



LIAAC
SOLVING THE CHALLENGES OF HIV

- SINCE 1986 -



2007
Annual Report

Long Island
Association for AIDS Care, Inc.


Message from the CEO



Last year's annual report looked ahead to new horizons for the agency after completing twenty years of service to Long Islanders infected and affected by HIV/AIDS. I detailed some planned changes to the Board of Directors and the incorporation of new board members, which provided a revitalized energy and perspective to the mission and services of the agency. I also discussed the restructuring and expansion of our upper management team and those transitions have been finalized. In 2007, we continued our evolution as we updated our public face to prepare for the next ten years of service.

First, LIAAC has a new logo, which better reflects the expansion of services we offer, both for those living with HIV, and those at risk for the disease. Second, our newsletter has a new name; the former *LIAAC Voice* will now be called *The LIAAC Challenge* and will be published quarterly. The new name highlights some bold new directions for the agency and emphasizes LIAAC's commitment to address Long Island's considerable public health challenges. We hope you like the newsletter's new look, and enhanced content as we feature comprehensive information about our activities, programs and services. LIAAC has also launched a totally revamped website, www.liaac.org, which we encourage you to visit in order to learn more about the wide range of services the agency offers. New printed literature detailing LIAAC's programs and services, again reflects our new look.

At the end of 2007, LIAAC received a Ryan White Title I Outreach grant to design and execute a massive media campaign on Long



Island for the estimated 2,010 individuals who have HIV infection and are not receiving regular primary medical care. This advertising campaign included the creation of a logo, slogan, and website (IGetCare.com) as well as setting up a hotline. The media campaign was created and launched within a three-month period. LIAAC wrote and produced bilingual television and radio ads, which ran on more than a dozen stations, as well as print ads that ran in more than a dozen publications. We also hit the ground running through our mobile outreach program by creating literature and outreach cards to perform an extensive street outreach initiative in high-incidence zip code areas.

Long Island's buses were blanketed with I Get Care posters and ads were placed in Long Island Railroad schedules to encourage people to call the hotline or visit the website so we can re-integrate them into the primary care system for medical services, which would include anti-viral medication regimens, CD4 counts and viral load testing. Individuals identified through this initiative will be linked to a wide array of regional services and will receive secondary prevention education to reduce new infections.

Like the rest of the country, Long Island and specifically, LIAAC, is struggling with this recession, rising gasoline prices, and budget cuts. This is the time to evaluate new models for HIV/AIDS service delivery as we, along with the rest of the country, ride out the storm. Non-profits that can survive major economic downturns often become stronger both institutionally and programmatically if they are able to be creative and innovative in difficult times. We believe that LIAAC will be one of those non-profit agencies moving ahead in 2008 and beyond.

Paul Barouch

2007 Highlights

- Provided comprehensive case management services to 505 Long Islanders living with HIV/AIDS and 111 individuals at high risk for HIV infection, insuring timely access to primary medical care, medications, public benefits, drug/alcohol treatment, mental health services and other programs designed to enhance quality of life.
- Facilitated 28 support groups for people who are living with HIV/AIDS and their families in Riverhead.
- Provided free legal referral services to over 60 clients and 10 collaterals that requested help with wills, health care proxies, debt management, bankruptcy and other civil legal matters.
- Delivered 5,501 ready-to-heat meals and 2,609 pantry bags to Long Islanders who are living with HIV/AIDS and their families, while also conducting nutritional assessments, providing nutritional counseling and holding nutrition workshops.





- Provided 1,883 pantry bags, nutritional education and benefits advocacy and education to the food insecure, including the working poor and single mothers, on Long Island, via street outreach utilizing a “Pantry on Wheels” (mobile van).
- Hosted a spectacular holiday party for more than 100 children and their parents who dined, danced, received gifts and enjoyed the special joy of the season.
- Conducted 223 dynamic HIV prevention education programs reaching 5,339 Long Islanders with critical messages designed to maximize healthy behaviors and choices.
- Conducted 18 empirically based multiple-session interventions reaching 168 Long Islanders utilizing the following curricula: Street Smart Workshop Series, Safety Counts Workshop Series, Focus on Kids Workshop Series and Healthy Relationships Workshop Series. These multiple-session interventions, which are endorsed by the Centers for Disease Control and Prevention, have been proven to elicit positive behavioral and/or health outcomes.
- Conducted 98 secondary prevention interventions reaching 92 unduplicated HIV-positive individuals with messages, tools and strategies designed to help them maintain their own health and protect the health of others.

- Served 8,376 people via Project Safety Net - a mobile outreach team providing those at highest risk for HIV with assessments, risk reduction counseling, printed information and screened referrals.
- Fast-tracked 48 active drug and alcohol users directly into treatment slots through a partnership with Seafield Center.
- Provided counseling, rapid HIV testing and screened referrals to 1,347 Long Islanders at high risk for HIV/AIDS transmission.
- Piloted Hepatitis C test facilitation to 69 at-risk community members via mobile outreach utilizing a specially equipped van.
- Answered 8,538 hotline calls from people with HIV/AIDS requesting help, their families, as well as local residents seeking information about the disease and strategies for prevention.
- Participated in more than 100 media stories about HIV/AIDS, including staff and client appearances in major publications, on local television and on the region's most popular radio stations.
- Educated federal, state and local lawmakers about the status of HIV/AIDS in our community, the emergent Hepatitis C crisis, and the rapid increase in sexually transmitted diseases in our region, as well as the potential impact of budget cuts.
- Reached more than 100,000 visitors worldwide through our information-packed website located at <http://liaac.org>.
- LIAAC was one of the recipients of Chef's Secrets, a large fundraiser, featuring nationally renowned chefs, great food and a prize-filled auction.

