



2016 ANNUAL REPORT & PROGRESS ON OUR 'ROAD TO ZERO'

# With our thanks for all you make possible...

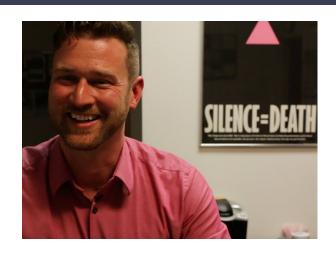


### From our Executive Director

Dear community surrounding Vermont CARES,

A year or so ago, we launched a new campaign to lead our state to be the first in the nation with no new HIV infections. What an inspiring year this has been, as we've experimented with new programs, reached new people in need, and honed in on the science and results that make our work so special and so impactful for those we serve.

As we spark dialogues with new communities around our state – some of the most urban and most rural regions at risk of the virus in the United States – we are reminded constantly that while <u>tremendous</u> advances have been made in the 30 years Vermont CARES has grown and thrived, we also have much work to do. And that work must continue to evolve to meet changing needs.



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.

As an example, when we first started in 1986, stigma around injection drug use was such that we couldn't imagine developing an entire position just to meet their unique HIV and hepatitis C risks and needs. Homelessness due to HIV or an AIDS diagnosis was so different that it took a decade to build out the first rural AIDS housing in our region. And lastly, the partnerships we needed to nurture in those years were definitionally geared toward end of life services, whereas now we are focused on health and stopping the spread of this virus.

We were reminded recently of why our work remains so touching, through a constant and quiet thread of our work all these decades. We've for many years served people who want their stories obscured, who fear what will happen if others learn they have HIV. Maybe they had friends who died alone, or had family who were frightened when they first learned of this status. Despite all our progresses socially, politically, and medically, we still serve people in their last months and weeks and days: such was the case this fall, when we lost a long-term survivor who passed of a disease of old age, rather than AIDS itself. He used our

services, taught and inspired our case managers, and died quietly, family only learning after the fact of his condition.

It's an odd thing: knowing and helping someone so intimately, and yet often in the shadows. We know each day that our work makes a real human impact, yet so little of what we do lends itself to photo shoots or testimonials. That's why this annual report features so many smiling event images: we are entrusted with keeping secrets, guarding stories, and serving unconditionally those who need us most.

At this year-end, <u>we need you</u> to support Vermont CARES again. As we stop the further spread of HIV in our communities with bold voices in the Statehouse and Town Meetings, we remain committed as well to the beautiful, quiet, structural work we do.

Come by and join us as a volunteer, get a free HIV test, or ask any questions (we've heard them all, I sometimes think!). We're always gratefully here to help, in partnership with you.

With warm thanks,

Peter Jacobsen
Executive Director



JOIN VERMONT CARES AT OUR ANNUAL

# LIVE & SILENT AUCTION

HOSTED BY THE HOUSE OF LEMAY SATURDAY, MARCH 11TH, 2017 DOORS OPEN AT 7:00 PM ESSEX RESORT AND SPA

\$40 PRE-REGISTRATION COMPLIMENTARY FOOD & DRINKS TICKETS AVAILABLE AT WWW.VTCARES.ORG

# VT CARES PROGRAM IMPACTS

WE PROVIDED SUPPORT AND SERVICE TO OVER 175 HIV-POSITIVE VERMONTERS, INCLUDING:

- HOUSING ASSISTANCE—EITHER DIRECTLY HOUSING OR PAYING FOR RENTS OR MORTGAGE—TO 80% OF OUR CLIENTS;
- MEDICAL CASE MANAGEMENT TO FOCUS ON HEALTH & WELLNESS:
- HELP PAYING FOR FOOD, MEDICINE, AND OTHER BASIC HUMAN NEEDS.

#### WE EXPANDED HIV PREVENTION ACROSS VERMONT BY:

- PERFORMED 375 HIV TESTS IN 2015, 76% TO HIGH-RISK INDIVIDUALS;
- DISTRIBUTING 12,000 CONDOMS AND OTHER SAFER-SEX MATERIALS;
- HAVING OVER 200 CONVERSATIONS WITH HIGH RISK INDIVIDUALS ABOUT HIV PREVENTION MEDICATION (PREP), AND REFERRING TO PRESCRIBING PROVIDERS AS APPROPRIATE.

