

They led, and a community followed

How the Zufalls' inspiring vision drove volunteers and donors to support health care access

When Robert "Dr. Bob" and Kathryn "Kay" Zufall decided to spend their retirement providing affordable medical services to Dover's underserved, they had few resources. Their one-room clinic had a portable exam table, a makeshift privacy curtain, and no other staff. Dr. Bob was the sole medical provider, while Kay managed administration, fundraising, and translation for their mostly Spanish-speaking patients.

Startup grants from the United Way and the Robert Wood Johnson Foundation, along with donated space from the Morris County Organization for Hispanic Affairs, got the modest, one-night-a-week operation underway in 1990. As word spread and the clinic's services became essential to local low-income families, the Zufalls recognized the need to grow beyond their initial plans.

Knowing they couldn't meet the growing demand alone, the couple turned to volunteers, grants, and philanthropic support. Many of their own friends generously offered their time and expertise, while monetary contributions



"It's just the biggest thrill of my whole life, frankly," Dr. Bob said in a 2015 interview about the growth of the health center.

offset the costs of medical equipment, staff wages, expanded operating hours, and additional clinical services.

Central to the Zufalls' success was the strong sense of community they fostered. Kay, in particular, worked tirelessly behind the scenes, forging connections and seeking out opportunities for support. Together, they built a network of people who embraced their vision of health care access for everyone.

The Zufalls' story is a powerful reminder of the extraordinary impact that ordinary individuals can have when their neighbors unite behind a common cause. Thirty-four years later, their dream endures, inspiring others to follow in their footsteps.

A 2006 editorial in *The Citizen* described the Zufalls: "They are lively and lovely people who exude kindness and good humor and talk about how much they enjoy their work. Without reproach, they explain that the people they help at the clinic are right here living alongside of the rest of us and they need help."



In the 1980s, the Zufalls volunteered in Peru before they realized that a similar need for medical services existed closer to home.

Dr. Bob and Kay's commitment to caring for their most vulnerable neighbors continues to guide Zufall Health today.



A Legacy of Service and Compassion

Zufall Health Founder Robert Zufall, MD, known fondly as "Dr. Bob," passed away peacefully on March 5, 2024, just three months shy of his 100th birthday and a decade after his wife Kay's death. He leaves behind five children, nine grandchildren, 11 great-grandchildren, and a powerful legacy of service and compassion. Family and friends celebrated his memory at County College of Morris on April 21. Read more about his extraordinary life: bit.ly/robert-zufall.



YOUR DONATION AT WORK

Zufall one of six centers funded for integrated preventive care

Thanks to a \$10,000 Prevention is Power™ grant, an innovative medical-dental integration effort is underway at Zufall Health. Most of the funding will be used toward cross-functional interventions for patients at high risk of heart disease.

Prevention is Power is a multi-year public health awareness initiative from the Henry Schein Cares Foundation, Inc. (HSCF), the philanthropic arm of international health care solutions company Henry Schein, Inc. In partnership with the National Association of Community Health Centers (NACHC), HSCF selected Zufall as one of six community health centers (CHC) nationally for the campaign's inaugural Prevention is Power Health Care Screening Program.

"Zufall patients greatly benefit from integrated care driven by provider collaboration, co-location of medical and dental facilities, and shared electronic health records," says Zufall Chief Medical Officer Rina Ramirez, MD. "Integration facilitates more opportunities for screenings, diagnoses, and referrals

to reduce gaps and improve outcomes."

Led by Ramirez and SVP of Dental Services Jade Duncan, DDS, MEd, Zufall will identify 50 dental patients with hypertension, one of the leading risk factors for heart disease. Participants will receive culturally responsive education about the connections between heart health and oral health.

"One significant example links periodontal (gum) disease and the cardiovascular system," says Duncan. "When gum bacteria enter the bloodstream, the resulting inflammation can affect the heart's blood vessels and increase the risk of atherosclerosis, heart attack, and stroke."

Critical to this health literacy effort are Zufall's Community Dental Health Coordinators (CDHCs), community health workers who help patients

navigate barriers to dental services. As needed, CDHCs will refer patients to Zufall's existing self-monitoring blood pressure program. Additional funding will be used to support the Dental Department's fifth annual Oral Health Symposium, themed "Prevention, Health Equity, and Wellness." Duncan anticipates that the virtual conference, focusing on whole-health prevention through the lens of oral health, will draw more than 300 health care professionals from across the U.S.



Community Dental Health Coordinator Yanira Villegas discusses heart health with a patient.

DIRECTOR'S MESSAGE

Expanding care, honoring a legacy



All of us at Zufall Health are heartbroken by the recent passing of our co-founder Robert "Dr. Bob" Zufall, MD. He remained active in our health center until the very end of his life, leaving us all with cherished memories. I hope you'll take moment to read his full obituary, in which he is posthumously quoted: "In a happy and productive life, [founding the clinic] was the most satisfying thing that [Kay and I] did."

Dr. Bob and Kay's leadership continues to inspire us as we expand our services. Currently, we're focusing on dental and pediatric care. Our newly added dental facilities in Somerville and Plainsboro are nearing completion, while a program

integrating dental and cardiovascular health is underway, thanks to the Henry Schein Cares Foundation. We are also progressing on plans for a permanent facility at Franklin Middle School that will include much-needed medical, dental, and behavioral health facilities for students, their families, and the community. Proceeds from this year's Be Well Benefit will support our school-based expansion, while honoring Dr. Bob and Kay.

After a long delay, a March decision in Congress keeps our federal health center funding secure for now. As you may know, Zufall's federal funding through the Health Resources and Services Administration is subject to periodic Congressional review. However, this funding accounts

for less than a fifth of Zufall's budget, making fundraising from private sources critical to our sustainability.

