2014 Annual Report to the Community
Welcome to 9Health Fair’s 2014 Report to the Community

Do you really know what to do with your health screening results?

As the number of Americans that are overweight or obese continues to rise, even in healthy Colorado, the need for services to help us all stay healthy is rising in kind to exponential levels. Type 2 diabetes is the common result of such risk factors as being overweight. In 2014 alone, 9Health Fair glucose and Hemoglobin A1c screenings identified over 12,000 people with Pre-Diabetes.

Those participants with pre-diabetes now have access to the Diabetes Prevention Program (DPP).

Partnerships with the University of Colorado Denver and the YMCA’s of Metro Denver have provided a new avenue for 9Health Fair to educate and lead those with Pre-Diabetes to programs that will turn around the trajectory of their path to diabetes. The evidence-based programs that were modeled by groups such as Stanford University are a savior for thousands of Coloradoans.

Together we have refined ways of educating our 9Health Fair attendees about Pre-Diabetes and recruiting them to convenient and effective prevention programs. Through the help of the Colorado Health Foundation, which funded the joint project with CU, we have been able to reach a very underserved population of Spanish-speaking-only residents.

Our next step is to expand this effort, and we have been blessed with grants from the Colorado Department of Public Health and Environment to both UC and the YMCA’s for recruiting both Spanish speaking only and English speaking participants. In order to prepare for this expansion, we have tested various methods of recruitment, with great success, to be sure we understand what is required to engage a person to make the behavior changes to meet the goals of the DPP.

9Health Fair has prided itself with identifying health risks and guiding those with the greatest risk to providers. Our goal is to reach further upstream to provide more and earlier personal health information to help those that are on the road to poor health, disability, disease, and lower quality of life.

An important aspect of this effort is reaching people where they gather, and providing opportunities for behavior change near to where they live and work. 9Health Fair is in your neighborhood, at your church, in your school, and ready to serve you at work. We must all engage in managing our health as never before. And 9Health Fair screenings are for everyone!

Your friend in health,

James W. Medwick
9Health Fair President and CEO
Mission Statement
9Health Fair advances health awareness, providing people with the tools they need to take responsibility for their own health.

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Health Fair Volunteer prepares participant for blood test.

9Health Staff members Melinda Taylor and Sandra Kohl Prepare for the next In the Classroom Health Fair.

Dad and daughter at a Family 9Health Fair in Commerce City.

Pictured on cover are two participants in the Yoga Open at the convention center.
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 affordable 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 2014, fairs also offered up to 25 free screenings such as breast, skin, memory, vision and lung function.

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 September, October and November.

Biometrics at the workplace — This new level of service offered in 2014 brings 9Health Fair to the workplace. This is a valuable addition to any corporate wellness plan. 9Health Fair works with the individual business and tailors the screening to fit their schedule and budget, offering either venipuncture or finger stick options. Additional screenings can be added such as height, weight, body mass index and blood pressure. We participated in Corporate Wellness Day at Tri-State Generation and Transmission Association Inc. and also at the Boulder Valley School District. We are also in partnership with the insurance company, Colorado Health Op and the community service organization, Metro Caring.

They asked what tests I wanted and I said “all of them”. I exercise and eat right and was surprised when my blood sugar came back high. This is not a test my doctor would have ordered because I had no risk factors.

Karen — lives in rural Colorado and appreciates the 9Health Fair in her community

Interested in starting a 9Health Fair in your community?
Dianne Pape, 9Health Fair’s Director of New Business Development, will provide you with all the details, 303-996-0984 or diane.pape@9healthfair.org.
Pilot Programs in 2014

**Hepatitis C Finger Stick Blood Screening**

Eight sites in the Denver Metro area participated in the Hepatitis C Finger Stick Blood Screening. Of the 215 participants, five tested positive for the Hepatitis C Virus. However, 2 of the 5 participants who tested positive already knew their status. The CDC recommends that all Baby Boomers be screened as they are five times more likely to have Hepatitis C.

**Delete Bone Cancer**

Forty eight sites offered free DNA bone marrow testing in 2014. Partnering with Delete Bone Cancer, 9Health Fair performed the difficult task of attracting donors to be entered into the national registry. There were 1,903 participants and six of these donations resulted in life saving bone marrow transplants.

**Rheumatoid Arthritis Screening**

9Health Fair continues to assist the University of Colorado Department of Rheumatology with their Rheumatoid Arthritis study. Of the 765 participants in 2014, 16 people may have undiagnosed Rheumatoid Arthritis based on results at the time of the fair. Many more were determined to be at risk for Rheumatoid Arthritis or inflammatory arthritis. Others were determined to have other health issues such as gout. Our 9 Health Fair staff and volunteers assisted them in finding medical care.

