



# VERMONT CARES

**ON THE ROAD TO ZERO**



**2015 ANNUAL REPORT &  
SUMMARY OF ACHIEVEMENTS**



# From our Executive Director

Dear friends of Vermont CARES,

I write you after another inspiring year of growth and change for our organization, in which we've been able to more effectively serve thousands of Vermonters affected by HIV/AIDS. I'll start this summary with a profound thanks: you've made so much possible as we strive to keep so many healthy. We couldn't do this without you.

You'll see from our program summary pages that we've again done great work this year, thanks to solid staffing, motivated volunteers, and a community of leaders with HIV/AIDS who bear our standard ever forward toward better health outcomes and nation-leading HIV prevention. Of particular note this year, we've been growing our syringe exchange programs to some of Vermont's most rural corners, and this has allowed us to increase the number of used syringes we collect by 32%.

Because of you, we have been able to serve every Vermonter with HIV/AIDS who has come to us for support in the last year: thank you.

Isolated, lonely, scared, giving up, but still with a urge to fight: that last aspect was what I was able to hang our talk on. And for so many of those who we serve, we see this same feisty drive to self-care, this same learning we are all worth health and wellbeing, this same urge to learn about HIV/AIDS. We couldn't share this connection, or the resources needed to keep someone housed, fed, warm, and on life-saving medications, without your ongoing investment in our daily operations.

At this year-end, we urge you to support Vermont CARES again. Need is growing for our services – we've started serving 10 new people just in the last month – and we know we can always further permeate our communities with new knowledge about how to stay safe, and how to stay healthy.

I urge you to flip this report over and learn more about our "On the Road to Zero" campaign, which is advancing Vermont to zero new HIV infections by the year 2020, thanks to partnerships with so many other organizations that also touch on HIV/AIDS.

Come by and join us as a volunteer, get a free HIV test, or ask your questions about the virus: we're always here to help, in partnership with you.

Sincerely,



Peter Jacobsen, Executive Director





**147**

Clients housed or helped with housing assistance

**170**

HIV- positive clients served



**30** YEARS PROVIDING **CASE MANAGEMENT** SERVICES TO **PEOPLE** LIVING WITH **HIV** IN THE STATE OF **VERMONT**

**311**

Free rapid HIV tests offered



Use condoms correctly and consistently to protect you and your partner



**10,000**

Condoms distributed



## 231,500

syringes exchanged  
(up 32% from last year)

## 500

syringe  
exchange  
participants

(up 40% from last year)



**THE LARGEST SYRINGE EXCHANGE PROGRAM IN VERMONT**

**COVERING 8 COUNTIES**

**ABOUT 1 IN 4 NEW  
HIV INFECTIONS IS AMONG  
YOUTH AGES 13-24**



**MOST OF THEM DO NOT KNOW THEY ARE  
INFECTED, ARE NOT GETTING TREATED, AND CAN  
UNKNOWINGLY PASS THE VIRUS ON TO OTHERS**

## 2,500

College & High school students  
reached with our education program.

# Financials - Fiscal Year 2014-2015

## Summarized Statement of Activities for 2015 Fiscal Year\*

### Support & Revenue

Federal Grants	\$350,661
State Grants	\$265,649
Foundation Grants	\$72,000
Contributions	\$62,438
Events Income	\$61,314
United Way	\$11,181
Other	<u>\$15,430</u>
<b>Total Support &amp; Revenue</b>	<b>\$838,673</b>

### Expenses

Direct Services	\$503,327
Client Assistance	\$122,295
Prevention	\$118,564
Fundraising	\$76,308
Administration	\$14,769
<b>Total Expenses</b>	<b>\$835,265</b>
<b>Net Income</b>	<b>\$3,307</b>

## Statement of Financial Position at End of 2015 Fiscal Year\*

### Assets

#### Current Assets

Cash	\$15,740
Accounts Receivable	\$33,407
Other Current Assets	<u>\$2,000</u>
<b>Total Current Assets</b>	<b>\$51,146</b>

**Fixed Assets** **\$2,911**

**Total Assets** **\$54,057**

### Liabilities & Equity

#### Current Liabilities

Accounts Payable	\$1,197
Other Liabilities	\$34,106
Payroll Liabilities	<u>\$1,172</u>
<b>Total Current Liabilities</b>	<b>\$36,475</b>

