2013 Annual Report to the Community
Welcome to 9Health Fair’s 2013 Annual Report to the Community

Letter From the President

Our mission could not be delivered without the basic step of collaboration. We have not only a core need to collaborate with individual volunteers, but also with important organizations that have been partners over many years.

We boast over 200 organizational partners that provide interactive health education centers at our health fairs, 20 more partners that coordinate the engagement of medically trained volunteers for our screening stations, and long-time supporters throughout the state like the Colorado National Guard, delivering supplies to every site across Colorado, and the Lions and Rotary Clubs.

This year, we took new steps to integrate 9Health Fair more closely with the medical provider and treatment community. All of our results data are now delivered into the “cloud” by the Colorado Regional Health Information Organization (CORHIO) such that, with the participant/patient’s permission, any provider connected to CORHIO can download those results into the patient’s electronic medical record. This provides better continuity of care, and an easier way for 9Health Fair results to make a difference for every participant.

We worked with our long-time endorsing agency, the Colorado Medical Society, to do a survey of their members to gauge how well our screenings fit into the broader context of healthcare. We found that we are very much relied on by, especially, primary care physicians. Almost 90% of those surveyed have already accepted, or would accept, 9Health Fair results from participants; and most of the rest did not know enough about our programs/screenings to decide. So we subsequently worked with another partner, COPIC, to find a way to educate them. With the help of Quest Diagnostics, which printed new brochures for doctors and for their patients, and with funding from the COPIC Foundation, we mailed or delivered over 300 educational packets to primary care doctors around Colorado.

We partnered with Connect For Health Colorado to educate our participants about the Affordable Care Act, and how to sign up for the new insurance policies available, or with Medicaid, to assure their coverage. We also worked with the Department of Regulatory Agencies (DORA) Division of Insurance to educate the public about important aspects everyone should know regarding health insurance, such as the difference between co-pays, deductibles, and co-insurance.

And finally, we made more formal plans for referring participants (those without insurance or Medicaid) to clinics through cooperative arrangements with the networks of Doctors Care, Clinica Tepeyac, and Inner City Health Clinic.

9Health Fair is an integrated part of your strategy for owning your health, and participating in your care, through better partnerships and vital connections.

Your friend in health,

James Z. Logan

9Health Fair President and CEO
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*感兴趣的在您的社区开始一个9Health Fair吗？Dianne Pape（右），9Health Fair的**新业务发展**导演，将为您提供所有详情，303-996-0984。戴安与我们一位尊贵的志愿者Sally Han从新生活教会合影。*

**Mission Statement**

9Health Fair advances health awareness, providing people with the tools they need to take responsibility for their own health.

Front Page Picture: Volunteers at a Spring Health Fair
WHO WE ARE – WHAT WE DO
As an independent 501(c)(3) nonprofit organization, our story is the story of people working together to implement three programs:

In the Community – Each April since 1980, 9Health Fair has encouraged participants to learn more about, and accept more responsibility for, their health. This is accomplished by offering health education and a variety of free and low-cost health screenings that help participants learn about their cholesterol, blood sugar, liver, kidney, bone, muscle function and other key values. When presented to their healthcare professional, this information paves the way for more meaningful and informative discussions. The charge for these screenings is typically a fraction of what is commonly charged. In 2013, fairs also offered up to 25 free screenings such as breast, skin, memory, vision and lung function.

In the Classroom – Every year since 1982, 9Health Fair’s In the Classroom program has provided free health education fairs to 40 - 60 schools across the state. These programs serve approximately 20,000 school-aged children annually with peer-to-peer education on subjects ranging from nutrition, physical activity, substance abuse, and mental health.

For the Family – Inaugurated in 2008, Family 9Health Fair/Feria de Salud continued to pioneer a new model of community involvement. Specifically designed to reach out to diverse family audiences, with an emphasis on the approximately 50% who speak Spanish, 9Health Fair has co-branded this event in English as Family 9Health Fair and in Spanish as Feria de Salud. Family fairs typically occur in October and November.
Gluten Sensitivity

Celiac disease, an immune reaction to eating the protein gluten, is far more than an occasional tummy upset. Mayo Clinic research suggests the disease is becoming a major public health issue. Although the cause is unknown, celiac disease is four times more common now than 60 years ago, and affects about one in 100 people. According to Mayo studies, undiagnosed celiac disease can quadruple the risk of death.

