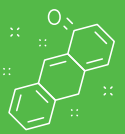




MCAmericas
HOLDINGS, INC.



Preparing
our **REGION**
for the **FUTURE**
of **HEALTHCARE**
and **INNOVATION**



Annual Report
2019



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Letter from **BOARD CHAIR & MCA PRESIDENT**

Dear Friends, Colleagues, Community Partners, Strangers and Future Friends,

It is with great enthusiasm that we jointly pen this letter, imploring you to actively engage with the MCA. It is of utmost importance that we take decisive action today to make strategic and smart investments in initiatives that will maximize the momentum the El Paso region has gained over the past 20 years with its investments in our medical industry. The initial efforts to diversify our economy into the sciences by bringing a four-year medical school, investing in our hospitals and building a biomedical incubator, have yielded results that are nothing short of staggering for a community that was on a 50-year decline... Today, healthcare is the largest private industry in El Paso. Biomedical innovation, testing, product development and manufacturing are growing and the overall city unemployment rate is in line with the state of Texas' and the United States'.

The problem is that we still don't have enough of the jobs that make an economy boom and a city become a place-of-choice. We are not growing fast enough or in enough of the right ways to compete with other major metroplexes around the world. We are still not attracting Fortune 500 company headquarters or research labs, and we don't have a strong enough pool of tech startups to attract the number of talented young professionals that we need to get to the next level. Basically, we need more STEM jobs. Technology jobs. Technology is the future. Actually, it is the present, and we are lagging.

As the board chair and president of the MCA, we can truly say that we believe the MCA is one of the strongest facilitators that our community has employed to achieve the long-term vision of a technology-based knowledge economy – here in El Paso, and during our lifetimes. Twenty years of investment have given us the platform we need to be competitive, but the next steps won't be easy, nor can we take them without you as:

- | | |
|--------------|-------------------------|
| ▣ Investors | ▣ Entrepreneurs |
| ▣ Volunteers | ▣ Donors |
| ▣ Innovators | ▣ Promoters and friends |

We thus invite you to take a deep dive to learn what we are doing. As you read this Annual Report, we hope that your interest is piqued. Then join us in becoming a fire starter, an igniter of an MCA initiative that will use the momentum underway to begin to attract the types of jobs that will make our community attractive to startups, investment and key relocations.

Rest assured, there is a place and a role for each of you. The ambition of the MCA strategy is designed to be inclusive of all aspects of our community, both in terms of how you can participate and who we are trying to help.

With sincere appreciation,

Josh Hunt



Emma W. Schwartz





About Us

OUR MISSION

To develop and catalyze the life sciences ecosystem in the region.



OUR VISION

To be a flourishing and robust regional ecosystem of health that capitalizes on innovation and entrepreneurship to compete globally.



LONG TERM GOALS

- ▣ Develop a life sciences ecosystem that competes globally to **improve healthcare** and create **economic opportunity**
- ▣ Develop a robust medical campus as a hub for medical services and accompanying commercial enterprise
- ▣ Build a strong MCA organization that complies with City Fund grant and is self-sustaining by 2030



