

INNOVATION & EXPANSION

2017 Annual Report

Our VISION

We envision a world without AIDS and strive to assure that everyone with HIV disease will live a long and healthy life.

Our MISSION

We are at the forefront of HIV prevention, care and treatment and are dedicated to providing quality medical, dental, mental health and social services for all people with HIV.

Special message from our President and Chief Executive Officer Michael J. Gifford



Michael J. Gifford and Jerry Janis

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OUR HIV MEDICAL HOME

Our HIV Medical Home ensures patients receive innovative care to support them in achieving optimal health outcomes.

Our HIV Medical Home has received recognition from:



MEDICAL

High quality, comprehensive primary care and HIV treatment is provided to all patients, uniquely integrated with health and social services to ensure the best clinical outcomes.

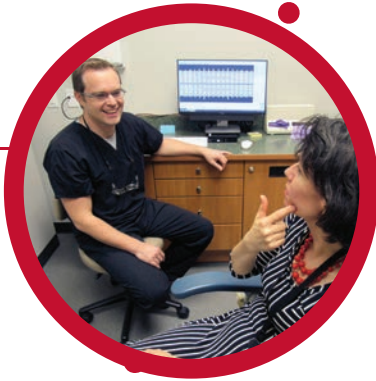


LEGAL

Direct representation in appeals of the denial of public and private benefits, cases of discrimination, advance directives and other legal matters.

DENTAL

A full range of dentistry services to restore the health, smiles and confidence of our patients.



MEDICAL HOME PATIENTS

HOUSING

Transitional and long-term residential housing, rent and utility assistance, and counseling to assure no one with HIV is homeless.



BEHAVIORAL HEALTH

Individual and group therapy, psychiatry, drug treatment and neuropsychological testing are provided to assure wellness.



FOOD

Healthy and delicious food to assure good nutrition and support overall health.



PHARMACY

All prescriptions for patients, regardless of ability to pay, are filled along with in-depth education, adherence counseling, financial assistance and home delivery.



CASE MANAGEMENT

Assists patients and clients with enrollment in benefit programs to help them access and remain in care.



Key Performance Indicators

Our outcomes

National average of HIV specialty clinics

Patients retained in care

94% VS **86%**

Patients who have been prescribed HIV medications

99% VS **91%**

Patients who are virally suppressed

91% VS **72%**

HIV MEDICAL HOME EXPANSION

Our HIV Medical Home is precisely the model of care HIV patients need to address their many health challenges and to overcome seemingly unending social barriers to care.

The lack of access to doctors, nurses, dentists and mental health professionals results in tens of thousands of people with HIV being denied critical healthcare. A lack of access to healthcare professionals, and the absence of integrated health and social service providers who can meet the needs of people with HIV, means that thousands of people are shut out of care.

This ever increasing number of people with HIV not in care drove ARCW to join forces with Rocky Mountain CARES and Denver Infectious Disease Consultants last year. Building upon Denver's strong response to HIV, we came together as one and immediately established the first HIV Medical Home in Denver to expand services.

Since the merger we built on the existing case management, social services, testing and pharmacy programs. We expanded services to include primary and HIV medical care, mental and behavioral healthcare, a PrEP clinic, and insurance counseling and prevention services.

A food pantry will open in the near future, with more services to follow in the coming years.

Today, the number of people we provide clinical HIV prevention, care and treatment services in Denver has grown to 1,019, almost half of whom were not engaged in healthcare services previously.

Through expansion and innovative refinement of the HIV Medical Home, we are poised to join forces with partners in locations across the country and bring our successful model to thousands of more people in need.

“In Denver, we are proud our patient-centered model of care is bringing hundreds of new patients into care—many of them for the first time. We are committed to growing the HIV Medical Home in Colorado today and into the future.”

- Karin Sabey,
Vice President of Operations



Dr. Kenneth Greenberg



JC Goodhart, Manager of Client Services
and Veralyn Prillaman, Medical Case Manager



Myra Young, DNP



Quinn Paton, Prevention Supervisor and
Yessenia Alvarez, Prevention Specialist



Melissa Eng, Pharm.D., Pharmacy Manager;
Michael Moore, Pharmacy Technician; and
Monica Johnson, Lead Pharmacy Technician

ADVOCACY FUELS INNOVATION and EXPANSION

Leadership in public policy advocacy at all levels of government is a cornerstone of our comprehensive response to the HIV/AIDS epidemic. As the epidemic and political engagement have evolved, so has our response. Today, in addition to direct advocacy by staff at the local, state and federal levels of government, we are now engaging community-based grassroots supporters through social media to promote enlightened public health policy.

