Caring Bey*nd Measure



2023 ANNUAL REPORT

Mission

our mission

To improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable, and culturally sensitive.

GIU

our Vision

TrueCare will be the premier health care provider for diverse communities in San Diego County and the Inland Empire, characterized by an exceptional patient experience, comprehensive and integrated services, and innovative approaches to clinical care, patient service, and business operations.

ourvalues

Excellence Integrity Teamwork Quality of Care and Services Innovation Stewardship

truecare

TRUECARE HEALTH CENTERS

TrueCare Carlsbad 1295 Carlsbad Village Drive, Suite 100 Carlsbad, CA 92008

TrueCare Encinitas 1130 2nd Street Encinitas, CA 92024

TrueCare La Mision 3220 Mission Avenue, Unit 1 Oceanside, CA 92058

TrueCare and Lennar Foundation Health Center at Casa de Amparo 325 Buena Creek Road San Marcos, CA 92069

TrueCare Mission Mesa Pediatrics 2210 Mesa Drive, Suite 300 Oceanside, CA 92054

TrueCare Mission Mesa Pediatric Dental NEW! 2210 Mesa Drive, Suite 100 Oceanside, CA 92054

TrueCare Mission Mesa Women's Health 2210 Mesa Drive, Suite 5 Oceanside, CA 92054

TrueCare Oceanside 605 Crouch Street Oceanside, CA 92054

TRUECARE WIC OFFICES

TrueCare Encinitas WIC Office 1130 2nd Street Encinitas, CA 92024

TrueCare Escondido WIC Office 649 West Mission Avenue, Suite 7 Escondido, CA 92025

TrueCare Oceanside WIC (Mission Mesa) Office 2210 Mesa Drive, Suite 100 Oceanside, CA 92054 **TrueCare Oceanside Dental** 2216 El Camino Real Suites 121 – 122 Oceanside, CA 92054

TrueCare Oceanside Specialty 619 Crouch Street, Suite 100 Oceanside, CA 92054

TrueCare Older Adult Health Center NEW! 1595 Grand Avenue, Suite 100 San Marcos, CA 92078

TrueCare Perris 1675 N Perris Blvd., Suite G1 Perris, CA 92571

TrueCare Ramona 220 Rotanzi Street Ramona, CA 92065

TrueCare San Marcos 150 Valpreda Road San Marcos, CA 92069

TrueCare Vista Way Health Campus NOW OPEN! 3998 Vista Way Oceanside, CA 92056

TrueCare West San Marcos QuickCare 1595 Grand Avenue, Suite 106 San Marcos, CA 92078

22 locations ready to serve our communities. Health inside. Welcome in.

TrueCare Ramona WIC Office 220 Rotanzi Street Ramona, CA 92065

TrueCare San Marcos WIC Office 150 Valpreda Road, Suite 102 San Marcos, CA 92069

TrueCare Valley Center WIC Office 28246 Lilac Road Valley Center, CA 92082 eruecare

ic Elevating health.

Transforming communities.

EN♥ISIONING A NEW EXPERIENCE IN HEALTH WITH OUR PRESIDENT & CEO

Beyond Norms

TrueCare is a measurable force in the health care industry–elevating care for diverse communities beyond the standard approach. We're not just dreaming of a brighter tomorrow for our patients, were realizing the vision of broader access to health care for all. Our objective remains clear: primary care is key to building healthy communities.

TrueCare experienced significant growth in 2023, which resulted in a 9% increase in the number of patients served. We cared for nearly 65,000 lives through over 340,000 visits, but the wellness of our communities goes far beyond the clinic walls. Over 50 new and enhanced partnerships helped TrueCare deepen its impact.

New locations and specialty services expanded health care solutions for evolving and unique patient needs. Health equity continued to be a primary focus, ensuring that quality did not vary. Each in-person or virtual visit provided care centered on dignity and respect, tailored to meet patients where they are. A comprehensive digital literacy campaign empowered patients and closed the digital gap to usher in a new era of preventive care. Remote patient monitoring has transformed patient engagement by placing them at the heart of their care journey through real-time data and insights.

The path to a healthier, more informed community starts at home. TrueCare's medical, support, and administrative professionals are critical to our operations. And so we make certain to take care of our own. Competitive compensation and benefits and an organizational culture prioritizing work-life balance helped us achieve this mission. Our commitment to pay equity has enhanced employee satisfaction, leading to impressive retention rates: 86% for staff and 91% for providers. Our Diversity, Equity, and Inclusion and Wellness Within committees nurture the success of this work, helping us all experience a profound sense of belonging.

