

# Gateway to hope

Support  
genuine  
friend  
Steady  
Compassion  
Protector

Life-changing  
Strength

gift  
caring  
Kind  
Family

advocate  
Mojisa  
complaint  
resilience  
Emotional Care



- 02** LETTER FROM OUR CEO
- 03** THE NEED & HOW IT'S EVOLVING
- 05** MEET HAYLEY - GTH RECIPIENT
- 07** IT GOES BEYOND NAVIGATION
- 09** THE FUTURE
- 11** OUR IMPACT BY THE NUMBERS
- 15** THANK YOU, DONORS

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**Pictured on the cover:** Melissa, a former patient, was diagnosed with Stage III breast cancer in 2016. She received assistance from Gateway to Hope.  
*"Gateway to Hope was a huge gift to our family."*

## In Their Own Words

### Dear Gateway to Hope Supporters,

On a regular basis we ask the women we serve to share, in their own words, what their experience with Gateway to Hope has been like. Their words and their stories are what wake us up every morning. Some of those words and stories are featured in this report – on the cover, and throughout. I hope you will read through these pages with great pride and admiration for these extraordinary women. And, I hope you will feel that same pride as you see the impact that Gateway to Hope has been able to make in the past year because of your support. We have done our best to distill the magnitude of this impact into just a few pages, but the impact we have had together moves well beyond this report. You have changed lives with your support, and there is even more opportunity for this impact in the future.

In 2021, we built a plan for even bigger, bolder impact. I personally believe that we are at a moment in time where we can't afford to wait to make change. You've heard me talk about the impact of the pandemic on women's healthcare, breast healthcare and cancer care. These pages outline this, with stories of the real people affected.

Gateway to Hope has moved immediately to stem the tide of late-stage diagnoses, of too many women being forced to choose between life-saving healthcare and basic needs. We cannot do this work alone, and we need our partners and supporters with us.

There are solutions to the unconscionable disparities in breast healthcare that our communities are experiencing. They aren't simple, but they're not impossible either. They're also right at our fingertips. Together, we have the opportunity to impact generations of women through our actions today. Thank you for your trust, for your support, and for inspiring us to keep going.

With gratitude,

*Katie Manga*

Chief Executive Officer | Gateway to Hope



# The Need & How It's Evolving



Where you live, the color of your skin, and your income should not predict your breast cancer outcome, but it does. Gateway to Hope is committed to changing that.

**St. Louis is #1 in the nation for breast cancer outcome disparities between white and black women. Black women have a 1.5-fold increased odds of late-stage breast cancer diagnosis and are twice as likely to die than their white counterparts in the St. Louis metro-region.** This is largely due to lack of access to affordable and quality care. The need for Gateway to Hope is high and we are striving to make an impact for these affected communities, to change this statistic of St. Louis.

Disparities are also driven by where you live. Due to many factors, rural areas have poorer breast health outcomes. Late-stage diagnosis in these areas is 11% higher compared to urban counterparts. Research done in Missouri shows that women living in low-income areas have a 33% chance of being diagnosed at a late stage. This is 14% higher than women in higher-income areas. Women diagnosed at a late stage are more likely to suffer from financial burdens and have worse outcomes.

With early detection, quality and access to treatment, and community support, women can survive 5 years longer. **Gateway to Hope continues to need your support to help women get the assistance they need, regardless of their situation.**

In Missouri, every 90 minutes someone is diagnosed with breast cancer.

**Breast cancer diagnoses continue to rise in Missouri. Women in our communities have a 1 in 8 lifetime risk of being diagnosed.** After lung cancer, breast cancer is the leading cause of cancer deaths among women and account for 1/3 of all cancers in Missouri. As late-stage diagnoses increase so does the need for Gateway to Hope. A substantial amount of evidence shows that a late-stage diagnosis causes greater risk, and it is worse for people who are lower income, in neighborhoods of low socioeconomic status, and people of color. Major changes happening around the world have also affected the outlook on breast health.



*I lost my job and health insurance early in the pandemic, and then I found out I had cancer – it was devastating. Thank goodness for Gateway to Hope.*



The pandemic has obstructed almost every part of our lives. Among our patients, we have seen this life changing global issue become another burden on top of all that comes with a breast cancer diagnosis. Over the last couple of years there have been countless people losing their jobs, which often means losing their health insurance. This leads to not being able to readily acquire their necessities and having to worry about what it means if their health declines.