**Immediate Feedback for those that need it most**

Critical and Alert Calls were made within 24—48 hours to 1,904 people to inform participants that they had a potentially serious medical condition. They were encouraged to contact their health care provider and if they did not currently have a provider, medical staff provided referrals using a county by county listing of low cost clinics.

- Critical Calls for A1C (blood sugar) increased in 2014 to 15.7% from 12.2% in 2013 of the total critical calls made. Incidence of diabetes and pre-diabetes continue to rise.

- The number of calls that were at a critical level for Thyroid Stimulating Hormone decreased slightly from 16.2% in 2013 to 14.3% in 2014.

- Cervical Cancer Screenings were able to be offered at 54 sites this year. Abnormal specimen's from screenings represented 8.2% compared to the national standard of 6% of abnormal findings showing that we are reaching the high risk and underserved population.

- 2,405 individuals were provided with **free** blood chemistry screenings as a way to reach the underserved community.

Thank you to the Isle Casino employees who assisted on our packing day in 2014!
Our partnership with the Colorado National Guard allows us to distribute supplies to outlying rural areas.

The Broad Reach of Our Programs

There were 135 Spring Health Fair Sites and Fall Family Fairs throughout the States of Colorado, Nebraska, Kansas and Wyoming.

There were 64,628 adults and 606 children who participated in 2014.

Our “Just For The Health Of It” blog averages 4,588 views per month.

Media Highlights

“Live Healthy” newsletter is sent to over 75,000 monthly and has an average open rate of 20—24%

Four radio station interviews targeting the Hispanic community

There were 1.4 million Find a Fair page views on 9Healthfair.org in 2014.

There were 3,800 clicks on Facebook to register online.

2014 Outreach

- Colombian Festival on 7/20
- Peruvian Festival (July 22)
- Taste of Colorado (August 29th and 30th) (Pictured above)
- Susan G. Komen (September 28th)
- Jefferson Senior Connection (October 14th)
- Binational Week of Health (October 16th)
- Mexican, Guatemalan and Peruvian Consulates

Diabetes Prevention Program (DPP)

- We partnered with YMCA on a DPP Grant starting in October 2014 to recruit participants with pre-diabetes
- YMCA teaches “We are Diabetes” Prevention Program Grant partners with YMCA and University of Colorado Anschutz Health and Wellness Center
- Our partners teach CDC approved, evidence based DPP classes
- 180 calls were made to 9HF participants to educate and recruit those who fall in category of Pre-Diabetes based on according to their testing results including the A1C test.
- 33% of all YMCA recruits from Oct to Dec. 2014 have come from those 180 calls
- According to YMCA, the 9HF recruits have the highest attendance and completion rate of all of their DPP recruits

Our media partnership with 9news allows us to get the word out to the community. Pictured above is Meteorologist Belen de Leon with a volunteer phlebotomist.
New Volunteer Opportunities: Created new volunteer opportunities that seek to recruit people with diverse interests and experiences.

Reaching out: Over 1100 calls were answered by our volunteers in our call center.

Trained volunteers made 1400 outbound calls to guide participants and to connect with day-of-fair volunteer phlebotomists.

Community involvement: The Colorado Health Foundation, local colleges and universities, Integra, Denver Rotary and Lion’s Clubs, Community Health Charities of Colorado, Isle Casino Blackhawk, CORHIO-Colorado Regional Health Information Organization, and other local groups partnered with us by providing dedicated volunteers for local publicity, supply packing, fair planning, and day-of-fair volunteer positions.

Recognition: For the first time in 35 years of providing low cost screening to communities in Colorado, 9HealthFair offered a 20% discount to all volunteers for their own medical screenings to encourage them to “Own their health” and to acknowledge their volunteer service.

INTERACTIVE EDUCATION CENTERS (IECs) – IECs play an integral role in 9Health Fair’s Community, Family and Classroom education. In 2014 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.

Pictured left— Denver Parks and Recreation at the Yoga Open
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 (pictured above)
- Westwood College

I stopped by a dermatologist that was giving a free screening to have a mole on my back checked out. She suggested I follow up with my doctor. My doctor agreed to have it removed. My doctor credits the dermatologist at 9Health Fair for catching it in time.

Marlene - First time 9Health Fair Participant

By The Numbers

Our Family 9Health Fairs Provided

- Flu shots to 1118 people
- Fluoride Varnishes to 151 children

32% of the participants in our Family 9Health Fairs indicated that they had no insurance
Because I took advantage of the low cost PSA screening, I was able to catch my Prostate Cancer in time. After the radiation and chemo treatments, I believe I am healed and have more time to spend with my 24 grandkids.

