



Equitas Health
Care for All

Gateway to Good Health

ANNUAL REPORT • FISCAL YEAR 2017





Our Mission

Our mission is to be the gateway to good health for those at risk of or affected by HIV/AIDS, for the LGBTQ community and for those seeking a welcoming healthcare home.



Our Board and city representatives at a ribbon cutting for the King-Lincoln Medical Center & Pharmacy

Letter from the President/CEO & Chair, Board of Trustees

To our Supporters, Funders, Partners and Advocates.

This annual report for fiscal year 2017 celebrates Equitas Health's first full year with an expanded healthcare mission. Our growth and achievement across all indices have been superb. We share our success with all of you, and hope you enjoy reading about the impact we are making in the pages ahead.

You help us make **Care for All** possible at Equitas Health.

Yet, much work remains. Providing high-quality, equitable services is our top priority. Advocating for healthcare access and equality for those we serve in a challenging political and cultural climate has never been more important. As is expanding care to the LGBTQ community and other medically underserved people while remaining true to our roots, our founding organizations and our family and friends who first faced HIV/AIDS.

And, of course, we face the ever-present challenge of raising dollars essential to provide healthcare and address the social determinants that impact so many. The more self-supporting we are, the more secure we can be delivering our mission.

The services we provide to tens of thousands each year—from rural communities to urban centers—are only possible with the continued support of people like you: our staff, volunteers, donors, and allies. Thank you for growing with us, from our early roots to today's cutting-edge **Care for All**.

Together in service,



Bill

William J. Hardy,
President/CEO



Sam

Sam Rinehart, CFP, CLU
Chair, Board of Trustees

The Gateway to Good Health

SHAPING A STRATEGIC VISION FOR MEDICAL CARE: CHAD BRAUN, MD, CHIEF MEDICAL OFFICER



While our Chief Medical Officer role is new, Dr. Chad Braun is no stranger to Equitas Health. Bringing 15 years of medical leadership, he served for four years as a member of our Board of Trustees, and is a strong supporter of our Mission to Care for All. Now, Chad is defining our medical direction and strategies across all Equitas Health care sites, as well as providing care for our clients.

This year, much of our work at Equitas Health has focused on expansion and resources: adding the talent, services and locations to advance our mission, to be that welcoming healthcare home, to deliver better outcomes.

“This is a big career change for me,” says Chad, “coming from Director of Education at Mount Carmel Health (Columbus) to take care of people. I’m excited by the opportunity to expand Equitas Health’s quality of care and level of service to new health populations while continuing to provide the excellence in HIV/AIDS care we’ve been known for.” Key to that for Chad is enhancing the integrated, client-centered care model and ensuring culturally competent and sensitive healthcare.

“Of course, what’s most exciting can also be challenging,” Chad notes. “Equitas Health has moved into an area of high need with explosive growth. Our team is passionate about their work; it’s almost a calling for us. But you can only run for so long on passion. I’m looking at the infrastructure and resources we need to prevent burnout on the front line.”

The everyday challenges are also easier when you’re making a difference. “Professionally, I’m as fulfilled as I’ve been in a long time. In medicine, you learn to look at situations objectively. But it’s tough to detach when seeing the impact of our work on people in tough situations with so many unmet needs, people who have faced discrimination and disparities in accessing healthcare in the past.”



ADVOCATING FOR OUR WORK AND THE PEOPLE WE SERVE: DAPHNE KACKLOUDIS, CHIEF PUBLIC POLICY AND GOVERNMENT AFFAIRS OFFICER

Those public policy priorities are deep and broad, focused on Equitas Health’s healthcare services through a social justice lens. “We champion sound policy objectives central to our role as healthcare providers and to making life healthier and better for the people we serve,” she adds. The policies encompass such issues as retaining and expanding current funding for services, protecting Medicaid and key components of the Affordable Care Act, the 340B pharmacy program and funding for Community Health Centers and other safety net providers, including Equitas Health.

These priorities require a wide range of advocacy at the local, state and federal levels. They also include ongoing intensive work with national coalitions on policy, legislation, and funding for HIV services, Community Health Centers, pharmacy, care for the underserved and equality.

“As a full-service healthcare organization serving the unique health needs and disparities of our clients, Equitas Health must participate in a broader range of policy conversations, centered on good governing, that will make a positive impact on their lives. We want to be a trusted source of information for those policies,” says Kackloudis.



“Our policy agenda at Equitas Health would have followed the same North Star regardless of the November 2016 election,” says Daphne Kackloudis, who became the Chief Public Policy and Government Affairs Officer this past February. “But with the outcome, and the current administration, they’ve have elevated its importance and our zeal.”

CEO Bill Hardy speaks at the People’s Filibuster against the American Health Care Act.



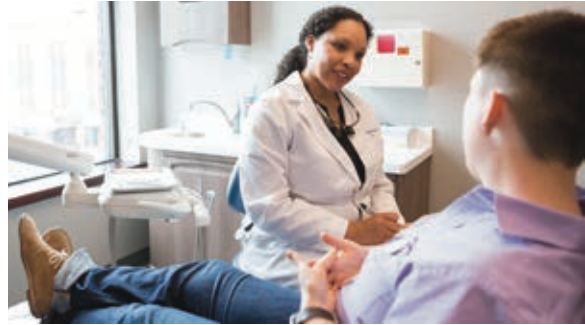
TAKING A HOLISTIC APPROACH TO INTEGRATED HEALTHCARE: DENTAL AND BEHAVIORAL HEALTH SERVICES

“Imagine having your physician, dentist, therapist and pharmacist all under one roof. Working together as a team to customize their care to meet your unique healthcare needs.”

