2019-2020
Board & Leadership

BOARD OF DIRECTORS
PRESIDENT
Kelley Winslow
VICE PRESIDENT
John J. Coppola
TREASURER
Terri Conrad Regan, C.P.A.
SECRETARY
Thomas J. Walling, CFP
Mary Jane Bendon Couch, Esq.
Cordell A. Boone
Jorge Padilla-Zamudio, PhD
Eli Rosenberg, PhD
Lisa Sasso
Winell Soures, LMSW, MA
Robert A. Stout Jr., Esq.
Mary Strunk

EXECUTIVE TEAM
EXECUTIVE DIRECTOR
William F. Faragon
DIRECTOR OF HUMAN RESOURCES
Christina Abbott, PHR
REGIONAL DIRECTOR
Diana Aguglia
DIRECTOR OF PROGRAM SERVICES
Laurie Lanphear
DIRECTOR OF FINANCE & ADMINISTRATION
Joseph Peterson
DIRECTOR OF DEVELOPMENT & MARKETING
Donna Vancavage

List reflects individuals who served between July 1, 2019 and June 30, 2020.

18,633 services were provided to 3,057 clients across Northeastern New York from July 1, 2019 through June 30, 2020. Our dedicated staff ensured vulnerable individuals in our local community were able to obtain health-related knowledge, develop self-advocacy skills, remain adherent to medical care, and break down barriers.

When the COVID-19 pandemic began its spread throughout New York, the Alliance for Positive Health immediately began implementing strategic protocols to ensure the health and safety of our clients and staff. On March 17th, our offices began operating at limited capacity with most staff providing services remotely. Through operational adjustments in compliance with New York State health guidelines, we have continued providing vital program services to vulnerable individuals in the local community. As we continue to navigate these difficult times, the Alliance for Positive Health maintains its unwavering commitment to our community and the people we serve. While there have been many challenges during the COVID-19 pandemic, our staff have remained vigilant in providing essential care to our clients. We have endured the HIV/AIDS crisis and we will make it through the COVID-19 pandemic. Despite all obstacles we have had to overcome, the health and wellbeing of our clients will always remain our top priority.

3,057 Clients Served

8,172 meals provided to our clients
908 clients received food pantry bags
742 harm reduction services provided
280 transportation services provided

SYRINGE EXCHANGE PROGRAM STATISTICS

680 total individuals enrolled in Syringe Exchange Program through June 2020
514,441 total syringes provided to clients through June 2020
62 successful overdose reversals from 2019-2020
56.7% return rate for collected syringes from 2019-2020

Pandemic Response

102 HCV Screens
1,355 STI Tests
848 HIV Tests

COVID-19 RESPONSE HIGHLIGHTS (MARCH - JUNE 2020)
Statement of Activities

2019 - 2020 REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>2019-2020</th>
<th>2018-2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York State Funding</td>
<td>$3,350,385</td>
<td>$3,521,541</td>
</tr>
<tr>
<td>Medicaid &amp; Other Fees for Service Revenue</td>
<td>$2,361,231</td>
<td>$2,035,342</td>
</tr>
<tr>
<td>Federal Awards &amp; Contracts</td>
<td>$1,786,354</td>
<td>$1,572,131</td>
</tr>
<tr>
<td>Delivery System Reform Incentive Program</td>
<td>$568,059</td>
<td>$321,704</td>
</tr>
<tr>
<td>Fundraising Events</td>
<td>$134,371</td>
<td>$208,464</td>
</tr>
<tr>
<td>Contributions</td>
<td>$48,329</td>
<td>$36,299</td>
</tr>
<tr>
<td>Contributions In-Kind</td>
<td>$47,450</td>
<td>$50,450</td>
</tr>
<tr>
<td>Foundation Grants</td>
<td>$38,600</td>
<td>$34,700</td>
</tr>
<tr>
<td>Net Assets Released from Restrictions</td>
<td>$47,810</td>
<td>$47,710</td>
</tr>
<tr>
<td>Total</td>
<td>$8,382,589</td>
<td>$7,780,631</td>
</tr>
</tbody>
</table>

2019 - 2020 EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>2019-2020</th>
<th>2018-2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$7,304,352</td>
<td>$7,187,526</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$907,298</td>
<td>$1,030,012</td>
</tr>
<tr>
<td>Development &amp; Marketing</td>
<td>$377,526</td>
<td>$336,605</td>
</tr>
<tr>
<td>Total</td>
<td>$8,589,176</td>
<td>$8,554,143</td>
</tr>
</tbody>
</table>

Client Testimonials

"My family and I have received rent assistance from the Alliance for Positive Health. The process to gain access to services that we desperately needed was efficient and helpful. This rent assistance was the only reason we did not fall behind on our bills and kept us above water. The whole team at the Alliance was very resourceful and helpful and we felt well taken care of and supported during our time of need. We wouldn't have been able to remain in our home had we not had the assistance from this grant."

~ Gregory

"The Alliance has been so amazing. When you first get diagnosed with HIV, you go through all of the processes; denial, grief, etc. and you just don't want to tell anybody. You feel embarrassed. Since I started coming to the Alliance, I am embracing my diagnosis and I'm getting more comfortable with it. The Alliance helps your community and people you don't know who need that support."

~ Paul

"I have been a client of the Alliance for Positive Health for 7 years. Without the assistance I received, I would be homeless. I applied for housing and am now living in an apartment with my dog. I just wanted to let someone there know how grateful I am for all of the services I have been able to receive and what wonderful people you have working there."

~ Gregory

"My transportation specialist at the Alliance for Positive Health is absolutely wonderful to work with. She is available and prompt at returning messages. Scheduling transportation can be an anxiety inducing event. I am extremely thankful for the services that I receive and I value the care the Alliance provides."

~ Susan

"The Alliance has been so amazing. When you first get diagnosed with HIV, you go through all of the processes; denial, grief, etc. and you just don't want to tell anybody. You feel embarrassed. Since I started coming to the Alliance, I am embracing my diagnosis and I'm getting more comfortable with it. The Alliance helps your community and people you don't know who need that support."

~ Cindy
The 17th Annual Dining Out for Life® took place on April 30, 2020. Due to constraints presented by the COVID-19 pandemic, the event was shifted to a virtual format. People across Northeastern New York ordered takeout, delivery, or purchased gift cards from our partner restaurants as our Virtual Volunteer Ambassadors raised thousands of dollars for the Alliance for Positive Health’s program services for those living with and impacted by HIV/AIDS. The BOO-JOLIAS Cabaret was a memorable experience for everyone who attended.