The pandemic has also interfered with the health care system. The health system was forced to delay and/or cancel treatments and surgeries that were not an emergency. Because of this, mammogram services were reduced by 95% across the United States. This led to an increase in late-stage diagnosis. Among our patients, late-stage diagnoses have increased by 7% in 2021 and for the first time ever, Gateway to Hope had to establish a waitlist. **We are growing our team and expanding our reach to more communities in need to keep up with this increased demand.**



# Meet Hayley

Gateway to Hope Recipient

Patients like Hayley, turn to us for essential emotional support, guidance and expertise navigating their care, and financial assistance that covers their basic needs—so that they can get and stay well.

*With GTH's financial assistance and support, I was able to pursue community and hospital resources so I didn't just get better, I felt better.*

**Hayley is a single mother of two children under three. She was diagnosed with Stage II breast cancer in April of 2021, after putting off her usual mammogram due to breastfeeding her baby. Delays in care like this, especially during COVID where families are trying to mitigate their risk of exposure, are a leading cause of later-stage diagnoses.**

Hayley was employed at a new job when she was diagnosed and was not eligible for any type of paid or unpaid medical leave – making her financial situation very tight. While she was insured, her plan had a high deductible and high out of pocket maximum. When she was screened, no one enrolled her in the state's subsidized breast health programs which would have helped cover the cost of her care. As a result, she incurred large medical bills for her recommended mastectomy. She also took three weeks of unpaid leave from her job for her surgery, exacerbating her financial situation.

Hayley was recommended to receive chemotherapy, however, according to her doctor, Hayley declined chemotherapy—stating she wanted to “take her chances.” She did not express her financial concerns with her physician’s office. However, she was referred to Gateway to Hope for assistance.

**Too often the patients we serve feel forced to value-engineer their care, delaying, deferring, or skipping essential treatment because they are unable to afford it. No one should have to choose between lifesaving healthcare and keeping food on the table.**

Hayley’s Gateway to Hope degreed and specially trained social worker got right to work getting to know and understand Hayley’s hopes and needs. Hayley shared, for the first time, that she didn’t decline further treatment because she did not want to do it, but rather because she did not think she could afford it. She said she would rather “take her chances at life, than put her and her children in more financial medical debt.”

**Gateway to Hope stands in the gap for patients—uncovering their unspoken and unmet needs, helping them advocate for and access essential care, and walking their cancer journey with them. We are often the first, and sometimes only, place where patients share their burdens and barriers to finishing treatment.**

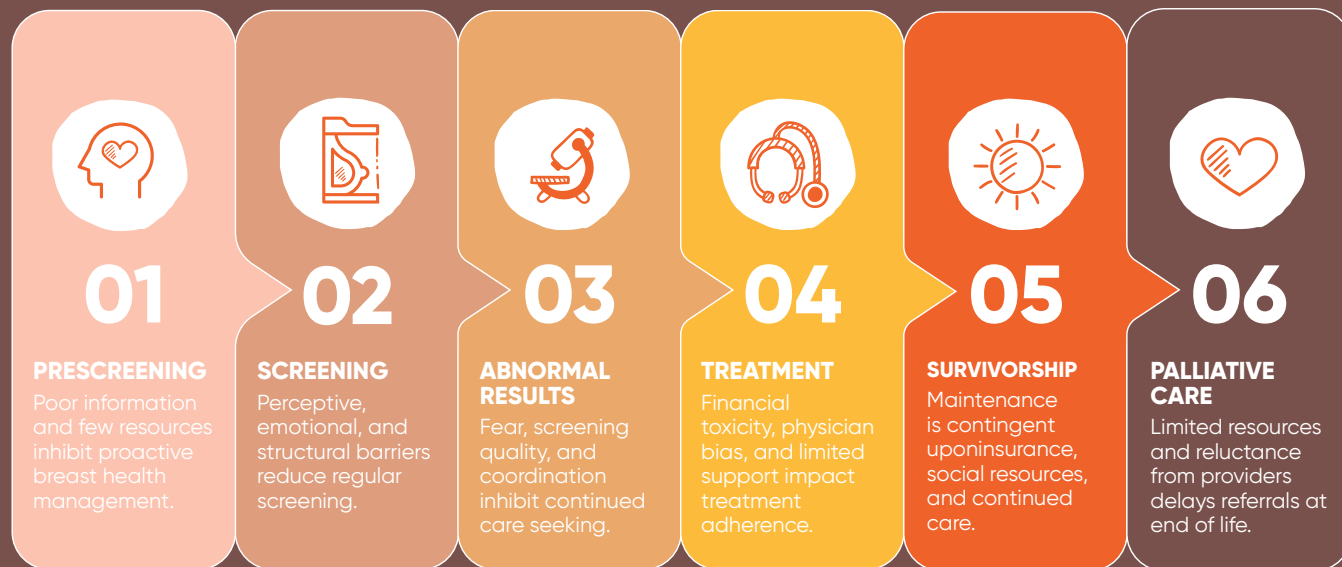
Hayley’s GTH social worker got right to work, doing what we do best – working together with Hayley and her medical provider to put together a financial assistance package that would allow Hayley to continue her treatment uninterrupted. The hospital financial assistance group approved her case and her bills were covered by both GTH assistance and hospital assistance. Her GTH social worker also connected Hayley directly with childcare, food, and peer support resources. Perhaps most importantly, Hayley’s social worker served as a trusted resource and partner, encouraging her to see a bright future for herself and her family.

