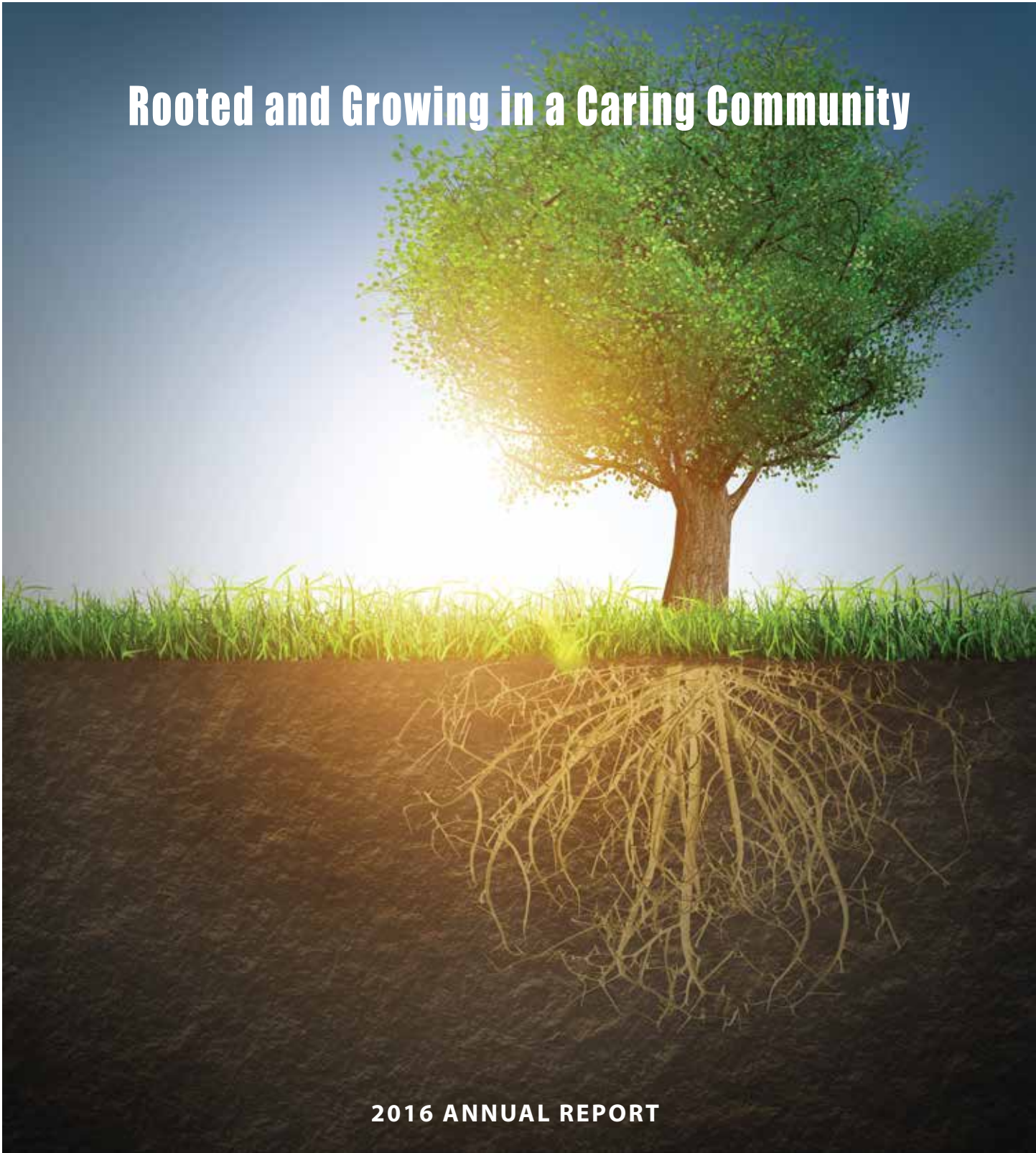


# Rooted and Growing in a Caring Community



2016 ANNUAL REPORT

**M+**  
**MarillacHealth**  
Committed to a healthier you.

## ***From Foundation to Future: Building and Growing***

Dear Friends,

The past year – 2016 – has been marked by strategic and significant growth in all areas of MarillacHealth. The decision to become a Federally Qualified Health Center (FQHC) in 2015 led to a sustainable financial model which in turn enabled us to double patient services and effectively treat more children, adults and seniors. ***The number of patients and visits grew from 5,546 patients and 25,030 visits in 2015 to 9,307 patients and 38,734 visits in 2016.***