Fifty-eight sites offered “Gluten Sensitivity” blood screening in 2013. 2,757 participants took part in this screening. Our Gluten Sensitivity test, the tissue transglutaminase (TTG) IgA, detected antibody’s that are “suggestive” of celiac disease. In order to diagnose Celiac Disease you must have DNA testing or a bowel biopsy. Twenty-seven (1%) of participants tested positive for this pilot screening. Since we had hoped for a higher yield, through “pre-education” the Medical Advisory Committee (MAC) has decided to discontinue these blood screenings but we will continue education through an Interactive Education Center (IEC).

Kidney Failure Screening

9HF partnered with DaVita and The Kidney Trust to provide chronic kidney disease screening and education at this year’s fairs. This blood screening pilot took place at four metro Denver sites and required a second blood draw of the 665 participants who volunteered for this screening and education.

Pictured is a Davita representative next to their sign at the Convention Center Health Fair.

Hepatitis C Blood Screening

A total of 7 sites participated in the Hepatitis C Pilot. 4,850 total participants attended these seven sites. 285 (0.4%) of these total participants took part in Hepatitis C screening and a total of 8 tested positive for the Hepatitis C antibody. This equates to 3.0% of the 285. This is in partnership with the Hep C Connection.

Cervical Cancer Survey

Working with medical researchers from Regis University we conducted a Cervical Cancer Survey in order to determine both participant and Primary Care givers’ knowledge of cervical cancer symptoms. 188 PCP’s and 857 participants were surveyed resulting in the determination that neither group where fully aware of all of the symptoms, in particular the symptom of difficulty eating or the sensation of feeling full early.

Rheumatoid Arthritis (RA):

For 2013, the 9HF RA Screening consisted of 1) collection of demographic information, 2) assessment of symptoms of arthritis through an arthritis questionnaire, 3) a joint examination by a trained professional, and 4) blood testing for the RA-related test anti-cyclic citrullinated peptide (anti-CCP). We offered this screening at two 9HF sites in Colorado, and screened 276 participants. This was in partnership with the Rheumatology Division of Colorado University at Denver.

As of June 25, 2013 we are still in the process of evaluating all of the data; however, in preliminary analyses, 26 (9.4%) of the participants who underwent screening were identified with inflammatory arthritis, and 13 (4.7%) were positive for the CCP test. Additionally, 6 (2.2%) of participants had both inflammatory arthritis and an abnormal CCP test suggesting that they have active, undiagnosed rheumatoid arthritis. The subjects who had elevations of the CCP test without arthritis will be invited for additional follow-up for a clinical evaluation and/or research project based on their preference.
BY THE NUMBERS

Community Health Fairs

- 8.6% of the Pap smears were discovered to be abnormal; the national average is 6%
- 2,534 vouchers were provided free of charge for people that needed a blood screening during the spring and fall fairs
- 80 Spring and Family fairs were held in metro Denver in 2013
- 68 Were held outside of the metro Denver area in rural Colorado, Nebraska, Wyoming and Kansas
- 68,723 Adults attended a spring fair in 2013
- 3,722 Adults and Children attended a Family 9Health Fair in the fall of 2013

In The Classroom

- 21 Colorado and Nebraska counties were home to an In The Classroom program.
- 57 schools were visited reaching more than 20,000 K-12 Students.
- 1,425 student leaders were trained to host health fairs at their school.

Family 9Health Fair/ Feria de Salud

- 518 Children attended the Family Fairs
- 27% identified themselves as Hispanic/Latino
- 542 flu shots administered
- 290 Spanish Speaking families served
- 267 free Pap smears given
- 133 took advantage of the Bonfils Blood Typing

Thanks to the efforts of Dave Quintana, Manager of Operations and Logistics (pictured above), 9Health Fair achieved the Certifiably Green Denver award. Certifiably Green Denver is administered through the City & County of Denver and recognizes businesses for water conservation, energy efficiency options and practices to minimize waste generation and disposal costs.
9Health Fair implemented a new online registration system that is fully owned, operated and supported by 9Health Fair.

Approximately 14,000 people took advantage of convenient online registration and speedy electronic results delivery at 129 locations.

