

FREE RANGE HEALTH 2017 ANNUAL REPORT

CREATING ACCESS TO LOW-COST
ACUPUNCTURE AND EAST ASIAN MEDICINE FOR
NEEDY PEOPLE AND COMMUNITIES SINCE 2012



EXECUTIVE REPORT



Welcome donors, patients, and community allies! It is with great pleasure I present to you this year's annual report.

2017 was another challenging year for **Free Range Health**. We said goodbye to a longtime employee, and we closed the doors of our Mountlake Terrace Senior Center clinic.

We also bid a sad farewell to the patients who passed away in 2017. The women and men who come to our clinics mean so much to us. **Over the years they begin to feel more like good friends and family than patients.**

For many of these remarkable people, our weekly clinic provided a place to come and find relief from their pain and suffering. They remain in our hearts.

There was good news too! We welcomed new donors and grant funders to the organization this year, and **we introduced the amazing health effects of acupuncture and East Asian medicine to hundreds of new patients and their families.**

THANK YOU FOR BEING A PART OF THIS INCREDIBLE WORK!

2017 HEALING GIFTS VIRTUAL DONOR WALL

Thank you so much to all of the amazing individuals and businesses that were supporting our work in 2017!

With your support Free Range Health was able to provide **3,583 low-cost acupuncture treatments**, and we welcomed 206 new patients to the Free Range Health Family!

*** Denotes #Five2K Challenge Donor**

Friends... up to \$99

Private Donors	Jeremy Frieling*	Elarka Yuen*	Lucy Higgins	Sharryh Hester
Ann Anderst *	Bryan Graves	Margo & Greg Powell*	Barbara Jaegar	Susan Osoteo
Pamela Rutledge	Susan Kim*	Karen Serkland	Darleen Raines	Vern Faurie
Natalie Fryar*	Nora & Ken John	Frank Orozco, Jr	Amazon Smile	Linda McFarland
David Falkner	Stella Thompson	Larry Kelling	Corrie Krap	Mark Glancey & John Gray
Barbara Jaegar	Shirley Glenn	Linda Johnson	Shirley Worline	Sharon Gilmore
Allen Wood	Sonja Berg	Linda Manubi	Fred Meyer	Suzanne Campbell
Carol Sack	Hazel Shaw	Marcella Butorac	Linda Painter	John Byouk
Gloria & Dick Yost	Diane Berkowitz	Michael Dawson	Namon Robinson	Zachary Stevens
Dorothy & Richard Skea	Nicole Ellis	Jean Scown	Nancy Price	Samuel Stevens
Janet Phillips	Carol & Paul Lindlow	Judy Ward	Nita Perrine	
Shirley Feurer	Connie Hayden	Marilyn Suzuki	Debbie Glass & Maria Hernandez	

Chrysanthemum... \$100 - \$999

Private Donors	Barbara Bailey	Jeffrey Osaka	Karen* and William Tuma	Judy & John Bruce
Bonnie & Alberto Romero	Kathleen Gunn	Cynthia & Bobby Walker*	Kristin Culleney	Linda Butorac*
Laura Livingston*	Jeannette Unger	Steve Kukull	Andrew Denmark	Kay Bailey
Linda & Dan Frizzell*	Carol Ann Pinto	Kathy Gunn	Judith Abbott*	Megan Gale
Diane & John Dewing	Darryl Peterson*	Esther Greenhalgh*	Cerisse Jatabutr	Sandy & Larry Rumsey
Tracy Carter	Dana Exum	Joyce Macellari	Fran & Thomas Curley*	Dennis Curley
Mary-Anne Grafton	Vicki Good *	Charles & Sue Millonzi	Lynda Hounsell	(In honor of Fran Curley)
Dorothy & Gene	Roberta Hanson	(In memory of Chuck Millonzi)	Sheldon Jacobsen	Jaki Bennett
Morehouse	Nancy & Warren Chong*	Patricia Albert	Linda Wright	

