

VERMONT CARES

Committee for AIDS Resources, Education & Services

Annual Report 2010



A Summary of our Successes, Leadership, Supporters, and Finances for Fiscal Year 2010

Pictured above: Vermont CARES supporters photographed July 2010

Vermont CARES P.O. Box 5248 Burlington, VT 05402

www.vtcares.org

800/649-2437

Big Questions in a Small State: Vermont CARES 2010

How do you keep HIV prevention on people's "front burner" when many think medicine borders on a cure?

Why does HIV case management focus on basic human needs like housing?

Why does HIV still seem to affect some groups of people more than others?

Most of all: **what is Vermont CARES doing to make a difference?**

These are questions we hear every day, not just from the communities we serve, but in our HIV testing sites, in cars as we drive people to medical appointments, and in the statehouse as we advocate for social change.

We know the work we do changes lives for the better across the state. Each day we see people getting and staying well, securing essential resources so they can focus on their HIV health, learning about how to reduce their HIV risks, and creating networks of support with families and loved ones.

In our annual reports, our mailings, our Facebook posts, our blog entries, and our public events, we relay these stories and experiences to you. You should know that by contributing time, energy, enthusiasm, and financial resources to Vermont CARES, all of this positive change is making a difference.

This year, we are using this report to highlight:

- Expanding who we serve through our HIV/AIDS services program
- Why sharing HIV information and life stories across the state is our most effective prevention tool
- Vermont CARES' amazing volunteers who make our work possible

You'll see that HIV care remains compassionate and driven by complex evolving needs. While day to day client needs may be complicated, caring for someone who is sick and working to help themselves is one of the simplest acts of humanity any of us can offer. Further, you'll see....

... that HIV prevention still offers simple, digestible facts, presented clearly, with one goal: to make sure we all have the information we need to stay negative or to keep others from becoming HIV-positive.

... that ensuring housing, food, and medicine transcends all the other care and support work we offer. Without basics, HIV care proves impossible.

... that we work with all people at risk of HIV, and focus our energy on our neighbors who most need information, HIV prevention skills, and HIV testing.

... and that **you make all of this good work across the spectrum of HIV needs in our state possible.**

We love hearing from you. Your ideas and investments keep us vital and serving more Vermonters annually with these critical HIV-related services. Call us any time to learn more about how you can help. We can be reached at 802/863-2437.

We appreciate having you as a partner in this ongoing effort,



Peter Jacobsen
Executive Director

Volunteers and Donors Help Vermont CARES Reach Thousands



Each year volunteers drive the engines of our programs and outreach efforts, helping us reach more Vermonters than we ever could as staff alone. In our last year, volunteers donated more than 4,000 hours to keep Vermont CARES moving forward to our shared goals.

Above: Champ Ride volunteers and riders at a Pre-Ride Past Dinner hosted by our Board of Directors

Below: Soggy but happy Champ Rider!

Bottom: Volunteers wrap gifts in the Burlington Town Center mall each December to raise money for our work

Top: We passed out 6,000 red ribbons this year for World AIDS Day thanks to dozens of volunteers tabling around the state

Below: Volunteers supporting riders along the Champ Ride

Bottom: Board members hosting a dinner party to raise money and awareness

Volunteers inspire us by offering the following:

- Sharing stories of living with HIV in our Speakers' Bureau in schools,
- Offering support in our big fundraising events during the year
- Leading the organization through our Board of Directors,
- Staffing info tables around the state,
- Answering phones at our front desk
- Redesigning our website
- Offering HIV testing
- Staffing our syringe exchange in St. Johnsbury



Vermont CARES' HIV Prevention Programs

Preventing the further spread of HIV/AIDS in Vermont may seem like a daunting task. Here at Vermont CARES, we take this part of our mission very seriously and work tirelessly to educate Vermonters about strategies to reduce their risks. This year, we reached over 3,800 individuals with our prevention education messages. These informative, dynamic, and practical HIV 101 presentations are offered in a wide variety of venues such as: high schools, colleges, universities, technical schools, substance abuse recovery centers, drug treatment courts, and many others. Armed with the facts about HIV/AIDS, we know that individuals make better and healthier decisions about their lives.

