

MARY'S CENTER
APPLICATION SUMMARY

Charles and Mary Latham Fund Board Meeting

Request Date:	October 8, 2021
Project Title:	Preventing HPV for Under-Resourced Participants
Request Amount:	\$5,000.00
Program Area:	Health and Human Services

Organization Information	Contact Person for Application
Mary's Center 2333 Ontario Road, NW Washington, DC 20009 Tel: (202) 483-4911	Ms. Sarah McIntosh Director of Grants and Foundation Relations (202) 729-3524 grants@maryscenter.org

Organization's annual operating budget: \$51,601,865.00

Background

Mary's Center has been a leader in community health and economic growth since 1988. Nationally ranked for the quality of our care, we offer over 30 critical services to more than 60,000 people each year in Washington, DC and Maryland. Our mission is to embrace all communities and provide high-quality health care, education, and social services to build better futures. In 2020, we provided more than \$7.7 million in free care—a 103% increase from the \$3.8 million provided in 2015. We serve under-resourced families through integrated delivery services known as our Social Change Model, which provides participants greater opportunities to achieve economic independence and pursue their own path for a better future.

Mary's Center delivers quality medical, dental, social services, and education programs to residents of Washington, DC and Maryland. We have three health centers in the District in Wards 1, 4 and 5, and one each in Montgomery and Prince George's Counties in Maryland. Our five sites provide services to a diverse community; our participants come from nearly 50 countries. In 2019, 71% of our participants were low-income. Twenty-six percent (26%) of our participants were uninsured and 63% of our participants were underinsured. Fifteen percent (15%) of our participants identified as African-American or Black, 70% of our participants identified as Hispanic or Latino, 1% of our participants identify as Asian, 1% of our participants identify as Native Hawaiian, and 2% of our participants identified as mixed race.

Project/Program Budget (if applicable):

Project/Program Title: Preventing HPV for Under-Resourced Participants

Statement of Need

The COVID-19 pandemic has deeply affected the under-resourced participants we serve. Since the onset of the pandemic, health providers have seen marked decreases in wellness screenings and vaccinations due to missed medical visits, including the human papillomavirus (HPV) vaccine. The Centers for Disease Control (CDC) found that the HPV will infect 85% of Americans during their lifetime. While most HPV infections go away on their own, the virus continues to cause six different types of cancer in 36,000 Americans each year. Traditionally, the CDC recommended vaccinating children and young adults between 9-26 years old. Due to past successes and careful CDC monitoring, we know that HPV vaccines safely and effectively prevent up to 86% of HPV infections and 32,000 cancer diagnoses annually. As such, CDC guidelines recently expanded to include at-risk adults between the ages of 27-46.

While vaccines seem routine to most people, many immigrants come to the United States without receiving them. In 2020, Mary's Center administered 2,492 HPV vaccines to participants between 9-26 years old, 649 of whom were uninsured. With the expanded CDC guidelines, Mary's Center has an additional 4,389 uninsured participants between the ages of 27 and 46 eligible for vaccination. This funding will allow us to provide 27 HPV vaccinations for under-insured and uninsured adults who would not be able to afford them otherwise.

Detailed Project/Program Description

Mary's Center will provide 27 HPV vaccinations to underinsured and uninsured participants, without regard to their ability to pay, at any of our health clinic locations in Washington, DC and Montgomery and Prince George's Counties in Maryland. When an adult participant comes to Mary's Center for a medical visit, we review the individual's medical history and offer him or her the HPV vaccine as appropriate. Mary's Center follows the Centers for Disease Control (CDC) guidance for vaccinations. Any underinsured and uninsured adult who cannot otherwise afford a HPV vaccine will work in coordination with Mary's Center staff to receive the vaccination. Our cost for the vaccines is approximately \$185 per dose plus expenses such as supplies and staff time; multiply the amount by the number of people in a household, and the expense quickly competes with basic needs such as utility bills and groceries. Without our support, many participants would decide not to be vaccinated, placing their families and community in danger.

