



Case Management & Housing:

95% of all ACA eligible clients successfully enrolled during open enrollment

96% of clients enrolled in case management were prescribed HIV medication

88% of clients enrolled in case management had a primary case visit in the last 6 months

1,242 clients received assistance in maintaining or obtaining stable housing statewide

89% of Columbus Long Term Housing Program clients achieved an undetectable viral load

97% of clients reporting that their case management provided them education about HIV transmission, resistance, and reinfection



2,300+ people engaged in harm reduction services, including syringe exchange, overdose prevention, and referrals to substance use treatment.



EQUITAS HEALTH INSTITUTE

Over **595** conference attendees through **2** conferences.
Trained **2,858+** individuals through **106** trainings and speaking events.

Prevention:
4,300 HIV Tests
87% Of new HIV patients reaching undetectable this year.

2019 has been a journey in accessibility.

Access to care is both simple and complicated. It requires at once a basic human connection—a provider and patient exchanging trust—and a complex web of support designed to break through the barriers that keep each person from care. At Equitas Health we see accessibility as a constant cycle of assessment and improvement. As our medical centers increasingly become “providers of choice” for LGBTQ+ people, those impacted by HIV, and other community members looking for welcoming healthcare, we are encouraged to continue this journey toward truly accessible care. Here is what we know:

Healthcare is accessible when it promotes patient dignity.

Our providers begin by listening. If gender affirming care is what brings someone through our doors, we do not focus on hypertension. We **trust the patient** to know their most pressing health needs, and our data shows that the rest will follow. **Patients who come to us for gender affirming care**—more than half using Medicaid or other assistance programs—are **surpassing the general population in health outcomes**, like blood pressure, blood sugar, and smoking cessation.

Healthcare is accessible when we begin with foundational needs.

Ninety-one percent of Equitas Health housing clients have achieved **HIV viral suppression**, so in 2019 we doubled our housing case management staff, expanded our reach by dozens of counties, and recruited new landlords across the state. Our **expanded infrastructure** has the capacity to assist as many as **200 more Ohioans** with long and short term housing needs in FY2020. Also this year, **BRAVO**—the Buckeye Region Anti-Violence Organization—became a **division of Equitas Health**, drawing the connection between **personal and community safety**, and overall health.

Healthcare is accessible when it meets people where they are.

New to our staff in 2019, **17 PrEP Health Navigators** working out of 17 locations around the state, to connect people at risk of HIV with programs that pay for PrEP treatment. Also in FY1029, we opened **Mozaic**, a **wellness entry point** for transgender, non-binary, and gender non-conforming youth and young adults of color. Our **HIV test counselors** conducted testing at bars, colleges, and community events throughout the state. And at two of our medical centers, we began offering **drop-in STI treatment** concurrent with testing times.

We hold a commitment to continuously stretch our reach, and we measure our success by the health of our partners in this endeavor: the patients and clients we serve. Thank you for joining us on this most rewarding journey.

Sincerely,



Bill Hardy,
President/CEO

2019 ANNUAL REPORT



SERVICES PROVIDED



490
Employees



38,000
Patient Visits



2,200
Behavioral Health Visits



2,000
Dental Patients



13,000
LGBTQ+, HIV, or Medically Underserved Patients



2,000
PrEP Patients



6,700
Clients aided by HIV health navigation, case management, housing assistance, & linkage to care.

PATIENT/CLIENT DEMOGRAPHICS



AGE DISTRIBUTION

25-44 54%
45-54 17%
>55 16%
<24 13%

GENDER

Male 71%
Female 15%
Trans/Gender 14%
Non Conforming
Other identity <1%

PAYER SOURCE

Commercial 45%
Medicaid 30%
Medicare 12%
Private 8%
Ryan White 4%
Other 1%

RACE/ETHNICITY

White 54.62%
Black/AA 35.51%
Latino(a) 3.29%
Other Multi-Racial 2.29%
African National 1.43%
Black/AA & White 1.24%
Other <1%

Fiscal Year Ending 06/30/2019 Unaudited Report

ASSETS

Current Assets	\$23,996,229
Non-Current Assets	\$6,251,290
Total Assets	\$30,247,519

Fund Development & Private Foundation	\$1,700,231
United Way	\$34,400
Program Revenue	\$68,348,030
Other Revenue	\$890,780
Total revenue	\$84,370,734

LIABILITIES & NET ASSETS

Current Liabilities	\$5,332,059
Long-term Liabilities	\$2,024,897
Net Asset	\$22,890,563
Total Liabilities and Net Assets	\$30,247,519

EXPENSES:	
Medical, Behavioral, and Dental Srv	\$8,314,841
Pharmacy	\$43,681,677
Client Supportive Services	\$13,613,415
HIV Prevention, Education & Testing	\$3,977,043
Public Policy	\$403,527
Management & Support	\$6,846,476
Fund Development	\$1,401,649
Prizm	\$688,041
Total Expenses	\$78,926,669

Change in Net Assets (Restricted & Unrestricted)* **\$5,444,065**

REVENUE:

US Dept of Health and Human Services	\$762,374
Ohio Development Services Agency (HOPWA)	\$1,088,658
CDC	\$849,099
Ohio Dept of Health	\$7,648,111
State of Ohio Attorney General Office	\$126,405
City/County Public Health Departments	\$2,828,963
Columbus Foundation	\$50,000
Virginia Kettering	\$43,683

* Note: In reserve for new program development and capital projects.

Revenue: \$84,370,734

81%	Program Revenue
9%	Ohio Dept of Health
3%	City/County Public Health
2%	Fund Development & Private Donations
1%	Ohio Development Services Agency (HOPWA)
1%	US Dept of Health and Human Services
1%	Other Revenue
1%	CDC
<1%	Corporate and Foundation Grants

Expenditures: \$78,926,669

55%	Pharmacy
17%	Client Supportive Services
10%	Medical, Behavioral, and Dental Srv
8%	Management & Support
5%	HIV Prevention, Education & Testing
2%	Fund Development
1%	Prizm
<1%	Public Policy