—Dr. Heather Crockett-Miller, Director of Dental Services

The well being of our clients at Equitas Health is a moral imperative, pushing us to invest in services and people who support their overall health in body, mind and spirit.

In 2017, we took an exciting and important step forward to deliver integrated healthcare. Equitas Health added a team of dental experts to our Dayton and King-Lincoln (Columbus) Medical Centers who now provide preventative, restorative and emergency dental services. Oral health is the largest unmet medical need in Ohio, and we are committed to continue growing our dental services, making them available to more of our clients despite insurance type or ability to pay.



Equitas Health also continues to invest in our behavioral health program, seeking to care for the mental and emotional needs of our patients, along with their physical health needs. As members of disenfranchised and underserved populations, many deal with stigma, discrimination and fear, as well as a lack of understanding, knowledge and respect from healthcare providers. We are committed to address their issues with a caring and culturally competent range of talk therapy, psychiatric services and support groups individualized to serve our clients’ specific needs.

Equitas Health commonly treats patients for:

- Anxiety, depression and other mental health symptoms
- Self-destructive behaviors
- Family and relationship dynamics
- Grief and loss
- Job performance and career changes
- Social and emotional challenges
- Sexual abuse and domestic violence
- Sexual identity and orientation
- Stress management and coping skills



EXPANDING HIV/AIDS SERVICES TO YOUNGSTOWN, WEST VIRGINIA, AND KENTUCKY

The opening of each new Equitas Health office is an affirmation of our mission. Our 15th location in Youngstown ensures continuity of care for 250 HIV-positive clients from Mahoning, Trumbull, Columbiana and Jefferson Counties. This region is of particular importance, given the disproportionate number of African-American and Hispanic men who are affected by new HIV diagnoses.

Our new location grew out of recognition and respect for Equitas Health's extensive footprint across Ohio, when COMPASS, a Youngstown social service organization, decided to transition its Ryan White Part B HIV/AIDS medical case management program. Their case managers became our employees in April 2017, with new capabilities to link their clients to Equitas Health pharmacies, insurance, as well as a wide range of ancillary services. Says Kori Jackson, LISW-S, Clinical Supervisor in Youngstown.

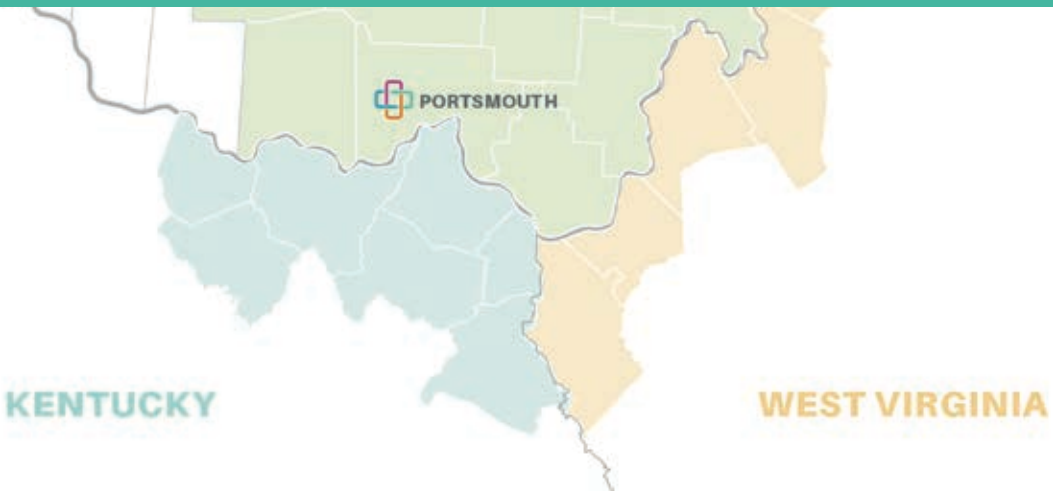
“Becoming part of Equitas Health has put a lot more resources and support for our clients at our fingertips.”

—Kori Jackson

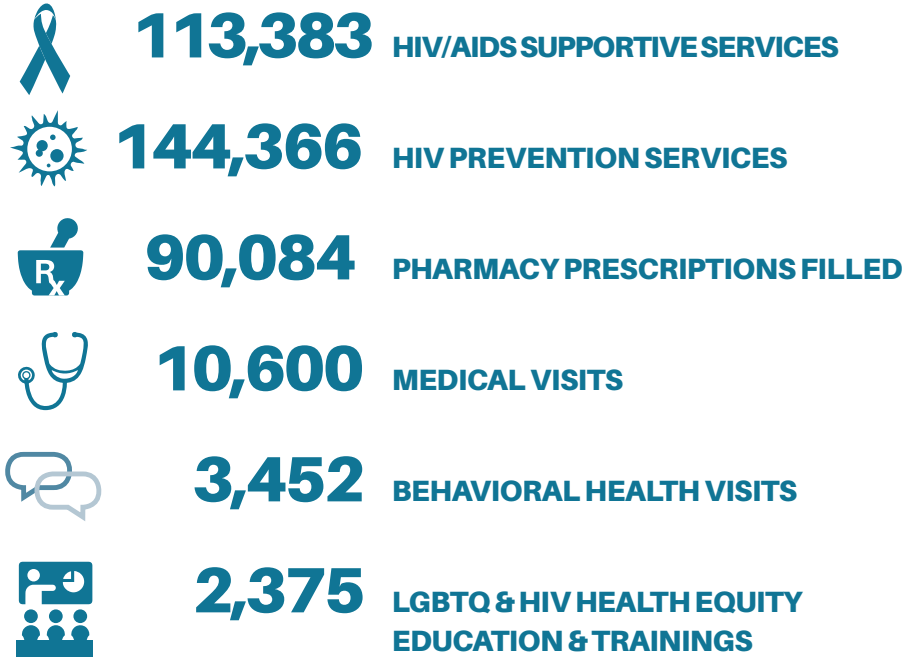
The Youngstown office is significant to our spirit of collaboration and partnership. We refer many of our clients to the Comprehensive Care Center, a standalone clinic specializing in HIV care, and partner with The Ursuline Sisters HIV & AIDS program to deliver housing and other support services.

