

AIDS RESOURCE CENTER OHIO

Vision. Voice. Victory.





DEAR FRIENDS,

We present this report as an exciting update on the unprecedented hope, healing and empowerment AIDS Resource Center Ohio is bringing to thousands within our great state.

Today, with early diagnosis and retention in the best treatment, individuals with HIV can reach viral suppression, bringing new hope for long, healthy lives and much less risk of transmitting the virus. This new possibility is tempered by the sobering truth that three-fourths of HIV-positive Americans have not achieved viral suppression, mostly because they are not yet diagnosed, not retained in care, and not accessing treatment. ARC Ohio is committed to changing that.

After opening our first Medical Center and Pharmacy in Columbus in 2012, we opened our Dayton Medical Center and Pharmacy in Dayton early in 2014. Together, these centers are already seeing 1,000 patients. Even more remarkably, already our patient viral suppression rate—77 percent—is three times the national average. This is the type of outcome we've been hoping and striving for over the past three decades.

For those not yet diagnosed or at risk, our evidence-based HIV testing and outreach programs remain robust and committed to both linking those with HIV disease to care, and preventing new infections. Tens of thousands are reached each year with these services, including effective, cutting-edge strategies such as pre-exposure prophylaxis (PrEP).

Today, AIDS Resource Center Ohio is one of the nation's premier providers of a comprehensive, holistic, and coordinated response to HIV, from prevention to diagnosis and treatment. Our achievements are possible thanks to your support.

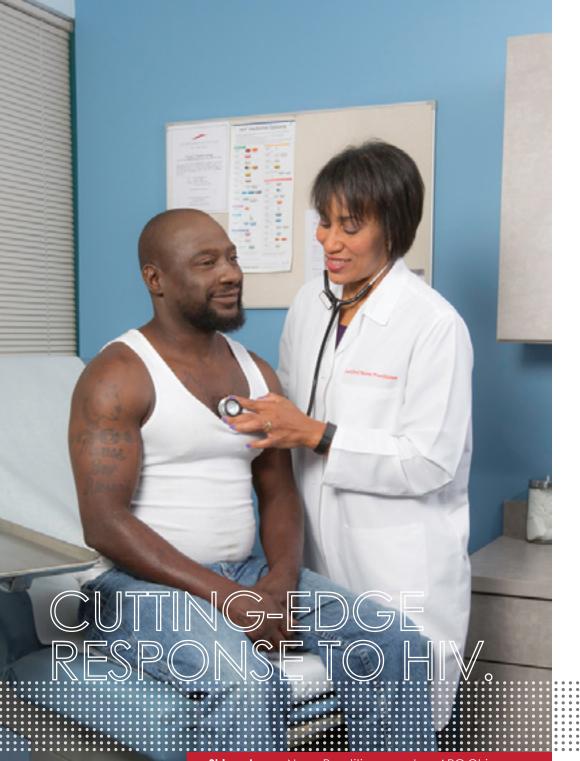
Our work is far from over, but we have never been more optimistic or resolved: an AIDS-free generation may be within our grasp, if we remain diligent in our efforts. As always, we are so grateful for your continuing commitment to our mission.

Sincerely,

William J. Hardy President & CEO Bryan J. Below

Bryan J. Bucklew Chair, Board of Trustees President & CEO, Greater Dayton Area Hospital Association





AIDS RESOURCE CENTER OHIO (ARC OHIO) IS THE STATE'S PREMIER, COMMUNITY-BASED, NOT-FOR-PROFIT PROVIDER OF A COMPREHENSIVE, COORDINATED AND CUTTING-EDGE RESPONSE TO HIV.

With 13 offices in 10 cities – including two full service medical/pharmacy centers in Columbus and Dayton -- ARC Ohio is the state's best hope in the fight against HIV/AIDS.

From prevention and diagnosis to treatment and advocacy, our comprehensive approach addresses the physical, emotional and social needs of those living with HIV/AIDS in a way that brings hope, healing and empowerment.