In 2013 The 9Health Fair teamed up with the Colorado Regional Health Information Organization (CORHIO) to make it easy for all participants to share their blood test results with their health care provider electronically. Note that only qualified health care professionals who have an established relationship with participants can access their results.

“Live Healthy” e-newsletter sent to 75,000 people monthly, with an average open rate of 24%

3100 views per month on “Just for the Health of it” blog

178,000 Find a Fair pageviews on 9healthfair.org in April 2013

Facebook followers increased 35% from 2012 to 2013

Twitter followers increased 46% from 2012 to 2013

9Health Fair is proud to partner with Campus Crusade. In 2013, 1,829 Campus Crusade attendees participated in this 9Health Fair. Campus Crusade hosts 9Health Fair every other year and is slated to run again in 2015.
## 2013 STATEMENT OF FINANCIAL ACTIVITY

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<thead>
<tr>
<th>Revenue and Support</th>
<th>2013 total</th>
<th>2012 total</th>
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<tr>
<td>Program Service Income</td>
<td>$4,393,862</td>
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<td>Contributions</td>
<td>$581,955</td>
<td>$629,224</td>
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<td>Special Events</td>
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<td>0</td>
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<tr>
<td><strong>Total Revenue and Support</strong></td>
<td>$4,975,251</td>
<td>$5,005,880</td>
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<table>
<thead>
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<th>Expenses</th>
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<tr>
<td>Total Program Services</td>
<td>$4,250,251</td>
<td>$4,226,360</td>
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<td>General and Administrative</td>
<td>$579,796</td>
<td>$581,891</td>
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<td>Fundraising</td>
<td>$286,153</td>
<td>$279,871</td>
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<td><strong>Total Expenses</strong></td>
<td>$5,116,200</td>
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<table>
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<th>Change in Net Assets before Investment and Other Income</th>
<th>2013</th>
<th>2012</th>
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<tr>
<td>Change in Net Assets before Investment and Other Income</td>
<td>($140,383)</td>
<td>($82,242)</td>
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**Efficient Operations**

*Administrative costs are 17% ** 83% goes directly to programs!*

### 2013 Percentage of total expenses

- **Total Program Services**: 83%
- **General and Administrative**: 11%
- **Fundraising**: 6%

### 2012 Percentage of total expenses

- **Total Program Services**: 83%
- **General and Administrative**: 11%
- **Fundraising**: 6%

9Health Fair is very proud of our financial management and the fact that a full 83% of our expenses go directly to supporting service to our community. We are also very proud of the fact that General and Administrative Expenses are consistently about 11% and that Fundraising Expenses are consistently about 6%. 
2013 SUCCESS STORIES AND TESTIMONIALS

Joe has attended 9Health Fair for many years. This year Joe received a critical alert call. He made an appointment right away only to be told that 9health Fair results must be wrong because he would not be standing talking if his kidney functions were so bad. His doctor did send him to the ER to have a redraw. Their results were the same so Joe was admitted to the hospital for 5 days, his kidneys had shut down and the 2 liters of fluid were drained from his system. By looking at him no one could tell he was so ill. He credits 9HealthFair with saving his life.

“In 2005, I lost my health insurance and needed a cost effective way to monitor my medical issues. Last year my I had elevated lab results from 9Health Fair. This led to further testing and a diagnosis of polymysitis. I have a rare antibody which my neuromuscular physician has never encountered in his 10+ years of work in his field. Because of early diagnosis stemming from the 9Health fair labs, treatment can be given before the disease further destroys my muscles.

Without early detection, the disease would have ravaged my kidneys, resulting in acute renal failure and hospitalization. I am grateful for getting early treatment thus avoiding further injury. I recommend the 9HealthFair to anyone who wants to maintain a healthy lifestyle. “

Melissa 9Health Fair Participant

“I took advantage of the gluten sensitivity test. I received the "72 hour call" for of all things ... the gluten sensitivity! After a follow up appointment, I found out that I have Celiac Disease. My doctor and I were amazed. Had it not been for the 9Health Fair, I may have gone months or more likely years without knowing, as my symptoms were hit and miss, and I reluctantly go to doctors, thinking most things will heal/pass on their own. THANK YOU for offering this additional blood screening, and even more so, THANK YOU for bringing the health fair to rural Colorado.”

