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VCHA ANNUAL MEMBERSHIP MEETING

State of Association

September 16–18, 2026

| Williamsburg, Virginia

Angela Futrell

Board President

Chief Executive Officer
Southeastern Virginia Health System



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2026 VCHA Annual Membership Meeting & Conference

From Colonial Clinics to Community Health Centers: Pioneering the Next Era of Healthcare in Virginia

September 16–18, 2026

Williamsburg, Virginia

Williamsburg History



Jessica Brabble

Ph.D. Candidate

William & Mary's Department of History



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WELCOME

2026 VCHA Annual Membership Meeting and Conference

From Colonial Clinics to Community Health Centers:
Pioneering the Next Era of Healthcare in Virginia

Premier Sponsor



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Board President

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Farewell



Gary Campbell

Johnson Health Center



Michael Hassing

Shenandoah Community Health



Jonathan Stewart

New Horizons Healthcare



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Williamsburg, Virginia

Welcome New Leadership



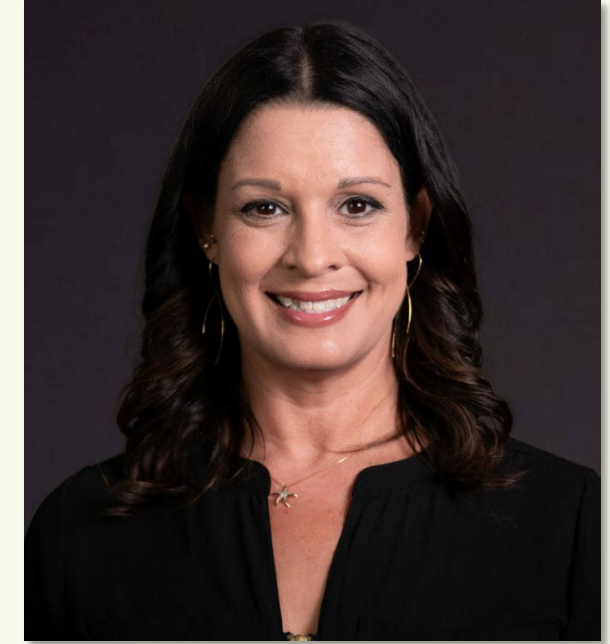
Eileen Lepro, MPH

New Horizons Healthcare



Todd Lockcuff

Shenandoah Community Health



Meghan McCrickard

Johnson Health Center



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Welcome New VCHA Board Members



Betty Bibbins

Eastern Shore Rural Health



Brian Harris

Lunera Health



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MEMBERSHIP VOTE

Two Items

September 16–18, 2026

| Williamsburg, Virginia

Membership Dues

1. Inflationary Costs Impacting VCHA Operations
2. Increase in Advocacy & Legal Support
3. Proposed Structural Adjustment to Dues Calculation
 - The Association dues are calculated using a base of \$1,000 plus .15% of UDS Table 8A Line 17(c) Total Costs before Donated Services up to a maximum of ~~\$15,000~~ **\$17,500** per year.
 - Additionally, \$1,400 has been added to the annual dues for the Community Healthcare Scholarship fund and the National Lobbying Firm. (New maximum is ~~\$16,400~~ **\$18,900** per year.



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Member Vote

Membership Dues

CEO/Executive Director Vote

*When I call on your health center,
please stand, raise your hand, and state your name
and your role within the health center.
Indicate your vote with “**Yea**” or “**Nay**” when called upon.*



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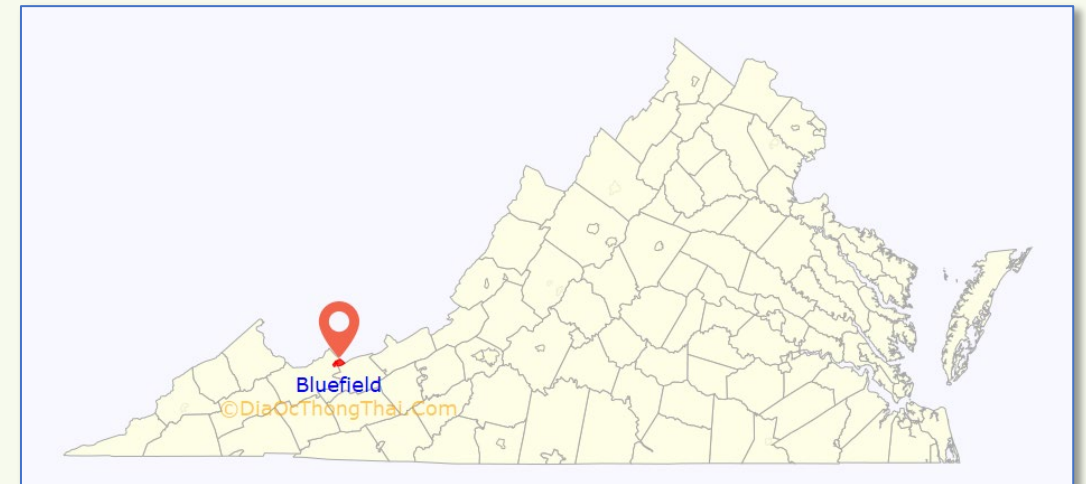
Welcome Prospective New Member

Bluestone Health Association



562 Virginia Ave., Bluefield, VA 24605

Bluestone
Health Association, Inc.



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Welcome Prospective New Member

Bluestone Health Association



Bluestone
Health Association, Inc.

Brittani Hutchens

Chief Executive Officer



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Member Vote

Bluestone Health Association

CEO/Executive Director Vote

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Review of VCHA's Financial Health



Michael Jackson

Chief Finance Officer and
Director of Government & Legislative Affairs



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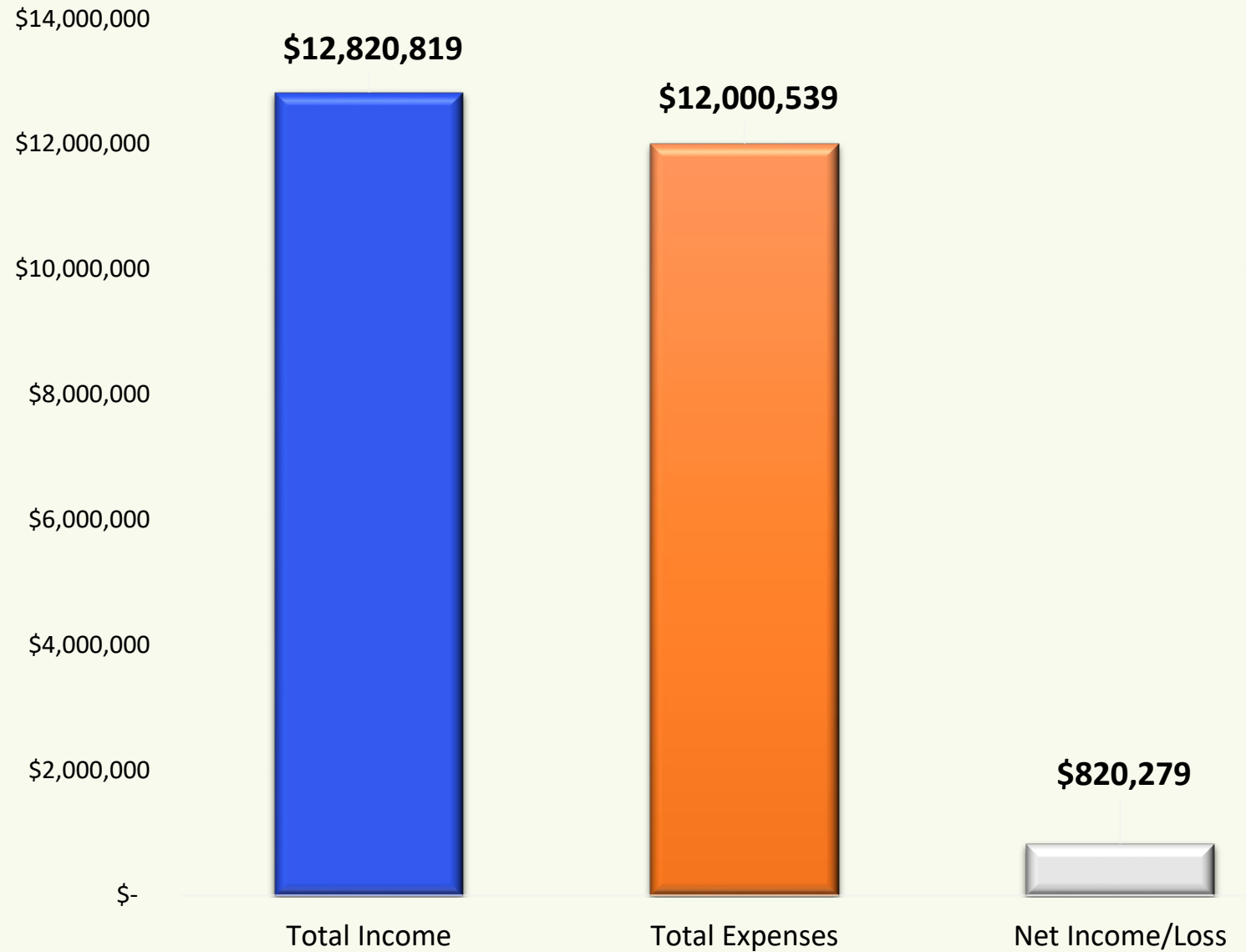
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YTD Revenues & Expenditures

Jan. 1, 2026 -
Aug. 31, 2026



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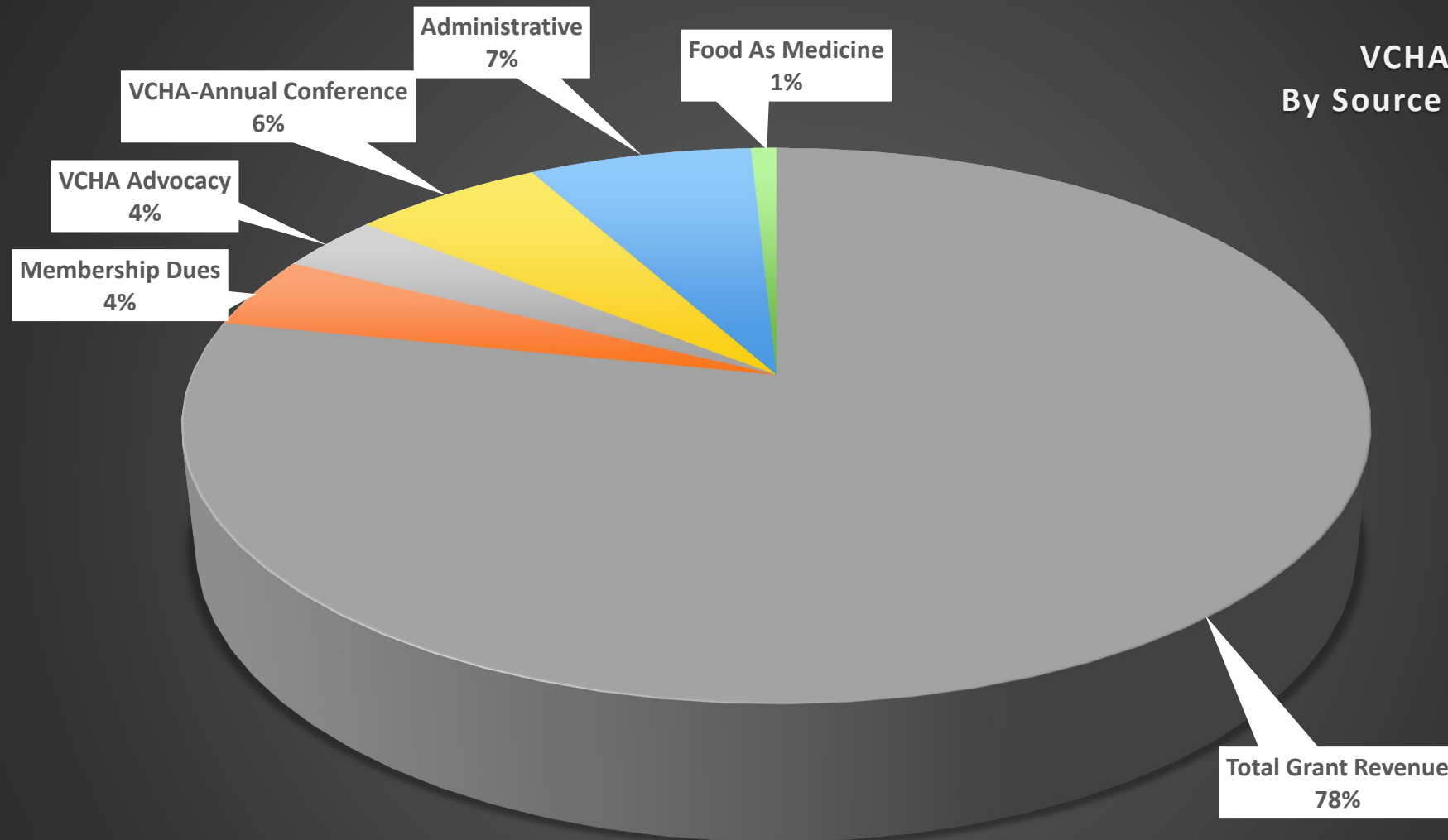
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VCHA Revenue By Source FYTD 8/31/26



■ Total Grant Revenue ■ Membership Dues ■ VCHA Advocacy ■ VCHA-Annual Conference ■ Administrative ■ Food As Medicine