In addition to the Youngstown office, our Portsmouth location has expanded its service area to now include the northern parts of Kentucky and West Virginia.

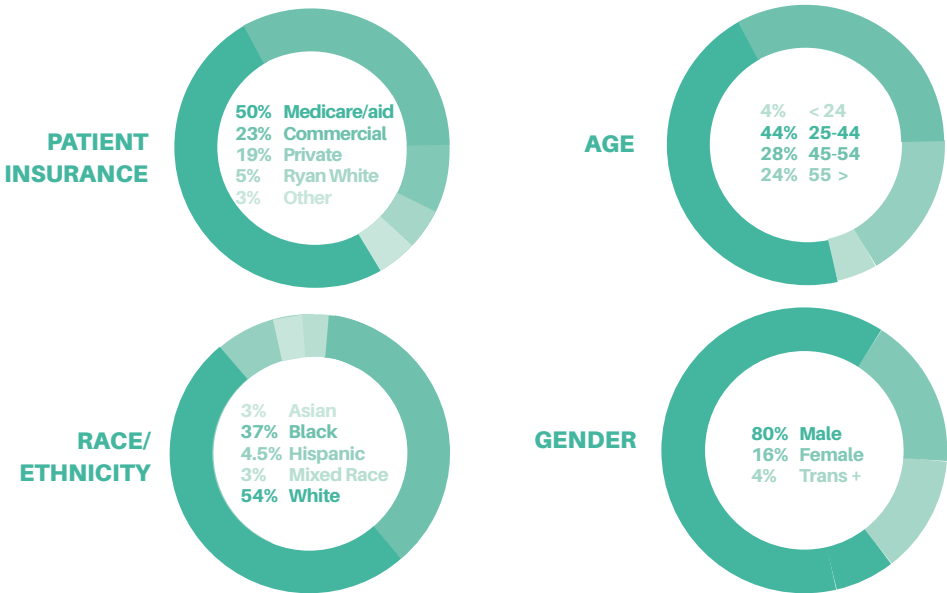
From our Portsmouth office, Equitas Health is extending HIV/AIDS navigation and support services beyond Ohio borders to clients in Kentucky and West Virginia.



Services Provided:



Patient/Client Demographics:



Gateway to Good Health for People at Risk of or Affected by HIV/AIDS:

MOVING TOWARD INTEGRATED, CLIENT-CENTERED HEALTHCARE

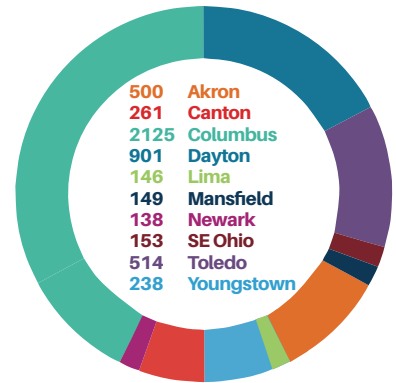
Always at the forefront of our Mission, our battle against HIV/AIDS since the epidemic's beginning calls us to continue leading the charge until there's a cure. We take a twofold approach at Equitas Health: helping HIV-positive individuals achieve and sustain viral suppression and preventing new infections among those at risk.

Today, thanks to the development of anti-retroviral drugs, better healthcare and testing programs, HIV/AIDS is a survivable, manageable chronic illness. Equitas Health has transitioned our approach from the disease-based care model of the past to an integrated care model, surrounding our HIV-positive clients with expert medical care and health navigation services to treat and support the whole person. All of our clients need access to primary care, diagnostics, and ongoing monitoring. Many also need assistance with medications and insurance costs, dental care, behavioral health programs, and supportive services. We're here to help them navigate the complexities of today's healthcare, meeting their critical needs and empowering them to live healthier, happier, and more hopeful and productive lives.

