

# 2025 ANNUAL REPORT

*i* SALUD!<sup>®</sup>  
*To Our Health*



**OHSU**Health  
Hillsboro Medical Center

**Hillsboro**MedicalCenter  
FOUNDATION

¡Salud! improves the health and well-being of vineyard stewards, agricultural workers and their families by delivering accessible, culturally-responsive care rooted in trust.





# TABLE OF CONTENTS

<b>¡SALUD!’S MISSION</b> .....	<b>4-5</b>
<b>Healthcare Hurdles</b> <i>Why it’s more challenging to get     healthcare as a vineyard steward</i>	
<b>MOBILE WELLNESS CLINICS</b> .....	<b>6-11</b>
<b>2025 At A Glance</b>	
<b>Clinic Services</b>	
<b>Language Landscape</b>	
<b>Over the Grapevine Counter</b>	
<b>No-Cost Health Equipment and Supplies</b>	
<b>Patient Story: Javier - What Comes After a Clinic</b>	
<b>CASE MANAGEMENT AND PATIENT NAVIGATION</b> .....	<b>12-18</b>
<b>Responding to Food Insecurity</b>	
<b>Patient Story: Marisol - Protecting Vision, Preserving Stability</b>	
<b>MAKING CARE AFFORDABLE</b> .....	<b>19-21</b>
<b>Patient Story: Miguel - Removing the Weight of Medical Debt</b>	
<b>PARTNERSHIPS</b> .....	<b>22</b>
<b>HOW YOU CAN HELP</b> .....	<b>23</b>

---

# ¡SALUD!’S MISSION

---

¡Salud! improves the health and well-being of vineyard stewards, agricultural workers and their families by delivering accessible, culturally-responsive care rooted in trust.

Through **mobile health clinics**, ¡Salud! brings no-cost preventive services directly to vineyards and rural communities, reducing barriers like cost, transportation and language.

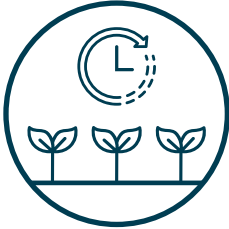
The program also provides **case management and healthcare navigation**, helping patients access care, negotiate medical bills, secure financial assistance and reduce medical debt.

By **connecting families to essential social supports** such as food and housing resources, ¡Salud! addresses both medical and social needs, strengthening stability and long-term health.



# HEALTHCARE HURDLES

*Why is it more challenging to get the care you need as a vineyard steward?*



## SHORT-TERM EMPLOYMENT

Vineyard stewards often work in multiple industries for multiple employers each year. Their short-term work status means they're ineligible for employer-sponsored insurance.



## UNDERINSURED

For those who are insured, coverage is limited to preventive services and comes with high deductibles. Most can only afford the premiums to cover themselves, leaving their family uninsured. Seeking care for minor issues becomes a question of necessity due to affordability.



## FINANCES

Agricultural work is paid hourly or sometimes by the piece. Many families depend on every dollar earned. Missing work to prioritize healthcare means sacrificing something essential or accruing debt. Many will work and live with health issues rather than seek help.



## LANGUAGE

Navigating insurance and the complex healthcare system in a second or third language is daunting and challenging.



## ISOLATION

With affordable housing becoming more challenging to find, vineyard stewards are living further into rural areas where healthcare resources are even more inaccessible.

---

# MOBILE WELLNESS CLINICS

---

Mobile clinics are often the first point of connection between patients and ¡Salud!. By bringing **free healthcare directly to vineyards and winery sites**, clinics remove barriers such as cost, transportation and language while creating a trusted, familiar environment for care.

Through no-cost preventive screenings, mobile clinics help identify health concerns early, when they are easier to treat and less costly. Bilingual, bicultural providers from Hillsboro Medical Center, an OHSU Health partner, deliver culturally-responsive care and connect patients to follow-up services when needed. After each clinic, ¡Salud! supports patients with referrals, appointment access and affordability, turning prevention into lasting pathways to care.