Licorice... \$1,000 - \$2,499

John Tuma	Phil Feldstein
Arti Rajvanshi	Cole Alexander

Indigo... \$2,500 - \$4,999

Invest at the Indigo Level now

Ginkgo... \$5,000 - \$9,999

Stillaguamish Tribe of Indians	Tulalip Tribes
Lynnwood Senior Center	Lucky Seven Foundation

Lotus... \$10,000 - \$24,999

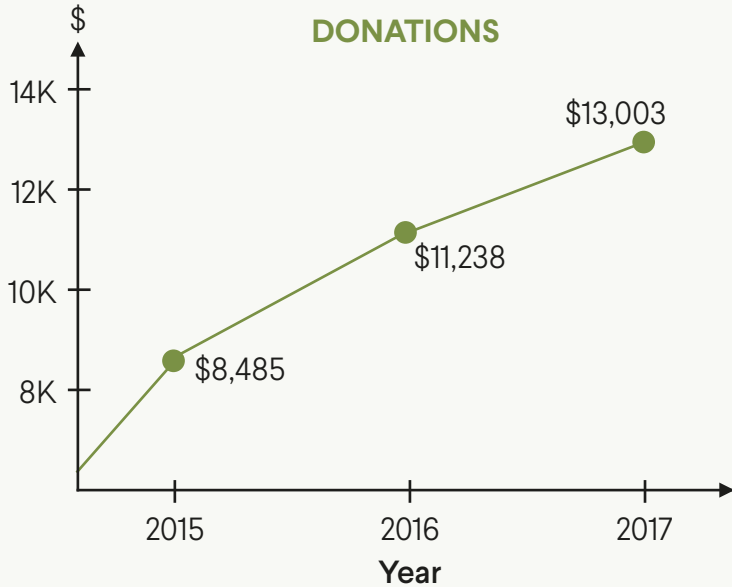
Salesforce Foundation

Ginseng... \$25,000 ++

Invest at the Ginseng Level now

DONATIONS & GRANTS

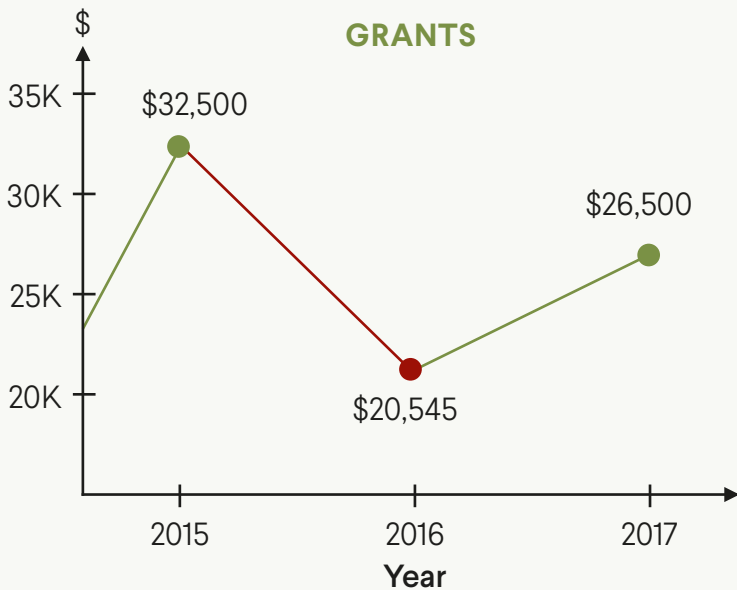
DONATIONS



Thanks to the incredible generosity and unwavering support of our donors, **Free Range Health** can continue offering our incredible services to needy people across Snohomish County.