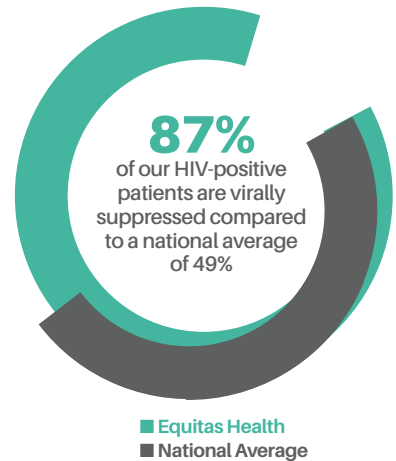
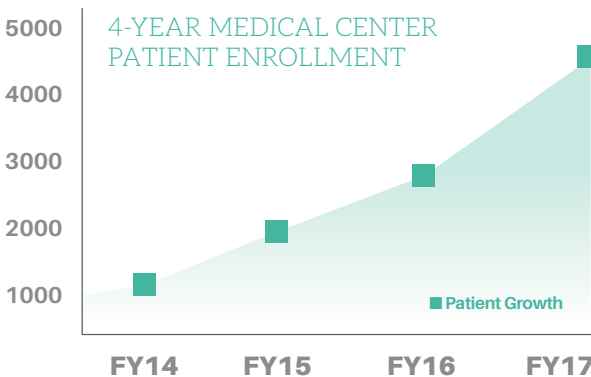
The success of our medical home model is demonstrated in the outcomes among our HIV patients; where our viral suppression rate is nearly twice the national average.

Geography of HIV Case Management:

Total HIV-Positive Clients: 5,125



EQUITAS HEALTH HIGHLIGHTS



PREVENTING HIV/STI INFECTIONS THROUGH MULTIPLE CHANNELS

Testing is the heart of prevention programming at Equitas Health. “Almost 1 in 7 of those we test are unaware of their HIV status. We want to identify those individuals who are HIV-positive and link them to care as soon as possible,” says Brent Pendleton, Director of Prevention Services. They need time to absorb their diagnosis, but our goal is a medical appointment within 30 days.” Testing is also important for those whose results are negative. The good news is that it is an opportunity to reinforce safe-sex practices to help individuals remain healthy and uninfected.

“Prevention requires us to be out in communities across the state,” Brent notes. Brent and his team also take mobile testing units to reach people at Pride, festivals and other gatherings. “We go where the need is,” he adds.

Because the lives of people at risk for HIV differ, Equitas Health approaches prevention with multiple programs. “We want to connect with them in ways that are both useful and meaningful,” says Brent. “So, we run the Free Condom Project and Ohio HIV/STI hotline, as well as support the MPowerment programs to build self-esteem and better decision making skills and the Project INK initiative to share information about HIV/AIDS.



Safe Point

Equitas Health prevention programs grow with the needs of our communities. Safe Point, a partnership with Columbus Public Health, is our response to Central Ohio's ongoing opioid epidemic. We're focused on comprehensive, non-judgmental harm reduction, including syringe access, wound care and dispensing Naloxone, an opiate overdose antidote.

Our goal: to prevent new HIV and other blood-borne infections and link opioid users to recovery programs.

REDUCING THE LIKELIHOOD OF HIV INFECTION BY UP TO 99%: PREP AND PEP

Two new biomedical interventions are dramatically changing the landscape of HIV prevention. PrEP, pre-exposure prophylaxis, is a once-a-day, prescription regimen of Truvada®, the only FDA-approved PrEP medication, that is up to 99% effective in preventing HIV. PEP, post-exposure prophylaxis, is an emergency-based treatment for the prevention of HIV after exposure has occurred.

Equitas Health is leading a statewide initiative to educate our clients and other providers about the value of PrEP and PEP for HIV prevention.

Randle Moore, Community Engagement Coordinator in Dayton, is one of our first-line connections to PrEP services. “We talk about why PrEP might be a good option for individuals, along with their responsibilities,” says Randle. “PrEP is not an excuse for condom-less sex.” PrEP users must see an Equitas Health care provider every three months and be tested for HIV and other STI’s to receive prescription refills.

“Equitas Health is keeping our clients as safe as possible while they’re engaging in at-risk behavior and getting them into ongoing, excellent primary medical care at the same time.”

—Randle Moore, Community Engagement Coordinator

Shae Ward, Statewide Initiatives Coordinator, is taking lead on educating the provider community about PrEP and PEP. “We want them to see PrEP and PEP as effective tools in HIV prevention, tools they need to support.”

Response has been very positive on both fronts. “We currently have 641 clients in care using PrEP,” says Randle. Notes Shae, “Communicating with other healthcare organizations across the state demonstrates Equitas Health’s leadership and support for this cutting-edge prevention tool. Universities and hospitals in cities without Equitas Health locations are reaching out to us for help to put PrEP and PEP programs in place.”

“I feel more confident and empowered knowing that I’m taking control of my health.”

—Hunter
Kent, Ohio



Let's talk about
PrEP

Is it right for you?

PrEP has been shown to be 92-99% effective in preventing HIV infection when taken as prescribed.

OhioPrEP.org
(800) 332-2437

 Equitas Health
Care for All



Gateway to Good Health for the LGBTQ Community

ADDRESSING LGBTQ HEALTH DISPARITIES



Equitas Health

INSTITUTE FOR LGBTQ HEALTH EQUITY

The disparities in LGBTQ health and healthcare are pervasive and longstanding, but the Equitas Health Institute is making significant inroads in the community.

The Equitas Health Institute for LGBTQ Health Equity is actively engaged with and in the community: training health and social service providers in LGBTQ cultural competence and humility, conducting patient empowerment workshops, supporting research on health issues, informing and continuing the conversation about health needs and disparities.

The Institute is led by its director, Julia Applegate, who approached Equitas Health's leadership when she learned of its expanding mission. "I saw significant potential to improve LGBTQ health outcomes by adding an education, research and engagement arm to Equitas Health. And they saw the potential in developing provider skillsets to meet specific LGBTQ health needs and in training the LGBTQ community to advocate for its own healthcare," says Julia.



