THREE DECADES IN MIDDLE TENNESSEE WILL BE HIV FREE

30 Years of Changing the Facts

ANNUAL REPORT
2013-2014 FISCAL YEAR

NASHVILLE CARES
FIGHTING TO END HIV/AIDS
Thirty years ago, the largest group of Nashville CARES volunteers were called “buddies.” They provided comfort and companionship to those dying of AIDS. Three decades later, one of our fastest growing groups of volunteers are “wellness buddies.” They help people living with HIV create plans to meet their changing needs to continue to live productive lives by managing their medical and treatment needs successfully without interference from basic survival needs.

This is how the work of Nashville CARES has changed since it was founded in 1985. Dramatic advances in HIV prevention and treatment have provided us with the tools to address the aids epidemic in Middle Tennessee, our state and nation. Most importantly, research and practice in the past two years has shown that in addition to helping people with HIV live longer and healthier lives, antiretroviral treatment that produces an undetectable viral load can reduce HIV transmission nearly to zero.

Combined with proven prevention strategies for HIV-negative people at high risk for infection, we can begin to reverse the epidemic and produce the conditions for an AIDS-free generation.

For 30 years, Nashville CARES has pursued this vision, elaborating the strategies needed to end HIV/AIDS. Our experience has shown us that we cannot simply treat our way out of the epidemic; advances in clinical care must be married to community-based support so that the promise of HIV treatment are available to all those most vulnerable to HIV infection regardless of race, ethnicity, gender, age, or sexual orientation. It also requires us to help those no longer dying from AIDS optimize their health and full productive lives by managing their medical and treatment needs successfully without interference from basic survival needs.

This plan lays out the path toward realization of this vision of an AIDS-free generation. It is the culmination of almost eight years of dialogue and thought about why and how CARES does its work. It is both a product of and agent for a new culture of service at Nashville CARES that seeks to change the paradigm for our community responses to HIV/AIDS in Middle Tennessee.

Mission: Our mission is to end the HIV/AIDS epidemic in Middle Tennessee. We work to achieve this through education, advocacy and support for those at risk for or living with HIV.

Impact: By 2020, the number of HIV infections reported annually for the Nashville metro service area will be reduced by 50% (from 200 to 100) and the agency’s average client community viral load will be decreased by 60% (from 1,330 to 530).

Goal I – Reduce New Infections: Reduce by half the number of new HIV infections in Nashville MSA by 2020 through comprehensive, effective and targeted prevention efforts.

Goal II – Improve Health Outcomes: Increase by 75% the number of people in agency care whose HIV viral load is undetectable and whose CD4 cell count is normal by 2020 through comprehensive, effective and targeted treatment efforts.

Goal III – Sustain Our Impact: Increase and diversify the financial resources required to ensure that operational resources are adequate to achieve strategic outcomes.

– Sustain Our Impact: Increase and diversify the financial resources required to ensure that operational resources are adequate to achieve strategic outcomes.

– Increase Awareness and Support: Increase awareness among key audiences about HIV/AIDS and active support for CARES' efforts to lower infections and improve health outcomes.

– Reduce New Infections: Reduce by half the number of new HIV infections in Nashville. To guide us into 2014, the board adopted a new five-year strategic plan with some ambitious, community-focused goals: to reduce by half the number of new infections occurring in Middle Tennessee, and to double the number of people already infected who have the benefit of antiretroviral treatment.

Since adoption of the plan, CARES board, staff and volunteers have been busy restructuring and repositioning services to meet those goals.

But if our work has changed, it has not diminished. Last year, Nashville CARES continued to offer a full range of prevention, testing, and supportive services to 60,000 men and women at risk for or living with HIV infection throughout the seventeen counties of northern Middle Tennessee. In this, we remain true to the legacy of CARES’ founders. Thirty years ago, the largest group of Nashville CARES volunteers were called “buddies.” They provided comfort and companionship to those dying of AIDS. Three decades later, one of our fastest growing groups of volunteers are “wellness buddies.” They help people living with HIV create plans to meet their changing needs to continue to live productive lives by managing their medical and treatment needs successfully without interference from basic survival needs. This plan lays out the path toward realization of this vision of an AIDS-free generation. It is the culmination of almost eight years of dialogue and thought about why and how CARES does its work. It is both a product of and agent for a new culture of service at Nashville CARES that seeks to change the paradigm for our community responses to HIV/AIDS in Middle Tennessee.

