FOLLOWING OUR TRUE NORTH

THE VALUES THAT GUIDE OUR WORK
AIDS United’s mission is to end the AIDS epidemic in the United States.

We seek to fulfill our mission through strategic grantmaking, capacity building, formative research, and policy/advocacy.
I often talk about what it was like testing HIV-positive in 1992, when the only treatment available was AZT. Today, I consider the bounty of treatments available and the many more in development. I think of what science has done for me, this field, and for so many others like me. Yet science alone can’t create a just world. In its purest form, science can be cold, calculated, and simply focused on what can be proven true or false. Science has delivered both cures and bombs, has been used for both good and bad. While science has the potential to fix much of what ails us — it won’t work for the advancement of us all without being firmly steeped in and led by our values.

We live in a country where HIV is experienced as a disease of disparities — often impacting those most marginalized in our country, be it by race, gender, sexuality, or economic status. And while science has delivered the tools to end this epidemic, at AIDS United we know that our values must frame and guide an evidence-informed approach and always serve as our North Star.

Core to our values at AIDS United is the belief that the swiftest end to this disease of disparities requires a strong social justice framework, a hunger for innovation, a commitment to the meaningful involvement of people living with HIV, and a push for true and meaningful collaboration. Our values not only guide our programs, but our management as well. At AIDS United, our values ensure efficient and effective use of resources with over 93 cents of every dollar spent directly on programs.

This annual report is dedicated to sharing our values with you, including the value of transparency. An accounting of the resources we garner, the results we achieve, and the ways in which we do our work.

Last but not least, we end with gratitude. To recognize and be thankful for that which we have, and never to be taken for granted. At AIDS United, we are grateful for the commitment of our donors, collaborators, and partners who make it all possible — and to all of you we say thanks!

MICHAEL KAPLAN
In the early years of the HIV epidemic we had more questions than answers. Communities across the country were being devastated by a virus that until 1983 didn’t even have a name. Back then, all we had was hope — and I never imagined just how far we’d come in my lifetime.

Today, HIV can be managed as a chronic medical condition. Through new and improved medications, expanded access to health insurance, and an updated understanding of the relationship between treatment, care, and prevention we’ve never been closer to ending the epidemic.

But there is still more to do before we finish the job.

As a black man I know that the HIV-related disparities faced by my community are egregious. Even when tested and connected to care, we still experience disparities in health outcomes. It is clear that we need to address structural determinants of health that perpetuate stigma and limit access to health care in the United States.

AIDS United, working at the crux of sound policy and effective programs, is determined to get the job done. Whether it is finding unique solutions to address systemic racism, creating opportunities for underserved people to access care, providing expert technical assistance, or advocating for sound HIV policy — I’m continually wowed by the passion and dedication of AIDS United and its many partners.

As the newly elected Chair of the Board of Trustees, I’m thrilled to be part of this movement.

To our staff, grantees, partners, and donors, I want to thank you on behalf of the entire Board of Trustees for your unwavering commitment to AIDS United and this work. This report, which provides highlights of our many accomplishments and shares the values that keep our aim true, is dedicated to you.

ROBERT “BOBBY” HILLIARD, JR. MD
Chair of the AIDS United Board of Trustees
OVERVIEW
We have worked tirelessly to identify, fund, and support community-driven responses to the AIDS epidemic.

To date we have directly funded more than $98 million to local communities and have leveraged more than $115 million in additional support for programs that include access to care for people living with HIV, capacity building for community-based organizations, HIV prevention, advocacy, syringe access, and more.

Through our Public Policy Committee, we’ve built the largest and strongest coalition of HIV-focused organizations working at the community level. Our coalition works together every day to ensure national and local policies reflect local realities and support an effective response to the end of AIDS.

Guiding all that we do is our deep commitment to our values, some of which we share in this report.

Values like...

- Mobilizing communities in the pursuit of social justice,
- searching for the next game-changing innovation,
- amplifying the voices of people living with HIV, and
- recognizing that we can’t do it alone.

These values are our North Stars. These keep us true to our charge and earnest in our approach.

Join us in this journey. Every donation, big or small, puts us that much closer to ending AIDS in America.

DONATE TODAY!
We brought 370 Advocates to Capitol Hill through AIDSWatch.

**AIDS UNITED IS...**

- **28** dedicated staff members that bring a combined total of **314 YEARS** of experience working in the HIV field.
- **125 GRANTEES** working to end the AIDS epidemic in communities across the country.
- **42 MEMBER ORGANIZATIONS** in prominent, diverse coalitions working to inform and advance sound HIV policy.

... a group of seriously devoted coffee lovers: together we drank more than 9,980 cups of coffee in the office (that’s 124 lbs of coffee beans)!

**ACTION**

We helped **7,136 people** send letters to the elected officials who represent them.

**We reached** **3.2 MILLION PEOPLE** through social media in 2015, delivering HIV prevention messages, updates on important scientific developments, and stories of grantees making a difference and advocates changing the world.

**We also published:**
- **58 blogs**
- **141 policy update articles**
- **>20 tools for the field**

Over **93 cents of every dollar** goes directly to our work in communities across the country.

This work is made possible through the generous support of our donors. You can be one of them at aidsunited.org/donate!

**Connection**

**Reach**

Our AmeriCorps program helped **12,127 PEOPLE** learn their HIV status and reached **37,741 PEOPLE** with HIV prevention education and outreach services.

**5,576 PEOPLE** living with HIV have received care directly through our Access to and Retention in Care initiatives.

We provided individualized, 1-on-1 technical assistance to **81 ORGANIZATIONS**

We delivered **2,150 HOURS** of virtual trainings to the field through webinars.