A focal point for the Institute is the annual Transforming Care Conference, bringing academics, health and social service professionals, advocates and activists, researchers and others together to reduce LGBTQ and HIV/AIDS health inequities. Building from the success of a similar event she organized in 2015 for Columbus Public Health, Julia brought her connections and experience to build a coalition that created last year's inaugural conference. "A major success," Julia describes the conference, "drawing over 500 people to The Ohio State University for two days of learning from and discussions with the nation's thought leaders in LGBTQ and HIV/AIDS health needs."



Transforming Care

LGBTQ & HIV/AIDS Health Equity Conference



Physicians

Students

Nurses/Social Workers

General Public

529 Total Registrants

The Institute also manages Mozaic, a health and wellness, HIV prevention and community building initiative for transgender and gender non-conforming people of color, ages 13 to 29. Equitas Health was one of seven grantees in the nation of the Centers for Disease Control grant cycle focused on this population. Mozaic works closely with Nationwide Children's Hospital (Columbus), community organizations and local activists to reduce the disproportionately high rates of HIV that trans and gender non-conforming people of color experience.



**CREATED FOR US.
RUN BY US.
TO TAKE CARE OF US.**



Trans Health Initiative



SERVING THE HEALTH NEEDS OF THE MOST MARGINALIZED.

While not every trans client seeks Hormone Replacement Therapy, Equitas Health administers HRT through an Informed Consent Model, without the need for prior approval from a psychiatrist or therapist. The model is Non-Binary Affirming, supporting clients' individual goals rather than forcing them to choose a binary gender identity.

Trans people face some of the most significant health needs and disparities in the LGBTQ community. "The biases, misunderstandings and humiliation they've experienced from the medical community keep many away from healthcare," says Mimi Rivard, ANP, MSN, who delivers trans healthcare at Equitas Health's Short North (Columbus) Medical Center. "My trans patients deal with the same medical issues as everyone else, only intensified because they've been without care."

At Equitas Health, we're committed to a full-care medical model for trans health at both the Columbus and Dayton Medical Centers. "We're dedicated to caring for the whole person, improving their overall health," notes Mimi.





“My trans clients want to be seen for who they are. Building an ongoing relationship of trust and respect is the cornerstone of my practice,”

—Mimi Rivard, MD.

This integrated approach to care also includes a dedicated pharmacist and expert community partners for behavioral health support. “We want our trans clients to be stable both physiologically and psychologically as they take their own unique journeys,” adds Katherine Allen, CNP, who sees trans patients in our Dayton Medical Center.

Most important to Equitas Health is maintaining a trans-friendly environment, with cultural competence and humility.

Katherine agrees. “We have clients driving in from out-of-town locales that barely understand LGBTQ health needs, let alone those of the trans community.”

Our trans practices are always busy but never full. “I want the trans community to know that I’m taking new clients,” Mimi shares. “Their resiliency and strength to walk out the door every day...I want to give them what they’ve been denied for so long.”



Gateway to Good Health for All Seeking a Welcoming Healthcare Home

CREATING AN OASIS IN A HEALTHCARE DESERT: THE KING-LINCOLN MEDICAL CENTER & PHARMACY

In addition to focusing on LGBTQ health and wellness, part of our mission expansion last year includes focusing on serving medically underserved communities. As we looked for a new medical center location we decided to explore where healthcare resources were needed most and our patient-centered medical home model could make the biggest impact. We found the King-Lincoln district in Columbus' Near East Side, a healthcare desert without the providers to meet the community's health needs.

Opened in May, 2017, the King-Lincoln Medical Center & Pharmacy is taking on the health disparities that people of color face: higher rates of heart disease, stroke, asthma, cancer, influenza and pneumonia, diabetes and HIV/AIDS. "Our clients have been marginalized as a group on a lot of levels. We're creating a primary care setting that doesn't feel like a typical community clinic, where our clients are warmly greeted and feel accepted. It's always on our radar, looking for ways to improve their experience, provide excellent care consistently and efficiently," says Anna Wuert, MSW, LISW-S, Director of Healthcare Operations. "We're giving them true wraparound healthcare with access to medical and dental care, pharmacy services, health navigation support, behavioral health programs, HIV/AIDS specialty care and HIV/STI testing, all under one roof."





Adds Jessica Sherman, CNP, “We also work to engage our clients in their health. Many of them come to us with negative experiences trying to access healthcare in the past, distrusting of the healthcare community. We work hard to remain non-judgmental, to address health problems on their time, to respect their beliefs about health and home remedies whenever possible and to understand the genetic, environmental and dietary factors that impact their health.”

Despite such challenges, “I’m seeing 10 to 17 new patients each week, with a two-week wait for an appointment,” said Jessica. “Someone came to see me recently for a PEP prescription, an emergency-based treatment for the prevention of HIV after exposure has occurred. As we talked, it became clear that he was a victim of sexual assault, and I was able to refer him to one of our therapists for counseling and support. I also discovered he had high blood pressure during the course of the examination, and set him up with medication and follow-up appointments. That’s our integrated model working at its best!”

Equitas Health doesn’t just serve the medical needs of the King-Lincoln district. We strive to engage with the community, to be an active part of its vitality.