GRANTS



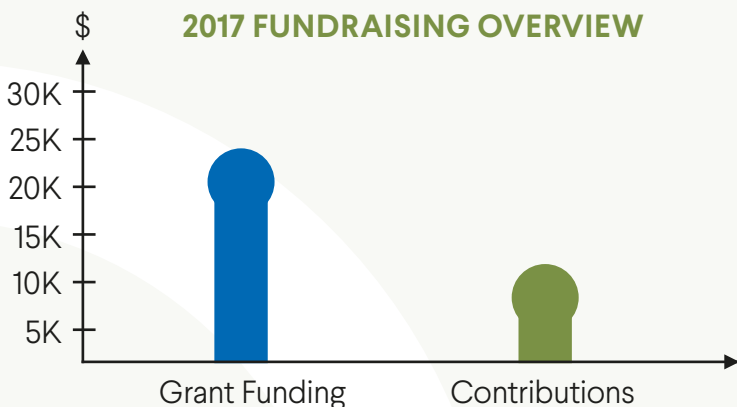
- Total amount of grant funding requested in 2017: \$229,200
- Total amount of grant funding received in 2017: \$26,500 ← That's 12% of what we asked for!
- Total return on investment in grant writing: 3,287% ← WOW!

The generosity of all our 2017 grant funders can't be overstated.

Grant support is essential to our work. Without the generosity of our Funders Circle members, **Free Range Health** would face cuts to our incredible services.

You can find out more about our 2017 Funders Circle throughout this report as we spotlight the Tulalip Tribes, the Stillaguamish Tribes, the Lynnwood Senior Center, and the Lucky Seven Foundation.

2017 FUNDRAISING OVERVIEW



THE TULALIP TRIBES: LONGTIME SUPPORTERS OF ACCESS TO LOW-COST ACUPUNCTURE FOR SENIORS

All-Time Giving Amount: \$25,000



Many seniors in Snohomish County would be denied access to low-cost acupuncture services without the longtime support of the Tulalip Tribes. **Their generosity has fueled our ability to improve the services we offer to needy elders on a weekly basis.**

Free Range Health has used that support to invest in a faster electronic health records

system custom built for acupuncturists. We have been able to translate our paperwork into several languages to better meet the needs of our diverse patient population. We have upgraded older equipment and created new educational materials.

None of this would have been possible without the commitment of the Tulalip Tribes to deserving seniors in our community.



FINANCIALS

	2015	2016	2017
NET REVENUE	\$59,626	(- \$18,643)	\$10,490

CONTRIBUTIONS

2015 = \$8,485
2016 = \$11,238
2017 = \$13,003

GRANTS

2015 = \$32,500
2016 = \$20,545
2017 = \$26,500

REVENUE BREAKDOWN

EARNED INCOME

2015 = \$64,508
2016 = \$66,560
2017 = \$59,304

IN-KIND CONTRIBUTIONS

2015 = \$44,429
2016 = \$21,568
2017 = \$31,437

TOTAL

Earned Income, Contributions, Grants, In-Kind Contributions

2015 = \$149,922
2016 = \$119,911
2017 = \$130,244

PROGRAM SERVICES

2015 = \$62,387
2016 = \$80,850
2017 = \$72,318

Free Range Health Top Expenses:

1. Salaries for our staff and providers (PROGRAM/SUPPORT)
2. Usage fees paid to our host site locations (PROGRAM)
3. Grant writing services (SUPPORT)
4. Electronic health records (PROGRAM)
5. Fuel for our mobile clinics (PROGRAM)
6. Laundry for clinic sheets (PROGRAM)

TOTAL

Program Services, Support Services

2015 = \$76,425
2016 = \$90,926
2017 = \$119,753

EXPENSES BREAKDOWN

SUPPORT SERVICES

2015 = \$27,909
2016 = \$33,121
2017 = \$47,434

2017 PROGRAM DATA

Your generosity provides essential support for our services!

of low-cost treatments provided: 3,583

of new patients accessing services: 206

	Lynnwood Senior Center	Snohomish Senior Center	Stillaguamish Senior Center	Mountlake Terrace Senior Center
# of acupuncture treatments provided	1,010	799	1,218	556
# of new patients	56	35	79	36

* Male 26% - Female 74% - Transgender 0.01%

OF HOUSEHOLDS WE SERVE IN CITIES AROUND WASHINGTON STATE:

Arlington	143	Kent	1	Puyallup	1
Bothell	33	Kirkland	8	Redmond	2
Brier	11	Lake Forest Park	11	Seattle	21
Camano Island	15	Lake Stevens	50	Sedro-Wooley	1
Darrington	43	Lynnwood	175	Shoreline	16
Edmonds	63	Marysville	130	Silvana	2
Ellensberg	1	Mill Creek	6	Snohomish	195
Everett	78	Monroe	6	Stanwood	27
Federal Way	1	Mountlake Terrace	58	Sultan	2
Granite Falls	7	Mt Vernon	1	Tulalip	11
Hat Island	1	Mukilteo	10	Woodinville	3
Kenmore	3	North Lakewood	3		

PROVIDING CONTINUUM OF CARE TO FAMILIES IN NEED

It is a sad part of the work we do with seniors: **some patients will reach a point where their health prevents them from leaving home** to seek acupuncture or other health services.

