barnes and Noble Booksellers
- Borders Booksellers
- Ms. Hiliari Boritz
- Briarcliff Nursery School
- Mr. Matthew E. Brotmann
- Ms. Kathy McCarvill Burns
- CamelBak
- Professor Stacey Casden
- Mr. and Mrs. Sherwin Cepin
- Child Care Council of Westchester
- Croton Community Nursery School
- Ms. Liz Daniele
- Ms. Lisabeth Dashman
- Douglas Polaner Selections
- Mr. Chris Dowhan
- Ms. Liz Dupilka
- Ms. Victoria V. Durso
- Mr. Darryl Estrine
- Ethical Culture Society of Westchester
- Fox Lane Middle School
- Mr. and Mrs. Erik W. Gerken
- Ms. Akiera Gilbert
- Good Shepherd Early Childhood Center
- Ms. Amanda Goodstadt
- Ms. Carmela Greco
- Ms. Dawn Greenberg
- Dr. Dennis Groves
- Hackley School
- Ms. Amy Harter
- Healthsmart Pharmacy Inc.
- Hendrick Hudson High School
- Mrs. Dorothy Hinnant
- Mrs. Ann Hofstedt
- Holbrook Cottage, Inc.
- IBM
- Iona Preparatory School
- Jodi’s Gym
- Mr. Bertram Jones
- Junior League of Westchester-on-Hudson
- Kendal on Hudson Residents Association
- Kohl’s Department Store
- Miss Qwynn Landfield
- Dr. and Mrs. Bernard Landis
- Mr. and Mrs. David Lavinsky
- Mr. and Mrs. John Levin
- Ms. Joan L. Levy
- Mr. Brian Lewis
- Maple Medical LLP
- MBIA Inc.
- Miss Westchester Pageants
- Dr. Dinah L. Mochè
- Ms. Toniann Montesano
- Ms. Louise Nicholls
- Now It’s Your Turn
- Nu Zeta Phi Sorority / Pace University
- Ms. Sasha Ono
- Ms. Amy Oringel
- Ms. Kate V. Paletta
- Mr. Rajiv Perinbasckar
- Port Chester - Rye Brook Public Library
- Prescription Center of Ossining
- Ms. Joanna Regina
- Rutgers University - School of Management and Labor Relations
- Ms. Tina Ryan
- Rye Country Day School
- Rye Presbyterian Church Youth Group
- Rebecca and Arthur Samberg
- Scarborough Presbyterian Children’s Center
- Scarsdale Public Library
- School of the Holy Child
- Shine Salon and Spa
- Mr. and Mrs. Pedro Silva
- Simon and Schuster Children’s Publishing
- Ms. Ellen Sirot
- Mr. and Mrs. John C. Small
- Ms. Virginia Stillman
- Stop & Shop
- Taghkanic Chorale
- Takahashi’s Karate Dojo
- Tarrytown EPTA
- Ms. Heather Tomassetti
- Mr. Daniel C. Tomson
- Mr. Kerry D. Tomson
- Triboro Quilt Manufacturing Corporation
- The Ursuline School
- Mr. and Mrs. Edward D. Van Dolsen
- Mr. Matthew Van Fleet
- Ms. Sonal Vasudev
- Vitamin Shoppe
- Ms. Naomi Vladeck
- Ms. Laura Walker
- Mr. and Mrs. Daniel Walsh
- Warner Library
- Mr. and Mrs. Neil S. Watson
- Mr. and Mrs. Stan Weingast
- Westchester Cycle Club
- Wilson & Son Jewelers
- Mr. Jermaine Wright and Ms. Keeva Young-Wright
- XL Global Services, Inc.

Every effort has been made to ensure the accuracy of this list. However, if a name has been omitted or printed in error, please accept our sincere apologies and contact the Development Department at 914.502.1410.
# Consolidated Financial Report

## 2010 Consolidated Financial Report

Open Door Family Medical Center, Inc.

### Consolidated Balance Sheet for Two Years Ending December 31,

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Other Current Assets</td>
<td>$11,803,157</td>
<td>$12,056,985</td>
</tr>
<tr>
<td>Property and Equipment</td>
<td>14,737,700</td>
<td>12,390,408</td>
</tr>
<tr>
<td>Investments</td>
<td>11,058,557</td>
<td>5,010,793</td>
</tr>
<tr>
<td>Pledges Receivable – Long-Term Portion</td>
<td>0</td>
<td>100,000</td>
</tr>
<tr>
<td>Debt Service Reserve Fund</td>
<td>555,778</td>
<td>555,778</td>
</tr>
<tr>
<td>Other Assets</td>
<td>61,774</td>
<td>60,774</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$38,216,966</td>
<td>$30,174,738</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>$2,651,709</td>
<td>$2,319,407</td>
</tr>
<tr>
<td>Line of Credit</td>
<td>2,500,000</td>
<td>0</td>
</tr>
<tr>
<td>Accrued Pension – Unfunded</td>
<td>1,860,113</td>
<td>1,953,256</td>
</tr>
<tr>
<td>Long-Term Liabilities</td>
<td>3,804,135</td>
<td>4,095,114</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>10,815,957</td>
<td>8,367,777</td>
</tr>
<tr>
<td>Unrestricted Net Assets</td>
<td>27,228,526</td>
<td>21,806,961</td>
</tr>
<tr>
<td>Temporarily Restricted Net Assets</td>
<td>172,483</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>27,401,009</td>
<td>21,806,961</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$38,216,966</td>
<td>$30,174,738</td>
</tr>
</tbody>
</table>