OUR TEAM

Organization: COMPANIES AND BOARDS OF DIRECTORS

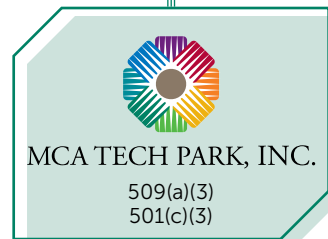
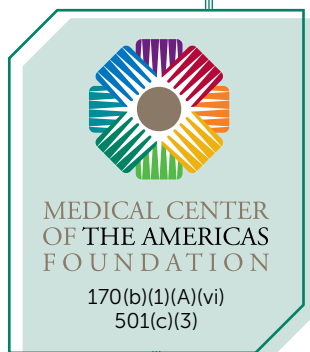
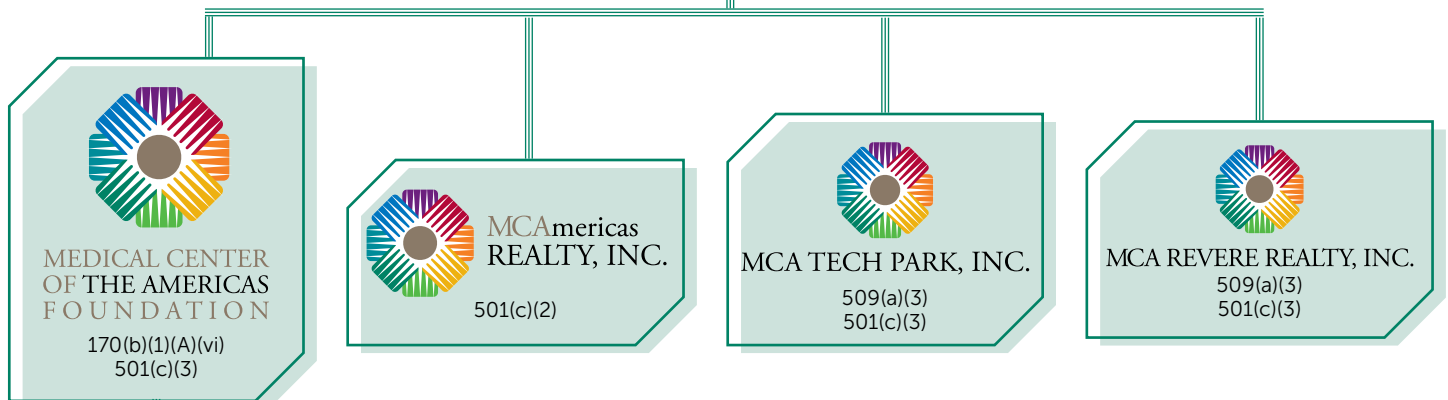
MCA HOLDINGS, INC. & MCA FOUNDATION DIRECTORS:

<i>Alan R. Abbott</i>	<i>Charles Miller III, PhD</i>
<i>Lisa Budtke</i>	<i>Marcela Navarrete</i>
<i>Rick Francis</i>	<i>Judy Robison</i>
<i>Sigfrido Delgado</i>	<i>Linda Troncoso</i>
<i>Ted Houghton</i>	<i>James Volk</i>
<i>Josh Hunt</i>	<i>Mylena Walker</i>
<i>Patrick Landry</i>	<i>Henry Yoshawirja</i>
<i>Meyer Marcus</i>	



BIO EL PASO-JUAREZ

<i>Julio Chiu</i>	<i>Mylena Walker</i>
<i>Pedro Martinez</i>	<i>Holly Trubowitsch</i>
<i>Carlos Murguia</i>	<i>Cecilia Varela</i>
<i>Rudy Pina</i>	



BMIA, INC. DIRECTORS:

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<i>David Borkholder, PhD</i>
<i>Dirk Brown, PhD</i>
<i>Lane Gaddy</i>
<i>Kenneth McLeod, PhD</i>
<i>Holly Trubowitsch</i>
<i>Mylena Walker</i>
<i>Daniel Wolf</i>
<i>Henry Yoshawirja</i>

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<i>Lisa Budtke</i>	<i>Rodolfo Mata</i>
<i>Edward Escudero</i>	<i>Linda Troncoso</i>
<i>Brent Harris</i>	<i>Henry Yoshawirja</i>
<i>Gary Hedrick</i>	<i>Ted Houghton</i>