---

## 2025 AT A GLANCE

---

**1,808**  
registered  
patients

**14-90**  
patient age  
range

**566**  
patients  
without  
insurance

**366**  
new  
patients

**12**  
languages  
encountered

**9**  
counties  
served

**9,474**  
miles  
traveled



## LANGUAGE LANDSCAPE

Patients served through ¡Salud! speak a rich diversity of languages. While Spanish and English are the most commonly encountered, patients also speak a range of less commonly represented regional or heritage languages.

**All ¡Salud! team members are Spanish/English bilingual.** If a patient is more comfortable in another language, an on-demand virtual interpreter is used, or a follow-up appointment is made with a pre-scheduled interpreter.

## LANGUAGES ENCOUNTERED *In order of frequency*

- |            |                 |                   |
|------------|-----------------|-------------------|
| 1. Spanish | 5. Chuj         | 9. Popti          |
| 2. English | 6. Nahuatl      | 10. Sign Language |
| 3. Mam     | 7. Zapotec      | 11. Trique        |
| 4. Mixteco | 8. Mixteco Bajo |                   |

## MOBILE WELLNESS

**84**  
mobile  
clinic days

**62**  
days on the  
road

**22**  
office  
clinics

**709**  
blood  
pressure  
checks

**670**  
lipid panels

**465**  
vaccines

**211**  
A1C panels



**“...mobile clinics  
help identify  
health concerns  
early, when they  
are easier to  
treat and less  
costly.”**

## OVER THE GRAPEVINE COUNTER

Vineyard and agricultural work is physically demanding and many patients push through pain or discomfort simply because getting to a pharmacy is difficult or over-the-counter medications are unaffordable.

Through mobile clinics, ¡Salud! provides essential medications and supplements on site, helping patients manage allergies, pain, nutritional gaps and skin conditions.

**For many, this timely support is more than convenience—it is a meaningful lift that eases daily strain and makes caring for their health feel possible.**



### TOP MEDICATIONS PROVIDED:

- Preventive and nutritional supplements
- Seasonal allergy medications
- Pain relief and discomfort medication
- Skin condition and wound care topicals

## TOOLS IN PATIENTS' HANDS

**\$15,000 in medical equipment was distributed in 2025.**

Blood pressure monitors and glucometer kits let patients track vital signs at home, supporting early detection and self-care.



### TOP MEDICAL SUPPLIES PROVIDED:

- Blood pressure monitors
- Glucometer kits
- Shoe inserts, ace wraps, pill organizers
- Wellness gift bags (lip balm, toothbrush, toothpaste, mouthwash, floss, tissues, emery board, sanitizing wipes, sunscreen)

---

## PATIENT STORY: JAVIER

# WHAT COMES AFTER A CLINIC

---

**Javier\* came to a ¡Salud! mobile dental clinic worried about his diabetes and his teeth.** He had never seen a dentist and while he was not in pain, the nurse could see his front teeth had considerable damage. Without insurance, limited financial resources, unreliable transportation and an unpredictable work schedule, accessing care had always felt impossible for Javier.

**Before he could be seen for dental care, ¡Salud!’s nurse, Cris Pinzon, took his blood sugar.** It was dangerously high. While he had been taking diabetes medication before, he stopped when he ran out a year ago. Javier explained that he couldn't return to that clinic to get another prescription because he had missed too many appointments due to work.