**We know, and research tells us, that our comprehensive approach works. Patients with caring, supportive relationships, the tools and resources to navigate their care, and less financial stress are more likely to survive. With your help, Hayley is alive and thriving today.**

# It Goes Beyond Navigation



Gateway to Hope navigates patients through the continuum of care—helping them overcome barriers to care and feel confident that they will get the care they need, no matter what. We also take action to address the root causes of poorer breast health outcomes.



Gateway to Hope takes a comprehensive approach to addressing breast cancer disparities. Our work includes:

## Navigating people to and through breast healthcare.

We work one-on-one with patients, helping them access the care they need, no matter that. Gateway to Hope navigates patients throughout the breast care continuum—from accessing mammograms through diagnostics, treatment, and even end of life. We are a trusted partner for people without a healthcare home, who are uninsured or underinsured, or struggling to navigate our complex healthcare system. We have set our eligibility criteria at 450% of the federal poverty level, which means we serve patients most likely to fall in the care gaps. And, it works. **We are helping women access their first mammogram, have the courage to face diagnostics after an abnormal screen, complete their breast cancer treatment, and become empowered healthcare consumers in all areas of their life.**

## Increasing community knowledge of quality, accessible, and affordable breast healthcare.

In addition to our work in service to people at risk of and living with breast cancer, we are committed to impacting upstream conditions that have an impact on breast health disparities. To accomplish this, Gateway to Hope leads fact-based community discussions, engages in one-on-one and group education, partners with other providers at health fairs and community resource events, and curates media to disseminate accurate and timely information. We also lead the only state-wide coalition of grassroots leaders, volunteers and providers dedicated to creating greater access to breast healthcare.

## Collaborating with health systems and policy makers to reduce barriers to care.

We cannot address breast cancer disparities without ensuring better, more equitable care is delivered to women. To do this, GTH takes our patient insights directly to providers. Leveraging our clinical expertise, we partner with health systems across Missouri to coordinate data sharing, facilitate community-based research, and convene providers to address patient outcomes across hospitals, communities, and regions. In partnership with Siteman Cancer Center,

Washington University in St. Louis, and the Missouri Cancer Consortium, we are leading community-based research to better understand and address barriers to care. Our staff serves in leadership roles on community councils designed to build stronger relationships between citizens and the healthcare system. We also serve in leadership roles on the state's leading cancer tasks forces and community groups.



# The Future

In 2021, Gateway to Hope developed a new long-range plan, with the help of a diverse cohort of stakeholders.