But Equitas Health doesn’t just serve the King-Lincoln neighborhood; the medical center strives to engage with the community and to be an active part of its vitality. “We’ve been openly received because of upfront work,” said Evan Robinson, Clinic Manager, “building relationships with churches and other non-profits in the area, letting community leaders know what we’re here to do and that we’re not going away. King-Lincoln is glad we’re here.”



STATEMENT OF ACTIVITIES

For Fiscal Year Ended June 30, 2017

ASSETS	TOTAL
Current Assets	\$14,003,139
Non-Current Assets	\$2,452,966

TOTAL ASSETS	\$16,456,105
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LIABILITIES & NET ASSETS

Current Liabilities	\$4,228,176
Long-Term Liabilities	\$1,171,080

TOTAL LIABILITIES	\$5,399,256
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Net Assets	\$11,056,849
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TOTAL LIABILITIES & NET ASSETS	\$16,456,105
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REVENUE:

US Dept of Health and Human Services	\$649,061
Ohio Development Services Agency (HOPWA)	\$1,143,991
CDC	\$549,237
Ohio Dept of Health	\$5,191,789
Columbus Public Health	\$2,076,435
Toledo Lucas County Public Health	\$29,605
Public Health Dayton Montgomery County	\$87,273
Virginia Kettering	\$30,000
Kettering Fund	\$60,000
Summit County Health Dept	\$49,078
Fund Development & Private Donations	\$2,553,034
United Way	\$159,400
Program Revenue	\$53,015,478
Other Revenue	\$20,430

TOTAL REVENUE	\$65,614,813
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EXPENSES:

Medical, Behavioral, and Dental Services	\$4,966,944
Pharmacy	\$43,012,412
Client Supportive Services	\$7,024,484
HIV Prevention, Education, & Testing	\$2,326,788
Public Policy	\$649,553
Management & Support	\$4,524,936
Fund Development	\$1,201,360

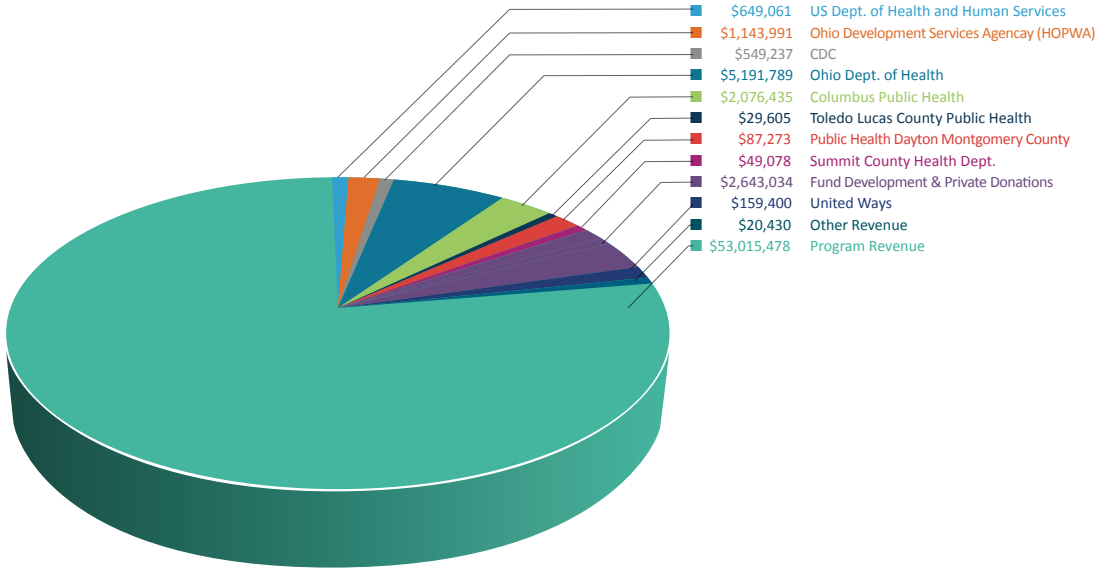
TOTAL EXPENSES	\$63,706,476
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CHANGE IN NET ASSETS <i>(Restricted & Unrestricted)</i>	\$1,908,336
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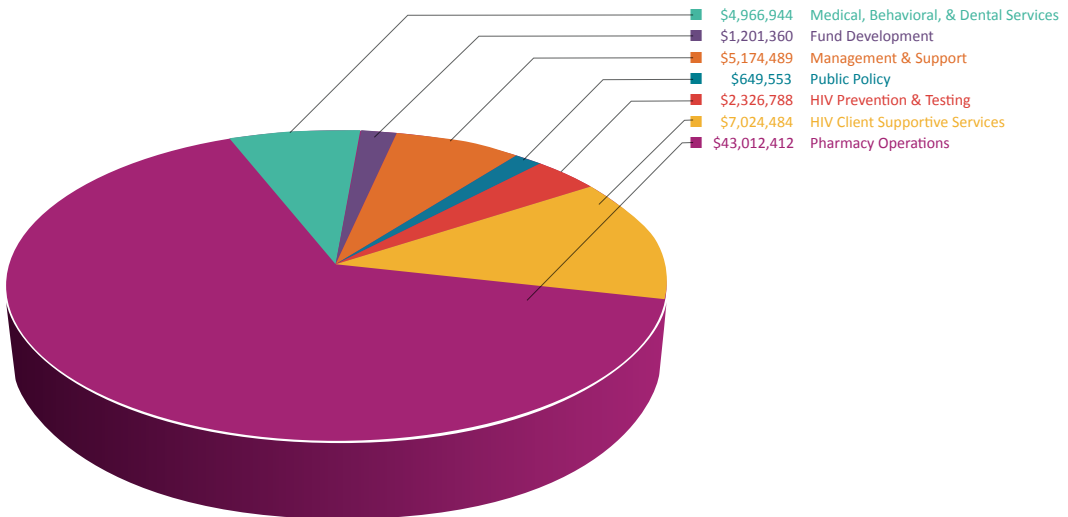
UNAUDITED FINANCIALS

For Fiscal Year Ended June 30, 2017

Revenue: \$65,614,813



Expenditures: \$63,706,476



Equitas Health audited financial statements can be accessed at EquitasHealth.com.



