



Inspire Healthy Lives and Caring Communities

2016-2017
Annual Report

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June 2017

As we look back on our most recent fiscal year, we recognize that it has been a year of tremendous growth and change here at the Alliance for Positive Health. The year began with the restructuring of the Prevention and Client Services departments to form what we now know as Program Services. This integration has enhanced our existing programs and services, allowing staff to be more responsive to client needs by working more closely with all programs offered throughout the agency. As a result, our clients are offered a continuum of services from testing, to linkage to care, and throughout care management.

We have also seen an increase in the need for our Health Homes services. In the past, care management was provided to clients with HIV/AIDS to ensure that they had adequate housing, reliable transportation to medical appointments, and assistance in adhering to their treatment plans. Today, we continue to provide these services, and are now offering them to individuals facing other chronic diseases, as well.

I'm happy to report that we were successful in receiving grant funding that will allow for the continuation of our nutrition, prison and youth programs. In addition, we officially expanded our housing and transportation programs, both of which prompted the need for increased space at our Albany, Schenectady and Plattsburgh locations.

As we look ahead into the next fiscal year, we eagerly await our moves into our new Hudson and Hudson Falls offices. These new spaces will allow us to provide these communities with even more services, including HIV and STI testing. The Hudson Falls office, in particular, will also be home to the newest location of our Syringe Exchange Program, thereby improving our ability to confront the North Country's growing opioid epidemic head on.

Looking to the future, we see many challenges on the horizon. This includes access to affordable health care, the ability to continue meeting the needs of all our clients, and our unwavering commitment to End the Epidemic by 2020. We would not be able to continue our work without you and your belief in our mission.

Thank you for all that you have done for the Alliance. I appreciate your support!



Bill Faragon
Executive Director

Director Team



Picture from left to right are David Schissler, Anne de Noronha, Laurie Lanphear, Diana Aguglia, Bill Faragon, Nancy Fisher, Lauren Collens, Donna Vancavage.

End The Epidemic

On June 29, 2014, Governor Andrew M. Cuomo detailed a three-point plan to move us closer to the end of the AIDS epidemic in New York State. The goal is to reduce the number of new HIV infections to 750 by the end of 2020 and achieve the first ever decrease in HIV prevalence in New York State. The Alliance for Positive Health is committed to helping achieve this goal through programs and services that identify persons with HIV who remain undiagnosed and link them to care; link and retain persons diagnosed with HIV in healthcare to maximize viral suppression to improve health and prevent further transmission; and facilitate access to Pre-exposure Prophylaxis (PrEP) for persons who engage in high-risk behaviors to keep them HIV negative.

