



WE ARE MAR MONTE

FY18 ANNUAL REPORT



As Mar Monte began an era of new leadership in FY18, the expansion and enhancement of our health services and education programs made us an even more vital part of the community safety net in the 42 counties we serve throughout mid-California and northern Nevada. Dozens of patients, supporters, community partners and staffers told their #WeAreMarMonte stories on camera, describing the value of our services to their community, how they have transformed lives – and in some cases, even saved them.

Mar Monte increased investments in medical services with revenue from the 2017 California tobacco tax that Planned Parenthood affiliates championed in order to expand health care for our patients, more than two thirds of whom live below the federal poverty level.* In FY18, we assisted in the development of cutting-edge ultrasound technology and elevated the standard of training for our medical staff on this new equipment. We also joined a statewide public health research effort to combat epidemic-level rates of sexually transmitted infections (STIs) in our service region.

While an anti-reproductive rights majority in Congress threatened to impose new restrictions on access to care and information, our Education team expanded community outreach to new populations and service areas. In the second year of mandated comprehensive[†] sex education in California public schools, we continued to provide our own updated sex ed curricula that is in high demand in the communities and schools we serve throughout California and Nevada.

*2018 FPL annual income for one person is \$12,140.

[†]The 2016 California Healthy Youth Act (CHYA) updated the state's mandatory sex education requirements to expand on HIV-prevention information and include education regarding topics of human development and sexuality, such as pregnancy, contraception, and sexually transmitted infections.

In our advocacy work, we joined with community partners to support and advance issues such as immigrant rights and to protect the Affordable Care Act (ACA). We also amplified our message with the help of a rapidly increasing number of passionate volunteers and supporters to promote issues that affect our patients' lives.

We focused our efforts where we have the biggest impact by providing affordable preventive care and contraception, access to STI testing and treatment, and empowering young people with information, resources, and communication tools that will help them stay healthy and safe.

In FY18, we stood firm despite political attacks on our services by continuing to provide leadership, essential care and innovative educational programs to our communities which span from the sea (*mar*) on the Monterey Coast to the mountains (*monte*) of the Sierra Nevada. We are Mar Monte.

MAR MONTE IS...

- "Quality health care"*
- "Empathy"*
- "Non-judgmental"*
- "Compassionate"*
- "A safe haven"*
- "A trusted community resource"*





Nancy | Redwood City

Primary care patient

"At first I was shocked to think that Planned Parenthood had primary care, but it has surpassed all my expectations. I had a stroke four years ago and they have helped me get my medical condition under control, and with preventative care so that I will not end up in a hospital again. My son, who is 14, is actually going to start going to Mar Monte for his primary care because I trust them so much. I also never knew that Mar Monte offered therapy services until I started to suffer from anxiety and depression this last year, and I was referred from my Mar Monte primary-care doctor to see one of the therapists. I have enjoyed that ever since, and it's helped me turn my life around."

WE ARE HEALTH CARE PROVIDERS



356,436 Total Visits



● Reproductive care visits*	303,083
● Early pregnancy-complication visits†	18,474
● Abortion procedures	18,111
Surgical	5,857
Medication	12,254
● Family medicine visits‡	16,401
● Prenatal care visits	367

* Includes wellness, contraception, pregnancy, STI test/treatment, and cancer screening visits

† Miscarriage management, ectopic pregnancies, pre- and post-procedure visits

‡ Pediatric and adult primary care

Additional Reproductive Care Data

STI tests	304,386
Emergency contraception prescriptions	102,471
Cancer screenings	38,554
Behavioral health visits	26,249
PrEP/PEP* prescriptions	1,254

Patients may receive multiple services per visit

Some services are only offered at select health centers

*PrEP and PEP are prescribed to prevent HIV transmission

Recruited by California public health officials for STI-prevention research

Mar Monte was asked by the California Department of Public Health (CDPH) to collect data that will aid in establishing new screening guidelines for the entire state. The CDPH sought our participation because the epidemic started in the Central Valley region, where Mar Monte does a high volume of STI testing.