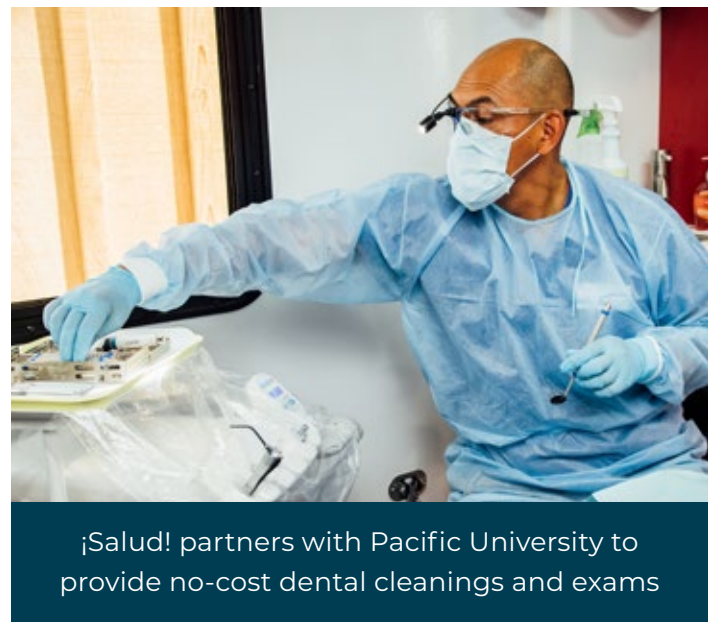
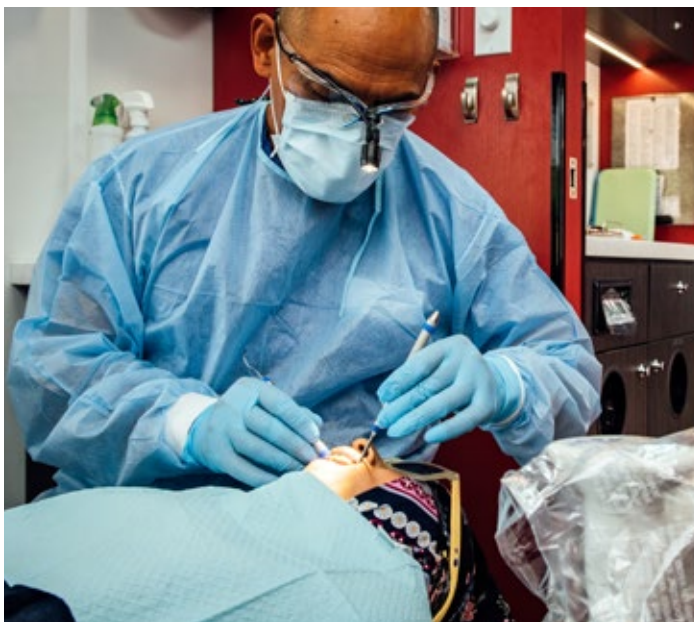
Though dental care wasn't possible that day due to his elevated blood sugar, he received a flu shot, diabetes education, a new blood sugar meter with supplies and Cris committed to helping him get the care he needed as his case manager.

**Over the following months, Cris worked tirelessly to remove the barriers that had kept Javier from care.** Javier had trouble reading and writing in English and Spanish, and she helped him apply for Oregon Health Plan, navigate insurance forms and find a primary care doctor and dentist. When work, transportation and clinic delays slowed progress, Cris advocated persistently, rescheduling appointments, coordinating care and keeping him on track.

“Working with him validated that I am in the right place helping those that need it most and meeting them where they are willing to go.”

– Cris Pinzon, RN, ¡Salud! Outreach Nurse

*\*Names changed for privacy*



### (CONTINUED) PATIENT STORY: JAVIER

As they worked through this long process together, Javier texted Cris his blood sugar numbers daily. When his blood sugar remained dangerously high, Cris advised urgent care. His first visit was derailed by language and system barriers and he initially left without being seen. Cris stayed in contact, guided him through each step and ensured he successfully received care, completed labs and restarted medication.

Thanks to Cris's unwavering support, he is steadily gaining control over his health, learning to manage his diabetes and building confidence navigating the healthcare system. **Through every challenge that Javier experienced—language, transportation, work conflicts, insurance hurdles and clinic disruptions—Cris stayed by his side, showing how patient-centered care and persistence can transform a single clinic visit into a path toward lasting well-being.**

*\*Names changed for privacy*

---

# CASE MANAGEMENT & PATIENT NAVIGATION


---

Outside of mobile clinics, patients and their families receive hundreds of hours of ongoing personalized support to knock down any barriers in the way of living a healthy life. The healthcare system is complicated, but ¡Salud! team members are persistent and creative to ensure no one falls through the cracks.



