



WHITMAN-WALKER CLINIC®

**For Immediate Release
Feb. 8, 2011**

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WHITMAN-WALKER CLINIC ANNOUNCES OPERATING GAIN FOR 2010, HIGH MARKS FOR QUALITY

First Positive Operating Result in Nearly a Decade

Washington, DC – Whitman-Walker Clinic announced today that it is reporting a four percent operating gain for 2010, its first positive operating result in nearly a decade. During this same year, the Clinic achieved high quality marks for a number of important patient care measures related to HIV/AIDS, diabetes, and women's health care.

“This is a tremendous accomplishment for our entire Whitman-Walker family especially in light of the many challenges the Clinic has faced in recent years,” said WWC Executive Director Don Blanchon. “With our 2010 results, we have answered longstanding questions in the community about the Clinic's financial viability. But more important than that, we have demonstrated that the Clinic offers high quality care to our patients.”

“2010 will be remembered as the year in which the Clinic successfully completed its business model change from a HIV/AIDS service organization to a full-service community health center,” said Blanchon. “We began this journey a little more than five years ago and it has not been without hardship, sacrifice or public debate. Through it all our board of directors, employees, volunteers, donors and public and private funders remained steadfast to our mission of caring, especially our longstanding commitment to the LGBT community and persons living with HIV/AIDS.”

“Just a little more than two years ago at this time, we were looking at our second straight year of \$4 million in operating losses,” said Blanchon. “To have such a dramatic turnaround in such a relatively short period of time, particularly given the state of the economy, is incredible. To do this while actually improving the high quality of care we already provide for a larger number of patients is nothing short of astounding. It speaks volumes about the character and commitment of the entire Whitman-Walker family.”

(more)

In both 2007 and 2008, the Clinic posted operating losses of more than \$4 million. In 2009, the Clinic reduced its losses to just over \$750,000 (see attachment). In 2010, the Clinic is reporting a four percent operating gain, or \$890,820 on \$20,504,440 in total revenues. For 2011, the Clinic is projecting an operating gain of two percent, or \$502,859 on \$24,271,982 in total revenues. This projection assumes that the Clinic will raise \$3.2 million through various fundraising efforts including AIDS Walk Washington 25 to be held on Saturday, Oct. 29. Such private fundraising is still needed to cover various health care and other program costs that do not have a payer source or that are not fully paid for by third-party insurers.

Regarding patient care, the Clinic is caring for more patients and making quantifiable improvements on specific measures related to HIV/AIDS, diabetes, and women's health care (see attachment).

“In 2010, we cared for approximately 13,000 patients, which is a 30 percent increase over 2009,” said Dr. Ray Martins, chief medical officer at Whitman-Walker. “Even though our patient volumes increased, we still maintained a high level of quality for our patients. Nearly 90 percent of our patients who completed our 2010 survey described their care as ‘good’ or ‘very good.’ We’ve been able to turn Whitman-Walker around financially while simultaneously caring for more patients and improving our quality standards. That is an incredible achievement.”

Among the clinical success stories at WWC in 2010:

- HIV-positive patients on antiretroviral medication: **87%**
- HIV-positive patients on antiretroviral medication with a controlled HIV viral load: **78%**
- AIDS patients on pneumocystis pneumonia prophylaxis: **100%**
- Female patients who have had a pap smear in previous 36 months: **79%**
- Diabetic patients with well-controlled cholesterol (LDL<100): **69%**

“These figures exceed national numbers for all of these clinical indicators,” said Martins. “Through coordinated care using a wide range of services on-site, we can offer patients ‘one-stop shopping’ for primary medical, dental and mental health care which often results in clinical success for our patients.”

Established in 1978, Whitman-Walker Clinic is a non-profit, community-based provider of health care in the Washington, DC, metropolitan area. Through two sites in the District of Columbia, the Clinic offers primary medical and dental care; mental health and addictions counseling and treatment; HIV education, prevention, and testing; legal services; and

medical adherence case management. Whitman-Walker Clinic is committed to meeting the health needs of the gay, lesbian, bisexual and transgender community and people living with HIV/AIDS.