Providing HPV vaccinations for underinsured and uninsured adults who would otherwise be unable to afford them will allow Mary's Center to:

- Provide 27 HPV vaccinations to uninsured adults
- Prevent HPV infection among the expanded CDC age group for the vaccine (27-46 year olds)
- Help prevent cancer diagnoses, thereby reducing medical costs and improving health outcomes

This project will end once we have administered all of the HPV vaccines provided through this grant.

Evaluation and Sustainability

Mary's Center will administer 100% of the HPV vaccinations purchased through this grant award to underinsured and uninsured adult participants. We will demonstrate the effectiveness of this project by: (1) the purchase of the HPV vaccines once funds are available, and (2) the number of adult participants who receive the HPV vaccine.

Mary's Center maintains individual participant electronic health records that document and record all visits, including the administration of a vaccine. For this project, this system will enable us to report the total number and dates of participants who received HPV vaccinations.

Understanding the importance of long-term sustainability, Mary's Center will continue to implement strategies to support our vaccination program and organization overall. We maintain an advantageous payer mix in order to provide high-quality, comprehensive medical care to all of our participants, regardless of their ability to pay, through our Get Care to Give Care campaign. This campaign allows insured participants to help balance the costs of under-insured and uninsured participants. The majority of our revenue is provided through patient billing, which accounts for approximately 59% of budgeted revenue. Additionally, we endeavor to improve our sustainability through a combination of strategies, including strengthening relationships with foundations and businesses; expanding our donor cultivation strategies; and exploring earned-income strategies.

We believe that through a robust fundraising strategy – combined with an organizational culture of philanthropy – Mary's Center will be able to sustain, expand, and scale its vaccination program to effectively serve under-resourced participants and the community for years to come.

Funding Sources

Mary's Center has the following funding requests pending to support HPV vaccines for our uninsured participants:

Dominion Energy Charitable Foundation, \$15,000

Dr. Scholl Foundation, \$25,000

NRG Energy, \$10,000

Insperty, \$5,000

Recommendation/Notes

Charles and Mary Latham Fund
2021

Organization: Mary's Center for Maternal and Child Care, Inc.
Project: Preventing HPV for Under-Resourced Participants

EXPENSES		
Personnel		
	Salaries/wages	
	Fringe Benefits	
Travel		-
Equipment		-
Supplies	Gardasil HPV Vaccine \$185 per vaccine x 27	\$5,000
Contractual		
Other Expenses		
TOTAL DIRECT EXPENSES		5,000
INDIRECT COSTS		-
TOTAL EXPENSE		5,000

Mary's Center
2021 Approved Budget

FY21 BUDGET										
	Ontario	Kalorama	Kennedy	Maryland	SBMH	Bancroft School	Georgia	Adelphi	Fort Totten	All Sites
Patient Revenue	5,784,760	1,119,919	-	7,103,899	4,127,293	-	13,494,958	3,385,320	8,434,418	43,450,567
Pharmacy	-	-	-	-	-	-	5,047,397	-	-	5,047,397
Grants & Contracts	3,249,743	414,699	395,889	1,252,541	2,085,530	-	6,457,206	1,852,565	3,429,107	19,137,279
Contributions & Fundraising	1,928,000	-	-	-	-	-	-	-	-	1,928,000
Other Income	1,972,743	-	-	13,825	-	1,313,197	859,855	-	3,278,021	7,437,641
Revenue	12,935,246	1,534,618	395,889	8,370,264	6,212,823	1,313,197	25,859,416	5,237,885	15,141,546	77,000,884
Salaries and Wages	8,773,052	4,382,684	278,219	5,244,838	3,252,930	1,120,571	12,847,144	3,232,497	9,891,596	49,023,531
Fringe Benefits	1,508,833	754,524	50,219	900,580	444,945	192,626	2,215,462	561,225	1,711,909	8,340,323
Clinical Professionals	75,000	-	-	108,253	300	-	129,103	75,000	108,103	415,759
Contractors and Consultants	357,290	5,000	15,920	139,822	35,123	-	1,477,193	223,565	181,968	2,395,880
Professional Fees	283,197	615,996	-	337,784	206,365	-	895,889	169,266	383,237	2,941,733
Travel	7,520	38,000	-	100	-	-	159,290	3,700	36,590	245,200
Equipment	395,667	-	-	13,333	-	-	21,429	-	15,208	445,637
Supplies	599,260	26,047	9,261	388,015	33,678	-	4,386,768	151,532	308,173	5,902,734
Training & Development	24,226	102,673	585	18,863	35,590	-	39,176	12,690	54,673	288,476
Communication Costs	420,560	10,680	1,620	5,827	21,800	-	61,822	7,279	18,092	622,681
Insurance	166,000	-	-	-	-	-	8,750	-	-	174,750
Occupancy Cost	623,462	171,457	3,315	377,089	-	-	496,336	76,500	498,900	2,247,060
Other Expenses	1,266,800	347,644	115	69,581	4,000	-	168,735	5,700	27,135	1,989,710
Depreciation & Amortization	988,386	-	-	-	-	-	20,203	-	-	1,008,589
Fundraising & Special Events	274,125	-	-	-	2,200	-	-	-	-	276,325
Expenses	15,763,378	6,454,705	359,254	7,604,085	4,036,931	1,313,197	22,927,299	4,518,954	13,235,584	76,318,388
Net Income	(2,828,132)	(4,920,087)	36,635	766,180	2,175,893	(0)	2,932,117	718,931	1,905,962	682,497