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OUR VALUES
At AIDS United, we understand that HIV continues to thrive through complex and deep-rooted social and economic inequities. We will not be successful in our mission of ending AIDS in America without tackling tough issues like poverty, racism, homophobia, transphobia, misogyny, and mass incarceration in an intersectional and holistic way. **We know we don’t have all the answers, but we refuse to sit on the sidelines as HIV continues to disproportionately impact communities across the country.**

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**SOCIAL JUSTICE**

**DEFINITION**

The way in which human rights are manifested (experienced, furthered, and protected) in the everyday lives of people at all levels of society and with respect for all aspects of diversity.

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**Southern REACH**

**Fighting for Social Justice and an End to AIDS in the South**

Through Southern REACH, we are funding 28 organizations in nine Deep South states heavily impacted by HIV/AIDS, to challenge HIV by addressing the disparities and social injustices that fuel the epidemic.

Grantees are charging forward on important topics like mobilizing voters, educating local and state governments, and expanding HIV-related legal services. They are also on the forefront of the fight against HIV criminalization laws.

This work has been generously supported by the Ford Foundation for over 10 years. Learn more at southernreach.aidsunited.org.

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The South is home to just 37% of the total U.S. population, yet experiences almost half (49%) of all new HIV diagnoses.

Further, according to a recent Centers for Disease Control & Prevention (CDC) analysis, death rates among people living with HIV in the South are three times higher than those in other parts of the country. These striking statistics are only further compounded by the near universal refusal to expand Medicaid throughout the region.
Legal Services Southern Piedmont
Helping People Living with HIV Focus on Health

Legal Services Southern Piedmont (LSSP), a Southern REACH grantee for more than 4 years, creates and enhances access to legal services for low-income people living with and impacted by HIV. These legal services have helped hundreds of people access benefits and other government programs that help them meet their most basic needs. Since 2013, they have secured over $950,000 in Medicaid, Social Security benefits, and other benefits for clients living with HIV.

Frank* came to LSSP looking for legal help with a Social Security overpayment. Frank was deemed disabled when he was diagnosed with HIV in the early 1990s. At that time, his T cell count was below 150. In 1998, he earned a few dollars over the permitted level for Social Security Disability recipients and accidentally failed to report the additional income. When Frank started looking for a better job in 2012, he voluntarily reported all his past work to Social Security. Social Security used this information against him and terminated his benefits back to the date of excess work in 1998. This caused an overpayment of more than $120,000 in benefits. Frank never knew that he was ineligible for these benefits and relied on them for more than 15 years.

A LSSP attorney helped Frank appeal the decision and represented him at his hearing. With the help of his attorney, Frank won the appeal and the overpayment was waived. Frank's attorney also helped him obtain Medicaid and food stamp benefits.

In a letter to his attorney, Frank wrote:

“LSSP has helped me so much! The stress, financial strain, and anxiety is all gone! Now I can focus on wellness and moving forward. Thank you so much!”

*name was changed to protect privacy

This four-part Google Hangout series hosted by black gay men brought together experts, visionaries, and thought leaders from across LGBT and HIV communities to discuss the impact of HIV on gay and bisexual men of color. The series has been watched more than 2,500 times.

Learn more at aidsunited.org/hangout
Innovation
Innovation

We know that HIV treatment works — both by improving individual health and by dramatically reducing the likelihood of transmitting HIV — and yet, less than one-third of people living with HIV are consistently receiving HIV care and have an undetectable viral load. Improving this rate by expanding access and adherence to care is critical if we are to end AIDS in the United States.

That’s where the AIDS United Access to Care and Retention in Care initiatives are working hand-in-hand to identify, fund, scale, and evaluate innovative and replicable models that help people living with HIV get the care they need to be healthy.

Both initiatives share a deep commitment to meticulously evaluating grantee models at a local and national level, documenting the ability of programs to improve individual health, affecting systems change, measuring cost effectiveness, and improving the lives of people living with HIV.

From focusing on the power of peers, creating mobile app-based support systems, and improving access to stable housing — the grantees are approaching old problems with fresh ideas and are making measurable progress in our work to end the AIDS epidemic.

Access to and Retention in Care grantees serve some of the most underserved populations, from people recently incarcerated and those living in rural America to mono-lingual Spanish-speaking women in California and transgender women in Philadelphia.

Across both portfolios, individuals served are performing better than national averages on measures that matter most.

This is especially notable in light of the “hard-to-reach” clients served — individuals dealing with profound barriers to care including, mental health issues, active substance use, unstable housing, incarceration, and other challenges.
Medical AIDS Outreach
Using Telemedicine to Reach Rural Alabama

Faced with Alabama's rapidly increasing need for HIV care and the state's anemic health care infrastructure, Medical AIDS Outreach (MAO) of Alabama, an Access to Care grantee, turned to technology as a way to level the playing field. MAO established the Alabama eHealth program to deliver high-quality care in underserved and disproportionately impacted communities in rural parts of the state. Using telemedicine, they empower rural Alabama residents to access the quality of care they deserve in the communities where they live.

The program was so successful it was noticed by the White House and MAO was invited to present at the What Works Showcase!

In December 2015, MAO worked with Blue Cross Blue Shield of Alabama to allow for reimbursement of telemedicine visits. This helps cement the long-term sustainability of this game-changing program.

Telemedicine is an innovative and effective means of addressing barriers to care.
Interested in how it works?

TAKE A VIRTUAL VISIT

CLIENTS LOVE TELEMEDICINE:
94% of participants in the program are retained in HIV medical care!
The Power of CHANGE and Christie’s Place

The Christie’s Place Coordinated HIV Assistance and Navigation for Growth and Empowerment (CHANGE) for Women program, funded by the Retention in Care initiative, is a trauma-informed and gender-responsive bio/psycho/social model that comprehensively and systematically addresses the intersecting structural barriers to retention in care faced by women living with HIV. This innovative program has demonstrated results.

