

NASHVILLE  CARES



2019  
**ANNUAL REPORT**



## OUR MISSION:

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.

Our vision is a community where HIV infections are rare, and when they do occur, everyone with HIV/AIDS has access to the care, treatment and support to achieve optimal health and self-sufficiency without stigma or discrimination.

Last year Nashville CARES served more than 50,000 Middle Tennesseans infected and affected by HIV/AIDS including: HIV prevention education to more than 29,000 youth and adults, more than 10,000 FREE confidential HIV tests, and essential support services to 3,400 men, women and children living with the disease.



# 2018-2019

## NASHVILLE CARES SERVED MORE THAN 50,000 MIDDLE TENNESSEANS LIVING WITH OR AT-RISK OF HIV/AIDS



### HIV TESTS

CARES tested 10,976 individuals for HIV and linked the 58 people who tested positive to care and support



### NUTRITION

CARES provided 103,712 meals to 1,286 people living with HIV/AIDS



### FINANCIAL ASSISTANCE

CARES paid \$584,085.61 in mortgage, rent, utility bills and deposits for 558 people living with HIV/AIDS



### TRANSPORTATION

CARES distributed 5,500 bus passes and gas vouchers to 842 people living with HIV/AIDS



### PREVENTION EDUCATION

CARES provided HIV prevention education to more than 22,850 youth and adults and distributed 176,568 direct prevention materials



### BEHAVIORAL HEALTH

CARES offered 1,750 hours of individual and group counseling and addiction therapy



### ADVOCACY

CARES provided 21,900 hours of planning and advocacy to help 2,489 people living with HIV/AIDS find needed resources (medical housing, and other resources)



### CLIENT SERVICES CALLS

CARES answered 9,908 calls to our HEARTLine for assistance



### PrEP NAVIGATION

CARES facilitated PrEP education for 3,112 individuals and 319 people utilized CARES' PrEP navigation services.



### DIRECT CLIENT CARE

CARES volunteers provided 212.5 hours of Direct Client Care helping with household chores, yardwork and errands

**For every dollar Nashville CARES receives 95 cents goes to direct client care. 3**





# PROGRAMS

## HEARTLINE

The “heart” of Nashville CARES and the place clients call to schedule appointments, talk with an advocate, ask questions and receive referrals.

## HIV COUNSELING AND TESTING

CARES provides free and confidential walk-in HIV testing and risk reduction counseling.

## PREP/PEP

CARES Health Navigators can help clients access and navigate Pre-Exposure Prophylaxis (PrEP) and Post Exposure Prophylaxis (PEP).

## EARLY INTERVENTION SERVICES (EIS)

Intensive one-on-one services for people that are newly diagnosed or need help getting and staying connected to HIV medical care.

## MEDICAL CASE MANAGEMENT

Case managers provide individualized services to help clients access life-saving medical care, health insurance, housing, financial support, Ryan White eligibility and other social services.

## BEHAVIORAL HEALTH

Therapists offer individual and couples counseling. For those struggling with substance abuse, we provide support groups and one-on-one addiction counseling.

## TRAUMA INFORMED CARE

We recognize trauma and post-traumatic stress disorder can be common issues faced by people living with HIV. Therefore, staff are trained to recognize and respond to trauma, and we seek for CARES’ environment to promote physical and emotional safety.

## NUTRITION

Food bags, fresh produce, cooking classes, seasonal food vouchers and/or frozen meals are available to help clients maintain their health.

## HEALTHY U

Education, emotional support and social activities are provided for and by people living with HIV. Current services include educational classes, support groups and one-on-one peer support.

## INSURANCE ASSISTANCE PROGRAM (IAP)

The Statewide IAP offers assistance with health care premiums, deductibles and co-pays for eligible clients who have insurance.

## RYAN WHITE MEDICAL PROGRAM

For eligible, uninsured individuals, Statewide Ryan White covers the cost of HIV specialty care, lab work, and medications.

## DENTAL ASSISTANCE PROGRAM (DAP)

The Statewide DAP offers assistance with basic dental care to improve overall health for eligible clients without dental coverage.

## TRANSPORTATION

Bus passes, Access rides, MTA IDs, gas cards, discounted 31 day passes and shuttle service are available to assist clients with getting to medical appointments.



# MY HOUSE

My House is a diverse drop-in center delivering essential health and support for today's ever-changing needs of Same Gender Loving (SGL) male. Our vision brings love compassion and support for the SGL male community to become self-sufficient by prioritizing health, wellness and a sense of individual value.

My House is a unique collaboration with two other community-based organizations; Street Works and federally qualified health clinic, Neighborhood Health.