## PERSONALIZED SUPPORT LOOKS LIKE...

- Scheduling follow-up appointments and coordinating care with providers
- Explaining treatment options and medical instructions
- Navigating insurance coverage and benefits
- Assisting with bills, charity care and financial support to reduce medical debt
- Connecting patients to essential social services like food, housing and transportation
- Teaching patients how to monitor their health and manage chronic conditions at home

A white plastic bucket is overflowing with a large quantity of dark blueberries. The bucket is placed on the ground in a field of dry grass and some green plants. In the background, a person wearing blue jeans is visible, though out of focus. The scene is lit with warm, golden light, suggesting late afternoon or early morning.

The healthcare system is complicated, but ¡Salud! team members are persistent and creative to ensure no one falls through the cracks.

---

# FROM EMPTY REFRIGERATORS TO FULL TABLES: RESPONDING TO RISING FOOD INSECURITY

---

**This past winter, more patients mentioned empty refrigerators, skipped meals and the quiet stress of making food last as long as possible.** With a freeze on funding for SNAP benefits, and a general unease about leaving their house, many patients were struggling.

Two doctors with the Hillsboro Medical Center, Drs. Andrew and Andrea Janssen began asking a simple question:

**What if food came directly to patients instead?**



Together, they purchased and assembled boxes of groceries filled with staples like rice, beans, fresh produce, cooking oil and culturally familiar foods. One by one, ¡Salud! team members, Janelly Cornejo and Cris Pinzon, delivered the boxes to patients who needed them most.



*“We were inspired to do 12 days of Christmas service and focus each day on a community need. Instead of buying presents for our extended family, we had fun shopping for others.*

*Andrew's family had a holiday party and collected proceeds from his neighbors to help buy the food for the project.*

*His neighbors love to drink Oregon wines and felt in a small way they could give back to the community that harvests such wine. Truly community helping community,”*

said Drs. Andrew and Andrea Janssen.

## **For many families, the boxes were more than groceries. They were a reminder that someone saw their struggle and responded with care.**

Throughout the year, ¡Salud! regularly refers patients to local food banks and community pantries. These partnerships are essential, but access is not always simple. Food banks often operate during limited hours that conflict with unpredictable work schedules. Transportation can be unreliable or too expensive. Language barriers, long lines, childcare responsibilities and concerns about documentation can make even well-resourced services feel inaccessible.

To supplement, ¡Salud! provides grocery store gift cards to families, giving them flexibility to tailor their shopping carts and stretch their budgets throughout the month.



---

PATIENT STORY: MARISOL

# PROTECTING VISION, PRESERVING STABILITY

---

**Marisol\* first encountered ¡Salud! through a Casey Eye Institute mobile vision clinic, where she received an urgent referral for eye care.** With ¡Salud!'s support, she was soon connected to specialty treatment for diabetic retinopathy and macular edema, diabetes-related conditions in which blood vessels and swelling in the retina impair vision and can lead to vision loss if untreated.

More than a year later, Marisol faced a frightening emergency. Her young daughter accidentally struck her eye with a remote. At first she felt fine, but within hours her vision began to fade. Large black floaters appeared and she struggled to see. **Unsure of what to do, Marisol called the one place she trusted: ¡Salud!.**

Jessica Quiñones, a registered nurse with ¡Salud!, responded immediately. She contacted the eye clinic, advocated for an emergency appointment and helped secure same-day care. Within hours, Marisol was seen by her ophthalmologist and received treatment that helped protect her vision. In the months that followed, she required monthly injections for six months and continues follow-up care every three months.

The injury changed everything. Unable to work for eight months, Marisol suddenly lost her income. As the primary financial provider for her household, including three daughters and two granddaughters, she faced the terrifying possibility of falling behind on rent and basic necessities.

