

**A CENTER OF
EXCELLENCE**

ARCW

AIDS RESOURCE CENTER OF WISCONSIN

2009 Annual Report

ARCW

AIDS RESOURCE CENTER OF WISCONSIN

Excellence in HIV Health Care

A CENTER OF EXCELLENCE

Vision

The AIDS Resource Center of Wisconsin envisions a world without AIDS and strives to assure that everyone with HIV disease will live a long and healthy life.

Mission

The AIDS Resource Center of Wisconsin is at the forefront of HIV prevention, care and treatment and is dedicated to providing quality medical, dental, mental health and social services for all people with HIV disease.

“ARCW is a center of excellence and a national leader in providing comprehensive HIV prevention, care and treatment services.”

Dear Friends in the Fight Against AIDS,

For 25 years the AIDS Resource Center of Wisconsin has fought back against the AIDS epidemic with aggressive prevention strategies and comprehensive health and social services in response to the ever changing threat of AIDS.

In the early years of the epidemic we built a comprehensive social service system to help people confront the emotional, financial, legal, housing and nutritional challenges of their difficult journey with AIDS. When scientific advances made HIV treatment successful, we developed medical, dental and mental health clinics to assure access to high-quality health care and the opportunity for long and healthy lives for people with HIV disease.

Over the years we have always made sure that our AIDS prevention programs are multicultural and relentless in saving lives. Nowhere in America is there a statewide clean needle exchange program as large and as effective as our Lifepoint program in Wisconsin.

Today, with an integrated health and social service system providing the most advanced care for our patients and with cutting edge prevention programs reaching those at highest risk for HIV, ARCW is a center of excellence and a national leader in providing comprehensive HIV prevention, care and treatment services.

Looking ahead our highest priority is to keep the ARCW Medical Center at the forefront of HIV health care and advance the ARCW center of excellence to meet the challenges of the future.

We are proud to present this Annual Report that describes our unique center of excellence and we are deeply grateful for the strong public sector support and 5,657 donors who have made it possible.

Sincerely,



Doug Nelson
President & CEO



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Chair of the Board of Directors

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ARCW

AIDS RESOURCE CENTER OF WISCONSIN



ARCW MEDICAL CENTER

Excellence in HIV Health Care

Integrated Health Care Patients at the ARCW Medical Center have the advantage of accessing its unique model of integrated health care services, giving them the best opportunity for successful treatment and healthy lives. Medical, dental, mental health, drug treatment and wellness services are fully integrated, providing our patients with comprehensive health care services. Our physicians, nurse practitioners, dentists and therapists work collaboratively to develop treatment plans that best serve our patients.

Advanced Treatment The physicians of the ARCW Medical Center are infectious disease specialists with outstanding experience in HIV care. Through partnerships with the Medical College of Wisconsin in Milwaukee and Prevea Health in Green Bay, our physicians are recruited from outstanding health care settings, ensuring our patients the most advanced HIV treatment and specialty care.

High Quality of Care The ARCW Medical Center delivers high quality HIV care and treatment through a rigorous quality assurance program. The leading HIV health care quality benchmarks of the US Department of Health and Human Services are used by ARCW as performance measures to assure high quality of care. ARCW is seeking recognition by the National Committee for Quality Assurance for meeting high standards of clinical quality and care coordination.

Cutting-Edge HIV Research ARCW physicians are engaged in HIV research that produces results that become guidance for the most effective treatment. At the 17th Conference on Retroviruses and Opportunistic Infections, a leading national scientific meeting of HIV researchers, ARCW Medical Center physician Christine Hogan presented findings related to when treatment should begin to help slow HIV disease progression.



COMPREHENSIVE SOCIAL SERVICES

Vital Support for Successful HIV Treatment

Nutritious Food The ARCW Food Pantry network assures that HIV patients will never go hungry and will have access to fresh, nutritious foods contributing to good health. Located in Eau Claire, La Crosse, Wausau, Green Bay, Milwaukee and Kenosha, the ARCW Food Pantry is stocked with foods high in protein and vitamins such as fresh vegetables, fruit, bread, meat, cheese, canned and boxed food, frozen dinners and nutritional supplements. Delivery of food to people with HIV who are unable to leave their homes accounts for 21 percent of all food distributed through the ARCW Food Pantry.

Housing Having a place to call home is one of the most important factors contributing to patient adherence to difficult HIV treatment regimens. The ARCW Housing Program includes residential facilities for families and individuals, rent and utility assistance and intensive housing counseling to prevent homelessness.

Legal Services It is hard for HIV patients to focus on regaining their health if they are experiencing discrimination based on their HIV status, confronting bankruptcy because of high medical expenses or struggling to secure entitlements. The ARCW Legal Services Program provides expert legal representation and advice to help patients throughout Wisconsin overcome these challenges.

Social Work Case Management HIV patients always receive a complete assessment of their health and social service needs by skilled ARCW social workers. This assessment is used to prepare a comprehensive care plan so medical and dental care is secured, referrals for other needed care and treatment services are made, financial entitlements are obtained and all our patient needs are met. This expert help enables patients to navigate the complex health and social service systems successfully without delay, frustration or worry.



HIV MEDICAL HOME

A Unique Model of Patient Centered Care

All Patient Needs Are Met The comprehensive, multi-disciplinary health and social services at ARCW are coordinated by medical case managers and comprise a unique model of care where all the needs of HIV patients are met in a patient-friendly environment. Our patient-centered model of care is an HIV medical home where patients receive high quality care and gain the greatest opportunity to succeed with their treatment plans.