This growth is meaningful and intentional: our families, friends and neighbors around Mesa County need timely access to quality health care. Marillac has the improved ability to deliver on this.

The collaborative efforts of community members together with St. Mary's Hospital and the Sisters of Charity of Leavenworth led to the birth of Marillac Clinic back in 1988, which has adapted and evolved over three decades to serve its most vulnerable community members. ***The primary focus of the organization has been a commitment to meet community need.***

Our new name – MarillacHealth – reflects the broad approach we take to providing health care, one that focuses on the health of the whole person. Each of our patients receives integrated services – primary medical, dental, optical, and behavioral care that are delivered by a team of providers. From the sturdy and resilient roots of our founders, ***MarillacHealth has blossomed into a fresh, forward-thinking and innovative organization meeting the healthcare needs of our community.***

***We invite you to read more about our growth and the impact we are making in our community.***

***We also invite you to visit our new website and Facebook page.*** We hope you will share information with your friends and neighbors about who we are, what we do and how to be a patient at MarillacHealth.



*Kay Ramachandran  
Chief Executive Officer*



*Lee Gaglione  
Chair, Board of Directors*

***You can be proud of what your support and partnership has helped accomplish.***

***We are committed to a healthier you!***

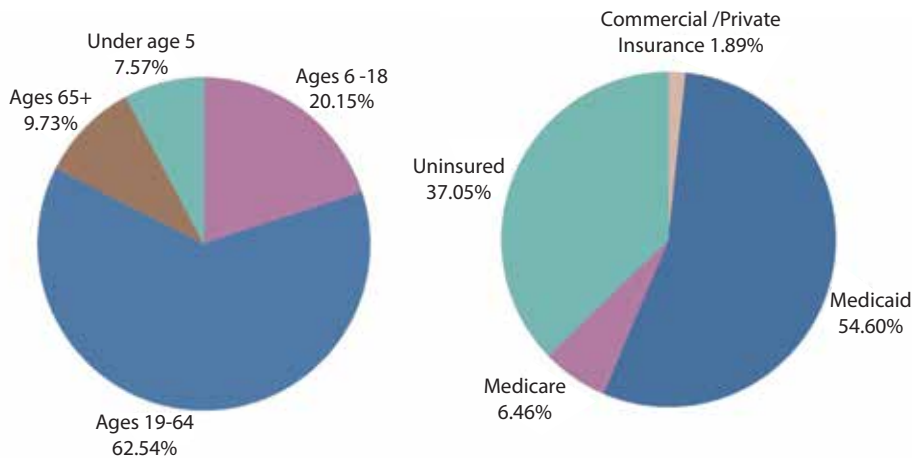
## What is the need in Mesa County?

- One third of Mesa County residents are on Medicaid.
- 8% of residents have no insurance at all.
- Over 25% of those with Medicaid can't access primary care due to a shortage of providers who accept Medicaid.
- Mesa County is designated as a Health Provider Shortage Area (HPSA) for its shortage of medical, dental and behavioral health care providers.

