PUTTING CARE FIRST.
NO MATTER WHAT.

Planned Parenthood
Minnesota, North Dakota, South Dakota
DEAR FRIENDS,

You are the reason Planned Parenthood can stand by our promise of putting patients first.

We believe all people deserve expert reproductive health care and sex education that is comprehensive, culturally appropriate, and nonjudgmental. And we’re able to deliver on that promise, thanks to donors like you.

While politicians battle over the right to reproductive health care, Planned Parenthood remains dedicated to keeping our clinic doors open for the tens of thousands of people who need us, regardless of who they are, where they come from, or how much money they make. We do this because we know that when we provide reproductive health care and sex education, and when we work to protect reproductive rights, we are helping people harness their potential and own their future. It’s called autonomy. And it changes lives, communities, and the world.

Today, we mark our 90th anniversary as well as the significant development of joining together with Planned Parenthood of the Heartland to create a powerful new five-state affiliate: Planned Parenthood North Central States. And as we grow our community and reach even more people who need our services, your support has never been more important.

Together, we’re building a stronger Planned Parenthood for those we care for today and the thousands of people we will serve in the years to come. Thank you for standing with us and for making it possible for us to put care first. No matter what.

With enduring gratitude,

SARAH STOESZ
President and CEO

JULIA JOSEPH-DI CAPRIO, MD
Board Chair

Pictured on the cover: JENIKA, patient, North Dakota, and JENNIFER, Medical Assistant, Vandalia Clinic
SERVING AS A BEACON OF HOPE.

We believe every person deserves expert, nonjudgmental health care and sex education that is comprehensive and empowering. When sexual assault survivors like Kia come to Planned Parenthood for reproductive health care, they can trust that they’ll also receive sensitive, considerate education about sexual health and wellbeing.

LEARN MORE ABOUT PLANNED PARENTHOOD’S SERVICES AT PPMNS.ORG

“Planned Parenthood’s care is unlike any health care provider that I’ve ever gone to, and their dedication to their patients is clear as soon as you walk through those doors.”

— KIA, PATIENT, MINNESOTA
We believe that caring for people starts before they walk through our doors. From the moment they pick up the phone, our deeply committed service representatives are there to help people navigate the complexities of health care, insurance coverage, and laws across all the states we serve. Every day, our service representatives engage in complex and personal conversations, meeting every person who reaches out to Planned Parenthood with empathy and compassion.

“**It’s about being there—being understanding and comfortable and answering their questions—and letting them know that we’re always here as a resource for them.**”

— **KELSEY, SERVICE REPRESENTATIVE**

**CONNECTING PEOPLE TO INFORMATION AND SUPPORT.**

180,000 calls each year answered with care.

**THANKS TO YOU.**

YOU CAN HELP, TOO. EXPLORE WAYS TO GET INVOLVED AT [PPMNS.ORG/GETINVOLVED](http://PPMNS.ORG/GETINVOLVED)
EMPOWERING THE NEXT GENERATION.

We believe young people deserve sex education that is nonjudgmental and medically accurate, led by instructors who understand their needs and their culture. From helping young people understand consent and healthy relationships, to reducing rates of unintended pregnancy, to engaging young people in community service projects, our Teen Council program helps empower the next generation of community leaders by providing a safe space to learn and grow—so they can make informed and thoughtful decisions, and go on to achieve their dreams.

FIND OUT ABOUT OUR COMMUNITY EDUCATION PROGRAMS AT PPMNS.ORG

“"I chose to join Teen Council because I genuinely believe that inclusive, comprehensive sex ed will change the world, and this program helps me be a part of that change. As young adults, we are making a real impact on this generation, as well as generations to come.""

— GEORGIA, TEEN COUNCIL MEMBER

5,129 young people involved in Planned Parenthood education programs.

THANKS TO YOU.