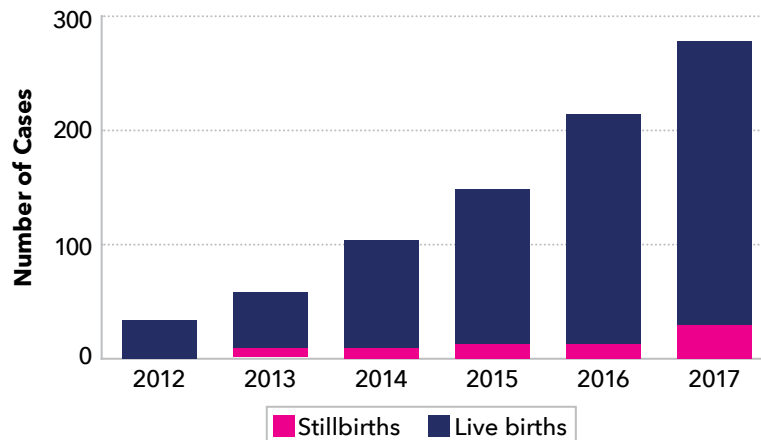
Spearheaded California Planned Parenthoods’ emergency response to STI crisis

Mar Monte’s medical management team was instrumental in calling attention to climbing STI rates in California and the need to establish a plan for the state’s Planned Parenthood organizations to coordinate our efforts in addressing the epidemic.

Adapted Mar Monte syphilis testing procedures to reach more women

Mar Monte piloted a new testing protocol in response to California’s mounting congenital syphilis epidemic, which disproportionately affects babies born to infected mothers in our service area. The approach involves screening all pregnant women for STIs unless they decline testing. In addition, we expanded our syphilis-screening protocol to include all individuals who could become pregnant.

Congenital Syphilis, California, 2012-2017



Source: CDPH, *Syphilis in Women and Babies: 2017 Snapshot for California*



Co-developed new ultrasound technology

We led Planned Parenthood affiliates in designing and implementing cutting-edge ultrasound technology. The new equipment allows our clinicians to hone their ultrasound techniques and identify high-risk pregnancy diagnoses, including life-threatening ectopic pregnancies.

Increased medication abortion (MAB) services

Eighty percent of Mar Monte’s 35 health centers now provide medication abortion. The Bakersfield health center began MAB procedures in FY18, expanding much-needed services in Kern County.



Jess | Fresno

Transgender patient

"[Mar Monte was] there for me at some of the darkest points of my life, and they were there for some of the best and brightest – particularly being able to come out as my authentic self as a trans man. The very first thing that was different about going to Mar Monte was that the staff were friendly and they didn't even blink when I told them that I was there for transgender services. I have gone to other clinics in the area for general health and reproductive health stuff, and, to be honest, I have not been treated with the same decency and respect as a human being that I have gotten at Mar Monte. The second thing is the clinicians and the doctors there were amazing as far as understanding transgender health needs. I was able to just tell them what I needed and not have to educate them."

WE ARE EDUCATORS



82,831 Total individuals reached

42,798 Individuals through community education and outreach

34,796 Elementary - high school students

3,577 Individuals through Peer Educator and *Promotores* outreach

738 Parents and caregivers

487 Professionals who work with youth

284 Young parents, aged 12-20, through the Teen Parent Support Program (TPSP)

151 Pregnant and parenting teens through the Teen Success program

Assisted school districts to comply with the California Healthy Youth Act

Our Education team members revised their curricula to meet 2018 updated requirements for comprehensive sex education in California public schools. It continues to be in high demand and is the only sex education curricula taught in many of the school districts we serve.