9,413
clients served

HIV positive and other chronic illnesses

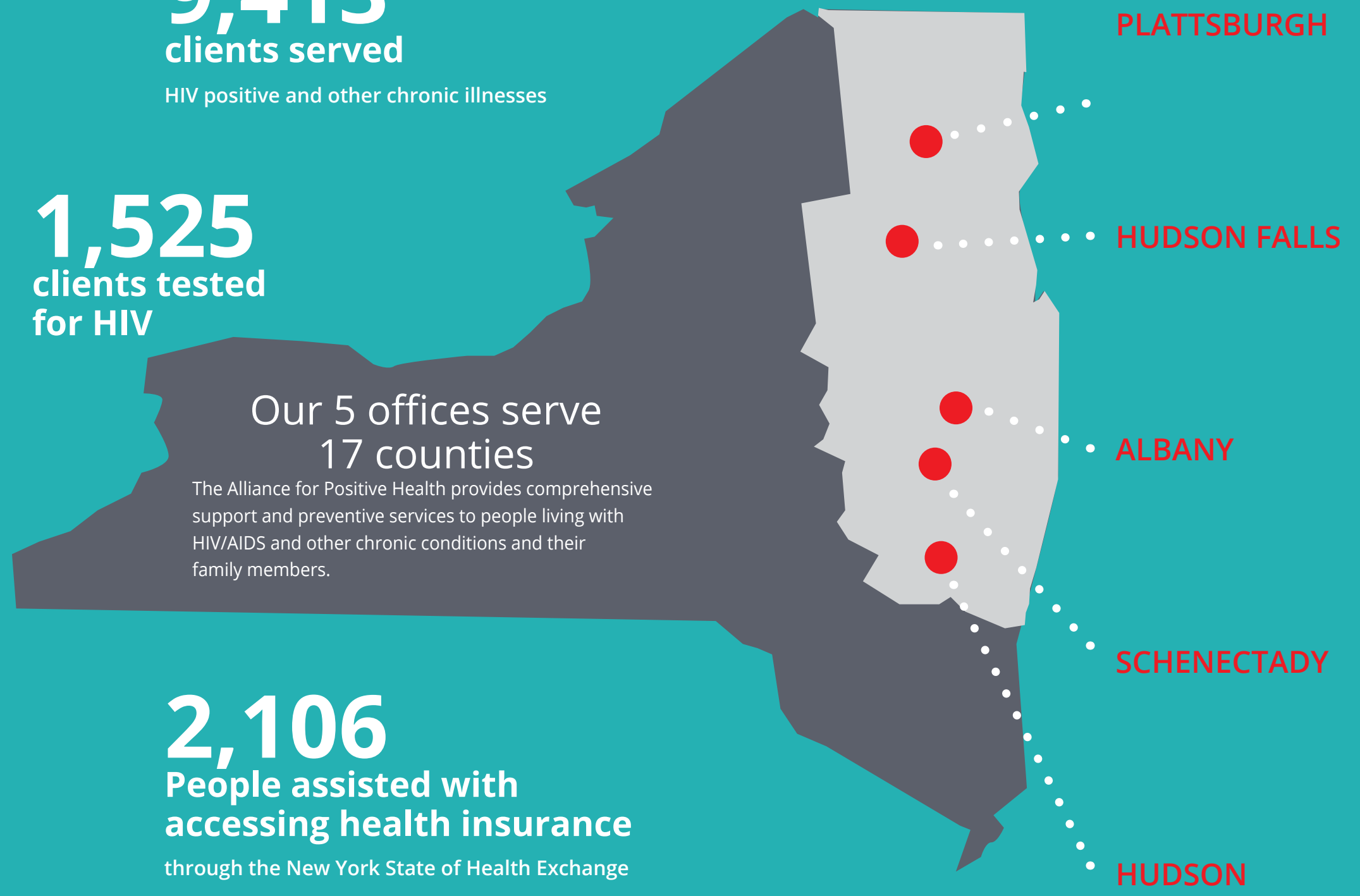
1,525
clients tested
for HIV

Our 5 offices serve
17 counties

The Alliance for Positive Health provides comprehensive support and preventive services to people living with HIV/AIDS and other chronic conditions and their family members.


2,106
People assisted with
accessing health insurance

through the New York State of Health Exchange



5 Offices
17 Counties

Our core services are offered in the 17 counties of Northeastern New York, stretching south to Columbia and Greene Counties, west to Schoharie, Fulton and Montgomery Counties and north to Clinton and Franklin Counties. We also offer enrollment in the New York State of Health Exchange in Dutchess and Ulster Counties and HIV transportation in Otsego County.



89%

Clients who received PrEP and other related services

737

Chlamydia Tests

737

Gonorrhea Tests

185

Hepatitis C Tests

703

Syphilis Tests

Prevention and Testing

Prevention services: includes those services aimed at preventing HIV, STIs and Hepatitis C and encouraging healthy choices; services include testing, individual and group harm and risk reduction sessions, LNR for high-risk-HIV negative clients (linkage navigation), and clients living with HIV who have fallen out of or are sporadically engaged in care, linking those newly diagnosed with HIV to care and supportive services.

12,289

Encounters

Prevention Services

Linkage, Navigation and Retention

Linkage and navigation services are focused on linking clients to the resources and supportive services needed to address barriers to achieve positive health outcomes.

Syringe Exchange Program

Syringe exchange provides new sterile syringes and other injection supplies, safe disposal of used syringes, and opioid overdose prevention. Services also include education and information on safer injection techniques, safer sex practices, and referrals to HIV/STI/Hepatitis C testing, health care, substance abuse programs, and other supportive services that address barriers to care.

