



# AIDS RESOURCE CENTER OHIO

Vision. Voice. Victory.



## CLOSING THE GAP

ANNUAL REPORT · FISCAL YEAR 2015

AIDS Resource Center Ohio (ARC Ohio) is Ohio's premier community-based, not-for-profit provider of a comprehensive, coordinated and cutting-edge response to HIV/AIDS, from prevention to diagnosis and treatment. We use a holistic approach to address the physical, emotional and social needs of those living with HIV/AIDS in a way that brings hope, healing and empowerment. With 13 offices in 10 cities, we will provide medical care, pharmacy and other direct services to more than 5,000 HIV-positive individuals this year, including 1,500 who will receive medical care and other services at our highly-acclaimed Columbus and Dayton Medical Centers and Pharmacies. ARC Ohio is Ohio's largest provider of the groundbreaking prevention service, Pre-Exposure Prophylaxis (PrEP), a once daily pill to prevent HIV infection. ARC Ohio works directly with one-in-four people diagnosed with HIV in Ohio, provides prevention services to thousands more, operates Camp Sunrise for children and the Ohio AIDS Coalition.

Front Cover:  
Shiron Jones, Nurse Practitioner  
Brenden Wynn, PrEP Patient

# A MESSAGE...

## TO OUR SUPPORTERS, FUNDERS, PARTNERS & ADVOCATES



Bill Hardy, with Ted Allen,  
Grand Marshall of the 2015 AIDS Walk Ohio

AIDS Resource Center Ohio's fiscal year 2015 was marked by continued growth and expansion of services as we work tirelessly to help close the gap in HIV care and prevention.

During the past year we successfully expanded on our patient-centered medical care services by enrolling 500 new patients at our Columbus and Dayton Medical Centers. We also continued to build on the success of the AMC Ohio Pharmacy, our social enterprise venture, by adding more than 1,200 new pharmacy patients.

We are especially proud of becoming the largest community-based provider of Pre-Exposure Prophylaxis (PrEP) services in Ohio. Our decision to provide this biomedical intervention was based upon the game-changing outcomes it will achieve in reducing new HIV infections.

This annual report covers our fiscal year July 1, 2014 through June 30, 2015 and highlights the accomplishments and impressive growth ARC Ohio experienced during that time.

We want to thank all of our staff, donors, volunteers and allies for helping us make our high impact prevention, health and wellness services a reality for thousands of Ohioans.

  
William Hardy  
President/CEO

# AGENCY HIGHLIGHTS

IN 2014-2015, PROVIDERS ACROSS ALL OF ARC OHIO'S LOCATIONS AND SERVICES CARED FOR **5,305 PATIENTS AND CLIENTS** WHO MADE MORE THAN **45,411 VISITS**.

- Medical providers saw **1,368 patients** who made more than **6,174 visits**.
- Our behavioral health department cared for nearly **400 people** who made **3,149 individual therapy or group therapy visits** last year.
- ARC Ohio is the state's largest provider of outpatient HIV/AIDS services, caring for **1 in 4 HIV-positive Ohioans** last year.
- ARC Ohio's case managers helped more than **700 clients** this year get approval for coverage under the Affordable Care Act.
- The AMC Ohio Pharmacy has two locations, in Columbus and Dayton. Together they fill an average of **175 prescriptions** per day. The pharmacy is open to the public and offers free home delivery service statewide\*.

\*Some restrictions apply.