Mary's Center

Board of Directors List Updated May 2021

Todd A. Cox, Chair

Start of Board term: March 2017
Email: toddacox1@gmail.com
Affiliation: Wellspring Philanthropic Fund
Board Committee: Governance, Development

Wendy Goldberg, Vice Chair

Start of Board Term: November 2018
Email: wendygldbrg@gmail.com
Affiliation: Community Advocate
Board Committee: Governance, Operations & Program

Nikola Garber, Treasurer

Start of Board term: August 2015
Email: nikola.garber@gmail.com
Affiliation: NOAA Sea Grant College Program
Board Committee: Finance

Anne Ekedahl, Secretary

Start of Board Term: November 2018
Email: annetfah@gmail.com
Affiliation: Well Being and Equity in the World
Board Committee: Finance and Operations & Programs

Karen Corallo

Start of Board term: April 2020
Email: Karen.Corallo@skadden.com
Affiliation: Skadden, Arps, Slate, Meagher & Flom LLP
Board Committee: Governance, Audit

Lydia Goring

Start of Board term: April 2017
Email: Goring.anc@verizon.net
Affiliation: Community Advocate
Board Committee: Audit, Real Estate Advisory (MC^2)

Clay Harris

Start of Board term: August 2015
Email: clayline6@gmail.com
Affiliation: Sandy Spring Bank
Board Committee: Finance, Audit, Real Estate Advisory (MC^2), Investment

Michelle Klinger

Start of Board term: March 2017
Email: MPaquin@eab.com
Affiliation: EAB
Board Committee: Governance, Succession, Talent Development

Zulma Barrera

Start of Board term: April 2020
Email: zbarrera21@yahoo.com
Affiliation: Briya Charter School
Board Committee: Finance, Programs

Viki Betancourt

Start of Board term: January 2021
Email: mvikib57@gmail.com
Affiliation: Community Advocate
Board Committee: Development

Jonathan Blum

Start of Board term: December 2016
Email: jdblum@mac.com
Affiliation: Health Management Associates
Board Committee: Operations & Programs, Audit, Finance

Stuart M. Butler

Start of Board term: January 2016
Email: SMButler@brookings.edu
Affiliation: The Brookings Institution
Board Committee: Executive, Operations & Programs, Development, Governance Committee

Scott Pearson

Start of Board Term: January 2021
Email: sdpearson@aol.com
Affiliation: Equitable Facilities Fund
Board Committees: Finance, Operations and Program

Dr. Jim Rost

Start of Board term: December 2017
Email: jrost1@adventisthealthcare.com
Affiliation: Adventist HealthCare White Oak Medical Center
Board Committee: Operations & Programs

David Vosvick II

Start of Board term: July 2018
Email: david.vosvickii@exeloncorp.com
Affiliation: Pepco Holdings, An Exelon Company
Board Committee: Talent and Development, Audit

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