We started by looking at our own and community data to deeply understand patients' experience, trends in patient outcomes, and barriers to care. We tested our assumptions with patients, partners, and providers to ensure we understood the challenges and opportunities in breast health. **Finally, we leveraged the experience and insights of the board and staff to develop an ambitious and exciting plan to govern our work through 2030.**

*Everyone needs support like this during difficult times. No one knows the stress until they are in it. GTH understands.*

## WE ESTABLISHED FIVE CALLS TO ACTION

- 01 Deliver Patient-Centered Programs**  
Expand, scale and replicate Gateway to Hope navigation programs across the continuum of care, from prescreening through end of life.
- 02 Expand Education & Engagement**  
Increase community understanding and action around anticipatory, preventative breast healthcare.
- 03 Facilitate Coordination & Cooperation**  
Drive collaboration, quality, and mutual accountability among providers, payers, and partners.
- 04 Advocate for Change**  
Champion equitable, and inclusive state-wide policies and programs that best serve the most impacted.
- 05 Demonstrate Resilience**  
Create a community-responsive, data-driven, innovative, and nimble Gateway to Hope, with the endurance to achieve our vision.

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## HOW WE WILL MEASURE SUCCESS

We will know we've been successful when we see a significant increase in Missouri's 5-year breast cancer survival rate for impacted communities, by 2030. This means more low-income, rural, and women of color will be diagnosed earlier, complete their treatment, and go on to survive and thrive.

# Our Impact

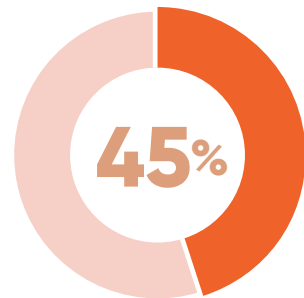
# By the Numbers

We serve people across Missouri and parts of Southern Illinois.



366

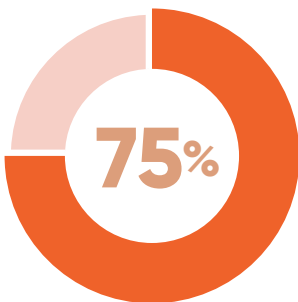
patients were served by Gateway to Hope in 2021.



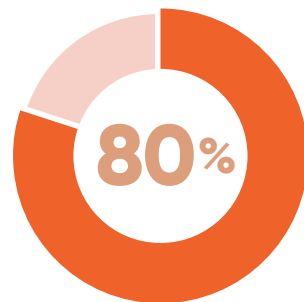
45% of our patients who were Women of Color - a growing cohort each year.



1-in-3 of our patients had late-stage disease.



75% of our patients lived and received treatment in the St. Louis region.

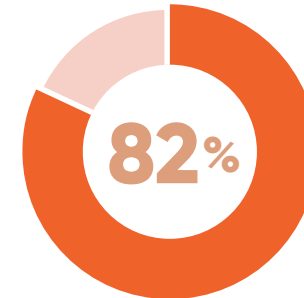


80% of our patients lived at or below 250% of the federal poverty level.

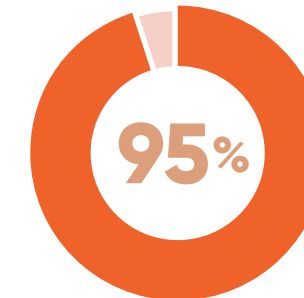
14

the average number of contacts patients had with their navigator throughout their treatment journey.

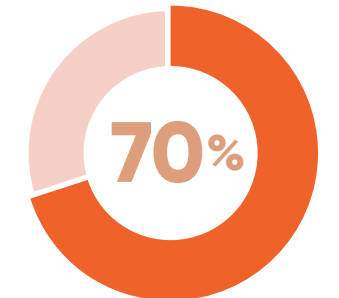
## The Results



82% of our patients adhered to their treatment - 33% more than the national average.



95% of our patients maintained stable housing and health insurance during treatment.



70% of our patients report experiencing less stress, improved coping skills, and increased confidence navigating care.

\$220K

in direct financial assistance was provided to patients.

*Financial stress makes it much more difficult to focus on overall health. With Gateway to Hope's financial assistance and case management, I was able to pursue community and hospital resources.*

The women we served all met our eligibility requirements of an annual income of less than 450% the poverty rate, and 80% of these women have a household income of less than 250% of the rate (which, for a single individual, is \$32,000 a year.)

Gateway to Hope is committed to being a transparent organization that our community can trust.

Your generous donations go to our mission and impact in the community.