Data show a 14% improvement in engagement of HIV medical care by women since the program’s implementation!

Yvonne* had recently tested HIV-positive, had a dual-diagnosis of bipolar disorder and substance dependence, and had multiple serious health issues, including Hepatitis C. She lived in an abusive independent living home — and felt hopeless and destined to stay there until she died from the abuse or poor health.

At first, after being enrolled in HIV care at Christie's Place, Yvonne's hopelessness was so pervasive that she couldn’t see the point of attending her medical visits or taking her medications. After several nights on the streets to escape the ongoing abuse, Yvonne reached out to her Christie’s Place Peer Navigator and told her she was ready to access treatment.

Her Peer Navigator connected her to a treatment facility that would support Yvonne in her HIV, psychiatric, and other health care needs. Since entering treatment, she has remained in close contact with her Christie’s Place treatment team and is retained in care. Yvonne’s viral load is now undetectable, and she is dreaming about her future. She knows she can live well with HIV.

*name was changed to protect privacy
Advocates fill the room on Capitol Hill at AIDSWatch 2015.

MEANINGFUL ENGAGEMENT

VALUE 03
Significant advancements have been made in HIV treatment over the past two decades. What was once an almost universally fatal disease can now be managed as a chronic medical condition with access to and support for comprehensive care and treatment. This progress would not have been possible without fierce advocacy and mobilization of people living with HIV. Unfortunately, as our medical science advanced, support for the advocates who demanded this progress has waned.

Yet the ability to engage in care and to pursue treatment is too often hindered by the fear that many people living with HIV have: that others will learn of their HIV-positive status and discriminate against them. It is clear — the voices of people living with HIV are just as critical now as ever.

At AIDS United, supporting the voices and meaningful involvement of people living with HIV is at the crux of all we do. Nowhere is this more apparent than in our Positive Organizing Project.

The Positive Organizing Project
Getting Back to Our Roots

The Positive Organizing Project supports nine grantees working to revitalize grassroots mobilization and engagement of people living with HIV through innovative approaches. With funding from the Gilead Foundation, the nine grantees are improving HIV treatment outcomes by addressing HIV-related stigma and raising awareness of HIV among community leaders and policy makers.

From focusing on the unique needs and experiences of transgender women, providing mentorship and policy training to youth living with HIV, mobilizing African Americans in Indiana, and expanding peer support for women living with HIV — each of the 9 grantees is harnessing the power and resiliency inherent in their communities to make a clear difference in the lives of people living with HIV.

Support greater involvement and decision making of people living with HIV at all levels . . . To stimulate the creation of supportive political, legal, and social environments.

— THE DENVER PRINCIPLES, 1983
PARAPHRASED
Empowering Young People to Find Voices
Georgia Equality’s Youth HIV Policy Advisors

Georgia Equality’s Youth HIV Policy Advisors’ Program, supported by the Positive Organizing Project, trained a group of young people living with HIV on the policy-making process and effective HIV advocacy. Trainings focused on the basics of HIV; how local, state, and federal policies and laws are made; and how policy change is a “structural” intervention for HIV that differs from direct service.

The Advisors created policy recommendations on issues including re-investing in HIV prevention, increasing access to stable housing services, and incorporating the voices of young people living with HIV during the decision-making process.

In a series of events held throughout Georgia, the Advisors told their personal stories, provided basic HIV education, and shared their recommendations to community leaders.

“I’m involved in HIV advocacy because there is hardly anyone of my age, gender, ethnicity, and HIV+ status involved in using policy to ameliorate the disparities so often referenced.

Lots of people can cite these differences but it takes special kinds of people to change them.”

The Advisors created this powerful video to commemorate World AIDS Day and to highlight their policy recommendations.

Every year, AIDSWatch makes the voices of people living with HIV heard on Capitol Hill. In 2015, more than 370 advocates pounded the pavement at the United States Capitol, meeting with over 240 offices.
VALUE 04

COLLABORATION
Collaboration isn’t easy — but it is absolutely crucial.

Collaborating in principle is easy, but true and meaningful collaboration requires rolling up your sleeves; being willing to trust, listen, and sometimes forgive; and celebrating the movement’s progress as your own. At AIDS United, we know that collaborating when collaboration is hard is when the magic happens. It is the only way we’ll fulfill our mission of ending the AIDS epidemic.

This magic happens every day with the AIDS United Public Policy Committee (PPC). The PPC brings together 41 of the nation’s most respected HIV-focused organizations to shape policy that is informed by and aligned with the stark realities experienced in communities across the country. The PPC is able to bring together organizations from different areas of the country who serve diverse populations to build shared policy platforms that sometimes require compromise but are critical for achieving the big goal of ending AIDS in America. By unifying the voices of people and organizations at the forefront of the fight and mobilizing advocates behind issues and causes that matter the most, we are moving closer every day to the end of the epidemic.

“As the health care landscape goes through rapid change, we must ensure a unified front to advocate with policymakers regarding the needs of people living with HIV and the field that serves them. We are stronger and more effective working collectively, collaboratively, and with an amplified voice — these are the reasons we value the opportunity to participate in the AIDS United Public Policy Committee.”

— DR. JOHN CARLO
CEO AIDS ARMS
Never Again
Averting Future HIV Outbreaks Through Sound Public Policy

Scott County, Indiana became the epicenter of the largest outbreak of HIV in Indiana’s history when nearly 200 people contracted HIV related to injection-drug use. This unprecedented outbreak devastated the region and captivated the nation’s attention. AIDS United worked with bipartisan congressional leadership to end the ban on the use of federal funding for Syringe Exchange Programs. This represents a major advocacy victory and a critical step in preventing a similar HIV outbreak in the future.