HONOR ROLL OF GIVING

Equitas Health is proud to have received support from individuals, corporations, foundations, and public agencies across Ohio and beyond in 2016 and 2017. Your dedication to advancing our important mission continues to make an impact on the thousands we serve. The following donors made generous contributions of \$250 or more between July 1, 2016 and June 30, 2017 (gifts and sponsorships received after this date range will be acknowledged in next year's annual report). Regardless of the amount of the gift, we are grateful to all those who made a donation to Equitas Health.

If you are interested in supporting Equitas Health, please call the Development Office at (937) 510-9252 or visit us online at equitashealth.com.



INDIVIDUAL + FAMILY DONORS

\$50,000+

Tom W. Davis

\$25,000 - \$49,999

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\$10,000 - \$24,999

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Katherine Wolfe Lloyd & Clark Lloyd

\$5,000 - \$9,999

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Richard Schnipke & Michael Crandall

DONOR SPOTLIGHT:

BIG LOTS!

FOUNDATION



Big Lots, a non-traditional discount retailer headquartered in Columbus, is a strong and active philanthropic presence in the communities where the company's nearly 1,500 stores are located across the country. "We're a company that cares," says Jeremy Ball, Director of Corporate Philanthropy and Events for the Big Lots Foundation. "We believe in doing the right thing. And for us, Equitas Health stands out as a great investment, aligned with our focus on improving and enriching the lives of families and children in the area of healthcare."

The Big Lots relationship dates back to 2010 and the Columbus AIDS Task Force (CATF). CATF was struggling in those days, forced to eliminate all but grant-funded positions. Joel Diaz and Peggy Anderson sat down with Jeremy, seeking corporate sponsorship for Art For Life, the organization's core fundraising event. "Peggy and I shared our passion for CATF's work and our challenges," says Joel. "Jeremy saw the need, understood that we were trying to right our ship, that the success of Art For Life was critical, and he signed Big Lots on." The event not only raised over \$340,000 but Big Lots' sponsorship validated CATF with other corporate sponsors.

Big Lots has been an involved, responsive corporate partner ever since, with a first-hand view of the organization's growth and success.

For Jeremy, the decision to support Equitas Health initially was an easy one. "We believe in their mission," he notes. "Equitas Health is a champion for underserved LGBTQ people. They fill a need not addressed by more traditional healthcare providers, and they've been doing it a long time. It's not hard to recognize the good work being done there."

"I admire their innovation and bold leadership. Really great providers evolve with the needs of their people. Equitas Health has demonstrated an unequivocal commitment to the people of Ohio and beyond who need help. Their Work is critical to the stability and peace of mind for many in the LGBTQ community."

Robb Sloan-Anderson & Ron Anderson, EdD
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Evan Steffens, RN, MS
Joshua Stucky & Brent Johnson
Michael Weiss, MD & Michael Bennett
Thomas & Beth Whelley
John Wirchanski

\$1,000 - \$2,499

Phillip Adamescu
Michael & Laura Aeh
Patricia & John Ammendola
Julia Applegate & Liv Gjestvang
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Herbert Asher
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DONOR SPOTLIGHT: JERRY CLARK, MD & BARRY MCCORKLE, MD

Dr. Jerry Clark, Chief Medical Officer for Premier Health, and Dr. Barry McCorkle, Vice President of Excellence for Premier Health, are long-time key supporters of Equitas Health and its antecedent organizations. In the 2017 Donor Spotlight, they share their thoughts on Equitas Health's evolution of care and ability to serve more people today with better health outcomes.

BARRY:

"As the knowledge and medicine to treat HIV/AIDS evolved, our patients grew healthier, and the organization changed too, always nimble providing exactly what was needed."

"They're still doing the core work. It just looks different."

"Our approach to development is also evolving, with great success at smaller, social, in-home events and a more personal appeal for support."



JERRY:

"Equitas Health's legacy began with grassroots efforts by gay men losing their friends to AIDS. At the height of the epidemic, I was a resident, taking care of very ill people surrounded by fear and discrimination. Bill's (Hardy) AIDS service organization provided vital services my patients needed."

"Today, HIV is a chronic illness you can live with. Equitas Health is less disease- and more population health-focused with expertise in HIV and LGBTQ health issues. They're delivering holistic healthcare for these two populations, with more knowledgeable and compassionate providers."

"Their population health expertise translates into much better outcomes too, with viral suppression rates that are nationally best-in-class. That also reduces total healthcare expenses for the broader community. Everybody wins."

"That's now more critical, given the Washington D.C. climate and challenges on multiple fronts. As public service funding dries up, communities and individual have to step up and support organizations like Equitas Health."