Promoted healthy relationships and STI prevention

Our sex education curricula includes a focus on STI prevention as well as issues such as sexual consent, adolescent relationship-abuse and prevention of human trafficking. It also reinforces development of healthy attitudes, behaviors and relationships. The instruction is designed to be appropriate for students of all races, ethnic and cultural backgrounds and learning abilities, as well as all genders and sexual orientations.

Added new sites for services

In FY18, Mar Monte's health education team expanded our services to sites such as vocational schools and special programs, including those for students with disabilities, homeless populations and communities of English-language learners.

Increased our regional Peer Education programs

We expanded our volunteer Peer Educator groups in nine of the areas we serve. Five new Peer Educators were trained in the Central Valley to help combat the spread of STIs by talking to other young people on school campuses, at health fairs and during community presentations.



Sarah | Visalia

Community ally at ACT for Women and Girls, a non-profit reproductive justice organization

"I've been a lifelong resident here in Visalia. I grew up here, it's my home. All my friends and family are here. Talking about reproductive health services is not something you do – ever! It's actually conversations that happen in whispers between sisters or cousins because trying to find reproductive health services, sadly, is like a taboo. So, we reached out to Mar Monte and we asked them what it would take to offer services here in Visalia in Tulare County. We started to work together to bring a satellite clinic that offered birth control and STI testing."

WE ARE ADVOCATES



Rallied record numbers to protest the attempted repeal of ACA and Title X changes

We organized rallies, phone banks, town hall meetings with legislators, marches and online “public comment” testimony protesting congressional efforts to eliminate the ACA and restrict the Title X family planning program. We also co-sponsored a roundtable discussion with Sen. Dianne Feinstein, at the Senator’s request, in opposition to the proposed Title X changes.

Expanded grass roots community partnerships

Mar Monte’s External Affairs team joined forces with existing and new coalition partners to promote issues such as immigrant rights, worker rights, voter rights, rights of communities of color, and prevention of sexual and domestic violence.

Launched new Health Care Access Program (HCAP) in Reno

In FY18, our Public Affairs staff established a patient-engagement program at our Reno health center that drew a record number of Nevada volunteers to support Mar Monte services and advocacy efforts.

Secured funding for vital Santa Clara County programs

We worked to help continue Santa Clara County funding of the Teen Parent Support Program (TPSP) for pregnant and parenting teens, an essential resource for young parents in the county who live at or near the federal poverty level. We also worked closely with community allies to pass the Women’s Agenda in Santa Clara County. We secured funding to support enhanced access to shelter space for survivors of domestic violence and their families, as well as housing for homeless women and their families.

- 6,045,448** Social media views
- 1,800,000** Urgent action emails received by activists
- 324,135** Supporters in database
- 833** Social media posts
- 85** Pink Outs, town halls, rallies, marches and protests
- 40** Presentations/lectures to classes/groups



Martha | Bakersfield

Patient

"Just about three years ago I tested positive for HIV. It was a life-changing experience. I couldn't believe it. I was in denial when I first heard the results. I'd only been living in Bakersfield for a couple of months so I didn't know anybody, didn't know where to turn. But when I found out that Mar Monte was where I should go to get additional tests, I was kind of surprised. It was like, 'Who knew that they did that?'

"And, of course, in addition to the physical difficulties I was having, emotionally, I was just a complete wreck, which is why I so appreciated the counselor that talked to me at Mar Monte. She sat with me for at least half an hour, maybe more, talking to me and reassuring me that all was not lost, that I wasn't going to die, that I could live a pretty normal life and a long life."

WE ARE VOLUNTEERS



Increased volunteer hours by 20 percent

By expanding our outreach efforts, which included a monthly online newsletter and texting campaign, we saw a substantial increase in volunteer hours and were able to better align volunteers with affiliate needs. Volunteers attended marches, rallies, assisted our administrative staff, took patient escort shifts, and assisted with health center community outreach.

Introduced Ambassador program

Our Volunteer Services team created the Ambassador program, training volunteers to assist staff during outreach and events and to be Mar Monte Ambassadors within their own communities.

