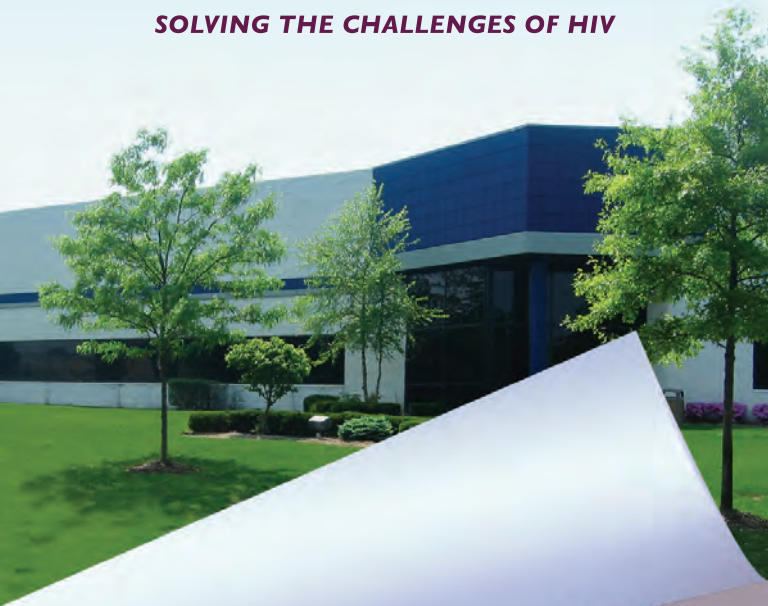


**LONG ISLAND ASSOCIATION
FOR AIDS CARE, INC.**



SOLVING THE CHALLENGES OF HIV



24 25
28 29 30 31

**2008
ANNUAL REPORT**



Message from the CEO

2008 was a year of preparation for the Long Island Association for AIDS Care, Inc. (LIAAC) to deal with the problems of a statewide and county-wide recession that was going to affect not-for-profits more directly in 2009 and beyond. LIAAC suffered some statewide budget cuts and many of our funding sources delayed reimbursement to the agency because of their own budgetary shortfalls. To provide direct services to our clients, LIAAC, like other charities, must fund not only the services, but

“Like all other social and medical issues, when the problem seems to abate, the funding and services seem to experience drastic cuts.”

all the infrastructure and administrative expenses that enable the organization to provide those services to their constituencies. A good example is our food/meal program. Even if all the food was donated, you would still have to pay to store, refrigerate, and for someone to deliver the food. In addition, if the program was based on eligibility, you would need staff to determine which individuals meet the criteria required to receive the food. In a grant that provides food, the internal staffing requirements are more expensive than the actual food. Most community-based organizations are multi-funded and use a variety of funding sources to try to piece together the funds needed to provide services (similar to putting together a puzzle).

On a federal level, movement toward broad range HIV testing is becoming more evident in each funding cycle. Five years ago LIAAC tested 500 people for HIV. In 2008 we tested 1,600 people for HIV and added facilitation of Hepatitis-C testing to our services. Like all other social and medical issues, when the problem seems to abate, the funding and services seem to experience drastic cuts. This problem is particularly difficult on Long Island as one of our most successful prevention methods has been in the area of injection drug use. Long Island is looking at a major upswing in injection drug

use and in particular, heroin, among our youth. Although people can buy needles without a prescription, most don't and the New York State Health Department and LIAAC are concerned that new HIV positives will start to emerge from the rise in the injection drug using population.

LIAAC and other community-based organizations are seeing that many of the programs we have in place can and should be utilized for other social service and health-related diseases. As a result of this, our goal for the next two years will include LIAAC applying on its own, or in collaboration with other non-profits, for funding that will allow us to use our expertise to provide technical assistance to other not-for-profits across the country. In addition, LIAAC still maintains a belief system that the changes with HIV/AIDS require programs to include other health-related issues, such as STDs, substance abuse and Hepatitis-C. The Board of Directors and the management of the agency have looked at where we have the most expertise and the greatest impact and plan an expansion of those types of programs. For us, expansion of services will include looking for increased funding for our food/nutrition programs and mobile outreach testing programs.

“LIAAC still maintains a belief system that the changes with HIV/AIDS require programs to include other health related issues...”

In preparation for this new strategic goal, the agency has reorganized upper management with individuals who have the experience, not only to provide oversight to our existing programs, but who will be instrumental in securing new funding opportunities. The newly reorganized management team will consist of veteran staff with new titles and responsibilities, as well as the addition of some new faces who bring different skills and ideas.