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\$100,000+

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 The Oakwood Club
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SPECIAL EVENTS

This year, thanks to our generous donors and event participants, Equitas Health raised over \$1 million through special events held across Ohio. We saw extraordinary levels of support for AIDS Walk Ohio, signature events like RED Dayton and Art for Life and significant engagement with community partners through third-party sponsored programs and events like A Reason to Dine and Bat-n-Rouge.



AIDS Walk Ohio continues to be Ohio's largest HIV/AIDS awareness events benefitting Equitas Health.

AIDS WALK OHIO

The 2017 walks took place in Columbus, Dayton and Toledo where 1,685 participants, 117 teams, and over 200 dedicated volunteers helped raise \$301,279 in support of our critical HIV/AIDS treatment and prevention services. We want to express our gratitude and appreciation to all of the walkers, runners, riders, sponsors and volunteers who made all of this possible. Here are our top fundraisers from across Ohio:

TOP COLUMBUS TEAMS

Cardinal Health - Diversity & Inclusion
Team Union Café - Axis Club
Nationwide
JPMorgan Chase
#DOMMSQUAD

TOP INDIVIDUAL FUNDRAISERS

Rajesh Lahoti
Se-Se Yennes
Steve Cooney
Art Hanthorn
Nina West

TOP GREATER DAYTON TEAMS

MetLife-Chad's Crew
Equitas Health- AIDS Walk Greater Dayton
Equitas Health Associate Board
The Mu Crew!
We're So Fluffy!!

TOP INDIVIDUAL FUNDRAISERS

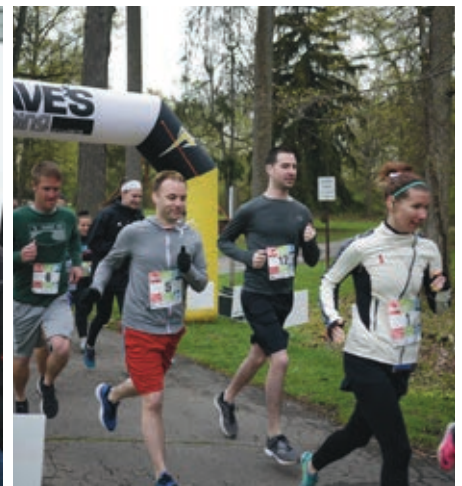
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TOP GREATER TOLEDO TEAMS

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Equality Toledo
Equitas Health- Toledo

TOP INDIVIDUAL FUNDRAISERS

Matthew Perry
Erin Krompak
Zachary Naylor
Jeffrey Zerke
Nikki Hamons



RED DAYTON

In 2016, under the leadership of co-chairs Tom & Beth Whelley, RED Dayton raised over \$276,000 in support of Equitas Health's programs, services and care in Miami Valley. Over 400 guests gathered together to celebrate the Icons and Idols in their lives and continue to Reach, Empower and Dream of a world without HIV/AIDS. This special event highlighted the talents, creativity and imagination of the area's top artists and designers. Attendees strolled through the fabulous tables and enjoyed an array of delicious hors d'oeuvres and cocktails. A surprise appearance by New York City Mayor Bill de Blasio made this an evening few will forget.



ART FOR LIFE COLUMBUS

The 2016 Art for Life was a sensational occasion, breaking records for this and every other Equitas Health event in our organization's history. This success would not have been possible without the community of artists, volunteers, sponsors, and attendees that donated their time, talents and treasure. A special thank you to our partners at the Columbus Museum of Art and the Pizzuti Collection

Eighty-five pieces of art were donated for both the live and silent auctions. Ticket sales skyrocketed over previous Art for Life records with 2016's event seeing 1,116 tickets sold—a 54% increase over 2014! The total raised at this year's event was \$644,975—an amazing increase over 2014's total of \$514,389! During the live auction, two pieces enjoyed a friendly bidding war that set new event records for art purchases. Art for Life's fundraising success had an extraordinary impact on the thousands that Equitas Health serves.



In addition to AIDS Walk Ohio, RED Dayton and Art for Life, we hosted or partnered with community leaders on many exciting programs and events. Special fundraising activities included A Reason to Dine, Art for Sunrise and Witches Night Off with Broadway Cares/Equity Fight AIDS. These provided additional opportunities for friends of Equitas Health to support our mission and work in the community. We thank all of the individuals, companies and groups who generously invested in our mission. A special thank you to our 2016 Reason to Dine restaurant partners: Lemongrass Fusion Bistro, Level Dining Lounge, Union Café, Barcelona, Trolley Stop, El Meson and Christopher's.

THIRD PARTY FUNDRAISING EVENTS



MEMORIAL & TRIBUTE GIFTS

Memorial and tribute gifts provide a unique way for individuals to honor and remember loved ones and other important people have impacted their lives.

Many of these gifts were made through our year-end Gifts of Gratitude campaign. Those honored or memorialized with a gift had their names featured on special displays that were placed in our Medical Centers, Pharmacies and offices. For more information on this year's Gifts of Gratitude, please visit

equitashealth.com/gratitude.



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Michael Dick

James Frey

Bobby Hahn

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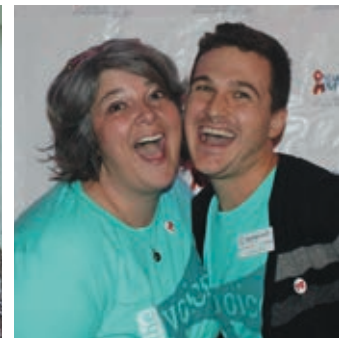
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