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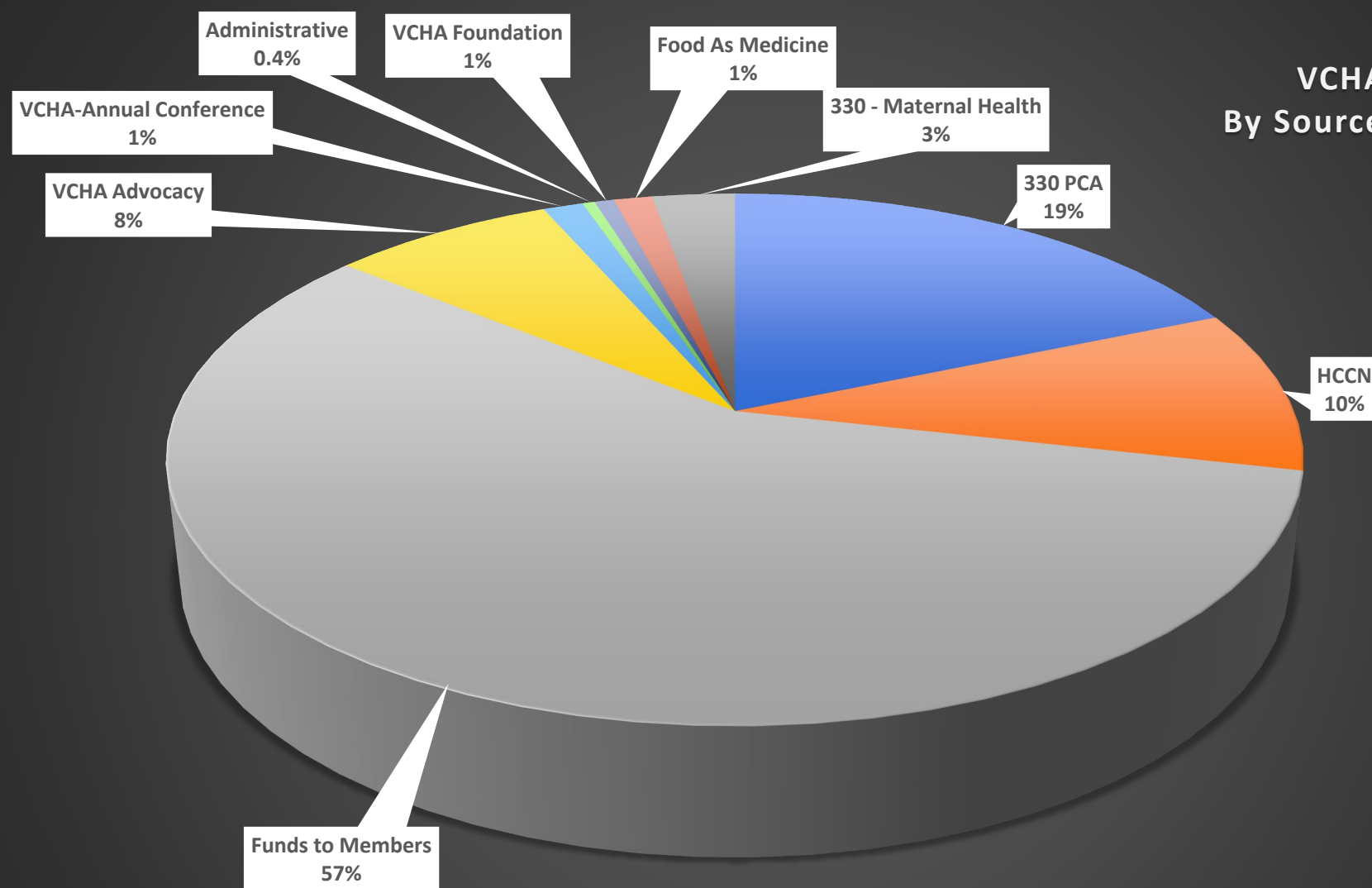
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VCHA Expenses By Source FYTD 8/31/26



■ 330 Base
 ■ HCCN
 ■ Funds to Members
 ■ VCHA Advocacy
 ■ VCHA-Annual Conference
 ■ Administrative
 ■ VCHA Foundation
 ■ Food As Medicine
 ■ 330 - Maternal Health



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Virginia Community Healthcare Association

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State of the Association



Tracy Douglas
VCHA Chief Executive Officer



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Welcome New VCHA Staff



Tyler Brown

Sr. Recruiter/Workforce
Development Specialist



Caitlin Longan

Grants and Development
Specialist



Isabella Stevens

Interim Executive Assistant to CEO



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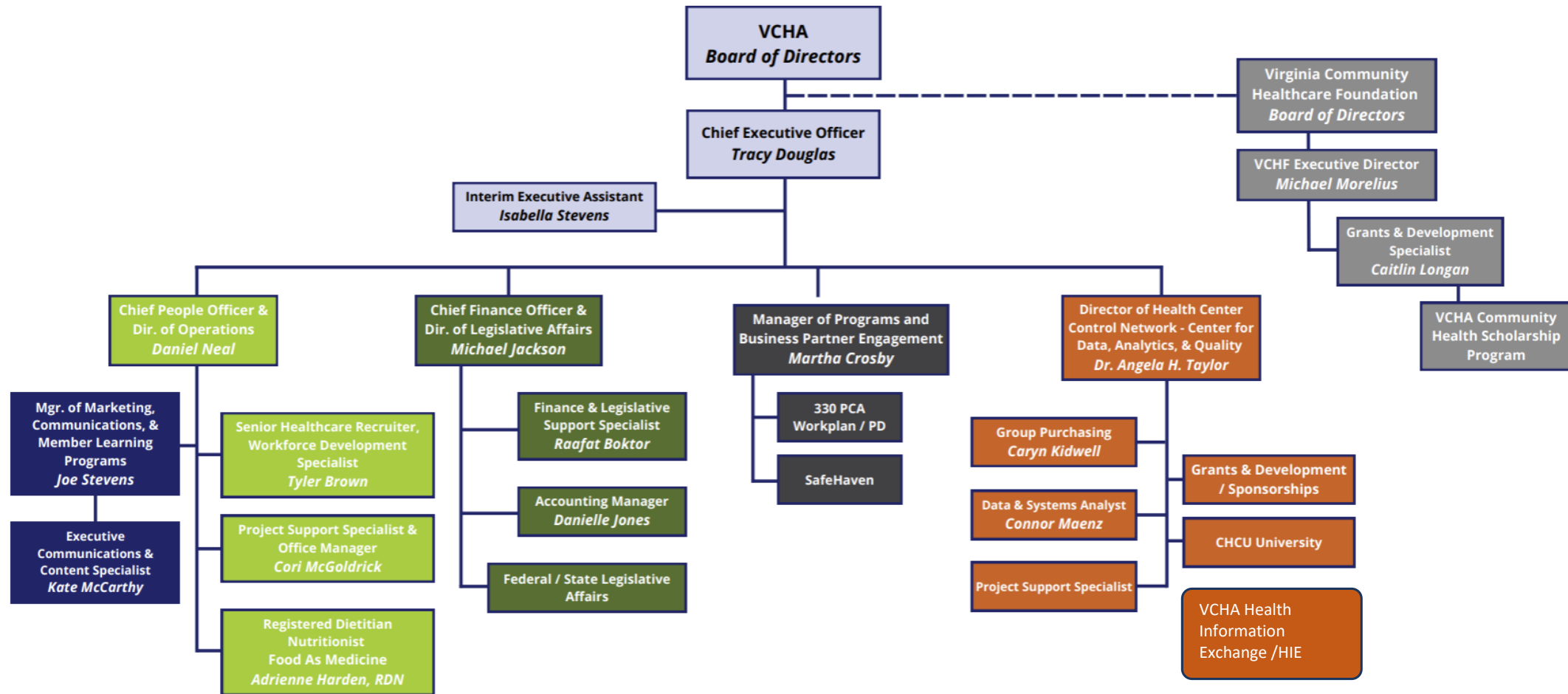
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VCHA Organizational Chart



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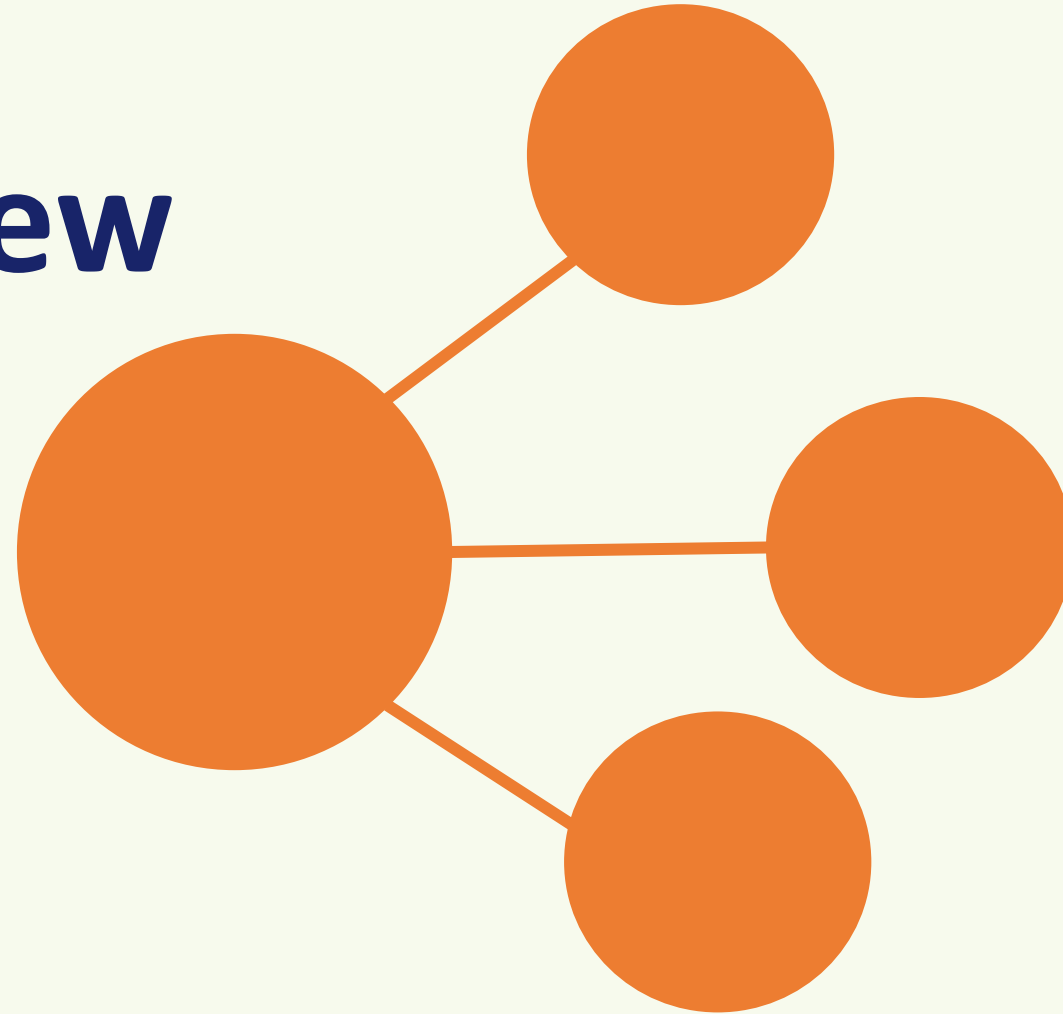
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Microscopic View

VCHA Pillars



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The Common Goal: *CHC Sustainability*



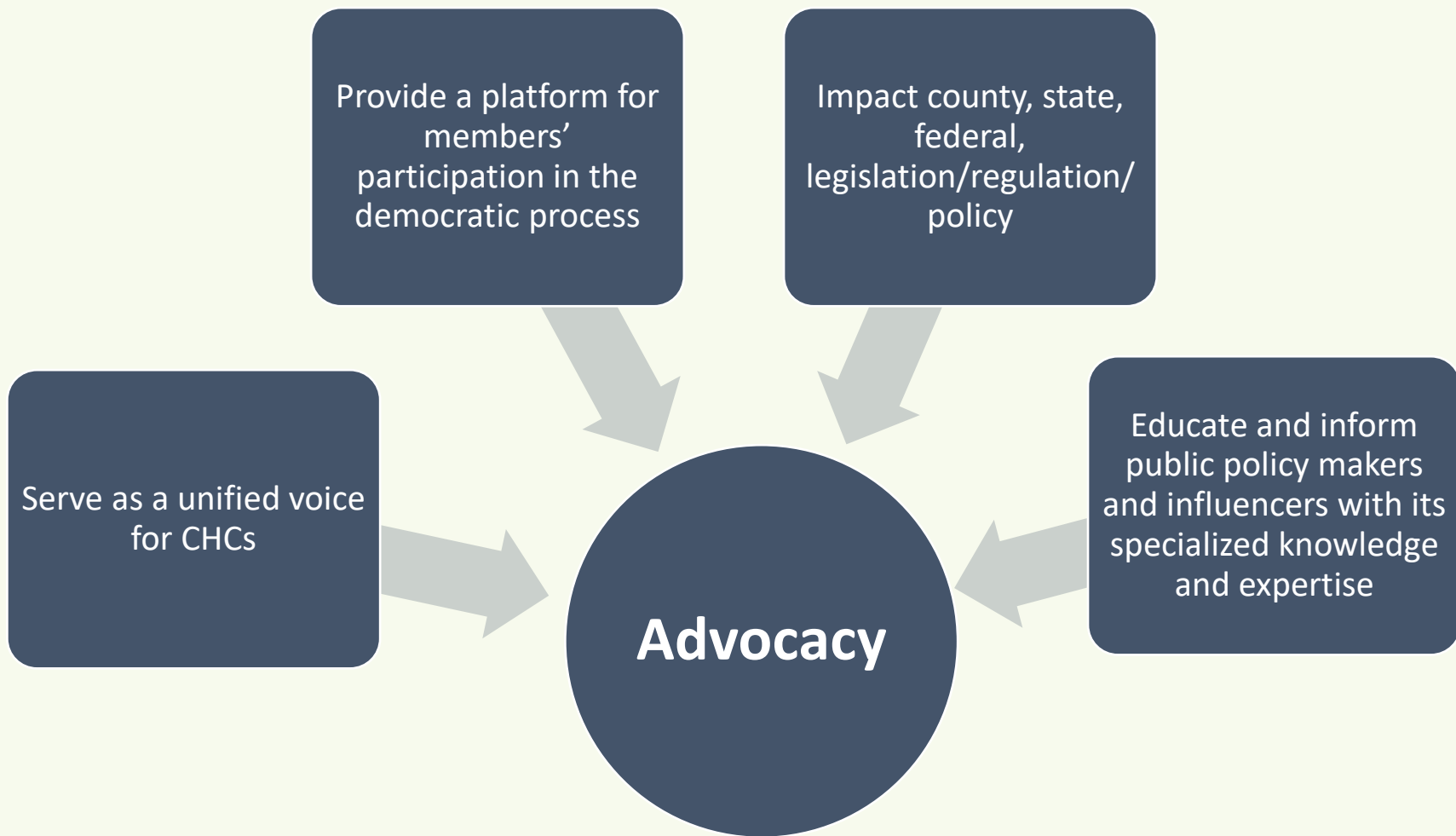
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Advocacy

2026 Legislative Session Recap



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Call-to-Action Campaigns

Since the start of the 2026 Regular Session, VCHA has launched call-to-action campaigns via FastDemocracy. The results were crucial to advancing our collective legislative priorities:

11

Campaigns launched

1,983

Participating individuals

26,249

Emails sent to legislators

Thank you to our members, CEOs, Advocacy Champions, and community partners for this incredible milestone.



