

THE aLINE

YOUR CONNECTION TO

THE ALLIANCE FOR POSITIVE HEALTH

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**Three words to describe you:
"Compassionate, tenacious,
and adaptable."**

Mary Hazel Morelock

DSRIP: Mary is working closely with Columbia Memorial and having great success.

As a Health Home Program Manager, Mary Hazel Morelock is responsible for providing face to face care management to clients throughout the community as well as supervising a staff of four. Having been in the role for just under three years, Morelock is helping to provide high quality care management to clients of the Alliance for Positive Health. She has transitioned to a team leader for the client's care coordination activities which include medical care, mental health and substance abuse treatment, and housing assistance while advocating for clients to access and maintain these services. Mary plays a major role, working collaboratively throughout the agency and community.

During a recent interview, Morelock discussed her role as a Health Home Manager and the ways in which she is collaborating with other community partners to create more opportunities for clients to provide the best level of services needed.



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“Since the beginning of our fiscal year that started July 2016, the Alliance has been growing and changing.”

Letter from Executive Director Bill Faragon

Dear Friends,

I am pleased to present to you our 2017 Spring Newsletter. You may notice the new title of our newsletter, THE a LINE. Our hope is that the newsletter will provide readers with inside access to our programs and services and keep you connected with the Alliance for Positive Health.

The bi-annual newsletter will include a feature article that will focus on the incredible work that our staff perform each day. In this issue, our Hudson Office’s Health Home Care Manager, Mary Hazel Morelock, is highlighted. Mary is a part of our large Care Management program that provides services to individuals living with HIV/AIDS and other chronic illnesses throughout our 15-county catchment area of Northeastern New York. Like many of our employees, she is the front line of our mission, providing care management, an understanding voice and compassion to those who need it most.

Since the start of our fiscal year in July 2016, we have been growing and changing. Our growth and success is a true credit to our staff and clients. We created three new Assistant Directors of Program Services positions to oversee specific areas of the agency; internally, we restructured our Client Services and Prevention departments into one Program Services department. This new structure streamlines our many services into one continuum of service with the goal of meeting all the needs of individuals and their families when they walk through our doors.

With the growth of our Health Home program and the implementation of the Delivery System Reform Incentive Payment Program, we have added staff in each of our locations to meet the increased workload. Of course, a growth in staffing comes with the need for more office space. To that end, we have leased additional office space next door at 915 Broadway in Albany, and now occupy two floors at our office in Plattsburgh. We also relocated to a larger nearby space in Schenectady that better accommodates staff and is more centrally located for the convenience of our clients. Currently, we are looking for additional space in both our Hudson and Hudson Falls offices.

We will continue to meet the needs of our clients and community because of you—our supporters, donors and friends. Thank you for believing in our mission, supporting the work we do today, and believing in our tomorrow.

Bill

Bill Faragon

Welcome To Our New Directors

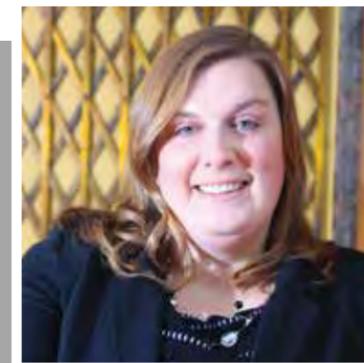
Anne de Noronha, Laurie Lanphear and David Schissler

New Directors



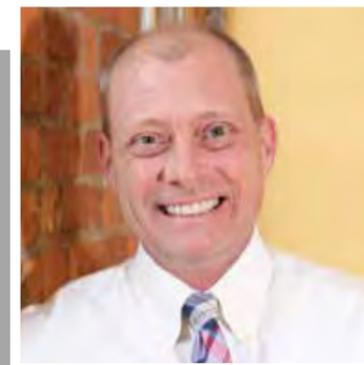
Anne de Noronha | Director of Human Resources

De Noronha has 14 years of Human Resources experience in the non-profit sector in the areas of biomedical research, health and welfare and child and family services. Her past HR management positions were at the J. David Gladstone Institutes, SRI International, and as Director of Human Resources for the Edgewood Center for Children & Families in San Francisco. Most recently Anne worked at the Center for Disability Services and as a consultant at Northern Rivers Family Services.