# ARC OHIO MEDICAL CENTERS

## KEY PERFORMANCE INDICATORS

- ARC Ohio patients
- National average

### PATIENTS PRESCRIBED HIV MEDICATIONS



### PATIENTS VIRALLY SUPPRESSED

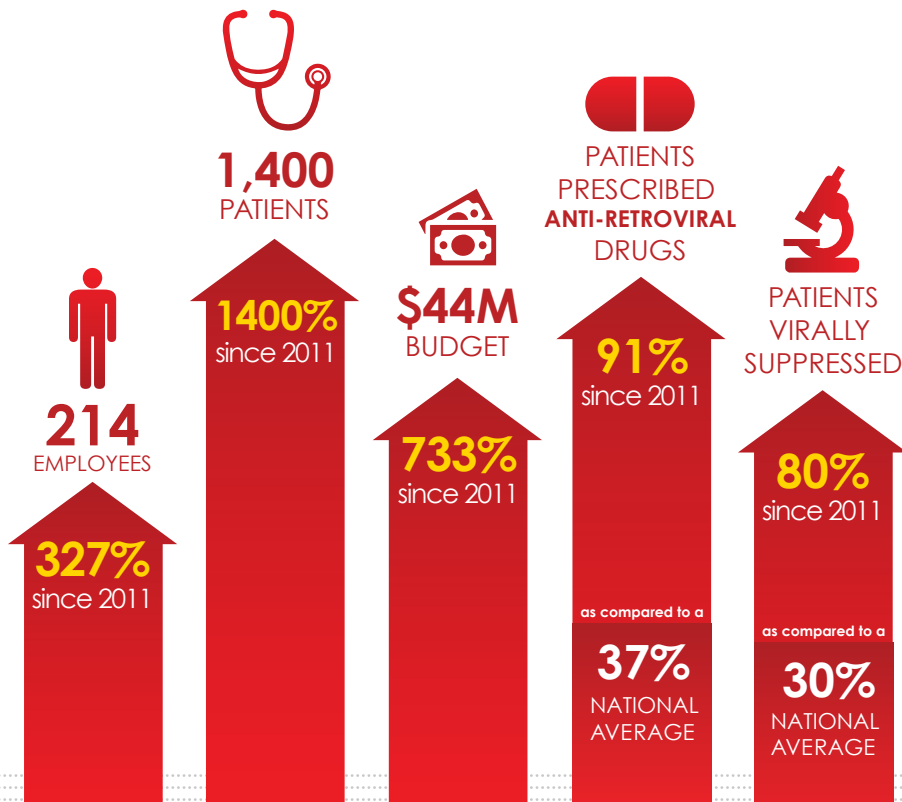


With 1,500 patients, the ARC Ohio Medical Centers in Columbus and Dayton are increasingly serving as an access point for patient-centered medical care for those living with HIV/AIDS and those looking for preventive treatments. With an increase of 61% in patient enrollment during the last year the medical centers' patient outcomes demonstrated successes through a comparison against quality of care benchmarks for HIV treatment as illustrated in the sidebar.

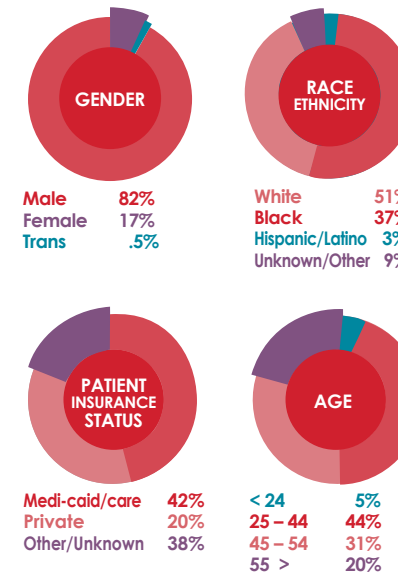
ARC Ohio's integrated care model allows for an interdisciplinary approach to care and treatment that keeps our patients healthy and alive and is meeting or surpassing these key national indicators. Patients are able to access the following services at each of our Columbus and Dayton locations:

- Primary care
- Specialized HIV care
- Onsite lab draws
- Mental health counseling
- Case management
- Weekly support groups
- Pre-Exposure Prophylaxis (PrEP)
- Non-occupational Post-Exposure Prophylaxis (PEP)
- HIV & STI testing
- Pharmacy services

## FOUR YEARS OF TRANSFORMATIONAL GROWTH



## PATIENT & CLIENT DEMOGRAPHICS



# GROUNDBREAKING HIV PREVENTIONS

During the fall of 2014, ARC Ohio introduced Pre-Exposure Prophylaxis (PrEP) and non-occupational Post-Exposure Prophylaxis (PEP) services through our medical centers in Columbus and Dayton.

**PrEP** is a once-daily pill taken to reduce the likelihood of contracting HIV. Studies demonstrate that it can be 92–100% effective at preventing HIV when taken daily as prescribed. PrEP is the first major bio-medical breakthrough in HIV prevention in 30 years and is a critical step in reducing rates of new infections. PrEP has gained support from the U.S. Centers for Disease Control (CDC), the World Health Organization (WHO) and leading HIV/AIDS service organizations nationwide. Insurance providers, including Medicaid, cover the cost of PrEP—and assistance is available for those who need it to help eliminate barriers to care.

PrEP Patients\*  
**115**

**PEP** is an emergency prevention medication regimen for HIV-negative individuals who may have been exposed to HIV. To be effective, PEP must begin within 72 hours of exposure.

ARC Ohio is proud to endorse and offer PrEP and PEP as HIV prevention interventions that will help stop the spread of HIV and is now the state's leading community-based provider of PrEP/PEP services.