As always, we thank the Zufall Health Foundation Board of Trustees for their role in raising funds for the health center. I am pleased to share that Peter Wolfson, JD, is now President, while Jeanne Horsey, MSN, steps into the Secretary position and Bill Shuler moves to Treasurer. If you or someone you know is a good fit for service for our Foundation Board, I encourage you to reach out to me this spring.

Be Well!

Shade Cronan

Community health center advocacy matters

Zufall executives rally for long-term, increased federal funding

Zufall leaders recently traveled to Washington, D.C. for the National Association of Community Health Centers (NACHC)'s Policies & Issues Forum with an important mission. NACHC is the nonpartisan advocacy group representing the nation's 1400-plus community health centers (CHCs), like Zufall.

Central to the visit was urging elected officials to enact long-term federal funding for CHCs. Zufall executives emphasized that CHCs care for over 31 million underserved patients, generate \$85 billion in economic activity, and save taxpayers \$24 million annually.

"Despite bipartisan support, the situation is complex," explains Shade Cronan, SVP of External Affairs and Foundation Director. "CHCs' funding through the Community Health Center Fund, administered by the Health Resources and Services Administration, requires periodic reauthorization by Congress. Sometimes this fund stalls due to political

disputes or budgetary constraints. At the time of our visit, it had already expired and was only on temporary extensions."

The Community Health Center Fund is a cornerstone of financial stability for CHCs like Zufall, providing a consistent and dependable revenue stream that accounts for 17 percent of the health center's budget. When the Fund is compromised, it's challenging to plan and sustain operations and to support necessary increases in services. And while the Fund has remained level in recent years, it has not kept pace with rising inflation or growing patient demand.

"For these reasons, we are advocating for long-term, increased CHC funding," said Cronan. "At Zufall, where half of our patients are uninsured, the need is even more pronounced."

In March, just before the deadlines, Congress passed bills safeguarding CHCs' funding until the end of 2024. However, Zufall urges ongoing engagement to encourage long-term federal support for CHCs:

- Review CHCs' national impact in this 2023 NACHC report: bit.ly/nachc2023
- Consider why CHCs are meaningful to you or your organization
- Watch Zufall's Facebook, Instagram, LinkedIn, and emails for opportunities to contact your representatives about specific legislation.



The late Rep. Donald Payne, Jr. (second from right) was among the officials that Zufall Board Chair and Foundation Trustee Barry Rabner, MPA (far left), President and CEO Fran Palm, SVP of External Affairs Shade Cronan (far right), and Chief Medical Officer Rina Ramirez, MD (not pictured), spoke with in D.C.

Why I Give

Barry Rabner, MPA, finds personal, professional resonance in Zufall's mission

Asked why he values Zufall Health's high-quality and affordable services, Barry Rabner, MPA, responds with a story about someone who works in his community. Struggling financially, this individual could not afford proper shoes for her job that requires prolonged standing. She endured severe pain that ended in a toe amputation, a month of lost wages, and significant emotional distress.

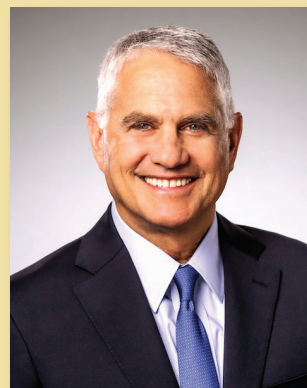
"Had medical attention been pursued sooner in a facility like Zufall Health, where care is available to everyone, so much suffering and expense would have been avoided," Rabner said.

A retired health care executive who

most recently served as President and CEO of Penn Medicine Princeton Health (PMPH), Rabner understands the value of addressing health problems before escalation. His leadership led to the expansion of affordable primary care services at PMPH by transitioning their clinic to Zufall to offer services within the hospital building.

"We thoroughly evaluated several community health centers and Zufall stood out for its comprehensive services and stellar management and staff," Rabner said.

Rabner's work with Zufall at PMPH inspired him to join the health center board, on which he now serves as Chair.



Recognizing the importance of philanthropy to provide affordable care, Rabner later joined the foundation board. Through both roles, he is dedicated to addressing the increasing need for health care among vulnerable people.

"While 31.5 million people nationwide receive care at centers like Zufall, up to 100 million could benefit from them. Over the next decade, we must expand our response to meet this immense need, and philanthropic support will be vital to our efforts."

A New Jersey native with more than 40 years of health care leadership experience, Rabner also serves as Board Chair of the Center for Health Design and holds positions as Adjunct Faculty and Executive in Residence at Rider University's College of Business. Rabner and his wife, Amy, are proud parents and grandparents.

Give in Memory of Dr. Bob

Please donate to keep our co-founder's legacy alive

The Zufall Health Foundation is proud to support the meaningful work to which Robert "Dr. Bob" Zufall, MD, devoted so much of his life with his wife, Kay. As we mourn his passing, we also celebrate his commitment to providing our most vulnerable neighbors with access to high-quality and affordable health care.

Per Dr. Bob's wishes, the Zufall Health Foundation is accepting gifts in his memory. Your generosity will help to sustain and expand his and Kay's worthy vision of a world where everyone can achieve good health.

We also invite you to save the date for this year's **Be Well Benefit on Wednesday, October 9**. The celebration will honor the Zufalls while raising funds for the expansion of our school-based health center.

You can honor Dr. Bob's memory today by:

Making a secure, one-time or monthly, tax-deductible contribution online at zufallhealthfoundation.org/donate (or scan the QR code at right), or by mailing a check to Zufall Health Foundation
18 West Blackwell Street
Dover, NJ 07801



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