

trans-for-ma-tion-n., A marked change, as in appearance or character, usually for the better.



Vision. Voice. Victory.

2013 Annual Report

# ARC Ohio Implements New HIV Patient-Centered Care Model

For three decades we've dreamed about a cure for HIV/AIDS. While we're not there yet, we have almost the next best thing. Today, with early diagnosis and retention in our current treatment options, individuals living with HIV can expect to live long lives.

Viral suppression is our highest goal for HIV treatment. Achieving HIV viral suppression means that the person's immune system is intact, they will remain healthy, have a near normal life expectancy, and are up to 96 percent less likely to transmit the virus. However, in spite of these advances, 20 percent of those living with HIV in the U.S. are unaware of their status. Among those who have been diagnosed, only 24 percent have achieved suppressed viral loads.

This tells us that many people are still not testing for HIV, they are not properly linked to treatment when they do test positive, and they are not retained in care. These facts have completely shifted our nation's strategies for reaching and treating people living with HIV/AIDS.

To be on the cutting edge of care, in October 2012 ARC Ohio opened its first Medical Center and Pharmacy in Columbus' Short North neighborhood. Our Center adopts the best-practices model of AIDS Resource Center of Wisconsin, whose patients have achieved a 77 percent viral suppression rate and the lowest HIV-related death rate in the U.S. The ARC Ohio Medical Center is a unique HIV patient-centered model that integrates medical, mental health, pharmacy and social services in a single location to address the health care needs of patients and overcome the social determinants of health including poverty, hunger, discrimination and homelessness.

Care at the ARC Ohio Medical Center is customized for each patient. A highly skilled team of infectious disease and primary care physicians, nurse practitioners, medical case managers, mental health therapists, substance abuse counselors and pharmacists work together in an interdisciplinary approach to develop optimal treatment plans to keep our patients healthy.

The outcomes have been remarkable. Within the first six months, our Medical Center and Pharmacy surpassed their year-one enrollment goals. Patients are praising improved access to services, the wonderful facility, and superb care they are receiving. As a result, we are already showing significant increases in viral suppression rates among our patients. By the twelfth month, we project 475 patients enrolled, including many who previously had not been consistent in their treatment. There is no doubt: this model is transforming how we care for individuals living with HIV and contributing to longer, healthier lives.

One patient at a time.



# **ARC Ohio Pharmacy Services Open**

Along with the opening of the ARC Ohio Medical Center, an onsite full-service pharmacy was established as an important component of the new model of care as well as earned income. The economic recession and subsequent recovery have challenged many nonprofit agencies and healthcare providers to meet a growing demand for services. For ARC Ohio, the challenge is to serve an ever-increasing number of HIV patients in the face of reduced private sector and government funding. With 82 percent of ARC Ohio patients uninsured and 77 percent living in poverty, reimbursements do not fully cover the costs for medical care and other services. A new revenue stream was needed so ARC Ohio would thrive despite the challenges to the nonprofit and healthcare sectors.

The ARC Ohio Pharmacy opened in November 2012. This "best practices" model helps ensure that our patients have access to life-saving medications while generating mission-related income to contribute to ARC Ohio's financial strength and sustain its services throughout Ohio. While physically co-located with our Short North Medical Center, the pharmacy serves patients statewide through mail-order delivery.

The ARC Ohio Pharmacy prioritizes outstanding customer service, easy access to medications, and personalized patient counseling to increase adherence. The pharmacy reached its 12-month enrollment goal of 300 patients in just four months, demonstrating that it is filling unmet needs as well as prescriptions.

Open to the public, 100 percent of the proceeds from the ARC Ohio Pharmacy are invested to support and expand ARC Ohio medical, testing, prevention, and supportive services not adequately supported by government grants or private fundraising revenues. With this entrepreneurial business model, patients and the general public are motivated to fill their prescriptions at the ARC Ohio Pharmacy because they know they are helping people living with HIV and prevention services across Ohio. Our model has been lauded by the corporate, philanthropic, financial, and nonprofit sectors for its sound business strategy and likelihood to succeed.