A courageous group of volunteers came together in 1985 to fight a disease that was killing their friends and family that their government was failing to. They called their effort “Nashville CARES” to represent a community response to the crisis and隽 a network of volunteers would be held at the LifeStyles Health Clinic on Church Street and services to 5,000 men and women at a time.
CARES launches HEARTLine and meals programs

A Night in White: Annual Gala for Nashville CARES kicks off

Dining Out For Life started in Nashville

First Nashville AIDS Walk

Country Music CARES

Joseph Interrante hired as CEO

CARES moves to Cummins Station

A Night in White: Annual Gala for Nashville CARES kicks off

CARES Launches Survivor Club Program for Youth

Insurance Assistance Program (IAP) launched for Middle Tennessee

Middle Tennessee Community AIDS Partnership is formed

First Nashville AIDS Walk

In the 1980s, Victoria Harris’s friends were dying. She wanted to do something about it. That’s when she, along with other volunteers, had the idea for the first Nashville AIDS Walk.

“People in the community didn’t know what to do. They were scared.”

Harris and a dedicated group of volunteers put on the first Nashvile AIDS Walk event. Since that time, the event has grown and is now known as the Nashville AIDSNATIONAL CARES Walk.

“Music is the one thing that really puts people together, and people love being around people who are happy and having a good time.”

Although it started “as a joke and a game” the first year, the Nashville AIDS Walk quickly grew to a community event that has raised more than $1 million since its start in 2003.

“Make people happy. Help people.”

The first year, about 20 restaurants signed on. Now, the third Tuesday in April boasts more than 70 popular eateries, including nine originals from the first year.

Around 9,000 diners eat out in celebration of the event, while the restaurants donate a portion of their sales back to CARES. It’s a great community event that not only raises money, but starts a community conversation about HIV/AIDS.

“Nashville really embraced it. It’s the perfect event for our progressive, cosmopolitan city.”

Joseph Interrante

Hired as CEO

CARES moves to Cummins Station

Brothers United created for African American men

CEO Joseph Interrante and Senator Bill Frist create emerging communities program of the Ryan White Care Act

HIV testing started with SIMBA Social, the first testing event

CARES creates Survivor Club program for youth

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Since its founding by a group of concerned volunteers in 1985, Nashville CARES has given voice to people living with or affected by HIV, built on the development of CARES programs and is advocating for public policy to address needs for prevention, care, and support. This commitment led Nashville CARES to be one of the first southern organizations to receive a grant from the National AIDS Fund, Inc. in 1987, to create the Tennessee AIDS Advocacy Network (TAAN). In 1986, Nashville CARES expanded the network, with funding from the National AIDS Fund, Inc., to a statewide non-profit organization advocating for awareness about HIV/AIDS among the public and for policies to address the needs of people living with HIV/AIDS. The network built on the public-private partnerships to help launch the light against HIV/AIDS in Tennessee, including health-care providers, mental health professionals, community resources, and HIV advocates. As a result of care partnerships with organizations built within and outside of Tennessee, TAAN was instrumental in establishing and advancing both the state capital and in the community. In March of 2012, TAAN hosted its first large scale “TAAN U” Advocacy Day at the Hill, bringing together 50 advocates from across Tennessee to talk with lawmakers about the importance of continued funding located to HIV.
IN FISCAL YEAR 2013-2014 NASHVILLE CARES:

With your help, Nashville CARES offers services annually to 60,000 Middle Tennesseans infected and affected by HIV/AIDS including:

- Educated 7,200 teenagers and 8,800 young adults about HIV prevention
- Distributed 5,700 bus passes and gas vouchers to 2,850 people with HIV/AIDS
- Provided 250 hours of team help with household assistance and chores
- Helped pay for medical and medical care to 2,370 people with HIV/AIDS
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- Provided 111,800 meals to 1,460 people with HIV/AIDS
- Provided 3,300 nights of emergency/transitional lodging
- Educated 16,500 gay, bisexual and other men who have sex with other men about HIV
- Distributed 194,000 direct prevention materials
- Tested nearly 17,000 individuals for HIV and linked the 88 people who tested positive to care and support
- Provided 2,400 hours of individual and group counseling and addiction therapy
- Distributed 5,700 bus passes and gas vouchers to 2,850 people with HIV/AIDS
- Paid for dental care for 780 people with HIV/AIDS
- Answered 4,560 calls to our HEARTline for assistance

FINANCIAL STATEMENT

REVENUE

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<tr>
<th>Source of Income</th>
<th>Amount</th>
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<tbody>
<tr>
<td>2012-13 Income</td>
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<tr>
<td>Proceeds from Special Events</td>
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<td>Government Grants</td>
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<td>Government (Insurance) Assistance</td>
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<tr>
<td>Miscellaneous</td>
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TOTAL REVENUE | $13,452,182

EXPENSES

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<tr>
<th>Department</th>
<th>Amount</th>
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<tr>
<td>Other Support Services</td>
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<td>Class Management</td>
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<td>Blood Assistance</td>
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<td>Dental Assistance</td>
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<td>Emergency Prepared Support</td>
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<td>Insurance Assistance</td>
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<td>Marketing</td>
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<td>Information Services</td>
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</tbody>
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TOTAL EXPENSES | $13,413,761