PEP Patients\*  
**28**

\* As of June 30, 2015

WHAT IF THERE WERE A PILL THAT COULD PREVENT HIV? **THERE IS.**

Lets talk about

# PrEP



ohioprep.org

## My PrEP Experience

Brenden Wynn



I have been an advocate for HIV/AIDS awareness and prevention for as long as I can remember. In high school I proudly wore a red ribbon over my heart despite looks of confusion or judgment from peers and teachers. In my junior year, I was gifted the book "Traveling Light" by Dayton author Katrina Kittle. The story focuses on a man deteriorating from complications due to AIDS, his family, and his HIV negative partner. Almost twenty years later, it is still the most powerful love story between two men I have ever read. I vowed to myself then, in my formative teenage years, that I would never deny another person my love or partnership solely based on HIV status.

Over the years I have found myself in serodiscordant relationships (dating an HIV-positive person while remaining negative) which came with their own set of struggles, both internally and socially. Inside the relationship there are struggles with risk, prevention, medication, finances related to medical care, resentment of the virus, resources, and so on. Socially there are struggles with stigma, confusion, judgments, and more. All struggles aside, I have found great value in having had these relationships, and am thankful ARC Ohio was there for support.

When ARC Ohio announced its introduction of PrEP I was eager to learn more. I scheduled an appointment at the ARC Ohio Medical Center, tested negative, passed the other requirements for PrEP, and was given a prescription. Unfortunately, having a high deductible insurance plan, the cost of PrEP wasn't something I could easily manage. Disappointed, I declined to move forward.

Unbeknownst to me, Pharmacist Dr. Matt Insley was working behind the scenes to find a way for me to get on PrEP. I received a call from Matt about a month after my initial visit letting me know I could receive assistance through a patient assistance program. I simply completed the paperwork and was handed my medication that day. It was one of the easiest things I've done and I couldn't be more thankful for that experience. Frankly, I'm not entirely convinced I would have had the same experience at any other pharmacy.

I have been on PrEP for about six months now, with no noticeable side effects or complications. I feel it is everyone's responsibility to be educated, know their risk factors, know their status, use the community resources available, and use the prevention efforts best suited for the health of themselves and their partners. I have chosen, in part, to accomplish this with PrEP. I am grateful we have the ARC Ohio Medical Center and Pharmacy to help.

# HARM REDUCTION STRATEGIES EXPLORED



As part of our continuing focus on improving the health of communities across the state, ARC Ohio has begun exploring the implementation of a harm reduction strategy. We believe a successful strategy seeks to reduce the negative consequences associated with drug use, reduce the overall level of drug consumption and help prevent new HIV and other blood-borne infections. In 2015, the Ohio AIDS Coalition, the public policy, education and advocacy division of ARC Ohio, hosted the Ohio Harm Reduction Summit. Attended by public health officials, community providers, activists and law enforcement officers from across Ohio, the summit provided an opportunity to highlight the epidemic of injection drug use in Ohio, the impact of the epidemic on public health and current successes around harm reduction strategies.



*Patrick Beatty*  
Chief Public Policy & Government Affairs Officer/Director of OAC

# NATIONAL HIV/AIDS STRATEGY

## UPDATED TO 2020

First released by President Obama in 2010, the National HIV/AIDS Strategy identified priorities and strategies tied to measurable outcomes to guide the collective national response to the HIV epidemic. In the summer of 2015, the Strategy was updated to 2020.



*Peggy Anderson, LISW, Chief Operating Officer*  
*Aaron Clark, RPh, PharmD, Director of Pharmacy Services*  
*Anna Wuerth, LISW, Director of Healthcare Operations*

### Key areas of focus include:

- Reducing new HIV infections
- Increasing access to care and improving health outcomes
- Reducing HIV-related disparities and health inequalities
- Achieving a more coordinated response to HIV

ARC Ohio's mission and services are consistent with the vision and goals of the National HIV/AIDS Strategy 2020, including delivering the best healthcare possible to help close the gap in care. Together with your help we can help end the AIDS epidemic.