Recruited unique committee of young fundraisers

Ten enthusiastic volunteers from across the Bay Area established Mar Monte's first Young Professionals Committee (YPC) to engage new audiences and create fundraising events of special interest to younger people. While learning fundraising skills, dedicated committee members are developing the next generation of donor-supporters and future board members.

Supported Mar Monte staff and patients

Volunteers contributed hundreds of hours to support Mar Monte, the work that we do and the people we serve. Their efforts included setting up a health center "kids' corner," providing toys and books for waiting rooms, and creating custom gift bags with donated items for staff and Teen Success graduates. One group also knitted dozens of pink "power hats" for Mar Monte rallies and other events.

163,190 Action alert emails sent

17,053 Total volunteer hours

15,792 Outreach texts sent

3,600+ Patient escort hours

656 Active volunteers

52 New volunteer Ambassadors trained

18 Voter-registration volunteers
(Sacramento Region)

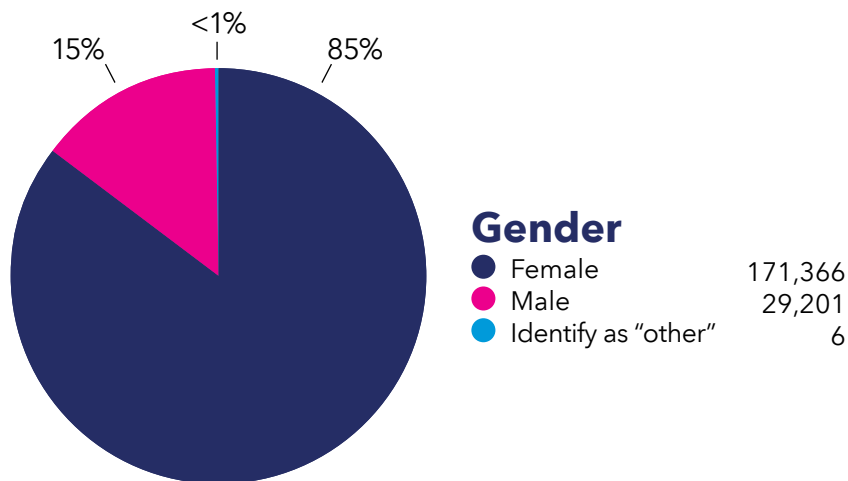
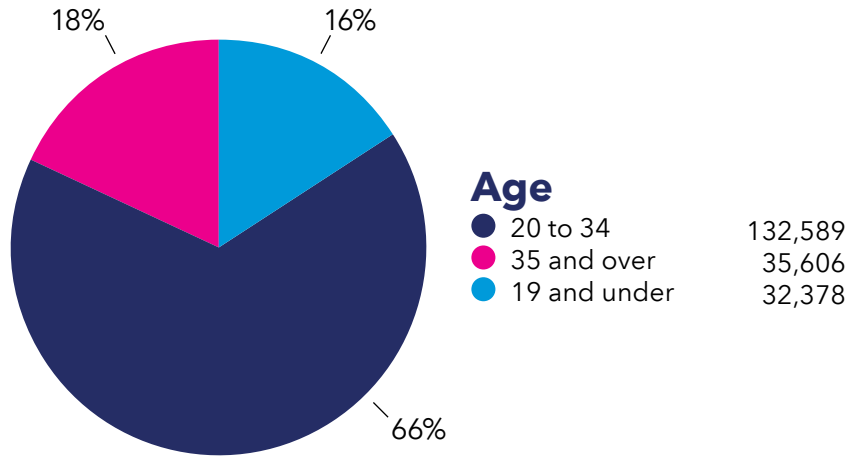


Janae | Fresno

Volunteer Peer Educator and college student

"As a Peer Educator, I do a lot of outreach, educating high school students and the community. I believe it's really important to educate people on how they can help themselves and when you know better, you do better. Some of the topics in sex ed can be really uncomfortable, and hearing these topics or speaking about them to someone who you connect with can make it easier. I make sure to keep an open line of communication. I want to make sure that my friends and my peers feel as if they're able to talk to me without judgment. A lot of times there's one-on-one conversations. There's offering of resources through social media. There's just sitting down and having a chat with coffee."

