

MH MarillacHealth

Committed to a healthier you.

Annual Impact Report 2022



We are pleased to present **MarillacHealth's 2022 Annual Impact Report**—a concise lookback on the successes, challenges and opportunities of the last year. We think you will agree; ***this is an exciting time to be a patient, partner, donor, provider or staff member of MarillacHealth.***

Setting Strategic Priorities into Motion

Toward our goal of creating and sustaining a health center of excellence (where employees are highly engaged and enthusiastic about their work), in 2022 we conducted a Work Culture Assessment which defined key areas and new strategies around the ways we share information, inspire excellence, and recognize the efforts of our 92-person workforce. Another priority focus was the acquisition of Dr. Jennifer Stroh's primary care practice not far from the CMU campus, creating a convenient new access point for accepting more patients. Under Marillac's model of care, Dr. Stroh's patients gained access to behavioral health care, comprehensive dental care and the opportunity to apply for Marillac's sliding fee scale.

Confronting Healthcare's Widespread Challenges

The Department of Labor Statistics reports half a million workers have left healthcare since February 2020. The lack of qualified applicants has certainly impacted Marillac. Due primarily to provider shortages, we experienced a 13% decrease in patients from 2021 to 2022. And, for the first time in our history, Marillac had to rely in part on locum tenens (short-term, temporary) medical and dental providers.

As we continue to forge new solutions for Mesa County's evolving health care and staffing needs, in 2022 Marillac's Board of Directors voted to approve New Doors to Health, a capital campaign for building a new health center that will efficiently house Marillac's administrative teams and main clinical operations. This expansion will enable Marillac to extend healthcare to the east side of the Grand Valley while continuing to serve our existing patients adjacent to the centrally located Mesa County Community Services campus, just north of the Workforce Center. Construction of the new health clinic will begin in 2024.

We think the community should be proud of what was started in 1988—a vision of accessible and affordable healthcare that is uninterrupted and undeterred by adversity. ***As we celebrate Marillac's first 35 years and look forward to the next 35, we remain steadfastly positive and committed to a healthier community and a healthier you!***

With Gratitude,

Kay Ramachandran
Chief Executive Officer

Joanna Little
Board Chair

Our Commitment to Quality Patient Care

9,800

TOTAL PATIENTS

Children	<18 years	2,980	30%
Adult	18-64 years	5,168	53%
Adult	65+ years	1,622	17%

37,480

TOTAL VISITS

Medical	15,878	42%
Dental	15,998	43%
Behavioral Health	4,700	13%
Case Management	904	2%

Primary Care Quality Improvement

	Goal	Outcomes
Controlled Hypertension	>61%	72.75%
A1c >9% or Untested	<32%	29.78%
Child Weight Screening	>64.6%	77.39%
Adult BMI Screening	>88.3%	85.91%
Depression Screening	>82%	84.05%

Patient/Payer Mix

Medicaid	66%
Medicare	18%
Uninsured	12%
Commercial	4%
98% of our patients are low-income (<200% FPL)	

We're proud of our 2022 HRSA Quality Recognition Awards and to be designated a Patient-Centered Medical Home (PCMH) with Behavioral Health Distinction!



2022 Annual
Impact Report

Our Commitment to Financial Sustainability

\$14,803,240

TOTAL REVENUE

\$7,961,637

Net Patient Services Revenue

\$3,933,023

Federal, State, & City Grants

\$1,555,354

Other Revenue*

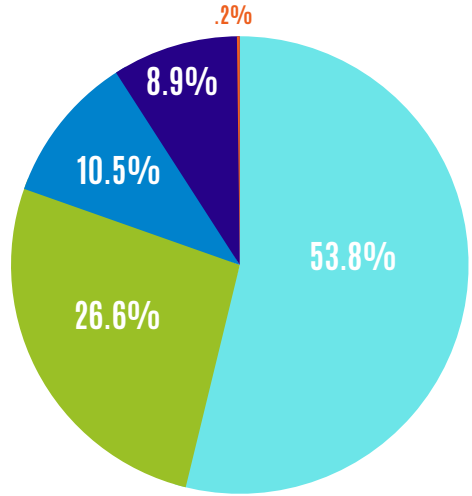
\$1,319,807

Other Grants, Donor Contributions

\$33,419

In-Kind Contributions

*Includes net assets released from restrictions, interest income, 340B revenue



\$12,226,280

TOTAL EXPENSES

\$7,465,664

Salaries, Wages, & Benefits

\$1,991,126

Professional Fees

\$1,559,173

Supplies

\$539,878

Occupancy/Lease

\$342,000

Other

\$164,005

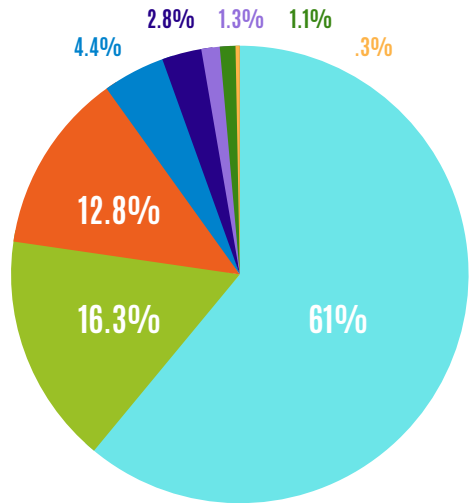
Depreciation

\$131,015

Insurance

\$33,419

In-Kind Expenses



Our Commitment to the Future

Coming in 2025:

Marillac's new health center,
centrally located adjacent to the
Mesa County Community Services Campus,
north of the Workforce Center!
512 29 1/2 Road, Grand Junction



MarillacHealth Board of Directors & Senior Leadership Team

Joanna Little, Chair
Realtor, RE/Max 4000

Dan Prinster, Vice Chair
VP Business Development,
St. Mary's Hospital/
Intermountain Health

Mike Stahl, Treasurer
CEO, Hilltop Community Resources

Deanna Johnson, Secretary
Realtor, eXp Realty

Joe Girardi
COO, CNO, Community Hospital

Mike Luedtke
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Clay Marshall
CFO, FCI Constructors, Inc.

Ed Werner
Artist, Sculptor

Bill Williams
CEO Emeritus,
Altresco Companies

Juli Williams
Community Volunteer

Marci Yoseph
Paraprofessional,
Independence Academy

Kay Ramachandran
Chief Executive Officer

Dr. David Dreitlein
Chief Medical Officer

Dr. Tom Lavery
Chief Dental Officer

Jeremy Carroll
Chief Financial Officer

Kristy Schmidt
Chief Development Officer

54% of our Board members are patients/consumers
of our services.

Our Priorities & Goals 2023-2024

Optimize Access Opportunities

Create new access points to be a community health center of choice

Health Center of Excellence

Develop and sustain a service culture of excellence both as a health care provider and employer

Strategic Service Expansion

Develop creative and fiscally responsible health care delivery models that expand our services

Thank you

to our donors, funders, and partners.
For a complete list of 2022 supporters, see our website:
<https://marillachealth.org/donors-partners>.

You can donate here:
MarillacHealth.org/Donate
or scan:



Our Mission

MarillacHealth provides a wide scope of primary health care services to all Mesa County residents regardless of income or insurance status.

Our Vision

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

Our Values

- Collaboration
- Inclusiveness
- Compassion
- Excellence
- Integrity