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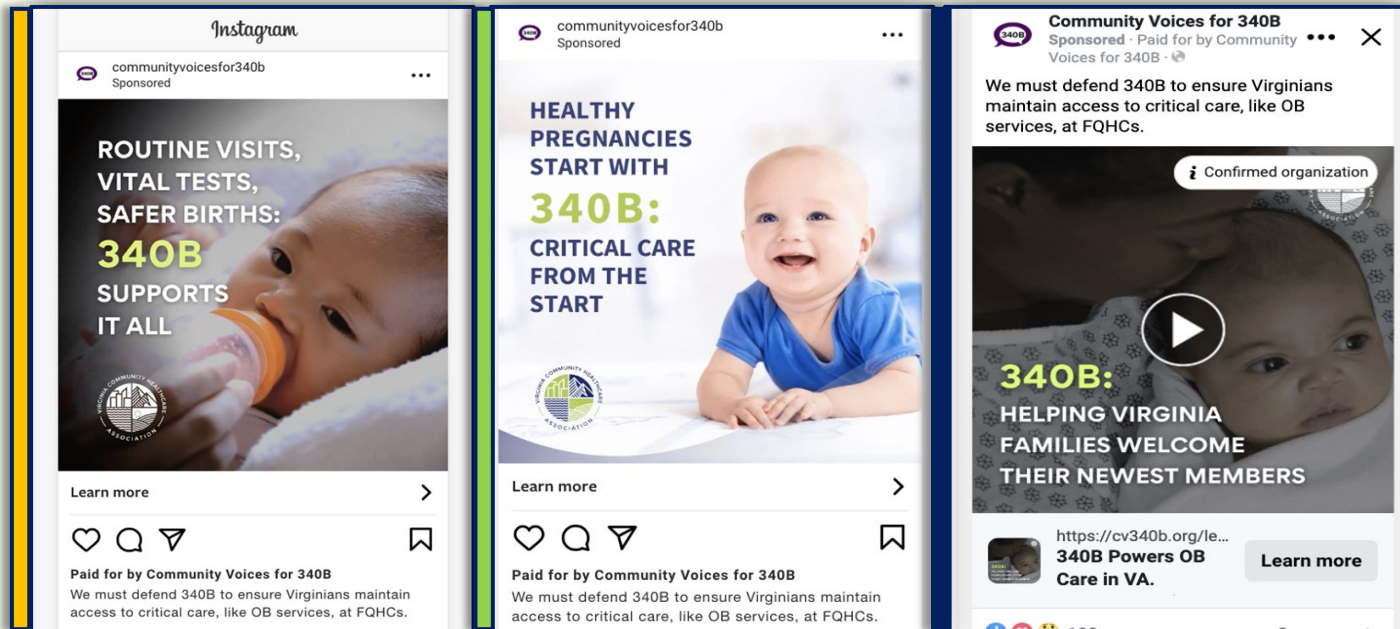
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340B Digital Ad Campaigns



907,063 Impressions



15,973 Clicks



\$2,500 Total Spent



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2026 Community Health Center Day



21 FQHC Organizations Participated



28 Delegate Meetings (27 Drop-ins)



21 Senator Meetings (9 Drop-ins)



Over 85 Directories Distributed



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Budget Item 282 #4c Adopted

Additional **\$5 million** in General Fund (GF) support in FY 2027 for Virginia's FQHCs.

- Increased total VDH funding in the first year of the biennial budget from approximately **\$5.4 million** to **\$10.4 million**.

The purpose of this increase is to maintain FQHC service capacity as health centers prepare to face a rise in uninsured patient volume from:

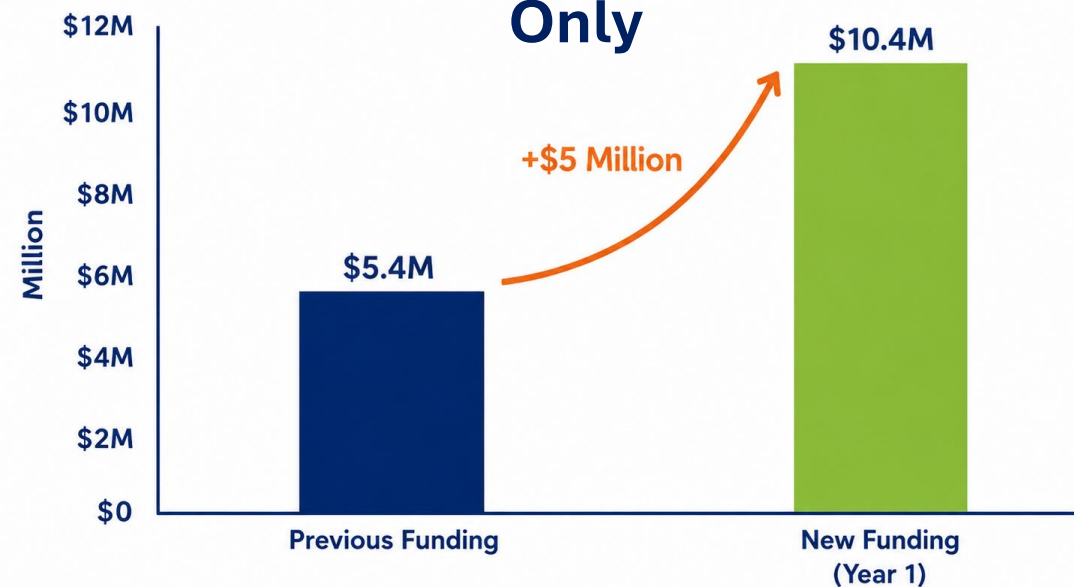


The expiration of enhanced premium tax credits



The full implementation of H.R. 1 and Medicaid Work Requirements

VDH Funding in Year 1 Only



Note: Increase applies to the first year only of the biennial budget.



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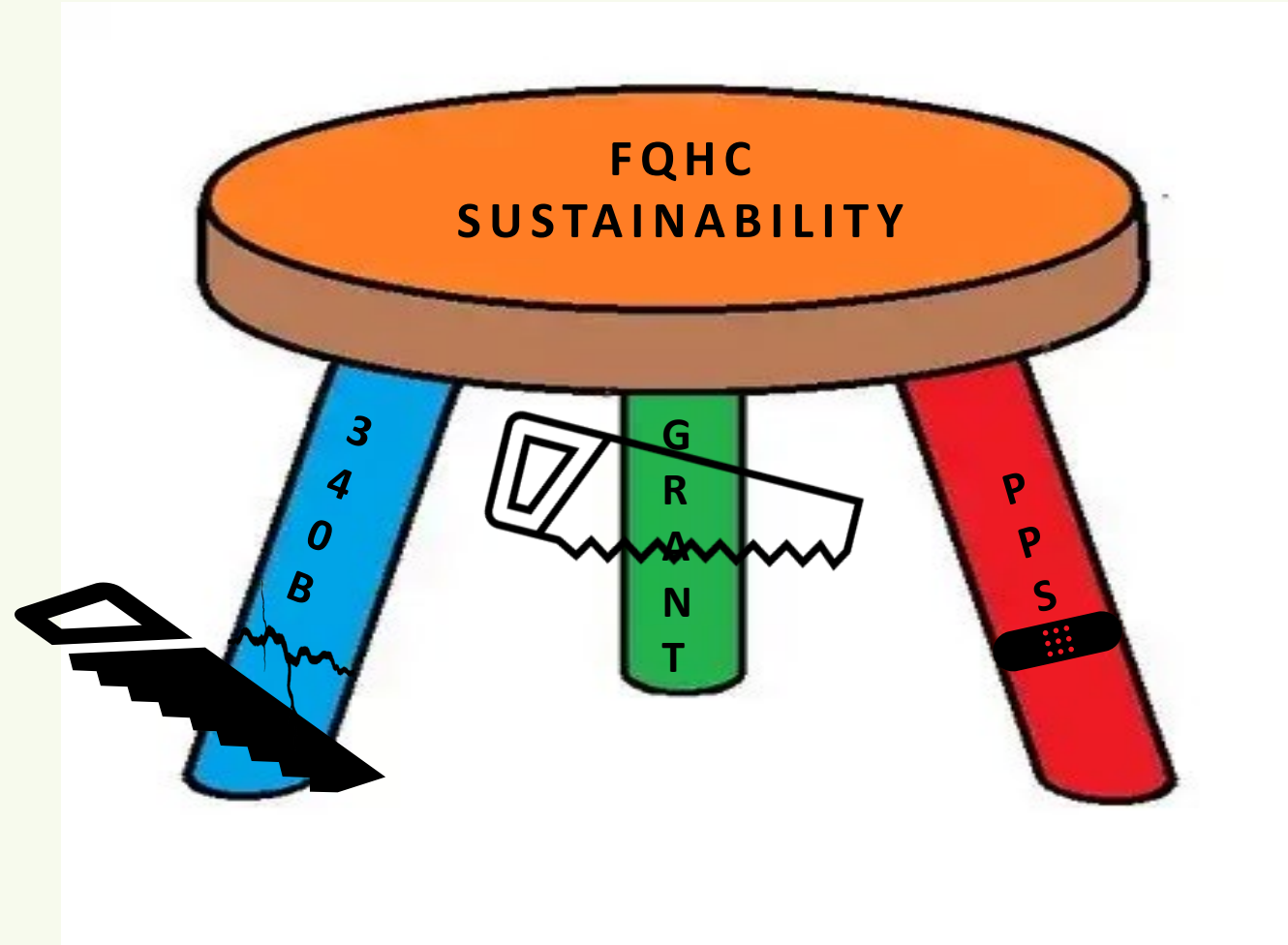
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Sustainability



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2027 Legislative Focus

1. Bill: Advance 340B Program Protections for Community Health Centers

- Monitor and engage in the 340B Work Group process established through **SB 278** and advance future legislative action based on its findings and recommendations.
- Restore protections against pharmaceutical manufacturer restrictions on 340B contract pharmacy arrangements for FQHCs .
- Protect critical 340B savings that support health center services and sustainability.

2. Budget Amendment: Sustain Investment in Virginia's Health Care Safety Net

- Secure continued funding in the second year of the biennium relative to the **\$5 million state investment** provided in the first year.
- Preserve access to high-quality primary care for underserved Virginians.
- Support health centers facing rising costs, workforce challenges, and increasing demand for services.



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Need for Data: Tracking H.R. 1 Impacts



As Medicaid Work Requirements roll out, we anticipate a shift in payer mix, with more patients moving to the uninsured/self-pay category.



We need your data to understand and track how these implications will impact Virginia’s health centers.



