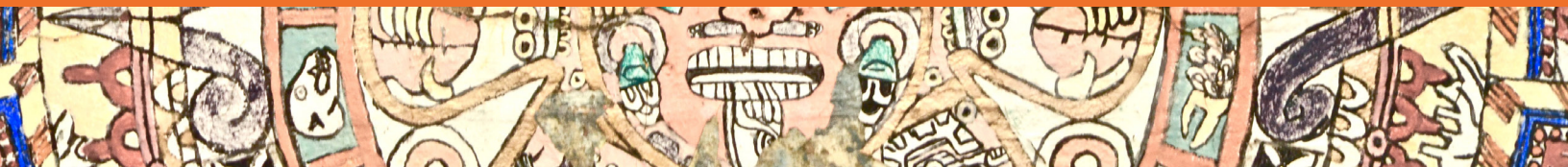




Our name is hope.

2016 Annual Report





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Our name is hope.

Esperanza. We can't think of a better word that captures why we do what we do. To give the gift of health and wellness is to restore hope. It is to open doors of possibility.

When Esperanza Health Centers first arrived nearly 14 years ago, our community had high hopes. Residents of South Lawndale were looking for new and better health options that reflected the needs of the community.

Today, Esperanza is delivering on those hopes with three health clinics on the Southwest Side and with a fourth coming to Brighton Park in 2018. We are fulfilling our promise with excellence, earning a National Quality Leader Award this year and ranking, once again, among the top three health centers in the Chicago area for quality. And we continue to add new staff and programs to meet the needs of the neighborhoods where we live, work and play.

As we look to the year ahead, there is no question that we will face our share of challenges. But we will face them with determination, hard work and, as always, with *esperanza*. We hope you'll take a moment to look through our report and discover some of the terrific work we've been able to do this year.

Esperanza California
2001 S. California Ave.
Chicago, IL 60608

Esperanza Little Village
3059 W. 26th St.
Chicago, IL 60623

Esperanza Marquette
6550 S. Richmond St.
Chicago, IL 60629

esperanzachicago.org
(773) 584-6200

Dan Fulwiler
Chief Executive Officer

Nyla Diab
President

"I hadn't been to the doctor in almost 20 years when I first came to Esperanza for a diabetes class. But the doctors, nurses, and care coordinators took the time to teach me how to live a healthy, normal life, and it means so much. For me, it just made sense to keep coming back and take advantage of every program Esperanza offered".

- Aldo, 34



Our name is quality.

At Esperanza, we believe that all people have a right to high-quality and accessible health care. Just because we can make our services affordable doesn't mean people aren't entitled to receive the same quality of care that they could find at a for-profit institution. Not only do we deliver a full array of primary care, behavioral health and wellness programs, but we do it with a strict focus on quality which translates into better care for our patients.

Today, Esperanza is ranked among the top three health centers in the Chicago metropolitan area, and is recognized as a National Quality Leader, an award given to only 5% of health centers nationwide.



Quality of Care Measures		
Health Resources & Services Administration (HRSA)		
	Adjusted Quartile Ranking	
	2014	2015
Perinatal Health		
Access to Prenatal Care (first Prenatal visit in 1st Trimester)	2nd	2nd
Low Birth Weight	1st	2nd
Preventive Screenings & Services		
Cervical Cancer Screening	2nd	1st
Weight Assessment and Counseling for Nutrition and Physical Activity of Children and Adolescents	1st	1st
Adult Weight Screening & Follow-Up	2nd	2nd
Adults Screen for Tobacco Use and Receiving Cessation Intervention	1st	1st
Colorectal Cancer Screening	2nd	2nd
Childhood Immunization	1st	1st
Depression Screening	3rd	2nd
Chronic Disease Management		
Asthma Treatment	1st	1st
Cholesterol Treatment	1st	1st
Heart Attack / Stroke Treatment	1st	1st
Blood Pressure Control	2nd	4th
Uncontrolled Diabetes	-	2nd



Associate Board

Esperanza launched its Associate Board this summer and we couldn't be more excited by the energy and hard work they bring to our family. Associate Board members help us raise funds to support our work while helping to educate the community about our mission and the health needs of the communities we serve. If you're interested in joining this terrific team, email Amy Bolton at abolton@esperanzachicago.org to find out more.