Our high impact prevention interventions Mpowerment & Many Men Many Voices, also exceeded all objectives associated with individuals that enrolled and completed sessions through our Brothers United, Young Brothers United & Neon prevention education programs.

My House staff provided over 600 different prevention and essential support services such as insurance navigation & enrollment, mental health counseling, housing and transportation to HIV+ Same Gender Loving men.

Our new TRANSCend group for Transgender Woman began meeting in October 2018, and continues to grow in popularity. We are excited to provide a comfortable, accepting space to gather and are encouraged by those attending to assist, build and enhance future programming.

Other resources available at My House include free and confidential rapid HIV testing and counseling, PrEP referral & navigation, weekly activities & programs, medical services and treatment through Neighborhood Health clinic, a drop-in space with Ps4, Wii, board & arcade games and free Wifi. My House provides case management, plus insurance and dental assistance for individuals and clients living with HIV. NPS Pharmacy is also co-located at our Metroplex building.

**For more information visit [myhousenashville.org](http://myhousenashville.org) and follow us on Facebook & Instagram.**

# EVENTS



## AVANT GARDE February 16, 2019

Avant Garde: Moulin Rouge was a themed costume gala held at Studio 615 in Nashville. Committee members included: Matia Powell, Chris Murlin, Kate Prince, Cody Belew [pictured], and Ron Sanford. Almost 400 people attended the event that included: VIP ticket holders, general admission ticket holders, staff, volunteers, and media. The event featured entertainment from 12South Band, Music City Burlesque, and a drag performance by The Princess. The event raised almost \$60,000

## DINING OUT FOR LIFE® April 16, 2019

Local restaurants participated by donating a percentage of sales from the day to Nashville CARES. This city-wide event involved more than 20,000 diners, more than 100 volunteers and 58 Nashville area restaurants. The Nashville CARES staff volunteered on Dining Out For Life day as social media leads, ambassadors, hosts, phone bank operators, office/admin roles and area leads. In addition, we had other volunteers serve as restaurant hosts and phone bank volunteers.

James Beard Nominee Chef Margot McCormack [pictured] of Margot Café & Bar and Marche Artisan Foods served as celebrity chef to help promote the event. In Nashville, Dining Out For Life® generated 6,874,074 million media impressions through direct marketing, social platforms, television and radio coverage helping to raise more than \$78,000 for Nashville CARES.





## AIDS WALK October 6, 2019

The 2019 Nashville AIDS Walk was held at Public Square Park. Stacy Case from FOX 17 served as event emcee. The Nashville AIDS Walk featured live music, kids & family fun, a community expo and our first Brunch For CARES. The AIDS Walk was led by staff, volunteers and CARES CEO, Amna Osman. Walkers chanted “We Can End It” as they walked the almost 1-mile route through Downtown Nashville to let the community know that Nashville CARES can end the HIV/AIDS Epidemic. Local businesses donated all of the prizes for top individual and team fundraisers. More than 360 people attended the event. We had a total of 624 individual fundraisers and 76 fundraising teams registered who raised over \$213,000 for the event.



## RED RIBBON BREAKFAST December 5, 2019

The Red Ribbon Breakfast was held at the Cal Turner Family Center for Student Education at Meharry Medical College. More than 200 people attended the ticketed event that included elected officials, members of the private and public healthcare sectors, members of the faith community as well as local community leaders.

The breakfast featured a panel discussion led by Dr. James Hildreth, President of Meharry Medical College and chair of Nashville’s Ending the HIV Epidemic Advisory Council [pictured]. The panel included Representative John Ray Clemmons of the Tennessee General Assembly, Beth Ann Martorello the SVP/Chief of Staff of the Internal Audit Department at AllianceBernstein, Ginny Burnett the Relationship Manager at Fifth Third Bank and Reverend V.H. “Sonnye” Dixon lead pastor at Hobson United Methodist Church.

The panel members discussed Nashville’s Ending the HIV Epidemic plan and ways the entire community can help end the Epidemic. In addition, Del Ray Zimmerman, Vanderbilt’s Director for Diversity Affairs and LGBTQ Health delivered a powerful message of hope for those living with HIV and shared how CARES has been a part of his journey. Nashville CARES raised over \$46,000 that day.

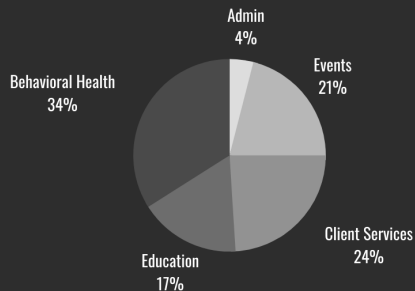


# VOLUNTEERS

Volunteers play an enormous role in assisting our staff and clients. From helping with office projects, to driving a client to the grocery store, volunteers do it all! If you're interested in volunteering or would like more information, please email [volunteer@nashvillecares.org](mailto:volunteer@nashvillecares.org).