200,573 TOTAL PATIENTS

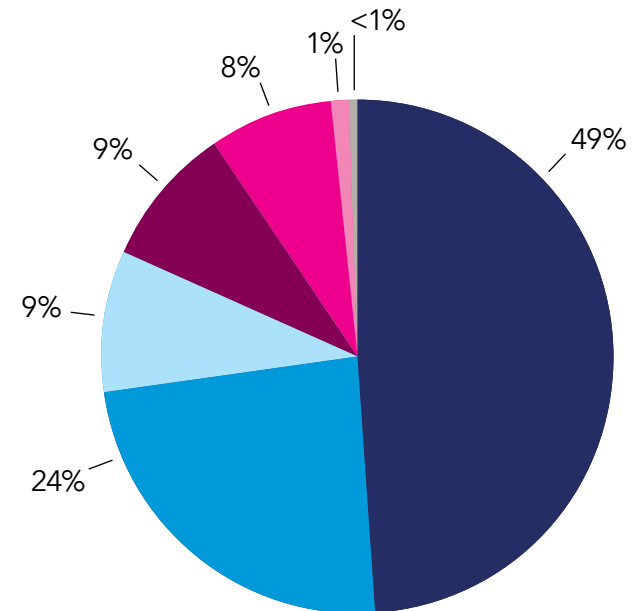


72% live below 100% of the Federal Poverty Level (2018 FPL annual income for one person is \$12,140)

93% live at or below 200% of the Federal Poverty Level

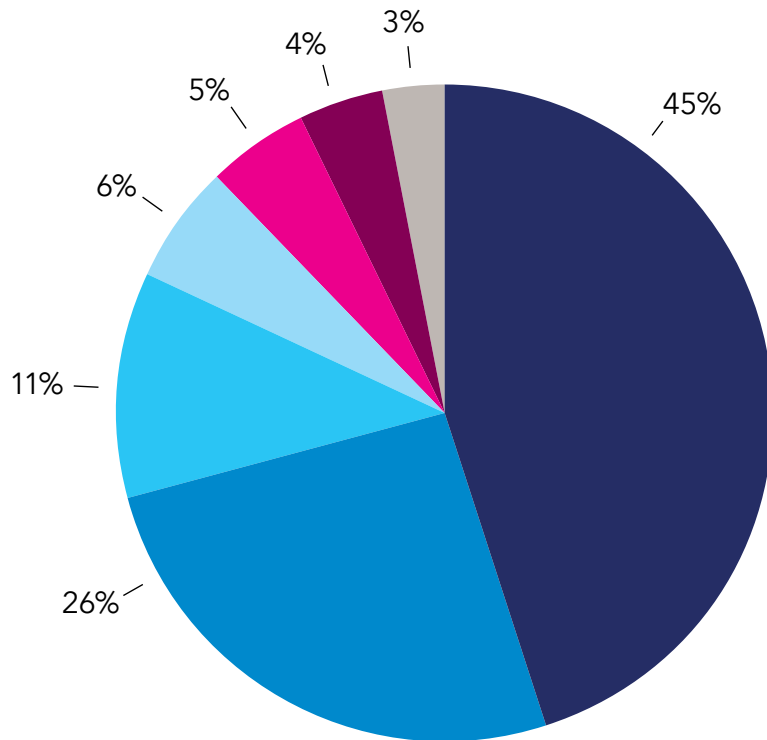
45% are insured by Medi-Cal (CA) and Medicaid (NV)

38% are covered by California's Family PACT program, which provides family planning assistance, including contraceptives, for those living up to 200% of FPL and who don't have ACA insurance