Left to right: Maddy, Izzy, Kyra, Kajia, Hannah, Georgia, Roan, Rayna, Maia, Rawinson, Maisie, Eva
We believe that leading the way in sexual and reproductive health care research will also help us lead the way in improving the availability and delivery of care. Through the work of researchers like Dr. Christy Boraas, and in collaboration with research partners and universities, we’re able to study and shed light on important issues that affect people’s lives, such as the safety and effectiveness of new long-acting contraceptives.

TAKE ACTION. LEARN HOW YOU CAN MAKE A DIFFERENCE AT PPMNS.ORG
PROVIDING

AFFIRMING

HEALTH CARE.

We believe that every person of every gender deserves expert reproductive health care. For far too long, the transgender community has been underserved by the health care system in our region, so we’re working to change that.

Through our efforts to build a transgender health council and study the needs of transgender and gender non-conforming patients, we are becoming better equipped to serve everyone who seeks care.

Thanks to you, we will launch transgender health care services in 2019.

“Competent, trans-inclusive health care is crucially important. Done correctly, and in collaboration with our transgender communities, Planned Parenthood has an opportunity to implement programs that will save lives.”

— DYLAN KARSTEN, MANAGER OF CLINICAL PROGRAMS

“In our ongoing commitment to providing quality care, it is vital that we engage with trans and gender non-conforming communities to better understand their unique needs and values when receiving health care. I’m honored to be part of the Trans Health Project leadership team and bring a valuable reproductive justice focus to our innovative research.”

— ALISON OJANEN-GOLDSMITH, RESEARCH MANAGER

JOIN THE CONVERSATION ON SOCIAL MEDIA. FOLLOW US @PPMINNESOTA ON FACEBOOK, @PLANNEDPARENTHOODMN ON INSTAGRAM, AND @PPMN ON TWITTER.

19 clinics will roll out gender-affirming hormone therapy in 2019.

THANKS TO YOU.
Thank you for helping us put care first.

We know that fact-based sex education programs and affordable birth control have the power to change lives and transform communities. People are free to live to their potential when they have accurate information and control over what happens to their bodies. For donors like Mary Dejong of Sioux Falls, South Dakota, supporting Planned Parenthood means playing a critical role in improving the overall health of our communities.

Learn about volunteering at PPMNS.ORG/VOLUNTEER or call 612.821.6190.

"Planned Parenthood’s variety of education, counseling, and reproductive health services contribute to individual, family, and social wellbeing. It is to this organization’s credit that challenges have been met with creativity and strength; and that’s why I support it. I challenge each of us to become part of the stabilizing root system that allows the mission to move forward."

— MARY, DONOR, SOUTH DAKOTA

17,070 donors. Including you.

2,181 volunteers and 17,004 volunteer hours.

Thank you.
CONSOLIDATED FINANCIAL OVERVIEW
Year ended June 30, 2018

2018 Sources of Operating Funds
- Patient Service Fees $29,374,422
- Contributions 18,369,456
- Grants 5,357,882
- Other Earned Revenue 877,464
Investment Returns 0
Total Revenues $53,979,224

2018 Uses of Operating Funds
- Patient Services $32,939,936
- Management and General 7,291,012
- Fundraising 2,835,525
- Education 2,138,235
- Public Affairs 787,902
- National Dues 0
Total Expenses $45,992,610

LOCATIONS
Minnesota
Alexandria
Apple Valley
Bemidji
Brooklyn Park
Duluth
Eden Prairie
Grand Rapids
Mankato
Minneapolis — Uptown
Moorhead
Richfield
Rochester
Saint Cloud
Saint Paul — Vandalia and Rice Street
Virginia
Willmar
Woodbury
North Dakota
Fargo — North Dakota Public Affairs and Education Offices
South Dakota
Sioux Falls