We are proud to be one of the country's largest and leading community-based providers of HIV/AIDS care, providing medical, pharmacy and other direct services to more than 4,500 HIV-positive individuals, as well as testing, prevention, outreach and advocacy to tens of thousands statewide.

patient during a medical visit at the new ARC Ohio Dayton Medical Center.



ARC OHIO VIRAL SUPPRESSION RATES ARE THREE TIMES BETTER THAN THE NATIONAL AVERAGE

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 unlikely to transmit the virus.

Nationally, among those who have been diagnosed with HIV, only 25 percent have achieved suppressed viral loads. For patients being seen at ARC Ohio's Dayton and Columbus medical centers, that number is a remarkable 77%, three times better than the national average. Retention in care and number of patients prescribed Anti-Retroviral Therapy (ART) outcomes are equally impressive, demonstrating that our patient-centered medical home model care is working.

THREE TIMES BETTER THAN THE NATIONAL AVERAGE



YEAR IN REVIEW

OUR LATEST OUTCOMES

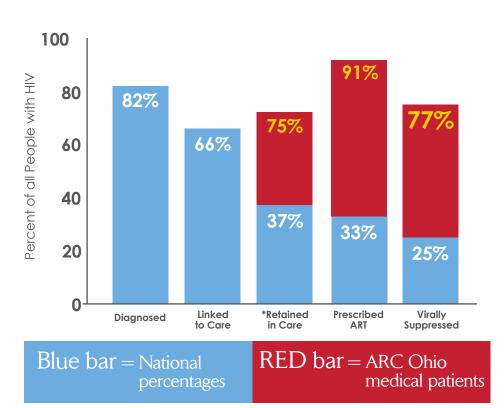
In the past twelve months, we have made enormous progress in our fight against HIV/AIDS. This is demonstrated by our recent outcome data.

- More than 1000 patients have been enrolled since opening the Columbus Medical Center and Pharmacy in 2012 and the AIDS Resource Center Ohio Medical Center and Pharmacy in Dayton in 2014.
- Of the patients we see at the Medical Centers, 75% are retained in care; the national average is 37%.
- 91% of those being treated are receiving anti-viral drugs; nationally the average is 33%.
- Most impressively, ARC Ohio patients have achieved a viral suppression rate of 77%; overall nationally, of the 1.1 million Americans living with HIV, only 25% are virally suppressed.

These outcome numbers tell the ARC Ohio story the way no words can. ARC Ohio is transforming the model of care for Ohioans living with HIV/AIDS. While there is still no cure for HIV/AIDS, today, with early diagnosis and retention in our current treatment models, individuals living with HIV can expect to live longer, healthier lives.

How does ARC Ohio compare?

OVERALL: Of the 1.1 millionAmericans living with HIV, only 25% are virally suppressed.



^{*} For patients meeting the federal definition of "retained in care".

Based on separate, significant patient sample (n+300-500)

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"When Barry McCorkle, MD suggested several years ago that we open a clinic just for people living with HIV — where they could have all of their healthcare needs taken care of under one roof — I thought it was a crazy idea. I didn't think it was needed and I thought the community would never support it. Since then, I have come to realize that it is a great idea and that it is clearly needed. I have been overwhelmed by the community support. This model has been an incredible success in Columbus and I am confident that it will be equally successful here in Dayton."

- Richard K. Groger, MD, PhD Medical Director, ARC Ohio Dayton Medical Center

NEW DAYTON MEDICAL CENTER OPENS

In January of this year, ARC Ohio opened its second medical center and pharmacy in Dayton. Like our Columbus facility, the Dayton Center is a unique HIV medical home model integrating medical, mental health, pharmacy and wrap-around services in one location.

The need for such a facility in Dayton is clear. An estimated 1,500 HIV-positive Ohioans live in the Dayton area, and another 300 are presumed infected but not yet diagnosed, according to the Ohio Department of Heath.