Honorary & Institutional DIRECTORS

HEALTHCARE



CINDY STOUT, *El Paso Children's Hospital*

NICHOLAS TEJEDA, *The Hospitals of Providence*

DON KARL, *Las Palmas/Del Sol Healthcare*

LUIS GUTIERREZ-GUTIERREZ, *Hospital Angeles, Ciudad Juárez*

DERRICK CUENCA, *Mt. View Regional Medical Center, Las Cruces*

JACOB CINTRON, *University Medical Center of El Paso*

MICHAEL AMARAL, *El Paso / Las Cruces VA Health Care System*

COL. MICHAEL OSHIKI, *William Beaumont Army Medical Center*

COMMUNITY



JON BARELA, *Borderplex Alliance*

ALFREDO BORREGO, *San Juan Neighborhood Association*

LEILA MELENDEZ, *Workforce Solutions Borderplex*

EDUCATION

GEORGE MYCHASKIW II, DO, *Burrell College of Osteopathic Medicine, Las Cruces*

WILLIAM SERRATA, PhD, *El Paso Community College*

LUIS CIFUENTES, PhD, *New Mexico State University, Las Cruces*

ING. JAVIER TABOADA, *Tecnologico de Monterrey, Ciudad Juárez*

RICHARD LANGE, MD, MBA, *Texas Tech University Health Sciences Center, El Paso*

ROBERTO OSEGUEDA, PhD, *The University of Texas at El Paso*

KRISTINA MENA, PhD, *UT Houston School of Public Health, El Paso*

BEATRIZ DIAZ-APODACA, MPH, MD, PhD, *Universidad Autonoma de Ciudad Juárez*



GOVERNMENT OFFICIALS



TOMMY GONZALEZ, *El Paso City Manager*

CASSANDRA HERNANDEZ, *City Representative, District 3*

DAVID STOUT, *County Commissioner, Precinct 2*


JOSE RODRIGUEZ, *State of Texas, Senator*

CESAR BLANCO, *State of Texas, Representative, District 76*

2019 BY THE NUMBERS

Innovation Center

8 Cohort 2 graduated
27 STARTUPS INNOVATORS 

5 Cohort 3 launched
in Sept with
STARTUPS 

6 IC developed
BOOTCAMPS 




Clinical Trials Consortium

3 Attracted
INTEGRATED
RESEARCH
ORGANIZATIONS 

8 Leading to
CONTRACTS 

10 New High-Paying
JOBS

1 Launched
REGIONAL CLINICAL
TRIALS WEBSITE 



BIO El Paso-Juárez

39 MEMBERS 

1st BINATIONAL CLUSTER
GROUP

240 ANNUAL
SUMMIT
ATTENDEES 

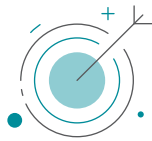
Land Aquisition

\$2.2 MILLION
in investments through 2019 



VA Wellness Center

\$16 MILLION
VA Project



\$1 MILLION
in Environmental Remediation
and Infrastructure Development



115+ NEW JOBS

Grants



\$750,000
EDA i6 CHALLENGE GRANT

\$300,000

EDA SEED FUND
GRANT



\$15,000

WORKFORCE SOLUTIONS
BORDERPLEX GRANT

\$180,000

EDA MEDDEVICE ECOSYSTEM
MAPPING GRANT

Cardwell Collaborative



75% OCCUPANCY TOTAL

50% OCCUPANCY
of **3rd Floor** Incubator

151 EVENTS



3K+ ATTENDEES



STEM Innovation Lab

9 STEM CAMPS

230+ STUDENTS



Innovation Center



CULTIVATING ENTREPRENEURSHIP AND A CULTURE OF INNOVATION

The MCA Innovation Center is a hub for entrepreneurs and innovators, connecting them to resources, learning, and networks to launch and grow their businesses. Through de-risking idea commercialization, the Innovation Center's support of startups leads to economic development, increased quality of life and improved healthcare for our region.

2019 Accomplishments



JAN-DEC: Hosted 34 entrepreneur training sessions and 10 public presentations featuring expert speakers and panels: one of these was the Texas stop of the SBIR/STTR roadshow and workshop

JAN-DEC: Worked with 66 innovators through targeted trainings, office hours, and critical connections

JAN: Received the EDA i6 Grant for \$750k over 3 years with a \$750k match



JUN: Hosted Demo Day where 7 startups presented to the public and potential investors



JUN: Cohort 2 graduated 8 Startups and 27 Innovators, which included 6 female participants and 4 participants from Chihuahua, MX



AUG: Launched Cohort 3 with a redesigned bootcamp series for innovators and startups



AUG: Received the EDA Seed Fund Grant for \$300k over 3 years with a \$300k match



OCT: Launched monthly networking sessions with Tech Tuesdays, public events bringing experts and innovators together for information exchange and networking.