# **Transforming Our Image**

The past year has brought many changes, including the introduction of a new logo and brand identity. This new identity has helped launch the transformation of ARC Ohio to a statewide care organization at the forefront of comprehensive HIV care and prevention. As part of this change we have adopted the following beliefs:

- We believe that AIDS' days are numbered, a day which will come sooner if we test and treat as many in Ohio as we can.
- We believe that a life with HIV can be more full of hope, health, and honor than of submission, sickness, and shame.
- We believe in treating the whole person-physically, emotionally, and socially.
- We believe that sometimes we need to be fearless and firm to make things fair in an unfair world.

As we move forward our **Vision** is to surround those we serve with holistic care, support and vital services to meet their total needs. We will continue to provide a **Voice** for people impacted by HIV/AIDS in our communities. And we will focus on **Victory** when testing and treating to defeat HIV/AIDS.



# Dear Friends,

We are living in a time of extraordinary transformation. Or, more accurately, a convergence of multiple transformations.

Healthcare reform is bringing sweeping changes, the full impact of which is not yet known. The nonprofit and healthcare sectors are challenged to remain viable in the face of economic challenges, and shifting public and private support.

And, remarkably, we've reached a point nearly inconceivable until recently. Today, with early diagnosis and retention in treatment options currently available, individuals with HIV can reach viral suppression, giving new hope for long, healthy lives and much less risk of transmitting the virus.

All these factors are transforming our nation's strategies for reaching and treating people living with HIV/AIDS.

ARC Ohio has been undergoing strategic transformation, as well. Our recent consolidations and mergers have brought greater efficiencies, enhanced capacities, stronger financial health, and more robust services. To be on the cutting edge of care, especially for those not currently in treatment, last year we opened the first ARC Ohio Medical Center in Columbus. At the same time, we introduced the full-service ARC Ohio Pharmacy, dedicated primarily to providing medications for those living with HIV, but also open to the public to raise mission-based, entrepreneurial earned income to sustain our statewide services. Already, the medical center and pharmacy are exceeding our expectations for patient enrollment and, most importantly, clinical outcomes, including increased viral suppression rates.

Today AIDS Resource Center Ohio is the state's premier provider of a comprehensive, holistic, and coordinated response to HIV, from prevention to diagnosis and treatment. Last year we assisted more than 4,000 people with HIV on their journey to better health. Thousands of others were reached with testing and prevention services. Our size and programmatic breadth now make us one of the leading HIV/AIDS service organizations in the nation.

We hope you will celebrate our progress and the care we have provided for so many, thanks to your support. And we urge you to continue your commitment to the vision, voice and victory we bring to thousands of Ohioans.

Sincerely,

William J. Hardy President & CEO Bryan J. Bucklew Chair, Board of Trustees President & CEO.

Byn J. Belin

Greater Dayton Area Hospital Association

# Karen Spring, Nurse Practitioner, Muzinga Mungongo, Registered Nurse, Francesca Schumann, Christopher Knicely, and Heather Searfoss, Linkage to Care Specialist

# **Christopher Knicely**

"I had repeated remissions into mania and schizophrenia in January 2009. I was at death's door."

As a professional in the healthcare industry, Christopher Knicely never expected that he would be diagnosed with HIV. Yet in 2005, Christopher's health began declining after a motor vehicle accident and it wasn't long before he was given his diagnosis. But his physical health was not the only thing putting his life in danger.

Like half of all persons living with HIV, Christopher was also struggling with serious emotional and mental health challenges. It was these problems that made it extremely difficult for him to take his medications properly and jeopardized his health and treatment.

When Christopher needed help he turned to ARC Ohio. "Physically HIV can be controlled by medications, but the mental anguish that comes along with it cannot be written off or ignored. It never leaves."