A highly skilled team of infectious disease and primary care physicians, nurse practitioners, medical case managers, counselors and pharmacists work together at the new ARC Ohio Medical Center to battle HIV with the best practices and cutting-edge care.

Offering specialized HIV treatment and primary care, medical case management, mental health therapy, housing assistance, free HIV testing and comprehensive pharmacy services, the Dayton center is already proving successful. Its one-year enrollment goal of 300 patients was met within the first five months of operation. Patients are praising improved access to services, the wonderful facility, and superb care they are receiving.





Michael Para, MD with a patient at the ARC Ohio Columbus Medical Center

"People aren't their diagnosis. They're more than that. At ARC Ohio Columbus Medical Center, we treat the whole person. We focus our care around an individual's specific needs in order to help our patients lead a healthier life and reduce HIV to an undetectable level."

- Michael Para, MD Medical Director, ARC Ohio Columbus Medical Center

TODAY, TREATMENT IS PREVENTION

In the past, many of our prevention efforts have focused on behaviorally-based models to reduce HIV transmission. Thanks to remarkable advances in treatment, much of our prevention strategy has shifted. Today, with earlier diagnosis and treatment, people with HIV can achieve viral suppression, making it very unlikely – 96 percent of better – that they will further transmit the disease. Treatment has become prevention. These approaches complement our other evidence-based testing and prevention activities.



Camp Sunrise Camper Summer Gragg (second from left) with her counselors at Camp Sunrise (Danielle Kline) featured in the Atlantic in July.

YEAR IN REVIEW CONT.

CAMP SUNRISE JOINS ARC OHIO

Another significant event this year was the welcoming of Camp Sunrise to our statewide network. Now in its 20th year, Camp Sunrise is Ohio's only summer camp program developed specifically for children impacted by HIV/AIDS. As many as 80 children ages 6-17 come to Camp Sunrise every summer to experience the joys of friendship, the love and support of a caring community, and an encouraging environment free of the stigma surrounding HIV/AIDS.

Camp Sunrise utilizes Positive Youth Development (PYD) a framework that builds youth assets and potential and helps counter problems that affect them. Developmental assets help prevent mental health disorders and help children cope with mental health concerns. Through Camp Sunrise, ARC Ohio builds these assets and improves children's mental health and resilience, including:

- Other adult relationships: youth receive support from non-parent adults
- Community values our youth: youth perceive that adults in the community value youth
- Safety: young person experiences camp as a safe place
- Adult role models: adults model positive, responsible behaviors
- Healthy lifestyle: children learn the importance of good health habits and an understanding of human sexuality. Adolescents learn skills to delay sexual activity, and prevent drug & alcohol use.
- Cultural competence youth have knowledge of and comfort with people of different backgrounds

Particularly for the older campers, Camp Sunrise is also a place to grapple with HIV/AIDS and the role it plays in their lives.

ARC OHIO HALL OF FAME ESTABLISHED

Created to recognize extraordinary contributions to ARC Ohio's commitment to reach, empower and dream of a world without HIV, our new Hall of Fame was graced by two of the most impressive honorees possible: Sue Spiegel and Lisa Hanauer of Dayton, Ohio.

Sue has served as chair of Dayton's RED Galas in 2010, 2012 and 2014, raising \$1.4 million for ARC Ohio. In addition, Sue and Lisa have contributed financially to ARC Ohio – along with immeasurable amounts of time, energy and encouragement – to help provide vision, voice and victory in the fight to stop the spread of AIDS.



NON-PROFIT OF NOTE

In September of 2013, ARC Ohio received the Nonprofit Excellence Award from the Ohio Association of Nonprofit Organizations for the Columbus Medical Center and Pharmacy. This award recognizes creativity, execution, achievement, and overall excellence for an innovative program or project.

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HIV CONTINUES TO SPREAD

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-sex-with-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 gay and bisexual young men as the population most at risk for HIV.