Our Mission



LIAAC is a regional community based 501(c)(3) not-for-profit agency delivering comprehensive services to all Long Islanders infected and affected by HIV/AIDS and other infectious diseases. Additional priorities include services and supplemental support to promote health and wellness.

Utilizing a field-based mobile outreach model, our professionally trained staff are committed to providing a continuum of quality client services, responsible public policy, aggressive advocacy and effective testing/prevention education.

LIAAC's driving philosophy is to provide a stable and comprehensive safety net that ensures our services reach the many diverse communities of Nassau and Suffolk Counties.

Board of Directors

Executive Committee

John Haigney, M.Div.
Board Co-Chair

Gary Gumbs, BA, BS
Board Co-Chair

Lila Mester
Secretary

Thomas J. Fabbriante, BS
Board Member-at-Large

Gail Barouh, Ph.D.
President/CEO

Board Members

Richard Berman, MA

Bernadette Brochard, RN, BS, CCRN

John R. Lewin, BA, MBA, CFP, CTFA

Donna T. Bacon, Ed.D.

Matthew F. Napolitano, BA

Edwin Velazquez, LMSW

Management Team

Gail Barouh, Ph.D.
President/CEO

Deborah Kinzer, MBA
Executive Vice President/CFO

Jeffrey Friedman, MA
Executive Vice President of Agency
Operations

Catherine Hart, LMSW
Executive Vice President for
Organizational Development

Karen L. Ross, MA
Chief Program Officer

Robert J. Nicoletti, BS
Chief Human Resources Officer

Ronaldo Landas, BS
Chief Technology Officer

Financials

Assets:

Cash & Cash Equivalents	\$ 96,525
Grants & Contracts Receivable	\$1,149,628
Medicaid Receivable (Community Follow-up Program)	\$ 61,226
Investments, at fair value	\$1,454,762
Prepaid Expenses & Other	\$ 67,409
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Total Current Assets	\$2,829,550
Security Deposits	\$ 100,000
Property & Equipment	\$ 280,047
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Total Assets	\$3,209,597

Liabilities & Net Assets:

Current Liabilities:

Accounts Payable & Accrued Expenses	\$ 357,500
Accrued Compensation	\$ 353,441
Refundable Advances	\$ 942,278
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Total Liabilities	\$1,653,219
Unrestricted Net Assets	\$1,556,378
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Total Liabilities & Unrestricted Net Assets	\$3,209,597

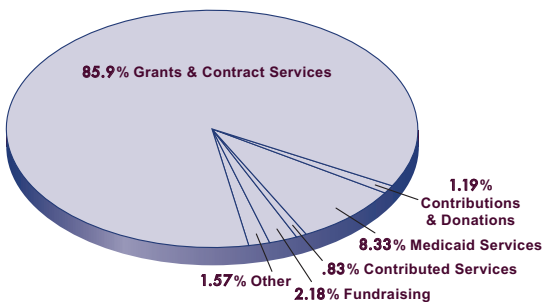
Unrestricted Revenue

Grants & Contract Services	\$5,053,919
Contributions & Donations	\$ 69,719
Medicaid Services (Community Follow-up Program)	\$ 489,917
Contributed Services	\$ 48,600
Fundraising	\$ 128,540
Other	\$ 92,293
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Total Revenue	\$5,882,988

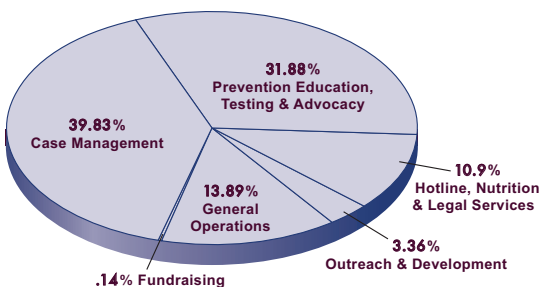
Expenses:

Salaries & Benefits	3,879,162
Other Than Personnel Services	1,844,380
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Total Expenses	5,723,542
Operating Income (loss)	
prior to depreciation & amortization	159,446
Depreciation & Amortization	112,964
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Increase in Unrestricted	
Net Assets	46,482
Unrestricted Net Assets	
Beginning	1,509,896
Ending	1,556,378

2007 Unrestricted Revenue:



2007 Functional Expenses:



A complete copy of our financial statements is available upon request by calling 631-385-2451.

**Please lend your support in
some way and join our fight
against HIV/AIDS.**

*YES, I want to support LIAAC's
important work in the Long Island community!*

*Please find enclosed my tax-deductible
contribution of*

- | | | |
|--------------------------------|--------------------------------|----------------------------------|
| <input type="checkbox"/> \$25 | <input type="checkbox"/> \$250 | <input type="checkbox"/> \$1,000 |
| <input type="checkbox"/> \$100 | <input type="checkbox"/> \$500 | <input type="checkbox"/> other |

Name

Address

City/Town

State

Zip

Phone

E-mail Address

Please clip and mail to:

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