As President and CEO of LIAAC, along with the Board of Directors, we will remain committed to the prevention and care of individuals infected and affected by HIV/AIDS who need expanded services and support as they continue to live longer with the disease.



Gail Barouh, PhD

2008 Highlights

- Our trained staff provided a wide range of services to 839 Long Islanders living with HIV/AIDS and to individuals at high risk for HIV infection. Through our case management department, all clients received quick and appropriate access to primary medical care, medications, public benefits, drug/alcohol treatment, mental health services and other programs designed to enhance quality of life.



- Our HIV positive clients and their families were able to form fellowships and communicate their feelings in a supportive group setting through 26 support groups run by trained LIAAC staff in the town of Riverhead.

- Free legal services were provided to 50 clients and 3 collaterals through our legal clinic where clients are able to sit down and work with lawyers who volunteer their time and request help and gain information regarding wills, health proxies, debt management, bankruptcy and other civil legal matters.

“Our trained staff provided a wide range of services to 839 Long Islanders living with HIV/AIDS and to individuals at high risk for HIV infection, through our case management department.”

- Long Islanders who are living with HIV/AIDS and their families received 5,983 quick and easy ready-to-heat meals, 2,508 pantry bags and \$5,000 in food vouchers through our nutrition program, while gaining education through nutritional workshops and receiving counseling on proper nutrition.

- As a result of outreach efforts we were able to provide 3,420 bags to individuals on Long Island who were in need of food, including the working poor, single mothers and the homeless promoting nutritional health by educating them on proper nutrition and providing benefits advocacy.
- Hosted a magnificent memorable holiday party for 106 children and their parents who danced the night away while enjoying delicious foods, gifts and celebrated the joy of the season.
- The education department presented 466 HIV prevention programs to 6,923 Long Islanders at schools, correctional facilities, youth programs, substance abuse facilities, places of worship, to the general community and other human services agencies with messages of promoting healthy behaviors and choices to reduce the spread of HIV infection.
- Specially trained educators conducted 11 multiple-session education programs that are endorsed by the Centers for Disease Control and Prevention (CDC) and are scientifically proven and designed to elicit positive healthy behaviors. Through these interventions, 99 high-risk individuals and HIV positive Long Islanders of all ages were reached.

IN **the** **NEWS**

LIAAC was featured in more than 75 media stories about HIV/AIDS. Staff and clients of our agency made appearances in major publications, on local television stations and on the region's most popular radio stations.

2008 Highlights continued

- Conducted 106 education sessions with 73 HIV-positive individuals delivering a message designed to help them maintain their health and to protect the health of others.
- Project Safety Net, LIAAC's Mobile Outreach Program, served 9,644 individuals through mobile outreach teams who walked the streets of Long Island and reached high-risk individuals, providing them with information on HIV and Hepatitis-C risk reductions. These mobile outreach teams consist of our highly trained HIV Test Counselors who provide free and confidential HIV testing to 1,570 high-risk Long Islanders, facilitated Hepatitis-C testing to 65 at-risk community members, provided these individuals with assessments of their personal risk and gave referrals to those in need. In addition, our Mobile Outreach team placed 47 active substance abuse users directly into treatment through a partnership with Seafield Services, a substance abuse treatment provider.
- Our trained hotline counselors answered 12,019 calls from people living with HIV/AIDS, their families, and the general community. Hotline counselors assisted these individuals requesting help and information and provided education about HIV/AIDS, Hepatitis, STD's, harm-reduction techniques and provided referrals to those who were in need.
- Provided education to federal, state and local law makers about the status and impact of HIV/AIDS, the emergent Hepatitis-C crisis and the rapid increase in sexually transmitted diseases in our local community and region, as well as the potential impact of budget cuts.
- Our local website located at www.liaac.org was visited by more than 1,167,130 individuals worldwide who were able to access and navigate the easy to use educational-filled and information-packed site to gain insight and obtain information about HIV/AIDS and LIAAC as an agency.
- LIAAC was one of the recipients of the 4th annual Chef's Secrets, a large fundraiser hosted at the luxurious de Seversky Center featuring nationally renowned chefs, gourmet food, unique drinks and an action-packed 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.