TrueCare's annual report tells our story through a growing family of patients, staff, and supporters. These narratives illustrate our daily mission and extraordinary efforts, going beyond benchmarks to address the needs of those seeking care.

Join us in discovering how we care beyond measure.

lifedgelid grozalez

Michelle D. Gonzalez, MPA President and CEO, TrueCare

Beyond Standards

 TrueCare made immense strides in fulfilling its commitment to the well-being of our diverse communities. Their dedication to expanding health care access truly positions them as the heartbeat of hope in the community, providing health care solutions for all.

> **Russell Riehl, MHA** TrueCare Board Chair VP of Operations Support Services, Palomar Health

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4 / Caring Beyond Measure

2023 EXECUTIVES & SENIOR LEADERS

Our TrueCare Executive and Senior Leadership Team puts its diverse set of skills and talents to work each day to fulfill our mission.

Chief Executive Team

Michelle D. Gonzalez, President and CEO Andrea Lewiston, Chief Human Resources Officer Briana Cardoza, Chief Business Development Officer Kathy Martinez, Chief Financial Officer (Retired) Dr. Marie Russell, Chief Medical Officer/Chief **Operations Officer**

Tracy Elmer, Chief Innovation Officer

Senior Leadership Team

Anthony White, VP of Government & Community Affairs Brandon Turner, VP of Finance & Revenue Cycle Cathy Sakansky, VP of Quality, Risk & Care Management Christina New, VP of Operations Dee Elliot, VP of Finance DeeAnn Green, VP of Operations Jennifer Ferrier, VP of Growth Dr. Jorge Otañez, Associate Chief Medical Officer Matthew Kosel, VP of Clinical Informatics

2023 BOARD OF DIRECTORS

This team of passionate volunteer Board members, of which 55% are TrueCare patients, share their unique perspectives to help quide our success.

Russ Riehl, Chair Andrés Ramos Martin, Vice Chair Dulce Benetti, Secretary Adriana Andrés-Paulson, Treasurer Carmen Huertero, Ex Officio Craig Jung, Board Director

Desmond Young, Board Director Jay Timacdog, Board Director Karen Pearson, Board Director Katie Ramos, Board Director Dr. Phil Yphantides, Board Director Walt Steffen, Board Director

going above.

CLINICAL QVALITY ______

Triumphs of the Heart

TrueCare champions population health improvements by delivering quality, personalized care through a preventive approach. With our high-quality patient experience, we can help to break down barriers and close equity gaps.



Diabetes Control

Nearly half of the U.S. population has diabetes or prediabetes. Our efforts to reverse this course with patients yielded 60% of TrueCare diabetic patients with an HbA1c below 8%.



Behavioral Health

Over 80% of our patients were screened for depression, an 8% increase from 2022. Our commitment to addressing the mental health crisis remains intentional and vital.



Cervical Cancer Prevention

84% of adolescent female patients seen by our Pediatric, Adolescent & Young Adult providers received their recommended cervical cancer screening. TrueCare prioritizes early detection in the battle against the fourth most common cancer in women worldwide.



Weight Stigma

Over the past three decades, childhood obesity rates have tripled in the U.S. 92% of our pediatric patients aged 3-17 received a weight assessment and counseling for nutrition and physical activity.

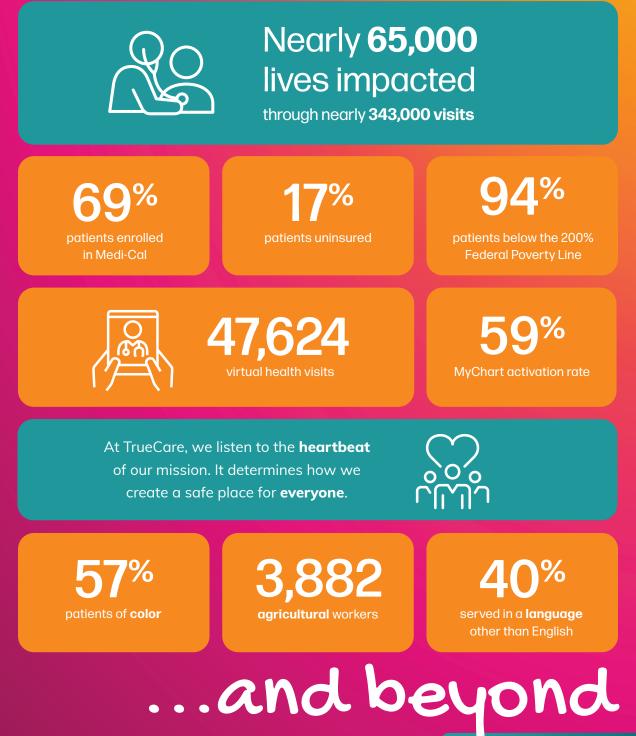


"Health equity is about making care available at the right time and the right place for patients who need care the most."