NET INCOME $39,402

BOARD OF DIRECTORS

2013

Officers
LoLita Toney, President
Mike Smith, Vice President
David Briley, Secretary
David F. Taylor, Past President

At-Large Members
Barbara Bennett
Mark Chalos
Ben Collins
Jim Creason
James A. Crumlin
Yuri Cunza
Connie Ford
Ginger Hale
Emily Hatfield
Estee Harris
Kevin Hartman
Shay Gresham Howard
Very Reverend Timothy E. Kimbrough
Bruce Littrell
Lucius T. Outlaw
Susan Torregrossa
Bernard Turner

2014

Officers
Mike Smith, President
David Frederick, Vice President
Shawn Greenhow Howard, Secretary
Jim Creason, Treasurer
LoLita Toney, Past President

At-Large Members
Joe Brown
Mark Chalos
James A. Crumlin
Ian Dutson
Bruce Littrell
Cecile Ford
Ginger Hale
Emily Hatfield
Estee Harris
Kevin Hartman
Shay Gresham Howard
G. Brian Jackson
Very Reverend Timothy E. Kimbrough
Brenda Linkell
Jay Mahoney
Lucius T. Outlaw
Philip Phy
Brittie Pinson
Russ Richmond
Maxx Saker
Jared H. Southard
Susan Torregrossa
Bernard Turner
The following individuals and organizations supported Nashville CARES between July 1, 2013 and June 30, 2014. Thank you for your generosity and strong commitment to the work of Nashville CARES. All donors that donate $1,000 or more are members of the Steve Smith Society.

$30,000
Bristol-Myers Squibb Company
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$25,000
Caterpillar Financial Services Corporation

$20,000
Centerstone of TN Prevention Services

$16,000
Clint Higham and Matthew Donahoe

$12,000
Virago Fusion Cuisine & Sushi Bar

$11,000
Bridgestone Americas Trust Fund

$10,000
David Taylor and Michael Ward

$8,000
Country Music Television

$7,000
Kevin and Lisa Hartman

$6,000
Embassy Dental

$5,000 - $9,999
All donors that donate $1,000 or more are members of the Steve Smith Society.

$5,000 - $9,999
BNA Talent Group

$4,000
The Very Reverend Timothy E. Kimbrough

$3,000 - $4,999
BlueCross BlueShield of Tennessee

$3,000 - $4,999
Raymond James & Associates

$3,000 - $4,999
AIDS Advocacy Network

$3,000 - $4,999
Brent Adair

$3,000 - $4,999
Ed and Stephani Ryan

$3,000 - $4,999
First Church UMC

$3,000 - $4,999
Heather Marabeti and William Pinkston

$2,500
Debbie Case

$2,500
Caffe Nonna

$2,500
First Presbyterian Church of Nashville

$2,500
Boca Loca

$2,500
Ed and Stephani Ryan

$2,500
Michael Worner

$2,500
Rolf & Daughters

$2,500
Shepherd’s Restaurant and Catering

$2,500
The Melting Pot

$2,500
The Jane and Richard Eskind and Family

$2,500
Wayne Halterman

$2,500
The Very Reverend Timothy E. Kimbrough

$2,500
BNA Talent Group

$2,500
Stanley Bodner

$2,500
Emma Winer

$2,500
Tooter’s Pizza

$2,500
Ruby City

$2,500
BPS Partners

$2,500
Crystal Blue

$2,500
Brian Anderson

$2,500
Peter Tamayo

$2,500
Stevie C’s Bistro

$2,500
Cheyenne B. Bera

$2,500
Evan Loew

$2,500
MB Financial

$2,500
Army Dentist

$2,500
PepsiCo Foundation

$2,500
Tin Roof

$2,500
J. Brad Reed and Sharon Hels

$2,500
Cyrus Min
dehni

$2,500
Sylvan Park

$2,500
Brent Adair

$2,500
Robby Cain

$2,500
Jane and Richard Eskind and Family

$2,500
Richard D. McKee

$2,500
William L. Brown

$2,500
Theodore E. Simms

$2,500
Housing Opportunities for Persons with AIDS

$2,500
Elton John AIDS Foundation for Brothers and Sisters

$2,500
HIV prevention education

$2,500
AIDS United for the Tennessee AIDS Care program

$2,500
The Memorial Foundation for retention in care program

$2,500
Ingram Industries for SISTA2SISTA supportive services

$2,500
AIDS funds administered by the Tennessee Department of health and human services

$2,500
Nashville CARES received the following restricted gifts & grants during Fiscal Year 2013.

$1 - $249

$1,000 - $2,499

$250 - $499

$100 - $249

$50 - $99

$10 - $49

$5 - $9

$1 - $4