

MARILLAC NEWS

A report to the friends of the Marillac Clinic • Summer 2009



Thanks to you, Marillac Clinic has been serving Mesa County families through good and hard times for over twenty years!

Way back in 1988, when Marillac was founded, the Grand Valley was experiencing hard times. Now some 21 years later, our community is once again facing serious economic challenges.

As more and more folks find themselves unable to access health insurance and health care services, they turn in greater numbers to Marillac for help. Marillac stands ready to respond to the increasing needs of Mesa County families.

Together with support from our community, we have built a strong local response to our national health care crisis. Marillac has a long and respected tradition of excellent stewardship. In response to the current economic challenges we have streamlined our operations and focused even more sharply on increased efficiencies. As a friend of the Clinic, your support has helped create this vital resource that makes our valley such a special place to live and work. If you would like to make an additional gift to the Clinic to help us meet the growing need right here at home, please call Development Manager, Claudia Ragar at 970.255.6371 or donate online at www.MarillacClinic.org

Our Core Values

Response to Need
Respect
Wholeness
Excellence
Stewardship





Marillac continues to meet the increasing needs of Mesa County families during challenging economic times.

Steve Hurd, Ph.D.
Executive Director

During tough times, more and more people turn to Marillac for help...

It's no secret that when folks get laid off they often lose their health insurance. That means more and more of us in the Valley are unable to access health care. For over twenty years, our community has provided the means for Marillac to provide medical, dental, mental health and optical care as well as medication for thousands of our fellow residents.

These tough times affect all of us. Marillac is no exception. Across the country charitable giving is down, and funding from grants is more competitive than ever.

We recently learned that a portion of the state's funding for community health clinics has been reduced. Other funding sources will be in short supply as well.

Since its inception, Marillac has maintained the value of excellent stewardship. In response to this funding reduction, we have made operational and administrative adjustments that will help the Clinic meet the increasing demand for our services.

Cutting expenses while maintaining services...

Recently, we decided to discontinue the role of dispensing medication from our on-site medication outlet. With the advent of \$4.00 prescriptions available at a variety of

convenient locations, our patients are able to purchase much of their generic medication at less than our cost. After much careful thought, we determined that this cost-saving step would not impair patient care. Two local pharmacies

Walker Drug in Grand Junction and the Palisade Pharmacy have graciously agreed to dispense medications not included in the \$4.00 formulary. Both of these pharmacies are located just a short distance from our two clinics.

Many of our patients will continue to need expensive brand-name medications. Fortunately, most pharmaceutical companies make their medications available to our patients at no cost or at a reduced price through a Medication Assistance Program (MAP). Marillac will direct these savings towards making our eligibility and MAP processes more efficient.

Your support is more important than ever...

If you are reading this, you are already a good friend of the Clinic, and we are deeply grateful for your past support. However, your continued support is more important than ever.

As you may know, for many years Marillac has made only one annual appeal to the community. Traditionally, this has occurred

during the holiday season. This year, you'll be hearing from us a little more frequently. Many of you may have recently received a letter from us. Rest assured that we are doing our part to make every dollar count. Only 14.3% of our budget goes to fund development and administrative expenses. That means that 85.7 cents of every donated dollar goes to helping our patients.

Most of the folks we see at the Clinic come from hard-working families who simply don't have access to health insurance. They are fathers and mothers, brothers and sisters, friends, and neighbors. All pay what they can afford for their care and all are deserving of our help.

Please consider an additional gift to Marillac. When you help someone access quality health care, you make our community a better place for all of us to live! You can use the form on the back of this newsletter to send in your gift or visit us at www.MarillacClinic.org

Thank you again for all you do to make a difference in the lives of thousands of your neighbors!

YOUR LEGACY GIFT WILL HELP A DESERVING NEIGHBOR!

Each person receiving this newsletter has made unique and wonderful contributions to Marillac Clinic. We hope you'll take a moment to reflect on what it is you have done for Marillac and how your contribution has combined with so many others to make over 20 years of service possible. It really is quite remarkable when you think about it.

Longer term, perhaps you might consider a “legacy” contribution to the Clinic to carry on your tradition of caring for your neighbor:

- Name Marillac Clinic in your Will
- Designate the Clinic as a beneficiary of either an IRA, or life insurance policy
- Make a donation to Marillac's permanent endowment fund at the Western Colorado Community Foundation
- Set up a Charitable Trust or Charitable Gift Annuity with Marillac as beneficiary

*N*o matter what your age or station in life, being a part of something that serves others is a richly rewarding and satisfying feeling.

We hope that when your thoughts turn to giving and creating a legacy that celebrates your spirit and concern for your community, you will consider making Marillac a part of your plans.