#### Equity

Fund Balances	\$14,276
Net Income	\$3,307

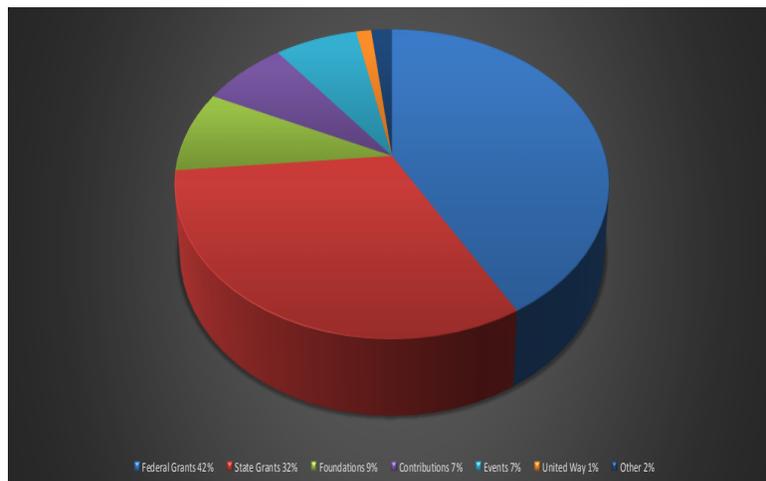
**Total Equity** **\$17,583**

**Total Liabilities & Equity** **\$54,057**

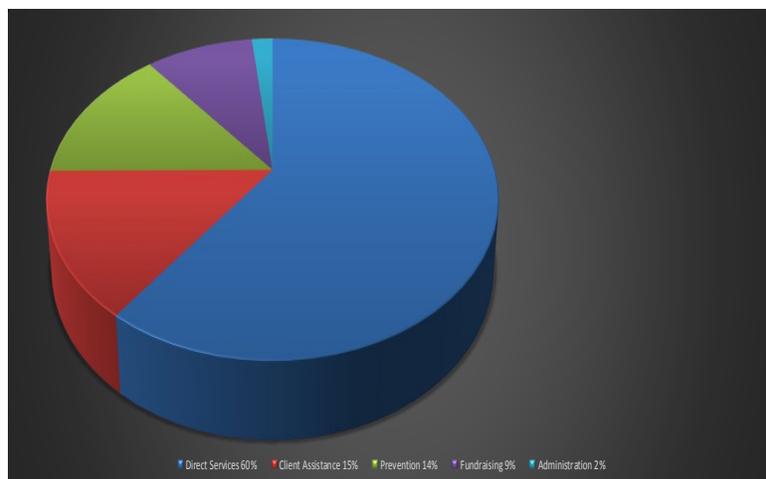
\*Unaudited at time of publication. Audited results will be available on [vtcares.org](http://vtcares.org) in early 2016.



## Support & Revenue



## Expenses



This was a strong year for Vermont CARES as we kept debt paid down, earned more income, and had more resources to spend on programs and client assistance. Our goal is consistently to earn enough money that we have a small reserve, and this was a step toward that goal, thanks to your help we'll be strong for the foreseeable future.

## Staff

### Burlington

**Peter Jacobsen**  
Executive Director

**Melissa Farr \***  
Services Program Director

**Christian Pinillos**  
Marketing & Events Manager

**Jose Davila**  
Medical Case Manager &  
Program Specialist, Dalton Drive

**Kathy Hennis**  
Prevention Specialist

**Kim Irish-Aldrich \***  
Medical Case Manager

**Laura Gagnon**  
Medical Case Manager

**David Mbau \***  
Medical Case Manager

**Carol Altobelli**  
Program Assistant & Bookkeeper

### Montpelier

**Kim Jacobs**  
Medical Case Manager

**Sidney Lieb \***  
Medical Case Manager

### Rutland

**Mary Kathryn Charbonneau**  
Regional Coordinator

### St. Johnsbury

**Theresa Vezina**  
Regional Coordinator

\* Departed during the fiscal year

## Board of Directors

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Colchester, VT

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**John Fox**  
Montpelier, VT

**Tony Periello**  
Burlington, VT

**Billy Thompson**  
St. Albans, VT

**Don Grabowski \***  
Montpelier, VT



### State and Federal Funding

Vermont Department of Health  
VT Housing & Conservation  
Board  
Burlington Housing Authority  
Champlain Valley Office of  
Economic Opportunity