FINANCIAL OVERVIEW

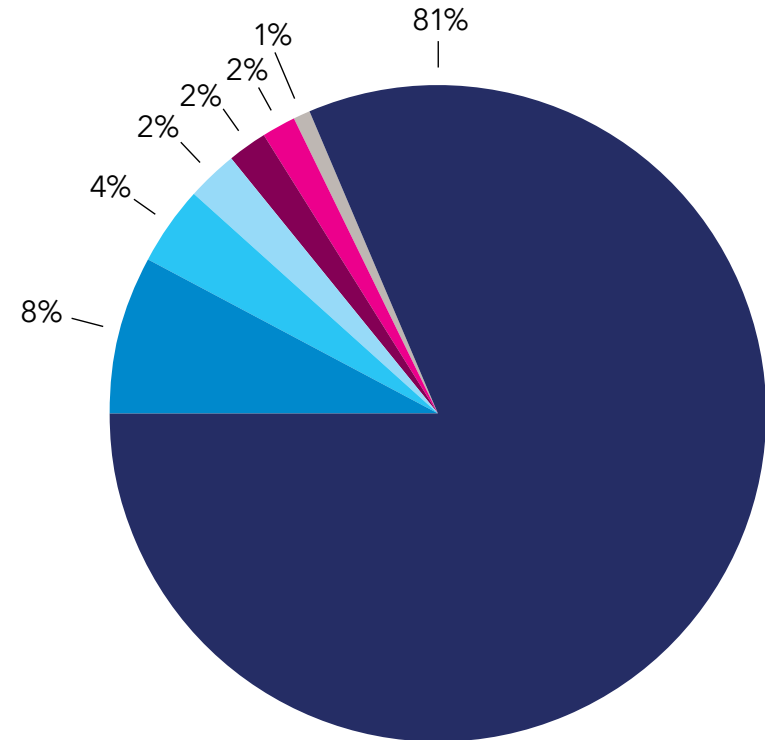
These figures, which are for PPMM and EVCC only, are taken from the FY2018 Consolidated Annual Report.



Sources of Funds

● Medicaid and Related	\$47,033,225
● Family PACT	\$27,348,170
● Contributions	\$11,420,507
● Contributions-Foundations/Corps	\$5,916,280
● Private/Fee for Service	\$5,589,065
● Govt Grants/Contracts	\$4,697,194
● Other*	\$2,967,647
Grand Total	\$104,972,088

* Lab contract services fees, trade discounts, unrestricted interest, rental property income and miscellaneous revenue (such as medical record copy fees)



Uses of Funds

● Health Center Services	\$85,450,240
● Management/General	\$8,413,636
● Education	\$4,005,339
● Public Affairs	\$2,468,893
● Replenish Reserves*	\$2,286,280
● Fundraising	\$1,597,490
● Marketing	\$750,210
Grand Total	\$104,972,088

* Replenish reserves for capital expenditures and support of programs and services

Our Service Region



Health Center Locations

CALIFORNIA

1 Alameda County

Hayward
Oakland:
Coliseum
West Oakland

2 Fresno County

Fresno:
Family First
Fulton Street

3 Kern County

Bakersfield

4 Madera County

Madera

5 Merced County

Merced

6 Monterey County

Salinas
Seaside

7 Placer County

Roseville

8 Sacramento County

North Highlands
Sacramento:
B Street
Capitol Plaza
Fruitridge

9 San Joaquin County

Manteca
Stockton:
Eastland Plaza
North Stockton
Tracy

10 San Mateo County

Redwood City
San Mateo
South San Francisco

11 Santa Clara County

Gilroy
Mar Monte
Community Clinic
(EVCC/MMCC)
Mountain View
San Jose:
The Alameda
Blossom Hill
Eastside