Dr. Marie Russell, Chief Medical & Operations Officer

The Pu se of Progress

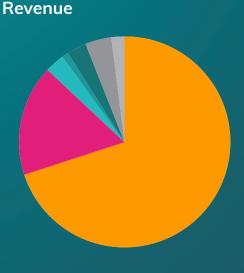
TrueCare prides itself on providing exceptional care to everyone seeking a trusted health care partner. Our commitment to fostering enduring relationships with our patients goes beyond conventional standards and is reflected in the lives we touch. **At TrueCare, everyone is welcome!**



TrueCare 2023 Annual Report /

ing Success FINANCIALS ____

TrueCare's commitment to excellence and dedication to being a premier health center is reflected in our Medi-Cal payer mix, innovative patient programs, grants, and more. Through strategic financial management, we ensure sustainable growth to continue to meet the needs of our diverse communities.

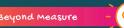


- Government Insurance (e.g. Medi-Cal, CoveredCA, Medicare)
- Patient Service Programs + Grants for Uncompensated Care
- WIC + Health Education Grants
- Self Pay
- **Private Insurance**
- Contracted Pharmacy
- Miscellaneous



Operational Budget





Pulling our Weight

TrueCare takes pride in our award-winning care, recognized for high quality throughout the industry.

2023 ORGANIZATIONAL AWARDS

- Blue Shield Promise Leading the Way Awards -Blue Shield of California Promise Health Plan
- Care Award International Board Certified Lactation Consultants (IBCLCs) and International Lactation Consultant Association (ILCA)
- Community Partner Award Casa de Amistad
- Community Partner Award Mana de North County
- Nonprofit of the Year Award Ramona Chamber of Commerce

2023 LEADERSHIP AWARDS

- Business Women of the Year -Finalist, Briana Cardoza, San Diego Business Journal
- Inclusive Leadership in Action (ILIA) Awards -Community Change Agent, Nominee, Alejandra Perez, RISE San Diego
- Latino Leaders of Influence Top 50 -Honoree, Alejandra Perez, San Diego Business Journal
- Nonprofit Executive of the Year (Business Nonprofit) - Finalist, Michelle Gonzalez, San Diego Business Journal

- **Top 50 Women of Influence 50 Over 50** -Honoree, Dr. Marie Russell, San Diego Business Journal
- **Top 50 Women of Influence in Technology** -Honoree, Tracy Elmer, San Diego Business Journal
- Volunteer of the Year Walt Steffen, North County Philanthropy Council
- Women in Leadership Nominee, Dr. Chanelle Calhoun, San Diego East County Chamber





EXPANDING HEALING MMM

Reaching New Heights

TrueCare responded to the growing need for integrated wellness by introducing Acupuncture and Podiatry services in March of 2023. This expansion exemplifies our dedication to providing natural and effective treatments to enhance the well-being of our patients. Providing these specialized services underscores our ongoing commitment to health equity.





1,367

Podiatry Visits

in only 8 months

2,493

Acupuncture Visits

in only 9 months

Patients seeking alternatives for pain relief now have access to

Podiatry supports mobility, particularly for diabetic patients

TrueCare takes pride in offering these distinctive services as integral components of our comprehensive approach to

holistic options without relying solely on medication.

Acupuncture has demonstrated efficacy in managing pain, alleviating muscle tension, easing joint stiffness, and

mitigating headaches, among other benefits.

contending with associated foot conditions.

health care.

help each patient address health issues without medications." Andres Gonzalez. DAOM

"We have the ability to

TrueCare 2023 Annual Report / 11

INFINITE CONNECTIONS ______

program members

Beyond Boundaries

Meet Rosalinda, TrueCare's dedicated health promoter, known as a Promotora de Salud in her community. Her passion knows no limits, bringing health, hope, and healing directly to those in need.

What does it mean to be a TrueCare advocate?

I am honored to be part of TrueCare, an organization that values people and recognizes the positive impact of informed health care decisions on the community. I am proud to make a difference by serving as a liaison between the compassionate medical providers at TrueCare and the community I love.