When you give to Marillac, you know that your gift is going to support an organization with an unparalleled record for service and responsible stewardship.

**To find out more about planned giving or to make any donation, contact
Claudia Ragar, Development Manager, at 255-6371,
Claudia Crowell, Gift Planner at 244-2234
or visit us at www.MarillacClinic.org**



ALL OF US AT MARILLAC ARE SO GRATEFUL FOR OUR COMMUNITY'S UNWAVERING SUPPORT! THANKS TO EVERYONE WHO DIGS A LITTLE DEEPER TO SHARE THEIR GOOD FORTUNE AND HELP THEIR NEIGHBORS! INDIVIDUAL GIVING IS ALMOST ENTIRELY FROM LOCAL SOURCES. THANK YOU GRAND VALLEY!

NOW MORE THAN EVER, YOUR SUPPORT IS NEEDED.

As you can imagine, these are very busy days at the Clinic.

As the economic downturn continues to effect our community, more and more families are turning to the Clinic for help. Without Marillac, they would have nowhere to turn.

You may currently have health insurance. If you do, you are indeed fortunate. But try to imagine just for a moment what your life might be like without it. Most of us are just a layoff away from becoming uninsured. The good news is that Marillac is here for us. We have taken steps to conserve our resources and to improve efficiencies and effectiveness across the board.

As a consistent and generous supporter of the Clinic in the past, you can be proud of what you have helped to create. Your help is needed now more than ever!

A gift from you today will help the Clinic continue to deliver medical, dental, optical, and integrated health care services to thousands of your neighbors right here at home. From everyday health problems to more serious and life-threatening conditions, Marillac Clinic serves young and old with compassion and care that has earned this local success story national recognition. None of it could happen without your support!

During uncertain times, all of us sometimes wonder if there is anything just one person can do to make a difference. At Marillac we see the power of individual giving everyday! As someone with a strong tradition of supporting the Clinic's mission, you appreciate this more than most. Thank you again for all you do to help!



**IN FISCAL YEAR 2007-08
MARILLAC PROVIDED OVER
29,000 PATIENT VISITS.
MARILLAC'S FUND RAISING AND
ADMINISTRATIVE COSTS ONLY
AMOUNTED TO 14.3% OF IT'S
BUDGET. THAT'S WELL BELOW
THE NATIONAL AVERAGE FOR
NON-PROFITS AND ANOTHER
EXAMPLE OF THE CLINIC'S
RESPONSIBLE STEWARDSHIP**

www.MarillacClinic.org

We are pleased to report that more and more visitors are finding a visit to our website is a great way to stay abreast of the Clinic's activities and services. Outreach events, news items, updates on health related happenings around our community and our state are all available at www.MarillacClinic.org.

Many donors are discovering that the website is a great way to make a donation to the Clinic as well. Great thanks to those of you who stop by on a regular basis. You're always welcome at the Clinic whether it's an actual visit or a virtual one.

AROUND THE CLINIC...

AS ACCESS AND AVAILABILITY OF HEALTH INSURANCE BECOMES MORE AND MORE DIFFICULT FOR LOW AND EVEN MIDDLE INCOME FAMILIES, THE NEED FOR MARILLAC'S SERVICES GROWS!

IT IS NOW ESTIMATED THAT 47 MILLION OF US ARE WITHOUT HEALTH INSURANCE. 100 MILLION AMERICANS HAVE NO DENTAL INSURANCE OF ANY KIND. IN COLORADO, NEARLY 800,000 OF US ARE WITHOUT ACCESS TO HEALTH INSURANCE...LOCALLY, THAT UNINSURED NUMBER IS MORE THAN 24,000!

WITHOUT MARILLAC, A SIGNIFICANT NUMBER OF OUR PATIENTS WOULD GO TO LOCAL EMERGENCY ROOMS. THAT ENDS UP INCREASING EVERYONE'S HEALTH CARE COSTS.

Marillac Clinic outreach programs and screenings reaching more patients earlier and more efficiently...

People without health insurance often wait to seek treatment until their conditions and symptoms are advanced and more difficult to treat. We know that the earlier a condition is diagnosed and treatment begun, the better the outcome.

Working with employers, schools, churches, and other human services agencies, Marillac participates in a series of health events and community outreach opportunities to help the uninsured identify and begin treatment for conditions that will grow worse if ignored. This approach of treating people "upstream" has long been recognized for its efficiency and effectiveness.

Marillac's dental screenings continue to serve hundreds of Mesa County children...

In the 2008-09 school year, Marillac conducted dental screenings at 22 District 51 schools and 4 Head Start programs. 1541 students (pre-school through 5th grade) were screened and given information about good oral health habits. More than 172 children were identified with dental needs requiring immediate follow-up and treatment.