In October 2017, the US House of Representatives Committee on Energy and Commerce invited our President and Chief Executive Officer Michael Gifford to testify as a witness on the 340B Drug Pricing Program. Michael was the only individual invited to testify and educate members of Congress on the importance of this complicated program and its vital role in supporting HIV/AIDS prevention, care and treatment programs across the United States.

For local and national organizations like ARCW, savings from the 340B program are the difference between many HIV patients receiving life-saving care and medications, or not. The 340B program allows us and other HIV clinics to stretch scarce federal resources even further to purchase medications, provide access to new or existing programs and help people with HIV/AIDS overcome food insecurity, homelessness and

lack of access to care. Michael's testimony clearly described the critically-important role the 340B program has in supporting the expansion of innovative programs nationwide.

In addition to our work in Washington D.C., advocacy at the state and local levels in Wisconsin and Colorado has resulted in significant new investments in the HIV prevention, care and treatment programs we provide.

Bipartisan support in Wisconsin is resulting in the expansion of medical services in Kenosha, mental health and AODA in Green Bay and Wausau, and drug treatment in Madison. It has also enhanced our legal services program, food pantries, and housing assistance and financial resources for patients and clients facing housing instability. Lastly, this has led to new funding to support health insurance co-payment and deductible expenses for patients across the state.

In Colorado, the City of Denver is making new investments in our medical care and mental health services, and expanding their investment in our case management system. The State of Colorado is also making new investments to expand access to PrEP for people who would otherwise struggle to access it.

Our public policy advocacy extends beyond encouraging elected officials to invest in HIV prevention, care and treatment, to also supporting the needs and rights of the people we serve. Last year, our Clinical Pharmacist Karena Creten testified before the Colorado legislature in support of legislation that protected the rights of patients to privacy, freedom of choice in healthcare, continuity of care, and access to specialized services. We have also advocated against initiatives that would restrict the ability of transgender individuals to access bathrooms and fought against the expansion and acceptance of conversion therapy.



Karena Creten, Pharm.D.



ARCW President & Chief Executive Officer Michael J. Gifford (second from left) testifying before the U.S. House of Representatives Energy & Commerce Committee



“Whether in the state capitol, city hall or in Washington D.C., our strong, non-partisan advocacy is ensuring broad support for the HIV prevention, care and treatment services people need.”

- Bill Keeton,
Vice President & Chief Advocacy Officer

Bill Keeton in Washington D.C. leading congressional briefings on the HIV Clinical Services Improvement Act

INNOVATION to OVERCOME the UNMET NEEDS of PATIENTS

Undiagnosed and untreated mental health issues are the leading barriers to our patients obtaining comprehensive care, adhering to medications, and achieving an undetectable viral load—the healthiest they can be with HIV.

Thankfully donors like Cary and Susie Silverstein understand these challenges and have made transformational gifts to address them.

Today, many of our patients confront behavioral health challenges such as depression, anxiety, stress and addiction. Additionally, they may face an early onset of neurological deficiencies.

Our innovative behavioral health services, including universal screening for mental health and drug abuse at medical appointments, individual and group therapy, harm reduction-based drug treatment, and neuropsych testing and treatment were meeting many, but not all, of the needs of our patients.

Thanks to the support of the Silversteins and other generous donors, we doubled our psychiatric staff and implemented an

innovative new telepsychiatry program to assure access to services regardless of lack of financial resources, isolation from living in less-populated areas, race, socioeconomic status, cultural beliefs on mental illness, and lack of behavioral health education and awareness.

Our telepsychiatry includes the delivery of psychiatric assessment and care via secure, HIPAA-compliant videoconferencing. It allows us to increase access to behavioral healthcare for patients regardless of where they live. By connecting our behavioral health professionals with patients throughout our service area who may be hundreds or thousands of miles away, patients go from untreated mental illness to the care and treatment they need to succeed. It's a game changer in helping us to better serve people living with HIV, and to date we have served 53 people via telepsychiatry.

Unfettered access to mental healthcare is vital to the success of our patients. We will continuously expand these services and find new ways to overcome this substantial barrier to successful care and treatment.



“The ARCW telepsychiatry program transforms our ability to offer vital psychiatric care to patients across distant areas to address their mental health needs. Thanks to this innovative program, patient access to psychiatric care is no longer limited by where they live or by the shortage of psychiatric providers. By using a secure video-link, they are able to access the care they need, often for the very first time, resulting in improved health, well-being and quality of life.”