## 2016 was a year of growth

Our roots are planted firmly in meeting a community need. MarillacHealth is committed to meeting this need. However it is important that we do so in ways that positively impact and benefit the current and future health of our patients and our community. We know that the need for quality, affordable and accessible healthcare in Mesa County is great. ***Our patient demographics demonstrate our growth!***

### Age and insurance status of MarillacHealth patients...

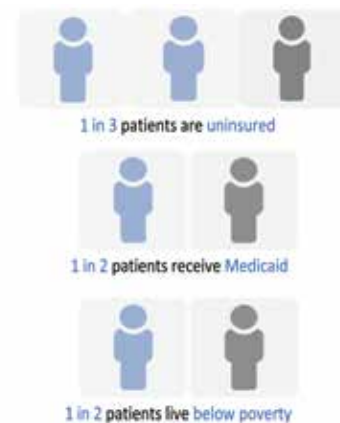
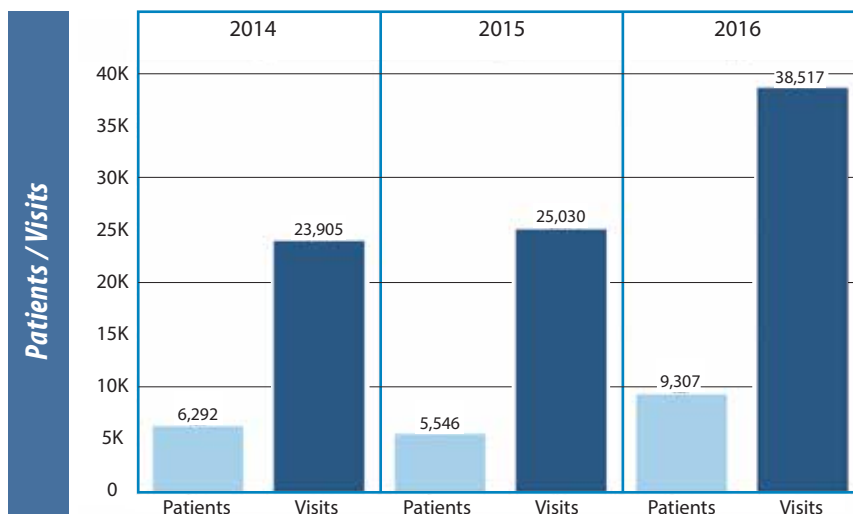


**A majority of MarillacHealth patient incomes are at or below 100% Federal Poverty Level (FPL).**

<b>0-100% FPL</b>	<b>59%</b>
<b>101-150% FPL</b>	<b>12%</b>
<b>151-200% FPL</b>	<b>10%</b>
<b>Over 200% FPL</b>	<b>19%</b>

*Example: 0-100%= Family of 4 earns less than \$24,600 OR Individual earns less than \$12,060*

*Estimates based on information provided by 2016 patients*





## MarillacHealth: Where “Acceptable” is not Good Enough

In 2016 MarillacHealth underwent a practice transformation. (That’s a health care term for making substantial changes in an organization’s daily work habits and environment in order to improve outcomes for an entire patient population). While Marillac’s performance in *Diabetes Control and Weight Management (2 of 16 clinic-wide quality measurements)* were already within Healthy People 2020 goals set by U.S. Department of Health and Human Services, our medical teams wanted to achieve even better scores and in the process, boost the health of our patients. Project Champions were identified in order to provide the focus and momentum necessary for this work.

“For the Diabetes and Weight Management Projects, Marillac utilized the talent of Medical Assistants as *Champions*,” explains Sean DeVeau, Medical Operations Director. “They possess boots on the ground expertise in patient care. They have a keen sense of how to improve clinic workflows. They really grasp the efficiencies of patient care.”

### The Champions

These project champions lead their colleagues in studying team roles/duties, systems for daily planning, staff training needs, patient education, record-keeping and workflows.

Most importantly, throughout the learning process *each team studied data to spot trends and identify strategies large and small for strengthening patient care.*

“Practice transformation requires a great deal of work,” adds DeVeau. “But enthusiasm abounds when team members recognize their hard work will result in hundreds of patients achieving improved A1C (blood sugar) scores, or when a large number of patients are able to reduce their weight and maintain a healthier lifestyle.”



*Project Champions*

Seated L-R: Brianna, Elizabeth, Christina. Standing L-R: Teri, Taylor, Melissa, Muranda. Not pictured: Kendra.