Current Payer Mix



Days Cash on Hand

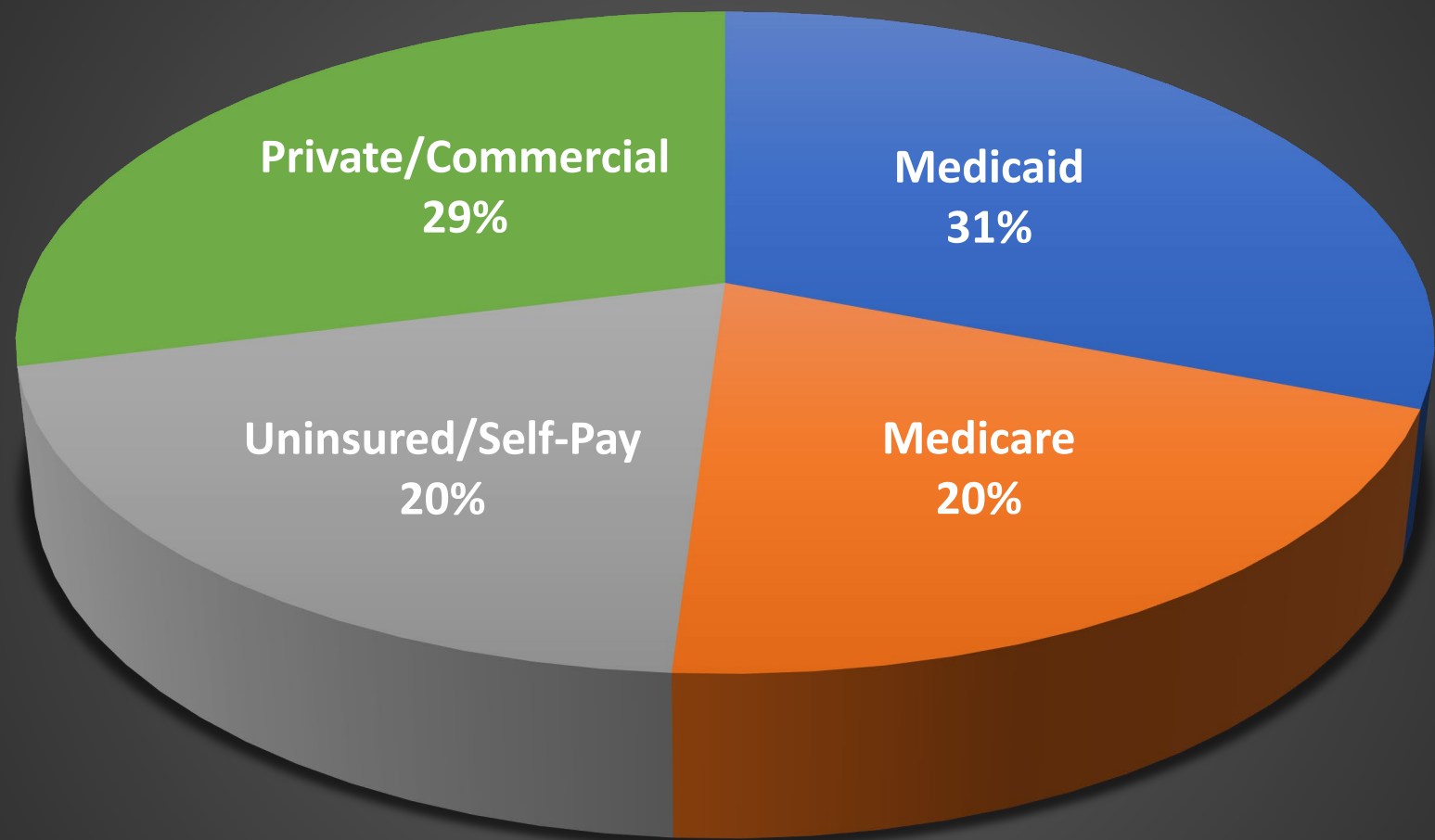


Increase in Uninsured/Self-pay patient volume since January 2026



340B Rebate Model Impacts

2025 UDS - Virginia FQHC Payer Mix



■ Medicaid ■ Medicare ■ Uninsured/Self-Pay ■ Private/Commercial



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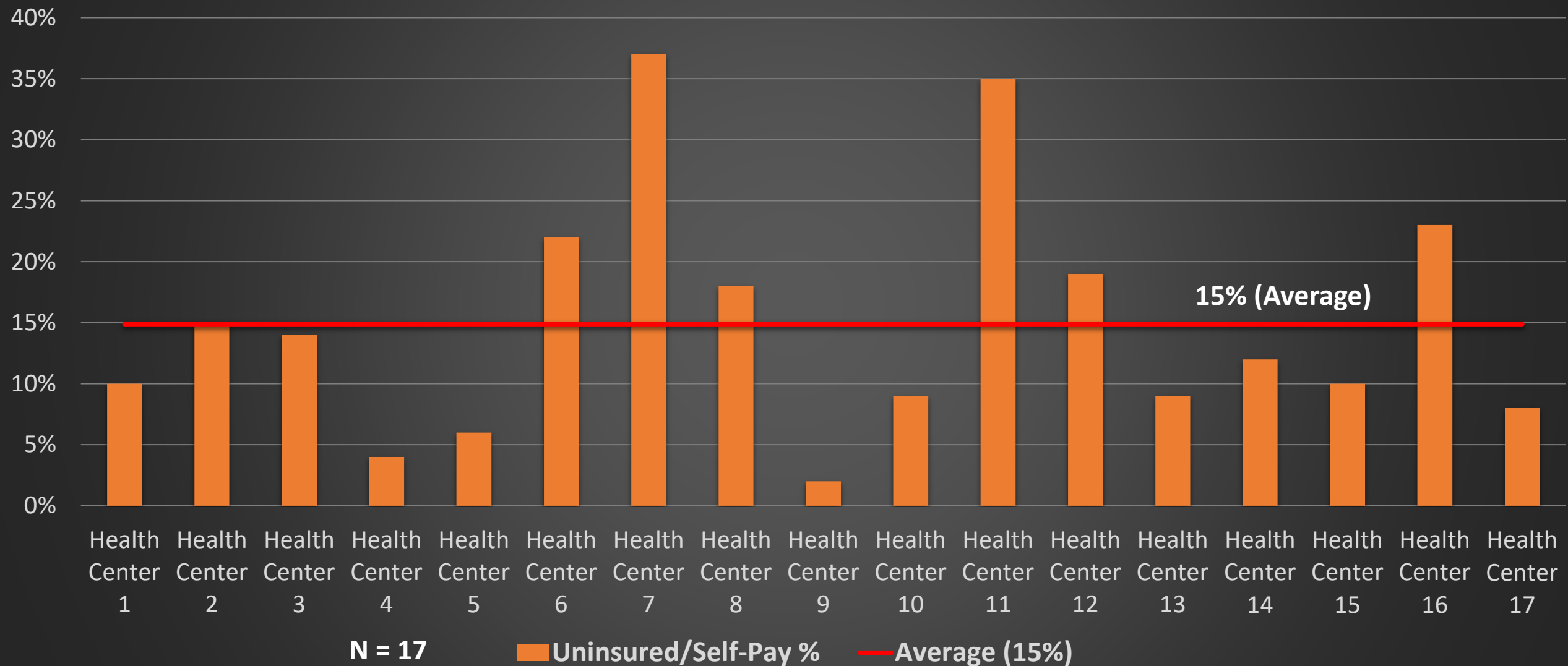
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Avg. Uninsured/Self-Pay Mix (as of June 30, 2026)



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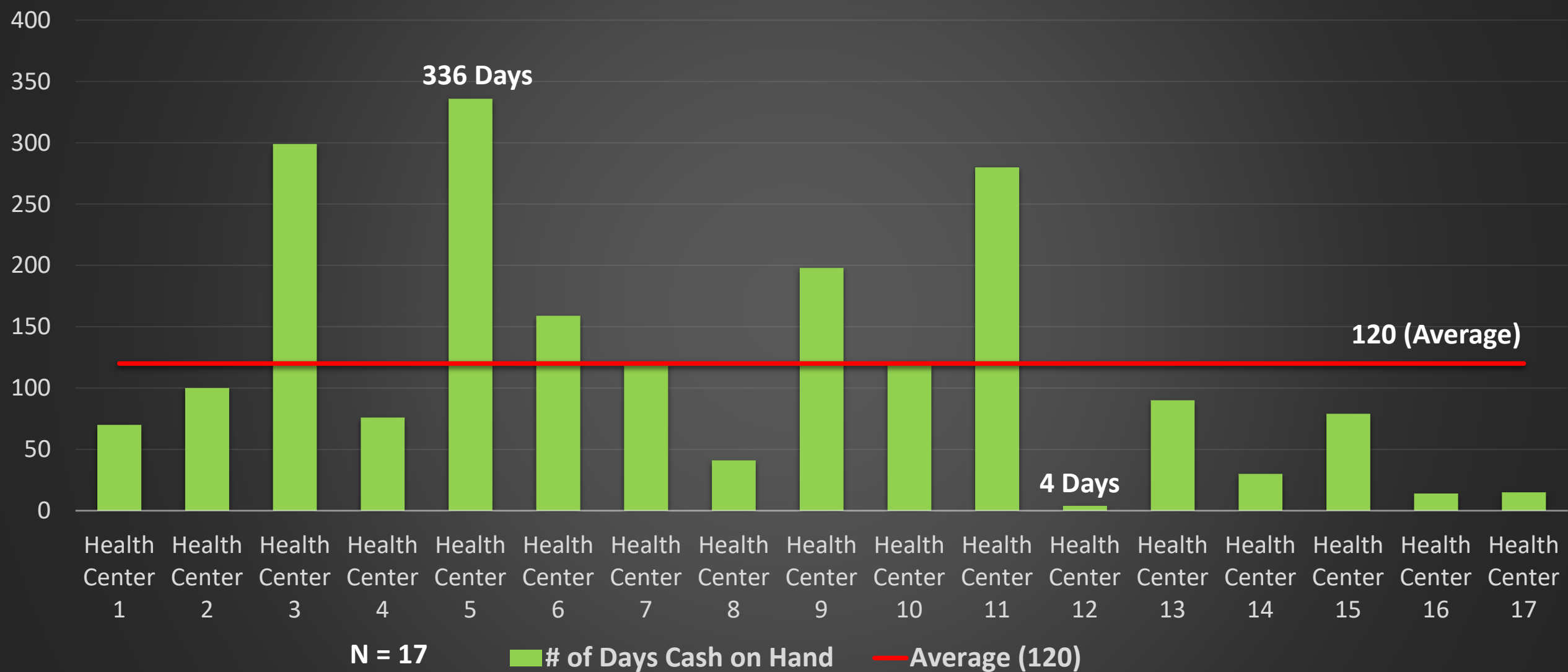
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Avg. Days Cash on Hand (as of June 30, 2026)



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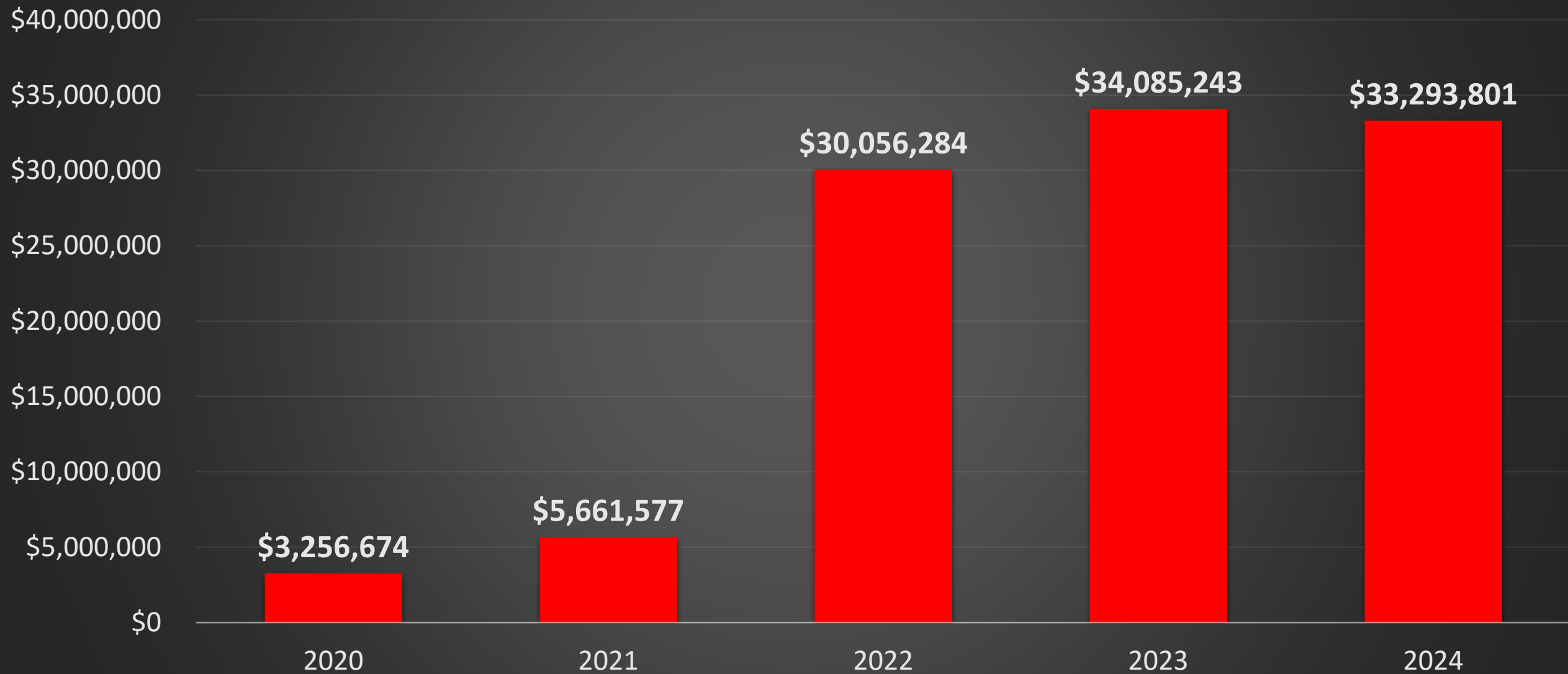
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Total Loss of 340B Savings for Virginia FQHCs



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Governance
Workshops – Responsibilities, Finance, Succession Planning (Board Directors, CEO), Capital Campaigns, Strategic Planning; HRSA Compliance Manual Chapters 19 & 20

Administration
Human Resource Management; Productivity Goals; Service/Site Expansion (Form 5a/5b); C-Suite/Middle Mgmt. Development (Leadership Academy); Organizational Development; Policies; EP

Finance
PPS; Cost Reports, Budgeting; Grants Management.; Income Management – Program, Ryan White, Title IX, 340B ; Revenue/Expense Mgmt. – Billing, SFDP, Fees, Policies

Work Groups
CFO, Dental, HR, CEO, BH, Nursing, CMOs, Compliance, Pharmacy/340B, Front Desk

Compliance
HRSA; FTCA; Ryan White; PCMH

Clinical
Best Practice Protocols – Clinical, Clinic Operations, Disease Management; Quality Improvement – Dashboards, Disease Management; Provider Productivity; Public Health Issues/Emergency Preparedness; Form 5A; FTCA; Risk Management



