



**Mary's
Center**

TESTIMONY

TO THE

COMMITTEE ON FINANCE AND REVENUE

COUNCILMEMBER JACK EVANS, CHAIR

Bill 21-353 the "Local Jobs and Tax Incentive Act of 2015"

Wednesday, October 14 2015

10:00 a.m.

Room 500 - John A. Wilson Building

1350 Pennsylvania Avenue, NW, Washington, D.C. 20004

BY

MARIA S. GOMEZ, R.N., M.P.H.

PRESIDENT AND CHIEF EXECUTIVE

MARY'S CENTER

2333 Ontario Road, N.W.

Washington, DC 20009

My name is Maria Gomez. I am the President and CEO of Mary's Center. Established in 1988, Mary's Center is a Federally Qualified Health Center that provides health care, family literacy, and social support to individuals whose needs too often go unmet by both the public and private sector. Mary's Center uses a multipronged program approach to help each participant access services that set them on the path toward good health, stable families, and economic independence.

We deliver high-quality, professional care to 36,000 individuals yearly throughout the DC region, including individuals from over 110 countries, who are most in need.

Our ten-year relationship with the Advisory Board Company has been exceptional in the professional development of Mary's Center, as healthcare systems in this country have become very complex. One extremely successful example, to address our long-term sustainability, was the Advisory Board's assistance in creating a Mary's Center tag line, an elevator pitch, and a concise presentation of our services helping us raise \$3.4M every year just from the private sector.

Telling our story was only the beginning; the Advisory Board has helped us with effective solutions to increase our medical provider productivity without decreasing physician morale, all while increasing the quality of care.

To enhance the leadership skills of our COO and myself, the Advisory Board provided, free of charge, a \$30,000 year-long leadership development program that helped us turn the corner in managing a growing and ever-changing health care organization.

Team members at the Advisory Board, starting with their CEO, also give their time and talents to serve on various local nonprofits. They include Matt Klinger who serves as Treasurer on our Board of Directors and is this year's Chair of our fundraising Annual Gala. His financial skills have helped the Mary's Center staff set priorities and focus on specific drivers towards sustainability.

I am testifying in support of the Advisory Board Company today because they are always there to help with critical work to enhance our growth, professionalism and quality of care - dollars that are always very hard to raise in the nonprofit sector. For instance, they have also helped us improve our clinical flow and documentation process and to better leverage our appointment call system to serve more people effectively and at lower cost.

The Advisory Board Company is an amazing partner. The contributions that I have just described are only a taste of what they also provide pro-bono to many of our partners in this city. Their work is invaluable and I appreciate what they do for Mary's Center and for this city as a resident of Mt. Pleasant.

Thank you for the opportunity to be with you today.