OCT: Launched a monthly peer engagement group, Founders RoundTable, to support later stage companies who have "graduated" out of the training component of the program: currently 6 companies participating

OCT: Supported Día De Los Muertos Pitch Competition where 1 Innovation Center company, Atlas Regeneration Technologies, pitched

AUG-DEC: Worked with 5 startups to investigate potential SBIR opportunities and with 1 startup to submit NIH SBIR proposal



Goals for 2020

- ▣ Grow the innovation ecosystem through continued training relevant to tech startups
- ▣ Increase public education & networking opportunities
- ▣ Expand access to the crucial resources & connections necessary for startup success
- ▣ Continue Seed Fund planning & development
- ▣ Expand Resource Network
- ▣ Launch additional training & knowledge generation activities for startups
- ▣ Strengthen connections among innovation ecosystem stakeholders (startups, providers, research institutions, etc.)

BIO El Paso-Juárez



CROSS-BORDER COLLABORATION

(Supporting Organization)

BIO El Paso-Juarez drives innovation, collaboration, growth and resilience in the regional medical device sector by bringing together medical, industrial, academic, governmental, and entrepreneurial leadership.

2019 Accomplishments

ORGANIZATIONAL DEVELOPMENT

- Established a 501(c)(6) organization in the U.S. and Association Civil (A.C.) in MX
- Recruited 20 NEW members, now totaling 40 members
- Signed MOUs with 2 community partners
- Partnered with Borderplex Alliance and Collaborative Economics to facilitate strategic planning sessions using the Next Gen/Industry-Led model

NETWORKING & EVENTS

- Hosted the Annual Medical Device Summit and Member Meeting in January 2019 with over 240 attendees representing 90 organizations

- Hosted community events in El Paso and Cd. Juarez to roll-out from the Ecosystem Mapping Project Report
- Hosted 2 member-only sneak peek and agenda-setting events

PROMOTION

- Attended and exhibited at the Advamed Med Tech Conference in September 2019 with 12 regional partners
- Attended the following conferences:
 - MDM West Trade Show, Anaheim, CA
 - BIO International Conference, Philadelphia, PA
 - Texas Health Care and Bioscience Institute Summit, Austin, TX

- Baja California Med Summit, Tijuana, MX

- Foreign Trade Zone #68 El Paso-Juárez Trade & Industry Summit, El Paso, TX

STRATEGIC PLANNING FOR THE GROWTH OF THE MEDICAL DEVICE INDUSTRY

- Partnered with Workforce Solutions Borderplex and the MCA Foundation on the \$300k EDA Ecosystem Mapping Project
- Assembled a steering committee composed of BIO El Paso-Juárez members
- Interviewed over 60 regional stakeholders and toured over 12 medical device facilities in El Paso and Juárez

- Presented project findings to El Paso City Council

- Managed Project Deliverables:
 - Industry Snapshots & Cluster Companion
 - Ecosystem Project Findings & Recommendations
 - Ecosystem Map
 - Economic Analysis & Site Selection Package
- Developed 3 member-driven task forces to implement the Ecosystem Mapping Report Strategic Plan
 - Innovation
 - Talent Development
 - Value Chain

BIO EPJ CURRENT OFFICERS

Chair/President – Julio Chiu, Seisa

Vice Chair – Mylena Walker, Cardinal Health

Board Member – Carlos Murguía, RexMed Health

Vice President – Cecilia Varela, Cluster Biomedico de Juárez

Secretary – Holly Trubowitsch

Board Member – Rudy Pina, Dynatec Labs

Platinum Board Members – Pedro Martinez, Ingenio Rx

CEO – Emma Schwartz

FOUNDING MEMBERS

Thank you to our Founding and Investor Members!



Goals for 2020

- Increase BIO El Paso-Juárez membership by 25%
- Host the 3rd Annual El Paso/Juárez Medical Device Summit
- Implement Year 1 goals for Task Forces and Ecosystem Mapping Project

Clinical Trials Consortium & Healthcare Program



STRENGTHENING OUR REGION'S COMPETITIVENESS IN CLINICAL RESEARCH AND INNOVATION

The Clinical Trials Consortium's (CTC) objective is to increase regional clinical trial activity by growing our region's clinical trial infrastructure (e.g. increase number of investigator sites, principal investigators, and clinical research coordinators).

