ANNUAL REPORT

ARCW
AIDS Resource Center of Wisconsin
Excellence in HIV Health Care

Saint Louis Effort for AIDS
Excellence in HIV Health Care

Rocky Mountain CARES
Excellence in HIV Health Care

2018
Dear Friend in the Fight Against AIDS,

Our Core Values All-In, Alignment, Accountability, Agility, and Action guide and embolden us every day in our pursuit of a world without AIDS.

Together these values fuel one of the strongest responses to the HIV epidemic in the country. It’s an A-list of our very own that you will see throughout our 2018 Annual Report.

Our commitment to being All-In has allowed us to nearly double the number of people we serve in the last two years. It also sets our challenging and difficult goal to quadruple the number of people we serve in the next five.

The Alignment of services in our nationally-renowned HIV Medical Home provides all the care and treatment patients need to succeed in overcoming their health challenges. Our model is recognized by public and private funders, community organizations, and accrediting bodies as best in class.

We are Accountable in all we do from maximizing resources dedicated to direct patient services to pursuing and achieving the finest clinical outcomes in the country. No where is this more evident than in eliminating the racial disparity in outcomes among our patients in Denver.

Our focus on Agility is leading our prevention services to enhance efforts to stop HIV while also combating the opioid epidemic.

Our Action has been greater than ever, expanding into Missouri and building upon our success in Colorado and Wisconsin. In both new and existing locations, we are achieving the most significant expansion of programs in our history in each state.

Your support assures our Core Values remain strong as we offer food where there is hunger, homes for the homeless, support in the face of isolation, treatment amidst illness, hope within hopelessness, and life where there once was only death.

Thank you for your continued strong support!

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President & Chief Executive Officer

Ronald Dunn
Chair of the Board of Directors

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Our patients access uniquely integrated healthcare and social services they need to live a long and healthy life with HIV. Our HIV Medical Home provides high-quality care and all the support necessary to overcome social barriers to care in a non-judgmental, welcoming environment.

“They are the most compassionate people in your life. People who will never look at you strange, or judge you. They make you feel like the most important person.”

- Denver Patient

Access to Lifesaving Care...

For More People Than Ever Before.

A record number of patients and clients accessed our healthcare and social services to improve and protect their health. These individuals receive the finest care regardless of the color of their skin or gender identity, who they love, where they live, or how much or little money they have. This inclusive environment makes us, and the fight against HIV/AIDS, stronger.

**Healthcare**

- Medical Care Appointments: 10,229
- Dental Care Appointments: 4,841
- Behavioral Health and Wellness Appointments: 7,183
- Prescriptions Filled: 128,757

**Social Services**

- Case Management Contacts: 61,384
- Legal Cases: 948
- Food Pantry Meals Provided: 855,096
- Overnights of Safe Housing: 77,743

**Patients & Clients**

7,110 Total

**Gender**

- Men: 80%
- Women: 20%
- Transgender: 1%

**Race and Ethnicity**

- White: 41%
- Black or African American: 36%
- Hispanic: 13%
- Other: 10%

**Age**

- 24 and younger: 3%
- 25-44: 37%
- 45-54: 52%
- 55 and older: 8%

**Case Management Contacts**

- 2016: 3,646
- 2017: 4,991
- 2018: 7,110

**Legal Cases**

- 2016: 948
- 2017: 948
- 2018: 948

**Food Pantry Meals Provided**

- 2016: 855,096
- 2017: 855,096
- 2018: 855,096

**Overnights of Safe Housing**

- 2016: 77,743
- 2017: 77,743
- 2018: 77,743

**Medical Care Appointments**

- 2016: 10,229
- 2017: 10,229
- 2018: 10,229

**Dental Care Appointments**

- 2016: 4,841
- 2017: 4,841
- 2018: 4,841

**Behavioral Health and Wellness Appointments**

- 2016: 7,183
- 2017: 7,183
- 2018: 7,183

**Prescriptions Filled**

- 2016: 128,757
- 2017: 128,757
- 2018: 128,757
HIV continues to disproportionately impact people of color in the United States fueled by HIV stigma, racism, homophobia, transphobia, sexism and poverty—keeping people from the care they need. Our HIV Medical Home intentionally centers its work on overcoming these barriers to promote and achieve health for all.