Integrated care is the core of the holistic, HIV patient-centered model at the ARC Ohio Medical Center. Like Christopher, all ARC Ohio Medical Center patients have access not just to medical care, but to counseling, support groups, harm reduction addictions treatment, case management, financial aid, housing assistance, and other services that contribute to optimal health outcomes.

Without ARC Ohio, Christopher believes he might not be with us today, "ARC Ohio kept me alive. It gave me a lot of clarity and kept me going and fighting for my total health." Now Christopher is leading a successful life as an EMT and his viral load is undetectable.

"It's not just a simple pill a day, there is so much more involved."

# **Prevention Spotlight**

In Ohio and across the U.S., gay/bisexual men still account for two-thirds of all new HIV infections. This is especially true among young men-who-have-sexwith-men (MSM) of color. Columbus now ranks 21st among U.S. cities for new

> HIV infections. Every 22 hours, someone in Central Ohio is newly-infected with HIV.



ARC Ohio's prevention and testing activities focus on populations at highest risk for HIV, especially gay and bisexual men. In Columbus, Dayton and Toledo, we implemented the Mpowerment Program to build community and wellness among young MSM.

Developed by the University of California San Francisco Center for AIDS Prevention Studies, this evidence-based program has been called the most effective behaviorally-based prevention model in the nation. Dayton's Mpowerment Program has received national recognition for its success, and has been cited as a "model program" by UCSF CAPS.

Our Greater Columbus Mpowerment Center (GCMC) is funded by the U.S. Centers for Disease Control and Prevention to reach young black and Latino MSM in Central Ohio.



# "MPowered people make healthier choices!"

# **Ohio AIDS Coalition**

The Ohio AIDS Coalition (OAC), a division of AIDS Resource Center Ohio (ARC Ohio), has undergone a year of evolution; one that has simultaneously cultivated the development of its role within the larger community, and reinforced the core of its identity. OAC has used its merger with ARC Ohio as an opportunity to maximize the efficient use of its resources, integrate its programs, optimize collaborative efforts, and restructure its programming.

As the public policy division of ARC Ohio, OAC has maintained its mission and objectives and synchronously provided programming opportunities throughout the state for Ohioans living with HIV/AIDS as well as health professionals. Over the past year ARC Ohio's advocacy efforts have included:

- Full Implementation of the Patient Protection and Affordable Care Act
- Open Access throughout the Ohio Medicaid Pharmacy and Therapeutics Committee review of anti-retroviral medications
- Expansion of OhioMedicaid to 138% of the Federal Poverty Level
- Access to Syringe Exchange (House Bill 92)

ARC Ohio's impact has reached thousands throughout Ohio communities. As OAC continues to evolve advocacy, empowerment, leadership and networking people to care will remain at the forefront as we make strides to serve the needs of people living with and affected by HIV in Ohio.



# **ARC Ohio HIV Prevention, Care and Treatment**

# Total HIV-Positive Patients and Clients: 4.052

ARC Ohio Medical Center	Patients	Visits	
Medical Care	378	1,162	
Mental/Behavioral Health	193	745	
Unduplicated ARC Ohio Medical Center	496		

ARC Ohio Pharmacy	<b>Patients</b>	<b>Prescriptions</b>
	459	8,298
Medication Assistance Program	167	

ARC Ohio Social Services	Clients	Service
Case Management	3,986	53,106 contacts
Housing	846	

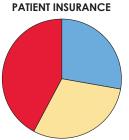
### **ARC Ohio Prevention Services**

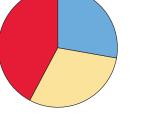
Condoms Distributed	118,552
HIV Tests	3,528
Reached Through Evidence-Based Programs	23,596

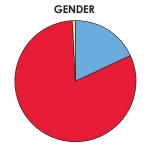
**Ohio AIDS Coalition Advocacy Efforts** 

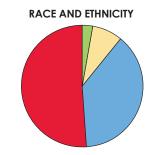
Education & Leadership Programs	39
Program – Consumers Educated	419
Program – Providers Trained	339
Public Policy E-update	2,400