2018 BOARD OF DIRECTORS
As of January 1, 2018
President and CEO
Sarah A. Stoesz
Officers
Julia Joseph-Di Caprio, M.D., M.P.H., Chair
Shane Swanson, Vice-Chair
Brock Nelson, Treasurer
Kelly Morrison, M.D., Secretary
Directors
Mark Addicks
Jane Ahlin
Robert Barrows
Michael Belzer, M.D.
Michael Drysdale
Beth A. Elliott, M.D.
Nancy Feldman
Siri Fiebiger, M.D.
Tom Grossman
Nina Hale
Rachel R. Hardeman, Ph.D., M.P.H.
Samuel D. Heins
Susanne Lilly Hutcheson
David Jones
Laura Keller
Katharine L. Kelly
Kris MacDonald
Cheryl Olseth
Catherine V. Pierson, J.D.
Abigail Rose
Sharon Sayles Belton
Missy Staples Thompson
Stephani Tikalsky
Elisa Vega Perez
Ex Officio
Tom Sanders
Linda J. Scher

2017 BOARD OF DIRECTORS
As of January 1, 2017
President and CEO
Sarah A. Stoesz
Officers
Linda J. Scher, Chair
Shane Swanson, Vice Chair
Larry Kryzaniak,* Treasurer
Kelly Morrison, M.D., Secretary
Directors
Jane Ahlin
Robert Barrows
Michael Belzer, M.D.
Beth A. Elliott, M.D.
Nancy Feldman
Siri Fiebiger, M.D.
Tom Grossman
Nina Hale
David Jones
Julia Joseph-Di Caprio, M.D., M.P.H.
Sally Keating
Laura Keller
Katharine L. Kelly
Beth Kieffer Leonard
Kris MacDonald
Jennifer L. Martin
Brock Nelson
Cheryl Olseth
Catherine V. Pierson, J.D.
Kadeeja Rivers
Sharon Sayles Belton
Missy Staples Thompson
Stephani Tikalsky
Elisa Vega Perez
Ex Officio
Tom Sanders

2017-2018 STAFF LEADERSHIP
Susan Casey, General Counsel and Chief Compliance Officer (Retired as of January 4, 2018)
Tonya Hampton, Vice President of Human Resources and Organizational Effectiveness
Cindy Kaiser, Chief Operating Officer
Kurt Kaiser, Chief Financial Officer
Meri Beth Kennedy, Vice President of Clinical Operations
Connie Lewis, Executive Vice President, External Affairs (Retired as of February 9, 2018)
Becky Ludvigson, Manager of Executive and Board Affairs
Jennifer Soderholm, Executive Vice President and Chief Development Officer
Sarah A. Stoesz, President and Chief Executive Officer
Sarah Traxler, M.D., Medical Director

### 2018 Fiscal Year Consolidated Statement of Activity

**Year ended June 30, 2018**

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$ 8,401,092</td>
<td>$ 9,849,081</td>
<td>$ 1,448,989</td>
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<tr>
<td>Net Patient Service Revenues</td>
<td>29,374,422</td>
<td>29,374,422</td>
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<tr>
<td>Grants and Contracts from Government Agencies:</td>
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</tr>
<tr>
<td>Federal Department of Health</td>
<td>2,684,000</td>
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<tr>
<td>&amp; Human Services Bureau of Community Health</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services Grant (Title X)</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Other Grants and Contracts</td>
<td>2,673,882</td>
<td></td>
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<tr>
<td>Other Revenue</td>
<td>877,464</td>
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<tr>
<td>Net Assets Released from Program Restrictions</td>
<td>3,448,485</td>
<td>(3,448,485)</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>$47,459,345</td>
<td>6,400,596</td>
<td>$119,283</td>
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<tr>
<td><strong>EXPENSES</strong></td>
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<tr>
<td>Program Services:</td>
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</tr>
<tr>
<td>Patient Services</td>
<td>32,939,936</td>
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<tr>
<td>Public Education</td>
<td>2,138,235</td>
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<tr>
<td>Public Affairs</td>
<td>787,902</td>
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<tr>
<td><strong>Total Program Services</strong></td>
<td>$35,866,073</td>
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<tr>
<td>Supporting Services:</td>
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<td></td>
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</tr>
<tr>
<td>Management and General</td>
<td>7,291,012</td>
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<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>2,835,525</td>
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<tr>
<td><strong>Total Supporting Services</strong></td>
<td>$10,126,537</td>
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<tr>
<td>Affiliate Assessment:</td>
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<td></td>
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<tr>
<td>Planned Parenthood Federation of America, Inc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$45,992,610</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CHANGES IN NET ASSETS FROM OPERATIONS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment Returns</td>
<td>2,737,118</td>
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<tr>
<td>Other Losses</td>
<td>(1,470)</td>
<td></td>
<td></td>
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<tr>
<td><strong>Total Other Changes</strong></td>
<td>2,735,648</td>
<td></td>
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<tr>
<td><strong>NET ASSETS - END OF YEAR</strong></td>
<td>$33,715,309</td>
<td>$21,885,056</td>
<td>$119,283</td>
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</tbody>
</table>