ARC Ohio's prevention efforts continue to focus on populations at highest risk for HIV, especially gay and bisexual men. Columbus, Dayton and Toledo have established successful Mpowerment programs that focus on a behaviorally-based prevention model. Our HIV counseling, testing and referral program continues to identify individuals at risk for HIV and is designed to offer in-depth, one-on-one information, education, referrals, prevention counseling and HIV antibody testing to clients who have not previously tested positive for HIV. Our staff regularly provide HIV prevention education presentations in churches, schools, businesses, community events and prisons with basic HIV prevention methods and information about safer sex, STIs, and needle sharing. The programs provide culturally appropriate and non-

judgmental HIV prevention messaging.

THE OHIO HIV/STD HOTLINE



In combination with its mobile app and prevention website, ARC Ohio's toll-free HIV/STD Hotline proved invaluable for people living with and at risk of HIV and other STD's during the past year. More than 500 conversations were held with individuals at high risk of HIV infection, primarily MSM. Additionally, the staff updated the HIV Risk Meter mobile app, integrating analytics and improving functionality for up-to-the-minute listings of test sites and condom locations.



In 2014, OAC brought together State and National leaders to engage over 260 consumers and professionals from across the state in a dialogue and training exploring new healthcare with the Affordable Care Act and its impact on healthcare options.

OHIO AIDS COALITION (OAC)

As the public policy and community engagement division of ARC Ohio, OAC has actively cultivated its role as the "voice" of ARC Ohio's mission. OAC has provided educational programming opportunities throughout the state for Ohioans living with HIV/AIDS as well as for health professionals. During the past year, OAC conducted a total of 55 Education and Leadership Programs, reaching a total of 1,100 professionals and 345 consumers and disseminated 26 policy updates, including topics such as the Ryan White Program, the Affordable Care Act, Medicaid Expansion and enrollment for services.

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ARC OHIO HIV PREVENTION, CARE AND TREATMENT

ARC OHIO PATIENT AND CLIENT DEMOGRAPHICS

Total HIV-Positive Patients and Clients: 4,475

ARC Ohio Medical Center	Patients	Visits	
Medical Care	849	2,446	
Mental/Behavioral Health	388	745	

	AMC Ohio Pharmacy	Patients	Prescriptions
ĺ		1,374	26,384
	Medication Assistance Program	186	

ARC Ohio Social Services	Clients	Service
Case Management	4,475	64,780 contacts
Housing	744	

Total Testing, Prevention, Advocacy Participants:

54,596

ARC Ohio Prevention Services

Condoms Distributed	138,000	
HIV Tests	4,130	
Reached Through Evidence-Based Programs	42,532	
Ohio HIV/AIDS Hotline:		
Calls	766	
Website Visits	4,010	

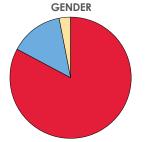
Ohio AIDS Coalition Advocacy Efforts

Education & Leadership Programs	55
Program – Consumers Educated	345
Program – Providers Trained	339
Public Policy E-update	2,400

PATIENT INSURANCE

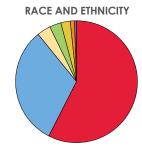
PATIENT INSURANCE STATUS

■ Medicare/Medicaid	40%
Private	33%
■None	27%



GENDER

■ Male	83%
Female	14%
Transgender	3%



RACE AND ETHNICITY

■ White	57.6%
Black	31.7%
Latino(a)	3.7%
African National	2.9%
Other Multi-Racial	2.7%
Asian	.9%
American Indian/Alaskan Native	.5%