As part of **our commitment to bridge** the gaps between patients and providers, Free Range Health offers in-home treatments to patients who can no longer leave their homes. Our



providers are certified through the **National Association of Hospice and Palliative Care Acupuncturists**.

Longtime patients at the Stillaguamish Senior Center, **Chuck and Sue Millonzi**, could no longer come into the clinic after Chuck was diagnosed with pancreatic cancer.

Chuck experienced relief from his cancer pain after each acupuncture session, so he asked to continue receiving treatments in his home.

What started out as regular acupuncture visits, turned into a deep connection to the Millonzi Family, and a great friendship was formed in the last days of his life.

Before his death in 2017, Chuck and Sue graciously consented to share their story of how Free Range Health provided support and comfort during his final days at home.





Chuck's hope was that his story would inspire others in the community to step up and help build support for this valuable service.

“*Chuck and Sue loved to travel and especially enjoyed cruises. They made sure to always enjoy an acupuncture treatment during their cruises.*

When they learned about Free Range Health Senior Wellness Clinics offered at the Stillaguamish Senior Center (not far from Camano

Island, WA) – they were delighted. They registered to participate in the Wednesday clinics right away.

In February, Chuck and Sue had to make that sad and difficult decision to enter hospice care.

Free Range Health was by their side. Dr. Cole continued to visit Chuck and Sue in their home. He stood with them during their final journey together providing acupuncture care for any family caregivers in need.”

You can read Chuck's complete story online at:

<https://www.FreeRangeHealth.org/chuck-millonzi-an-acupuncture-hospice-story>



THE STILLAGUAMISH TRIBE OF INDIANS: NEW FUNDERS HAVING A BIG IMPACT ON SENIOR HEALTH

All-Time Giving Amount: \$7,500



STILLAGUAMISH TRIBE OF INDIANS

This year Free Range Health is honored to welcome the Stillaguamish Tribe of Indians into our Funder's Circle.

Their support has been a crucial part of our success this year. As budget cuts forced us to say goodbye to one of our longtime acupuncture providers, **this gift allowed us to continue offering services** with only a minor decrease in the number of appointments available to our patients.

Free Range Health mobile acupuncture clinics require a lot of behind-the-scenes support to meet the needs of patients and our host sites. This amazing gift helped support continuing education for our providers. This practical information was

immediately put to use improving patient health and wellbeing.

The gift also helped cover the cost of the massive number of clinic sheets we wash each week, the cost to transport our mobile clinics to the host sites, and the cost to replace aging equipment.

In addition, we were able to maintain the cloud-based technology systems that allow us to provide high quality care on a streamlined budget.

Thank you, Stillaguamish Tribe of Indians! We are so happy you decided to support astoundingly effective healthcare for the aging and infirm in Snohomish County!



THE TEAM THAT COULD!

LOCAL HEROES HELP BRING LOW-COST MEDICINE TO SENIORS!

Goodbye, Kristan!

After almost 4 years providing exemplary care to Free Range Health patients, acupuncturist Kristan Rutski left the organization to pursue other opportunities. She was with us from the beginning, and she will be sorely missed!

We wish you all the best, Kristan!



Here are the other team members that power our success providing incredible healing services in Snohomish County!

- Cole Alexander, Anything and Everything
- Ann Anderst, Grants
- Cecily Knobler, People
- Sarah Edwards, Finance
- Lazar Kackarovski, Graphics
- Nathan Brown, Data
- Rumana King, Web
- Many Salesforce Professionals

And we can never forget the staff and volunteers at our incredible host sites! Their generous help and support has been essential in expanding our services to needy people in the communities they serve!