**- Debra J. Endean, Ph.D.,
Executive Vice President & Chief Operating Officer**



Cary and Susie Silverstein



Angelique Lewis, PhD, LP, Director of
Behavioral Health and Wellness



Asma Iqbal, MD, Psychiatrist

PrEP INNOVATION OVERCOMES RACIAL DISPARITY and COST

PrEP (Pre-Exposure Prophylaxis) is the newest and most promising HIV prevention method in years. The single pill taken daily to prevent HIV is over 90 percent effective, and is one of the surest strategies to achieve our vision of a world without AIDS.

However, only a small percentage of people in the United States whose life could be saved by PrEP can access and afford it. As few as 8 percent of all people at risk, and significantly less for African-American and Latinx individuals at risk, have access to lifesaving PrEP.

We have acted quickly to increase the number of people prescribed PrEP who could most benefit from it, and now operate six PrEP clinics in Wisconsin and Colorado. Our innovative PrEP clinic includes quarterly healthcare visits, comprehensive laboratory testing, STI testing and treatment, counseling, and access to medications regardless of ability to pay. Our newest PrEP clinic is located at Diverse & Resilient in Milwaukee—one of our long-time

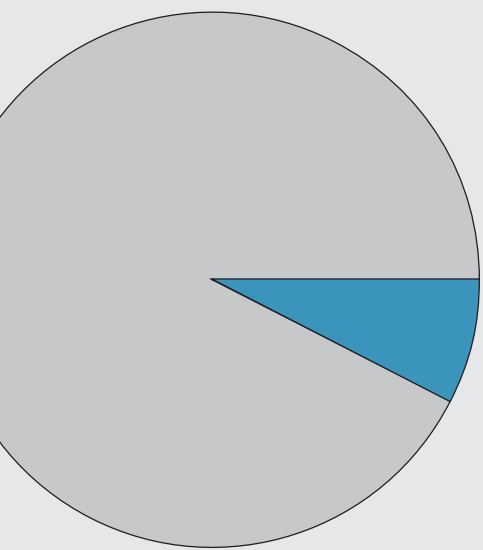
partners in the fight against AIDS. It provides seamless access to PrEP and 100 percent of our patients there are African-American. Our vision is to expand our reach and impact on HIV prevention by opening four more PrEP clinics over the next two years.

PrEP has been found to be most effective in the context of our comprehensive HIV prevention services including condom distribution, needle exchange, and HIV & STI testing and education which we have tailored anew for PrEP patients.

Since offering PrEP we've helped over 339 patients start the medication and our PrEP retention rate is 81 percent, nearly twice that of other large cities such as Los Angeles.

As the need for PrEP increases and HIV continues to be a leading example of a racial health disparity, we will further expand this lifesaving program to individuals in greatest need.

PrEP is not reaching everyone who could benefit from it.



Only 8%
of all people who could benefit from PrEP are taking PrEP.

1%
of **African Americans** who could benefit from PrEP are taking PrEP.

and

3%
of **Latinx** who could benefit from PrEP are taking PrEP.



Shawna Love Has Lots of Love for PrEP

Four years ago when Shawn Wandahsega learned about PrEP (Pre-Exposure Prophylaxis), he was immediately intrigued. His first introductions to the life-saving drug that can reduce the risk of contracting HIV by over 90 percent were via social media, friends who were open about discussing it, and his health clinic. Once Shawn became aware, he spoke to his primary healthcare provider at the time about PrEP, and was given a prescription to take the once-a-day pill. However, to his surprise, he visited the pharmacy to fill the prescription and learned his insurance did not cover the drug. “The idea of taking PrEP fell apart from there. I put it off for a year due to insurance issues because I couldn’t afford it, but was determined to pursue it again and to not give up on my health,” remembered Shawn.

A year later he revisited his health clinic for an annual exam and explained the problem he faced in gaining access to PrEP. His doctor listened and referred him to ARCW.

It was easy for Shawn to contact ARCW promptly to set up an appointment due to the clinic being centrally located and in close proximity to his home. On his first visit, the ARCW team helped Shawn secure a new insurance plan that covered PrEP. “ARCW was instrumental in my quest to stay HIV negative, and their amazing staff helped me every step along the way,” said Shawn. “Working with the organization was as easy as 1, 2, 3.”