85
Overdose reversals

378,722
Syringes Returned

336,235
syringes given out

112.6%
Return Rate

Health Homes

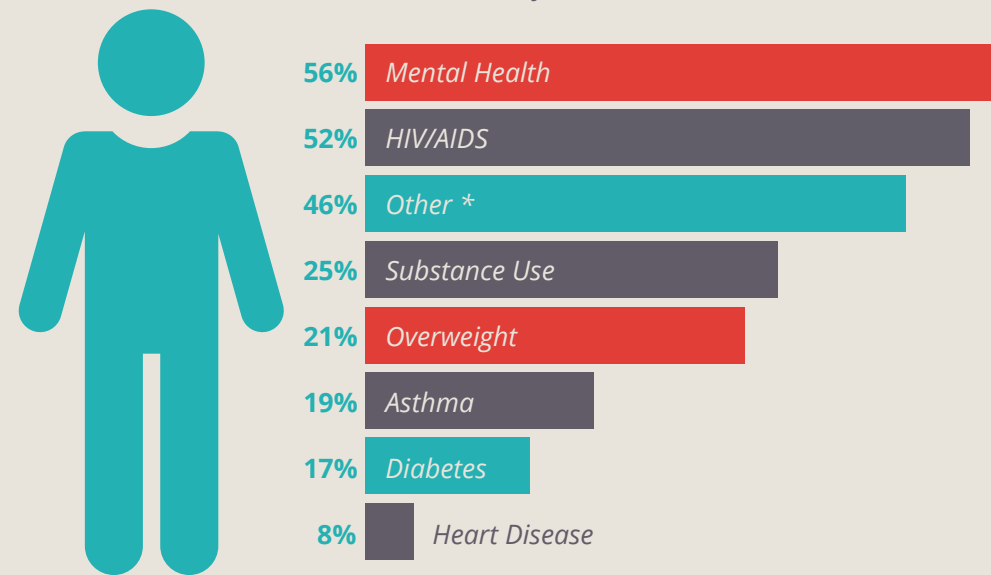
The Health Home program started in January 2012 as part of the New York State Medicaid Redesign initiative. A Health Home is not a physical space. It is a group of health and community agencies that have agreed to work together to help people living with chronic illnesses get the support they need to improve their health and keep them safer in their communities. These chronic illnesses include; HIV, serious and persistent mental illness, cardiovascular disease, asthma, diabetes, substance abuse, and obesity.

Each person who joins a Health Home is matched with a Care Manager who assists the person with all kinds of health concerns, as well as psychosocial and housing needs.

The Alliance for Positive Health served 900 clients in active care management and 1,721 clients in outreach for a total of 2,621 clients served by the Health Home program for 2016 - 2017.

% of Pre-Conditions for Health Home Members

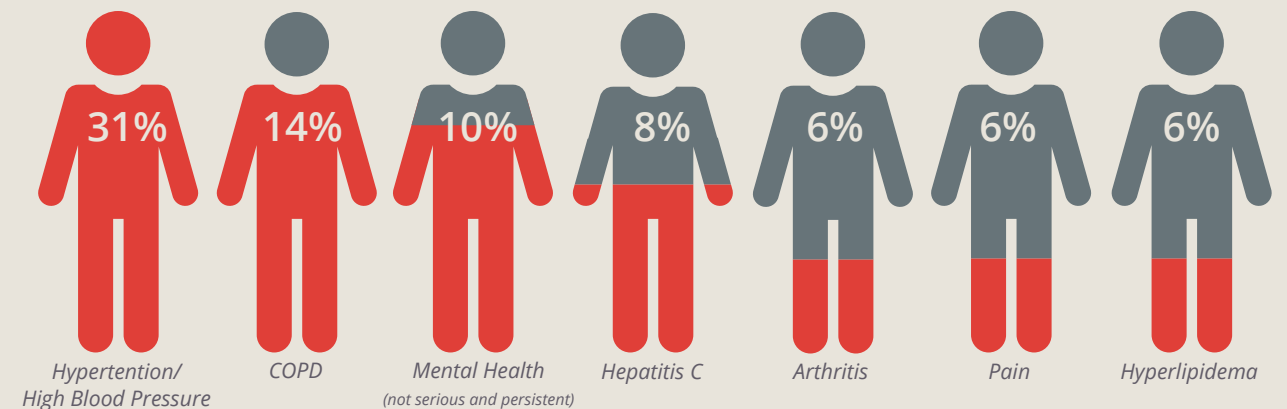
July 2016 - June 2017



2,621
Clients served by the Health Homes Program for 2016 - 2017

% of Other Conditions

*Only shows those at 5% or greater



Agency Events



2016 Columbia-Greene Garden Party
\$81,224 Raised
Photos by Rob Shannon



BOO-jolais Wine Celebration
\$84,535 Raised
Photos by Ray Felix Photography



14th Annual Dining Out For Life®
\$88,264 Raised



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



Help Fight AIDS Through Books and Music

Help Fight AIDS Through Books & Music will be ending after 24+ years. Steve Kozlowski, longtime volunteer and coordinator of the project said Help Fight AIDS Through Books & Music will be closing after the upcoming holidays.