Laurie Lanphear CCM | Director of Program Services

Lanphear has 20 years of experience in the health and human services sector. Lanphear has been with the Alliance for Positive Health for over 16 years. Lanphear has held a variety of positions in the former COBRA case management program and Health Home program, most recently holding the title of Assistant Director of Client Services. Currently, Lanphear provides oversight of the Health Home and DSRIP initiatives.



David Schissler | Director of Finance and Administration

Schissler most recently served as the CFO at Byrne Dairy. Prior to his work at Byrne Dairy, he was the Executive Director at Jefferson Community College.

The Real Talk Kids at World AIDS Day



Trans Health Panel Uncovering the layers of trans health

Program Updates

Delivery System Reform Incentive Payment (DSRIP) Program

Each year, many unnecessary hospital admissions occur. In 2014, Governor Cuomo announced a waiver that would result in billions of dollars of savings for taxpayers to address critical issues in the NYS health care system.

The Delivery System Reform Incentive Payment (DSRIP) is the primary mechanism in which New York State will implement the MRT waiver. DSRIP is a five year program that started in April of 2014 and will conclude in March 2020. The main purpose of DSRIP is to transform the health care delivery system in New York State by targeting those with Medicaid or living in poverty and uninsured. The ultimate goal of DSRIP is to decrease avoidable hospitalizations and emergency room visits by 25% during the five year period of DSRIP implementation. All DSRIP funds will be awarded on performance based achievements linked to outcomes of project measurements and reporting as we move towards a Value Based Payment system of care delivery.

The DSRIP program promotes community-level collaborations and focuses on system reform while aligning with the Triple Aim: better care, better health and lower costs. This community collaboration will break down silos by bringing together community based organizations, care management agencies, hospitals, medical and behavioral health clinics, pharmacies, food pantries, drop-in centers and many other providers to ensure community members are receiving optimal health care services.

Included as part of this restructure are Performing Provider Systems (PPS), entities that have been designated by New York State to create and implement DSRIP projects. Each PPS identified up to 11 projects that would be targeted to best serve our communities through a community assessment. The Alliance for Positive Health is currently contracted with three PPS'. These include; Better Health for Northeast New York (Albany Medical Center), Adirondack Health Institute, and the Alliance for Better Health Care.

Some of the PPS projects will address integrating behavioral health and primary care, ambulatory detox, emergency department triage, hospital to home collaboration, palliative care, asthma, cardiovascular disease, and working with individuals with one chronic illness and at risk for additional chronic illnesses, to name a few.

Over the next several years the Alliance for Positive Health will leverage our expertise in care management and preventative services to collaborate with the three PPS' in providing quality services and transforming the way health care is delivered in our communities. This exciting new venture will allow us at the Alliance to expand on the services we are providing to our most vulnerable community members.

For more information on DSRIP please contact Laurie Lanphear, CCM, Director of Program Services at 518.434.4686.

Health Insurance Navigator

The Alliance for Positive Health has four full-time Health Insurance Navigators dedicated to assisting individuals who are un/under insured to access the insurance plans that best meet their needs. Health Insurance Navigation services are provided to anyone residing in Columbia, Dutchess, Fulton, Greene, Montgomery, Schoharie and Ulster counties. In order to increase access to services, we are conveniently co-located at such sites as the YMCA, the libraries in Cobleskill and Amsterdam and the Lexington Recovery Center. Health Insurance Navigators also provide services in clients' homes. One of our Navigators is Spanish speaking.