For the last three years Shawn has been on PrEP and sticks to a daily regimen of taking the pill at 6:30 a.m. before his day starts. “I’m committed to taking PrEP daily because I value self-discipline, and my choice to ensure I am healthy and safe not only for myself, but also for my partner,” said Shawn.

Now Shawn is a vocal advocate for PrEP who uses social media to put the word out about the medication, as well as ARCW. As a drag entertainer for over 20 years who goes by the name Shawna Love, and a strong supporter of the gay and American Indian communities, he has a large social media following he is excited to share knowledge with via Facebook.

A fear Shawn says potential PrEP patients face, and that he faced, too, was the possibility of suffering from any side effects. He recalls experiencing headaches, nausea and vomiting the first month on PrEP, all of which ARCW helped him address. In the midst of experiencing side effects he had routine visits at ARCW that occur every three months when a patient is on PrEP, which are to ensure everything is going smoothly. “I tell people all the time that if you take PrEP, ARCW has your back 100 percent,” said Shawn. “You don’t have to worry about your health. What also impresses me about ARCW is the door is open for any and everybody regardless of their race and/or HIV status. I have always felt welcomed here.”

INNOVATION and EXPANSION in 2017

Quality Assurance Excellence

In 2017 we received a level three patient-centered medical home National Committee on Quality Assurance certification—the highest level possible. We also achieved a 91 percent viral suppression rate among all our patients, and reduced racial disparity in viral suppression to six percent. Lastly, we successfully passed four extensive, on-site assessments of our housing programs.

Food Pantry Innovation

Nutrition is medicine and is a vital part of HIV treatment. In our food pantries, we follow the food guidelines from the USDA and send our patients and clients home with the recommended servings from each food category based on their household size. Our pantries also implemented “client choice.” With client choice, patients now shop from a menu and decide what food items they would like to receive instead of items being preselected for them. We have had a positive response from our patients to client choice and our stance on nutrition as medicine.



Raymond Shepard, Food Pantry Assistant

Pharmacy Expansion

Our pharmacies implemented effective initiatives in 2017 that resulted in a 14.5 percent increase in patients who filled their prescriptions monthly. Those initiatives included updating phone numbers and addresses for all pharmacy patients to ensure accuracy; renewing efforts in the Refill Assistance Monitoring Program; enrolling high-risk patients in a pill pack program to help them better manage their medications; and, compiling adherence reports to identify and link patients back to care who have fallen out of care. Collectively, these efforts helped more patients achieve and/or sustain viral suppression.



Ethan Reagan, Pharmacy Technician

Expanding Excellence

We provided a 40 percent increase in housing assistance to clients and patients. For medical services, we implemented Televox, an automated appointment reminder system that executes text and phone calls. We also expanded our clinic hours in the Kenosha office and added a second medical provider at that location. Additionally, we expanded our Clinical Liaison Program (C-L Program) that fosters collaborative connections and gives responsibility for various care needs to behavioral health staff as a routine part of care delivery. The C-L Program allows all patients who utilize the medical clinic access to a behavioral health professional during a medical visit. This provides immediate, brief interventions to an individual in hopes of further supporting medical care and managing challenges that get in the way of maintaining health and wellness.

Data to Care Innovation

Our successful Data to Care Program, in partnership with The Wisconsin Department of Health Services, allows us to gather and assess data on how many patients have fallen out of care. With this data we conduct outreach case management to reengage patients back into care. Monthly, outreach case managers identify patients who have fallen out of care based on one of three factors: 1. The patient's primary care provider (PCP) terminated the relationship because he or she has not been seen in more than 12 months; 2. The patient has not been seen in 12 months or more by their PCP; or, 3. The patient had a new patient appointment scheduled but was a no show. Once the patient is identified, extensive research is done to locate them via methods such as social media outreach, data gathering via medical records, utilization of online databases



ARCW Gardenview Apartments

and more. The goal is to reconnect 70 percent of patients out of care, with their PCP to be linked back into care.

We also implemented a Computer Assisted Risk Education for HIV Positives (CARE Pos) intervention in the Milwaukee medical clinic. CARE Pos is an automated counseling and planning tool that is informed by evidence-based stages of change approach to help individuals understand and change risk behaviors, including non-adherence to care plans. The purpose of CARE Pos is to better target and engage patients who have not yet achieved an undetectable viral load, and to provide them with a patient-based treatment adherence plan. To date, we have engaged 35 patients via CARE Pos who have all begun antiretroviral therapy.