### Donors

#### **\$5,000 and Above**

Amy Tarrant  
Estate of Julie F. Cooper  
Broadway Cares/Equity  
Fights AIDS  
Chembio Diagnostic Systems  
Johnson & Johnson  
The M.A.C. AIDS Fund  
Gamma Mu Foundation  
The Samara Fund

#### **\$2,000 to \$5,000**

Berlin City Auto Group  
United Way of Chittenden County  
Macy's, Inc.  
Dok Wright & Michael Gorges  
Donna & Thomas Sheppard  
Marie Thresher & Robert Orem  
United Way of Rutland County,  
Inc.  
Green Mountain United Way  
Tim Palmer  
Macy's  
James & Kristin Burns  
Merchants Bank  
Esox / Atwater Kent, Inc.  
Town of Essex  
Sondra E. Solomon, Ph.D

Ben & Jerry's Foundation  
BlueCross BlueShield of Vermont  
Kinney Drugs Foundation  
WowToyz  
Elizabeth Steele  
National Life Group

#### **\$1,000 to \$2,000**

Bruce & Lillian Venner  
People's United Bank  
Ron Warren & Nick Borelli  
Kim O'Brien Corley  
Charlotte L. McCorkel  
City Market  
Goldman, Sachs & Co.  
VLS Alliance  
The Farrell Distributing  
Corporation  
Peter Jacobsen  
Ron Manganiello & Ellen  
Bernstein  
Keith Goslant  
Concept 2, Inc.  
Seventh Generation  
Town of Jericho  
Michael Conley  
The Vermont Eastern Star Home,  
Inc.  
Grace Congregational United  
Church of Christ

#### **\$500 to \$1,000**

Jennifer Gregg & Tawnya  
McDonald  
Michael & Elizabeth Fife  
Town of Williston  
Bank of America  
Bennett Law & Tom Bivins  
Michael W Schultz  
Fundraising 101 / Santa Night



We apologize for any oversights or misspellings in this report.  
Please let us know how to correct any errors

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 Town of Hinesburg  
 Margaret Skinner  
 Oakas LLC  
 Anthony M. Perriello  
 David & Michelle Roel  
 John H Hamilton  
 Jacky DeForge  
 NY Community Trust / Lion and  
 Hare Fund  
 UVM Medical Center  
 Mia Beer  
 Timothy Cropley  
 City of Winooski  
 Barry Heath & Jennifer Laurent  
 Janine & Paul Jacobs  
 Edward Manganiello  
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 Eugene Richards

**\$200 to \$500**

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 Marjorie Ryerson  
 Liz Shayne & Tiffany Bluemle  
 Rainbow Woods On The River  
 Anthony Godek  
 Town of Wells  
 Joseph A. Giancola  
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 OraSure Technologies, Inc.  
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 Dana Gratton & Vincent Samek  
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 Joel Goldberg & Barbara  
 Burroughs  
 Gerald Heffernan  
 Alan M. Levine  
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 Gordon Miller  
 Michael Morton  
 Jean and Charles Siegchrist

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 Mark Rowell & Amy Stuart  
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 Daniel Brink  
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 Town of East Montpelier  
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 Lang Associates Inc.  
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 JustGive  
 Lavalley Rutland/Ludlow  
 Building Supply  
 Midstate Dodge  
 Michael & Marion E Abajian  
 Sharon & Gerald Anderson  
 Alexandra Baker & Ken Wilkins

We apologize for any oversights or misspellings in this report.  
 Please let us know how to correct any errors

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 Catherine Ruley  
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 Joseph Curvy Walls  
 Richard D. Whittlesey  
 Mary Kathryn Charbonneau  
 Frances B Hall  
 Hallie Haupt

Many supporters find creative ways to keep CARES strong, such as our long-time ally Keith Goslant, who officiates weddings and asks that donations be made to CARES in lieu of a marriage fee. Realtors such as Bill Desautels similarly make donations in lieu of "Welcome home" gifts. Thanks to all of you for keeping our clients in your thoughts!