2019 Accomplishments



JAN–DEC: Facilitated the establishment of 8 new investigator sites

JAN–DEC: Trained 32 physicians to become principal investigators

JAN: Attracted 3 integrated research organizations to the region

OCT: Launched the CTC website, mcamerica.org/clinical-trials

DEC: 200+ patients now have access to clinical trials in the region through their physicians

DEC: 7 new trial specialties added to the region including: neurology, urology, family medicine, pain management, pulmonology, dermatology & nephrology

DEC: The region saw the introduction of 10 high skilled,

high wage jobs including 8 clinical research coordinators/study managers and 2 executive positions



Goals for 2020

- Increase clinical trial activity at one or more large healthcare systems either independently or via a partnership with a site network or an integrated research organization
- Add two or more regional investigator sites by January 2021

- Obtain grant funding to support continued growth of our region's clinical trial infrastructure
- Obtain grant funding to support clinical research training for up to 20 individuals interested in the clinical research profession

FOSTERING A ROBUST AND FORWARD-LOOKING HEALTHCARE INDUSTRY IN OUR REGION

The MCA has expanded its efforts in the region to foster a more integrated, high-value, and robust healthcare system. The MCA's Healthcare Program began by organizing a series of exploratory round-table meetings with region healthcare leaders to

discuss industry-wide issues, obstacles, and barriers. Efforts are now underway to plan



and implement a comprehensive and collaborative **Military Medical Transition Program (MMTP)**, incorporating stakeholders from Fort Bliss, regional academic institutions and healthcare organizations. The MMTP supports regional efforts to grow the talent pool in critical healthcare occupations, as well as improving the integration of Soldiers and families assigned at Fort Bliss into the El Paso community.

Goals for 2020

- Develop a clear pathway from military service to nursing, surgical technician, and lab technician occupational specialties
- Coordinate efficient, quality, and cost-effective academic programs to fill critical needs in healthcare occupations
- Develop initiatives to integrate local talent and military families into the El Paso community
- Obtain grant funding to advance objectives of the MMTP



MCA Campus Planning & VA Wellness Clinic

GROWING A MEDICAL CAMPUS THROUGH COLLABORATION



2019 Accomplishments

JAN: Completed the MCA Master Plan Presentation & presented to El Paso City Council

FEB: Participated in TXDOT Reimagine I-10 study

MAR: Started work with the US Census as chair of medical complete count committee

JUL: Became a member of PDNHF Trail Advisory Board

OCT: Received the National Park Service (NPS) - Rivers, Trails, and Conservation Assistance (RTCA) Program Grant for technical assistance from NPS staff for the MCA segment of the Paso del Norte County Trail

Campus planning is the process of identifying the needs of a growing medical campus and working in collaboration with stakeholders to fulfill those needs. This work supports the evolution of the MCA Campus's key stakeholders and increases healthcare education, research, service delivery, commercialization opportunities and state-of-the-art facilities on the MCA Campus.

Goals for 2020

- ▣ Establish an MCA Campus Parking Benefit District
- ▣ Establish an MCA Campus Safety Committee/Taskforce
- ▣ Complete TIRZ #6 expansion
- ▣ Continue outreach efforts to companies, stakeholders, and institutions to locate within the MCA Campus
- ▣ Apply for at least 3 campus planning/development grants



THE VA SOUTH CENTRAL WELLNESS CLINIC

The 33,000 square foot, \$16M state-of-the-art facility took just over 16 months to complete and is expected to serve about 40,000 Veterans in its first year of operation.



2019 Accomplishments

DEC: Finalized VA Clinic Development

- ▣ \$16M VA Project was completed
- ▣ The MCA invested \$1M in environmental remediation and other road and storm water improvements
- ▣ The VA development is bringing over 115 NEW jobs to the region

Goal for 2020

- ▣ Successful Year 1 property management for VA facility

Cardwell Collaborative

FOSTERING THE GROWTH OF PRIVATE RESEARCH AND TECHNOLOGY COMMERCIALIZATION



The Cardwell Collaborative, a 60,000 square foot, \$24M “tech park,” fosters the growth of the biosciences and healthcare industries in the region by providing state-of-the-art lab and office facilities and lab equipment. The LEED Silver Certified building features 20,000 square feet of biomedical and tech incubator space. The Environmental Health and Safety program (EHS) in place within the Cardwell Collaborative ensures safe operation of laboratories and MCA facilities.