But learning the facts can only teach so much; hearing the life story of a person living with HIV/AIDS is the most powerful prevention tool we have. That is why this year, Vermont CARES is so proud to present the release of our film, "Breaking Barriers, Fighting Stigma." In this 40 minute video, the personal stories of six individuals are woven together to create a really touching portrait about what it is like to live with HIV/AIDS in today's world. Topics discussed include: the shock of being diagnosed with HIV, telling family and friends of their status, how being infected changed the paths of their lives, and what daily life looks like now. "Breaking Barriers, Fighting Stigma" provides a look at the human side of HIV/AIDS. It promotes compassion for those living with HIV while at the same time providing strong motivation to prevent any further infections. Please check it out at: www.vtcares.org. Copies of the video are also available at our office, email roy@vtcares.org for more information.

Breaking Barriers



Fighting Stigma

Vermont CARES' HIV/AIDS Services

So, why focus our support services for people with HIV/AIDS on the most basic needs? When so many systems in the U.S. are geared to offering health care and housing for those with resources, wealth, and access, the safety and support net Vermont CARES can offer is vital.

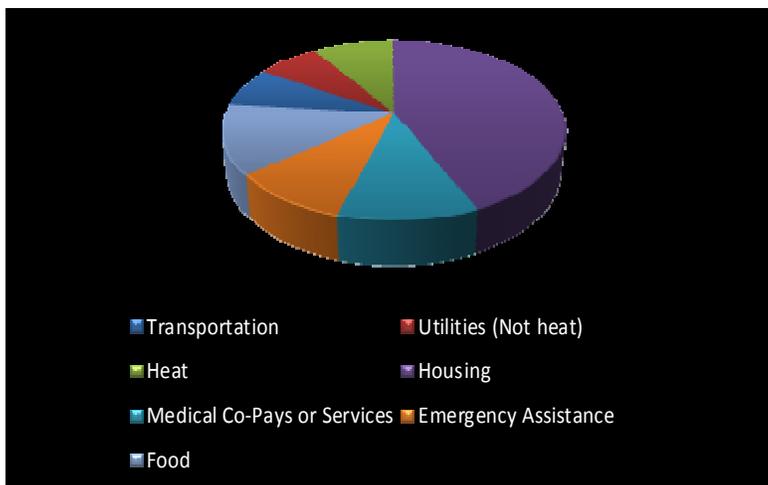
Consider the following:

- An HIV or AIDS diagnosis – still 30 years into this epidemic – can jeopardize employment because of illness, medical side effects, or [very illegal] job discrimination. A job can be hard to find, keep, or maintain living with AIDS.
- According to the CDC as of July 2010, “In this country, HIV clearly strikes the economically disadvantaged in a devastating way.”
- Whether caused by or as a result of, HIV and poverty are – in this country and globally – intrinsically and insidiously linked.

We know that Vermont also has people of means living with HIV/AIDS, and we certainly offer support to many of these Vermonters as well. In terms of equalizing the playing field, reducing barriers, and creating a healthcare system that respects the rights of all people with HIV/AIDS, we have chosen for more than 20 years to focus on disadvantaged communities through service, advocacy, and working to change systems of care and access.

Keeping someone’s HIV treatment “on track” only takes a small investment (an average of roughly \$3,500 per person per year), and saves millions of dollars in our state. When evaluating the impact of programs that change and save lives, as compared to the government and private dollars required to do so, we think you’ll agree this focus, and this investment, is entirely the right one.

Highlight on HIV Emergency Assistance



The chart to the left breaks out visibly how emergency assistance at Vermont CARES was spent in FY2010. Of the roughly \$82,000 we spent to directly assist people living with HIV/AIDS, the majority was devoted to vital costs to keep safely and permanently housed. The MAC AIDS Fund and Broadway CARES supported these endeavors, and we are grateful for their support in this year of continued recession and higher unemployment.