Our name is innovation.

Esperanza is committed to providing outstanding health and wellness services to those who come to us for their care. That not only means striving for better quality, but starting innovative programs that touch on the health concerns of our community. In 2016, we were proud to have launched two terrific programs addressing opioid and alcohol addiction and HIV.

Medication-Assisted Treatment

Opioid and alcohol addiction can be devastating and recovery can be an arduous process, but new treatment options are finally giving patients hope. Using a process of medication-assisted treatment (MAT), our staff can treat addiction medically while also treating patients' social and behavioral needs. Since the program launched, 38 individuals have been referred to us for MAT.

PrEP for HIV Prevention

Pre-exposure prophylaxis (PrEP) is a new method of HIV prevention that can reduce a person's risk of getting HIV by up to 99%. Now Esperanza is offering PrEP to patients in our community who are at high risk for contracting HIV. If you would like information about PrEP and whether it could be right for you or someone you care about, call us at (773) 916-4436 or visit us at www.projectsalsa.org



Daifeny Arias, Care Manager, and Evelyn Delgado, Care Coordinator for Esperanza's Medication-Assisted Treatment program.



Our name is family.

As a community health center, our roots are in the vibrant neighborhoods that make up the Southwest Side of Chicago. More than just patients, the people we see are our friends, our neighbors and members of our extended family. Our programs try to meet their health and wellness needs, from our newborns to their grandparents and everyone in between.



1. Our community garden, Raíces de Esperanza (Roots of Hope), where community members can grow food and learn about healthy eating.



2. Our Girls on the Run program which engages young girls in learning about life skills, teamwork, relationships and physical activity.

3. Our pediatric obesity program helps our kids learn about ways to lead healthy and active lives.



4. Our amazing marathon runners who helped Esperanza raise more than \$15,000 to support our work for uninsured patients.

5. Our Esperanza Extravaganza health fair where community members of all ages can come, get health screenings and learn about tips and resources for the whole family.



6. Our patients can get fit with Zumba at our California Avenue location.

7. Our various health and wellness educational classes help patients and community members learn how to get and stay healthy.

Our name is strength.

Clinic Overview

Patients in FY'16: **20,500**

Patient Visits in FY'16: **70,184**

Gender

Female	62%
Male	38%

Age

0-17	39%
18-29	18%
30-44	23%
45-59	13%
60+	7%

Race and Ethnicity

Latino	80%
African-American	4%
White	3%
Other	13%

Insurance Status

Medicaid	57%
No Insurance	29%
Private	12%
Medicare	2%

Communities Served

60623	25%
60629	19%
60632	17%
60608	13%
60609	6%
Other	20%

Financial Statement

Revenue	2016	2015	Expense	2016	2015
Net Patient Service Revenue	6,465,120	5,852,060	Salaries, Payroll Taxes, and Benefits	6,746,903	5,226,580
Care Coordination Fees	474,586	404,293	Professional Fee and Contracted Services	1,046,726	768,214
Shared Savings Revenue	441,166	-	Medical Services and Supplies	743,218	866,348
Capitation Revenue	368,683	578,334	Pharmacy Expense	1,112,962	166,498
Government Grants	2,159,039	1,345,639	Information Technology	420,061	341,761
Private and Community Grants	449,183	341,512	Equipment, Repairs, and Maintenance	151,466	123,281
Contributions	50,686	174,895	Staff Development	112,158	73,785
Pharmacy Income	2,190,792	512,735	Occupancy	463,780	362,630
Income in Investments in MHN ACO, LLC	986,963	-	Office and Telephone	107,968	93,213
Other Income	208,970	342,389	Other Expense	757,958	493,726
Debt Forgiveness	89,200	182,468	Total Expense	11,663,200	8,516,036
Special Events, Net	46,978	39,544	Revenue in Excess of Expense	2,867,324	1,660,338
Net Assets Released from Restrictions- Operating	599,159	402,505			
Total Revenue	14,530,524	10,176,374			