2019 Accomplishments

JAN–DEC: A total of 151 events were hosted at the Cardwell Collaborative

DEC: 80% occupancy level for the Cardwell Collaborative with 50% occupancy of 3rd Floor Incubator



LAB SPACE (WET/DRY) & OFFICE SPACE

Flexible leasing options include open benches as well as private wet-labs and dry-labs.

▣ **Wet Lab Equipment**

- ▣ Safety Cabinet-Biological Class II (A2)
- ▣ Fume Hood
- ▣ Steam Sterilizer
- ▣ Centrifuge
- ▣ CO₂ Incubators
- ▣ Cryostorage Freezer
- ▣ Ultra-Low Freezer
- ▣ Ultrapure Water System

▣ **Dry Lab Equipment**

- ▣ 3D Printers
- ▣ Digital Oscilloscope
- ▣ Digital Multimeter
- ▣ 1200° Furnace
- ▣ Soldering Station
- ▣ Raspberry Pi Kits

▣ **Safety**

- ▣ Centralized EHS Services and training available

▣ **Office & Meeting Space**

- ▣ Memberships
- ▣ Dedicated Open Office
- ▣ Private Office
- ▣ Conference Rooms



Goals for 2020

- ▣ Reach a 90% occupancy for the Cardwell Collaborative Building
- ▣ Implement 5% Cost Reduction Initiatives on the O&M budget of the Cardwell Collaborative Building





Workforce & Promotion

INVESTING IN OUR FUTURE

The MCA's Workforce Initiative aims to increase awareness of the emerging healthcare and high-tech biomedical industries in the region. We do so by hosting STEM camps, tours and open houses for the community, running an internship program, and participating in community outreach events.

2019 Accomplishments

JAN-MAY:

Hired 2 Spring Semester Interns

Brooke Hart – Accounting Major, Graduated UTEP May 2019

Dario Sanchez – Biomedical Engineer Major, Graduated Tec De Monterrey

JAN-OCT:

Attended 10 career fairs, including Job Con 2019, Medventure for Your Future, NM True Talen Career Connections, Con Mi Madre STEAM Fair, and many more

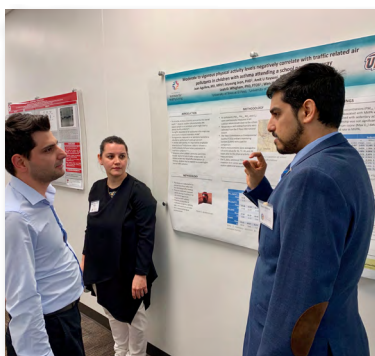


JAN-DEC: Facilitated tours for students and teachers from across the region including UTEP, Silva High School, Eastwood High School, Socorro Independent School District, Leadership El Paso

MAR-DEC: Hosted a total of 9 STEM Innovation Lab Camps for a total of 230 students from 6 different schools



MAR: Received \$15K from Workforce Solutions Borderplex to create career exploration activities for students attending the MCA STEM Innovation Lab Camp



MAY: Hosted the Annual Scientific Research Poster Session where 22 posters were submitted, and over 75 people attended

JUN: Presented and exhibited at the Preparing the Workforce of Tomorrow Conference 2019

JUN – AUG:

Hired 5 Summer Interns and 1 High School Volunteer

Diego Quirarte – Sophomore at University of Pennsylvania

Luis Martinez – Sophomore at Texas A&M University

Pierce Davis – Sophomore at Stanford University

Jose Luis Villareal II – Sophomore at Stanford University

Diandra Licon – Biology Degree, Graduated UTEP

Dora Goldstein – Coronado High School Senior

JUL: Hosted 2 STEM Innovation Lab Open Houses for teachers, parents, and counselors to learn more about the MCA STEM Innovation Lab Camp



Goals for 2020

- Host more school districts, schools, and students for the MCA STEM Innovation Lab Camp
- Participate in more outreach events and efforts for students and teachers across the region
- Start planning a week-long a Young Innovators Camp for the year 2021

How It All Comes Together

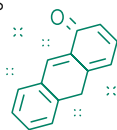
Medical Center Of The Americas Foundation LIFE SCIENCES ECOSYSTEM



Thank you to **OUR 2019 DONORS**

NON-PLEDGED DONORS & FUNDERS

Alan Abbott
Charles Miller III, PhD
EP Marcus Investments
Jose Prats
Larry Wollschlager
Doug & Emma Schwartz
Lane Gaddy



Family of Edward & Marian Azar
(in memory of Alfredo Ortega, Jr.)