Educating members of Congress on the importance of maintaining and expanding essential services and care for people living with HIV is integral to our mission of ending AIDS in America. In 2015, we educated Congress by:

› **CONGRESSIONAL BRIEFINGS:** We organized and conducted a congressional briefing, at the request of the Congressional HIV/AIDS Caucus, that provided basic HIV education to dozens of key congressional staff at the start of the 114th Congress. Later, we hosted a briefing, sponsored by Senator Joe Donnelly (D-IN), to discuss the HIV outbreak in Indiana and syringe access as a critical tool in our nation’s response.

› **CAPITOL HILL VISITS:** AIDS United policy staff conducted more than 150 congressional office visits with, and on behalf of, PPC members. This is in addition to the 240 visits made through AIDSWatch!

› **EMPOWERING ADVOCATES:** AIDS United empowered almost 2,000 advocates from around the country to contact their Members of Congress through the AIDS United Policy Action Center.
**2015 ADVOCACY HIGHLIGHTS**

**SYRINGE ACCESS:** Collaboration among our members across the field has bolstered AIDS United’s ability to work collaboratively across parties, gaining bipartisan congressional support to end the ban on the use of federal funding for Syringe Exchange Programs.

**HRSA ALLOWABLE EXPENSE CLARIFICATION:** Organizations across the country struggled with the HRSA’s onerous interpretation of an administrative policy that strained their financial sustainability by disallowing reimbursement of some expenses under the Ryan White Program that were deemed allowable by the majority of federal agencies. AIDS United was able to resolve this by bringing together community partners and working diligently with HRSA leadership to issue HRSA Policy Clarification Notice 15-01. This new policy clarification will help all Ryan White-funded agencies find greater sustainability.

**DOMESTIC HIV FUNDING:** After relentless advocacy and coalition work, AIDS United was able to secure stable domestic HIV funding for most programs, modest increases to the Ryan White Program and Hepatitis C prevention programs, and reverse drastic cuts to the Minority HIV/AIDS Initiative in FY16 appropriations.

**HOUSING OPPORTUNITIES:** Working alongside the National AIDS Housing Coalition and other community partners, we built support for a community-driven proposal to modernize the Housing Opportunities for People with AIDS (HOPWA) program to ensure an equitable distribution of HIV-specific housing funding. Both the Senate and House have adopted legislative language recognizing this need. The outcome is a true illustration of collaboration, where compromise was required across the field to find agreement on equitable distribution of funds, even when some jurisdictions would face reduced funding so others could receive a more equitable distribution of resources.
AIDS UNITED

AT A GLANCE
Access to Care
The AIDS United Access to Care (A2C) initiative expands access to high-quality, life-extending care that is free from stigma and discrimination, through innovative, evidence-based, collaborative program models. Over the program’s five years, it leveraged a public-private partnership between the Corporation for National and Community Service’s Social Innovation Fund and 14 private national funders to identify, scale, and evaluate promising interventions that improve linkage to care. Through 2015, the initiative has brought 5,181 people to care, granted over $14 million to the field, and leveraged an additional $14 million in local match funding. From pioneering work to bring telemedicine to HIV care, to developing novel approaches to bridge the gap between jail and the community, and/or supporting deeper and more meaningful integration of peers — the A2C initiative is making a measurable difference in the lives of people living with HIV and the field that supports them.

Grantees: ActionAIDS, Philadelphia, PA • AIDS Foundation of Chicago (AFC), Chicago, IL • Damien Center, Indianapolis, IN • AIDS Action Committee, Boston, MA • AIDS Project Los Angeles (APLA), Los Angeles, CA • Amida Care, New York, NY • Christie’s Place, San Diego, CA • Medical AIDS Outreach of Alabama, Montgomery, AL • St. Louis Effort for AIDS, St. Louis, MO • University of Alabama at Birmingham (UAB), Birmingham, AL • Washington AIDS Partnership, Washington, DC • Louisiana Public Health Initiative, New Orleans, LA

Funder: Corporation for National & Community Service (CNCS)

AIDSWatch
AIDSWatch, presented by The Elizabeth Taylor AIDS Foundation, is the nation’s largest annual constituent-based HIV/AIDS advocacy event. In 2015, AIDSWatch brought together over 350 people living with HIV and their allies, from 28 states, DC, and Puerto Rico, to meet with Members of Congress about important issues at stake for people living with HIV. Advocates educated Congress on issues including the future of the Ryan White Program, The Housing Opportunities for People with AIDS (HOPWA) program, the implementation of the Affordable Care Act, and HIV criminalization. AIDSWatch is implemented as a partnership between AIDS United, the Treatment Access Expansion Project, and the US People Living With HIV Caucus.

Funder: The Elizabeth Taylor AIDS Foundation

AmeriCorps
The AIDS United AmeriCorps program is the first and broadest-reaching national AmeriCorps program focusing specifically on HIV prevention, testing, and care. The AmeriCorps program creates the next generation of public health leaders through intensive training and hands-on experience as HIV testers, health educators, care navigators, and other direct service roles. In 2015, the 54 AmeriCorps Members completed over 91,000 service hours, helped over 12,000 people learn their HIV status, and reached over 36,000 people through HIV prevention education and outreach services! Through the program’s 21-year
history, over 850 people have completed a year of service through our program.