The system for obtaining health insurance can seem both intimidating and confusing. Health Insurance Navigators provide support and information throughout the process. In order to obtain insurance, and with help from a Navigator, consumers go onto the New York State of Health (NYSoH) online health insurance marketplace to compare

health insurance options and enroll in their chosen coverage plans. It is the best place to find a low-cost, quality health plan to meet, individual, family, or small business needs. The insurance marketplace is also where individuals learn if they can get tax subsidies that will help pay for health insurance based on their family size and income. A consumer can be enrolled into Medicaid, the Essential Plan, Child Health Plus (CHP) or a Qualified Health Plan (QHP). The NYSoH marketplace offers a wide variety of QHPs that can accommodate most budgets. These plans are organized by metal tiers—catastrophic, Bronze, Silver, Gold, and Platinum—ranging from cheapest to most expensive. In 2016, the NYSoH, created the Essential Plan, which offers free preventive care, such as routine doctor exams and screenings. Essential Plan enrollees will have either no premiums or a \$20 monthly premium, depending on family size and income. There are no deductibles and low co pays with the Essential Plan. Medicaid, the Essential Plan, and CHP are open for enrollment year-round. QHP's open enrollment period was November 1, 2016 to January 31, 2017. In limited circumstances, such as losing other insurance, getting married, or having a child, individuals can enroll in QHP's outside of open enrollment.

All the health plans in the insurance marketplace cover ten essential benefits which include: ambulatory services, emergency services, hospitalization, maternity and newborn care, mental health services, prescriptions, rehabilitative and habilitative services, laboratory, preventative care and pediatrics. Immigrants with legal recognition can get coverage through the marketplace and undocumented immigrants can pre-qualify for Emergency Medicaid (if eligible based on income and family size). Children, regardless of immigration status, can enroll into CHP through the NYSoH Marketplace until the age of 19.

The information given to the NYSoH and its advisors (such as our Health Insurance Navigators) is private, and will not be shared with anyone else. It will not be used for any other purpose other than eligibility determination.

For more information about this important service, or assistance with health insurance, please call our HIAP hotline at 518-810-0808.

Link2Care

The Alliance for Positive Health provides Link2Care services with individuals regardless of HIV status. Link2Care assists individuals to connect to medical care, access PrEP, address barriers, and navigate complex systems in order to receive health and support services. Link2Care uses a team approach with Peer Navigators reflective of the target population and staff to increase access to services.

Link2Care's approach is specifically set up to reach and engage individuals that are difficult to retain. Although some parts of the program resemble case management, Link2Care's unique features allow individuals flexibility with short term enrollment, fewer forms to fill out and convenient meeting times and locations. Our Peer Services are an intricate part of Link2Care; People who have "been there done that" will go with clients to appointments, provide a helping hand, and/or a listening ear.

Link2Care can focus on specific needs such as PrEP assistance, hormone replacement therapy referrals, medication adherence and housing. For folks who have missed multiple medical appointments, we will go out into the community to help reconnect them with healthcare and support services. Link2Care works in conjunction with case managers, health educators, medical providers, and other service providers to provide a comprehensive and client centered approach to address their needs.

For more information about Link2Care services, please call 518.434.4686.

Positive Images

The Alliance for Positive Health is excited to present a new addition to our services tailored to gay, bisexual, and other men who have sex with men living with HIV/AIDS. Positive

The DSRIP program promotes community collaboration and system reform while aligning with the Triple Aim.



Program Updates

Images is a health education program that covers six key healthcare topics, using the creative medium of photography, to engage clients. Positive Images encourages participants to use photography as a creative way to express and personalize healthcare topics specific to their lives. These concerns are addressed through discussion of medication adherence, disclosure and confidentiality, building support networks, the importance of viral suppression, among others. Group sessions usually address the key healthcare topic first, and then the last few minutes are spent looking at other famous or HIV positive photographers' work around a chosen theme, such as landscapes or found materials. Participants learn about photography techniques and then are encouraged to go out in the field and take similar images, related also to the healthcare topic. At the next meeting, participants view each other's work and offer insights and comments, leading to discussions of the healthcare topics at hand.

At the Albany office, the group meets twice a month, on the second and fourth Thursday of the month; In Schenectady, the group meets once per month. Individual sessions are also encouraged, for those clients who face challenges in group settings, or whose personal situation demands one-on-one sessions. In either case, participants are selected based on a health literacy assessment conducted by the Health Educator, where literacy outcomes are determined and participants are scheduled to attend the appropriate sessions that correspond to their outcomes. Since its inception in December 2015, more than 25 men have participated. Plans are being developed to expand the program to outlying areas.

Positive Images is open to HIV positive, gay, bisexual, or other men who have sex with men, living in Albany, Rensselaer, Saratoga, Schenectady, and Schoharie counties, who meet certain eligibility criteria.

