

F. M. KIRBY FOUNDATION SOLICITATION EVALUATION FORM

DATE: November 6, 2023
Program Area: Human Services

REQUEST DATE: September 25, 2023

APPLICANT:

Planned Parenthood of Northern, Central, and Southern New Jersey, Inc.
196 Speedwell Avenue
Morristown, NJ 07960-3889

CONTACT: Ms. Maria Kulp, VP of Development

AMOUNT REQUESTED: \$100,000

NATURE OF REQUEST: General operating support in Morris County only

GRANT HISTORY

SUPPORT: 1967-2022

OF APPROVED GRANTS: 57

TOTAL DOLLARS: \$3,370,200

LAST GRANT DATE: 12/12/2022

LAST GRANT AMOUNT: \$100,000

FYE DATE: 09/30

AFS DATE: 03/28/2023

Year Approved	Approved Amount	Approval Date	Grant Purpose
2022	\$100,000	12/12/2022	General operating support in Morris County only
2021	\$100,000	12/20/2021	General operating support in Morris County only
2020	\$100,000	12/14/2020	General operating support in Morris County only
2019	\$100,000	12/16/2019	General operating support in Morris County only
2018	\$100,000	12/10/2018	General operating support in Morris County only

DLK COMMENTS: See financial analysis.

LDC COMMENTS: Planned Parenthood of Northern, Central, and Southern New Jersey (PPNCSNJ) provides high-quality, comprehensive, accessible, and affordable reproductive and complementary healthcare services, emphasizing privacy, confidentiality, dignity, and sexual self-determination.

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While this branch of Planned Parenthood houses sixteen branches, the FMKF grant supports the Morris County operations which are housed at our Morristown Health Center located on Speedwell Avenue. This office provides a full range of health services including abortion, birth control, HIV services, men's health care, emergency contraception, pregnancy testing and services, STI testing and treatment, and women's health care. Importantly, PP of Morristown does not provide prenatal care and refers pregnant patients without insurance to the local health department or utilizes insurance navigators to help them apply for Medicaid/NJ FamilyCare (undocumented women can be assisted with an application for the NJ Supplemental Prenatal and Contraceptive Program which falls under NJ FamilyCare). The Morristown clinic comprises 4% of total expenditures and revenue for PPNCNJ and 10% of all patients seen (it would be interesting to see the cost/patient breakdown of all sixteen centers). Our grant of \$100K in FY22 accounted for 8% of the Morristown clinic's operating budget.

The comparison data for the Planned Parenthood Morristown Health Center in 2021 versus 2022 is as follows:

Morristown	2021	2022	Difference
Unduplicated Patients	4,909	5,400	491
Total Visits	6,496	7,200	704
Cancer Screenings	1,935	1,833	(102)
STI Screenings	7,041	8,178	1,137
HIV Tests	871	958	87
Education/Counseling on BC	4,054	4,468	414

I was confused about how the STI screenings were showing up higher than the total visits so I inquired with Maria Kulp who explained that each STI screening is counted separately, and a patient can be screened for multiple STIs in one visit. While data around ethnicity remains the same, there was a 4% increase in patients seen who did not have medical insurance. In general, there is clearly a trend towards an increase in services provided and, while we can speculate about the reasons for this, it is impossible to know the cause. Obviously, PP provides more services than abortion (in fact, abortion only comprises 4% of PP's services globally), however this is the service we hear about the most on the news. The grant does not provide data about medical or chemical abortions provided at the Morristown location because PP does not publish this information for security reasons (Maria offered to send me this data, but I did not think it was necessary). The grant application does mention the Patient Navigation program (funded by the Healthcare Foundation of NJ), which provides a caseworker to help patients navigate the abortion process with resources that account for all aspects of the procedure from start to finish.

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It has been one year since the overturning of Roe vs. Wade and discussions about abortion access, prenatal and postpartum healthcare, and the “first 1,000 days” are still featuring prominently as some of the main topics of conversation in the realm of health policy in New Jersey and nationally. Whatever one’s personal thoughts on the legality of abortion and/or the ability of individual states to regulate abortion based on their voter population’s preference, it can’t be denied that total state bans on abortion create a myriad of complex and ethically dubious blockades on the ability of women to access appropriate healthcare in extreme scenarios *and* for doctors to provide the services that are required in order to fulfill their duty to optimal patient care which, in turn, has a ripple effect on the ability to provide appropriate healthcare to all women residing in these states in any capacity. For a deeper dive into these issues, I highly recommend this episode of [This American Life](#) which explores the concept of statewide abortion-ban from the perspective of an OB-GYN in rural Idaho who has decided to leave her under resourced area due to her inability to appropriately care for patients.

It is worthwhile to note that abortion services are protected in New Jersey under the State constitution and Planned Parenthood continues to be funded as part of our state budget (along with other family planning services). New Jersey also has an “interstate shield” that protects abortion providers and helpers from civil and criminal consequences stemming from providing abortion services to an out-of-state resident. However, we should not assume that the statewide protection of abortion means that women in New Jersey are, in general, “safe” from disparities in healthcare access. NJ is currently ranked as 29th in the nation for maternal mortality and has one of the widest racial disparities for both maternal and infant mortality: a black mother in NJ is almost seven times more likely than a white mother to die from maternity-related complications, and a black baby is nearly three times more likely than a white baby to die before his or her birthday (from the New Jersey Maternal Mortality Report 2016-2018). This issue must be addressed via a multi-pronged approach, from decreasing and breaking down barriers to reproductive healthcare, sex education, healthy relationship education, and perinatal/postpartum medical and emotional care for our most vulnerable community members. While PPNCSSNJ only provides one part of the solution to the problem of maternal and infant mortality, it is a crucial aspect that, in partnership with other grantees such as Nourish.NJ, JBWS, Morristown Grow-it-Green, and Morristown Medical Center, works towards addressing the problem in our region.