Great thanks goes out to Family Resource Coordinator, Sarah Hutchinson at Dos Rios Elementary School. Eight years ago, Sarah came to Marillac with the idea for these screenings. Since then, thousands of kids have been helped and live healthier lives today because of Marillac and Sarah!

Marillac in third year of Colon Cancer Screenings...

In January of 2007, Marillac began a partnership with the University of Colorado Health Sciences to screen the Medically underserved in Mesa County for Colon Cancer. To date, more than 400 people have been screened for this very preventable cancer. This program is a great example of a community partnership to improve the health of local uninsured patients. Local doctors, and two local hospitals, as well as a free standing Endoscopy clinic participate to make this possible. All related fees and procedures are paid by the program and financial assistance is available should further treatments be required.

Outreach events this summer...

In our ongoing effort to get the word out about the Clinic's services for low and middle income patients, several outreach events are scheduled this summer:

- **Farmers Markets** • **RMPBS Kids Fun Fest**
- **Farmworker outreach and screenings at local growers** • **Palisade Peach Festival**
- **United Way Agency Fair** • **Riverside Community Health Event**
- **Mission Fair – First Baptist Church**

If you know of an organization that would like to partner with Marillac in an outreach effort, contact Director of Community and Consumer Relations, Kristy Schmidt, at 244-2877 for more information. You can always find up-to-date outreach info at www.MarillacClinic.org

Colorado Dental Community steps up...

Recently the Western Colorado Dental Society made a significant donation (\$1500) to Marillac to help support our school dental screenings. For the last several years, Marillac has conducted an aggressive series of dental screenings in local elementary schools. Thousands of our local at-risk students have been screened and provided with information about good oral health, as well as toothbrushes, toothpaste, dental floss, etc. The gift from the Western Colorado Dental Society will support this effort for over 2,000 additional students. The Colorado Dental Hygienists have also made a generous donation (\$500) to underwrite fluoride treatments for kids! Thanks, dentists and hygienists! Your generosity will help our kids begin a lifetime of good oral health!

Anonymous donor makes \$10,000 gift to Marillac

An anonymous local donor has made a very generous gift to the Clinic through the Western Colorado Community Foundation. We were humbled and delighted to be informed of this wonderful gesture. During a time when so many worthy organizations are feeling the pinch of a difficult economy, this unexpected gift is particularly touching. If you would like to find out about more giving opportunities, please contact Development Manager, Claudia Ragar at 970.255.6371 or claudia.ragar@stmarygj.org.



Marillac bids farewell to Sue Noffsinger

Sue Noffsinger is a registered pharmacist who has volunteered since 2000 at the Clinic in the medications outlet. Sue is leaving to spend more time with her family. During her time at Marillac she volunteered more than 3,000 hours! She was invaluable in the operation of the medication outlet and everyone who worked with her over the years came to know her as a friend. Good luck, Sue. We will all miss you very much! You made a big difference in the lives of our patients.



Kate Hart, D.D.S. is one of only a very few pediatric dentists in the valley. She is celebrating her first anniversary of treating children at Marillac. We are so pleased to have Kate on the Marillac team. In July, thanks to grants from El Pomar, Virginia Saccomanno, and The Colorado Health Foundation, Kate will be using a brand new digital imaging sensor for her oral surgeries. The state-of-the-art sensor provides real time x-ray images on a computer that allows the surgeon to see a 360 degree view of the area being worked on. Our ongoing commitment to the oral health of Mesa County children is made possible by the generosity of the individuals and foundations who support Marillac's mission.