# WE EDUCATED OVER OVER 2,400 HIGH SCHOOL AND COLLEGE STUDENTS ABOUT HIV BASICS:

- THROUGH ON-SITE, AGE APPROPRIATE HIV EDUCATION;
- WITH FREE AND ANONYMOUS HIV TESTING;
- AND PROVIDED FREE SAFE-SEX SUPPLIES AND DEMONSTRATIONS.

# WE PROVIDED ANONYMOUS AND FREE NEEDLE EXCHANGE IN 8 COUNTIES, SPECIFICALLY OFFERING:

- 2 EXCHANGE OFFICES AND 3 MOBILE CLINICS;
- 700 SYRINGE EXCHANGE PARTICIPANTS (40% INCREASE FROM 2015);
- OVER **312,000** SYRINGES EXCHANGED (UP **35**% FROM LAST 2015).



### Financials - Fiscal Year 2015-2016

# Summarized Statement of Activities for 2016 Fiscal Year\*

#### **Support & Revenue**

Total Support & Revenue	\$860.374
Other	<u>\$35,261</u>
United Way	\$4,077
Events Income	\$57,634
Contributions	\$25,046
Foundation Grants	\$83,700
State Grants	\$294,949
Federal Grants	\$359,707

#### **Expenses**

Net Income	(\$20,068)
Total Expenses	\$880,446
Administration	\$13,632
Fundraising	\$79,809
Prevention	\$155,808
Client Assistance	\$111,454
Direct Services	\$519,743

## Statement of Financial Position at End of 2016 Fiscal Year\*

#### **Assets**

#### **Current Assets**

Total Assets	\$96,128
Fixed Assets	\$4,343
<b>Total Current Assets</b>	\$91,785
Other Current Assets	<u>\$2,000</u>
Accounts Receivable	\$82,607
Cash	\$7,177

#### **Liabilities & Equity**

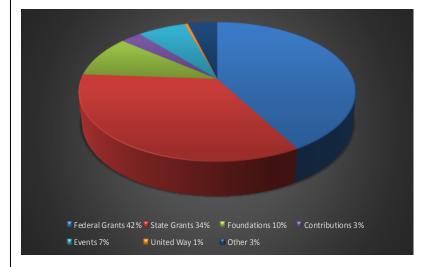
#### **Current Liabilities**

Current Elabilities	
Accounts Payable	\$1,160
Other Liabilities	\$97,642
Payroll Liabilities	\$6,733
<b>Total Current Liabilities</b>	\$104,374
Equity	
Fund Balances	\$10,662
Net Income	(\$20,068)
Total Equity	\$9,407
<b>Total Liabilities &amp; Equity</b>	\$96,128

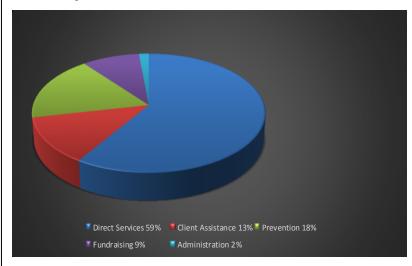
<sup>\*</sup>Unaudited at time of publication. Audited results will be available on vtcares.org in early 2017.

# XVERMONTCARES

#### **Support & Revenue**



#### **Expenses**



Vermont CARES is committed to strengthening our financial standing as we look forward into a future with many new program prospects, as well as new revenue options. We have diversified our funding, and will continue to do so, and are proud of this fiscal year, despite expenses outstripping income. Our major deficit this year was in unrestricted gifts, so we will expand those asks.

#### **Staff**

#### **Burlington**

Peter Jacobsen

**Executive Director** 

Jean Sienkewicz

Services Program Director

**Christian Pinillos** 

Marketing & Events Manager

Jose Davila

Medical Case Manager & Program Specialist, Dalton Drive

**Kathy Hennis** 

**Prevention Specialist** 

**Alex Gagnon** 

Medical Case Manager

**Adessa Yeager** 

Medical Case Manager

**Carol Altobelli** 

Program Assistant & Bookkeeper

Montpelier

Kim Jacobs

**Regional Coordinator** 

Rutland

Mary Kathryn Charbonneau

**Regional Coordinator** 

St. Johnsbury

**Amy Trage** 

**Regional Coordinator** 

Theresa Vezina

Harm Prevention Director

\* Departed during the fiscal year

#### **BOARD OF DIRECTORS**

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Tim Palmer

#### **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

Macy's Corporate Services, Inc.