Our highest priority is to help all people living with HIV achieve viral suppression to protect their health and the health of our communities. People living with HIV who achieve viral suppression are not only healthier, they are also unable to transmit HIV to others – an important step in stopping the spread of HIV.

**QUALITY CARE FOR ALL …**

**OVERCOMING RACIAL DISPARITIES IN OUTCOMES.**

VIRAL SUPPRESSION AMONG OUR PATIENTS

<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>83%</td>
<td>86%</td>
<td>88%</td>
<td>90%</td>
<td>91%</td>
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</tr>
</tbody>
</table>

81% Average Viral Suppression of HIV Specialty Clinics

“I always receive quality care at each visit and the staff is very caring, experienced and understanding of my needs.”

- ST. LOUIS PATIENT

RACIAL DISPARITIES SINCE 2014

<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>15%</td>
<td>10%</td>
<td>14%</td>
<td>6%</td>
<td>2.6%</td>
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</tbody>
</table>

Our Denver clinic has eliminated the racial disparity in outcomes among our patients.
Pre Exposure Prophylaxis (PrEP) is one of the most powerful HIV prevention strategies available. Unfortunately, most people at-risk for HIV continue to face barriers in accessing it. Through direct outreach, counseling and testing services, our PrEP program is increasing the number of people from all walks of life who are able to receive PrEP.

For twenty-five years, we have fought the opioid crisis with lifesaving services designed to meet people facing addiction where they are at. Our Lifepoint program includes clean needles exchanges, referrals to substance abuse treatment and access to Naloxone, which helps prevent death from drug overdoses.

"I know my life would not be the same without access to the Lifepoint program. Having clean needles prevented me from contracting HIV and hepatitis C. It prevented me from having a different quality of life."

- MILWAUKEE LIFEPONT CLIENT
Far surpassing nationally established benchmarks, 97% of investment in ARCW goes directly into HIV prevention, care and treatment services. Strong financial management and a dedication to patient and client care ensures donations, grants and reimbursement revenue go as far as possible.

**Source and Use of Funds**

For Fiscal Year Ended August 31, 2018

**Revenue**

- Federal, State and Local Government: 13%
- Private Donors: 3%
- Reimbursement Revenue: 84%

**Expenses**

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

“Far surpassing nationally established benchmarks, 97% of investment in ARCW goes directly into HIV prevention, care and treatment services. Strong financial management and a dedication to patient and client care ensures donations, grants and reimbursement revenue go as far as possible.”

**TO SUPPORT PEOPLE AFFECTED BY HIV, THANKS TO YOU!**

Your generosity has helped expand our services and encouraged us to be more innovative in the fight against HIV/AIDS. It has also helped us increase access to quality care and treatment for people living with HIV, and increase access to preventative services in communities most vulnerable to HIV. Because of you, more people impacted by HIV are living long, healthy lives.

**Received a $1.7 Million Grant,** spread out over three years from the Missouri Foundation for Health, the largest grant received in our history.

**Raised $2.85 Million through the support of our donors.**

“My passion is fundraising and my favorite event is AIDS Walk Wisconsin. I am so impressed with what ARCW does and always knew I wanted to be part of it.”

- MICHAEL BERSCH, top individual AIDS Walk Wisconsin fundraiser, raising a cumulative $150,000

**Honor Roll**

ARCW is grateful to the donors who made gifts between September 1, 2017 and August 31, 2018. The full honor roll can be accessed at arcw.org/annualreports

The full ARCW audited financial statement can be accessed at arcw.org/about-us
ARCW HONOR ROLL of DONORS

September 1, 2017 through August 31, 2018

ARCW is grateful to the following donors who made gifts of $100 or more between September 1, 2017 and August 31, 2018. Their generosity is closing gaps 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.

$100,000+
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- Kaleo Pharma
- Missouri Foundation For Health
- United Way of Greater Milwaukee and Waukesha County

$50,000+
- Aurora Health Care
- Bader Philanthropies
- Brewers Community Foundation
- Greater Milwaukee Foundation - William J. Radler Fund
- MillerCoors
- Otto Bremer Trust
- William Reinnerick
- United Way Fox Cities
- Wisconsin Diagnostic Laboratories

$25,000+
- AIDS United
- Jeffery C. Kasch Foundation, Inc.
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$2,000+
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