



NMCC
NEW MEXICO CANCER CENTER
Foundation

Tim Tokarski MHA, MBA

Executive Director

New Mexico Cancer Center Foundation

505.463.1225

timt@nmohc



Keys to sustainable Foundation Revenue

- 1) Ask!
- 2) Acknowledge!



Establishing your Nonprofit

The process of establishing and operating a successful nonprofit is no different than a for profit business

- 1) Have a passion to create change in an underserved community – Do you need to start a Nonprofit?
- 2) Refine and develop a Mission and Vision
 - a. Name
 - b. Solutions
 - c. Populations
 - d. Mission – specific
 - e. Vision – Aspirational
- a. Business Plan
 - 1) Build your team - Seek board / trustee representation
 - 2) Build an Identity
 - 3) Secure legal recognition
 - 4) Startup funding
 - 5) Early operations
 - 6) Revenue streams
 - 7) Impact change
 - 8) Governance and Reporting



Mission Statement

[T]o be a dedicated leader in support of non-medical assistance to patients under care at the NMCC who have cancer or other life changing illness. This support is designed to meet their financial, emotional, and educational needs throughout the treatment continuum.

Vision Statement

We see a world where nobody must choose between medical treatment and other aspects of their lives.



Grants



Emergent Needs



Education and Support

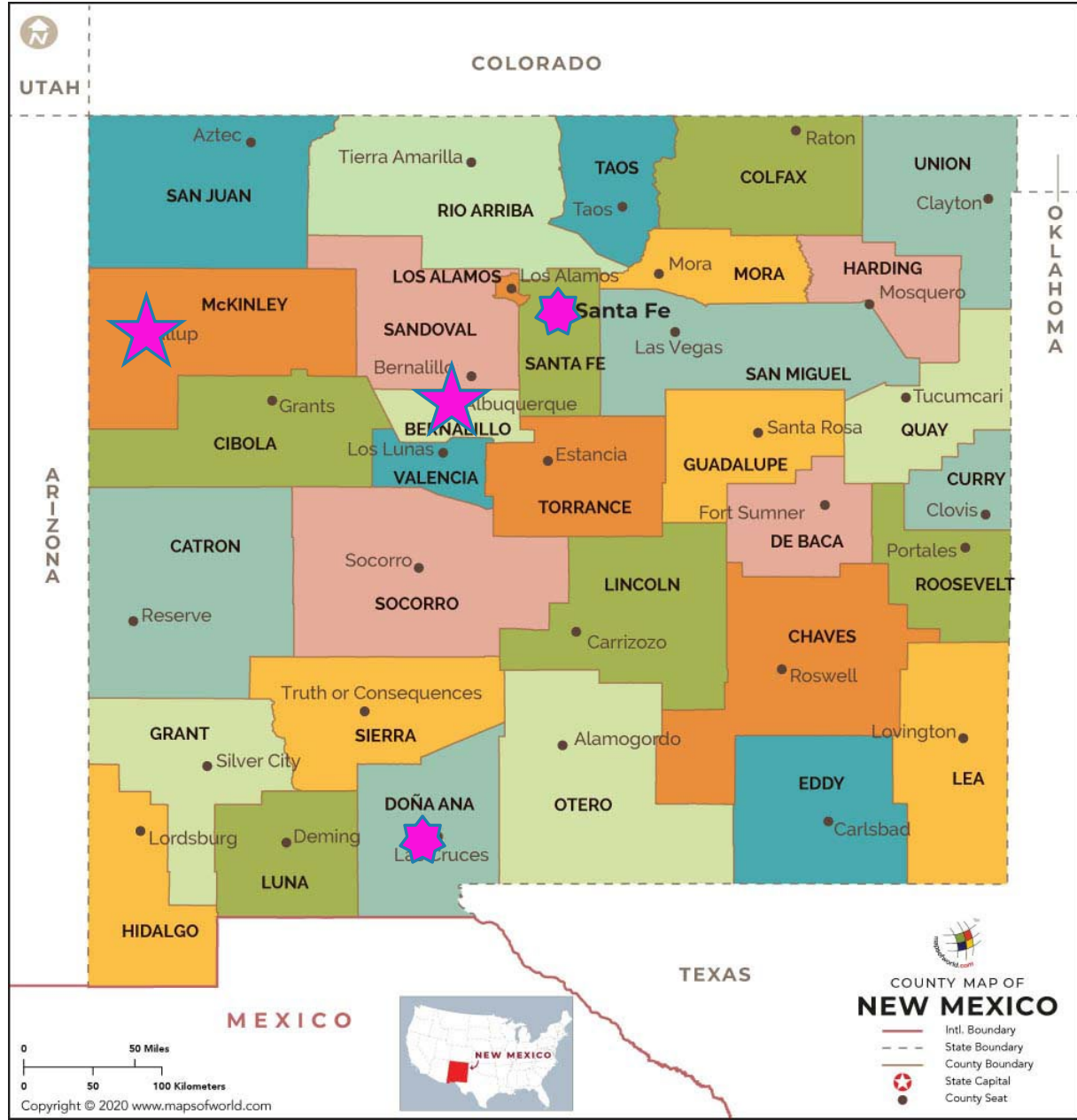
Social Determinants of Health

5 Core Domains

1. Housing Instability
2. Food Insecurity
3. Transportation Obstacles
4. Utilities
5. Interpersonal Safety

8 Supplemental Domains

1. Financial Strain
2. Employment
3. Family and Community Support
4. Education
5. Physical Activity
6. Substance Use
7. Mental Health
8. Disability



Key New Mexico Demographics

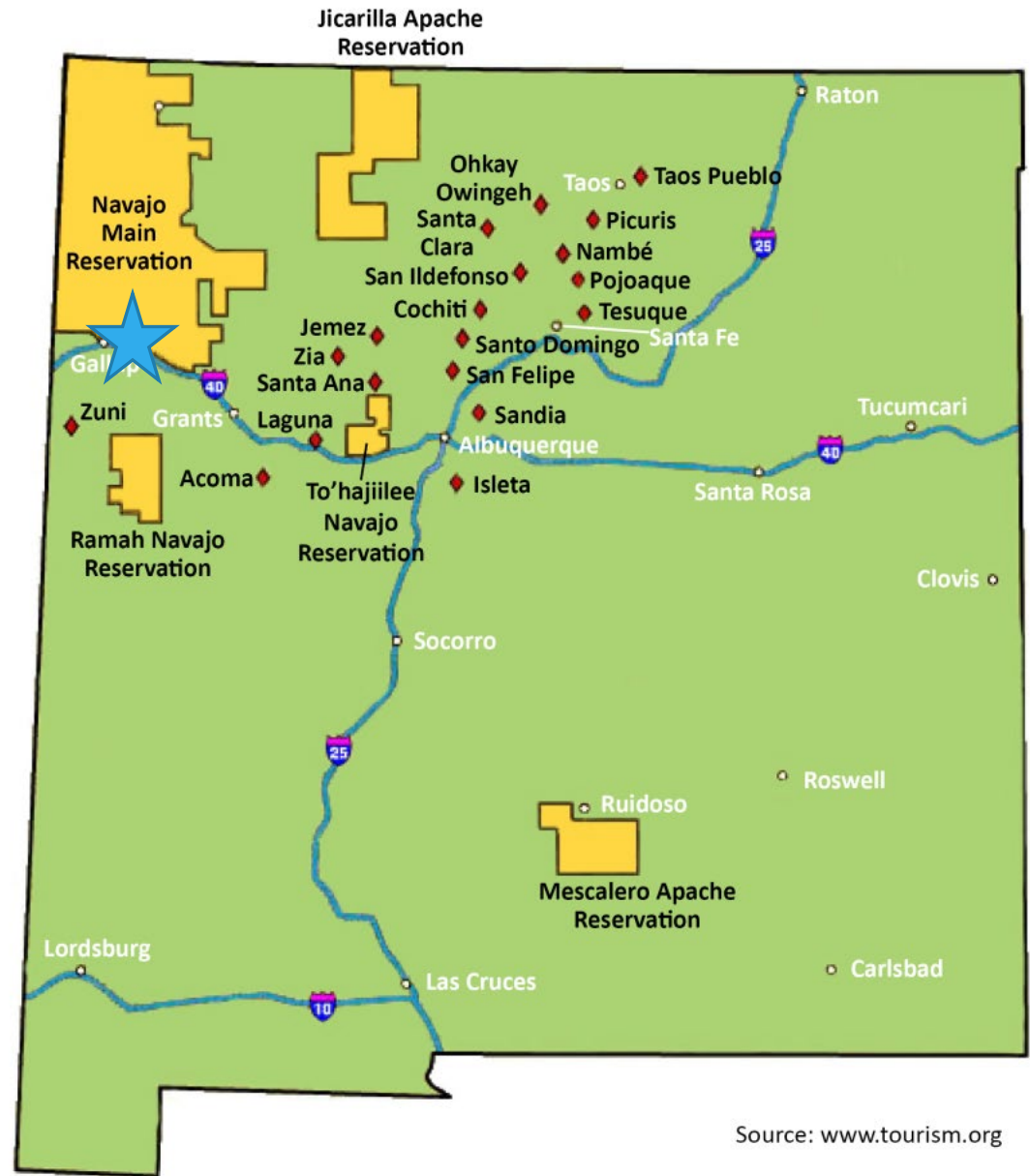
Area	121,312 Square Miles	39,482 Square Miles
Population	2,115,877	8,642,274
+65/-18	41%	38.1
Density	17.5	218.6
Median HH	\$51,243	\$76,398
Per Capita	\$27,945	\$41,255
<Poverty	16.8%	9.2%
Uninsured	12%	6.5%