Cathy 9Health Fair Participant

Nutrition screening at Temple Sinai

Cindy Belz, Director of Health and Wellness, takes a blood pressure reading.
The **9Health Fair Board of Trustees** is responsible for the overall vitality of 9Health Fair and the oversight of its business and financial affairs. In collaboration with volunteers and staff, the board of trustees is responsible for the long-term strategic planning activities of 9Health Fair and ensures leadership and direction into the future.

<table>
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<th>Board Member</th>
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<tr>
<td>Jack Rife (John H. Rife), DVM</td>
<td>2013 Chair, Monaco S. Optimist Club Member, Chair, 9Health Information Technology, IT Committee</td>
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<tr>
<td>Martha (Marti) Awad, CFP, CFA, Merrill Lynch, Vice President</td>
<td>Wealth Management Advisor</td>
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<tr>
<td>Mark A. Cornetta</td>
<td>9NEWS, President &amp; General Manager, Board Member Downtown Denver Inc.</td>
</tr>
<tr>
<td>Erin McAlpin Eiselein, JD</td>
<td>Secretary, Davis Graham &amp; Stubbs LLP, Partner</td>
</tr>
<tr>
<td>Matthew D. Gordon, JD</td>
<td>Laff, Campbell, Tucker &amp; Gordon, LLP, Partner</td>
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<tr>
<td>Sherri Laubach, MD</td>
<td>Saint Anthony Health, Family Physician, Centers Primary Care Services</td>
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<tr>
<td>Julie F. Pribble, CFA</td>
<td>Treasurer, CoBiz Wealth, Senior Vice President</td>
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<tr>
<td>Judy Regensteiner, Ph.D.</td>
<td>Professor of Medicine, Director, Center for Women’s Health Research, General Internal Medicine</td>
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<tr>
<td>Robert “Bobby” Springer</td>
<td>9NEWS, Director of Advertising &amp; Promotions</td>
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<tr>
<td>Lynne Valencia</td>
<td>9NEWS, Vice President, Community Relations</td>
</tr>
<tr>
<td>Jeffrey L. Varnell, MD</td>
<td>Ex Officio, Physician Risk Management, COPIC Insurance</td>
</tr>
<tr>
<td>Janice Whittleton</td>
<td>Director, DaVita Village Health</td>
</tr>
<tr>
<td>William “Billy” Wynne, JD</td>
<td>Health Policy Source, Inc, Senior Vice President &amp; Principal</td>
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Dr. Robert Sawyer, has been a supporter of 9 Health Fair since its inception. For his efforts at 9Health Fair as well as in the community he was awarded the Harold E. Williamson Award from COPIC.

This award is given to medical professionals that have shown exemplary volunteer work in their community. Dr. Sawyer has served on the Medical Advisory Committee and the Board of Trustees at 9Health Fair.

From left: Jim Goddard CEO 9Health Fair, Dr. Robert Sawyer, Mrs. Clarice “Curly” Sawyer
2013 MEDICAL ADVISORY COMMITTEE – UNIQUE TO 9HEALTH FAIR

Our Medical Advisory Committee (MAC) is comprised of many of Colorado’s top healthcare professionals. These professionals meet quarterly to review and approve all 9Health Fair free and low-cost screenings and protocols. The MAC works diligently to involve healthcare providers as active 9Health Fair volunteers – ensuring that quality screenings, education and follow-up are provided to all members of the 9Health Fair community.

| Sherri Laubach, MD | Michael McDermott, MD | Jeffrey L. Varnell, MD |
| MAC Chair | Director, Endocrinology, Diabetes, & Metabolism | Retired Surgeon, COPIC Insurance Physician Risk Manager |
| Family Medicine Practice | University of Colorado Hospital | |
| Dr. Paul Bottone, DDS | Michael Muftic, MD, OB-GYN | Sheryl F. Vondracek Pharm. D., FCCP, BCPS |
| Retired, General Practice | Retired, Fraser Colorado | Associate Professor |
| Maureen Doran, APRN | Judith G. Regensteiner, Ph.D. | University of Colorado Denver Department of Clinical Pharmacy |
| Mental Health Center/Associate Clinical Professor of Psychiatry | Professor of Medicine Director, Center for Women's Health Research University of Colorado School of Medicine | |
| University of Colorado Health Sciences Center | Robert Sawyer, MD | Dr. Sarah Winbourn, MD |
| Ralph C. Giorno, M.D. | Retired General Surgery Medical Director, Wound Healing Center at Presbyterian/St. Lukes | Medical Director, Community Health Services |
| Medical Director - Quest Diagnostics | | John Wolz, MD |
| Kenneth Krause, MD | James M. Small M.D., Ph.D. Pathology - UniPath, LLC | Critical Care, Trauma, General Surgery, Yuma Colorado Collins & Wolz, MD FACS |
| Rocky Mountain Psychiatry | Thomas N. Told, DO, FACOPF Assistant Dean of Clinical Affairs Rocky Vista University | Don Parsons, M.D. Retired General Surgeon, Frisco Colorado |
| Jodie V. Malhotra, Pharm.D. Denver Health Medical Center Clinical Pharmacy Specialist | | Regina Topelson, CDA Clinical Dietician – Rose Medical Center |