What does your role involve?

Community health centers rely heavily on word-of-mouth for referrals. Personally, I take pleasure in discussing with my neighbors, friends, and family the numerous advantages provided by TrueCare. Above all, I encourage my loved ones to prioritize their health by taking care of themselves first.

How did you learn about the program?

I had a really harrowing time in my life one year - my mother died in January, my grandmother passed in February, and my husband in May. I fell into a terrible depression. Thankfully, TrueCare helped. I joined Golden Years, a support group for older adults, and became a health promoter!

What impact do you hope to have on the community?

I hope to improve my community's access to health care. I want to keep learning and using that knowledge to help people in need. I believe that this is the law of life - give what you can give.

I'm proud to be a bridge to hope for my community."

Rosalinda, Promotora de Salud





33

"We all need to work together for the good of the community. Feeding San Diego is proud to partner with TrueCare, reaching our neighbors where they are to meet their needs." Robert Kamensky, Feeding San Diego CEO



"Collaborating with partners like TrueCare is key because together we are helping people and bettering lives." Filipa Rios, Interfaith Community Services Chief Program Officer

Where
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Whole Person Care

366,939

pounds of **food distributed**

8,394

individuals assisted with **Medi-Cal** application

16,715

Uber Health rides

Beyond Circumstances

Many of our neighbors face circumstances beyond their control, hindering their ability to acquire basic needs. TrueCare's Social Determinants of Health Task Force and the Community Engagement team work closely to forge alliances with community-based organizations to remove barriers. Together, we are dismantling stigmas associated with connecting high-quality, culturally affirming care to anyone in need.



In a united front with **Operation Hope, Interfaith Community Services**, and **Jewish Family Services of San Diego**, TrueCare provides comprehensive support for individuals and families experiencing homelessness.



Food

Partnering with **Feeding San Diego** to extend specialized support to our agricultural workers and with the **Hope Through Housing Foundation** to distribute nutritious meals to affordable housing complexes and the general community.



Transportation

Providing no-cost **Uber Health rides** to eliminate difficult transportation barriers and ensure quality care is within everyone's reach.

The care I received was life-changing! Dr. Mostofian gave me hope and saved me from excruciating pain.

Maria, TrueCare Patient

HEARTFELT HEALING ______

Beyond Grateful: Maria's Journey

Maria Matias is happy to be here, pain-free. Her gratitude is evident to all at TrueCare as she smiles brightly and thanks everyone. The smile slowly fades when asked about her story, and a dark memory quickly comes to her mind. She recalls the excruciating pain that she endured, which kept her up at night pleading for relief. "I cannot put into words how unbearable the pain was. It was a constant struggle, and I wouldn't wish it upon anyone. The pain would persist throughout the day and night."

Abdominal pain and heavy uterine bleeding sent Maria to the emergency room in June 2023. It was a visit that she hoped to forget. She lost so much blood that she had to have an emergency blood transfusion.

"It hurts to think about it because I suffered so much. You have no idea. I suffered along with my husband and my daughter. The pain kept us all up late at night. I can't talk about it freely without crying and remembering the pain it left on all of us." Maria needed specialty medical care — a hysterectomy — but she did not have insurance coverage. TrueCare's welcoming service model closes gaps in care for patients like Maria. A team of compassionate providers and health care partners stepped in to help.

As a Women's Health provider at TrueCare, Dr. Mostofian has a deep heart for the organization's mission. She's been an obstetrician/gynecologist for over a decade, empowering women and advocating for their needs.

"Dr. Mostofian was very good to me. She was very attentive and very interested in helping me. I remember the connection she made with my family—and her compassion. She gave us hope. Not just for me but for my daughter and husband."

Dr. Mostofian harnessed TrueCare's partnership with Project Access San Diego (PASD) and Palomar Medical Center. PASD is the flagship program of Champions for Health, an organization of health care professionals who address the unanswered medical needs of the underserved. In October 2023, Maria received her long-awaited surgery. Now, she is no longer in pain.

"It's incredibly fulfilling to have the support of TrueCare and Project Access to provide continuity of care for our patients who otherwise would experience a fragmented health care journey. Because of this collaborative partnership, our patients receive streamlined access to the healing they need." Dr. Mostofian said.

Maria said the care she received at TrueCare was life-changing.

"Dr. Mostofian saved my life," she said. "She's an angel for me. If it weren't for TrueCare, I don't know where I would be right now."