**Members:** 54

**Sites:** Atlanta, GA • Albuquerque/Santa Fe, NM • Chicago, IL • Cleveland, OH • Indianapolis, IN • New Orleans, LA • Washington, DC

**Funder:** Corporation for National & Community Service (CNCS)

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**Dissemination of Evidence-Informed Interventions – Implementation Technical Assistance Center**

The Dissemination of Evidence-Informed Interventions initiative, supported by Health Resources and Services Administration, is a national, first-of-its-kind project to disseminate and test evidence-informed interventions to improve access to HIV care for people who face some of the largest disparities across the United States. Using an implementation-science approach, 12 sites across the country will be supported with practical tools, technical assistance, and evaluation expertise to ensure successful replication of four interventions to improve patient outcomes.

**Funder:** Health Resources and Services Administration (HRSA)

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**Getting to Zero**

Available at no cost to community-based organizations (CBOs), the AIDS United Getting to Zero initiative helps CBOs across the country build capacity and implement high-impact HIV prevention. The Getting to Zero staff provided trainings to hundreds of people in 2015 on topics ranging from pre-exposure prophylaxis (PrEP), Hepatitis C, overdose prevention and response, and developing healthy relationships and communications skills. Combining the best approaches in the bio-medical, behavior change, and harm-reduction fields, Getting to Zero delivers technical assistance based on real world experience informed and provided by an extensive portfolio of nationally known experts, and a passion to end the HIV epidemic.

**Funder:** Centers for Disease Control & Prevention (CDC)

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**M2MPower**

M2MPower jumpstarts the conversation about HIV among LGBTQ people, particularly men who have sex with men and transgender people, by raising awareness. M2MPower empowers communities disproportionately impacted by HIV by giving individuals the knowledge and tools they need to make healthy decisions for themselves and those they love. This is accomplished through strategic partnering with national LGBTQ organizations, creating and distributing innovative resources like the *What Do I Do* handbook, facilitating HIV testing at events, and reaching LGBTQ people with targeted HIV prevention and treatment messaging through social media.

**Funder:** Centers for Disease Control & Prevention (CDC)

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**What Do I Do?**

*What Do I Do? A Handbook to Understanding Health and HIV* provides accurate and actionable information about HIV prevention, treatment, and care. It was a collaborative project between AIDS United and the Human Rights Campaign.
National Center for Innovation in HIV Care

The Center provides free trainings and technical assistance opportunities for Ryan White-funded AIDS service organizations and community-based organizations. Trainings focus on developing strategies to manage change, improve operational effectiveness and sustainability, and optimize health outcomes for people living with HIV along the continuum of care.

**Funder:** Health Resources and Services Administration (HRSA) cooperative agreement with the Fenway Institute

Positive Organizing Project

The Positive Organizing Project, supported by the Gilead Foundation, creates opportunities to strengthen and empower people living with HIV to revitalize a grass-roots organizing movement. Funded projects range from focusing on the unique needs and experiences of transgender women, providing mentorship and policy training to youth living with HIV, to expanding peer support for women living with HIV — all grantees harness the power and resiliency inherent in their communities to make a clear difference in the lives of people living with HIV.

**Grantees 2015 — 2016:** AIDS Partnership Michigan, Detroit, MI • Legacy Community Health Services, Houston, TX • Lifelong AIDS Alliance, Seattle, WA

**Funder:** Gilead Foundation

Public Policy Committee

The AIDS United’s Public Policy Committee (PPC) is the largest and longest running community-based HIV/AIDS coalition in the country. The PPC brings together 41 of the most respected HIV-focused organizations in the country to find solutions to complicated national issues that are responsive to the needs of people living with HIV and the organizations that support them. Learn more about the PPC or how to apply for membership at [policy.aidsunited.org](http://policy.aidsunited.org).

**Leadership Members:**

AIDS Action Committee, Boston, MA • AIDS Foundation of Chicago, Chicago, IL • AIDS Project Los Angeles, Los Angeles, CA • AIDS Resource Center of Wisconsin, Milwaukee, WI • Amida Care, New York, NY • Gay Men’s Health Crisis, New York, NY • Legacy Community Health, Houston, TX • San Francisco AIDS Foundation, San Francisco, CA • Whitman-Walker Health, Washington, DC • National Alliance for HIV Education and Workforce Development*

**Basic Members:**

AIDS Alabama, Birmingham, AL • AIDS Arms, Dallas, TX • Association of Nurses in AIDS Care*, Akron, OH • BOOM!Health, Bronx, NY • Cascade AIDS Project, Portland, OR • Christie’s Place, San Diego, CA • Collaborative Solutions, Birmingham, AL • CrescentCare, New Orleans, LA • Delaware HIV Consortium, Wilmington, DE • Equitas Health, Dayton, OH • Foundation for a Healthy St. Petersburg, Saint Petersburg, FL • God’s Love We Deliver, New York, NY • Harlem United, New York, NY • Housing Works, Brooklyn, NY • Howard Brown Health, Chicago, IL • IV-CHARIS, Cincinnati, OH • Justice Resource Institute, Boston, MA • Latino Commission on AIDS, New York, NY • Los Angeles County Department of Public Health, Los Angeles, CA • Metro Wellness and Community Centers, Saint Petersburg, FL • Minnesota AIDS Project, Minneapolis, MN • Nashville CARES, Nashville, TN • National Black Justice Coalition*, Washington, DC • Positive Women’s Network- USA*, Oakland, CA • Project Inform, San Francisco, CA • Puerto Rico Community Network for Clinical Research on AIDS, San Juan, PR • Southern HIV/AIDS Strategy Initiative, Durham, NC • Southern AIDS Coalition, Birmingham, AL • Thrive Alabama, Huntsville, AL • Treatment Access Expansion Project, Jamaica Plain, MA • Urban Coalition for HIV/AIDS Prevention Services*, Houston, TX • The Women’s Collective, Washington, DC

*Indicates national coalition

Puerto Rico

Compared to its relative population size, Puerto Rico has one of the most disproportionate HIV epidemics in the United States. As a territory, it faces greater
barriers than most states to address its HIV epidemic. Through our Puerto Rico Portfolio, AIDS United is supporting innovative HIV prevention work that is not supported through the federal or local governments. Grantees are incorporating art and intergenerational communication to support sexual-risk negotiation among women, outreaching via social media to young men who have sex with men, and increasing access to condoms and sterile syringes through vending machine in self-coined “HIV Prevention Zones.” Our focus in Puerto Rico also seeks to help ensure the voices of people living with and impacted by HIV are part of the national HIV policy dialogue.