"With Jessica's advocacy and persistence, she not only protected her vision but also kept her family housed and stable during a crisis."

*\*Names changed for privacy*



## (CONTINUED) PATIENT STORY: MARISOL

### ***Again, she turned to ¡Salud!.***

Jessica worked alongside Marisol to secure rental assistance and stabilize her family's housing. Over five months, Jessica called agencies, completed complex applications, coordinated three-way phone calls and communicated with Marisol's landlord. She pursued every possible resource, navigating a fragmented system that would have been nearly impossible for Marisol to manage on her own.

**Slowly, the pieces came together.** Marisol was approved for multiple sources of support, including six months of rental assistance through the PacificSource HRSN program, more than \$3,500 in past-due rent covered through PacificSource Flex Fund, and additional rent assistance through OHDC and the Salvation Army. ¡Salud! was also able to provide ongoing food assistance with WinCo gift cards and referrals to food banks.

Today, Marisol is back at work and continuing her eye care treatment. With Jessica's advocacy and persistence, she not only protected her vision but also kept her family housed and stable during a crisis.

Her story reflects what ¡Salud! does every day: when patients don't know where to turn, they find a trusted partner who stays with them, through medical emergencies, financial hardship and the long road back to stability.

*\*Names changed for privacy*

"(Marisol's) story reflects what ¡Salud! does every day: when patients don't know where to turn, they find a trusted partner who stays with them, through medical emergencies, financial hardship and the long road back to stability."

Jessica Quiñones, RN



---

# MAKING CARE AFFORDABLE

---

For many patients, the cost of care is one of the greatest barriers to accessing and continuing treatment. The ¡Salud! team helps patients navigate financial obstacles so they can receive timely, essential care without it becoming an overwhelming burden.

## We support patients in multiple ways, including:

- **Grants for Care:**  
Direct payments to clinics and providers to reduce or eliminate out-of-pocket costs.
- **Oregon Health Plan enrollment:**  
Guidance and support to help eligible patients obtain public insurance coverage.
- **Financial assistance applications:**  
Help completing complex paperwork and coordinating with healthcare systems.
- **Provider and clinic negotiation:**  
Advocacy to lower bills, arrange payment plans or secure reduced fees.

Through this combination of financial support, system navigation and advocacy, ¡Salud! helps ensure that cost is not a barrier to health, stability and dignity.



### GRANTS FOR CARE

*Paid to providers on behalf of clients*

# \$37,158

### OREGON HEALTH PLAN ENROLLMENT

*Patients gaining insurance coverage  
with ¡Salud! enrollment support*

# 24

---

PATIENT STORY: MIGUEL

# REMOVING THE WEIGHT OF MEDICAL DEBT

---

**When Miguel\* visited the ¡Salud! wellness clinic in August, he shared some life-altering news: he had suffered a heart attack in July and spent several days hospitalized.**

Although Miguel was recovering well and committed to cardiac rehabilitation and follow-up care, the emotional weight of the experience was compounded by a new stressor. Even with insurance, he faced overwhelming medical bills. Unsure of how he could manage the debt while supporting his family, Miguel turned to ¡Salud! for help.

Jessica Quiñones, a registered nurse with ¡Salud!, worked closely with Miguel to navigate the complex financial assistance process. In October, she met with him in person to gather documentation and complete the hospital system's financial assistance application.

*"The hardest part of the process is the amount of information and documents needed to prove income and eligibility: three months of pay stubs, the previous year's tax return, bank statements and a list of monthly expenses. It can be confusing and time-consuming. Even people who work within healthcare struggle,"* says Jessica.

*"As a nurse it's really great to know that our patients can focus on healing and engaging in their health without the worry and stress of paying hospital bills."*

*– Jessica Quiñones, RN, ¡Salud! Nurse*

*\*Names changed for privacy*



### (CONTINUED) PATIENT STORY: MIGUEL

Jessica also submitted a financial hardship request for his ambulance bill and coordinated with billing departments to track each application and ensure all required materials were received.