"Maria was suffering immensely without a reliable source of care. Thanks to the generosity of donors and our collaborations with community partners, we can be a beacon of hope not only for her but many other women in the county."

Eimaneh Mostofian, MD (OB/GYN

EMP WERING PATIENTS THROUGH INNOVATION

Tech-enabled care lowers pressure, raises the bar



Monthly, over

patients monitored

remotely and counting...

Scan to read our article in Health IT News



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Jazmín, TrueCare Patient

Beyond Visits

Uncontrolled high blood pressure can significantly

impact one's life. Without consistent mitigation, it can cause fatigue, dizziness, and increase the risk of severe health issues. Rimidi, a remote patient monitoring (RPM) platform, empowers TrueCare patients like Jazmin by allowing them to manage their blood pressure beyond the doctor's office visit.

"We started using the platform in early 2023 with a few patients," notes Matthew Kosel, Physician Assistant and VP of Clinical Informatics. "Based on the success of that pilot, we expanded and are now caring for over 100 patients per month and counting."

The program works by having patients use a special monitor to check their blood pressure, which then automatically uploads the data to our Rimidi platform. This system seamlessly integrates with TrueCare's electronic health record system, enabling prompt adjustments to a patient's treatment plan and medications. Our advanced remote monitoring system reduces the need for frequent in-person visits and enables providers to efficiently and safely manage a patient's blood pressure, ensuring better health outcomes.

"This program is improving the quality of life for patients managing high blood pressure," Kosel reports. "It enables TrueCare to provide care outside the exam room, making life much easier for our patients."

"

Remote patient monitoring not only manages high blood pressure but improves the quality of life for patients beyond the exam room."

Matthew Kosel, VP of Clinical Informatics and Physician Assistant



Gabrielle Nord, PA

TECH ADVANCEMENTS REDEFINING CARE -MMM

Beyond Bytes

For over 50 years, the wheels of innovation have been turning at TrueCare. Our founders dreamed of reshaping the way quality care was delivered, transcending beyond the traditional care setting, and using a recreational vehicle to connect with the community. Today, TrueCare is identifying new ways to keep patients engaged, informed, and in control throughout their health care journey.

OCHIN[™] Epic[®] partners with community health centers, like TrueCare, to drive health equity, cultivate innovation, and expand equitable care beyond the doctor's visit. Since becoming the first Federally Qualified Health Center in San Diego County to launch the OCHIN Epic electronic health record system, TrueCare has achieved unprecedented milestones, elevating us to one of the largest Federally Qualified Health Centers in OCHIN's member network.

"TrueCare's service model is unique because it embraces innovation," Tracy Elmer, Chief Innovation Officer, said. "Everyone must be willing to adopt change. It starts with our providers and extends to every point of the care process. Our patients are more aware and informed and deserve easy access."



OCHIN



59% MyChart activation rate for active patients

Top 10 OCHIN collaborator



15,180 Self-scheduled appointments online or in MyChart TrueCare's service model is unique because it embraces innovation."

> Tracy Elmer Chief Innovation Officer

New TrueCare health campus in Oceanside opening in 2024

ASPIRATI NS FOR TOMORROW

mts

truecare

The past year wasn't just about checking boxes. We witnessed lives transformed, families empowered, and smiles restored. Fueled by this energy, we eagerly embark on our mission's journey for **2024**, anticipating even greater impact in the year ahead.

Growth / Strengthening community partnerships remains pivotal to our mission. We will continue to extend support to tomorrow's leaders through partnerships with the Oceanside and San Marcos unified school districts, California State University San Marcos, MiraCosta College, and Palomar College. In 2023, we eliminated barriers to care through 13,557 visits to TrueCare Perris in Riverside County. We will continue to enhance care access points to ensure the wellbeing of this community.

Innovation / Through virtual health tools and educational initiatives, we will persist in advancing digital literacy efforts. This includes sustaining and expanding our remote patient monitoring program and providing how-to videos for patients using MyChart.

Expansion / Removing health care barriers is paramount to effecting change in people's lives. TrueCare's expansion to a **new health campus in Oceanside on Vista Way by the end of 2024** will offer comprehensive medical, dental, and specialty services to an anticipated 20,000 lives.













Impact / To combat maternal and infant mortality rates, TrueCare will add doula services. Research shows that doula support has positive effects on the overall perinatal experience. Our program will help to address disparities, especially for higher risk populations, and provide vital benefits to moms and babies.

Advocacy / In this critical election year, we will raise our voices, amplifying engagement among employees, patients, and the community to ensure health equity for all.