## 2019 VOLUNTEER STATISTICS

IN 2019, WE HAD OVER 900  
VOLUNTEERS COMPLETE  
7,019.91 HOURS



### PROGRAM HIGHLIGHTS



#### BEHAVIORAL HEALTH

6 REGULAR WELLNESS WEDNESDAY VOLUNTEERS, 3 REGULAR CARES CAFE VOLUNTEERS AND 2 TRAUMA INFORMED CARE INTERNS.



#### ADMINISTRATIVE

8 REGULAR ADMINISTRATIVE VOLUNTEERS PLUS HUNDREDS OF VOLUNTEERS SERVING THROUGH COMMUNITY GROUPS.



#### EVENTS

OVER 300 VOLUNTEERS ASSIST WITH OUR 4 FUNDRAISING EVENTS EVERY YEAR, AS WELL AS SEVERAL SMALLER EVENTS, PLUS 2 DEVELOPMENT INTERNS.



#### CLIENT SERVICES

16 DIRECT CLIENT CARE VOLUNTEERS, 8 NEW ONES ADDED IN 2019. HUNDREDS OF FOOD PANTRY AND DELIVERY VOLUNTEERS.



#### EDUCATION

HUNDREDS OF PEER VOLUNTEERS ENGAGE WITH DISCUSSION GROUPS AND OUTREACH EVENTS.

# COMMUNITY ENGAGEMENT

Every year, Nashville CARES relies on our faithful community to help support us. All of the following groups not only helped with direct services, such as delivering food to clients, but indirect services, such as packing Safer Sex Kits or assembling client newsletters. Some of them help at our events, and advocate in their community as well.

Human Rights Campaign  
Vanderbilt OUTLaw  
Lipscomb Pre-Pharmacy  
Postmates  
HCA  
Oasis Center  
Fordham University  
Blakemore United Methodist Church  
Crosslin  
Comcast  
Bass, Berry & Sims  
UBS Financial Services  
VHG Hotels  
WME Talent Agency  
Belmont Bridge Builders  
Vanderbilt School of Medicine  
Lipscomb School of Pharmacy  
Lavergne High School NHS  
Apple Store at Green Hills  
Love You Like A Sister  
Belmont Pharmacy

Vanderbilt AED  
TSU Tiger Fit  
Alliance Bernstein  
Vanderbilt Off-Broadway  
Bridgestone  
St. Stephen Catholic Community  
Central Christian Church  
Trinity Episcopal Church  
BaseNashville  
Vanderbilt HIV Vaccine Program  
Vanderbilt LGBTQ Health  
PhRMA  
NashTrash Tours  
LGBT Chamber  
Vanderbilt Human Resources Diversity and Inclusion Committee  
Dell  
AIG  
First Unitarian Universalist Church of Nashville  
Nissan





# FINANCIALS 2018/2019

## REVENUE

Contributions	\$205,033	0.6%
Special Events	\$246,920	0.7%
Government Grants	\$5,685,283	16.5%
Govt/Insurance Assistance	\$25,519,214	74.0%
Govt/Oral Health	\$2,455,152	7.1%
Corp/Foundation Grants	\$274,277	0.8%
Other Revenue	\$108,357	0.3%

**TOTAL REVENUE** **\$34,494,236**

## EXPENSES

Case Management Services	\$2,161,951	6.3%
Housing & Material Assistance	\$667,353	1.9%
Behavioral Health & Support	\$1,139,481	3.3%
Prevention Education & Testing	\$1,660,440	4.8%
Dental Assistance	\$2,275,926	6.6%
Insurance Assistance	\$25,144,543	72.8%
Public Policy & Advocacy	\$106,132	0.3%
<b>SUBTOTAL Program Expenses</b>	<b>\$33,155,832</b>	<b>96.0%</b>
Volunteer	\$52,127	0.2%
Marketing & Fund Development	\$500,951	1.5%
Administrative & Finance	\$834,159	2.4%
<b>SUBTOTAL Supporting Expenses</b>	<b>\$1,387,237</b>	<b>4.0%</b>