12 Santa Cruz County

Santa Cruz
Watsonville

13 Stanislaus County

Modesto

14 Sutter County

Yuba City

15 Tulare County

Visalia

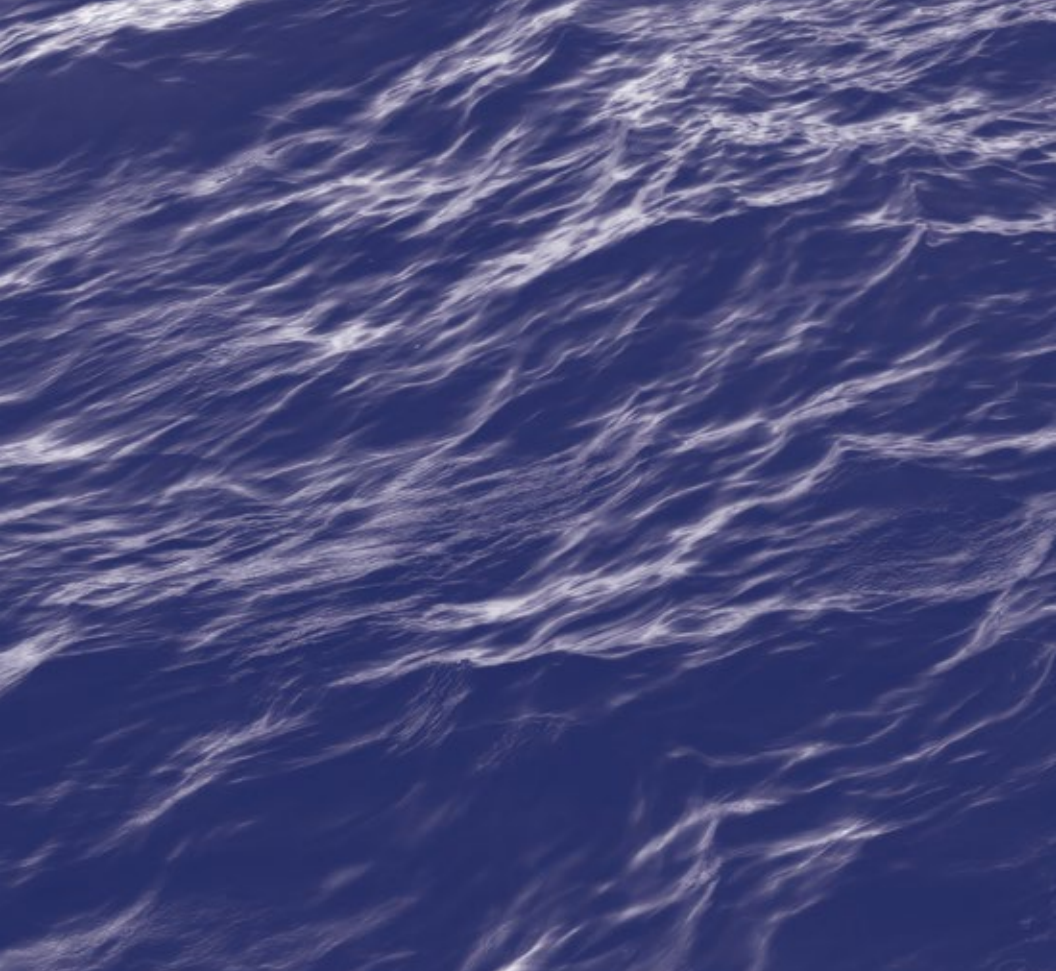
16 Yolo County

Woodland

NEVADA

17 Washoe County

Reno



FY18 Board of Directors

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To view more Mar Monte patient, supporter, staff and community partner stories, visit:

 [youtube.com/PlannedParenthoodMM](https://www.youtube.com/PlannedParenthoodMM)

And follow us at:

 twitter.com/ppmarmonte

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For more information, visit:

 ppmarmonte.org

Our mission is to ensure that every individual has the knowledge, opportunity, and freedom to make every child a wanted child and every family a healthy family.

We Are Mar Monte