Those interested in learning more are encouraged to contact Richard Van Deusen at (518) 434-4686, or rvandeusen@alliancefph.org.

Because Positive Images is specifically designed for HIV positive men living exclusively in a five-county area, we have extended the concept through the creation of Studio 6, a multi-media experience for gay, bisexual, or other men who have sex with men, who are HIV positive or at risk for HIV. Studio 6 is conducted throughout our 15 county catchment area. More information can be found at www.projecthopefph.org.

POSITIVE IMAGES GALLERY



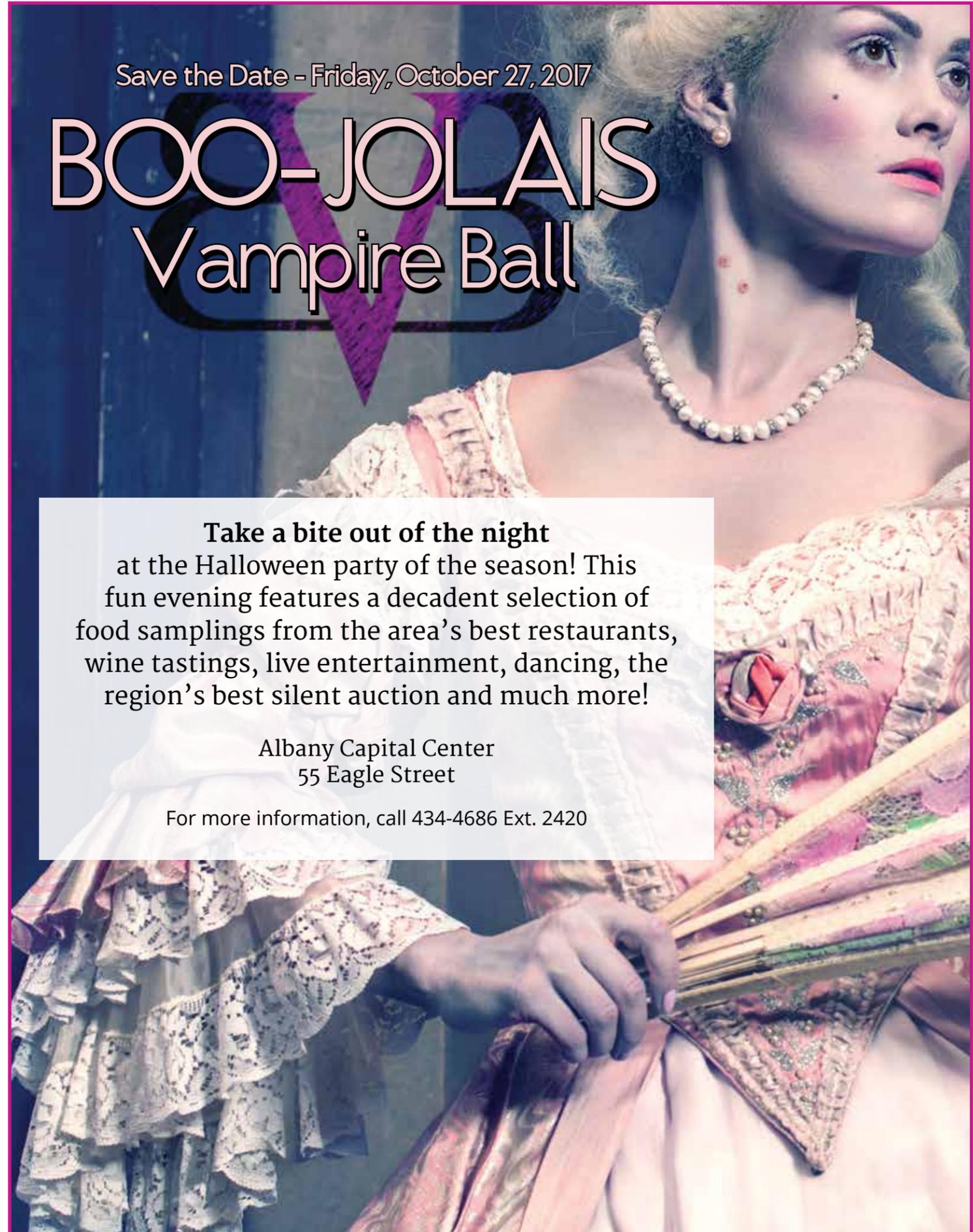
Save the Date - Friday, October 27, 2017

BOO-JOLAIS Vampire Ball

Take a bite out of the night
at the Halloween party of the season! This fun evening features a decadent selection of food samplings from the area's best restaurants, wine tastings, live entertainment, dancing, the region's best silent auction and much more!