### Patient Satisfaction

*Our numbers only tell part of the story.*

*Behind the statistics are real people!*

*A recent survey of 300 patients receiving medical, dental and behavioral services reflect that **85% of them are very satisfied** with the treatment they received. **89% rated their provider as Excellent.***

## ***Life can be so beautiful when you're healthy enough to enjoy it!***

***Donna, aged 60, came to MarillacHealth in January. A diabetic who has been taking insulin twice a day,*** she was not in the habit of checking her blood sugar, was unaware of the testing supplies needed and lacked an understanding of how diet affects her condition. Her A1C score was 13.5. A healthy score is 9 or under. One week after her initial visit Donna returned to meet with her health care team's Registered Nurse. With the help of her RN, Donna learned about diabetic self-management, medication use, testing her blood sugar at home, keeping a food diary and increasing her physical activity. Three months later, Donna was thrilled to learn that her A1C was 9.7. Now that's she's testing her blood sugar routinely and managing her overall health, Donna feels confident and in control.

***Stella, aged 54, came to MarillacHealth after being hospitalized for heart failure.*** She had not been taking her prescribed medications for diabetes, she explained, because she could not afford the medications. Stella's A1C was documented at 11.8 during her hospitalization. Upon arriving at Marillac she received the vital support she needed for managing her diabetes. Her RN worked with her to develop a diabetic diet and a plan for safe exercise. After three months of better self-care, Stella's A1C has been reduced to 7.4 -- and she is thrilled.

Stella understands the steps she has taken have reduced her risk for long term complications and damage from diabetes. She's proud of her accomplishments in such a short period of time.



## MISSION / VISION / VALUES 2017

### MISSION

*We provide a wide scope of primary health care services to all Mesa County residents regardless of income or insurance status.*

### VISION

*Mesa County is a community where every resident has access to quality health care.*

### CORE VALUES

**Collaboration:** *We work together with our patients, peers and partners to improve the health of our community.*

**Compassion:** *We serve others with kindness and sensitivity.*

**Excellence:** *We deliver outstanding care and service.*

**Inclusiveness:** *We value diversity and treat every person with dignity and respect.*

**Integrity:** *We are consistently trustworthy and dependable.*

**Stewardship:** *We are careful and responsible with our resources.*

## Strategic Goals



## 2017 BOARD OF DIRECTORS

*Lee Gaglione, DDS, Chair*  
*Shane Haas, Vice Chair*  
*Dan Prinster, Treasurer*  
*Joan Baker, Secretary*  
*Jan Rohr, Past Chair*  
*Sister Barbara Aldrich*  
*Ann Boland*  
*Sister Jennifer Gordon*  
*Mark Green*  
*Deanna Johnson*  
*Jeff Kuhr, Ph.D.*  
*Joanna Little*  
*Leah Lyon*  
*Ed Werner*  
*Juli Williams*

## SENIOR LEADERSHIP TEAM

*Kay Ramachandran*  
 Chief Executive Officer

*John Whiteside, MD*  
 Chief Medical Officer

*Tom Lavery, DDS*  
 Chief Dental Officer

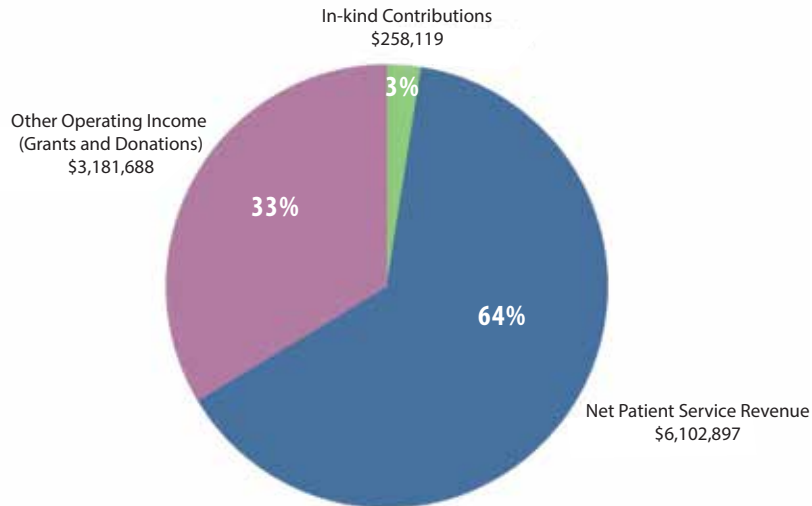
*Dan Becker, MBA*  
 Chief Financial Officer