Data to Care staff: (left to right) Joy Wedel, Outreach Case Manager; Mitch Scoggins, MPH, Director of Quality Management; Claire Prieto, Community Outreach Case Manager; Haley Weber, Community Outreach Case Manager; and Jessica Cushion, Case Manager Supervisor

EXPANSION

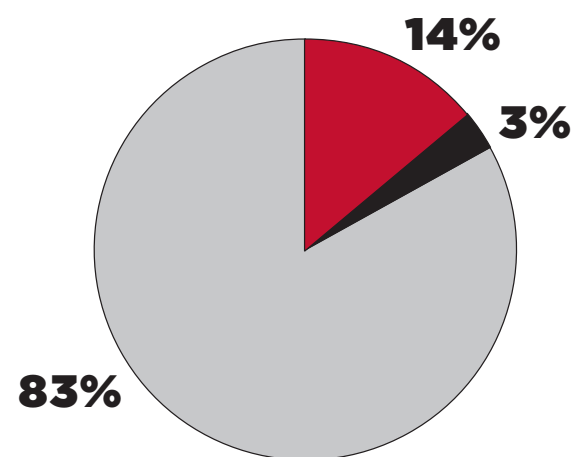
EXCELLENCE

Source and Use of Funds

For Fiscal Year Ended August 31, 2017

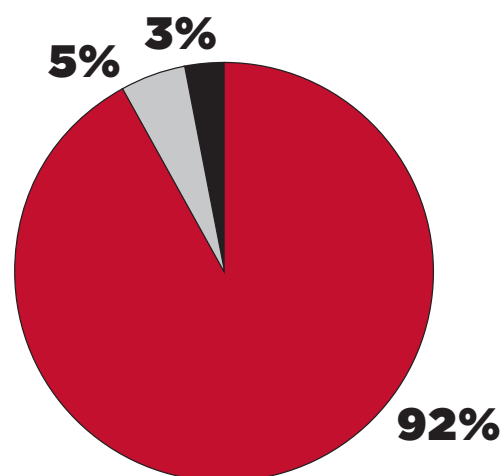
Revenue

Federal, State and Local Government Revenue	14%
Private Donors Revenue	3%
Reimbursement Revenue	83%



Expenses

Care and Treatment	92%
Prevention	5%
Administrative & Fundraising	3%



Total Patients and Clients 4,991

Medical Home

Medical Care Appointments	10,005
Dental Care Appointments	5,276
Behavioral Health and Wellness Appointments	3,216

Pharmacy

Prescriptions Filled	125,181
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Social Services

Case Management Contacts	45,552
Legal Cases	857
Food Pantry Meals Provided	466,130
Overnights of Safe Housing	68,337

Prevention Services

HIV Prevention Contacts	164,556
Needles Exchanged	5,572,184
Naloxone Doses Distributed	41,248
Condoms Distributed	443,340
HIV Tests Conducted	3,972

Race and Ethnicity

African American	42.6%
White	39.8%
Hispanic	11.2%
Other	6.4%

Age

24 and younger	4.5%
25-44	36.8%
45-54	52.6%
55 and older	6.2%

Gender

Men	76.3%
Women	22.3%
Transgender	1.4%

33% of our patients are
UNINSURED.



Debra Endean, Ph.D.

Executive Vice President & Chief Operating Officer
2017 Woman of Influence Award Recipient

Debra Endean was selected as a 2017 Woman of Influence Award recipient by the Milwaukee Business Journal. This annual recognition is the premier acknowledgement of the vital role women have in leading businesses and civic efforts in our community. Deb has demonstrated strong leadership and a steadfast commitment to the highest quality care throughout her remarkable career.



Dan Mueller

Vice President & Chief Development Officer
2017 Scott M. Cutlip Award Winner

Dan Mueller received the Scott M. Cutlip Award in 2017. This is the highest honor available to fundraising professionals in Wisconsin. Dan's fundraising career at ARCW spans more than 14 years and has led to more than \$30 million being raised for the fight against AIDS. The resources he's raised have helped ensure the needs of people living with HIV/AIDS are consistently met, and countless lives are saved through prevention services.



Michael J. Gifford

President & Chief Executive Officer
2017 University of Wisconsin - Milwaukee Distinguished Alumni Award

Michael J. Gifford was recognized as a 2017 Distinguished Alumni of the University of Wisconsin-Milwaukee (UWM). He graduated from the UWM Lubar School of Business with a Masters in Business Administration in 2003 and received the award in recognition of his outstanding professional achievements, civic involvement and partnerships with the University.



"We will continue to assure unfettered access to care, the finest clinical outcomes, and financial and business strength to make sure we are here until the very final day of AIDS."