**Grantees:** Taller Salud, Loíza, PR • Puerto Rico Community Network for Research on AIDS, San Juan, PR • Migrant Health Center, Mayagüez, PR

**Funder:** H. van Ameringen Foundation and Johnson & Johnson

### Retention in Care

The AIDS United Retention in Care (RiC) initiative, done in partnership with the M·A·C AIDS Fund, focuses on — and rigorously evaluates — emerging strategies and models of care. The initiative uses a national evaluation framework that works hand-in-hand with local evaluators to document the ability of programs to improve individual health, affect systems change, and measure cost effectiveness of promising interventions. RiC grantees focus on communities that often experience significant barriers to improved health outcomes. The initiative has developed, scaled, and evaluated seven innovative program strategies to improve retention in care and has engaged more than 700 people in regular HIV care through those strategies.

**Grantees:** Mazzoni Center, Philadelphia, PA • Christie’s Place, San Diego, CA • University of Virginia, Charlottesville, VA • BOOM!Health, Bronx, NY • Institute for Public Health Innovation, Washington, DC • The Open Door, Inc., Pittsburgh, PA • AIDS Alabama, Birmingham, AL

**Funder:** M·A·C AIDS Fund

### Sector Transformation

Change is nothing new for organizations at the forefront of the HIV epidemic. Only now, thanks to new biomedical approaches and the Affordable Care Act, change is coming on multiple fronts, and it’s happening fast! That’s exactly where the AIDS United Sector Transformation initiative can help! Offering support through cash grants, technical assistance, reverse site visits, and new resources and products — Sector Transformation provides the expertise and resources to help organizations at the forefront of our nation’s response to HIV make the most of new advances in the HIV field and health reform.

**Grantees:** A.H. of Monroe County, Key West, FL • Affinity Health Center (formerly Catawba Care), Rock Hill, SC • AIDS Resource Center of Wisconsin • Asian & Pacific Islander Wellness Center, San Francisco, CA • Birmingham AIDS Outreach, Birmingham, AL • Empowerment Resource Center, Inc, Atlanta, GA • Iris House, New York, NY • JRI Health, Boston, MA • Metro TeenAIDS, Washington, DC • Positive Impact Health Centers (formerly: AID Gwinett, Positive Impact), Atlanta, GA • RAIN, Charlotte, NC • San Antonio AIDS Foundation, San Antonio, TX • Shanti Project (formerly: Shanti Project, Pets are Wonderful Support), San Francisco, CA • Transgender Law Center, Oakland, CA • Unified — HIV Health and Beyond (formerly: AIDS Partnership Michigan, HIV/AIDS Resource Center), Detroit, Ypsilanti, and Jackson, MI • Brothers United, Indianapolis, IN.

**Funder:** Brystol-Myers Squibb and Johnson & Johnson

### Southern REACH

The AIDS United Southern Regional Expansion of Access and Capacity to Address HIV/AIDS (REACH) initiative shapes policies and builds local capacity to challenge HIV and the disparities that fuel the epidemic in the South. Building on the strengths of local leadership and community-based organizations, the initiative supports targeted policy and advocacy efforts driven by and for people affected by HIV through strategic grants, technical assistance, and a network of advocates dedicated to the cause. This work has been generously supported by the Ford Foundation for over 10 years.

**Grants 2014-2015:** ACCESS Network, Inc., Ridgeland, SC • Affinity Health Center, Rock Hill, SC • AIDS Alabama, Birmingham, AL • BASIC NWFL, Inc. (Panama City, FL) • Birmingham AIDS Outreach (Birmingham, AL) • Choices: Memphis Center for Reproductive Health (Memphis, TN) • Collaborative Solutions Inc. (Birmingham, AL) • Counter Narrative Project (Atlanta, GA) • Duke University (Durham, NC) • El Centro Hispano, Inc (Durham, NC) • Equality Impact Health Centers (formerly: AID Gwinett, Positive Impact), Atlanta, GA • RAIN, Charlotte, NC • San Antonio AIDS Foundation, San Antonio, TX • Shanti Project (formerly: Shanti Project, Pets are Wonderful Support), San Francisco, CA • Transgender Law Center, Oakland, CA • Unified — HIV Health and Beyond (formerly: AIDS Partnership Michigan, HIV/AIDS Resource Center), Detroit, Ypsilanti, and Jackson, MI • Brothers United, Indianapolis, IN.
Foundation of Georgia (Atlanta, GA) • Friends For Life Corporation (Memphis, TN) • HIV/AIDS Alliance for Region Two (Baton Rouge, LA) • Legal Services Alabama (Montgomery, AL) • Legal Services of Southern Piedmont (Charlotte, NC) • Louisiana AIDS Advocacy Network (Shreveport, LA) • Mississippi Center for Justice (Jackson, MS) • Nashville CARES (Nashville, TN) • NO/AIDS Task Force (New Orleans, LA) • North Carolina AIDS Action Network (Raleigh, NC) • North Carolina Harm Reduction Coalition (Durham, NC) • Okaloosa AIDS Support and Informational Services, Inc. (OASIS) (Fort Walton Beach, FL) • SisterLove, Inc. (Atlanta, GA) • South Carolina HIV/AIDS Council (Columbia, SC) • South Carolina HIV Task Force (Ridgeland, SC) • Thrive Alabama (Huntsville, AL) • Western North Carolina AIDS Project (Asheville, NC) • Women With a Vision, Inc. (New Orleans, LA)