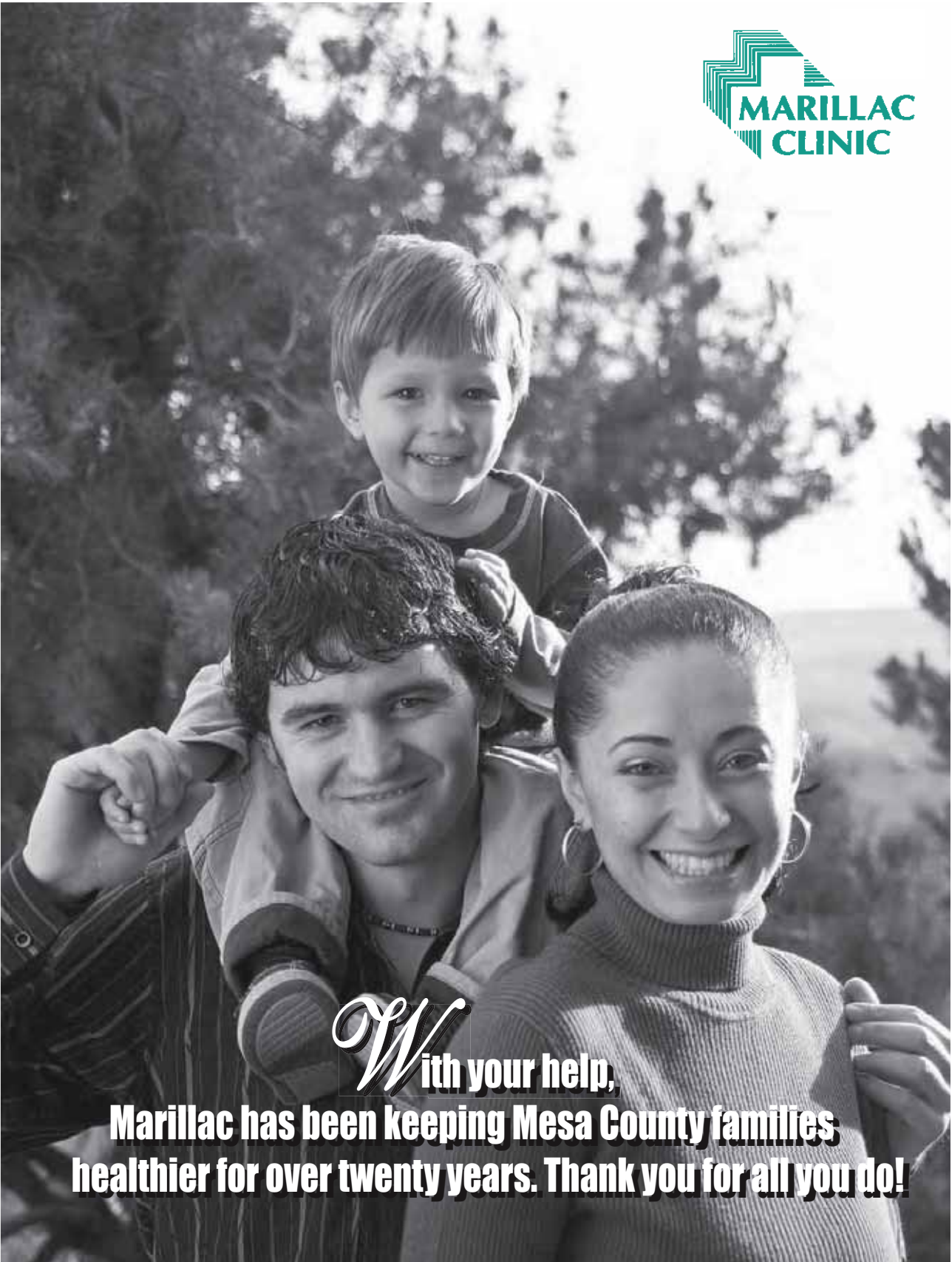
Thank You and Farewell to Cindy Neal...

Cindy Neal has been serving the patients of Marillac Clinic with love and professional excellence for thirteen years. Marillac has been profoundly blessed to have her with us all these years. This month, Cindy is beginning a new job at the Veterans Hospital on North Avenue. It definitely won't seem the same without Cindy's steady presence and easy smile. But our loss is the gain of our veterans and for that we can all be very thankful.

Thanks for the great memories, Cindy and for the wonderful care of so many patients over the years.



Cindy with the Nightingale Award she won in 2006



*W*ith your help,
Marillac has been keeping Mesa County families
healthier for over twenty years. Thank you for all you do!



Bridging the Health Care Gap

2333 N. 6th Street
Grand Junction, CO 81501
970 / 255-1782

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**Marillac Clinic
Vision Statement**

**Marillac Clinic welcomes
the underserved and
provides them with
compassionate,
innovative and essential
health care.**

**Marillac Clinic takes a
leadership role in our
community to insure that
access to health care is
available to all.**

If by some chance you have received an extra copy of the newsletter, why not pass one along to a friend who shares your passion for helping a neighbor access quality health care?

DETACH AND RETURN TO MARILLAC

Yes! I want to do my part to help my neighbors!

\$

Please indicate if you have a preference how the Clinic is to use your gift (check one box)

(please make check payable to Marillac Clinic)

RETURN FORM TO MARILLAC CLINIC

2333 N. 6th Street • Grand Junction, CO 81501

- Where needed most (an unrestricted gift allows the Clinic to use its resources in the most effective and responsive way)**
- Medical / Integrated Care Dental Optical
- Memorial / Honorarium Capital Needs Endowment Fund



Name

Address

City / State / Zip

Email

Phone

*To explore other giving opportunities, contact Claudia Ragar, Development Manager, at 970 / 255-6371.
To donate online, visit us at www.MarillacClinic.org.*