- Timothy D. Dyer, CPA,
Executive Vice President & Chief Financial Officer

HONOR ROLL of DONORS

September 1, 2016 through August 31, 2017



We are grateful to the following donors who made gifts of \$100 or more between September 1, 2016 and August 31, 2017. Your generosity allows us to expand services and be innovative in the fight against AIDS. We especially thank our Red Ribbon Patrons, donors who have made cumulative donations of \$10,000 or more and are recognized in this honor roll with a red ribbon. Finally, we thank the thousands of donors of gifts less than \$100 as well.

“As someone who lost his brother to HIV, I am driven to assure your investment in us means life prevails over death. Thank you for your tremendous generosity that helps fuel all we do.”

- Dan Mueller,
Vice President & Chief Development Officer

\$100,000+

☹ Gilead Sciences, Inc.
☹ Greater Milwaukee Foundation - William J. Radler Fund
☹ Kaleo Pharma
☹ United Way of Greater Milwaukee and Waukesha County

\$50,000+

☹ American Endowment Foundation - Silverstein Family Charitable Fund
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☹ Brewers Community Foundation, Inc.
☹ Delta Dental of Wisconsin
☹ Greater Milwaukee Foundation - Aurora Health Care Better Together Fund
☹ Hopeful Heart, Inc.
☹ MillerCoors
☹ Otto Bremer Trust
☹ Mary Ellyn and Joseph Sensenbrenner
☹ United Way Fox Cities
☹ Wisconsin Diagnostic Laboratories

\$25,000+

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☹ Senator Herbert H. Kohl
☹ MAC AIDS Fund

\$10,000+

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\$5,000+

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\$2,000+

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☹ Wisconsin Diagnostic Laboratories
☹ JoAnn and Michael Youngman

\$1,000+

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☹ Daniel Zimmerman, MD

\$500+

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Amanda Balistreri
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Wisconsin AIDS Ride

Top 10 Participants

Kristin Mathews • \$9,226.00
Allan Brennan • \$3,695.00
Terry Christopher • \$3,610.00
James Thompson • \$3,115.00
Daniel Lammert • \$2,810.00
Kevin Baker • \$2,740.00
Jack Jorgensen • \$2,515.00
Chauncey Hunker • \$2,375.00
Carol Samuel • \$2,330.00
Steve Schumacher • \$2,305.00

AIDS Walk Wisconsin

Top Raising the Bar Competition Teams

Strongest Link 2 -
Taylor's • \$8,005.75
Harbor Room
Mariners • \$2,412.00
Kruz Bar • \$2,000.00
Club ICON • \$1,850.00
LaCage Niteclub • \$1,500.00
This Is It! • \$1,017.44
Woody's Walkers • \$495.00
Fluid • \$279.00
Hosed Family • \$248.00

Cream City Foundation Corporate Challenge Teams

Team Northwestern
Mutual • \$9,460.00
Baird - Spectrum • \$7,973.68
Johnson Controls
JC4e • \$3,778.71
Ernst & Young EY -
Milwaukee • \$1,485.00
MillerCoors
MillerCoors • \$970.00
UMB Fund Services UMB Fund
Services • \$932.00
Kohl's #PrideAtKohls • \$686.00
GE GLBTA Alliance • \$550.00
Rockwell Automation
ROKout • \$100.00
Wells Fargo Pride WI • \$90.00

Top 10 Walkers

Michael Bersch • \$17,015.00
Kenneth Augustine • \$7,165.00
Anne Daugherty-Leiter • \$2,616.00
Michelle Pientka • \$2,614.75
Jean Hayes • \$2,528.25
Kelley DeLisle • \$2,400
Nicole Kowbel • \$2,275
Scott Stokes • \$2,095
Richard Schneider • \$2,010
Anton Davis • \$1,980

Top 10 Teams

ARCW Staff, Family and
Friends • \$39,076.82
Team Northwestern
Mutual • \$9,280
Strongest Link 2 -
Taylor's • \$8,005.75
Baird - Spectrum • \$7,913.68

St. Luke, Brookfield • \$7,165
Johnson Controls
JC4e • \$3,718.71
Michael Best • \$3,410
Sheboygan County
Cares • \$2,528.25
M.E. Dey & Co. • \$2,490.00
Harbor Room
Mariners • \$2,412.00

Jolly Holly Folly

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Blue's Egg
The Brown Bottle
Cempazuchi
Corner Bakery Café
Drink Wisconsinably
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Make A Promise

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