# COMMUNITY IMPACT

## HIV-POSITIVE PATIENTS AND CLIENTS 5,305

### Medical Centers

HIV Medical Care Patients	1,368
HIV Medical Visits	6,174
Mental/Behavioral Health Patients	394
PrEP/PEP Patients	143

### Social Services

Case Management - Clients	4,805
Service Contacts	58,289
Housing - Clients	576

### AMC Ohio Pharmacy

Prescriptions Filled	54,474
Patients Served	2,187
New Patients	1,268

### Prevention Services

Condoms Distributed	145,000
HIV Tests	4,060
Reached Through Evidence-Based Programs	30,188
Ohio HIV/AIDS Hotline:	
Calls	1,525
Website Visits	5,910
App users	2,827

### Ohio AIDS Coalition Advocacy Efforts

Education & Leadership Programs	108
Consumer Education Programs	468
Provider Training Programs	689
Public Policy E-update	3,965



*Sherry Inskeep, LISW*  
Director of Programs



*Cindy Vandenberg, CPA*  
Chief Financial Officer



*Tania Slack-Peterson*  
Director of Prevention

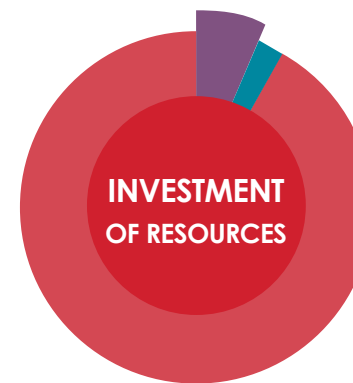
# ARC OHIO FY2015 BALANCE SHEET

### ASSETS

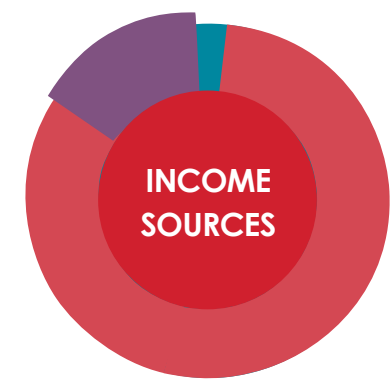
Current Assets	7,174,807
Non-Current Assets	248,194
Net Fixed Assets	962,951
<b>TOTAL ASSETS</b>	<b>\$8,385,952</b>

### LIABILITIES & NET ASSETS

Current Liabilities	2,495,810
Long-Term Liabilities, net of current portion	814,985
Total Liabilities	3,310,795
Total Net Assets	5,075,157
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$8,385,952</b>



**94%** HIV Services  
**4%** Administration  
**2%** Fund Development



**72%** Earned Income/Reimbursements  
**23%** Government Grants  
**5%** Annual Fund

# STATEMENT OF ACTIVITIES

## REVENUE

US Dept. of Health and Human Services	1,115,411
US Dept. Housing and Urban Development	661,676
Ohio Development Services Agency (HOPWA)	846,265
FEMA	8,350
Ohio Dept. of Health	4,355,407
Columbus Public Health Dept.	1,162,103
Toledo Lucas County Health Dept.	38,963
Public Health Dayton Montgomery Co.	81,438
Fund Development and Private Donations	1,933,336
United Ways	242,960
Reimbursement Services	26,225,609
Other Revenue	21,425

**TOTAL REVENUE \$36,692,946**

## EXPENSES

ARC Ohio Medical Center	2,863,645
AMC Ohio Pharmacy	21,463,034
Client Supportive Services	6,339,745
HIV Prevention & Testing Services	1,043,175
Public Policy	126,679
Management & Support	1,221,733
Fund Development	870,194
Patient Assistance	183,093

**TOTAL EXPENSES \$34,111,299**  
**CHANGE IN NET ASSETS \$2,581,647**

# CULTURAL COMPETENCY

At our annual ARC Ohio staff meeting, Transgender activist JAC Stringer led a cultural competency training focused on providing best practices for culturally sensitive health care for members of the Trans community.

"Trans populations are in a state of emergency on all fronts and systems of human service have not been given, or taken proper action to provide training on how to best serve this diverse population. As more transgender people feel safer in accessing resources, cultural competency trainings are of critical importance. Without proper training, trans peoples' needs will continue to not be met, further promoting the cycle of violence this community experiences," JAC Stringer.

Transgender persons are more likely to live in poverty, less likely to have health insurance, experience the greatest challenges, including stigma, and are often least likely among Lesbian, Gay, Bisexual and Transgender (LGBT) individuals to report their health as excellent or very good.

The training was organized as part of ARC Ohio's Cultural Diversity Plan 2015-2017. In 2015, the committee's organization-wide review of the plan identified areas for improvement and motivated staff to create services and improve competencies. We look forward to continuing our commitment to diversity across our organization and continued development of cultural competencies to better serve our communities.