Albany Capital Center
55 Eagle Street

For more information, call 434-4686 Ext. 2420



Featured Spot

Mary Hazel Morelock



How long at you been working at the Alliance for Positive Health?

It will be three years on June 2nd.

What is your role at the Alliance for Positive Health?

I am a Health Home Program Manager for our Hudson site.

What does a typical day look like for you?

I oversee three care managers in our Hudson office and one outreach specialist in the Albany office. I spend most my time split between interacting with staff, conducting outreach to prospective clients, and building relationships within our community (Columbia/Greene Counties).

What do you like most about your job, and what aspect of your role do you enjoy the most?

I like being able to connect people with our valuable services which help them to achieve their goals, access comprehensive health care, and improve their lives. The part of my role that I enjoy the most is building coalitions and relationships with other community providers to improve service quality in our area.

What do you find most challenging?

Our main difficulty stems from a lack of resources available to assist persons in need. This is especially true in some of our rural communities. It can be very challenging to both myself and staff when we are unable to offer adequate resources to meet a client's needs.

What is your proudest moment at the agency?

There are many I could pick from that I believe are exemplary of the exceptional work we do. However, I would have to say the work I am currently doing with the other three CMA's (care management agencies) in Columbia/Greene Counties working toward a formal referral process with our local hospital.

The hospital was not appropriately sending referrals for care management services. This was simply due to lack of awareness about the local agencies involved in the Health Home program. The hospital was unable to make informed decisions regarding service providers in Columbia and Greene Counties, thus they were not engaging our services for their at-risk populations.

The collaboration began with preliminary discussions in September 2016. There were four CMA's represented in Columbia & Greene County providing Health Home services, each with different areas of expertise. Our agencies wanted to create something from the bottom up that would work for our communities, and was led by our local service providers. They knew there was a large untapped need for these services.

Through the discussions, the group determined a goal that would include a formalized referral process which represents all four CMA's agencies and identifies each of their areas of expertise to best match the patients needs. I created a formalized form that the hospital staff would use to determine where the referral should be made. In December, I piloted the referral program in the hospital. Each CMA agency takes a day each week at the hospital to have a representative of care coordination available, sharing information about the Health Home program and ancillary services of each agency.

The pilot program has resulted in many referrals getting people linked to services. The program's success has identified the need to expand the program into the hospital's emergency department and primary care locations. Columbia Memorial hospital has 950 patients who are utilizing the emergency department for medical services more than 6 times in 6 months. When patients are not linked to care and receiving the resources and services that they need to remain stable they are utilizing emergency services at a higher cost for medication refills, dental pain, and common cold symptoms. Things that can be managed at a primary care level and at a much lower cost.

What advice would you give to someone considering a role as a Health Home Program Manager?

First, do not hesitate to apply for a position you think you can perform. I was encouraged to apply for my initial supervisory position by my former manager. I do not know that I would have taken that chance without their encouragement.

Secondly, utilize your team members as resources. None of us know everything and that is true at any level within an organization. Use your peers to problem solve to find new resources, and to make sense of new information. They will invariably have a perspective that you had not considered yourself.

Three words to describe you?

Compassionate, tenacious, and adaptable.

What is your favorite thing to do?

I enjoy reading, some of my favorite authors are Stephen King and Michael Crichton.

What is your hidden talent?

I am a trivia buff. I would love to try out for Jeopardy one day.

Where is your hometown?

I am a Columbia County native and have lived there my entire life, but I moved around the county a lot as a young person. I have lived in Valatie, Kinderhook, Philmont, and Hudson; So when clients ask me if I am a local, I can definitely say yes.

