



# IMPACT REPORT 2019-2020

THE ALLIANCE OF AIDS SERVICES - CAROLINA



# BETTER TOGETHER

*A letter from the Executive Director.*



Dear Friends:

Last year was a game changer for The Alliance of AIDS Services – Carolina and our community! We reflected on our history which began in the late 1980's with a small group of individuals who came together to address the ensuing AIDS crisis. Together -- being the operative word -- was key then and remains key today. While none of our founders could have predicted where our future path would lead, they believed that compassionate, non-judgmental care, prevention, education, and advocacy for Persons with HIV/AIDS (PLWH), their loved ones, caregivers, and communities at large would get us there.

Thirty-one years later, the Alliance is still at the forefront of the fight to eliminate HIV infections and provide the support and resources for PLWH to thrive. Yes, 2020 was indeed a game changer, but we persevered. As we continue to reflect on 2020, we are humbled by the outpouring of support and proud to have been a leader in the fight against two pandemics, COVID-19 and HIV.

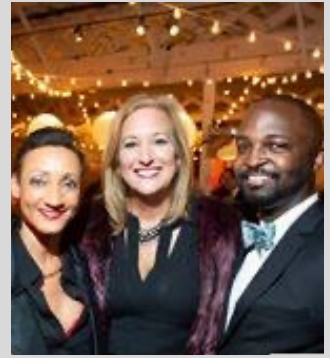
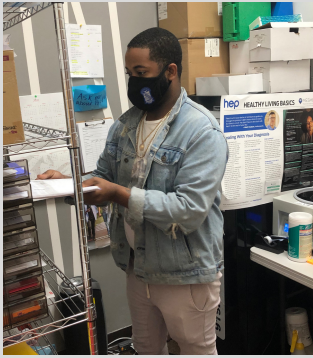
March 2020 ushered in COVID-19, which presented incredible hardships for the individuals and families we serve requiring our immediate and decisive pivot to virtual and curbside models for delivery of essential services. We are very proud of the innovative ways our staff, board, and volunteers responded to these demands and are deeply appreciative for the generous and consistent response from this community. Not surprising! Since the inception of the Alliance, we've operated with a tenacious spirit and a great deal of practice in counteracting pandemics.

We extend heartfelt gratitude to the community for staying with us in the good times and through the hard times. It has been a privilege being of service to and with you through the challenges of 2020 and we look forward to many years of working together.

Sincerely,

A handwritten signature in blue ink that reads "Melissa Haithcox-Dennis". The signature is fluid and cursive, written over a white background.

Melissa Haithcox-Dennis, PhD  
Executive Director  
The Alliance of AIDS Services - Carolina



# 2020 IMPACT

The mission of the Alliance is to improve the health of communities impacted by HIV/AIDS through compassionate and non-judgmental prevention, support services, and connection to care. Keeping with our mission, we focused much of 2020 on increasing access to HIV-related healthcare services, reducing food insecurity among PLWH, and mitigating the effects of stigma, shame, and social isolation many continue to experience. Along with our community partners we collaboratively worked to address these community issues, leverage resources, and enhance our community impact as highlighted below.

- One of our most notable highlights from 2020, was the dedication and renaming of our pantry to the Taylor-Burroughs Market P.L.A.C.E. (Pantry of Love, Acceptance, Care, and Equality) We received generous gifts from the families of the late Zachary Taylor and Joseph Burroughs, both of Raleigh, and their church, Hayes Barton United Methodist, as well as support from ViiV Healthcare and several smaller grants enabling us to purchase a delivery van to make regular food deliveries and home visits to PLWH residing in the outer-area counties. Additionally:
  - We acquired new commercial refrigerators and freezers, enabling us to expand our offerings of fresh produce, dairy products, fish and meats.
  - The Market P.L.A.C.E. staff distributed 100 new backpacks and school supplies and more than 125 holiday meal baskets.
  - We launched our Nourishment and Encouragement (N&E) program that bridged Market P.L.A.C.E. services to medically vulnerable and socially isolated PLWH in rural communities.
  - We developed other new partnerships with organizations in rural areas that helped us to provide support and critical resources to PLWH.
- With funding from the Gilead Sciences Compass Program, we were able to purchase new computer equipment and software so that we could offer rural PLWHs tele-support services, in a HIPPA-compliant virtual environment.
  - We also joined several rural provider coalitions and became a member of NCCare360, the first statewide network that unites health care and human services organizations with a shared technology that enables a coordinated, community-oriented, person-centered approach for delivering care in North Carolina ([www.NCCare360.org](http://www.NCCare360.org)).
- Another notable highlight was the integration of mobile technology into our services.
  - Supported with resources from OraQuick (Kaiser) and funding from Northwestern University, we launched a free at-home HIV testing initiative to better reach individuals experiencing stigma or other barriers to HIV-related services. We also provided web-based social opportunities and implemented the mobile-based KeepItUp! intervention to identify hard-to-reach individuals and provide them with testing, connection to treatment, navigation to PrEP, and community resources.

