2015 ANNUAL REPORT & SUMMARY OF ACHIEVEMENTS
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%.

But before those facts and figures, here’s why we get into our offices around the state each morning. We do this work every day because we know the impact of working in partnership with HIV-positive Vermonters who simply need a little bit of help, a little bit of understanding. I was privileged to be the first point of contact last week with a woman who received a simultaneous HIV and AIDS diagnosis 9 years ago, when she gave birth to a daughter who, thankfully, remains HIV-negative.

She was given this health information but not the context about how to manage HIV, or how to become healthier. As a result, she tearfully disclosed to me, she’s spent 9 years thinking each day would be her last. She reached out to us as a last resort, and even in just the first hour of phone conversation I was able to dispel the myth she would be passing soon, and I was able to steer her to new health care and especially HIV care.

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
**Program Impacts 2014-2015**

- **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
- **10,000** Condoms distributed
### Program Impacts 2014-2015

**231,500**

syringes exchanged  
(up 32% from last year)

**500**

syringe exchange participants  
(up 40% from last year)

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**THE LARGEST SYRINGE EXCHANGE PROGRAM IN VERMONT**

COVERING 8 COUNTIES

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**2,500**

College & High school students reached with our education program.

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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.
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 $15,430
Total Support & Revenue $838,673

Expenses

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

Statement of Financial Position at End of 2015 Fiscal Year*

Assets

Current Assets
Cash $15,740
Accounts Receivable $33,407
Other Current Assets $2,000
Total Current Assets $51,146
Fixed Assets $2,911
Total Assets $54,057

Liabilities & Equity

Current Liabilities
Accounts Payable $1,197
Other Liabilities $34,106
Payroll Liabilities $1,172
Total Current Liabilities $36,475
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 in early 2016.

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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Williston, VT
Nicole Junjulas
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Tony Godek *
Burlington, VT
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

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.
Many supporters find creative ways to keep CARES strong, such as our long-time ally Keith Goslain, 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.
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:**

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

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/AIDS. 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/AIDS.

VERMONT CARES: On the Road to Zero

Our expanded programs will keep everyone healthy, and through this we are confident we can incrementally reduce the impact of HIV/AIDS. 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/AIDS.

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
Imagine Vermont with no new HIV infections. A state that takes superlative care of our neighbors with HIV or AIDS. A state r
ole modeling how to take what was once a public health crisis and manage AIDS with courage and proactive planning. At Vermont CARES, we believ
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
other related fields. We call this our “On the Road to Zero” campaign, and the goal is revolutionary: ending new HIV infections across every community.

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.

Background: Vermont currently boasts the lowest rates of HIV in the nation for people who have HIV or AIDS. In Vermont, the populations chiefly include gay and bisexual men and other men who have sex with men. Infection rates are lower in other communities, but the challenge is to reach those at risk.

Vermont CARES: On the Road to Zero