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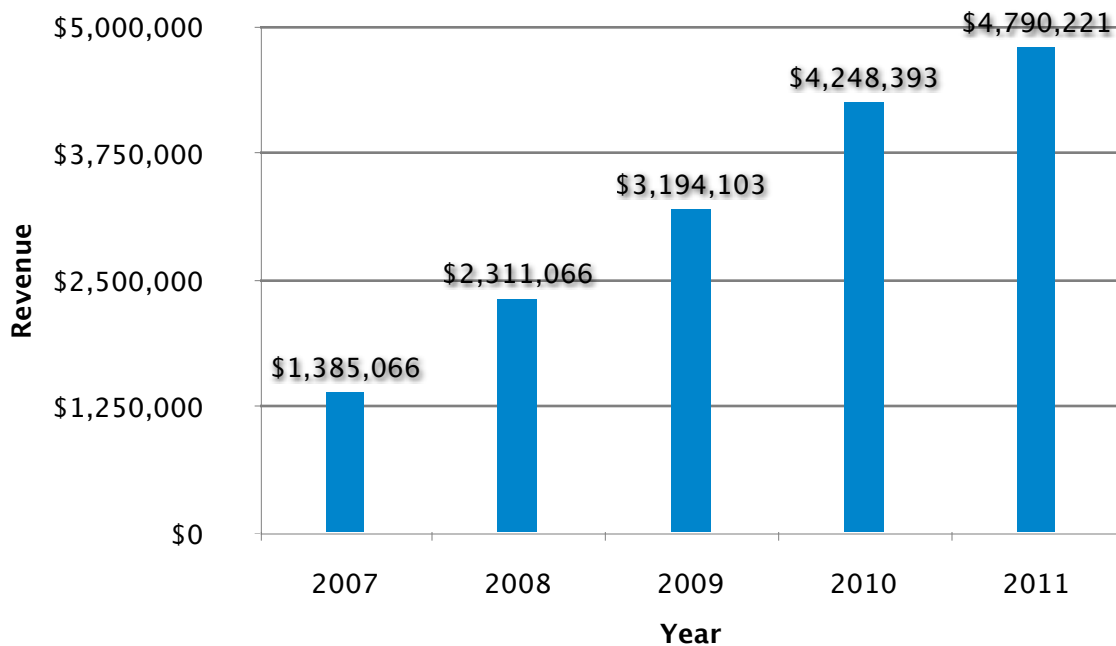
Fact Sheet

Financial Results

- Whitman-Walker Clinic is reporting a 4% operating gain in 2010, the Clinic's first surplus since 2001. We project an operating gain of 2% for 2011.
- Whitman-Walker Clinic reported losses in excess of \$4 million in both 2007 and 2008, and significantly reduced that loss in 2009.



- Third-party revenue (payments from private insurance, Medicaid, Medicare and DC Healthcare Alliance) has more than tripled since 2007, from \$1.39 million in 2007 to \$4.25 million in 2010.



Patient Care Results

- Whitman-Walker Clinic cared for approximately 13,000 patients in 2010, which is a 30 percent increase over 2009.
 - Gender: 68% Male 29% Female 3% Transgender
 - Ethnicity: 47% Black, 35% White/Caucasian, 15% Latino/a, 3% Other
 - Age: 5% under 21, 33% 21-30 years, 24% 31-40 years, 21% 41-50 years, 12% 51-60 years, 5% 61 and older
 - Orientation (self-reported): 49 % LGBT, 51% Heterosexual/Other
 - HIV Status: 22% Positive
- Whitman-Walker Clinic administered more than 11,000 HIV tests in 2010 with 1.5 percent of those tests yielding preliminary HIV-positive result.
- Patient Care Success Stories:
 - HIV-positive patients on antiretroviral medication: 87%
 - HIV-positive patients on antiretroviral medication with a controlled HIV viral load: 78%
 - AIDS patients on Pneumocystis pneumonia prophylaxis: 100%
 - Female patients who have had a pap smear in previous 36 months: 79%
 - Diabetic patients with well-controlled cholesterol (LDL<100): 69%
- 2010 Patient Survey Results:
 - 89% of WWC patients rated their care as “good” or “very good”
 - 83% of patients often or always feel comfortable and welcomed at our facilities
 - 83% of patients often or always feel that their providers often or always help them understand their test results and conditions
 - 83% of patients often or always feel that their providers spend enough time with them
 - 82% of patients agree or strongly agree that their privacy is protected at WWC

[Restructuring credited with Whitman-Walker revenue gains \(Washington Blade, 2/18/11\)](#)

[An Achievement to Celebrate \(Metro Weekly, 2/17/11\)](#)

[Don Blanchon on Fox 5 Morning News \(2/15/11\)](#)

[Don Blanchon on NewsTalk \(TBD, 2/6/11\)](#)

[D.C. Success Story \(Advocate.com, 2/8/11\)](#)

[PostPartisan - Whitman-Walker rebound \(Washingtonpost.com, 2/8/11\)](#)