**TOTAL EXPENSES** **\$34,543,069**

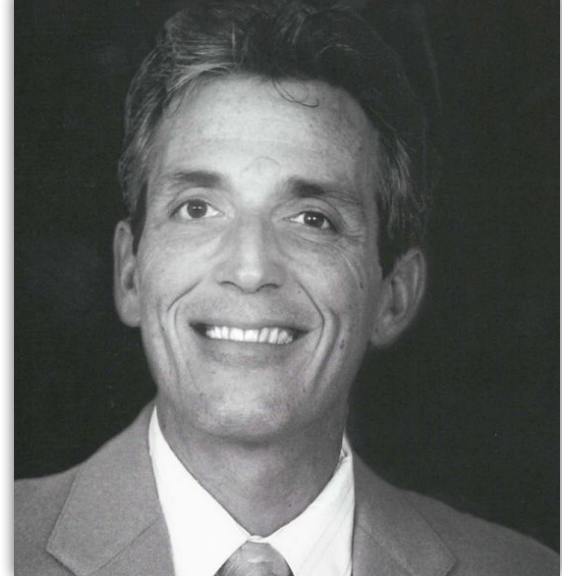


# STEVE SMITH SOCIETY

In 1979, Steve Smith and his partner Michael Wilson opened Warehouse 28 on Franklin Road. This place served as a facilitator of LGBT community participation and served as a social support and sanctuary that Nashville needed. During the early 1980s, Steve and Michael helped to gather a small group of community leaders and health professionals to address what could be done locally about the disease that would later become known as AIDS.

In 1985, Steve and Michael along with Thom Carpenter, Bob Keller, Tommy Powell and many, many others worked to put together a network of volunteers that would care for those living with the disease. That network they put together is Nashville CARES. Steve and Michael's Warehouse 28 became an important part of the Nashville CARES story. Like many others, they were devoted volunteers who wanted to give back.

Steve and Michael gave sacrificially to support the needs of Nashville CARES, even as far as forgoing a vacation to make sure expenses were covered for the organization. In 1995, Steve passed away and Nashville CARES established the Steve Smith Society in his memory to honor people like him and Michael who gave so much to Nashville CARES. Donors who give \$1,000 or more in a given year are recognized as Steve Smith Society members.



## STEVE SMITH SOCIETY MEMBERS

Jess and Richard Amend  
David Maddox and Betsy Bahn  
Ron Balcarras  
Angela and Craig Becker  
William Taylor and Richard Bird  
Stanley Bodner  
Suzanne Bradford and Judith Lojek  
Philip Bredesen and Andrea Conte  
John A. Bridges  
Michael Burcham and Hal Cato  
Joe Burchfield  
John Dyke and Ralph Cadenhead  
Anne Carr  
Robert B. Coleman  
Craig Dunn and Damon Whiteside  
John Culclasure and James Covington  
Matthew C. Cushing and Stephen McRedmond  
Karl Dean and Anne Davis  
Dennis Di Traglia  
Eric Ellis  
Dr. Gary Jaeger and Mr. David A. Frederick  
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Nicholas Ganick  
Suzanne Gaunt  
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City National Bank  
CMT One Country  
Dollar General  
Gilead  
HCA/Tristar Health  
KraftCPAs  
Lipman  
Nashville Lifestyles  
Nashville Pharmacy Services  
Nashville Scene  
PhRMA  
Planned Parenthood of Middle and East Tennessee  
The Village Fund  
TN Oncology  
US Storage Centers  
Vanderbilt HIV Vaccine Trial  
Walgreens  
Waller  
What Do You Run For?

## IN-KIND DONORS

21c Museum Hotel  
AEG Presents  
Alumni Hall  
Ann Bassett B. Hopton  
Benjamin Rumble  
Blackbird Media (The Nashville Sign)  
Brian Goins  
Bridget Smith  
Brigid Bresnihan  
But God Ministries  
Carl Good  
City Winery  
Clean EatZ  
Country Music Association  
Darlene Fountain  
Dollywood  
Donelson Massage Center  
East Nashvillian  
FarmVet  
Focus Middle Tennessee  
Graffiti Indoor Advertising  
Green Pastures Landscape Management  
Guitar Center  
Heather Lane  
Iris W. Buhl  
Jackalope Brewing Co  
Jami Hargrove

Jeff L. Teague  
Jim Sawyer Jr.  
King Jewelers  
Leah Wright  
Leslie Aclin  
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Melissa Bonar Photography  
Mister Car Wash  
MyL Pack  
Nashville Scene  
Out & About Nashville  
Pamela R. Simmons  
Pancake Pantry  
Peace, Love and Paws  
Posh Boutique  
Postmates Employee Volunteering Program  
Punk Rock Photography  
QNTM Fit Life  
Rebekah Pickney  
Sam and Zoe's  
Sassafras Market and Deli  
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The Blowout Company Nashville  
The Candle Bar, LLC  
The Flipside  
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# WORKING TO END HIV/AIDS IN MIDDLE TENNESSEE SINCE 1985



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