



MARILLACHEALTH 2023 IMPACT REPORT

Growth Snapshot

"Looking back at 2023, we at Marillac will remember it as a year of courageous decisions to build a successful *future*. We moved forward on the **New Doors to Health** capital project—closed on an ideal site, restarted our fundraising, engaged with our major partners for funding, and set the course for relocating a substantial portion of our service lines to a new location. In addition, we were approached by two smaller clinics, with close alignment to our mission, wishing to join our organization. We welcomed both sites and enlarged the footprint of our **patient population and our geographic service area**. While Marillac officially employed our Montrose staff January 1, 2024, the merging of the two organizations began several months before that. We continued our work with School District 51 and community stakeholders to open the second health center on a school site: the **Tiger Wellness Center** within the new Grand Junction High School.

High-quality healthcare starts with a well-trained, skilled, diverse, and satisfied workforce. This is one of the most essential pillars of our Strategic Plan. Our philosophy is that recruitment and retention is not always "pay the most", but more of a holistic view of the culture of the organization. We continuously strive to make strong improvements in variables like our organizational structure, competitive compensation, longevity of tenure, and a stable financial foundation—all of this we believe will lead to the sustained success of our mission.

We could not do our work alone. Our sincere thanks to our patients who choose us as their trusted healthcare provider, our community members who govern us through our Board of Directors, and our staff who give the best of themselves every day.

—Kay Ramachandran, CEO since 2013

Highlights

- Dr. Jennifer Stroh, DO and her staff merged with MarillacHealth and became our 6th site (2/1/2023).
- Marillac was awarded the proposal to operate the in-school integrated health center at Grand Junction High School for school year 2024.
- The PIC Place, a safety-net integrated care clinic in Montrose, merged with MarillacHealth and became our 7th site.
- We finalized the year-long planning and purchase of 4.53 acres on the Mesa County Community Services campus for our new health center (construction began mid-2024).

2023

13,512

unduplicated patients

40,830

patient visits

90%

low-income patients
(200% FPL or lower)



**MEET KELLY,
A MARILLAC PATIENT**

"When I came to Marillac, I was connected to a behavioral health provider, and that has changed everything. I felt relief; having my providers in my court gives me what I need to go on."

Kelly was a successful master plumber and was doing well in life. Then came the drinking and drugs—and finally, a serious car accident which landed him in a coma for 42 days. During a months-long rehab process during which he became bitter, withdrawn, and depressed, he found respite in his compassionate caregivers at the wound clinic. They encouraged him to find a primary care provider. He found the strength to reach out to Marillac...and now looks forward to his future.

2023 PATIENT QUALITY OUTCOMES

2

'Most Improved' awards:
1 for annual wellness visits and 1 for reduced emergency room visits

75%

diabetic patients with A1c of 9 or lower

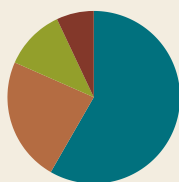
72.5%

hypertensive patients with blood pressure under 140/90

38%

of patients age 45-75 completed an annual colorectal cancer screening

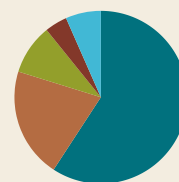
GROWING SUSTAINABLY



2023 Revenue
Total \$13,468,085

- 58.3%** Net Patient Services Revenue
- 23.3%** Federal, State, County, City Grants
- 11.4%** Other Grants & Donor Contributions
- 7%** Other Revenue*

*Includes in-kind contributions, net assets released from restrictions, interest income, 340B income



2023 Expenses
Total \$13,697,907

- 59.2%** Salaries, Wages, Benefits
- 20.6%** Professional Fees
- 9.4%** Supplies
- 4.2%** Occupancy/Lease
- 6.6%** Other Expenses**

**Includes depreciation, insurance, in-kind expenses

When you donate, we grow, and so does our impact.

Help us build our new health center and increase access to quality care.

