



alliance
for positive health

2019-2020 ANNUAL REPORT

2019-2020 Board & Leadership

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



3,057 Clients Served

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.

848

HIV Tests

1,355

STI Tests

102

HCV Screens

SYRINGE EXCHANGE PROGRAM STATISTICS



680

total individuals enrolled in
Syringe Exchange Program
through June 2020

62

successful overdose
reversals from 2019-2020

514,441

total syringes provided to
clients through June 2020

56.7%

return rate for collected
syringes from 2019-2020

Pandemic Response

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.

COVID-19 RESPONSE HIGHLIGHTS (MARCH - JUNE 2020)

8,172

meals provided
to our clients

908

clients received
food pantry bags

742

harm reduction
services provided

280

transportation
services provided



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."

~ Paul

"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

"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."

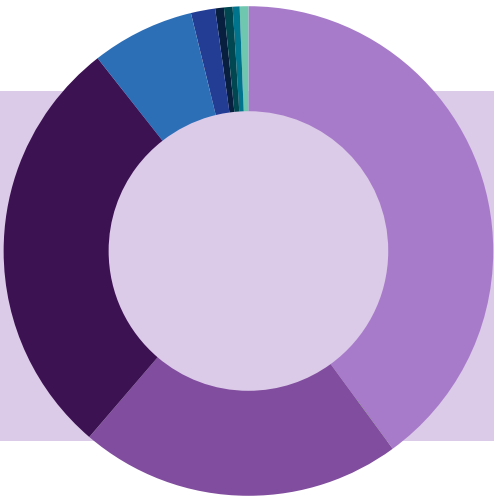
~ Gregory

"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

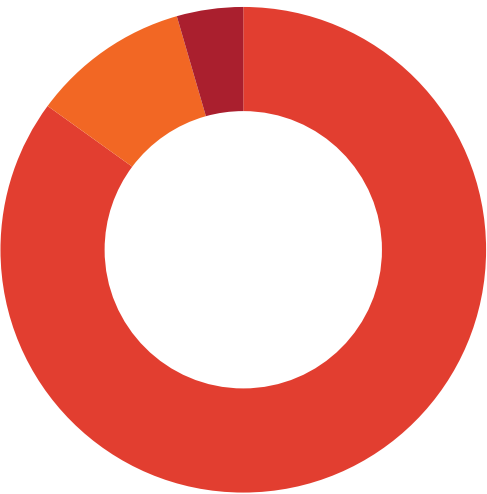
Statement of Activities

2019 - 2020 REVENUE



		2019-2020	2018-2019
40%	New York State Funding	\$3,350,385	\$3,521,541
28%	Medicaid & Other Fees for Service Revenue	\$2,361,231	\$2,035,342
21%	Federal Awards & Contracts	\$1,786,354	\$1,572,131
7%	Delivery System Reform Incentive Program	\$568,059	\$321,704
2%	Fundraising Events	\$134,371	\$208,464
<1%	Contributions	\$48,329	\$36,299
<1%	Contributions In-Kind	\$47,450	\$50,450
<1%	Foundation Grants	\$38,600	\$34,700
<1%	Net Assets Released from Restrictions	\$47,810	
	Total	\$8,382,589	\$7,780,631

2019 - 2020 EXPENSES



		2019-2020	2018-2019
85%	Program Services	\$7,304,352	\$7,187,526
11%	Management & General	\$907,298	\$1,030,012
4%	Development & Marketing	\$377,526	\$336,605
	Total	\$8,589,176	\$8,554,143

Special Events

COLUMBIA GREENE GARDEN PARTY

The 2019 Columbia~Greene Garden Party was held on August 31st at the Kinderhook home of John Hannam. This upscale afternoon cocktail party featured live entertainment, gourmet food samplings provided by Simon's Catering, and a large silent auction. Hundreds of guests from across New York attended, helping to raise thousands of dollars for the Alliance for Positive Health's program services.



BOO-JOLAIS CABARET

The BOO-jolais Cabaret took place on October 25, 2019 at the Hilton Garden Inn of Troy. Guests from across the Capital Region gathered to support the Alliance for Positive Health in a fun-filled evening with food, wine, music, and dancing. The event featured samplings from local vendors, live entertainment by Grand Central Station, a huge silent auction, a photo booth, and even a surprise flash mob performance. The BOO-jolais Cabaret was a memorable experience for everyone who attended.



DINING OUT FOR LIFE NORTHEASTERN NEW YORK

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 while 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. Despite the pandemic, Dining Out For Life® remained a huge success!



The Alliance for Positive Health Thanks our Generous 2019–2020 Donors

They have supported our program services with financial contributions and in-kind gifts.

\$5,000 +

Broadway Cares/Equity Fights AIDS
The Community Foundation for the Greater Capital Region
Gilead Sciences, Inc.
J.M. McDonald Foundation, Inc.
TAG Solutions, LLC

\$2,500+

Community Care Physicians, P.C.
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\$1,000+

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The Sandy Hill Foundation
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Tri City Rentals
Donna & Robert Vancavage
Thomas Walling & Lester Rosenzweig
The Warehouse at Huck Finn
Kelley & Keith Winslow

\$500+

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Tri-County United Way
Richard Weininger, M.D. & Gretchen Stearns, M.D.
Wheatfields Bistro & Wine Bar
Wheatfields Restaurant & Bar
Daniel & Maribeth White

\$250+

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