We are grateful to Steve, his wife Mary and all his dedicated volunteers and supporters throughout the years for helping to make this project successful.

The project has provided a great service to those in need living with HIV/AIDS and other chronic diseases. Since its first book sale in 1993, the project has raised over \$800,000.

We offer opportunities to grow your career

- At-Risk Youth
- Behavioral Health
- Care Management
- Community Health
- Corrections Health
- Development
- Finance
- Housing Retention
- Human Resources
- Information Technology
- LGBT Health
- Marketing
- Nutrition Education
- Peer Navigation
- Admin Support
- Quality Improvement
- Sr. Leadership
- Substance Use Referral
- Syringe Exchange & Drug User Health
- Transportation
- Women's Health



Employment

Employment at the Alliance for Positive Health provides the opportunity to make a life-changing impact by joining an organization that has modeled client centered care for over 30 years, providing local programs and services to individuals most at risk.

Alliance for Positive Health employees work with individuals who face barriers to accessing health care and social services and strive to reduce health disparities. Our clients' diagnoses are often complicated by stigma, addiction, poverty, homelessness, incarceration or mental illness. We believe that to ask our employees to provide outstanding services in this challenging context, we need to provide outstanding support to them.

We value each employee's unique contribution, providing an atmosphere of learning, innovation, flexibility and opportunity. Alliance for Positive Health employees receive outstanding training, on-going opportunities for career development, competitive pay and excellent benefits all within a climate of recognition, inclusion, support and mutual respect.

Interested in exploring a career with the Alliance for Positive Health?

Visit allianceforpositivehealth.org

Financial Statement

Revenue

45.10%

NYS Funding - \$3,575,914

25.65%

Medicaid Funding - \$2,033,315

19.22%

Federal Funding - \$1,523,765

4.80%

DSRIP - \$380,181

2.98%

Fundraising - \$236,245

1.37%

Other Contributions - \$108,383

.88%

Other Grants - \$70,161

Changes in Net Assets: (212,007)
 Net Assets, Beginning of Year: \$3,730,040
 Net Assets, End of Year: \$3,518,033

Total Operating Expenses: \$8,253,572
 Total Operating Income: \$7,927,964
 Non-Operating Income: \$113,601

Expenses

Development
4.5%

Management & General
12.6%

Program Services
82.9%

\$5,000 +

Action Transportation, Inc.
 CDPHP, Inc.
 Fingerpaint Marketing, Inc.
 Galvan Foundation
 Innovo Kitchen
 KeyBank N.A.
 Northeast Pest Control, Inc.

\$2,500+

Ama Cocina
 Carolyn Anderson
 Aureus Health Services
 Jaeger & Flynn Associates, Inc.
 Kimberly Scott Office Furniture
 Augustin Rodrigues
 Mark T. Ryan, CPA

\$1,000+

Peggy Anderson
 Michelle Barriere
 Michele Bernier
 Lisa Bevilacqua, DO
 Robert Bluman
 BST & Co.
 CapitalCare Medical Group
 Carbone Auto Group
 CBRE-Albany
 Cutie Pharma-Care, Inc.
 El Loco Mexican Cafe
 Evelyn Bordewick Charitable Foundation
 Brian Flynn
 Kent Hall
 Hannaford Supermarkets
 Joan R. Hayner
 Stephen Henderson & James LaForce
 HOUSE Hudson Valley Realty, LLC
 Huck Finn's Warehouse And More
 Hudson River Bank and Trust Foundation
 Richard H. Lark
 Brad Lohrenz & Richard Byrne
 Cathy & Elliott Masie
 Nina B. Matis & Alan Gosule
 Mexican Radio
 Mohawk Honda
 Robert Montgomery
 Timothy P. Murphy
 Alan Murray
 New World Bistro Bar

Nicole's Restaurant
 Laurel Oztemel
 Labbie & Nilda Rabiou
 Sylvia & Thad Raushi
 Donn-Evans Reichardt
 Romeo's Gifts
 Eric & Christine Simonds
 Stair Galleries
 Mary C. Strunk
 Patrick Terenchin
 Unique Catering of Albany, Inc.
 Walgreens
 Richard Weininger, M.D. & Gretchen Stearns, M.D.
 Whiteman Osterman & Hanna LLP
 Keith & Kelly Winslow