The 2023 grant application highlights the focus on ensuring that all barriers to PPNCSSNJ’s services are mitigated, whether they are logistical (transportation, insurance coverage, location) or personal (disability, size, language, fear/anxiety around medical procedures). In this way, more residents of this region of New Jersey can access family planning services and reproductive healthcare regardless of their socioeconomic status, immigration status, language, and/or ability. In addition to pain management options, telehealth access, and language services, PPNCSSNJ partners with UberHealth to mitigate transportation barriers. Additionally, PPNCSSNJ was one of several affiliates in NJ to receive a loan from the state of New Jersey to renovate their Morristown clinic. This renovation will include bariatric exam tables and specialty tables to service patients with disabilities, breaking down an additional barrier to appropriate and inclusive healthcare for women.

While I understand our desire to fund the Morris County site exclusively, based on our geographic focus, I would not theoretically be opposed to broadening this designation to include other regions if the Morristown location is fully funded (something to inquire about in a future site visit). For

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2023, I recommend the budgeted and requested \$100,000 in general operating support for the Morristown location only.

JJK COMMENTS: Grateful to LDC for capturing the nuances of PP's work, and the ends to which they go to accommodate their clients and break down barriers. I also wanted to highlight PPNSNJ's education work, as they partner with FMKF grantees Mrs. Wilson's House and Drew University, as well as the Morris School District. Topics include consent, healthy relationships, puberty / hygiene, safe sex, STI prevention, and sex and privacy. It is worth noting this, considering, as LDC points out, too often PP is only associated with abortion.

Regarding future designations, if our grant makes up 8% of the Morristown budget, it seems that this location would continue to benefit from the designation. That said, I welcome the question and a site visit in 2024 (last visit was in 2018).

I second the recommendation of \$100K for Morristown operations.

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Prepared By:	DLK		
Grant Request Amt.	\$ 100,000	Type of Financial Report Submitted	Audit
Budgeted Amt.	\$ 100,000	Period Covered in Financial Report	9/30/2022
Audit Firm	CliftonLarsonAllen LLP	Date of Report Issuance	3/28/2023
Opinion	Present fairly		
Basis of Acctg.	GAAP		
Current Ratio (Liquidity Ratio/Working Capital Ratio)	4.60	Amount of Unrestricted Net Assets (Operating Reserve)	\$ 18,279,926

Note: A current ratio measures an organization's ability to pay short-term and long-term obligations. The higher the ratio, the more capable the organization is of paying its obligations. A ratio under 1 indicates that the organization's liabilities are greater than its assets.

Allocation of Functional Expenses	9/30/2022	%	Must Read Financial Statement Notes
A. Program Service Expenses	\$ 25,863,989	83%	Ideally program expenses should be at least 70% of total budget.
B. Management and General	\$ 4,586,034	15%	
C. Fundraising	\$ 862,468	3%	
D. Total Expenses	\$ 31,312,491	100%	

FY23 BUDGET: The FY23 budget for the parent organization projects an operating deficit of \$344K, versus a surplus of \$1.7M for FY22. Total revenues are budgeted to decline by \$2.6M. Total expenditures are budgeted to decrease by \$564K/2%, with a decrease in medical expenses and outside services. The FY23 budget for the Morristown Health Center was projecting a \$308K deficit but revenues are tracking over budget and revised year-end projection is a \$75K deficit (their fiscal year ends 9/30 and request was dated 9/21 so FY23 almost over). The amount requested is 7.9% of the Center's total projected expenditures for FY23.

FY22 AUDIT: There was a \$1.9M operating surplus for FY22 vs a \$371K surplus for FY21. The organization experienced negative investment returns of \$1.7M, so total net assets only grew by \$314K. Total support and revenue for FY22 grew by \$797K (3%) over FY21, with growth in program revenues (up \$520K/4%) and contributions (up \$1.5M/43%) being partially offset by a decline in government grants (\$919K/7%). The Organization receives 86% of its government grants from one source, which is 36% of its total revenue and support for FY22. Total expenses declined by \$758K (2%), primarily in program services (down \$545K/2%) and fundraising (down \$258K/23%). Net cash and cash equivalents increased \$875K. The organization has \$2.1M in cost-reimbursable grants that have not yet been recognized because qualifying expenditures have not yet been incurred. In February 2023 (subsequent to FY22 year-end), the organization entered into a loan agreement with the New Jersey HealthCare Facilities Financing Authority to finance capital improvements. The loan allows for borrowing up to \$6M and is subject to forgiveness by the Authority if the terms and conditions of the agreement are met. As of March 28, 2023, the Organization has drawn approximately \$450K of those loan funds.

As of September 30, 2021, PPNSNJ had investments totaling \$8.0M, of which \$3.8M were endowment-related. The Organization has a \$1.6M line of credit with an outstanding balance of \$250K as of September 30, 2022. There were no red flags as a result of my review.

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DISPOSITION:

- Declination
- Hold for review on/about:
- Approval for: **\$100,000**
- Hold for Board Review
- Payee Other Than Addressee:
- Insert Information: **General operating support in Morris County only**
- Other:

Initials: JK

Date: 11/29/2023

Check #

Date: