



2010 Annual Report



AIDS ARMS, INC.



The Fourth Decade of
HIV/AIDS Begins



From the Board Room

By John Loza

There is an old Chinese proverb which states, “May you live in interesting times.”

For AIDS service organizations such as AIDS Arms, these are interesting times indeed. Just about every facet of HIV/AIDS is changing rapidly— treatment, case management, prevention, and funding.

We at AIDS Arms are well positioned to adapt to all these changes, and we have to be, so that we can continue to provide high quality services to people in the Dallas area who are living with HIV/AIDS.

Probably the biggest change on the horizon is health care reform. Currently AIDS Arms, like most AIDS service organizations, receives a great deal of its funding from the federal government, particularly through legislation known as Ryan White.

As health care reform ramps up toward full implementation in 2014, it is anticipated that Ryan White funding will go away, and that most of our clients will be covered instead through an expanded Medicaid program.

This will lead to new challenges as well as new opportunities. Senior staff at AIDS Arms, working with the Board of Directors, is hard at work on a new business plan which will capitalize on the existing strengths of our agency.

This also means we will have to diversify our funding sources. We will continue to aggressively seek new ways of bringing in funds, as well as expanding existing services, such as AIDS Arms’ LifeWalk. Now more than ever, private funding must pick up the slack, as government budgets across the board get tighter.

By walking in LifeWalk, serving as a volunteer, or participating in our other fundraising events throughout the year, you can help us reach our goal.

This is an exciting time in the world of HIV/AIDS. Treatment options are changing almost daily, and it’s not unrealistic to think a cure may be on the horizon. Here at AIDS Arms, our staff does amazing work every day to help those here in Dallas who live with HIV and AIDS.

Won’t you please join us and help us to face the future together?



In 2010, AIDS Arms, Inc. (AAI) partnered with the nation’s largest and oldest Hispanic civil rights organization, the League of United Latin American Citizens, to host an event recognizing Latino AIDS Awareness Day. Dallas was one of 80 cities participating in a coordinated media blitz of radio, newspapers and television. With Americans reporting a decrease in hearing about HIV/AIDS in the media, this presented a golden opportunity for education and awareness.

HIV awareness amongst communities of color continues to be greatly needed. Even though Hispanics make up only 15 percent of the U.S. Population, they represent 18 percent of new infections. New HIV infection rates for Hispanic men is more than double the rate for Anglo men. For women, the situation is much worse; nearly four times that of Anglo women. AIDS is now the number two killer of Hispanics ages 25 to 44 in the U.S.

With 17 percent of clients identifying as Hispanic/Latino, AAI has engaged bilingual staff to accommodate our Spanish-speaking clients. In addition, the “Call to Arms” campaign greatly benefits communities of color by opening a second clinic for HIV/AIDS medical treatment. The clinic, located in Oak Cliff, will serve a large and growing Hispanic community.

A Call to ARMS

In 2010, donors of AIDS Arms, Inc. contributed \$690,000 towards the establishment of a new AIDS/HIV medical clinic. The new clinic will bring AIDS/HIV treatment to over 2,000 new patients when completed. In preparation for the remodeling of the AAI offices on Sunset to become the new clinic, staff began preparing for a move into the new administrative offices in Jefferson Tower.

The move to Jefferson marks the first concrete steps towards opening our new medical clinic. AAI will occupy four floors. Built in 1928, Jefferson Tower provides a bright and open environment for staff and visiting clients.

An advocate for AAI’s new clinic in Oak Cliff is Dallas City Council member Delia Jasso of District 1. Council member Jasso has ensured AAI has the support needed to open the new clinic. Former State Representative Domingo Garcia and his wife Dr. Elba Garcia, former Dallas City Mayor Pro Tem, have made a significant donation to support the new clinic.



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Mission Statement

AIDS Arms, Inc. combats HIV/AIDS in the community by improving the lives and health of individuals living with the disease and preventing its spread.

Strategic Goals

- Care, Treatment and Support – Be the resource of choice and develop a leading practice of integrated care, treatment, research, training and support for those impacted by HIV/AIDS.
- Prevention – Promote a multidisciplinary approach to prevention that is fully integrated into the comprehensive continuum of care.
- People & Operations – Provide a robust, efficient and effective organizational infrastructure and be an employer of choice.
- Stewardship – Enhance and support an environment of management and Board oversight that provides governance, transparency, efficiency and active leadership for the Agency.
- Awareness & Engagement – Raise our public profile and actively engage and educate those stakeholders (national, regional, state and local) whose support is most critical to realizing our mission.
- Financial Advancement – Diversify our funding sources and increase our revenue to enhance financial stability and fulfill our mission.



Financial Position as of 12/31/2010

ASSETS

Current assets:

Cash and cash equivalents	\$1,317,225
Grants and other receivables	1,515,859
Prepays and other	30,252

Fixed Assets:

Property and equipment	1,928,374
Accumulated depreciation	983,965
	(523,650)

TOTAL ASSETS **\$3,323,671**

LIABILITIES AND NET ASSETS

Current liabilities:

Accounts payable and accrued expenses	\$287,325
Obligations under capital leases, current portion	39,292
Total current liabilities	326,644
Obligations under capital leases, less current portion	31,104

TOTAL LIABILITIES **\$357,748**

Net assets

Unrestricted	\$2,338,171
Temporarily restricted	727,752

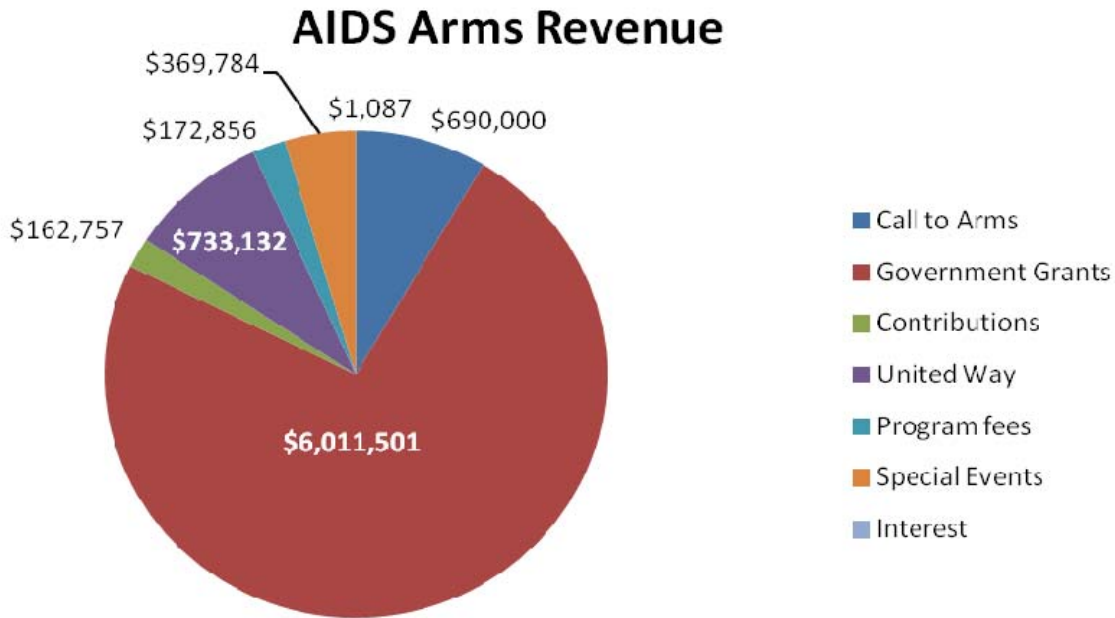
TOTAL NET ASSETS **\$2,965,923**

TOTAL LIABILITIES AND NET ASSETS **\$3,323,671**



Revenue

\$ 8,141,117

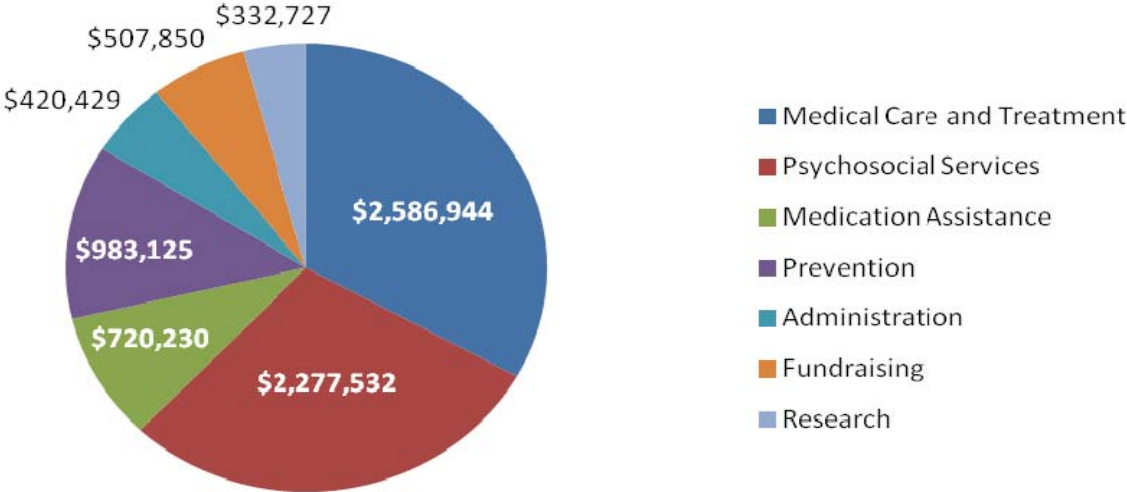


AIDS Arms, Inc. (AAI) received a \$1.6 million grant from the Centers for Disease Control. Lasting for five-years, the program grant is prevention based and will allow AAI to expand efforts to reduce HIV infection by targeting the re-entry population in the Texas prison system. AAI's Free World Bound works within the Texas prison system to help educate, counsel and link to care, incarcerated men and women regarding HIV and other communicable diseases.

While much of the funding for prevention and treatment continues to come from government sources, AAI continues to work diligently to diversify its funding base. AAI LifeWalk is the largest HIV/AIDS fundraiser in North Texas and AAI continues to expand its individual donor base. AIDS Arms has expanded services, tailored programs to specific populations, evaluated and improved program design and aggressively sought to improve client outcomes, increase Agency locations, build Board and staff capacity and strengthen community partnerships in the effort to maximize the limited funding resources available to the HIV/AIDS community.

AAI has a successful history in leveraging government tax dollars with private donations to expand and improve programming. Raising \$690,000 in private funds through the "Call to Arms" campaign to open a new HIV/AIDS medical clinic reveals the benefits of the partnership, as construction and furnishing the new medical clinic serving people impacted by AIDS/HIV, will cost the American taxpayer zero dollars. The new clinic will provide an opportunity for those living in poverty with no medical insurance to receive quality and compassionate care.

How AIDS Arms Provides for Individuals living with HIV/AIDS and Those Who Are Risk for Infection



AIDS Arms, Inc (AAI) provides integrated wrap around services that enable HIV+ persons to access medical care by resolving barriers to care, providing assistance in acquiring medical coverage and providing medical treatment. In Dallas, AAI is the portal through which many people enter into HIV care. The clinical and social support team, including physicians, nurses, case managers and others work with the patient to develop a comprehensive plan with goals and timelines for improved health outcomes.

AAI’s integrated interdisciplinary approach expands access to testing, prevention and quality HIV medical care through multiple methods:

- outpatient medical care, ·case management, ·medical case management, ·medication assistance program,
- HIV outreach and testing, ·HIV health education and risk reduction, ·prison re-entry programs for HIV+ minorities, ·HIV research and clinical trials, ·substance abuse and mental health outreach, screening and treatment.

The team facilitates patient’s entry into the care system and ensures that they receive not only HIV treatment but also assessments and referrals to other services, including nutrition, counseling, legal services, health insurance assistance, housing, transportation and oral care.

Total Clients Served: 2,431

In addition, AIDS Arms serves 735 Children aged 0-18 years affected (34 are HIV infected) and our HIV Prevention/Testing Programs serves 7,500 individuals as well as 10,000 infected or at high risk individuals within the Texas Prison System

<u>Gender</u>	<u>Ethnicity</u>	<u>Age</u>
81% Male	44% Black	14% Age 13 – 24
18% Female	35% White	25% Age 25 – 44
<1% Transgender	17% Hispanic/Latino	56% Age 46 – 64
	4% Other	4% Age 65+

Mode of Transmission/Risk Behaviors

Gay Men (MSM):	65%
Heterosexual contact:	25%
Injection Drug Use (IDU):	7%
MSM and IDU:	3%
Women prenatal	<1%

Income

70% Below 100% FPL*
22% Below 150% FPL
5% Below 200% FPL
3% Above 300% FPL

Health Insurance

59% have NO insurance
16% Medicaid/Medicare
24% Private Insurance
1% VA Insurance

FPL – 2010 Federal Poverty Level

Established by the Department of Housing and Urban Development (HUD)

- 100% FPL = Below \$10,830 for 1 individual
- 100% FPL = Below \$18,310 for family of 3
- 150% FPL = Below \$27,465 for family of three



DID YOU KNOW?

AIDS is now the #1 killer of ALL women ages 15-45 across the globe?

AIDS is the #1 killer of Blacks in the US ages 25-44?

AIDS is the #2 killer of Hispanics in the US ages 25-44?

Dallas has the highest HIV infection rate in the state of Texas?

There are 1.5 million living cases of HIV in the US; 68,000 in Texas?

There are over 22,000 living with HIV in Dallas Metroplex today?

-and-

Over 6,000 of these men, women and youth are NOT in medical care today!

Dallas County Health Department estimates an additional 7,000 individuals will be living with HIV/AIDS in Dallas County alone by the year 2012.

There are approximately 60,000 new HIV infections in the United States each year. Approximately 1,000 of those new infections are within the Dallas Metroplex. Over 600,000 people have died in the U. S. due to AIDS (that we know of).

AIDS is the fifth leading cause of death for all people in the United States (regardless of gender, race, and sexual orientation) for ages 25-44 (behind cancer, heart disease and accidents).

53% of new infections are among gay men. 47% are among heterosexual men and women, primarily ethnic minorities.

AIDS Arms served over 3,400 individuals impacted by HIV in 2010

AIDS Arms educated and/or tested another 7,500 Dallasites in 2010

AIDS Arms has clients who have lived with HIV/AIDS for 30 years

Our youngest new client is 14. Our oldest is 89.

The cost of medical care and case management for one patient at AIDS Arms for a whole year is about \$2,800 (not including medications) – The cost of one ER visit by a HIV+ person (not in outpatient medical care) is about \$12,000; \$35,000 for an inpatient visit. 89% of new clients who previously accessed ER/inpatient care before they joined AIDS Arms no longer do. A cost savings of about \$6 million to Dallas tax payers EVERY YEAR. Community involvement makes a difference for us all.

The Faces and Stories of HIV and AIDS



Christie—One Client’s Journey from Despair to Hope

Once a month the Dallas County *Medical Mobile Van* conducts what is known as a “round up.” The van goes to places in out of the way spots to test people for sexually transmitted diseases and HIV. This was how Christie learned that she was HIV positive. At first she was stunned, then petrified and then confused about what would happen to her. For years Christie had worked as a prostitute. The drug abuse started when Christie was only 12 years old and by the time she was 22, she was using alcohol, crack cocaine and heroin every single day.

The *Medical Mobile* staff gave her a list of contacts for help and that is how I met Christie . . . she had just turned 32. She contacted AIDS Arms and I was assigned to be her case manager.

The first introduction was to medical care at AIDS Arms and thus Christie began her long relationship with the medical providers at Peabody Health Center. Lack of health care over the past several years had left a chasm for Christie that needed to be addressed in a variety of ways. It was also apparent that HIV treatment would not be effective until Christie was more stable *and* clean and sober.

AIDS Arms helped Christie be admitted to inpatient treatment for her substance abuse at a partner agency. She received inpatient treatment for 45 days and during this time she was evaluated and treated for depression and bi-polar disorder.