Assets	2016	2015
Cash and Cash Equivalents	2,560,431	1,962,343
Patients Accounts Receivable	1,570,135	899,966
Grants Receivable	576,599	406,543
Pharmacy Receivable	260,435	37,293
Other	289,510	251,962
Investments in MHN ACO, LLC	1,186,963	200,000
Property and Equipment	295,844	249,888
Total Assets	6,739,917	4,007,995

Liabilities	2016	2015
Current Liabilities	886,678	1,087,071
Long-Term Liabilities	25,000	-
Total Liabilities	911,678	1,087,071
Net Assets	5,828,239	2,920,924

Our name is unity.

Leader (gifts of \$1,000 or greater)

Kathy Brazda
Nyla Diab
Dan Fulwiler & Greg Sabetta
Jason Korkus
Jodi Portnoy
Andrew Van Wieren & Naira Arellano
George Walz

Benefactor (gifts from \$999 to \$500)

Andrea Bempong
Fran & Peter Bender
Jennifer Bennett
Adam C Buresh
Debbie Gonzalez
Rick Gutierrez
Susan Maclean
Kristeen McLain
Juan Moreno & Laura Flores
Pedro Perez
Adrian Soto
Wayne Sottile
Christina Tanner
Christopher & Nicole Toft

Supporter (gifts from \$499 to \$200)

Carmen Barnes
Fred Berglund
David Berkey
Paul Betlinski
Jim & Laura Bittman
Dorothy Braden
John & Karen Bump
Ricardo Cifuentes
Steven Conrad
Aimee Daniels
Jordan Diab
Juan Favela
Ann Fisher
Maria Fragoso

Lee Francis & Michelle Gitler
Brian Fredericks
Cara Goldsberry
Luis Gutierrez
Federico Hererra
Alan Hommerding & Bob Personet
Sarah Hoque
Ruben Idler
Ann James
Sara & Steven Loevy
Robert Long
Maritza Martinez-Pereira
Jacob Meyer
Janet Murphy
Marcus Nunes
Miguel Peña
Sammi Renken
Melissa Rickey
Anel Ruiz
Sylvia Shokunbi
Jill Stemmerman
Liliana Vazquez
Tracy Vera
Carmen Vergara
Gail Vuckovich
Jennifer Wieland

Friend (gifts from \$199 to \$100)

Gerardo Alvarado
Alejandra Alvarado
Bernard Bartilad
George Behrens
Warren Brodine & Mark Rhein
Raymond Brown
Javier Campos
Janet Carbonelli
Christina Collins
Celeste Cotter
Mohamed Dahodwala
Karen DeMuro
Theresa Denton
Loretta Diaz
Adriana Diaz
Susan Frank

Ryan Gadia
Thomas Gagne
Eugene Garcia
Ruben Garcia
Marcy Gonzalez
Ammar Hayani
Theodore Hufstader
Marina Jeliakzova
Galina Keith
Carol Kindleberger
Mark Kinsella
Anna Lane
Lisa Leemans
Daniel Loftus
Gia Mac
Kris Mackey
Janet Maclean
Laura McAlpine
Kelly McConaughay
Kathy McLain
Heather McNitt
Peter Murry
Cameron Nelson
Elvira Pellitteri
Jay Ritchie
Steve Satar
Suzanne Sawyer-Ratliff
Michael Schubert
Rachit Shah
Jessica Sicsu
Fernando & Maria Silva
Hugo Solari
Caroline Sommers
Gilly Suarez
Celine Swieboda
Michelle Yacht
Charlie Zei

Neighbor (gifts of \$99 or less)

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Susan Altfeld
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Zoha Aziz
Joanne Behrens
David Berezewki
Emily Bird

Joe Boirsellino
Jessica Boland
Amy Bolton
Nick Branock
Todd Burkard
Yolanda Calderon
Dave Carioscia
David Carroll
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Jonathan Contreras
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Vanessa Gonnella-Lugo
Javier Gonzalez
Jose Gonzalez
James Green
Stephanie Grosseohme

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Shelly Lampkin
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