**By December, Miguel's efforts, supported by ¡Salud!, resulted in significant relief.** He was approved for 70% financial assistance from both the hospital system and the ambulance company. To address the remaining balance, ¡Salud! approved grants to cover the outstanding costs, effectively eliminating Miguel's out-of-pocket burden.

*"As a nurse it's really great to know that our patients can focus on healing and engaging in their health without the worry and stress of paying hospital bills. The advocacy involved is also fulfilling because helping one patient often has a ripple effect: they go on to guide friends, family and coworkers through similar situations,"* Jessica states.

*\*Names changed for privacy*

---

# PARTNERSHIPS

---

The ¡Salud! team strives to build collaborative relationships with many agencies in the counties they serve. These relationships help to deliver services, maximize the funds available and allow for better customer services to clients.

## Thank you to our partners at these Federally Qualified Health Centers (FQHC) Networks & Primary Care Clinics:

Benton County Health Department in Corvallis and Monroe

Neighborhood Health Center

La Clínica de Guadalupe in Salem

Northwest Human Services in Independence, Monmouth and Salem

Virginia Garcia Memorial Health Centers in Beaverton, Cornelius, Hillsboro, Newberg and McMinnville

Volunteers in Medicine of Lane County

White Bird Clinic in Eugene

Yakima Valley Farmworkers Clinics in Woodburn and Salem



## Thank you to these major partners in outreach services:

OHSU School of Dentistry, School of Physician Assistant Education, School of Nursing, Casey Eye Institute Community Outreach Program and Knight Cancer Institute Mobile Outreach

Hillsboro Medical Center Residency Program - Family Medicine and Internal Medicine

OHSU Health Equity

OHSU Mobile Health Coalition

Lane County Dovetail Program

Linfield University

Lutheran Family Services

Migrant Education Programs

Oregon Food Bank, Lane and Marion Counties

Pacific University College of Health Professions: Dental Hygiene, Public Health, Physical Therapy and College of Optometry

Raíces de Bienestar

Unidos Bridging Community

Walmart Vision Centers

Yamhill County Public Health

Multiple other private providers throughout the Willamette Valley, including hospitals and specialty care

**¡SALUD!**  
*To Our Health*

# HOW YOU CAN HELP



## Make a One-Time Gift or Become a Monthly Donor

Make a tax-deductible gift in support of accessible, affordable healthcare services for vineyard stewards.

Donate at [www.saludauction.org/mission](http://www.saludauction.org/mission)



## Attend an Event

Experience the community collaboration and access rare wines at ¡Salud! The Oregon Pinot Noir Auction held every November with two days of premier wine, food and auction items featuring the best in Willamette Valley Pinot Noir.

Learn more about ¡Salud! events at [www.saludauction.org](http://www.saludauction.org)



## Donate Rare Wines or Experiences

From cult California wines to Burgundian treasures, we are always looking for rare and special wines that resonate with our collectors. Have library Oregon Pinot Noir or have connections to fine dining, luxury travel or hospitality? Help us build compelling auction experiences that contribute directly to the ¡Salud! Services program.

Reach out about wine or auction donations at [saludauction@tuality.org](mailto:saludauction@tuality.org) or (503) 681-1770.



## Support Oregon Wine & Spread the Word

Help cultivate support for these vital services. Visiting a winery in the Willamette Valley? Ask about their support of ¡Salud!, buy a bottle for a friend and share the story of the unique collaboration between Oregon's wine industry and the Hillsboro Medical Center.

Learn more about ¡Salud!'s supporting wineries at [www.saludauction.org/vintners-circle](http://www.saludauction.org/vintners-circle)



**saludauction.org**

Photos by Kathryn Elsesser Photography, IFM Photography,  
Carolyn Wells-Kramer and Andréa Johnson Photography

*Out of respect for patient safety and privacy, this report intentionally  
does not include identifiable patient images, reflecting our ongoing  
commitment to protecting those we serve.*