ScottHulse, PC *(in honor of Mrs. Evonne Cardwell)*

Rodolfo Mata, Blanco, Ordoñez,
Mata & Wechsler, PC

MIMCO

TRE & Associates

Guy & Cindy Fields

PLEDGED DONORS & FUNDERS

Hunt Family Foundation

Joe Rosales *(in memory of
Rose Rosales)*

Ed & Margie Escudero

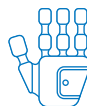
WestStar Bank

Kirk & Judy Robison



CONTRIBUTING GRANT INSTITUTIONS

City of El Paso
Moleen Foundation
El Paso Electric Company



Workforce Solutions Borderplex

U.S. Department of
Commerce's Economic
Development Administration

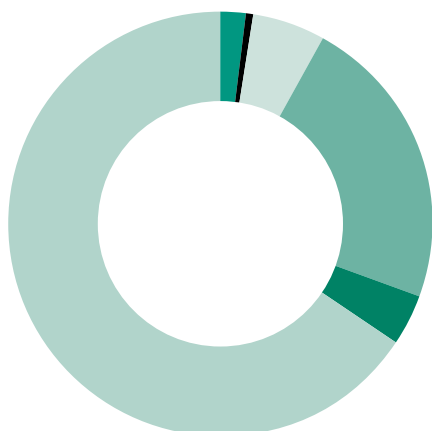


IN-KIND

Oracle NetSuite ScottHulse PC

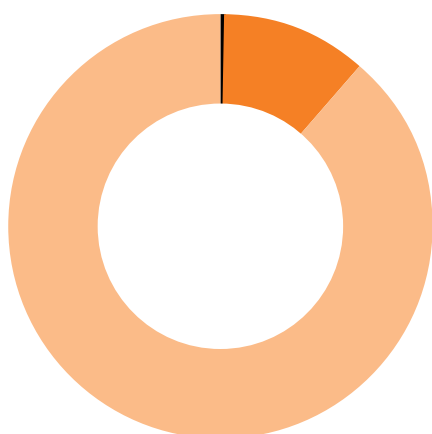


Financial Highlights



2019 REVENUE

%	SOURCE	2019	2018
66%	Grants	\$3,086,980	\$3,071,235
4%	Contributions	\$180,600	\$34,199
23%	Leases	\$1,063,237	\$952,210
5%	In-Kind	\$257,619	\$134,672
1%	Other	\$30,000	\$0
2%	Interest	\$84,587	\$9,021
100%	Total	\$4,703,023	\$4,201,337



2019 EXPENSES

%	SOURCE	2019	2018
89%	Programs	\$4,999,886	\$4,772,091
11%	Management & General	\$636,505	\$506,931
0.1%	Fundraising	\$5,317	\$9,188
100%	Total	\$5,641,708	\$5,288,210

ASSETS, LIABILITIES, & NET ASSETS

SOURCE	2019	2018
Assets	\$50,857,974	\$50,017,742
Liabilities	\$41,761,785	\$39,982,867
Net Assets	\$9,096,189	\$10,034,875

NET ASSETS BREAKDOWN

NET ASSETS	2019	2018
Without Donor Restrictions	\$4,585,880	\$5,915,333
With Donor Restrictions	\$4,510,309	\$4,119,542
Total	\$9,096,189	\$10,034,875



BE IN THE KNOW!

Don't let any of this upcoming year's big accomplishments and events get past you! Stay up to date on anything and everything MCA by following us on social media or visiting our website and signing up for our newsletter.



Facebook: **@medicalcenteroftheamericas**



Twitter: **@MCAFoundation**



LinkedIn: **@Medical Center of the Americas Foundation**



Youtube: **Medical Center of the Americas Foundation**

Website: **mcamericas.org**



MCAmericas
HOLDINGS, INC.

5130 Gateway Blvd East
Suite 110
El Paso, TX 79905
(915) 613-2478 office

MCAmericas.org