**Funder:** Ford Foundation

**Syringe Access Fund**

The Syringe Access Fund is the largest private grant-making collaborative supporting syringe exchange programs as a proven and cost-effective strategy to reduce new HIV and viral hepatitis infections. Founded in 2004, the collaborative includes the Elton John AIDS Foundation, Irene Diamond Fund, Levi Strauss Foundation, Open Society Foundations, and AIDS United. The Syringe Access Fund has distributed nearly $18 million through 347 grants to 161 organizations in 32 states, the District of Columbia and Puerto Rico.

**Grantees:** People’s Harm Reduction Alliance Seattle, WA • Sonoma County Hepatitis AIDS Risk Reduction Program Santa Rosa, CA • Down East AIDS Network, Inc. Ellsworth, ME • Chicago Recovery Alliance Chicago, IL • Needle Exchange Program of Asheville Asheville, NC • Clean Needles Now/ LA Community Health Outreach Project Los Angeles, CA • Bethany Place, Belleville, IL • Any Positive Change Inc. Lower Lake, CA • South Jersey Against AIDS, Inc. (DBA South Jersey AIDS Alliance) Atlantic City, NJ • Venice Family Clinic Venice, CA • Harm Reduction Services, Inc. Sacramento, CA • NO/AIDS Task Force New Orleans, LA • The Phoenix Center Springfield, IL • Mendocino County AIDS/Viral Hepatitis Network Ukiah, CA • Clark County Public Health Vancouver, WA • Harm Reduction Coalition New York, NY • Southern Arizona AIDS Foundation Tucson, AZ • Needle Exchange Emergency Distribution Berkeley, CA • Reading Risk Reduction Reading, PA • El Punto en la Montaña San Juan, PR • Alaskan AIDS Assistance Association Anchorage, AK • Fresno Needle Exchange Program Fresno, CA • HIPS Washington, DC • St. James Infirmary San Francisco, CA • Bienestar Human Services, Inc. Los Angeles, CA • Migrant Health Center, Inc. Mayagüez, PR • Interior AIDS Association Fairbanks, AK • AID$ NETWORK INC Madison, WI • Family Health Centers of San Diego San Diego, CA • Prevention Point Pittsburgh Pittsburgh, PA • Homeless Youth Alliance/San Francisco Needle Exchange San Francisco, CA • Colorado Nonprofit Development Center dba Harm Reduction Action Center Denver, CO • Housing Works, Inc. Brooklyn, NY • Blue Mountain Heart to Heart Walla Walla, WA • Harm Reduction Coalition New York, NY • Santa Fe Mountain Center Tesuque, NM • Casa Segura HEPPAC Oakland, CA • Community Health Awareness Group Detroit, MI • Project SAFE Philadelphia, PA • Camden Area Health Education Center Camden, NJ • Point Defiance AIDS Project Tacoma, WA • Westminster Presbyterian Church (START at Westminster) Washington, DC • AID$ Taskforce of Greater Cleveland, Inc.* Cleveland, OH • New York City AIDS Housing Network (NYCAHN)* Brooklyn, NY • North Carolina Harm Reduction Coalition, Inc (NCHRC)* Durham, NC • Women With a Vision, Inc.* New Orleans, LA • University of Miami* Miami, FL • Washington AIDS Partnership* Washington, DC • Minnesota AIDS Project* Minneapolis, MN • Atlanta Harm Reduction Coalition, Inc.* Atlanta, GA


* Asterisks indicate programs directly funded by AIDS United; all others funded by Elton John AIDS Foundation.
FINANCIALS
AIDS UNITED 2015 AUDITED FINANCIALS

Complete audit & 990 for 2015 and prior years can be viewed at: aidsunited.org/About/Financials.aspx

REVENUES

- Grants & Contributions $7,468,006 64%
- Federal Grants $3,699,126 32%
- Program Service Revenue & Fees $342,600 3%
- Other Income $98,785 1%

TOTAL REVENUES $11,608,517

TOTAL EXPENDITURES BY CATEGORY OF EXPENSE

EXPENSES BY AREA OF COST

- Grants $6,145,961 51%
- Salaries $3,258,917 27%
- Contracted/Outside Services $1,563,662 13%
- Travel, Lodging & Meals $538,053 4%
- Office Expenses $268,606 2%
- All Other Expenses $288,007 2%

TOTAL EXPENSES $12,063,206 100%

AIDS United’s fiscal year aligns to calendar year. Financial statements for 2015 have been audited by Tate & Tryon and AIDS United continues to maintain a clean audit, with no findings. Audit includees A-133 audit for federal programs and AIDS United continues to receive designation as a “low-risk auditee” with no material weaknesses or significant deficiencies — the strongest review available under federal audits.