Additionally, one in six dollars was spent to support medical services and co-pays, and this funding was augmented by a new grant from the Rite Aid Foundation; we are grateful for their investment in expanding HIV wellness.

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| Twin States Network | Vermont Center for Independent Living |
| VT People with AIDS Coalition | Champlain Valley Agency on Aging |
| Vermont Department of Health | Vermont Respite House |
| Vermont Housing & Conservation Board | Visiting Nurse Association |
| Champlain Housing Trust | Healthcare is a Human Right Campaign |
| Burlington Housing Authority | Vermont Workers' Center |
| Vermont State Housing Authority | Meals on Wheels |
| Committee on Temporary Shelter | Area Food Shelves |
| Recycle North | Vermont Foodbank |
| Champlain Valley Office of Economic Opportunity | Joint Urban Ministries Program |
| Fletcher Allen Healthcare | Salvation Army |
| Dartmouth Hitchcock Medical Center | St. Joseph's House |
| Rutland Regional Medical Center | Catholic Charities |
| Northeastern Vermont Medical Center | Lions Club |
| Community Health Center | Social Security Administration |
| Howard Mental Health | Veteran's Affairs Offices and Hospital |
| The Office of Senator Bernie Sanders | Planned Parenthood: Northern New England |
| The Office of Senator Patrick Leahy | Women's Rape Crisis Center |
| The Office of Congressman Peter Welch | Women Helping Battered Women |
| Outright Vermont | Umbrella |
| RU12? Community Center | SafeSpace |
| Vermont Trans Action | First Congregational Churches |
| Vermont Freedom to Marry | United Universalist Church |
| Maple Leaf Farms | University of Vermont |
| Rutland Drug Court | St. Michael's College |
| Serenity House | Middlebury College |
| Evergreen Substance Abuse Center | Green Mountain College |
| | Castleton State College |
| | Johnson State College |

Board of Directors

Anise Richey — Chair
 Charlotte McCorkel — Vice Chair
 Steven Cooley — Treasurer
 Beth DeBernardi — Secretary
 Dok Wright — At-Large Board Member
 Anne Van Donsel — Board Member
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 Sondra E. Solomon — Hon. Board Member
 Sarah Woodard — Board Member*
 Kurt M. Pickett — Board Member*
 Craig Wells — Board Member*
 Gregory Ramos — Board Member*
 Chris Fletcher — Board Member*