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Past Technical Assistance

Virtual

- FAM Nutrition Education Curriculum Series
- School-Based Health Centers (SBHC): Success and Sustainability Through Partnerships
- "Love Letters" for Cancer Screening: Breast Cancer Awareness to Better Support Patients and Communities
- UDS Training
- Increasing Vaccinations through TeleVox-Pfizer Vaccine Adherence Program
- Understanding Today's HealthCare Cyber Reality Series
- HPV Clinical Updates and Building Vaccine Confidence
- It Takes a Village – Expanding Access to Maternal Mental Health Care
- Advancing Colorectal Cancer Screening: Tools, Updates & Strategies for Community Health Center
- Virginia eConsult Coalition Webinar
- Vaccine Preventable Respiratory Infections in Adults at Risk for Severe Illness
- Health Center Readiness: Responding to Immigration Enforcement
- Understanding Today's HealthCare Cyber Reality Webinar Series
- HRSA Maternal Produce Prescription Program (MP3) Opportunity
- Driving Patient Engagement Webinar Series - Session 3: Understanding Non-Medical Drivers of Health
- Driving Patient Engagement Webinar Series - Session 4: Using a Team-Based Approach



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Past Technical Assistance

In-Person



- Leading Through Uncertainty: A Framework for CHC Leaders to Cultivate Growth, Belonging, and Impact
- Stronger Futures: Thriving Through Revenue Cycle Management
- Mobile Healthcare and the Fight for Innovations, Funding, and the Future
- The Trust Gap: Future-Proofing Healthcare Leadership in the Age of AI and Burnout
- Healing in the Margins: Integrating Behavioral Health in Community Health Settings
- Securing Financial Sustainability Through Patient Coverage Innovation
- Y'all Means All: Serving Survivors of IPV in Appalachia
- Uncovering Hidden Revenue: The Untapped Power of 340B in Health Centers
- Disaster Recovery for Health Centers: Resilience in the Face of Crisis
- Management and Administration of a Community Health Center During Changing Times
- Enhancing Your Health Center's Recruiting and Onboarding Processes for New Board Members
- Artificial Intelligence Beyond EMR: Leveraging AI for Operational Excellence
- Behavioral Health Billing and Coding Training
- Ten Strategies for a Successful Behavioral Health System



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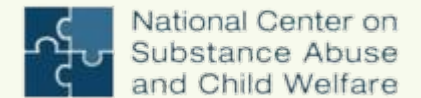
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Partner Webinars & Resources

Additional learning opportunities for our health centers



NATIONAL
COUNCIL
for Mental
Wellbeing



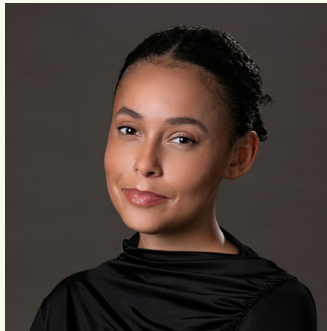
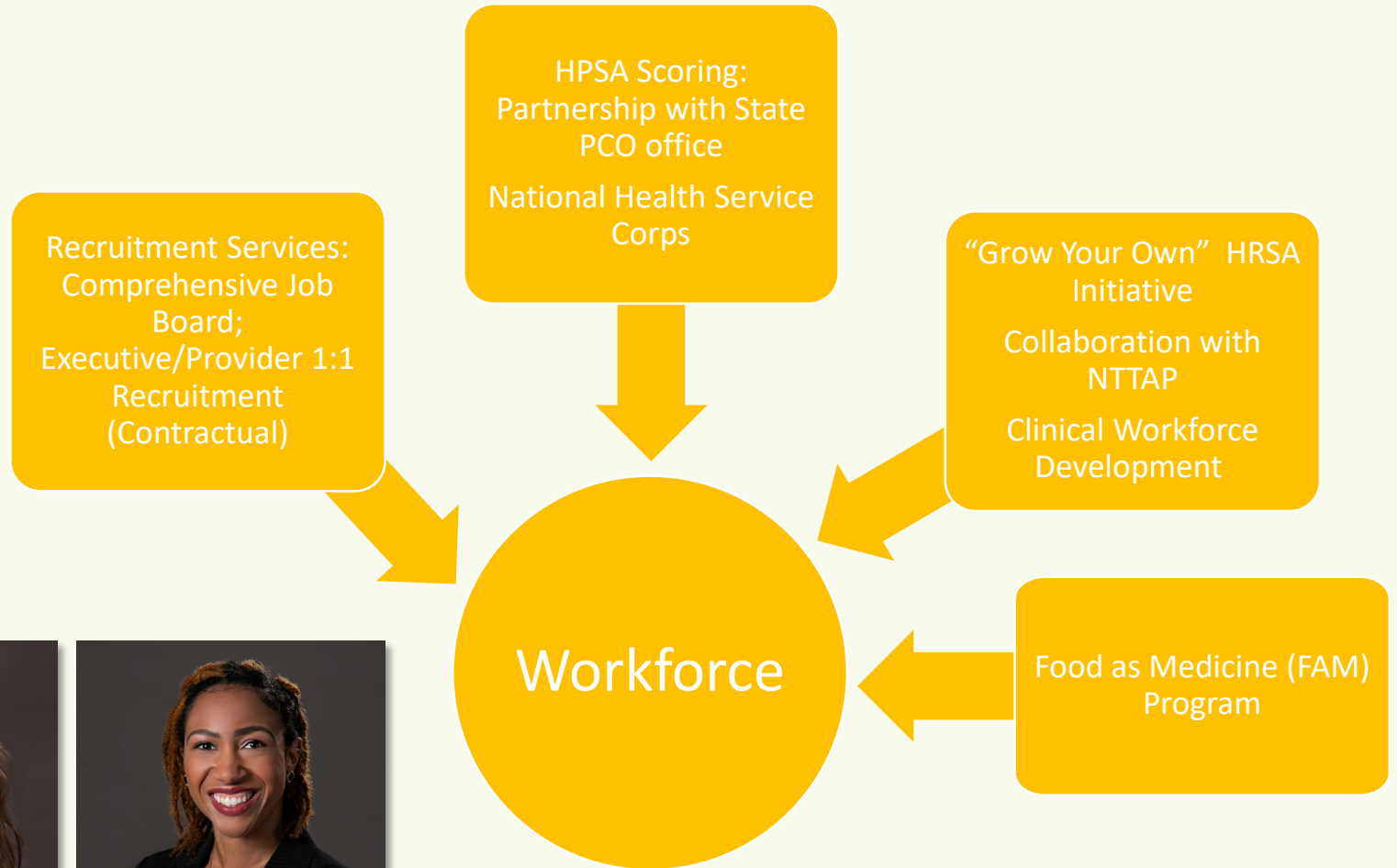
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Workforce

Recruitment & Workforce Services

- 22 Recruitment Contracts initiated since the last Annual Conference.
 - Clinician positions recruited include:
 - ✓ Physicians
 - ✓ Dentists/Dental Hygienists
 - ✓ Nurse Practitioners
 - ✓ Medical Director
 - C-suite positions recruited include:
 - ✓ CMO
- Management of the National Job Board offered for member use.
- Management of catalog of Virginia colleges & universities for collaboration opportunities.
- Salary Analysis services conducted for several FQHCs.
- Employee Cultural Satisfaction Survey available.
- Facilitation of FQHC Human Resources Work Group.
- ✨ Facilitation of New FQHC Practice Management and Operations Work Group
- Facilitation of FQHC Front Office Staff Work Group



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Workforce

New Workforce Partnership: Virginia Health Workforce Development Authority

Objective: To identify and address health workforce issues in the Commonwealth.

Highlights: Selected to join the Health Workforce Integration Council

Ongoing Objectives: Foster quality health care in Virginia by providing services and investing in initiatives that promote a stable health care workforce by:

1. Growing the Health Workforce in Virginia
2. Retaining Healthcare Talent in Virginia



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Workforce

Workforce Pipeline Initiative: The Boys & Girls Club Partnership

Objective: Introduce youth (ages 10–14) to healthcare careers in FQHCs and inspire early interest in community health roles.

Highlights:

- **Fall 2026 Back to School, Backpack Drive in partnership with CAHN; Tracy Causey and Tracy Douglas**

Ongoing Objectives:

- Expand sessions to include clinicians, C-suite leaders, and admin staff
- Continue partnership with Boys & Girls Club to build early career awareness
- Encourage youth to see themselves in community health careers from a young age



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Workforce

Community Health Center University (CHCU)



Class of 2026



Class of 2025



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Workforce

Community Health Center University (CHCU)

- Program exclusively for community health centers and free clinics
- Targets those new to leadership / emerging leaders (those looking to take on a leadership role)
- Goal is to establish succession planning for the health center and increased leadership skills for participants
- Meet in person throughout 12 months (January to December) on the University of Richmond's beautiful campus
- Capstone project to tie in learning throughout the year and to contribute back to the health centers
- One to one coaching sessions tailored to each participant to provide guidance throughout the program and beyond
- Program is offered at **no cost** to participants (\$10,500 value)
- **travel and lodging not included*



Developing leaders at every level is essential to succession planning: it protects continuity of care, preserves institutional knowledge, and ensures community health centers can keep serving patients when roles change.



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Workforce

Community Health Center University (CHCU)



LEAD

Leadership & Communication

- **Leading Change**
Leadership styles, types, and case studies
- **Leadership Challenges**
The reality of leading and navigating challenges
- **Communications**
Difficult conversations, tailored presentations, talking with the President
- **Dealing with Disruption**
Leading teams through uncertainty and change



PLAN

Strategy, Finance & Data

- **Strategic Thinking & Planning**
Thinking strategically, why a plan matters, creating a plan
- **Program Evaluation**
How to know if what you are doing is working
- **Financial Modeling**
Create and manage budgets; understand healthcare financial models
- **From Data to Action**
Using data to guide decisions; implications of negative data and AI



CARE

Care, Ethics & Capstone

- **Trauma-Informed Care**
TIC framework in healthcare; identify and understand resilience
- **Compliance & Ethics**
Legal/ethical decision-making with practice scenarios
- **The Future of Healthcare**
Trends shaping community health centers
- **Capstone Projects**
Topics central to the organization; capstone presentation



WORKFORCE

Apply to the 2026 CHCU cohort

APPLY NOW



DEADLINE: OCTOBER 15, 2026



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Williamsburg, Virginia

Workforce

Community Health Center University (CHCU)



- 50 participants have graduated since 2023 with 19 graduating in December!
- **Program Highlights:**
 - **Coaching insights:** The most prominent themes emerging across coaching conversations include leadership confidence, communication and conflict management, change leadership, accountability, boundary setting, and navigating complex organizational pressures.
 - **2026 Mid-Year Participant Survey Feedback:**

*The program feels real, not generic. Examples, discussions, and case studies scored **4.79/5** for reflecting actual community-health challenges. Topics scored **4.63/5** for relevance to current work.*

Legal, regulation, and compliance changed how people work. Participants took content back to an executive director, an HR workgroup, and a review of how the organization serves minor patients. **People are learning in every session, then personalizing it.**

The running theme is “***I got something from every module,***” with coaching called the most helpful *element*. Instructors were described as knowledgeable and helpful; interactive sessions were called out for keeping people engaged.



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September 16–18, 2026

Williamsburg, Virginia

Workforce

Community Health Center University (CHCU)



2025 Capstone Examples



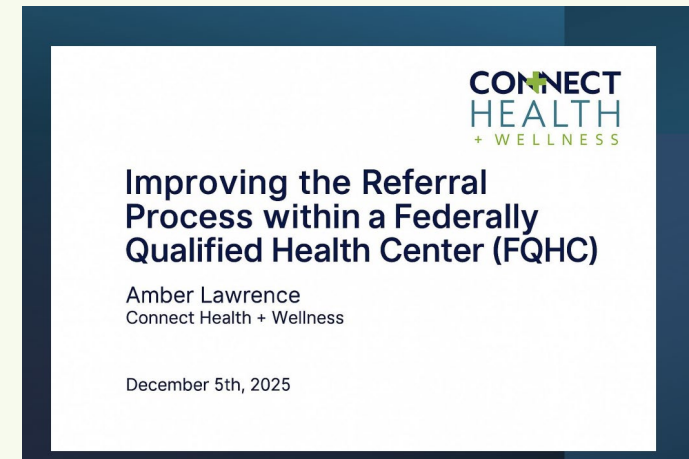
Integration of VaxCare

*Jessica Ferguson, RN
Clinical Director
Rockbridge Area Health Center*



Strength in Stability: Building Managerial Resilience

*Sarah Hersh, PHR
Sr. Director of Operations and Human Resources
Daily Planet Health Services*