### 2018 Fiscal Year Consolidated Statement of Financial Position

**As of June 30, 2018**

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$ 5,665,772</td>
<td>$ 7,216,104</td>
<td></td>
</tr>
<tr>
<td>Patient Accounts Receivable, Net</td>
<td>2,513,431</td>
<td>2,628,985</td>
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</tr>
<tr>
<td>Grants Receivable, Net</td>
<td>400,066</td>
<td>516,794</td>
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</tr>
<tr>
<td>Current Pledges Receivable, Net</td>
<td>869,685</td>
<td>1,045,601</td>
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</tr>
<tr>
<td>Inventory of Materials and Supplies</td>
<td>921,981</td>
<td>1,023,606</td>
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<tr>
<td>Prepaid Expenses</td>
<td>531,456</td>
<td>340,098</td>
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</tr>
<tr>
<td>Other Current Assets</td>
<td>1,076,968</td>
<td>733,122</td>
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<tr>
<td>Related Party Receivable</td>
<td>1,802,878</td>
<td>759,992</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>$13,782,237</td>
<td>14,264,302</td>
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<tr>
<td><strong>PROPERTY AND EQUIPMENT, NET</strong></td>
<td>21,511,118</td>
<td>21,800,674</td>
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</tr>
<tr>
<td><strong>LONG-TERM INVESTMENTS</strong></td>
<td></td>
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</tr>
<tr>
<td>Permanently Restricted</td>
<td>12,633,788</td>
<td>12,571,735</td>
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</tr>
<tr>
<td>Preferred Stock, Cost</td>
<td>500,000</td>
<td>500,000</td>
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<tr>
<td>Other Long-Term Investments</td>
<td>29,207,280</td>
<td>18,284,439</td>
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<tr>
<td><strong>Total Long-Term Investments</strong></td>
<td>$42,341,068</td>
<td>31,356,174</td>
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<tr>
<td><strong>OTHER ASSETS</strong></td>
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<tr>
<td>Pledges Receivable, Net</td>
<td>920,000</td>
<td>19,000</td>
<td></td>
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<tr>
<td>Charitable Remainder Unitrust Receivables</td>
<td>54,709</td>
<td>55,225</td>
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<tr>
<td><strong>Other Assets</strong></td>
<td>1,260,360</td>
<td>1,251,726</td>
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<tr>
<td><strong>Total Other Assets</strong></td>
<td>$2,235,069</td>
<td>1,325,951</td>
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</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$79,869,492</td>
<td>68,747,101</td>
<td></td>
</tr>
</tbody>
</table>
THROUGH PLANNED PARENTHOOD

YOU’RE MAKING A DIFFERENCE.

57,791 units of contraception.

162,709 STD tests.

72,205 patients served.

9,962 cancer screenings.

2017/2018 REPORT TO DONORS