Atwater Kent, Inc.
Square
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Global Foundries
United Way of Chittenden County
Pfizer Foundation Matching Gifts
Program
Amy Tarrant
Vermont Community Foundation
Estate of Julie F. Cooper
Gilead Sciences, Inc.
Gamma Mu Foundation
Chembio Diagnostic Systems, Inc.
Johnson & Johnson Corporation

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

BlueCross BlueShield of Vermont WowToyz Berlin City Auto Group Elizabeth Steele Bennett E. Law HIV/HCV Resource Center Charlotte L. McCorkel Marie Thresher & Robert Orem Goldman, Sachs & Co. Matching Gift Program
Kinney Drugs Foundation, Inc.
National Life Group
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Green Mountain United Way
Twin States Network
James Burns and Kristin Burns
Dok Wright and Michael Gorges
Vermont PWA Coalition
Labatt USA
Samara Foundation of Vermont

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

Seventh Generation

The University of Vermont Medical Center, Inc. Michael Conley City of Winooski Patricia Fontaine The Vermont Eastern Star Home, Inc. Kathleen A. McCorkel Blue Cross and Blue Shield of Vermont **Grace Congregational United** Church of Christ David & Michelle Rath Concept 2, Inc. The Farrell Distributing Corporation **VLS Alliance** Fundraising 101 LLC DBA Santa

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

Night Town of Jericho City Market Ron Manganiello & Ellen Bernstein People's United Bank

First Comp/Markel Ins Co

\$500 to \$1,000

Medical College of Wisconsin New York Community Trust - Lion and Hare Fund **UVM Medical Center** Milton Town School District Mia Beer

Barry Heath & Jennifer Laurent

**Edward Manganiello** Daniel McGibney

Main Street Landing Company

**Eugene Richards** John H Hamilton Mr Anthony Godek Emily R. Jones Dorrie & Perry Rosen **Champlain Housing Trust** The Shavne Foundation

Town of Wells

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Jacky DeForge

Riverside Hospitality Group Anthony M. Perriello Scot Barker & Rebecca Holt

Oakas LLc

ProSight Specialty Insurance Co

Town of Hinesburg Margaret Skinner Jeffrey Dinerman Janine and Paul Jacobs Michael W Schultz Jace Sheppard Almartin Volvo

The Bank Of America Foundation

Town of Williston John Thomsen Michael Fife Anise Richey

\$200 to \$500

Schwab Charitable Fund Raymond Applebee Richard & Rose Colletti Donald and Judith Dickson Alan Dolderer

Sandra and John Dooley Jonathan & Lori Genderson

Nathan Hine

Robert D Lundholm

Donald R McIntyre

Moretti & Johnny Rockstar

**David Ricketts** 

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Ann Gaillard Dana Gratton

Union Church of Proctor

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Andrea Rogers and R. Avery Hall Spencer and Serena Taylor Gerald & Brenda Trackim Miss Martha F Stromme Jaqueline Deforde Richard Genderson & Staci

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Kathleen McFadden

Erika L Baldasaro & Jason

P Baldasaro

Don Eggert and Shawn Lipenski

Marjorie Ryerson

\$100 to \$200

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JustGive

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Lambert

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Lynne Bond Linda J Carroll Joshua Chaikin Austin C. Cleaves

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John Crane & David L. Chambers

Dolly Mazza Designs Valerie DoJongh

Richard Donnelly & Kate Donnelly

Michael Dowling Joan Ricks Duane Victoria J. Dutcher Joseph D. Fallon Michael Gable Paula A. Gills Cathleen Gleeson Sandra Godek Malcolm L. Gray Katherine Gruber Kristy Hart

Kristan Hatfield Paula F. Helmken

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Lucy Oppenheimer Hickey Craig Hilliard

Rosalie Jean Hodgkin

Steve Holman Sally Howe

Jennifer Jacobs

Joan Jagielski & Paul Jagielski

Lucy Jenkins Scott Johnstone

Susan Keil

Franklin & Marion Kellogg Sean Kelly & Todd Jemison

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Goodman

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Patricia Heather-Lea and John Lea

Jan Kline

Roy Belcher & Francis Sharpstene

Jason Lorber

Mrs. Mary Ellen Maille

**Beth Sachs** 

**Amazon Smile Foundation** 

We apologize for any oversights or misspellings in this report.