## In Our Community

### Outreach

In addition to our direct work with patients, your support enabled Gateway to Hope staff to increase outreach and health education efforts in 2021, making hundreds of contacts with various providers and community partners and leaders across the region. As a result of these efforts, we were able to reach thousands of community members in St. Louis with messages about breast health, early detection and prevention of breast cancer – again, critically important during the pandemic.

### Coalition

In 2021, we launched a state-wide Coalition of breast health advocates dedicated to closing breast health disparities. The Coalition has already begun meeting to identify barriers to care and design urgent and essential solutions.

### Partnership

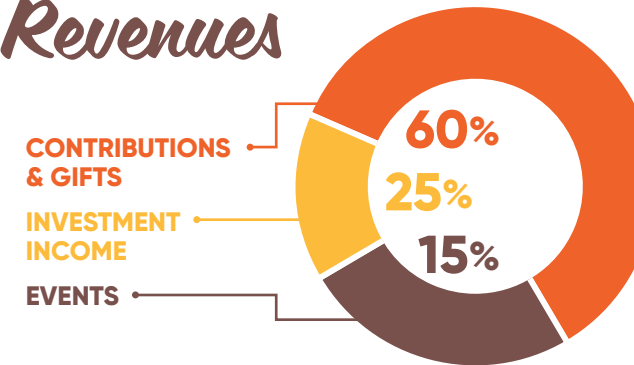
We are working with the state of Missouri to expand subsidized screening program to more women.

We began leading three community-based research partnerships to address barriers to care.

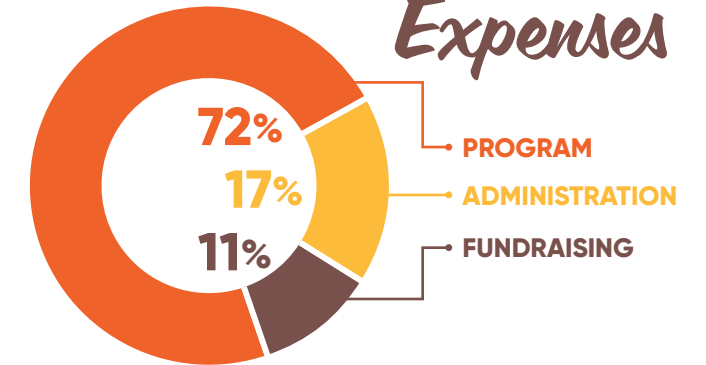
## Financials

In 2021, Gateway to Hope's operating budget was \$1.5 million and we maintained a Gold rating from GuideStar for our use of funds and transparency in public reporting of our financials and impact.\*

### Revenues



### Expenses



\*Please view our audited financial statement on our website - [www.gthstl.org](http://www.gthstl.org)

## Our Dedicated Team

We continue to expand our team to meet the needs of our community.

11

full-time employees and counting.



We regularly rely on volunteers, seasonal employees, internships, and practicum students to support our efforts.

40%

of our leadership team are women of color.



In 2021, the efforts of our staff enabled them to reach hundreds of various providers, community partners, and leaders across this region.

We have a dedicated board of directors who represent medical specialties, business and nonprofit acumen, and respected financial institutions.



# Thank you, Donors

**JANUARY 1, 2021 THROUGH  
DECEMBER 31, 2021**

## \$25,000 +

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\*Donation to Thelma's Gift in honor of Thelma Muskin

\*\*Donation to Gail's Legacy in honor of Gail Gast

\*\*\*Donation to Stephanie's Wish in honor of Stephanie Simon Allen

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please visit [www.gthstl.org](http://www.gthstl.org)



**LAUREN**  
Gateway to Hope  
Recipient



**SELEAN**  
Gateway to Hope  
Recipient



**HEATHER**  
Gateway to Hope  
Recipient

*“Gateway to hope helped me unconditionally. They said “What can we do?” at a time I was at my lowest and then they did it.”*



**MINETTE**  
Gateway to Hope  
Recipient

*We would love the chance to tell you more.*

Contact us to discuss Gateway to Hope’s future and how you can get involved.

✉ [development@gthstl.org](mailto:development@gthstl.org)

🌐 [www.gthstl.org](http://www.gthstl.org)

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## Our Mission



Our mission is to champion change by removing barriers to affordable, timely, quality breast healthcare, and empowering people to live full and healthy lives.

*Thank you  
for your  
support.*