\$500+

2 West (BWP2 West Inc.)
 Ramzi Abufaraj
 Albany Pump Station
 Steven W. Ammerman & Todd Hilgendorff
 Stacie & Michael Arpey
 Athos Classic Greek Cuisine
 Baba Louie's Restaurant
 Robert J. Bangiola
 BBL Hospitality
 Vern Bergelin & Mary Ellen Ross
 Vincentina Berger
 Peter Bevacqua & Stephen King
 Bishop House Consulting, Inc.
 Bombers Burrito Bar
 Stuart Breslow & Anne Miller
 Broadway Marketing Ltd.
 Burger 21
 Kevin Burns
 BWP (Beer Wine Pizza)
 Ca'Mea Ristorante
 CAPCOM Federal Credit Union
 Capital City Gastropub
 Dominic P. Carota & Dr. Stephen F. Sipperly
 Crossroads Brewing Company
 Cassandra Cumming
 Mary F. Cunningham
 Duke Dang & Charles Rosen
 Matt & Amy Davidson
 Maureen P. Devine
 Lillian Doslak
 William Faragon

Frank Faulkner & Philip Kesinger
 Fifth Tier Baking Studio
 FINCH Hudson
 Peter Frank & Jonathan Lerner
 M. Sherry Gold
 Hailey Green
 Joe Griffiths
 Carrie Haddad
 Patrick Terenchin
 Katherine Herlihy & Eric Schwenker
 Geoffrey Howell
 Richard E. & Mary J. Irish
 James Joseph & Scott Frankel
 Gayle Kelmenson
 Peggy Lampman
 Keith C. Lee & The Honorable James Gaughan
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 Malkin & Ross
 Carey Maloney & Hermes Mallea
 Peter Manson & Peter A. Durfee
 Michele McClave & Paul H. Derby
 Dr. Cynthia H. Miller
 Michael Moy
 Susan Naple
 Olde Bryan Inn
 Chris Palmer
 Peaches Cafe
 Philadelphia Insurance Companies
 The Point
 Debra Pollard
 DeWayne A. Powell & Carsten Otto
 Rare Craft Steak & Cocktail House
 Terri Conrad & George P. Regan
 Marquita Rhodes
 Robert Bump Construction
 The Ruck
 Scallions
 The Reverend Nora Smith & Alan Bronston
 Steven Girvin Properties
 Charles Stimson
 Marcus Teo
 Tippy Moose Tap & Tavern
 Upper Hudson Planned Parenthood
 Baudouin van den Assum
 Robert & Donna Vancavage

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 Wheatfields Restaurant & Bar
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 Diana Aguglia
 Albany Ale & Oyster
 Aleka's
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 Patricia Arbib
 Nancy Barkowski, M.D. & Raymond G. O'Keefe
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 Rocky Bonsal & Robert O'Bara
 Jack Cadalso & Gary Becker
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 Juan Carretero & David Osborne
 Chez Mike
 Circus Cafe
 The City Beer Hall
 Rae A. Clark
 John & Ellen Clarkson
 Douglas Cohn, D.V.M.
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 Honorable Richard Conti
 John J. Coppola
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 Paul de Marchin
 John & Wendy Delehanty
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 Honest Weight Food Co-Op
 Debi Huber
 Jeffrey Kaufman

\$250+

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 John S. Knott & John Fondas
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 John C. & Alison L. Lankenau
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 Martinez Cleaning, LLC
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 Ships Pub
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 United Way of Greater Rochester
 Ron Wilcox
 Wolff's Biergarten
 Yang's Asian Bistro
 Debra Zimring, M.D. & Jeffrey L. Zimring, Esq.

\$100+

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 Robert Anderson & Kuan Chan
 Michael Andrews
 Bradley & Linda Austin
 Brian Aviles
 Bank of Greene County Charitable Foundation
 Joe & Robin Barbera
 The Honorable Didi Barrett
 Miranda Barry
 Susan Bartle
 Bazzano's Pizza
 Robert Beard & Bibhu Mohapatra
 Timothy K. Beebe & David Marshall
 Michael Belanger & Jeffrey Hayenga
 Pamela King Belfor
 Dave & Sheri Bolevice
 The Bonadio Group
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 Lauren Collens
 Kathleen Cooke
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 Rory Costello
 Todd Cuttler
 Patricia E. Dallmann-Weaver
 Frank D'Ambrosio
 Deborah D'Arcy
 Owen Davidson & Mark Prezorski
 Doreen P. Davis
 Anne de Noronha
 Lisa K. DeMase