Please let us know how to correct any errors

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Mr. Timothy Barritt

Juila Shaw
Dana McGuinness

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Hotel

Town of East Montpelier Sharon and Gerald Anderson

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Jacquie Dragon
Eugene Giannini
Genevieve Hurley

John Lahr Gene Lakin

Stephen & Angela Luce

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Liz Shayne and Tiffany Bluemle

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Patricia Bray Amy Livingston Jerry Larrabee Jean Sienkewicz

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Sandra Gagnon Jim Burns Syrus Amedore

Kevin Moss and Ernest McLeod

#### \$50 to \$100

Blue Mountian Union School

Eastern Collective

Lavalleys Rutland/Ludlow

Building Supply Midstate Dodge

Mr. Michael W and Ms. Marion E

Abajian

Darice Ahrnsbrak Alexandra Baker

Donald & Emilie Baker Jr.

Andrew Beyer

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Sharon Meyer & Rene Bourne

Anne M. Bright Terry R Brown Valerie Calzini

John Scott Cameron & Cathleen

Cameron

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Julie Cohen
Judy A. Cookson
David & Clare Coppock
Janice Couture

Terese Daigle & Rick Daigle

Joey Daniell Christopher Davis Elizabeth Davis Lynn Davis

Steven & Mary Dennison

Mark Desmond

William & Ellen Dorsch

Jon Erickson

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Marie Friedman Eugene Gianini Christine Gordon Christopher Gordon Sheryl Graves

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White Laura Hardy Michael Hayes Mary Hickory Laurie Hill

Carol Hinson and Bill Parkhill

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Adriana Letorney
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McConnell

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Ed Merrill

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Gail Moreau & Celia McClintock

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Lisa Vonn Kann

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Mary Ellen & Thomas Bednar

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Sue Cook Anne Figol

Louise & Daniel Frazier

Michael Gilman

Diane Montgomery-Logan

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David Shiman and Elise A Guyette

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Jennifer Gregg & Tawnya

McDonald Emmet Helrich

Jill Hoppenjans and Liz Adams

Sara Longo Christen Madsen Lisa Morgan Melissa Murray

Real Pothier and Gary Bergeron Glenn Sautter & David Morrill

Linda Sheppard
Amy Stuart
Ron Warren
David Hamblin
Leah Mervine
A. Barbara Bartlett
Sandra Bechtel
John Berino

We lost some long-time allies this year: both HIV-positive leaders and also generous donors who've supported our work for years.

We remain so grateful to those who have supported us in so many ways for so many years, and we send our condolences to families and loved ones who remain.

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

KeyBank Judith Carpenter william I thompson

Lara Bonn
Stanley Hunton
Wayne Turiansky
Laurel Ahrnsbrak
Michael Bensel
Peter DiMaio
Kim Irish-Aldrich

#### Up to \$50

Frances B Hall
Hallie Haupt
Ashley Brunton
Justin Carpenter
Charlotte Gibson
Paual Malm
Sarah L. McCall
William A. Scannell
Richard D. Whittlesey

Charles Barasch and Andrea

Gould

Carol Altobelli

Michael Bishop Marc Bouchard Mary Ann Boyd Garrett Bugbee Jessica Butt

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Kevin K Ricker & Jennifer M

Ricker

Amanda C. Riiska

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Jeff Scott Sopko Marie I. Smith Matthew Viscido Greg N. Weaver Jody T. Wright Mary Zompetti

Mary Kathryn Charbonneau

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Hollis Field & Virginia Field

Aaron Cheney Ali Hamedani Jessica Hurley Kathleen Hurley

Deborah Lashman

Jeanette Johnson & David

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Gloria & Howard Mansfield

Victoria Richards Catherine Ruley Dee Steffan Johanna White House of LeMay

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Karnes

Unsworth Law PLC
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Cherwyn Ambuter
Alexandra Ament
Michelle Arling
Karl Ashline
Richard Baral
Jack Bergeron
Chris Bess

Jan Blanchard
James & Carol Bouyea
Kailee Brickner-McDonald
Steve and Holly Brooks
John & Nancy Brower

Rebecca Carle
Michael Carter
Timothy Casey
Sara Conchieri
Sarah G. Cook
Harold Cross
Domenica DeAngelis
Stephanie Erickson
Debra Farrell

Cynthia & Fred Forehand Gene Foreman & Dana Foreman

Jennie Gartner Tyler Gauthier Rebecca Gill Karen Glitman Kendra Henson Christine Herrington Christopher Hill Greg Hostetler Emily Hoyler Stu & Anzi Jacobs

Michael E. & Nancy J. Jarrett

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Pomerantz Emerson Lajoie Kit Lane Rhonda Larrabee

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Grace Liang Anita Long

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Grabon
Joey Mateo
Philip & Ann Mead
Meredith Miller
Katie Mobley
Nancy Mongeur
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Alison Nihart
Carol Lee Noyes
Edward Pelle

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