*Kristy Schmidt*  
 Community & Development Director

## 2016 Financial Highlights

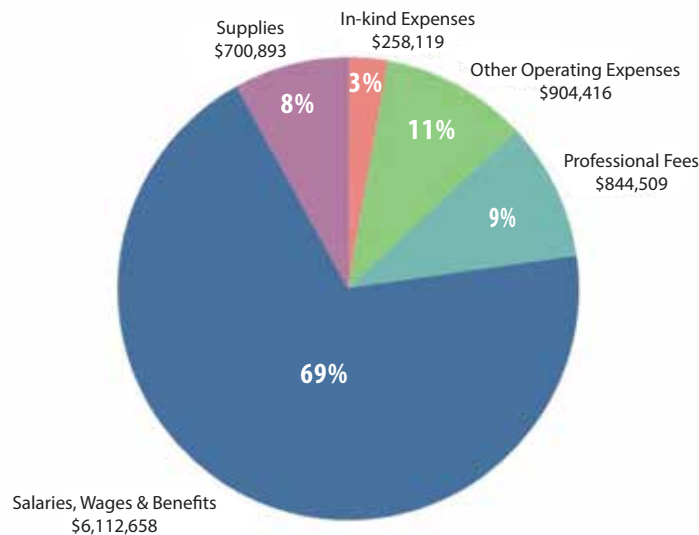
*MarillacHealth has a well-deserved reputation for responsible stewardship. When you choose to support the work of MarillacHealth, you can be sure your gift will be honored and used in the way you intended.*

2016 Audited Revenue \$9,542,704




*\*Other Operating Revenue includes funding from foundations, state and federal grants, pledges and donations from individuals, businesses, faith-based organizations, health care facilities. Over 33% of our revenue comes from grants and donations to support patient care operations.*

2016 Audited Expenses \$8,820,595



### Locations:

2333 N 6th Street, Grand Junction, CO 81501 • 510 29 ½ Road, Grand Junction, CO 81504  
970-298-1782 • [www.MarillacHealth.org](http://www.MarillacHealth.org)

 Like us on facebook!



## 2016 Major Funding Organizations

*We appreciate the generosity of all individual donors and funding organizations. Visit our website for the full, detailed list. Thank You!*

1st Choice Real Estate Co, Inc.  
Active Insurance Solutions  
Alpine Bank  
Baker's Boutique LLC  
Bank of America Charitable Gift Fund  
Blythe Group + co  
BNSF Foundation  
Children's Hospital Colorado - CICIP  
City of Grand Junction  
Colorado Health Foundation  
Community First Foundation  
Delta Dental of Colorado  
Denver Foundation  
Edward Jones/Jim Roland  
Fidelity Brokerage Services LLC  
Fidelity Charitable Gift Fund  
First Presbyterian Church  
Grand Mesa Medical Supply  
Grand Valley Catholic Outreach  
Health Resources & Services Administration  
Hilltop Community Resources, Inc.  
Humphrey RV & Trailer LLC  
Junior Service League of Grand Junction  
Kiwanis Club of Grand Junction  
LPL Financial Foundation  
Mesa County Medical Society Alliance Board  
Mesa County Physicians IPA, Inc.  
Mesa County Valley School District 51  
Mind Springs Health  
Oakley, Wanebo, Love, Mendenhall, Keller  
- Wells Fargo Advisors  
Peczuh Printing  
Pfizer Foundation Matching Gift Program  
Pro-Safe  
Redlands Lions Club  
Rocky Mountain Health Plans  
Schwab Charitable Fund  
SCL Health System  
Shepherd of the Valley Lutheran Church  
Sisters of Charity of Leavenworth, Leavenworth Kansas  
St. Mary's Hospital and Medical Center  
State of Colorado  
- Women's Wellness Connection Program  
- Primary Care Fund  
Townsquare Media  
United Methodist Women  
United Way of Mesa County, Inc.  
University of Colorado  
- Colorado Colorectal Screening Program  
- Ryan White Program  
Vectra Bank Colorado  
Western Colorado Community Foundation  
- Brownson Memorial Fund  
- Buescher Giving Fund  
- Waldeck Endowment  
Whitewater Building Materials  
Wine Country Inn  
- Edesia, A Palisade Culinary, Wine & Spirits Adventure  
Will Corporation  
William S. & Mai N. Robinson Charitable Trust  
WPX ENERGY, INC.