Improving the Referral Process within a FQHC

*Amber Lawrence
Clinic Administrative Specialist
Connect Health + Wellness*



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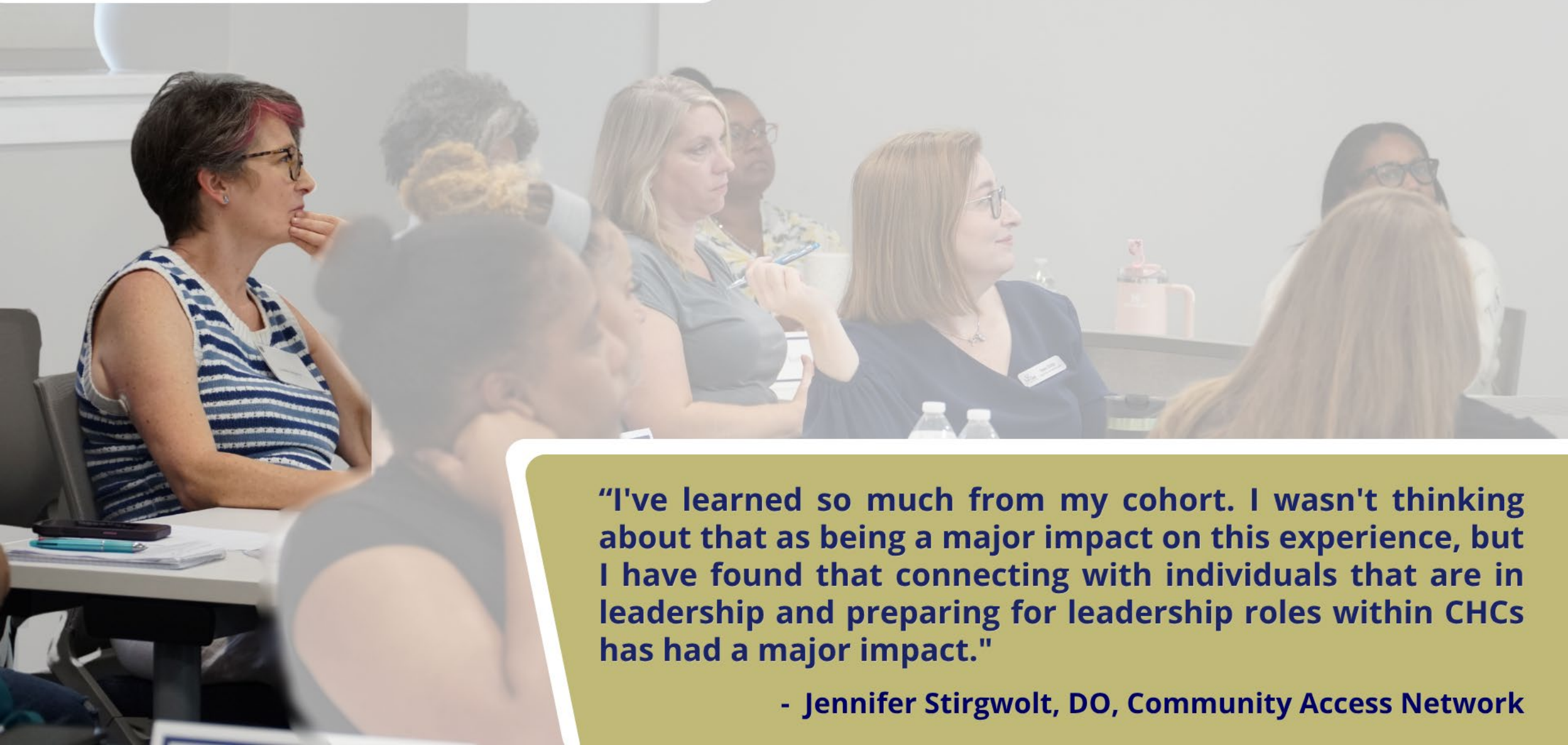
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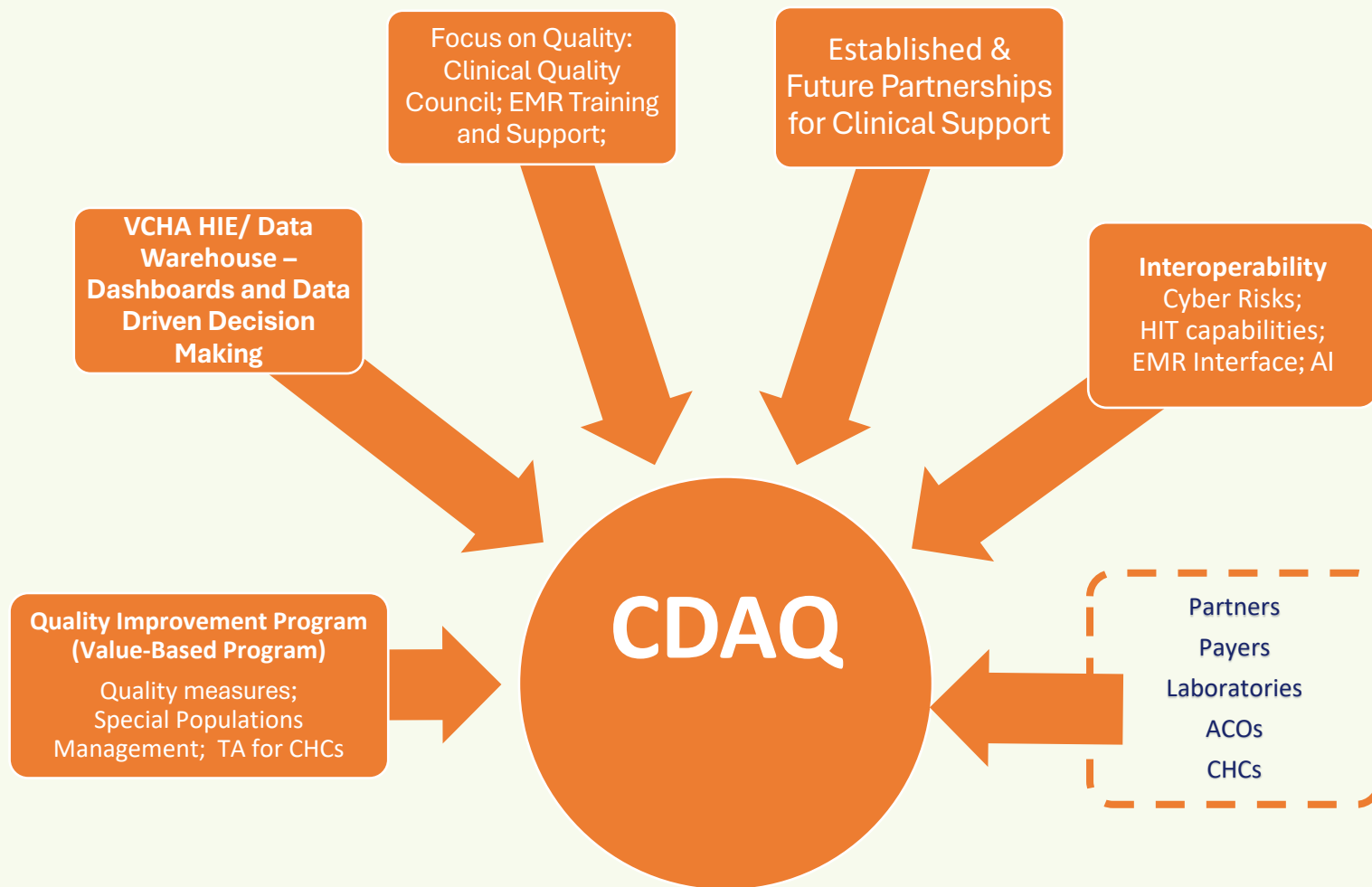
"The most valuable aspect for me has been being able to step outside of my daily role and responsibilities and really focus on myself as a leader – to develop myself personally and professionally. "

- Matthew Johns, Community Access Network



"I've learned so much from my cohort. I wasn't thinking about that as being a major impact on this experience, but I have found that connecting with individuals that are in leadership and preparing for leadership roles within CHCs has had a major impact."

- Jennifer Stirgwolt, DO, Community Access Network



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CDAQ

CDAQ Projects

CDAQ is continuously making efforts to provide quality training and technical assistance and leveraging Health IT to enhance the operations of your health centers.



GOVERNANCE

Clinical Quality Council (CQC)
CMO Work Group
Data / CIO Group



PARTNERSHIPS

HIT & Clinical Partnerships
HCCN Collaborative
HCCN Emerging Leaders
w/Collaborative



EHR EXPERTISE

In House eCW SME
Technical assistance



REPORTING

Annual UDS Reporting Training
& Technical Assistance
Ad hoc reports for CHCs and
VCHA



ANALYTICS

Analytics Support and Tools
Azara DRVS, Policy Map,
Public Data Sets, Dashboards



INFRASTRUCTURE

Data Warehouse (VCHA HIE)
Data Technical Assistance
Data Replication Servers

CDAQ is working with our partners to bring you information and resources that **elevate** your health centers, **educate** on HIT and data topics, and **advocate** for the HCCN work each of you do — and for our patients and communities.



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Data Management and Analytics

While the transition of the Data Warehouse to Azara DRVS has been a major focus, CDAQ has continued to utilize available data to improve quality for our CHCs, especially through work groups.



CIO / Data Group

Focuses discussions on HIT, process improvement, and available tools.



Clinical Quality Council

In collaboration with UVA Health, discussions center around clinical quality metric trends and promising practices being utilized in centers.



CMO Group

In collaboration with UVA Health, discussions center around the ever-changing field of nonprofit healthcare and identifying areas where additional TA may be appropriate.

Interoperability

CDAQ and VCHA are working to make the Virginia HIE (Data Warehouse) a centralized HIE tool for our centers.



Centralized HIE

Virginia Data Warehouse as an HIE tool for our centers



Lab data

Out-of-state and outside-CHC labs to support care gap closure



ACO dashboard

ACO data integrated into one shared dashboard



ER follow-up

Emergency Room visit data to support follow-up care



AI in Healthcare



TECHNICAL ASSISTANCE

Providing TA through partner relationships for general AI use and specific products



POLICY

Establishing up-to-date AI policy for members

Value-Based Care



CURRENT CONTRACTS

Currently holding 3 statewide ACO/MCO contracts
T/TA for CHCs on value-based care



NEXT STEPS

Working to secure future contracts with additional MCOs and lab providers for members

CDAQ

HCCN Progress

Azara DRVS Integration

26 centers moving from credentials to live on Azara DRVS



FULLY INTEGRATED

11

centers live on Azara DRVS

The largest group is already through the finish line.



2

Centers connectivity complete



5

Centers working on connectivity



7

Centers awaiting confirmation of credentials

8 awaiting credentials

5 working on connectivity

3 connectivity complete

10 fully integrated



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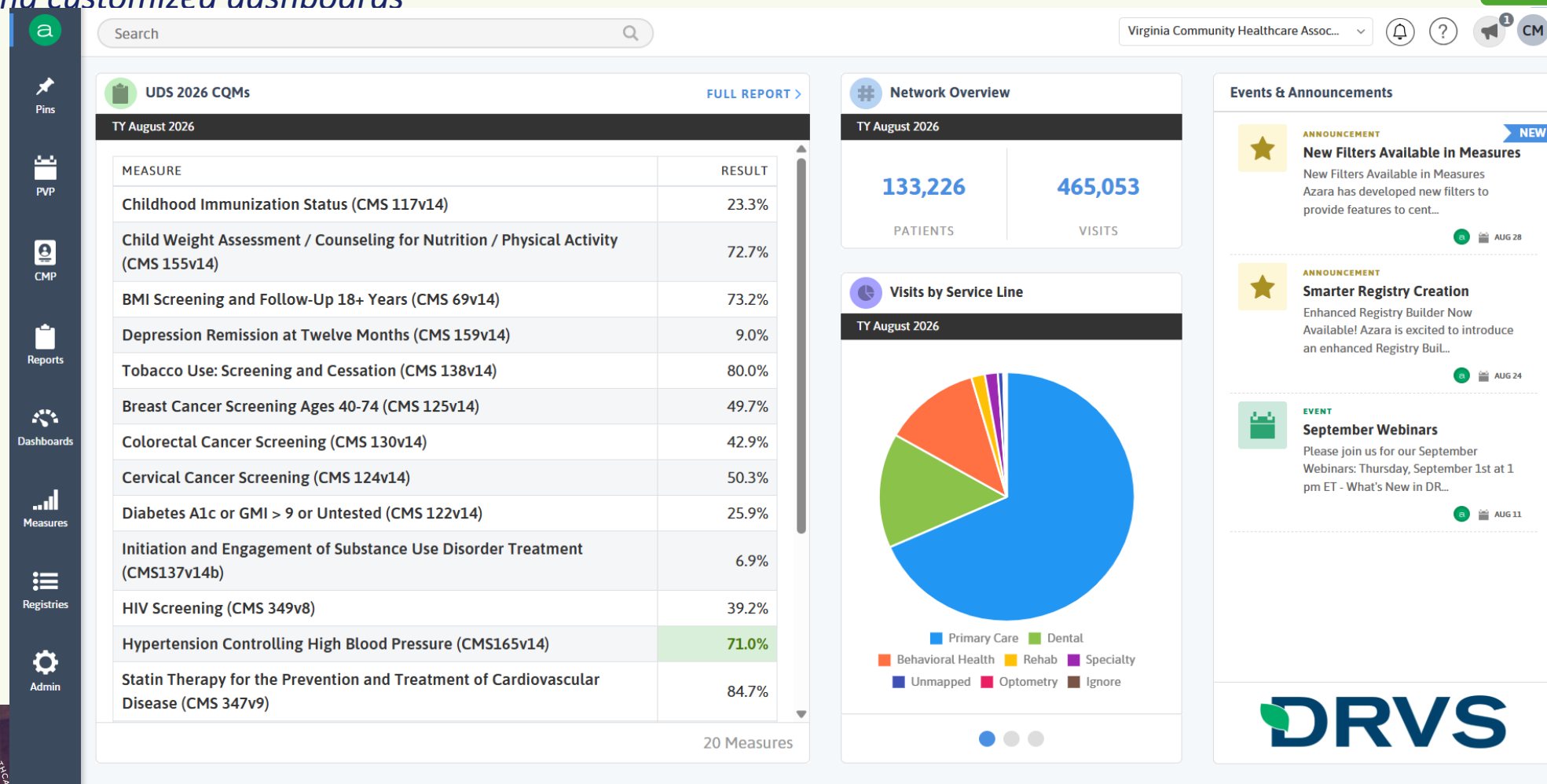
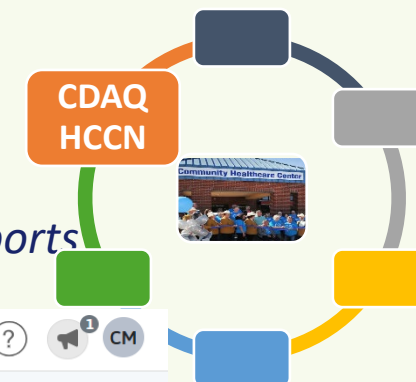
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CDAQ Azara Dashboards