Racial and Ethnic Demographics

✿ African American	2.7%	20.00%
✿ AIAN	11.2%	0.6%
✿ Asian	1.9%	7.2%
✿ Hispanic	50.1%	10.2%
✿ White	35.9%	60.3%

33.5% of NM speak a language other than English in home

Pueblos and Reservations in New Mexico

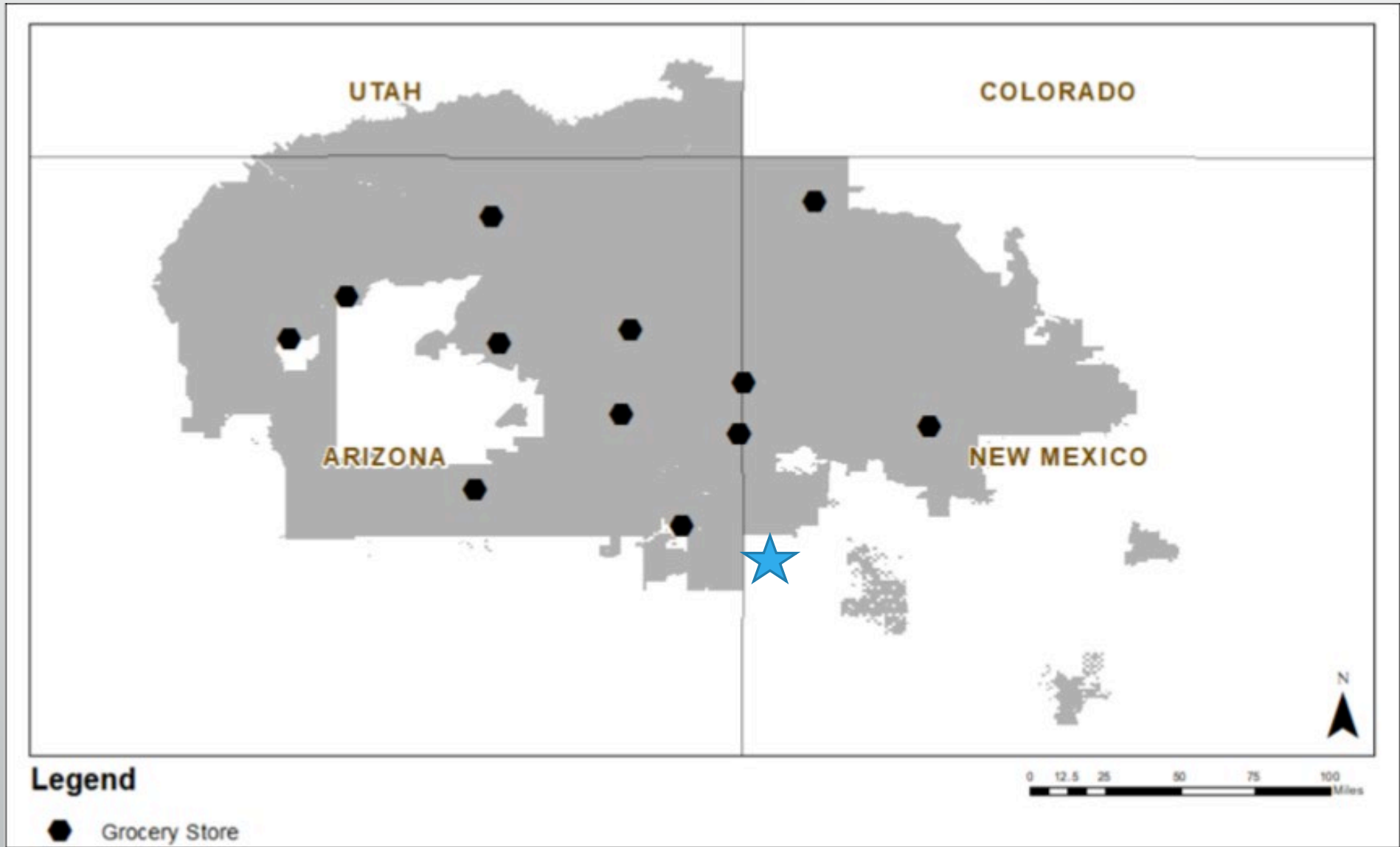


Source: www.tourism.org

Navajo Nation Demographics

• Area	27,000 Square Miles
• Population	298,000 (106,000)
• Median HH	\$20,005
• Per Capita	\$7,269
• <Poverty	35.8%

- 22% of Navajo minors have NO Parent or Guardian in the workforce
- Of the nearly 48,000 tribal homes, estimates are that:
 - 18,000 have no electricity
 - Only 32% have a complete plumbing
 - Only 28% have a complete kitchen
- Approximately 30% of Navajo homes have no access to potable water





Home Stretch








Attributes of Early Boards

- All are committed to the mission and /or to the founder
- A willingness to make financial contributions to fund startup expenses and working capital
- Technical expertise
 - Legal
 - Financial
 - Mission expertise
 - Bylaws
 - Policies & Procedures
- Strong network and willingness to leverage that network
 - Funds
 - Volunteer

Attributes of Mature Boards

- Stability
- Defined roles with a level of expertise
 - Influencers
 - Connectors
 - worker bees
 - survivors
- Terms in alignment with bylaws
 - Fresh energy
- Strategic vision
 - 1-, 3-, and 5-year plans with benchmarks and milestones
 - New relationships
 - New revenue streams
- Board contributions

NMCC Foundation Revenue Streams

-  Donations
-  Grants
-  Planned Giving
-  Events
-  Third Party Revenue

NMCC Foundation 2022 Impact

- ✿ Support to 61 grant applicants with an average grant application request of \$1,100
- ✿ Provided 108 room nights of lodging to 9 individuals traveling to receive treatment
- ✿ Provided nearly \$5,400 in gas cards to 31 individuals through the grant process traveling over 19,000 miles for treatment
- ✿ Provided support to 43 individuals with emergent gas card needs
- ✿ Coordinated and paid for 47 third party rides (Uber) for 26 individuals
- ✿ Provided 23 individuals with emergent nutrition support

97.83% of our Grant Support was provided to clients with a household income below \$36,000 with average applicant household income of \$15, 424.

Thank YOU!

Tim Tokarski MHA, MBA

Executive Director

New Mexico Cancer Center Foundation

505.463.1225

timt@nmohc



NMCC
NEW MEXICO CANCER CENTER
Foundation