Beyond Fortit

It's often said that a good reputation is more precious than silver and gold, but in Vicky Martinez's case, her moniker as Mama Bear is invaluable. Her TrueCare journey began over 35 years ago when, as a young mother-to-be, she sought prenatal care and, in return, received an entire village of support.

"Like so many moms, I came to my first prenatal appointment seeking care and guidance. I got so much more from my experience at TrueCare. I found a compassionate care team that has supported my family and me throughout life. Now, I am making sure that the patients I see have a similar experience."

Today, she is a dedicated health educator caring for around 1,500 patients each year at TrueCare Ramona. Vicky relentlessly provides immeasurable support, guiding patients in managing their conditions like diabetes, blood pressure, and asthma. "After getting the care I needed from TrueCare when I was pregnant, I know that having someone listen and take care of you makes a big difference. There is a huge need in this town, and I want to pay it forward."

Vicky underscores the paramount importance that she and the Ramona team place on treating patients like family. **"We're so much more than a clinic; we help our patients get the resources they need beyond their exam room, like hospice, transportation for those with disabilities, and so much more."**

The familial ties extend to Vicky's son, who is now 32 years old. Ricardo owns a car detail business and like his Mama Bear, he's finding time to pay it forward.

"TrueCare has been a safe haven for my family for as long as I can remember," he says. "It feels like home."



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There is a huge need in this town, and I want to pay it forward.

Vicky Martinez, Health Educator

Members of TrueCare's Women's Health team

NITED FOR IMPACT MM DMM

Community partnerships are vital in expanding TrueCare's reach, ensuring that those in need receive essential care where they are. These collaborations are instrumental in bridging gaps in health care access and serve as a cornerstone for building trust throughout diverse communities. By fostering these alliances, TrueCare can effectively advance the pursuit of health equity and ensure that students receive convenient care that does not compromise quality.

ealth

Care for Tomorrow, Today

TrueCare is investing in tomorrow's leadership today.

In the landscape of public health, the power of community partnerships stands as a beacon of hope and progress. For TrueCare, these collaborations are indispensable in achieving our core mission. The profound impact of our community partnerships with educational institutions has begun to alter the trajectory of health for marginalized populations, setting a new standard for what can be achieved when we unite for the common good.

Collaboration with colleges and universities offers student development beyond the classroom, fostering continuous growth and offering real-world experience. Higher learning institutions are a hub of innovation and change. Through ongoing student engagement, TrueCare addresses health care needs on the individual level, leading to an enriched and thriving community for all.



"Cal-Sate San Marcos' partnership with TrueCare offers students real-world experience through mobile health services, providing a pathway to social mobility and rewarding health care careers."

Dr. Ellen Neufeldt, Cal State San Marcos President



"Ensuring equitable educational and health outcomes for our community's children is crucial. Our partnership with TrueCare is vital to making a meaningful impact for generations to come!"

Elisa Ayala, Migrant Education Region 9 Director



Helping students gain in-clinic training hours to complete their health care degree, certification, or licensing.





Addressing rising youth suicide rates through educational campaigns, supportive services, and mental health awareness activities.





Offering a medical assistant program that provides scholarships, paid externships, practical learning, certifications, and career advancement opportunities.





Ensuring equitable access to quality health care services fo migrant and seasona agricultural workers and their families.





Outreach Program Services of America (OPSA) comes to our clinics to sign up patients for discounted internet/free devices to keep them connected.





Beyond Thankful

TrueCare's culture of giving emanates from within, compelling us to host impactful campaigns that extend beyond the clinic walls, embracing our entire community.



In collaboration with the Boys and Girls Club of San Marcos, our TrueCare team members joined forces to generously donate over 300 backpacks for the Flapjacks for Backpacks event, enhancing the educational journeys of countless children.



Our TrueHeroes also supported our annual Holiday Giving campaign for pediatrics, raising funds for 600 cow plush animals that were handed out by our compassionate health professionals to our young patients.

And while our heartfelt compassion impacts lives positively, we can't do it alone.

Your contribution goes far beyond financial aid; it becomes a pivotal cornerstone of our overarching mission, expanding the reach and effectiveness of our initiatives.

Your contributions empower TrueCare to reach new transformative heights. Through your generosity, we can touch the lives of those in need and contribute to building a healthier, more resilient future for families, friends, and neighbors.

Join us in this shared commitment, we achieve more together than we ever could alone.



Give Today! Please visit truecare.org



Growing on purpose, with purpose.