ARC OHIO FY2014 FINANCIAL PERFORMANCE

BALANCE SHEET

For Fiscal Year Ended June 30, 2014*

STATEMENT OF ACTIVITIES

For Fiscal Year Ended June 30, 2014*

Revenue

**includes foderal pass through funds	\$20,027,008
TOTAL REVENUE	\$20,027,009
Other Revenue	13,857
Reimbursement Services	10,577,384
United Way	194,394
Fund Development & Private Donations	2,180,756
Public Health Dayton Montgomery County**	128,833
Summit County Health Department**	13,082
Toledo-Lucas County Health Deptartment**	39,276
Columbus Public Health Department**	1,834,830
Ohio Department of Health**	2,975,464
Federal Emergency Management	1,350
Ohio Development Services Agency**	1,142,043
U.S. Department of Health & Human Services	\$925,738
REVEITOR	

**includes federal pass-through funds

Expenses

ARC Ohio Medical Center	\$2,798,770
ARC Ohio Pharmacy	7,824,107
Client Social/Supportive Services	5,736,679
HIV Prevention and Testing Services	1,009,968
Public Policy	87,933
Management & Support	966,553
Fund Development	1,001,621
Patient Pharmacy Assistance	170,089
TOTAL EXPENSES	\$19,595,719
CHANGE IN NET ASSETS	\$431,289

*Unaudited

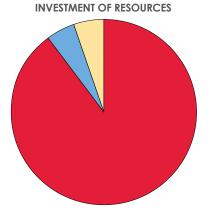
Assets

TOTAL ASSETS	\$8,071,271
Net Fixed Assets	773,117
Current Assets	\$7,298,154

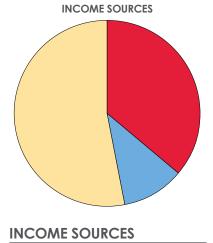
Liabilities & Net Assets

TOTAL LIABILITIES & NET ASSETS	\$8,071,271
Total Net Assets	2,512,207
Total Liabilities	5,559,065
Long-Term Liabilities	856,046
Current Liabilities	\$4,703,019

*Unaudited







INCOME SOURCES Government Grants 36% Annual Fund 11% Earned Income/ Reimbursements 53%



ARC OHIO 2014 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, 2013 and June 30, 2014. We are also grateful 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 fight against HIV/AIDS in Ohio.

Business, Corporate + Foundation Donors

\$100,000 +

CareSource Foundation United Way of Central Ohio

\$50,000 - \$99,999

Anonymous The Columbus Dispatch The Dayton Foundation Montgomery County Auditor-Public Health

\$20,000 - \$49,999

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\$10,000 - \$19,999 AEP Ohio

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\$1,000 - \$2,499

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\$250 - \$499 AIDS project of

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Miles & Karen Brazie

Jim Sanders



2013 RED Columbus Gala (Photo Credit: Ray LaVoie)



2014 Camp Sunrise Campers (Photo Credit: SnowRowe)

John & Deborah Urse Dr.'s Michael & Beth Weinstock John & Betsy White

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\$500 - \$999 Mark Abbott Phill L. Adamescu Andrea Adkins Herbert E. Asher Jeffrey A. Ayres Bob Barnes Deanna Barzak Janet W. Bay Karen A. Bell & Ben Maiden Eric S. Bement Mitch Bennett Robert M. Blue Stacie Boord Joseph V. Booth Stephanie Booth Jon Bossong Joel Bradley Rick Brittain Steven Brown Bryan Bucklew Amy Buckley Bo Chao Brian Cheek Devin Conahan Jameson Crane **Todd Crawford** Lance Demaline & Mark Blair Victoria Dixon Leslie Donahue Bruce Dooley &

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American Harvest Spirit **Auntie Annes** CareSource Chad McCoy/ MetLife Clash Dayton City Paper Dayton Transylvannia Convention Denise Swick Friends of Masquerage Halloween Exress HouseTrends Integritas Jaegermeister Levin Family Foundation Lexus of Dayton LGBT Center Macy's Marion's Piazza Mike Ross MJ's Café MostMetro National Processing Solutions **Novum Custom Homes** Oakwood Register Reach Magzazine Roost Ryan Levin Sue Spiegel & Lisa Hanauer Telephone Weekly Theo Volo Technologies Westminster Yuengling