What would people be surprised to know about you?

That I sing in the office when no one is around. Staff have caught me on more than one occasion.

What are your hobbies?

I like to fish, play board games, and watch Netflix.



help fight AIDS through
books & music
a project of Alliance for Positive Health

We raise money locally and on-line through book sales and other fund raising efforts. We also promote and conduct other projects to help meet the needs of People With HIV/AIDS and their loved ones.

Please join our efforts. Groups and individual volunteers and sponsors are needed.

To learn more call (518) 482-5602

Dining Out For Life®
Ambassador Training
2017



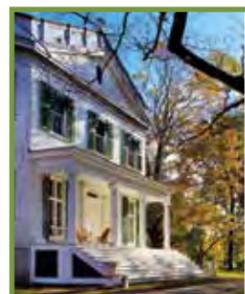
Development Updates



Ribbon Cutting

Mayor Gary McCarthy and other community leaders attended the ribbon cutting ceremony on Wednesday, March 22nd, for our new location at 155 Erie Blvd., Schenectady. The reception area and meeting rooms for clients were decorated with framed photographs done by participants in the agency's Positive Images program.

As the agency has grown, so has the need to move to a larger space to accommodate staff, as well as the need to be more centrally located for the convenience of clients. The new location has increased available space from 2,500 square feet to 4,320 square feet, which includes a reception area for clients, a conference room, and 22+ workstations for staff. The new space will also include a testing and counseling area for HIV, STI, and Hep C, and a kitchen that is used for the agency's Food4Life nutrition program.



SAVE THE DATE
SATURDAY, SEPTEMBER 2, 2017
Columbia-Greene Garden Party
to be held at the Claverack
home of acclaimed film
director James Ivory.

To make your reservation, or to find out more information about this signature fundraising event, visit our website or call 518.434.4686.



photo by Ray Felix

BOO-jolais Wine Celebration

The agency's BOO-jolais had it's new date and theme debut on Friday, October 28th, 2016. Decked out in stylish costumes, the ghoulish guests noshed on fabulous food from local caterers, chefs, restaurants and bakeries. Drag illusionists enchanted the crowd with a halloween inspired performance. Wine, food, shopping, dancing and fun - BOO-jolais was the place to see and be seen! Save the date for the 2017 BOO-jolais Vampire Ball. This year's event will take place at the Albany Capital Center.

Help Fight AIDS Through Books & Music

Longtime volunteer, Steve Kowalski and his team marked its 24th year of fundraising and support for the agency bringing in more than \$35,750 to support Client Services Energy Fund. Since its first book sale in 1993, the Help Fight AIDS through Books and Music program has raised over \$800,000 to help people living with HIV/AIDS and their families. For more information on volunteering at upcoming book sales, visit the website at www.helpfightaids.com

Dining Out For Life®

This year's Dining Out For Life® had 60+ participating restaurants and over 120 Ambassadors and volunteers to help make this signature event a true success.

"Planned giving is not just for the rich."



Planned Giving

Planned Giving Is Not Just For the Rich by, Thomas J. Walling CFP®

Planned Giving can take many shapes. Planned giving is not just for the rich. These are just a few easy ways to implement a planned giving strategy that can make a big difference for an organization.

Life Insurance strategies: If you have individual or group life insurance that you may not need, consider changing the beneficiary of the policy to a non for profit organization. If things change, the beneficiary can usually be amended. It can be done in percentages or set dollar amounts. This may take a signature on a form. **It can be that simple.**

Retirement Account strategies: The death benefit in most tax deferred retirement accounts, such as Traditional IRA's, 401(k)'s, 403(b)'s, Deferred Compensation programs, etc. is income taxable to the beneficiary. Consider leaving it to a charity. Retirement assets can be utilized by a non for profit organizations with no income taxes, putting much more money to work. Weigh this out when deciding where to leave a charitable legacy. **Once again, this may just take a signature on a form.**

There are so many other ways to structure a charitable legacy. The strategies above are some of the simplest and potentially provide the most impact. Others include charitable trusts, gifts of appreciated stock or tangible assets, bequeaths from wills, etc... Depending on the complexity of the situation the counsel of an attorney, tax consultant or investment professional may be necessary.

Thomas J. Walling CFP® is an Investment Advisor Representative of and offers securities and investment advice through Cetera Advisor Networks, LLC. (Member FINRA/SIPC) and a Registered Investment Advisor. Branch office: 235 Lark St. #43 Albany, NY 12210.

Recent Grants Awarded

Alliance for Positive Health relies on additional sources of income to support our programs and services.

We appreciate the financial support of the following organizations and to their commitment to our mission and the clients we serve every day.

Ford Motor Company Fund

The Alliance for Positive Health was the recipient of a grant from the Ford Motor Company Fund in the amount of \$5,000 to provide scholarships for students pursuing STEM studies. Ford Motor Company Fund, the philanthropic arm of Ford, has long supported the education and professional growth of youth interested in pursuing a career in Science, Technology, Engineering, Mathematics (STEM).

The scholarship(s) will be awarded to graduating high school seniors who have participated in the Real Talk Program, and have been accepted at two or four year accredited colleges or universities, or to previous Real Talk youth currently attending an accredited college or university who are in good academic standing.

Elizabeth Taylor AIDS Foundation

The Elizabeth Taylor AIDS Foundation awarded the Alliance for Positive Health \$5,000 to expand our food pantry services for Schenectady area clients.

The foundation was established to provide grants to existing organizations for domestic and international programs that offer direct care services to people living with HIV and AIDS.



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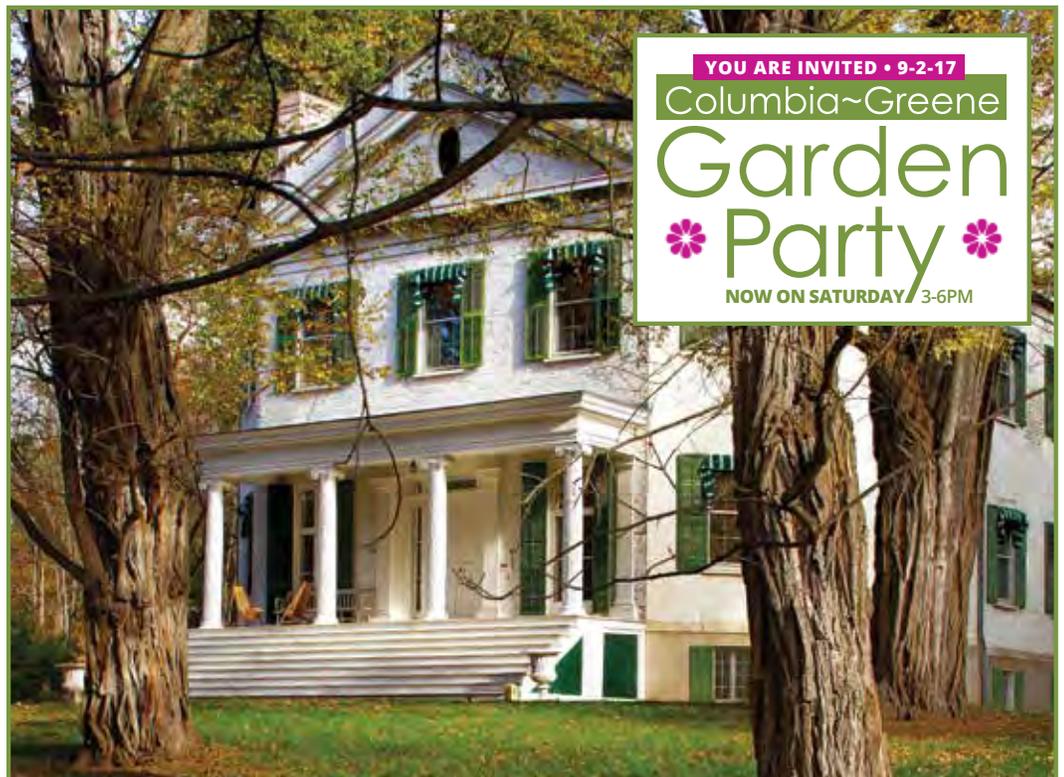
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For more information, call 434-4686 Ext. 2420
or visit: <http://www.allianceforpositivehealth.org>