Through evaluation and follow-up of statistical data and screening results, the MAC ensures that all 9Health Fair screenings and education centers meet the following criteria:

• Have a sound scientific and medical basis
• Are useful in terms of identifying at-risk individuals or disease in a large population
• Screenings and materials promote good health and health education - free of commercial or self-promotional interest
• Screenings can be implemented on an efficient basis
• The information provided to participants can be presented to healthcare professionals for appropriate follow-up

9Health Fair screening protocols comply with these stringent criteria and undergo periodic evaluation to ensure practical implementation.

It is by the diligence of this committee that 9Health Fair is uniquely endorsed by The Colorado Medical Society, The Colorado Nurses Association and The Colorado Hospital Association. We are accredited by the Better Business Bureau (BBB) for our commitment to the highest ethical standards, transparency and accountability.
2013 9HEALTH FAIR STAFF

James H. Goddard, Masters in Hospital and Healthcare Administration, President and CEO
Marte Meyer, Physician Assistant-Certified, MBA, Vice President
Becky Aragon, Executive Assistant
Margarita Archibeque, Masters of Science in Community Health Education, Director of Client Services
Cindy Belz, RN, Nurse Practitioner, MBA, Director of Health and Wellness
Jennifer Berg-Ramsey, RN, BSN, Northern Region
Beth Brady, LPN, MSW, Family Fair Advisor
Sandra Kohl, Education Program Coordinator
Stacey Brake, Bachelor of Science in Nursing, Health and Wellness Nurse
Brad Brunz, Master’s Degree, Political Science Director of Development
Yvette De La Cruz, BA, Community Outreach Coordinator
Bobbie Dougherty, RN, Health and Wellness Nurse
Olga Dow, BA Communications, Integrated Media Specialist
David Fickel, CPA, Director of Finance and Administration
Teresa Jensen, Masters in Public Health, Manager of Education Program
Donna Kinney, RN, Receptionist
Cathy Martell, Masters of Science, Program Coordinator
Erin Beauprez, Director of Volunteer Engagement
Michael Niederhauser, BA in Business Administration in Information Technology, Director of Information Systems
Dianne Pape, BS in Business Administration, Director of Business Development
Kimberly Penney, Bachelor of Science in Nursing, Health and Wellness Nurse
Virginia Pivik, BA Communications, Broadcasting and Journalism, Volunteer Organizer
Dave Quintana, Manager of Operations and Logistics
Marla Rodriguez, Master of Sports Administration, Director of Communications
Yanchun Su, BS, Information Technology Coordinator
Melinda Taylor, Masters of Instruction and Curriculum, Education Program Coordinator
Edith Thompson, Receptionist and Family Fair Advisor
Michelle Uhl, Southwest Region
Terri Kuehn, Accounting and Administrative Assistant

Colorado Governor John Hickenlooper (left) and Denver Mayor Michael Hancock (right) pictured with Jim Goddard, President and CEO of 9Health Fair.

Staff members Edith Thompson, Beth Brady and Diane Pape checking out a new site location. Safety first!
VOLUNTEERS

THE STORY of 9Health Fair is the story of 15,000 volunteers who, annually, dedicate their time and expertise to organize 149 - 9Health Fairs across our state and into Nebraska, Wyoming and Kansas. After 34 consecutive years of service 9Health Fair has earned the distinction of being the largest volunteer agency in Colorado and, certainly, one of the largest in the country.

Russell Spitz a volunteer from 9News helping with the statewide packing.