THE LYNNWOOD SENIOR CENTER:

TAKING SUPPORT TO A WHOLE NEW LEVEL

All Time Giving Amount: \$28,000

In early 2013, The Lynnwood Senior Center took a chance on a new organization creating access to low-cost acupuncture. It turned out to be the right decision for their members. Almost overnight, the available appointments filled up for several weeks in advance.

the Lynnwood Senior Center doubled down on their commitment to the health of their members by finding money in their own budget to support these important health services. Without that support, hundreds of patients would lose access to life-changing relief from their chronic health conditions.



The popularity of the program and the incredible improvements in the health and well-being of the members was not lost on Lynnwood Senior Center Supervisor, Mary-Anne Grafton. Hear her talk about the astonishing benefits of offering programs like acupuncture to seniors at <https://freerangehealth.wistia.com/medias/uhn1elcrut>.

And they don't stop there! When Free Range Health lost funding for the program in 2014,

It can't be overstated how much the support and professionalism from the senior center staff and volunteers make this program the incredible success that it is. Mary-Anne, Debby, Janet, Shelley, Donna, Gene, and Mel make it so easy for our providers to come in and focus on helping people heal. **They are rockstars!**

Thank you, Lynnwood Senior Center!

FREE RANGE HEALTH VOLUNTEERS: SUPPORTING SENIOR WELLNESS WITH THE GIFT OF A SMILE

Anyone who visits a Free Range Health Senior Wellness Clinic will be met with a friendly smile from one of our wonderful volunteers!

They say hello on your way in, and they offer a cup of tea and a chat on your way out. Their kind and open natures help to set the tone for the healing inside the treatment room.

Our volunteers make a gift of their time to help Free Range Health be a better part of

the communities we serve. They help with greeting patients, answering questions, completing paperwork, and just being there for a friendly conversation after a treatment.

These incredible people give the extra gift of their time because they genuinely care about everyone who comes to us for help.

Next time you visit a clinic, make sure to say hello to the volunteer! They'd love to get to know you better!



2017 VOLUNTEERS

THE LUCKY SEVEN FOUNDATION: MAKING LIFE BETTER FOR PUGET SOUND SENIORS

All Time Giving Amount: \$10,000

Lucky Seven Foundation

One of the greatest challenges for a small nonprofit like **Free Range Health**, is connecting with new donors and sharing the importance of our work.

When you are also a relatively new organization, it can be a daunting task to build the trust needed for people to open their hearts and provide the support we so badly need.

The Lucky Seven Foundation understands these challenges. They structured their grants to encourage new donors to become engaged

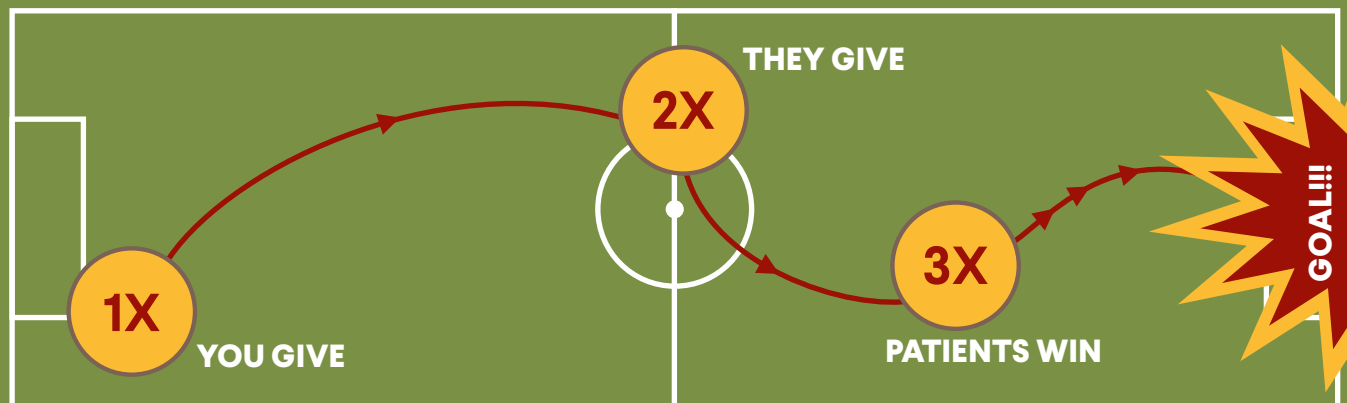
with Free Range Health. Their \$5,000 grants to us have been offered as a dollar-for-dollar match of any donation from new donors.

