



**VERMONT
CARES**

ON THE ROAD TO ZERO



**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 *tremendous* 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.


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, **we need you** 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



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

CELEBRATING OVER 30 YEARS OF SUPPORT & SERVICE • LEARN MORE AT WWW.VTCARES.ORG

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

2016

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

Federal Grants	\$359,707
State Grants	\$294,949
Foundation Grants	\$83,700
Contributions	\$25,046
Events Income	\$57,634
United Way	\$4,077
Other	<u>\$35,261</u>
Total Support & Revenue	\$860,374

Expenses

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

Statement of Financial Position at End of 2016 Fiscal Year*

Assets

Current Assets

Cash	\$7,177
Accounts Receivable	\$82,607
Other Current Assets	<u>\$2,000</u>
Total Current Assets	\$91,785

Fixed Assets **\$4,343**

Total Assets **\$96,128**

Liabilities & Equity

Current Liabilities

Accounts Payable	\$1,160
Other Liabilities	\$97,642
Payroll Liabilities	<u>\$6,733</u>
Total Current Liabilities	\$104,374

Total Current Liabilities **\$104,374**

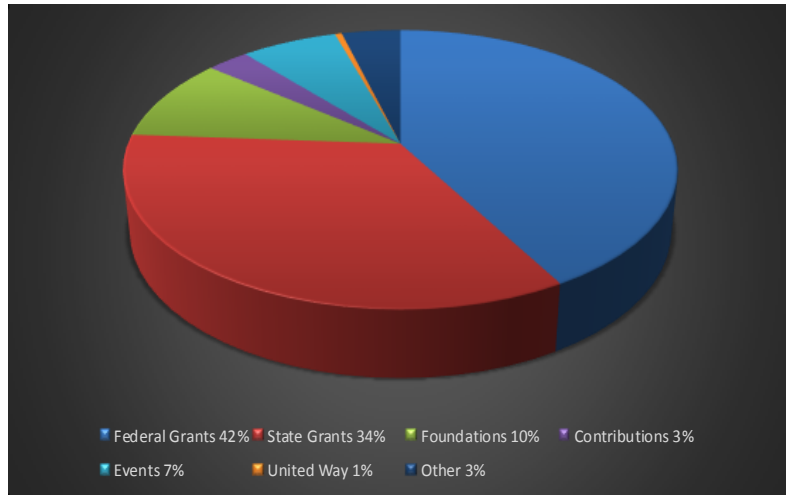
Equity

Fund Balances	\$10,662
Net Income	(\$20,068)
Total Equity	<u>\$9,407</u>

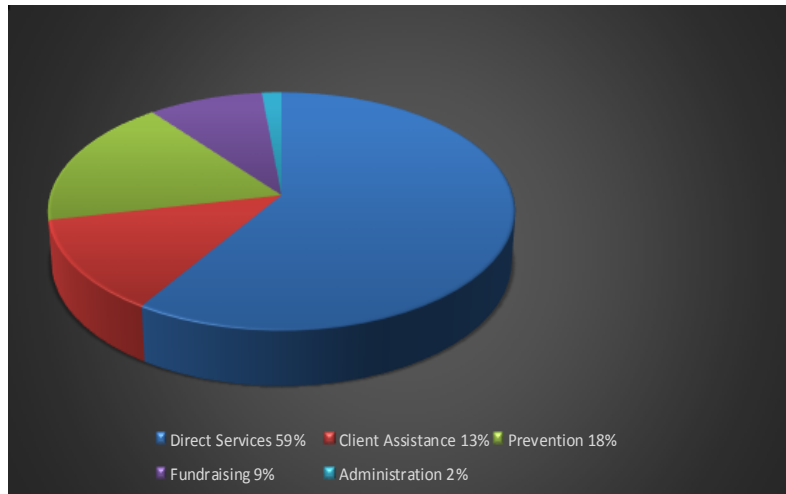
Total Liabilities & Equity **\$96,128**



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.

*Unaudited at time of publication. Audited results will be available on vtcares.org in early 2017.

Staff

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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

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VT Housing & Conservation
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Burlington Housing Authority
Champlain Valley Office of
Economic Opportunity

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\$5,000 and Above

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Global Foundries
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Pfizer Foundation Matching Gifts
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Estate of Julie F. Cooper
Gilead Sciences, Inc.
Gamma Mu Foundation
Chembio Diagnostic Systems, Inc.
Johnson & Johnson Corporation

\$2,000 to \$5,000

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Berlin City Auto Group
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HIV/HCV Resource Center
Charlotte L. McCorkel
Tim Palmer

Marie Thresher & Robert Orem
Goldman, Sachs & Co. Matching
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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

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The Farrell Distributing
Corporation
VLS Alliance
Fundraising 101 LLC DBA Santa
Night

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



Town of Jericho
City Market
Ron Manganiello & Ellen
Bernstein
People's United Bank
First Comp/Markel Ins Co

\$500 to \$1,000

The Gay & Lesbian Fund of
Vermont at the direction of
Tom Bivins and Bennett Law
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
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The Bank Of America Foundation
Town of Williston
John Thomsen
Michael Fife
Anise Richey

\$200 to \$500

The Gay & Lesbian Fund of
Vermont at the direction of
The Shayne Foundation
The Gay & Lesbian Fund of
Vermont at the direction of
Elizabeth Shayne & Tiffany
Bluemle

Schwab Charitable Fund
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Rainbow Woods On The River
Kathleen McFadden
Erika L Baldasaro & Jason P
Baldasaro
Don Eggert and Shawn Lipenski
Marjorie Ryerson

\$100 to \$200

The Gay & Lesbian Fund of
Vermont at the direction of
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Against The Grain Gourmet Foods
LLC
Garcia Tobacco Shop
J.A. Morrissey, Inc.
JustGive
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Robert Zadek & Miriam Zadek
Susan Minter and David
Goodman

We apologize for any oversights or misspellings in this report.
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 Jean Sienkewicz
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 Mark Rowell & Amy Stuart
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 Syrus Amedore
 Kevin Moss and Ernest McLeod

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 Pierre F. Chapleau
 Andre DeBedout
 Jennifer Gregg & Tawnya
 McDonald
 Emmet Helrich
 Jill Hoppenjans and Liz Adams
 Sara Longo
 Christen Madsen

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

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A. Barbara Bartlett
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KeyBank
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Law Offices of Joy Middlebrook
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