# **ARC Ohio Patient and Client Demographics**









### **PATIENT INSURANCE STATUS**

Medicare/Medicaid	42%
Uninsured	30%
Commercial Insurance	28%

### **GENDER**

■ Female	18%
Male	81%
Transgender	1%

### **RACE AND ETHNICITY**

White	51%
Black	38%
Other	8%
Hispanic	3%

# **ARC Ohio FY13 Financial Performance**

### STATEMENT OF ACTIVITIES

For Fiscal Year Ended June 30, 2013\*

### Revenue

TOTAL REVENUE	\$9,841,248
Other Revenue	44,858
Reimbursement for Services	2,463,737
United Way	217,760
Special Event Expenses	(137,773)
Fund Development	2,090,908
Public Health Dayton Montgomery County	119,376
City of Toledo/Toledo-Lucas County Health Dept.	72,362
City of Columbus/Columbus Public Health	974,270
State of Ohio	2,615,527
Federal Emergency Management	12,950
Ohio Development Services Agency	854,449
U.S. Department of Health & Human Services	\$512,824

### **Expenses**

Program Services:	
ARC Ohio Medical Center	\$1,014,378
ARC Ohio Pharmacy	2,075,969
Social Services	4,441,019
HIV Prevention and Testing Services	1,109,949
Public Policy	85,719
Supporting Activities:	
Administration	427,502
Fund Development	613,368
TOTAL EXPENSES	\$9,767,904
CHANGE IN NET ASSETS	\$73.344

\*Unaudited

### **BALANCE SHEET**

For Fiscal Year Ended June 30, 2013\*

### **Assets**

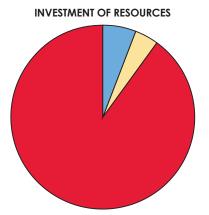
TOTAL ASSETS	\$4.147.092
Other Assets	12,950
Net Fixed Assets	576,417
Current Assets	\$3,570,675

### **Liabilities & Net Assets**

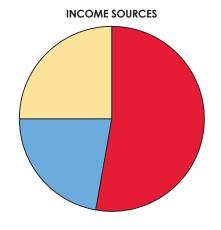
Current Liabilities	\$1,387,055
Long-Term Liabilities	721,002
Total Liabilities	2,108,057
Total Net Assets	2,039,035

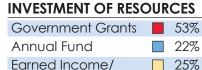
TOTAL LIABILITIES & NET ASSETS \$4,147,092

\*Unaudited









Earned Income/ Reimbursements

# ARC Ohio 2013 **Honor Roll of Donors**



AIDS Resource Center Ohio is deeply grateful to the following donors for their generous contributions of \$250 or more made between July 1, 2012 and June 30, 2013. We are also arateful to those who made gifts of less than \$250. It is with the support of thousands of ARC Ohio donors that we are able to continue to lead fiaht against HIV/AIDS in Ohio.

### Business, Corporate + Foundation Donors

### \$100.000+

United Way of Central Ohio

### \$50,000 -\$99,999

Greater Dayton Area Hospital Association Miami Valley Hospital

### \$20.000-\$49.999

Broadway Cares/Equity Fights AIDS

The George Gund Foundation

Heidelberg Distributing Company

Levin Family Foundation

Premier Health

Sauare One Salon & Spa The Virginia W. Kettering

Foundation Westminster Financial

Companies

### \$10,000-\$19,999

Abercrombie & Fitch Ameriprise Financial

Arrow Wine Cardinal Health Columbus Greer Foundation Macy's Med Pass Inc Nationwide Insurance The Ohio State University Wexner Medical Center OhioHealth

United Way of Greater Dayton

Union & Axis

### \$5,000-\$9,999

Auntie Anne's Pretzels Big Lots **Buckingham Financial** Group, Inc. Dayton Children's Hospital Hospice of Dayton

**Huntington National** Bank - Columbus

Lexus of Davton Marion's Piazza

red architecture + planning LLC

Sam Levin Foundation Scarlet and Gay c/o OSU LGBT Alumni Society

Sean P. Dunn & Associates LLC

Sidney Frank Importing Co., Inc.