These matching gifts have allowed us to reach out to the extended communities of the people we serve. Relatives and friends see how much good comes from receiving acupuncture regularly.

They get even more excited when they see their contributions will be doubled by a Lucky Seven match!

Thank you Lucky Seven Foundation!

P.S. We're in the middle of a match right now! Lucky Seven will match the first \$5,000 of recurring monthly donations in 2018. If you aren't a #Five2K Donor yet, sign up at www.FreeRangeHealth.org/five2k and double your support!



TAKE IT TO A WHOLE NEW LEVEL! BECOME A #FIVE2K DONOR



- ▶ If you are ready to **support sustainable access** to affordable acupuncture, become a recurring monthly donor.
- ▶ Monthly gifts **create a stable revenue stream** for Free Range Health. This stable and sustainable revenue allows us to devote less resources toward survival and more toward expanding access to affordable acupuncture.
- ▶ You're probably wondering why we say #Five2K. Our goal is to find 2000 people (2K) to **make a recurring monthly donation** of \$5 (Five) or more. The hashtag just makes it cool! #Five2K.
- ▶ Think about it... If 2000 people signed up to donate \$5 a month, Free Range Health would be **fully funded at our current levels** of service. (\$120,000 a year)

It's easy to become a #Five 2K Donor!



- ▶ Join online at freerangehealth.org/five2k
- ▶ Text "#Five2k" to 50155.
- ▶ Be sure to make it recurring!



WHY NOT MAKE IT \$5 FOR 5?



Free Range Health turns 5 in 2018! Show your support by becoming a monthly #Five2K donor. Just \$5 a month provides us the resources we need to keep offering these services to people in need.

We have come so far in the past 5 years, but there is still a lot to do if we want to continue our mission to create access to low-cost East Asian medicine for deserving seniors and the communities where they live.

Your support now will help us to grow and expand our services to even more people. Here's just some of what you can look forward to in 2018:

- **Redesigned communication and outreach materials.** We get a lot of requests to help people better understand East Asian medicine and the work we do in the community. Our aim is to help you understand how to improve your health and the health of your community. **Be on the lookout for a completely updated website and email newsletter format.**
- **New Program Launches.** The success of our Senior Wellness Clinics has created demand for other East Asian medicine programs. Keep your eyes peeled for new programs for other members of the communities we serve. Acupuncture is just the tip of the iceberg for how we can help. **We are actively searching for funding to bring exciting new types of healing to Snohomish County!**
- **Fresh New Look.** Look for new brand colors and exciting new designs as we get started on the next 5 years! Everything from our annual t-shirts to our brochures and handbooks is getting an overhaul. **Let us know how you like the new look.**
- **Better Technology.** Free Range Health is only as good as the technology we operate. As our needs have evolved and our patient base has grown, we have been forced to look for paperless solutions that will help a small organization without a central location.

New cloud-based apps have helped us to streamline our electronic health records and accounting systems. This has resulted in hours of saved time that can be devoted to helping patients have a better quality of life. **Stay tuned as we add in more ways to improve our patient services.**

YOUR SUPPORT MEANS EVERYTHING. OUR SUCCESS IS ONLY POSSIBLE BECAUSE OF SUPPORTERS LIKE YOU!

THANK YOU!

FREE RANGE HEALTH

1242 State Ave,
Suite I, PMB# 149
Marysville, WA 98270

425-419-7033

contact@freerangehealth.org



- twitter.com/FreeRangeHealth
- facebook.com/FreeRangeHealth
- linkedin.com/company/free-range-health
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Please check with your tax adviser. Federal Tax ID # 45-4395933