### Statement of Operations for Two Years Ending December 31,

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Patient Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medicaid and Insurance Payments</td>
<td>$11,543,983</td>
<td>$10,976,722</td>
</tr>
<tr>
<td>Net Self Pay Billings (After Discounts)</td>
<td>3,215,035</td>
<td>3,121,588</td>
</tr>
<tr>
<td>Other Operating Revenues</td>
<td>76,594</td>
<td>41,783</td>
</tr>
<tr>
<td><strong>Total Patient Revenue</strong></td>
<td>14,835,612</td>
<td>4340,093</td>
</tr>
</tbody>
</table>

We also received support from

- Federal Grants | 3,919,303 | 3973,937 |
- New York State Grants | 8,535,704 | 7697,498 |
- Westchester County Grants | 776,748 | 642236 |
- Other Grants/Contributions | 887,998 | 1,094,626 |
- Donated Goods and Services | 168,347 | 197,880 |
| **Total Federal, State, Local and Other Support** | 14,288,100 | 13,606,177 |
| **Total Patient Revenue and Support** | 29,123,712 | 27,746,270 |

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel Salaries and Fringe Benefits</td>
<td>17,254,504</td>
<td>16,010,874</td>
</tr>
<tr>
<td>Laboratory Charges and Supplies</td>
<td>1,612,784</td>
<td>1,570,445</td>
</tr>
<tr>
<td>Bad Debt Expense</td>
<td>1,118,409</td>
<td>885,227</td>
</tr>
<tr>
<td>Other Direct Expenses</td>
<td>2,971,704</td>
<td>2,178,825</td>
</tr>
<tr>
<td>Facility and Other Indirect Expenses</td>
<td>3,270,269</td>
<td>3,116,487</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>26,227,670</td>
<td>23,761,858</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating Income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-Operating Income/(Expenses)</td>
<td>2,896,042</td>
<td>3984,412</td>
</tr>
<tr>
<td>Federal ARRA Grant – Capital Improvement Program</td>
<td>859,804</td>
<td>58,567</td>
</tr>
<tr>
<td>NYS Department of Health Grant</td>
<td>296,909</td>
<td>0</td>
</tr>
<tr>
<td>Temporarily Restricted Contributions</td>
<td>68,667</td>
<td>0</td>
</tr>
<tr>
<td>Unrealized Gain/(Loss) on Investments, net</td>
<td>904,565</td>
<td>231,635</td>
</tr>
<tr>
<td>Net Foundation Income</td>
<td>653,193</td>
<td>1,333,918</td>
</tr>
<tr>
<td>Leasing Corp Income/(Loss)</td>
<td>321</td>
<td>(1,358 )</td>
</tr>
<tr>
<td>Pension Related Changes Other Than Net Periodic Pension Cost*</td>
<td>(85,453 )</td>
<td>470,313</td>
</tr>
<tr>
<td><strong>Net Results</strong></td>
<td>$5,594,048</td>
<td>$6,077,387</td>
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</tbody>
</table>

*FASB Statement No. 158 requires an employer to recognize the funded status of a benefit plan, which is measured as the difference between the plan assets at fair market value and the benefit obligation.*
BOARD OF DIRECTORS

Operating Board of Directors
Tyler Beebe
Charles Chehebar
John Conyers
Walter Edge
Jennifer Gurahian
Dorian Lindsay
Amy McNamara
Tony Mejias
Kevin Nelson
Maria M. Perez
Margoth Pilla
Rosa Rojas
Diana Schaefer
Howard S. Schrader
David K. Sherman
Stewart E. Tabin
Rosa Taylor
Andres Valdespino
Luis Vicetti
Donna Wade

Foundation Board of Directors
Leslie Allen
Sonja Bartlett
Michael R. Curry
Walter Edge
Jimmy Fink
Barbara Gibson
Elinor Griffith
Jeremy P. Hardisty
Brian Keating
Mark Kleiman
Laura Mogil
Kathleen M. Perkal
Joyce B. Rheingold
David Ross*
Howard S. Schrader
Mary Scully
David K. Sherman
Stewart E. Tabin
*Non-voting member

EXECUTIVE STAFF
Lindsay C. Farrell, MBA, FACMPE
President and CEO
Anita Wilenkin, MPH
Chief Operating Officer
Maria Mazzotta, CPA
Chief Financial Officer
Daren Wu, MD
Chief Medical Officer
Janet Bozzone, DMD, MPH, FAGD
Director of Dentistry
Shonny Capodilupo, LCSW
Director of Behavioral Health
Ellette Hirschorn, RN
Director of Clinical Support Services and Programs
Pamela Ferrari, RN
Director of Performance Improvement
Desta Lakew, MPH, CFRE
Director of Development

2010 REVENUE

<table>
<thead>
<tr>
<th>Year</th>
<th>Grants (Federal, State and Other)</th>
<th>Self-Pay</th>
<th>Medicaid &amp; Insurance</th>
<th>Private Contributions</th>
<th>In-kind</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>49%</td>
<td>1%</td>
<td>37%</td>
<td>2%</td>
<td>10%</td>
</tr>
</tbody>
</table>

COST OF CARE PER VISIT IN FQHCs*
in dollars

<table>
<thead>
<tr>
<th>Year</th>
<th>National</th>
<th>New York State</th>
<th>Open Door</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>120</td>
<td>40</td>
<td>40</td>
</tr>
<tr>
<td>2009</td>
<td>120</td>
<td>40</td>
<td>40</td>
</tr>
<tr>
<td>2010</td>
<td>120</td>
<td>40</td>
<td>40</td>
</tr>
</tbody>
</table>

*Federally Qualified Health Centers
Open Door is a private, not-for-profit organization, registered 501(c)3 with the Internal Revenue Service. Tax-deductible gifts ensure that our services are available to all of those who need them in our community. For more information contact us at: (914) 502-1410 or by email at development@ood.org.