

## TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS

12 October 2014

### Speakers:

-Dr. Deborah Nucatola, *Senior Director of Medical Services, Planned Parenthood Federation of America* (“**PPFA**”)

-Dr. Mary Gatter, *Medical Directors’ Council President, Planned Parenthood Federation of America; Medical Director, Planned Parenthood Pasadena & San Gabriel Valley* (“**PP**”)

-Dr. Virginia Siegfried, *Medical Director, Planned Parenthood California Central Coast* (“**PPCCC**”)

-Two actors posing as a Fetal Organ and Tissue Procurement Company (“**Buyer**” and “**Tech**”)

*frame counts are approximate*

021250

**PPFA:** I haven’t found anybody in Texas. I haven’t found anybody in Texas for you yet--

**Buyer:** Oh okay. We kind of lost you because we were talking to Eleanor, but then--

**PPFA:** Okay, I wanted you to meet Mary Gatter.

**PP:** What is it? Biomax.

**Buyer:** Robert Sarkis, with Biomax.

**PP:** Robert, nice to meet you, I’m with Planned Parenthood of Pasadena

**Buyer:** Pasadena.

**PP:** Yeah. When we were in LA we had a deal with the guys who were at UC--

**PPFA:** He, he knows. Yeah.

**Buyer:** Novogenix, yeah.

**PPFA:** Novogenix.

## TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS

**PP:** Novogenix. There it is, okay.

**Buyer:** Yeah. The problem we're having is that, you know, the California affiliates are all already partnered up with somebody.

**PP:** Right, well, Pasadena's not, actually.

**Buyer:** Oh, Pasadena's not?

**PP:** So--

**PPCCC:** But do you have the volume? Because I don't.

**PP:** What kind of volume do you need?

**Buyer:** How far, how far in gestation do you go to?

**PP:** We only go up to 16 weeks.

**Buyer:** To 16.

**PP:** And you know, we only do 20 cases a week, so it's not a big volume.

**PPCCC:** No, no. Don't waste your time.

**Buyer:** Oh, see so that's the--

**PP:** Hey!

**Buyer:** I mean--

**PPCCC:** No, I'm helping you to not waste your time.

**Buyer:** Do you, do you have a card on you? Because--

**PP:** I don't, but I can write it down if you like?

**PPCCC:** You didn't ask for my card.

**Buyer:** Huh? I didn't?

**PPCCC:** No, you did not ask.

**Buyer:** Oh, well I would like your card as well.

**PP:** What kind of volume do you need and what gestational ages?

**TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS**

**Buyer:** Well, really, it's--

**Tech:** 24 weeks, and--

**Buyer:** Yeah, it's up to--most of the requests are actually like 16 weeks and above.

**PP:** Okay.

**Buyer:** So, you're kind of like right on the edge there. But I think it--I think it would be worth it to make the connection, and this way, you know we can start, we can start the conversation--

**PP:** Yeah.

**Buyer:** And, if we can have like a one on one--

**PP:** I did it in LA, I'm committed to it, I think it's a great idea,

**Buyer:** Yeah.

**PP:** We may have to make sure that your staff who are on site, are, credentialed, privileges, whatever, background checks and all that stuff.

**Buyer:** Yeah. Right, right.

**PP:** Uh, you know you have to pay a little money for the use of the space. It's not a lot, we're not greedy about that stuff.

**Buyer:** Right, right.

**PP:** Then, yeah.

**Buyer:** Yeah. What um, do you have any idea, a ballpark, what we'd be talking about in terms of um, in terms of compensation?

**PP:** I'm trying to think of what we did.

**Buyer:** Yeah, because most people now seem to be doing per specimen.

**PP:** Per specimen. Like \$75 a specimen, or?

**Buyer:** And then, and so what we, yeah, sorry, what?

**PP:** \$75 a specimen, or \$50 a specimen?

**TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS**

**Buyer:** Um, yeah, most--well, what we've been quoting is \$50 per specimen.

**PP:** Okay.

**Buyer:** I think some people are doing more, some slightly less.

**PP:** Yeah. \$50's on the low end, \$50 was like 12 years ago.

**Buyer:** Oh wow--

**PP:** Yeah, we had to--

**Buyer:** Oh okay. Well so, what we like about per specimen is that way we're not paying for material that we can't use, you know?

**PP:** Yeah, yeah.

**Buyer:** So, if we, you know, if we can get a liver, a lung, and you know a brain--

**PP:** But you would show up to do this? You would send somebody after--

**Buyer:** Oh exactly, we would send a tech. Yeah we would send a tech in.

**PP:** Yeah, we had a lovely tech, Heather was her name from the, whatever that--

**Buyer:** Novogenix.

**PP:** Novogenix.

**Buyer:** Yeah, okay.

**PP:** Novogenix, yeah. Heather came, and she was great. But we had, at PPLA we went to 24 weeks, and then we had, Heather coming to 2 of our sites that went a little further along, and they got a lot of tissue from us.

**Buyer:** Mhm. Yeah.

**PP:** I don't know if they're still doing that or not because I left 18 months ago, but yeah, I'd be willing--give me a call.

**Buyer:** Definitely.

**PP:** Give me a call.

**Buyer:** Yeah, yeah, yeah. Do you--I got your email and phone number on there.

## TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS

**PP:** Well that's my email so just hit me up there.

**Buyer:** Oh okay, so we'll, yeah. We'll exchange information there. Definitely.

**PP:** Good to meet you.

**Buyer:** Thank you, good to meet you.