Don, Long time health fair participant.
### 2014 Statement of Financial Activity

<table>
<thead>
<tr>
<th>Revenue and Support</th>
<th>2014 Total</th>
<th>2013 Total</th>
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<tbody>
<tr>
<td>Program Service Income</td>
<td>$3,532,013</td>
<td>$4,393,862</td>
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<tr>
<td>Contributions</td>
<td>$493,178</td>
<td>$581,955</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><strong>$4,025,191</strong></td>
<td><strong>$4,975,817</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>Total Program Services</td>
<td>$3,587,448</td>
<td>$4,250,251</td>
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<tr>
<td>General and Administrative</td>
<td>$615,606</td>
<td>$579,796</td>
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<tr>
<td>Fundraising</td>
<td>$301,705</td>
<td>$286,153</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$4,504,759</strong></td>
<td><strong>$5,116,200</strong></td>
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<table>
<thead>
<tr>
<th>Change in Net Assets before Investment and Other Income</th>
<th>$(479,568)</th>
<th>$(140,383)</th>
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<tbody>
<tr>
<td>Investment and Other Income (Loss)</td>
<td>$56,546</td>
<td>$416,148</td>
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<tr>
<td><strong>Change In Net Assets</strong></td>
<td><strong>$(423,022)</strong></td>
<td><strong>$275,765</strong></td>
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### 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 2014 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
Health 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
Stacey Brake, Bachelor of Science in Nursing, Health and Wellness Nurse
Brad Brunz, Master’s Degree, Political Science, Director of Development
Bobbie Dougherty, RN, Health and Wellness Nurse
Olga Dow, BA Communications, Integrated Media Specialist
Donna Kinney, RN, Receptionist
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, Community Outreach Specialist
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 Coordinator
Edith Thompson, Receptionist and Family Fair Advisor
Terri Kuehn, Accounting and Administrative Assistant

David Fickel, CPA, Director of Finance and Administration
Sarah Mooney, Masters of Environmental Policy, Director of Volunteer Engagement
Dain Linder, Bachelor of Science, Director of Information Technology
Melody Ryan, Bachelor of Arts—Economics, Client Service Program Coordinator
Ashely Atkinson, Bachelor of Arts Communication and Public Relations, Communication and Sponsorship Coordinator
Meryl Zigila, Bachelor of Arts, Musical Therapy, Volunteer Engagement Coordinator
Caroline Brown, Southern Region Coordinator

2014 was a good year for the Broncos too! Pictured front l—R Sarah Mooney, Stacey Brake, Kimberly Penney, Terri Kuehn, Edith Thompson, back Melody Ryan, Margarita, Archibeque, Jim Goddard, Dain Linder, Cindy Belz, Becky Aragon, Brad Brunz
MEDICAL ADVISORY COMMITTEE

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.

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 interests
- 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.

In 2013, The 9Health Fair teamed up with 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.
Proud to continue our partnership with the Rotary and Lions clubs to assist with cashiering at sites across the state. Above Rotary Club of Denver.

One thing I needed to do to satisfy my wife was get my prostate checked. The professional who checked my prostate, checked my testicles. She said if I couldn’t see my doctor the next day, to call her, so that was a little disconcerting.

The next day I called my physician and told him the whole story and within 2 hours I was able to see him. Long story short, in a week and a half, I was on the operating table. I was diagnosed with cancer. My oncologist said that lady saved my life because it was nothing in the blood work, PSAs, anything to give me any indication that I had cancer.

I’m very lucky. I’m very lucky.

Patrick —grateful 9Health Fair participant

Dr John and Belen with Hip Hop Dancers at a Family 9Health Fair. Also pictured is Edson from the Colorado Rapids. At the Colorado Rapids “Soccer for Success” program, we were able to implement, organize, promote and run a double Jamboree for Kids with ages as diverse as Kindergarten- 8th grade at 2 sites: Barnum Rec Center on 10/18 and Adams City High School (11/8). This allowed exposing hundreds of Latino and low income families to our bilingual Ferias de Salud 2014.

Zumba at the St Pious 9Health Fair with 9News meteorologist Belen De Leon and above with Dr. John Torres.

A special thanks to 9News and the Gannett Foundation for their continued support.
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.

9Health Fair is proud to be part of Colorado Gives

My dad suggested that we go to a Health Fair together. It was really fun and educational and I learned a lot about myself I did not know before.

Young Family Health Fair Participant