Joel Diaz  
 Chief Marketing & Community Affairs Officer

# HONOR ROLL OF DONORS

AIDS Resource Center Ohio is proud to receive support from individuals, foundations, corporations and public agencies across Ohio and beyond. Your dedication of our mission keeps us moving forward. The following donors made generous contributions of \$250 or more between July 1, 2014 and June 30, 2015. We are also grateful to those who made gifts of less than \$250.

If you are interested in supporting our life-saving work, please call the Development Office at (937) 510-9252.



Michele S. Gregory, Chief Advancement Officer

# THANKS TO OUR DONORS

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CareSource Foundation  
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Diabetes Association of Dayton Area  
GE Capital  
Grange Insurance  
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Lab Corp of America  
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Middle West Spirits, LLC  
Molina Healthcare  
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## \$100,000+

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Kettering Family Philanthropies  
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OhioHealth  
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## SPECIAL EVENTS

During the last year ARC Ohio hosted events throughout Ohio including the first ever statewide AIDS Walk Ohio with walks in Columbus, Dayton & Toledo. We were thrilled to have Ted Allen, host of "Chopped" serve as honorary chair. We also continue our longstanding collaboration with The Rubi Girls including the launch of the inaugural Newbi Rubi event. In FY15, in addition to Art for Life, Masquerage and AIDS Walk Ohio, we hosted or partnered with others on 22 events, including Lion Sings Tonight, The Show Must Go On, A Reason to Dine, Single & Bitter, Pints & Paintings, CATCO's Buyer & Cellar featuring Andrew Levitt, Fleur et Vin, Bearvilities and more which in total helped raise over \$1.16 million dollars.



## CAMPAIGN FOR HOPE

This year we successfully completed two major capital campaigns. The Campaign for Hope in Columbus and Dayton each met their \$1 million goal in support of the work of the Medical Centers & Pharmacies. The successes of the campaigns have brought hope to the lives of thousands of people living with HIV now and in the future who will have access to highest quality care at the ARC Ohio Medical Center and the chance for a long and healthy life. We could not be more grateful for our Campaign for Hope committees' leadership and each of the donors who made this possible.



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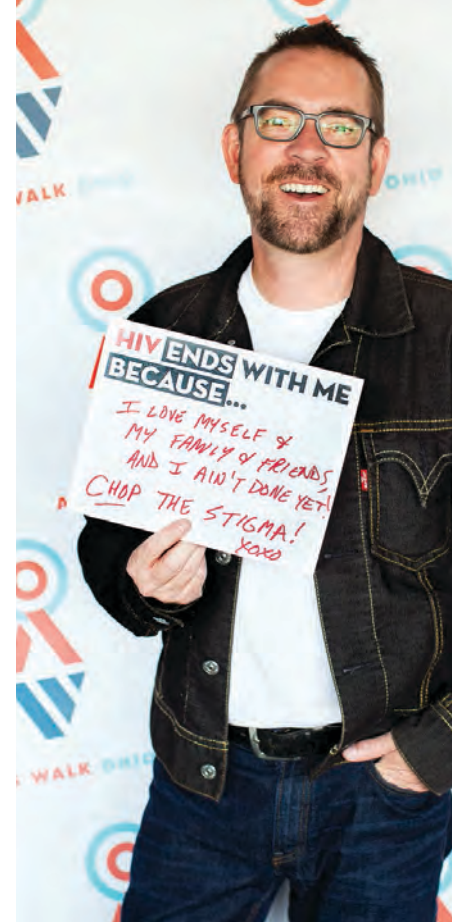
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#### **Dayton Medical Center**

Wright Health Building  
1222 S. Patterson Blvd.  
Suite 230  
Dayton, OH 45402  
(937) 853-3650

#### **Dayton Pharmacy**

Wright Health Building  
1222 S. Patterson Blvd.  
Suite 110  
Dayton, OH 45402  
(937) 424-1440

#### **Dayton**

The Kuhn's Building  
15 W. Fourth St.  
Suite 200  
Dayton, OH 45402  
(937) 461-2437

#### **Jackson**

200 E. Main St.  
Jackson, OH 45640  
(740) 331-9200

#### **Lima**

658 W. Market St.  
Suite 200  
Lima, OH 45801  
(419) 222-0827

#### **Mansfield**

410 Park Ave. West  
Suite 1  
Mansfield, OH 44906  
(419) 525-2437

#### **Newark**

The Woodlands  
195 Union St.  
Suite B-1  
Newark, OH 43055  
(740) 349-7066 Ext. 207

#### **Toledo**

3450 W. Central Ave.  
Suite 210  
Toledo, OH 43606  
(419) 241-9444