Vermont CARES Staff

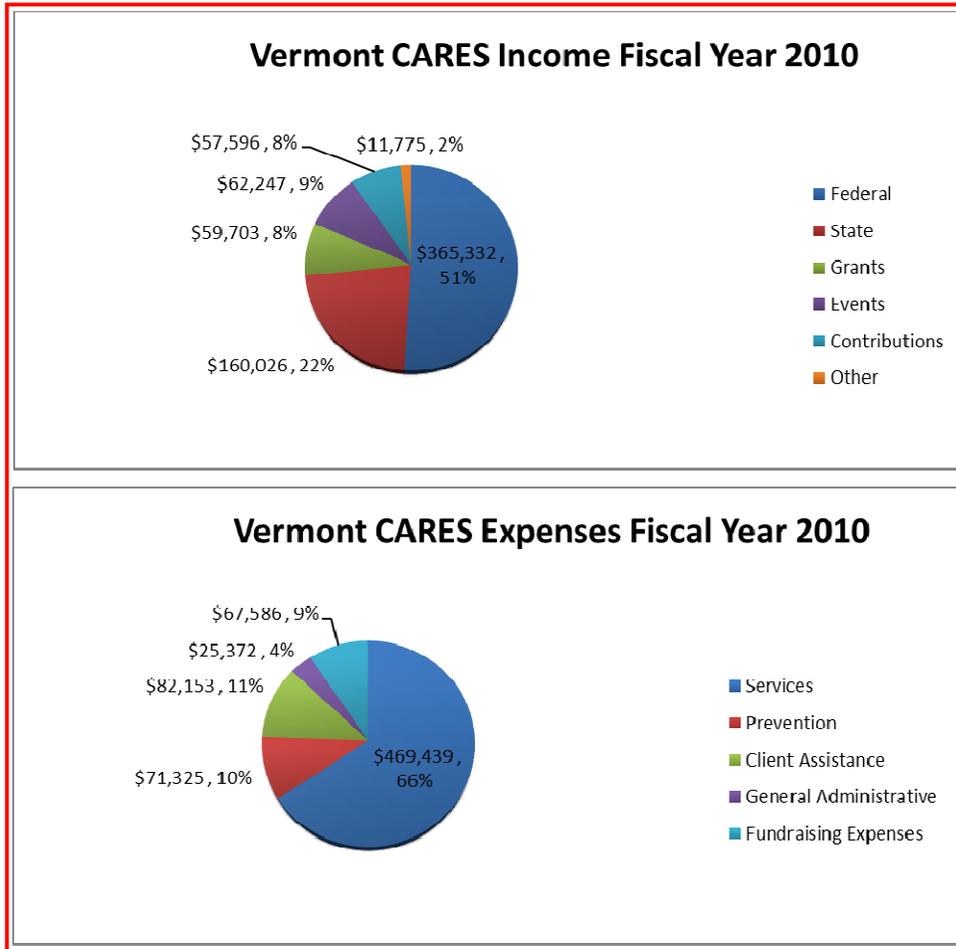
Peter Jacobsen — Executive Director
 Shayne Galloway — Prevention Director
 Melissa Farr — Services Director
 Judy Raven — Development Director**
 Wendy Kenny — Financial Consultant
 Roy Belcher — Anti-Stigma Specialist
 Mary Kathryn Charbonneau — Program Specialist
 Angela Madonia — Program Specialist**
 Kara Casey — Program Specialist
 Jose Davila — Program Specialist
 Penni Cleverley — Program Specialist

* Term Expired After Fiscal Year End
 **Staff no longer with Vermont CARES

Vermont CARES Administrative Contact Info

For inquiries about this report, our outcomes, or our finances from Fiscal Year 2010, please contact our Burlington office at 187 St. Paul Street (P. O. Box 5248) Burlington, VT 05402. Much of our financial and accountability information is listed on our website at www.vtcares.org, including past annual reports, audited financial records, and many of our publications. Our phone number for such inquiries is 802/863.2437.

Financial Results FY2010*



Preliminary Financial Analysis FY2010*

An overview of Vermont CARES' finances reflect a strong year of fundraising, expanded contracts with government contractors, and costs held in check. In addition to ending the year with solid cash flow, we also invested roughly \$10,000 in upgrading technology so that our staff can work more efficiently in smaller regional offices across the state. These new assets, combined with fewer losses of cash throughout the year, mean our balance sheet is looking stronger this year than in the past.

Strict financial policies and procedures are led by the Board of Directors, management staff, and an outside auditing firm. These help us ensure grant and contract compliance, fiduciary responsibility, and the stability of programs to the thousands of Vermonters we serve annually. We are proud to report that one in nine dollars raised directly supports emergency assistance of some sort for people with HIV/AIDS. Because our Board of Directors and other volunteers are taking leadership roles in fundraising, this means we can focus more resources on programs and advocacy, and our overhead costs (fundraising and administrative expenses) are down considerably this year over last year.

Our budget for FY2011 (starting 1 October 2010) anticipates a 4% growth in revenue and expenses to meet program needs.

* As of publication we are awaiting final audited financials from our auditors, JMM Associates in Burlington, VT. These are due by November 15, 2010. We will repost and publish a final version of this report with audited financials upon completion of that report. Annually, we also post our audited financials online, at www.vtcares.org.