# BY THE NUMBERS

**18,164**

**TOTAL CLIENT  
ENCOUNTERS**



**EIGHT  
COUNTIES**

**8,909**

**Pantry Visits**

**4,031**

**Unique Shoppers**

**1,932**

**1st Time Shoppers**



**8,095  
HIV/STI TESTS**

**HIV: 3026   RPR: 2156   G/C: 714   HCV: 2199**  
syphilis   gonorrhea/chlamydia   hepatitis C

**118,000**

**POUNDS OF  
FOOD**



**65%**

**SHOPPERS  
LIVING W/HIV**



**15,500  
HYGIENE SUPPLIES  
& PPE**

**88**



**DELIVERIES BEYOND  
WAKE & DURHAM COs.**

**3,080**

**CARE & SUPPORT HRS**  
Referrals, Counseling,  
Connection to Treatment,  
Educational Workshops, &  
More.

# FINANCIALS

FISCAL YEAR ENDING JUNE 30, 2020\*

## STATEMENT OF ACTIVITIES

### REVENUE & OTHER SUPPORT

Grants and Contracts	\$459,575
Cancellation of Debt Income	152,297
Fundraising	123,865
Contributions	57,610
Other Income	16,349
<b>Total Support and Revenue</b>	<b>\$809,696</b>

### EXPENSES

Program Services	\$500,920
General and Administrative	126,226
Fundraising	54,803
<b>Total Expenses</b>	<b>\$681,949</b>
<b>Change in Net Assets</b>	<b>\$127,747</b>

## STATEMENT OF FINANCIAL POSITION

### ASSETS

Cash	\$191,573
Grants Receivable	31,113
Other Assets	1990
Property & Equipment	17,660
<b>TOTAL ASSETS</b>	<b>\$242,335</b>

### LIABILITIES & NET ASSETS

Accounts Payable	\$86,225
Payroll and Other Liabilities	55,690
SBA Loans	222,152
Lines of Credit	0
<b>TOTAL LIABILITIES</b>	<b>\$364,067</b>

### NET ASSETS

Net Assets w/o Donor Restrictions	(121,732)
Net Assets w Donor Restrictions	-
<b>TOTAL NET ASSETS</b>	<b>(121,732)</b>

### TOTAL LIABILITIES & NET ASSETS

**\$242,335**

## DOLLARS SPENT BY IMPACT AREA

*Shown as a percentage and includes contributions, grants, and in-kind donations*

**55%**

Prevention



**23%**

Connection to Care

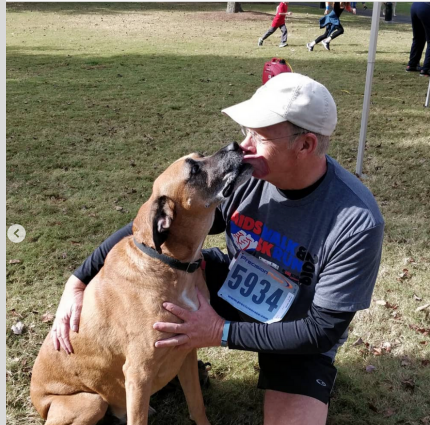


**22%**

Support



# Acknowledgements



Special thanks to all of our donors, sponsors, volunteers, and community partners.

It was **your** generosity that sustained the Alliance and with your support we kept HIV/STI testing, navigation to treatment and PreP, supportive services, nutritious food and PPE, free and accessible to our friends, families, neighbors and the community-at-large.

***Thank you again for your support and partnership!***

Affordable Community Residence Association (ACRA)  
ADR Mortgage.com  
AIDS Healthcare Foundation  
Avita Pharmacy  
Bank of America  
Black Rhino Enterprises  
Bright Funds  
Cengage Pride, the LGBT Employee Resource Group  
Citizens Charitable Foundation  
Common Impact  
Compass Initiative, Gilead Sciences, Inc.  
Covenant Life Fellowship  
Crape Myrtle Festival  
Delta Sigma Theta Sorority, Inc., Raleigh Alumnae Chapter  
Delta Sigma Theta Sorority, Inc., Western Wake Chapter  
Eno River Unitarian Fellowship  
Environmental Federation NC  
Fidelity Investments  
Gay for Good  
Gilead Sciences, Inc.  
Hayes Barton United Methodist Church  
Hayes Barton Baptist Church  
Instrotek, Inc.  
Inter-Faith Food Shuttle  
LGBT Center of Raleigh  
Lambda Pi Chi, Rho Chapter NCSU  
London Bridge Pub, Raleigh, NC  
Kroger Community Support  
NC AIDS ACTION NETWORK (NCAAN)  
Network for Good  
North Raleigh Civitans  
Parker Poe Attorneys and Counselors at Law  
PORCH Chapel Hill-Carrboro  
PFLAG Triangle  
PhRMA  
Rotary Club of Raleigh  
Renaissance Charitable Foundation Inc.  
The Smokin' Cardinal Sisters of Perpetual Indulgence, NC  
Southern AIDS Coalition, Southern Vision  
Stonewall Sports, Raleigh, NC  
Tito's Handmade Vodka  
Trader Joe's, Raleigh, NC  
Triangle Community Foundation  
TriMat Materials Testing, Inc.  
TT&E Iron and Metal, Inc.  
U.S. Charitable Gift Trust  
UNC Community Advisory Board (CAB)  
UNC Global CTU  
UNC School of Dentistry "DEAH Day" Students  
United Way of the Greater Triangle  
ViiV Healthcare  
Walmart  
Wake Forest Baptist Church  
WakeMed Gives  
Wells Fargo Community Support Campaign  
Workplace Options



## **MISSION**

The Alliance improves the health of communities impacted by HIV/AIDS through compassionate and non-judgmental prevention, support services, and connection to care.

## **VISION**

The Alliance envisions a community free of HIV transmission – where everyone is empowered and thriving.

### **Alliance of AIDS Services - Carolina 2019-2020 Board of Directors**

**Andrew May, Board Chair**  
**Christopher Genwright, Vice Chair**  
**Mary Lang,\* Treasurer**  
**Melody Cobb-Haislip, Secretary**  
Barbara B. Campbell\*  
Tony Burden  
Matt Cozzi\*  
Melanie Dubis\*  
Ben King  
Alex Orr  
Eric Raddatz  
Beth Russell  
Gaston Williams\*

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