“ It is always a pleasure to provide a client with something extra to make their life easier. Whether it is a delivery of emergency pantry food or a gas card for a doctor’s appointment, clients are always grateful for the assistance. Small services like these provide the client with something tangible to reinforce that LIAAC is here to assist them in dealing with HIV/AIDS. ”

— LIAAC
Case Manager



Board of Directors

Executive Committee

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Board Co-Chair

Gary Gumbs, BA, BS

Board Co-Chair

Lila Mester

Secretary

Thomas J. Fabbriante, BS

Board Member-at-Large

Gail Barouh, PhD

President/CEO

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Donna T. Bacon, Ed.D.

Matthew F. Napolitano, BA

Edwin Velazquez, LMSW

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Gail Barouh, PhD

President/CEO

Deborah Kinzer, MBA

Executive Vice President/CFO

Catherine Hart, LMSW

Executive Vice President
of Organizational Development

Karen L. Ross, MA

Chief Program Officer

Robert J. Nicoletti, BS

Chief Human Resources Officer

Ronaldo Landas, BS

Chief Technology Officer

2008 Financials

Assets:

Cash & Cash Equivalents	\$167,111
Grants & Contracts Receivable	\$1,011,950
Medicaid Receivable (Community Follow-up Program)	\$57,819
Investments, at fair value	\$1,279,161
Prepaid Expenses & Other	\$94,969
Total Current Assets	\$2,611,010
Security Deposits	\$100,000
Property & Equipment	\$255,127
Total Assets	\$2,966,137

Liabilities & Net Assets:

Current Liabilities:

Accounts Payable & Accrued Expenses	\$211,974
Accrued Compensation	\$412,538
Refundable Advances	\$780,681

Total Liabilities	\$1,405,193
Unrestricted Net Assets:	\$1,560,944

Total Liabilities & Unrestricted Net Assets:	\$2,966,137
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Unrestricted Revenue

Grants & Contract Services	\$5,656,751
Contributions & Donations	\$118,851
Medicaid Services (Community Follow-up Program)	\$422,767
Contributed Services	\$84,468
Fundraising	\$135,820
Realized & Unrealized losses on investments, net	\$(157,722)
Other	\$31,700
Total Revenue	\$6,292,635

2008 Financials continued

Expenses:

Salaries & Benefits	\$4,066,483
Other Than Personnel Services	\$2,098,683

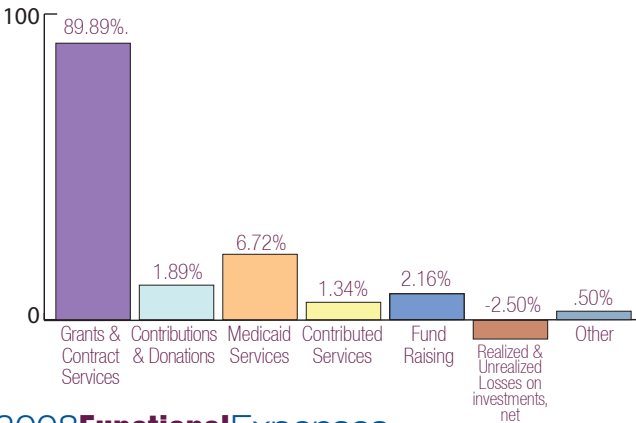
Total Expenses **\$6,165,166**

Operating Income	
prior to depreciation & amortization	\$127,469
Depreciation & Amortization	\$122,903

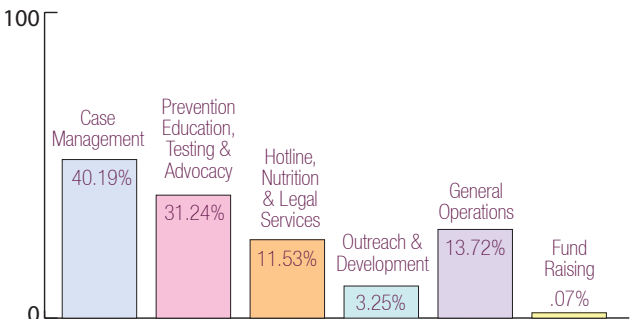
Increase in Unrestricted Net Assets **\$4,566**

Unrestricted Net Assets	
Beginning	\$1,566,378
Ending	\$1,560,944

2008 Unrestricted Revenue



2008 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 **&** 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

- \$25 \$250 \$1,000
 \$100 \$500 other

NAME

ADDRESS

CITY/TOWN

STATE

ZIP

PHONE

E-MAIL ADDRESS

Please clip and mail to:

LIAAC
60 Adams Avenue
Hauppauge, NY 11788



HOTLINE: 1-877-TO-LIAAC

60 Adams Avenue
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www.LIAAC.org