More than 93.5 cents of every dollar spent goes directly to programs, with just slightly more than 6 cents of every dollar spent on fundraising and administration.
SAME PIE SLICED A DIFFERENT WAY
TOTAL EXPENDITURES BY PROGRAM/FUNCTION

<table>
<thead>
<tr>
<th>Program/Fund</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social Innovation Fund Access-to-Care</td>
<td>$3,453,000</td>
<td>29%</td>
</tr>
<tr>
<td>Southern REACH</td>
<td>$1,581,904</td>
<td>13%</td>
</tr>
<tr>
<td>Sector Transformation</td>
<td>$1,333,000</td>
<td>11%</td>
</tr>
<tr>
<td>Retention in Care</td>
<td>$1,209,999</td>
<td>10%</td>
</tr>
<tr>
<td>AmeriCorps</td>
<td>$1,204,327</td>
<td>10%</td>
</tr>
<tr>
<td>CDC Capacity Building</td>
<td>$836,336</td>
<td>7%</td>
</tr>
<tr>
<td>Public Policy (including AIDSWatch)</td>
<td>$633,018</td>
<td>5%</td>
</tr>
<tr>
<td>Other Programs ( &lt;$200k each)</td>
<td>$1,059,934</td>
<td>9%</td>
</tr>
<tr>
<td>Administrative &amp; Fundraising</td>
<td>$751,688</td>
<td>6%</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$12,063,206</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

YEAR END NET ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>2015</th>
<th>2014</th>
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</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$929,146</td>
<td>$363,897</td>
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<tr>
<td>Temporarily Restricted</td>
<td>$7,483,808</td>
<td>$8,439,102</td>
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<tr>
<td>Permanent Restricted</td>
<td>$1,410,271</td>
<td>$1,406,970</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$9,823,225</strong></td>
<td><strong>$10,209,969</strong></td>
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</tbody>
</table>
DONORS
CORPORATIONS, FOUNDATIONS, GOVERNMENT, & INDIVIDUALS

$1,000,000 – $3,999,999
Bristol-Myers Squibb Company (BMS)
Corporation for National and Community Service (CNCS)
Ford Foundation
Health Resources and Services Administration (HRSA)

$250,000 – $999,999
Centers for Disease Control and Prevention (CDC)
Elton John AIDS Foundation
Gilead Foundation
Gilead Sciences, Inc.
Johnson & Johnson
M·A·C AIDS Fund
ViiV Healthcare

$100,000 – $249,999
Chevron Corporation
The Elizabeth Taylor AIDS Foundation
H. van Ameringen Foundation
Janssen Therapeutics

$25,000 – $99,999
Broadway Cares/EFA
Fenway Health
Merck & Co., Inc.
New York Community Trust
Walgreens Co.

$10,000 – $24,999
Local Independent Charities of America
OraSure Technologies, Inc.
WellCare Community Foundation

$5,000 – $9,999
Abbott Laboratories Fund
amfAR
Amy Flood
EagleBank Foundation
HealthHIV
Human Rights Campaign Foundation
IBM International Foundation
Legacy Community Health Services
LIFELONG
Jamie Nesbitt
Planned Parenthood Action Fund

$1,000 – $4,999
Allstate Employee Giving Campaign
Bravelets, LLC
Katy Caldwell
Children’s National Medical Center
Angela Choiniere
Gail Crockett
The Gallucci Family Charitable Trust at Schwab Charitable Fund
GlaxoSmithKline Foundation
Richard Gomez

Michael Kaplan
Stanley and Joanne Kaplan
McDonald’s Corporation
Patrick A. McGeehin
National Alliance of State & Territorial AIDS Directors
President Barack H. and Mrs. Michelle Obama
Les Pappas

$500 – $999
AZPAC-Match Program
Shauna Bemis
Denise M. Clark and Gina D. Martin
Geoffrey Evans
Debra Fraser-Howze
Daniel Harris
Adam Heilbrunn
Lorraine Jones
Daniel and Lynn Kaplan
Network for Good
Glen Pietrandoni
Princeton University Chapel
Summit America Insurance Services
Supreme Grand Chapter of America, Order of Eastern Stars, Inc.

Click here to see the many other donors and supporters who have contributed at $499 or less.

Our work is made possible through the generous support of our donors. Become one of them at aidsunited.org/donate!
Robert “Bobby” Hilliard, Jr
President of the Illinois Market
WellCare Health Plans, Inc.
Chicago, IL

Glen Pietrandoni, R.Ph. AAHIVE
Pharmacy Services Program Manager, HIV/AIDS & Hepatitis
Walgreens
Deerfield, IL

Katy Caldwell
Executive Director
Legacy Community Health Services, Inc.
Houston, TX

Gail Crockett
Director, New Products - US Supply Chain Management
McDonald’s Corporation
Oak Brook, IL

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Head of North America
ViiV Healthcare
Philadelphia, PA

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Founder and Creative Director
Duane Cramer Creative

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Foster City, CA

Debra Fraser-Howze
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OraSure Technologies
Bethlehem, PA

Marjorie Hill
Chief Executive Officer
Joseph Addabbo Family Health Center
Arverne, NY

Venton Jones
Program Officer of LGBT Health Initiatives
National Black Justice Coalition
Washington, DC

Naina Khanna
Executive Director
Positive Women’s Network — USA
Oakland, CA

Edgar Mendez
Coordinator of HIV and STI Testing Services
Cascade AIDS Project
Portland, OR

David Ernesto Munar
President & CEO
Howard Brown Health Center

Jamie Nesbitt, Ph.D.
Patent Agent
Genentech, Inc.
San Francisco, CA

Randall Russell
President & CEO
Foundation for a Healthy St. Petersburg
St. Petersburg, FL

Craig Thompson
Executive Director
AIDS Project Los Angeles
Los Angeles, CA

The Power of Peer Navigation
Learn about unique and effective Peer navigation models that successfully — and efficiently — reach vulnerable HIV populations and how to sustain these critical services.

aidsunited.org/peers
The AIDS United Policy Action Center covers important HIV issues, helps users find and track legislation, connect with their congressional representatives, and access tools to be successful HIV advocates. The Center also facilitates AIDS United’s engagement of its advocacy network on specific issues.

aidsunited.org/actioncenter