Fleurs et Vin 2014

CareSource Key Ads Alied Wines Amar India Arrow Wine Banfi Bedford Imports Bronco Wine Company Bruning's Wine Cellar Carver's Central Perc Chappy's Tap Room and Grille

Coco's Bistro Cuvee The Dock Drunk ThinkTank Easley Winery El Meson Figlio Wood Fired Pizza Firelands Winery Fleur Fans Francis Lurton Wines Friends of Fleurs Giovanni's Heidelbera Distributina Housetrends

Jay's Seafood Kohler's Caterina Liquor & Wine Warehouse Lock 27 Mamma DiSalvo's Michael David Winery Morgan Linen Neil's Heritage House Novum Custom Homes Oaked & Smoked The Oakwood Club The Oakwood Register PNC Bank Ron Monte **Rumbleseat** Salar Scarff's Nurserv & Landscape Square One Sue Spiegel & Lisa Hanauer Thai 9 The Top of the Market Theo Pericleous Treasury Wine Estates Trinchero Family Estates Valley Vineyards Veleta Wines WDTN Westminster Financial Wine Gallery The Wine Loft at the Greene Winebow The Winery at Versailles Zonin Wines & Estates

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Columbus: Basi Italia Betty's Fine Food & Spirits Bodega Dirty Frank's Hot Dog Palace **Explorers Club** The Grass Skirt **Hubbard Grille** The Jury Room The Kitchen La Fogata Grill Short North Lemongrass FusionBistro Level Dining Lounge Little Rock Bar Local Roots Mouton Surly Girl Saloon Union Café

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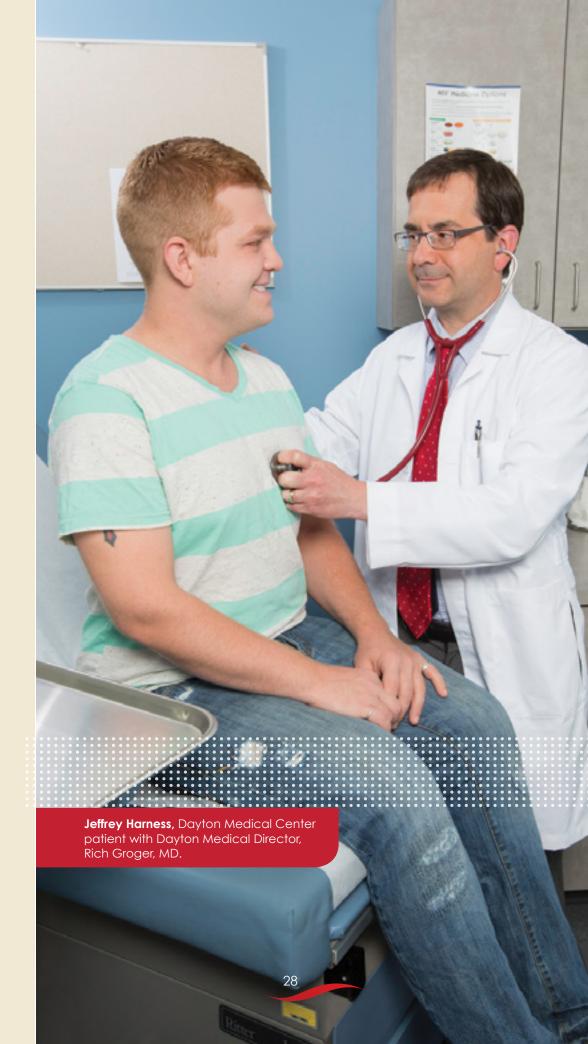
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*As of June 30, 2014





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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, coordinated cutting-edge response to HIV, from prevention to diagnosis and treatment.

Cover Photo: Richard Groger, MD with an ARC Ohio Dayton Medical Center patient.