TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS

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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

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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.


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.
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?
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?
**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.
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.