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Kenneth & Joyce Ketay	Peter I. O'Hara & John Garofalo	Frank Beleglow	Elizabeth Carpenter	Sheila Epting	Curtain Call Theater	Joanne E. Morne	Jan Eden	Sarah Gardinier	Florine Hart	Cynthia Lathrop	Brad Manion	Mark Moranis
Kinderhook Bank	Philip Palmieri	Mike Belter	Sage Carter	Lori Ercolini	Richard Curtin	Micky Jimenez	Jeff Edwards	Margaret Garrett	John Hartigan	Matt Lathrop	Brad Manion	Mark Moranis
Gerard Klauser	Pancho's Mexican Restaurant	Susan Bender	Jerry Casey	Chris Esch	Frank Cuthbert	Micky Jimenez	Michelle Edwards	Margaret Garrett	Karen Haut	George LaTourette	Brad Manion	Jane Morano
Laurence A. Klein	Ephraim Walls, Jr.	Wilkinson & Richard Wilkinson	Robert J. Castle	Chris Esch	Luke Cutie	County Executive Kathleen M. Jimino	Michelle Edwards	Margaret Garrett	Wayne Hawkins	Elizabeth Laughlin	Brad Manion	Kristina Morgan
Kenneth & Joyce Ketay	Ephraim Walls, Jr.	Renee Walbridge	William D. Castle	Johnny Cosme	Emily Chameides	Stephanie Kappel	Michelle Edwards	Margaret Garrett	Janice Hayes	Stephen Lauria	Brad Manion	Stacey Morgan
Kinderhook Bank	Ephraim Walls, Jr.	Renee Walbridge	Emily Chameides	Johnny Cosme	Anna Chasnoff	Cassandra Kelleher-Donnaruma	Michelle Edwards	Margaret Garrett	Sally George	Carol Lavender	Brad Manion	Barbara Moshier
Gerard Klauser	Ephraim Walls, Jr.	Renee Walbridge	Anna Chasnoff	Johnny Cosme	Yanghui Chen	Alan S. Kempf	Michelle Edwards	Margaret Garrett	Joseph Hefta	Janine Jurkowski	Brad Manion	Karen Mosher
Laurence A. Klein	Ephraim Walls, Jr.	Renee Walbridge	Yanghui Chen	Johnny Cosme	Elizabeth & Mark Cheney	Aven A. Kerr	Michelle Edwards	Margaret Garrett	Chris Heim	Anna Kadish	Brad Manion	Debra Moskowitz & Elin Menzies
Kenneth & Joyce Ketay	Ephraim Walls, Jr.	Renee Walbridge	Elizabeth & Mark Cheney	Johnny Cosme	Haley Chesbro	Kenneth & Joyce Ketay	Michelle Edwards	Margaret Garrett	Omar Helalt	Natalia Kafel	Brad Manion	Lawrence Moss
Kinderhook Bank	Ephraim Walls, Jr.	Renee Walbridge	Kathleen Chick	Johnny Cosme	George Childs	Micky Jimenez	Michelle Edwards	Margaret Garrett	Scott Henricks	Linda Kaplan	Brad Manion	Maria Moy-Santos
Gerard Klauser	Ephraim Walls, Jr.	Renee Walbridge	George Childs	Johnny Cosme	Tia Chimiak	Micky Jimenez	Michelle Edwards	Margaret Garrett	Tracy Henry	Katie Kappes	Brad Manion	Becca Mudie
Laurence A. Klein	Ephraim Walls, Jr.	Renee Walbridge	Tia Chimiak	Johnny Cosme		Micky Jimenez	Michelle Edwards	Margaret Garrett	Eileen Herman	Cash Matthews	Brad Manion	Michael Murphy
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Kinderhook Bank	Ephraim Walls, Jr.	Renee Walbridge		Johnny Cosme		Micky Jimenez	Michelle Edwards	Margaret Garrett	Jessica Herrmann	Janet Mattis	Brad Manion	Julia Murray
Gerard Klauser	Ephraim Walls, Jr.	Renee Walbridge		Johnny Cosme		Micky Jimenez	Michelle Edwards	Margaret Garrett	Sarah Herrmann	Sharon Matuszek	Brad Manion	Robert Q. Murray
Laurence A. Klein	Ephraim Walls, Jr.	Renee Walbridge		Johnny Cosme		Micky Jimenez	Michelle Edwards	Margaret Garrett	Steven J. Girvin		Brad Manion	

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