## Referral Specialists and Volunteers

Marillac's mission depends on the generosity of these community providers. Thank You!

### Allergy/Asthma

Allergy and Asthma Clinic

### Cardiology

Western Slope Cardiology

### Cardiovascular/Thoracic Surgery

St. Mary's Hospital

### Chiropractic

Sharon Anabel, DC

### Counseling

Behavioral Clinical Services  
Counseling and Education Center  
Grand River Psychiatry  
Hope West  
Latimer House  
Mind Springs Health  
Summit View Treatment Center  
Dolores Tiongco, MD  
Women's Recovery Center

### Dermatology

Maida Burrow, MD  
Colorado West Dermatology  
Mountain West Dermatology

### Dietician

St. Mary's Hospital Nutrition Services

### Endocrinology

Joseph Maruca, MD  
St. Mary's Hospital

### Ear, Nose, Throat

Colorado West Otolaryngology  
Grand Valley ENT

### Gastroenterology

Gastroenterology of Western Colorado  
Surgical Associates of Western Colorado  
Grand Junction Gastroenterology

### General Surgery

General Surgeons of Western Colorado  
Surgical Associates of Western Colorado

### Gynecology/Obstetrics

Women's Healthcare  
Colorado West Women Care  
Grand Mesa Women's Healthcare  
Monument Women's Healthcare

### Infectious Disease

St. Mary's Hospital

### Lung and Sleep Center

St. Mary's Hospital

### Maternal Fetal Medicine

St. Mary's Hospital

### Neonatal ICU

St. Mary's Hospital

### Nephrology

Grand Mesa Nephrology  
St. Mary's Hospital

### Neurology

Grand Valley Neurology  
Neurology Associates of Western Colorado  
St. Mary's Hospital

### Neurosurgery

Atlas Arch Neurosurgery  
St. Mary's Hospital

### Oncology

Grand Valley Oncology

### Oncology and Radiation Oncology

St. Mary's Advanced Medicine Pavilion  
Regional Cancer Center

### Ophthalmology

Rottman Eye Center

### Oral Surgery

Grand Junction Oral Surgery

### Orthopedic

Rocky Mountain Orthopaedic Associates  
Western Orthopedics/Grand Valley Specialty Care

### Pain

Western Rockies Interventional Pain  
Ellen Price, MD  
Colorado Injury and Pain Specialists

### Physical and Occupational Therapy

St. Mary's Life Center

### Plastic Surgery

Regenis Plastic Surgery/Colorado west ENT

### Podiatry

Balanced Rock Podiatry  
Grand Valley Foot & Ankle  
Rocky Mountain Orthopaedic Associates

### Pulmonology

St. Mary's Hospital Pulmonology

### Radiology

St. Mary's Hospital Radiology

### Rheumatology

Arthritis Center of Western Colorado  
St. Mary's Hospital

### Urology

Urological Associates of Western Colorado

***Thank you one and all!***

***www.MarillacHealth.org***