Through the DRVS application, data within the Virginia Data Warehouse can be visualized in reports and customized dashboards



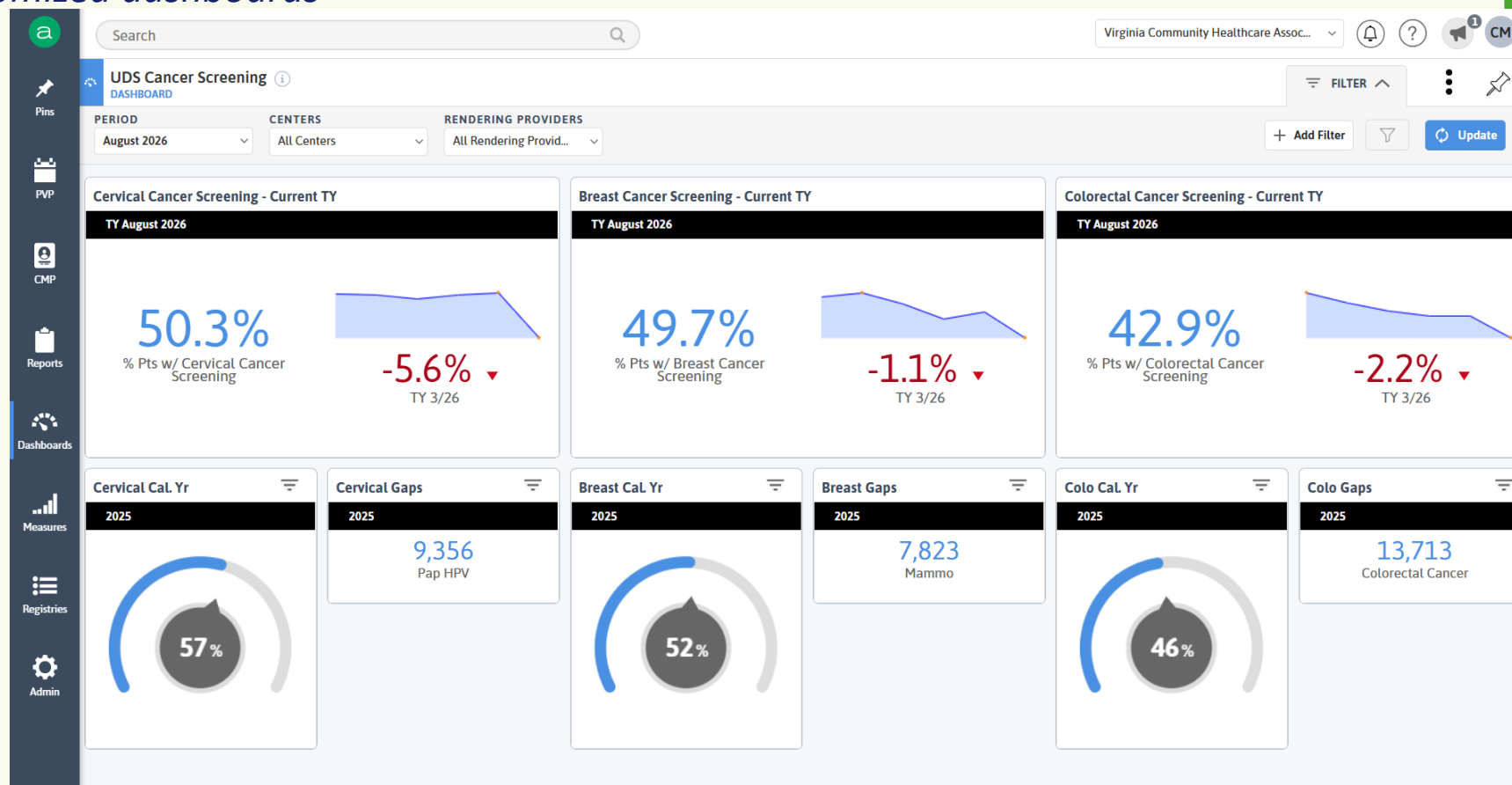
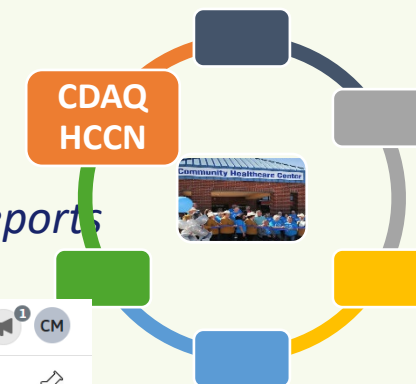
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CDAQ *Azara Dashboards*

Through the DRVS application, data within the Virginia Data Warehouse can be visualized in reports and customized dashboards



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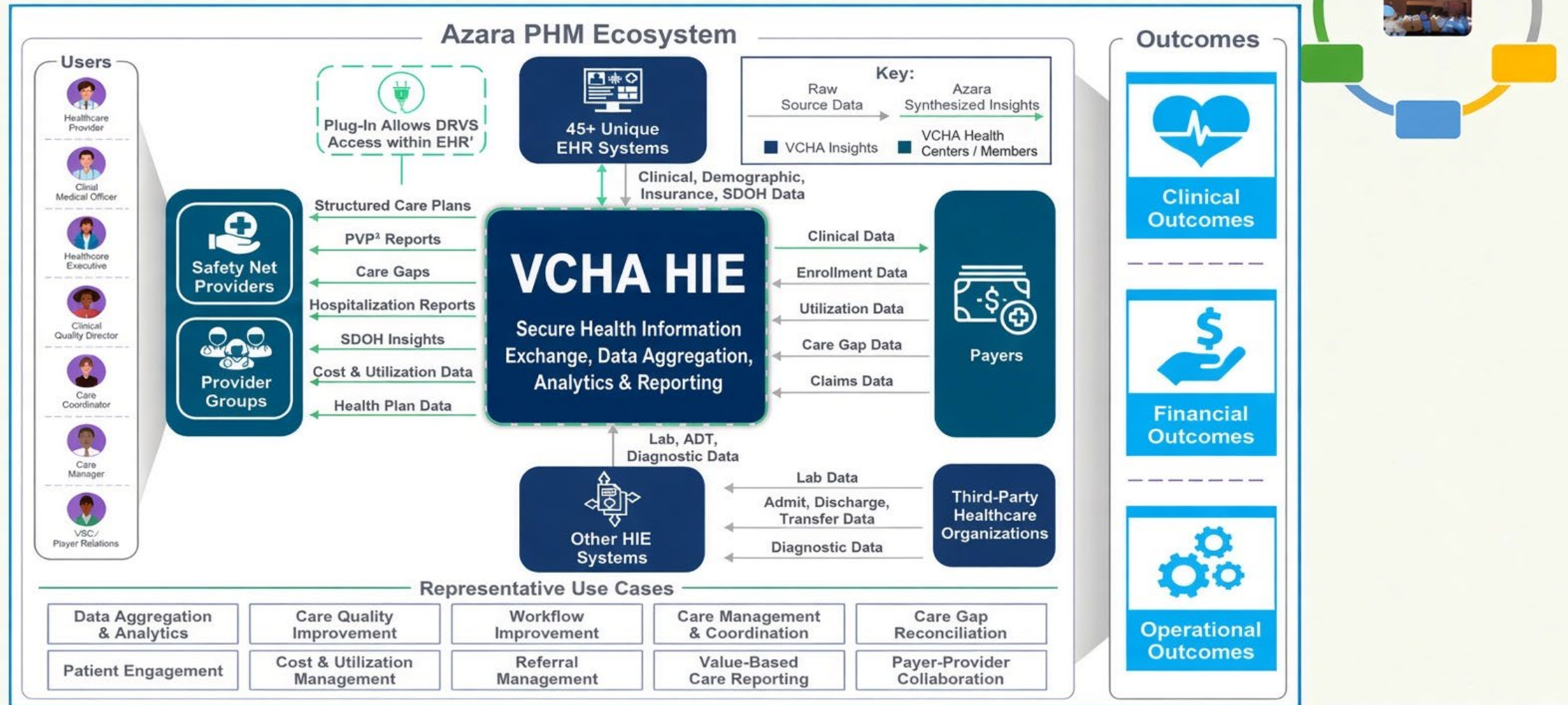
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CDAQ – VCHA HIE



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CDAQ *Azara Dashboards*

HR1 impact tracking



H.R. 1 Data Tracking · What VCHA Is Asking

A plain-language snapshot for Virginia community health centers

OPT-OUT DEADLINE

End of day · Sept 18, 2026

What this notice is

- PCA Hub asked VCHA to track H.R. 1 in near real time across health centers.
- They want a faster look at UDS-style measures — before official UDS is published.
- Used for advocacy, communications, media, and research.

What “H.R. 1” means here

- The 2025 reconciliation law — not the 2021 voting bill.
- Medicaid work rules, more eligibility checks, provider-tax limits.
- Enhanced ACA subsidies expired end of 2025.

Why they want the data now

UDS will eventually show the impact — but only after the year closes. This project tries to see payer mix, uninsured share, visits, and similar measures while implementation is still underway.

What VCHA is promising

State aggregate only

Your center should not be named in public PCA Hub products.

Azara DRVS first

Pulls from the warehouse many centers already use for UDS and QI.

No PHI / HIPAA

Counts and operational measures — not names, MRNs, or claims IDs.

UDS-family data

Same kinds of numbers you will later report to HRSA.

Opt-out offered

Reply by 9/18 to Connor Maenz at cmaenz@vcha.org if you do not want to be in the statewide rollout.

What opting out does

DOES

- Keep your center out of VCHA’s PCA Hub H.R. 1 rollout.

DOES NOT

- Stop UDS, Medicaid, 340B, or other required reports.
- Automatically drop you from Azara or VCHA QI dashboards.
- Hide you once the next official UDS file is public.

TO OPT OUT: Connor Maenz · cmaenz@vcha.org

H.R. 1 = One Big Beautiful Bill Act (July 2025). Silence by 9/18 is treated as consent. To opt out, contact Connor Maenz at cmaenz@vcha.org. Not legal advice.



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COMING SOON...

A statewide initiative powered by VCHA + Labcorp

Virginia Care Gap Accelerator Project

From a pioneering legacy in medicine to accelerating the future of care.

IDENTIFY → ACT → CLOSE → ELEVATE

Use external data to uncover opportunities, focus outreach, close care gaps and strengthen UDS performance across Virginia's community health centers.



THE CHALLENGE IS ON
An award will recognize the center that closes the most care gaps!

Honoring the past. Accelerating progress. Rewarding impact.

Food As Medicine Program

Optimal Health Through Nutrition

Highlights:



- Registered Dietitian-led programming
 - Nutrition Counseling, Curriculum Development and Education
- No cost to CHCs d/t grant funding
- 18 CHC Contracts
- 275 Individual visits
- > 1700 Participants in Nutrition-Focused Workshops, Training, Outreach
- Ongoing Community Partnerships

Nutrition and Health Focus Zones:



- Pre-Diabetes, Diabetes
- Heart Health, Hypertension (High Blood Pressure)
- Lifestyle management



Program Evaluation *Preliminary Finds:*



- Tech and Program Infrastructure
- Data Integration and Capturing
- CHC readiness and capacity varies

Vision Forward:



- Multi-layered program offerings
- Scope-sensitive infrastructure
- Billable opportunities for CHC sites



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Marketing/PR Platform
Development Support

Digital
Communication
Channels

CommonHealth
Audio Series

CHC/Association
Image
Preservation



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CHC/Association Image Preservation

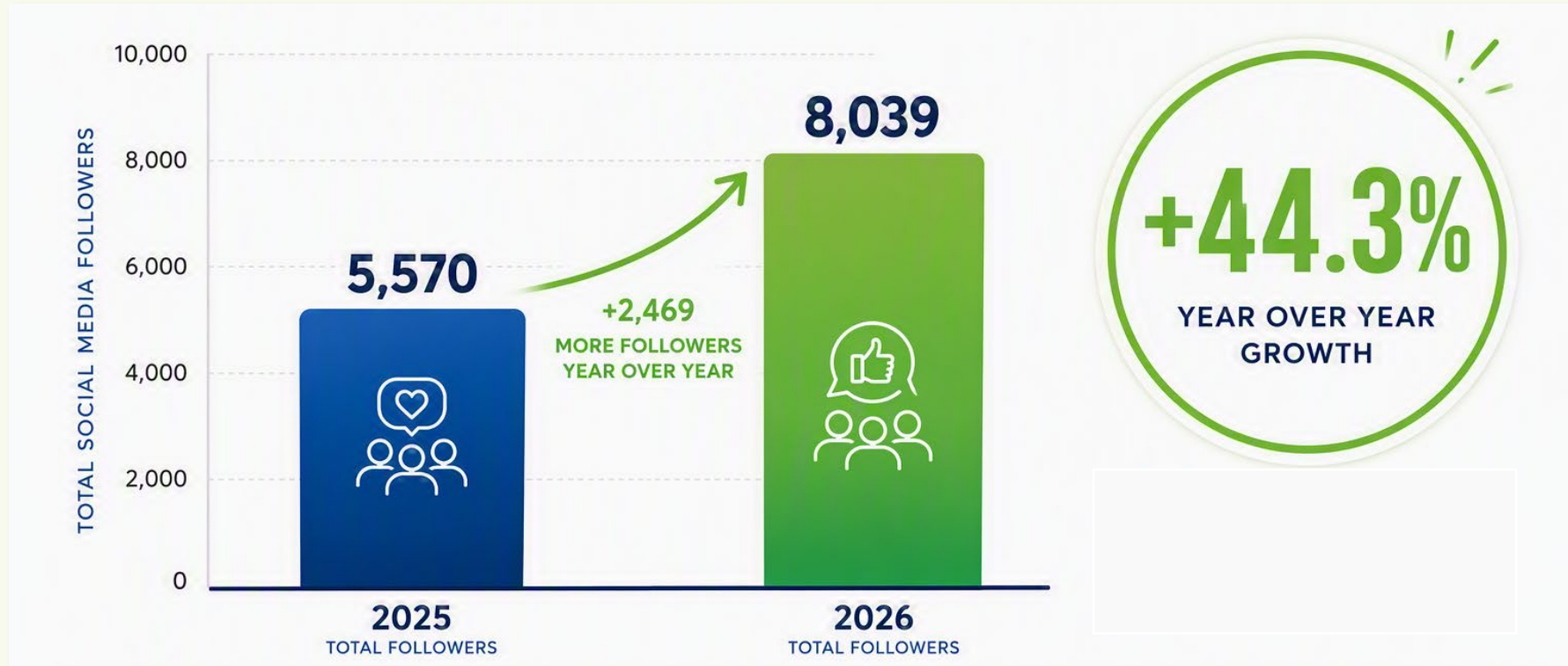
Support for Events and Activities

- Advocacy Events – Winter
- Golf Fundraiser – Spring
- National Health Center Week – Summer
- Annual Membership Meeting and Conference - Fall



Digital Communication Channels

Expanding your Impact



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Audio Series CommonHealth

Voices from the Frontlines of Community Health



5,680
UNIQUE DOWNLOADS

Total unique listeners reached across the podcast series.