9Health Fair Volunteer Princess, Melissa Dye.

Volunteers Debbie Kibler and Bob Bruggeman

EMT drawing blood

Fashion coordinated volunteers

Mike Orrechia and Marie Gaffney-Nelson – District Coordinators

Medical volunteers at New Life Mission Church

Dr. John Torres with Geri Bibeau

Thank you to the Colorado National Guard for providing the logistics support since 1980!
HEALTH SCREENING PARTNERS (HSPs) – Each year 9Health Fair collaborates with professional healthcare organizations and associations to offer a wide range of health screenings at our fairs. These 29 Health Screening Partners (HSPs) share the responsibility of providing screenings at our fairs by bringing their professional expertise and staff to fair sites across the state.

- American Diabetes Association
- American Physical Therapy Association/Colorado Chapter
- Arapahoe Douglas Mental Health Network
- Aurora Mental Health Center
- Center For Service Learning-Regis School of Nursing/Pharmacy/Physical Therapy
- College America-Fort Collins/Denver
- Colorado Behavioral Healthcare Council
- Colorado Dietetic Association
- Colorado Pharmacists Society
- Colorado Society of Respiratory Care
- Colorado State University Pueblo-School of Nursing
- Community College of Aurora
- Community Reach Center
- DeVry University
- Emily Griffith School of Opportunity
- Front Range Community College
- Heart Smart Kids
- Heritage College
- Jefferson Center for Mental Health
- Kaplan College
- Metro Denver Dental Society
- MSCD Department of Human Performance & Sport
- National Jewish Health
- Pima Medical Institute
- Red Rocks Community College Physician Assistant Program
- Regis School of Pharmacy, Nursing and Physical Therapy
- Rocky Vista School of Osteopathic Medicine
- University of Colorado Denver School of Pharmacy
- Westwood College

INTERACTIVE EDUCATION CENTERS (IECs) – IECs play an integral role in 9Health Fair’s Community, Family and Classroom education. In 2013 we partnered with 148 organizations. IECs are comprised of many different national, local and statewide organizations that provide a wide range of up-to-date health education and safety information for the community and classroom. By providing accurate and credible literature and hands-on demonstrations, IECs help participants understand the relationship between positive lifestyle and health. Most of all, they promote health awareness and encourage participants to assume responsibility for their own health.

Dr. John Torres with CORHIO Director, Dr. Larry Wolk

Building Public will through our partnership with Colorado Trust.
SUPPORTING FOUNDATIONS
As well as sponsors and donors, 9Health Fair relies on the support of foundations and donor-advised funds to further our mission. The following have earned our great appreciation for the success of our 2013 season:

- Abbott Pharmaceuticals
- Carson Family Foundation
- Cherene Family Foundation
- Colorado Health Foundation
- Community Health Charities
- COPIC
- Denver Mile High Rotary
- Denver Rotary
- Cherry Creek Rotary
- Denver Southeast Rotary
- Gannett Foundation
- J&R Kortz and Pearle Rae Foundation
- Littleton Adventist Hospital
- Parker Adventist Hospital
- Porter Adventist Hospital
- Roberta Goss Family Trust
- Susan M. Lindsay Fund of the Denver Foundation
- The Colorado Trust
- The Rotary Foundation
- The Virginia Hill Foundation

We appreciate the support of Colorado Sport Team Mascots!

Rocky (Nuggets) with a volunteer

Edson (Rapids) with a volunteer

9Health Fair is proud to be a part of Colorado Gives.
A special “Thanks” to 9NEWS for 34 consecutive years of support.

9News’ Dr. John Torres and Anchor person Belen de Leon at the Pepsi Center in the blood draw area at the 9Health Fair.

Cory Rose, Anchor person at 9News, interviewing a participant.

9News Anchor Gregg Moss with Lions Club Volunteer.

Former 9News Anchor Ashton Altieri with Dr. Ruby M.

9News Anchor Kyle Dyer during a cooking segment to benefit 9Health Fair.
Sponsors

Essential to the success of 9Health Fair is the generosity of our corporate sponsors. The following corporations were instrumental in helping us provide life-saving early detection and health in 2013:

Presenting Sponsors

[Images of logos]

Associate Sponsors

[Images of logos]

Supporting Sponsors

[Images of logos]

Media Partners

[Images of logos]