Tansky Sawmill Toyota The Elizabeth Diamond

Company

The Jacoby Agency The Rubi Girls

Thorn Lewis + Duncan Wolfe Enterprises, Inc.

### \$2,500-\$4,999

AEP Ohio

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Cameron Mitchell Restaurants

CareSource

Columbus Gay Men's Chorus

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Health Premier Partners

Human Race Theatre Company

**Iddings Foundation** 

J.P. Moraan Chase & Co. Employee Giving Campaign

KevBank National Association

Middle West Spirits, LLC Molina Healthcare

Morris Home Furnishings

New Page Corp.

Ohio State University Office of Diversity and Inclusion

PhRMA Household

Portfolio Creative

United Way of Greater Cincinnati

Walgreens Pharmacy Wall Street

### \$1,000-\$2,499

Brookdale Senior Living Inc. Clash Consignment Co Cogenix

Continuum Church Household

Crane Fund for Widows & Children

Crossroads Hospice

Gilead Sciences

Heidelberg University

**Huntington National Bank** 

**Kroger Company** 

Lavendar Home Care Solutions LLC

Lemonarass Asian Fusion Bistro

Live Technologies Household

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Nationwide Children's

Pfizer, Inc. Seneca Fund SPI Marketing, LLC The Graduate Theatre Syndicate - The Ohio

State University The McIntosh Family /

Algonquin Fund

The PNC Financial Services Group

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### \$500 - \$999

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The Columbus Foundation

The GE Foundation

The Neon

The Ohio State University United Way of West Central Connecticut





# Individual + Family Donors

### \$100.000+

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Estate of Sue Greer

### \$20,000-\$49,999

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### \$10,000-\$19,999

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Ronald Miller



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Dan Galbraith

Linda Gall

Sherri Geldin

Dennis Giglio

Nancy & David Gill

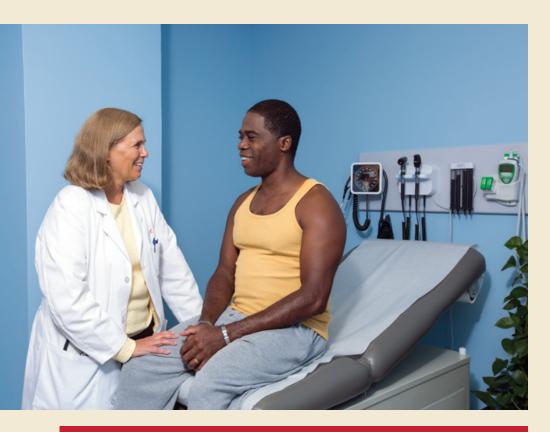
Daniel Goss Matt Hall

Douglas Harlow

Bonnev Harnish



Every time you switch a prescription or fill one at the AIDS Resource Center Ohio Pharmacy, 100% of the proceeds are reinvested in ARC Ohio's statewide prevention, testing and care programs. That means you can help support the fight against HIV/AIDS simply by doing something you already do.



AIDS Resource Center Ohio's Medical Center is transforming how we care for individuals living with HIV.