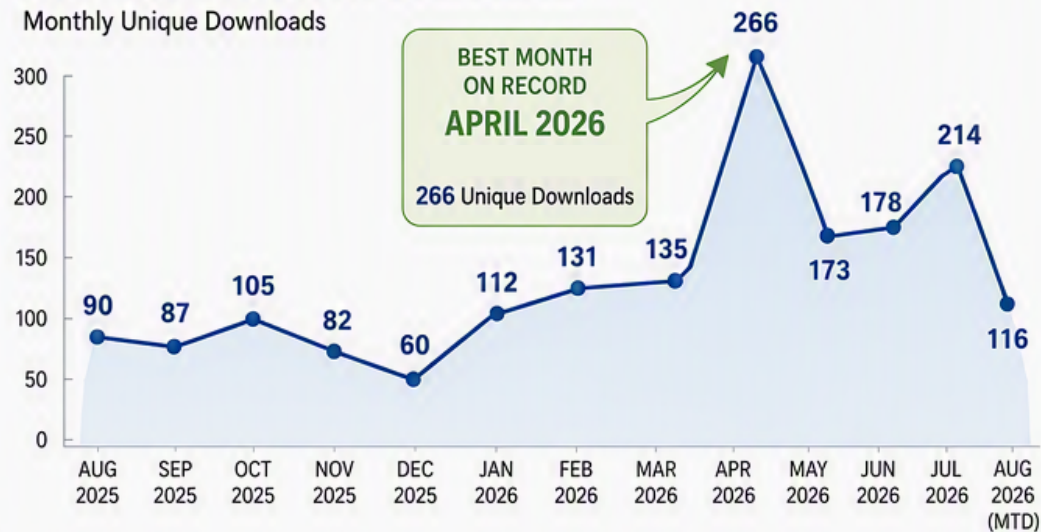


54
EPISODES PUBLISHED

Expert conversations and stories advancing community health across Virginia.

AUDIENCE GROWTH OVER TIME

Monthly Unique Downloads



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YOU GET PODCASTS



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Podcasts



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New episodes
TWICE MONTHLY
Stay informed. Stay inspired.
Stay **commonhealth**

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Expanding your Impact

CARDINAL NEWS
SERVING SOUTHWEST AND SOUTHEAST VIRGINIA

Local News Topics Membership Voter Guide Local Events Puzzles Obituaries Public Notices Partner with Us About us

OPINION

Community Healthcare Association: 340B reporting mandates risk diverting care from Virginia's most vulnerable patients

The state budget now before the governor would create significant, unfunded administrative burdens for community health centers without meaningfully improving patient care.

by Tracy Douglas
June 25, 2026

CARDINAL NEWS OBITUARIES
View new obituaries in real time from all across our region.

The Virginian-Pilot
Opinion columnists | Column: Community health centers are here for...

Column: Community health centers are here for Hampton Roads



Healthcare in Virginia

VIRGINIA MERCURY

CRIMINAL JUSTICE • POLICING ENERGY • ENVIRONMENT GOV • POLITICS EDUCATION HEALTH COMMENTARY

GOVERNMENT • POLITICS HEALTH

Eight school-based health clinics close in Southwest Virginia as federal funding pressures mount

Community health providers say policy changes are forcing closures.

BY CHARLOTTE RENE WOODS - JULY 10, 2026 3:21 PM

COMMENTARY

Rural Virginia has been kind to the GOP, yet Trump GOP allows rural healthcare to suffer

A place during President Donald Trump's second term contribute to the declining availability of medical care in the rural communities of health — the same communities that are, by far, Trump's strongest base.

writes columnist Bob Lewis.

340B REPORT



The Washington and Virginia Senate each recently voted to pass 340B legislation with markedly different approaches to state-level policy.

Washington Senate Passes 340B Contract Pharmacy Protections; Virginia Senators Swap Contract Pharmacy Bill with Study Group

February 18, 2026 William Newton, Editor-in-Chief 340B Report

Washington state senators on Monday passed a 340B contract pharmacy access bill that also includes new provider and manufacturer reporting [...]

340B REPORT



The Virginia Legislature recently passed a two-year budget bill that includes new 340B Medicaid reporting requirements.

Virginia Adds Last-Minute 340B Provider Reporting Mandate to State Budget Bill

June 25, 2026 William Newton, Editor-in-Chief 340B Report

Virginia lawmakers recently sent their governor a sweeping budget bill that included late-added 340B provider reporting requirements—just days after they [...]

ABOUT RESEARCH & POLICY ADVOCACY NEWS & EVENTS BLOG DONATE GET UPDATES

MARCH 13, 2026

Support Virginia Communities by Supporting Health Safety Net Facilities

Learn | Support Virginia Communities by...

Everyone deserves access to quality, affordable health care services — no matter how much money is in their wallet. Across Virginia, health safety net facilities offer a lifeline, often serving people regardless of their ability to pay and acting as the only affordable option for uninsured and underinsured communities.

Changes at the federal level will place additional pressure on this system in the coming months and years. Provisions in the federal H.R. 1 bill will reshape Virginia's health coverage landscape, including taking away Medicaid coverage from over 260,000 people. As more people go without coverage, safety net facilities will receive less Medicaid funding while the demand for services will increase. People who lose their insurance may put off care due to cost and end up in hospital emergency departments, which will ultimately increase state costs for uncompensated care and worsen health outcomes.

Virginia's safety net system — including Federally Qualified Health Centers (FQHCs) and Free and Charitable Clinics (FCCs) — plays a central role in keeping communities healthy and reducing long-term costs. Understanding how these facilities operate, who they serve, and how changes in coverage affect them clarifies the stakes for patient health and provides important context for policy and state budget decisions.

18, 2026 | Williamsburg, Virginia



Group Purchasing Organization (GPO)

A collaborative approach to savings and service for Virginia's community health centers.



Collective Buying Power

Aggregate member volume to negotiate preferred pricing and service terms—reducing the cost of goods and purchased services without compromising quality.



Strategic Partnerships

Carefully vetted partners selected based on member needs, transparency, value, and operational fit across clinical, IT, compliance, and administrative spend.



Shared Savings

Documented savings reinvested in professional development, training, and advocacy that strengthen care across the Commonwealth.



CARYN KIDWELL

GPO Manager

Leads GPO partner development, evaluation, pricing and contract negotiations, and member engagement to deliver measurable value to VCHA health centers.



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Williamsburg, Virginia

Group Purchasing

A Collaborative Approach to Savings and Service

KEY AREAS OF GPO LEADERSHIP



01 Member-Driven Strategy

Identify and understand member needs first—then set GPO priorities and partner selection against those requirements.

02 Partner Vetting & Selection

Evaluate prospective partners for relevance, quality, value, compliance, and alignment with community health center operations.

03 Negotiated Value

Negotiate favorable pricing, service agreements, and contract terms on behalf of participating member health centers.

04 Partnership & Performance

Manage relationships, reporting, and engagement to protect long-term value and support disciplined GPO growth.



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Group Purchasing

A Collaborative Approach to Savings and Service

GPO Growth & Progress

- 69 Vendors Reviewed
- 49 Vendors Vetted
- 20 Agreements Negotiated
- 7 New GPO Partners Added in 2026



Structured Review > Formal Vetting > Pricing & Contract Negotiation > GPO Partnership



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Group Purchasing

A Collaborative Approach to Savings and Service

Our Growing GPO Partner Portfolio

VCHA takes a partnership-focused approach to the GPO. Prospective partners are identified based on current and emerging member needs and undergo a structured review and vetting process. For approved partners, VCHA negotiates favorable pricing, service agreements and contract terms designed to deliver meaningful value to participating Health Centers.



PARTNERS



RECENTLY SIGNED



And we are continuing to grow. Additional GPO partnerships have been finalized and will be announced soon, with additional prospective partners progressing through evaluation and contracting.



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New Partnerships

A Collaborative Approach to Savings and Service



NORTH CAROLINA
COMMUNITY HEALTH CENTER ASSOCIATION



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Accessible Medical Equipment · Member Ordering Guide

VCHA + Henry Schein · Preferred pricing · Simplified ordering · September 2026

START HERE · CONTACTS

Sean Ray

Henry Schein program contact

410-627-1026 Sean.Ray@henryschein.com

Caryn Kidwell

VCHA GPO Manager

ckidwell@vcha.org

01 MIDMARK SAVINGS

46%–49%

off MSRP on configured exam-table packages

02 PROGRAM TIMING

Dec 31 / Nov 30

Pricing through Dec. 31 · Midmark rebate through Nov. 30

03 HOW TO BUY

Order direct

Each site issues its PO, invoice, and payment to Henry Schein

EQUIPMENT & PROGRAM PRICING

Equipment / configuration	Program price	Savings vs. MSRP
Ritter 228 Barrier-Free Exam Chair package*	\$6,047.78	\$5,710.22 · 48.6%
Ritter 229 Barrier-Free Exam Chair package*	\$7,253.34	\$6,408.66 · 46.9%
Midmark 626 Barrier-Free Exam Chair package*	\$8,203.33	\$7,206.67 · 46.8%
Midmark 626 package with integrated digital scale*	\$10,212.22	\$8,752.78 · 46.2%
Health-o-Meter 2620KL wheelchair scale	\$3,032.60	\$797.40
Health-o-Meter 2622KL dual accessible scale	\$3,349.25	\$880.75
Health-o-Meter 2920KL-AM wall-mounted wheelchair scale	\$7,388.90	\$1,944.10

* Midmark packages include configured upholstery and field-installed patient support rails. Optional articulating knee crutch kit \$1,000.00. Health-o-Meter pricing valid through Dec. 31, 2026. Midmark pricing is not tied to a minimum aggregate purchase. No extra GPO enrollment required. Qualifying Midmark purchases may receive a \$300–\$400 manufacturer rebate through Nov. 30, 2026.

HOW TO ORDER

- 1

Contact Sean Ray

410-627-1026 · Sean.Ray@henryschein.com
- 2

Share site details

Name, HS account #, address, model, qty, tax-exempt docs
- 3

Review the written quote

Equipment pricing plus freight/delivery before you buy
- 4

Issue your own PO

Site invoices and pays Henry Schein directly



VIRGINIA COMMUNITY HEALTHCARE FOUNDATION



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Virginia Community Healthcare Foundation



The Foundation's Mission

The mission of the foundation is to advance the ideals of quality and affordability in healthcare services through its partnership with the Virginia Community Healthcare Association and with essential funding from philanthropic individuals, corporations, and other sources.

The Foundation's Vision

For community health centers across the Commonwealth to have the abundant resources needed for Virginia to have the healthiest population in America.



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Virginia Community Healthcare Foundation



Foundation Objectives: A Working List

- To build upon and complement the efforts of the VCHA, supporting the vital work of Virginia's community health centers in innovative ways with new sources of funding.
- To promote quality, affordability, and cost-effectiveness in primary care and drive progress toward the ideal of health equity.
- To engage a diverse set of donor partners in the success and growth of Virginia's community health centers.
- To focus philanthropic investment strategically to leverage and unlock other resources and maximize donors' return on investment.
- To provide a national model for strategic philanthropic collaborations with a primary community health focus.



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Virginia Community Healthcare Foundation



Foundation Highlights

- 2026 VCHA Golf Outing raised \$41,000 for our scholarship
- Currently in negotiations with two MCOs for major grants benefiting our members
- We have submitted grants applications totaling \$28.615M this fiscal year
- We enter our second year of our scholarship partnership with VCU
- Now partnering with CVHS on a construction project and Tri-Area on a fundraising project



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2026 Scholarship Award Winners



VCU

School of Nursing

Martika Callands
Enijah Clark
Melissa Frank
Ashley Freeman
Diana Granados
Savanna Hartbarger

Alexis Johnson
Joevelyn Lara
Andrea Manzano
Myah Miller
Kendra Pritchard
Kaitlyn Truman



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New Business and Adjourn

Angela Futrell

Board President

**Chief Executive Officer
Southeastern Virginia Health System**



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THANK YOU



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