In order to live in a sober living environment, she had to have a job---not an easy task when a woman is 32, has never had a real job and has a criminal background. I was able to introduce Christie to a restaurant manager who gave her the opportunity to work as a hostess. She stayed with the restaurant for more than a year until she was able to obtain another job which allowed her to work from 9 a.m. to 5 p.m. so that she could go to community college. Her goal is to graduate from the University of North Texas as a Licensed Chemical Dependency Counselor.

When I asked Christie, what gave her the impetus “*to keep on keeping on*” she replied, “ that getting her connected to the resources and helping her along the way made all the difference.”

The skilled clinicians and case managers of AIDS Arms offer Hope, Compassion and Care for those living with HIV and AIDS in Dallas County and North Texas

Ms. L—Alone But Not Forgotten

This client came to the United States from Zambia to visit with family for a few months and met a man who seemed ‘perfect’. After dating for several months, the couple was married. The client found that married life was not what she expected and was further devastated to find that her husband of a few months was living a double life. Soon after her discovery, her husband left her, and as part of a routine medical checkup she learned that she was HIV+. The client became very depressed as a result of the diagnosis, feeling isolated in a foreign country and not being able to share the diagnosis with her family. She did seek medical care but was unable to continue because of its high cost. Fortunately, her medical provider referred her to AIDS Arms and the client followed through with the referral.

When she called AIDS Arms, the client was connected to a case manager who completed an in-depth needs assessment and identified multiple barriers to care. The case manager connected her immediately to medical care at AIDS Arms Peabody Health Center. Unfortunately the disease had progressed further and the client was diagnosed with AIDS. The case manager and the client worked together to address the many barriers she faced, to ensure that she stayed in care and adhered to treatment, and to obtain other necessary care, including dental care, mental health counseling, etc.

The case manager also assisted the client in her efforts to get appropriate documentation to enable her to work in the U.S. and obtain employment. The client gradually achieved stability by participating in psycho-social support programs and is now both maintaining her health and improving her quality of life.





History of Life Walk

With over 4,000 attendees, in 2010, LifeWalk celebrated its 20th anniversary as one of the premier HIV/AIDS fundraisers in north Texas. Along with much needed funding and media exposure, LifeWalk offers an opportunity for education, dialogue, HIV testing, and remembrance of those who lost their fight with AIDS.

Each year, local HIV/AIDS charities and community organizations are selected to share in the proceeds. LifeWalk supports the following services and programs at AIDS Arms:

- Operation of the only HIV-specific medical facility in South Dallas, serving more than 900 patients
- HIV Prevention & Testing to more than 7,000 people per year
- Case management, education & support services to over 3,400 people per year

LifeWalk 2010 Partner Agencies

We want to thank our 2010 Agency Partners. Together they raised over \$30,000 for their programs to help others in need:

- | | |
|-----------------------------------|------------------------------|
| AIDS Interfaith Network | Legal Hospice of Texas |
| AIDS Services of Dallas | Resource Center of Dallas |
| Bryan’s House | The Women’s Chorus of Dallas |
| Greg Dollgener Memorial AIDS Fund | Youth First Texas |
| Legacy Counseling Center | |

*Many thanks to the 2010 LifeWalk Sponsors.
We couldn’t do it without you!*





For the third year in a row, Aetna sponsored the HIV Testing and Prevention Booth, which provided free testing and counseling to more than 200 people at the event. This important work supports both HIV awareness and the need for everyone in the community to know their HIV status.

latitude



latitude



Government Grants

Centers for Disease Control (CDC)
Texas Department of State Health Services
Dallas County Health and Human Services
Substance Abuse and Mental Health Services Administration

National Institute of Health
U.S. Department of Health and Human Services

Foundations

Anonymous Foundation
Bank of America Foundation
Black Tie Dinner, Inc.
Carl & Florence King Foundation
Dallas Foundation
Harold Simmons Foundation
Hillcrest Foundation

Mabee Foundation Challenge Grant
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Until There's a Cure Foundation

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Cathedral of Hope
DFW Sisters
First Community Church of Dallas

First Unitarian Church of Dallas
Gay Lulac Rainbow Council 4871
St Luke's Catholic Church Men's Club
St Luke Community United Methodist

Texas Gay Rodeo Association
The Episcopal Church of St. Thomas the
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The Women's Chorus of Dallas
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351W. Jefferson Blvd.,
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