Barbara Havens Parker Havens Scott Heimlich & Scott Brown Crystal Hill Doug Holmes Jack Jackson & **Bob Storbeck** Debbie Jaeger Edward Jekot Valerie Kapp & Robin Spiller Mary & Tom Katzenmeyer Douglas H. Klamfoth Douglas Knutson & John Kerr Susan Koletar Raymond LaVoie & Brian Cole Brenda Ledaer Andrew Levitt Joni & Mark Liaht Duff Lindsay Carol & Thomas Lindstrom Jesse Livesay Randi & Jeff Love Tim Maier Stephen Margaritis Christopher Mazur David & Bonnie Milenthal Richard Miller Mark Moslev Joyce & Darrell Murphy Andrew Murry & David Dagg Brad A. Myers & Stephen Rowlands Deborah Myers Annegreth Nill Matthew Noblett Doug O'Neal Robert Parker Glenn Patton Steven Paxton Ron Pizzuti Tod Porembka Kathleen & David Powell J.C. Pullins & Thomas Winchell Charles Quinn

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Jen White-Doom Mark Williams

Susan Williams

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Aaron Wisenbarger Andrew Wolf

Anika Woods

Steven Workman Heidi Worley Hamilton

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### Art for Life 2012

Abercrombie & Fitch American Family Insurance Barcelona Bia Lots Call Management Resources Cardinal Health Columbus Museum of Art Crane Group The Columbus Dispatch Fifth Third Bank Granae Insurance Limited Brands Foundation Macy's Middle West Spirits Miller/Coors Nationwide OhioHealth Porter Wright R E D Architecture & Plannina LLC Sean P. Dunn & Associates Sauare One Salon State Auto Tansky Sawmill Toyota Time Warner Cable Union Café WBNS-10TV

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### **AIDS Walk** Central Ohio 2013

**AIDS Walk** 

AFP

Bia Lots

Hospital

Orange Barrel

Nina West

Walgreens

Union

Central Ohio 2012

Abercrombie & Fitch

Continuum Church

Nationwide Children's

OSU Medical Center

Stone Village Church

Abercrombie & Fitch **AEP** Molina Health Care Nationwide Children's Nationwide Insurance The Ohio State University Union Café Walgreen's Wall Street

### Masquerage 2013

**Auntie Annes** CareSource Crossroads Hospice Elizabeth Diamond Company **Jaegermeister** 

Levin Family Foundation Lexus of Davton Macy's Marion's Piazza MJ'sCafe Premier Health Partners Sauare One Salon Volo Technologies Yuenalina

### Fleurs 2012

CareSource Infinity of Datyon Robyn Angel Sue Spiegel Westminster Financial

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Columbus:

Lemongrass Fusion Bistro Level Dining Lounge Due Amici Local Roots Dirty Franks Bodega Mouton Basi Italia Betty's Fine Food and Spirits Surly Girl Saloon The Jury Room Donato's Pizza





Union Café Tip Top Kitchen & Cocktails

Dayton:

Christopher's Restaurant and Catering Butter Café Spinoza's Pizza and Salads

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Levin Family Fondation

Luxotica Mitch Labuda Monkey Bones Tattoo Mu Crew Olive - an urban dive Omega Music Outlook Media Panera Bread Paul Graham Paws Inn Animal Hospital Peaav Mintun Queer Eye Photography R. L. Huahes Rewind Rita Caz Roost - modern italian Schmidt's Restaurant Sew Dayton Simply Sculpted SmartLipo South Park Pizza Tavern SauareOne Salon & Spa Stonewall Columbus Sunrise Café The Century - A Bourbon House The Human Race Theatre Company The Reiki Room of Dayton The Women's Book Thirty-one Urban Handmade

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<sup>\*</sup>As of June 30, 2013



# AIDS RESOURCE CENTER OHIO

Vision. Voice. Victory.

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## arcohio.org

Mission: To lead the fight against HIV/AIDS through awareness, advocacy, and care.

Vision: A world without HIV/AIDS

Purpose: AIDS Resource Center Ohio is the state's premier provider of a comprehensive, holistic, and coordinated response to HIV, from prevention to diagnosis and treatment.

### Cover Photo (left to right):

Robert Thaxton, past Board Chair; Bill Hardy, President & CEO; Peggy Anderson, Chief Operating Officer; Bryan Bucklew, Board Chair; and Sam Rinehart, Past Board Chair, at the September 27, 2012 opening ceremony for the ARC Ohio Medical Center & Pharmacy in Columbus.