We apologize for any oversights or misspellings in this report. Please let us know how to correct any errors

# Vermont CARES: On the Road to Zero

We believe we can do better. We believe Vermont can identify who might still be transmitting HIV, work with them to manage their health and that of their partners, and bring the number of new cases to **zero** over a five-year period. To meet this goal will require the involvement of medical providers, the Vermont Department of Health, other community based organizations, and especially the leadership of Vermonters with HIV/AIDS.

**Our First Steps:** Because the spread of HIV involves both people with the virus, and people at risk of infection, this campaign definitionally will require working simultaneously and consistently on many fronts with many groups of people statewide. Specifically, this campaign will involve the following action steps:

## Increase medical care and support for people with HIV/AIDS:

- Increase programs for people with HIV/AIDS to keep them on medications so they, and their partners, are healthy.
- Increase medical programs so more Vermonters with HIV/AIDS are virally suppressed, and less likely to spread HIV.
- Increase AIDS housing options so that we break the link of HIV and homelessness.
- Engage people with HIV who have been lost from care, or who don't yet know they have HIV.

## Increase HIV prevention efforts in each corner of our state:

- Increase condom distribution to stop sexual transmission of HIV.
- Increase HIV testing so anyone with HIV can easily learn their status to stay healthier longer.
- Increase syringe exchange access across the state so that people who use injection drugs no longer have to share equipment.
- Increase community awareness about biomedical interventions that stop HIV, such as PrEP medication.

## Increase statewide advocacy and awareness around HIV/AIDS:

- Reduce stigma around discussing HIV risks with partners, and stigma around testing for HIV.
- Normalize routine HIV testing for all those at risk through sexual or injection drug using behaviors.
- Campaign to increase political and public support for programs that serve injection drug users' whole health, including syringe exchange, overdose prevention programs, and recovery and treatment options.

When all these projects are fully rolled out over the coming years across all of Vermont, we'll be able to engage every person with HIV, or at risk of HIV. Our expanded programs will keep *everyone* healthy, and through this we are confident we can incrementally reduce the impact of HIV/AIDS in Vermont. Our goal will be to update the public on this campaign quarterly through our website and broad events. Stay tuned for more updates, and visit our offices or website for more information about how you can help lead our state to better HIV/AIDS health.



# Vermont CARES: On the Road to Zero

Imagine Vermont with no new HIV infections. A state that takes superlative care of our neighbors with HIV or AIDS. A state role modeling how to take what was once a public health crisis and manage AIDS with courage and proactive planning. At Vermont CARES, we believe this is possible, and we are taking the first steps.

For the past year, we've been rolling out this new campaign across Vermont by reaching out to supporters, allies, and other groups working in related fields. We call this our "On the Road to Zero" campaign, and the goal is revolutionary: ending new HIV infections across every community in our state by the year 2020.

The following outline details how Vermont CARES envisions getting Vermont to zero new HIV cases. As this campaign progresses, we will update and revise strategies and outcomes, but always with the same goal in mind: that Vermont leads the nation in stopping the spread of HIV. We believe this is socially and medically possible, and we believe the time is now.



**Background:** HIV has been a factor for public and individual health in our state for over 30 years, and the state's response has been strong and effective. Vermont currently boasts health outcomes for people with HIV or an AIDS diagnosis much better than people with HIV/AIDS in other states. With strong medication support programs, medical case management, and AIDS housing programs, Vermont is already a leader in caring for those who most need support to manage their HIV. People who can manage their HIV effectively are more likely to stay healthy and connected to community longer, and are far less likely to transmit HIV to others.

Similarly, in terms of prevention, Vermont has been a leader for years innovating rural health outreach programs designed to reach those at highest risk of HIV. In Vermont, those populations chiefly include gay and bisexual men and other men who have sex with men, injection drug users, and heterosexual women. Through education, prevention workshops, syringe exchange, peer-based motivational programs, broad access to HIV testing, and other grassroots efforts, Vermont is now seeing roughly 20 new HIV cases annually. New infections are already in decline, but when we're honest with ourselves, we really want nobody to get HIV if they don't need to.

The Vermont Department of Health estimates that roughly 60-70 Vermonters have HIV but don't know it. We believe we can use our network of HIV testing and client services to identify these people who might accidentally transmit the virus, and get them into care quickly. Currently, these are the individuals most likely to spread HIV, even if unintentionally: not being on medication has a significant impact on risk to others.

Vermont CARES' Plan to Lead Vermont to Zero New HIV Infections by 2020

# ON THE ROAD TO ZERO