Improved Health Outcomes The HIV medical home model at ARCW is improving health outcomes for HIV patients. Oral health is markedly improved, behavioral health issues are decreasing, adherence to HIV medications is increasing, viral load levels are being reduced and more patients are experiencing treatment success.

Attracting Record-High Patient Enrollment The ARCW Medical Center is a unique medical home that is attracting record numbers of HIV

patients due to its patient-friendly environment and the high quality of care it provides. It is the largest and fastest-growing HIV health care provider in Wisconsin with a patient census that is 70 percent greater than the next largest HIV provider. The diversity of patients enrolled at the ARCW Medical Center is unmatched as it serves more women, gay men and people of color than any other HIV provider in the state.

Leading the Country Recognizing the value of an HIV medical home for improving health outcomes and reducing health costs, ARCW encouraged the Wisconsin Legislature and Governor Jim Doyle to enact a new law to enhance Medicaid reimbursement for our unique HIV medical home services. It is enlightened public policy that makes Wisconsin a leader in the country on HIV medical homes. In his National HIV/AIDS Strategy for the United States President Barack Obama has recommended the HIV medical home model of care.

A CENTER OF EXCELLENCE John Fangman, MD; Nicole Martin, DDS; and Kevin Roeder, PhD, lead the ARCW Medical Center.



AIDS PREVENTION PROGRAMS

Powerful Strategies that Save Lives

High-Tech Outreach Each new generation is threatened by AIDS in new ways. To address changes in technology and instant communication, ARCW constantly adjusts its AIDS prevention strategies to sustain powerful outreach programs. Using new-media Internet strategies ARCW delivers life-saving prevention information and materials to people at risk for HIV throughout Wisconsin.

Needle Exchange Nowhere in America does the needle exchange prevention strategy flourish more than in Wisconsin. The ARCW Lifepoint needle exchange program operates in 11 Wisconsin cities, making it the largest statewide needle exchange program in the country. It is a holistic program that includes HIV and hepatitis C counseling and testing, access to harm reduction drug treatment and a life-saving overdose prevention program. Lifepoint operates with the full support of public health and law enforcement

officials. Because of Lifepoint, only 5 percent of new HIV cases in Wisconsin are attributed to injection drug use.

Strategic Diversity ARCW prevention strategies meet the diverse needs of highly diverse populations at risk for HIV disease. They include abstinence support for youth, outreach to gay men, needle exchange for drug users and education for women on negotiating safer sex practices. ARCW prevention programs are a powerful force saving lives from HIV.

HIV Testing At the core of every ARCW prevention strategy is an emphasis on HIV testing with the goal of diagnosing HIV in the early stages of the disease. People testing positive for HIV are immediately referred to the ARCW Medical Center where needs assessments are completed and treatment is initiated. Early diagnosis is the key to successful management of HIV disease.

A CENTER OF EXCELLENCE ARCW Social Network Testing Specialist Tim Medley administers an HIV test.

SOUND FINANCIAL MANAGEMENT

Best Practices Bring Financial Success

High Investment in HIV Services ARCW is dedicated to achieving the highest investment of resources for the provision of HIV prevention, care and treatment services. Using best-practice financial management strategies ARCW has achieved a record high 91 percent investment of resources for HIV services with only 9 percent of resources used for administrative and fundraising activities.

Diversity of Revenue Diversification of revenue is a wise financial management strategy. With more than 50 separate government revenue contracts, reimbursement revenue from more than 15 third party payors and private sector revenue from more than 5,600 corporate, foundation and individual donors, ARCW successfully sustains a highly diversified revenue base.

Successful Financial Audits
Every year ARCW has a full compliance financial audit conducted

by an independent audit firm. Because of sound financial management practices at ARCW, the annual audits constantly demonstrate effective internal controls, full financial compliance with government grant requirements and no deficiencies, weaknesses or deficits.

Financial Success Despite Recession The economic recession is a serious financial challenge for individuals, businesses and nonprofit agencies. ARCW is responding to this challenge with strong advocacy that increased government funding and with a comprehensive private sector fundraising campaign that exceeded its goal.

Expansion of Services Even during the economic downturn, effective financial management practices have enabled ARCW to expand the ARCW Medical Center to Green Bay, mental health services to Wausau and Appleton and needle exchange services to Waukesha.

A CENTER OF EXCELLENCE Chief Operating Officer Mike Gifford and Vice Presidents Susan Hallberg and Dan Mueller manage ARCW finances.

2009 FINANCIAL PERFORMANCE

STATEMENT OF ACTIVITIES

For Fiscal Year Ended August 31, 2009

REVENUE

U.S. Department of Health & Human Services	\$2,359,653
U.S. Department of Housing & Urban Development	893,395
State of Wisconsin	5,374,197
City of Milwaukee	590,340
Milwaukee County	291,755
Racine County	55,000
Brown County	21,330
Eau Claire County	24,000
Dane County	17,014
Fund Development	1,612,100
Special Event Expenses	(362,305)
Grants to Wisconsin AIDS Agencies	(9,149)
United Way	437,391
Reimbursement for Services	647,624
Other Revenue	10,789

TOTAL REVENUE **\$11,963,134**

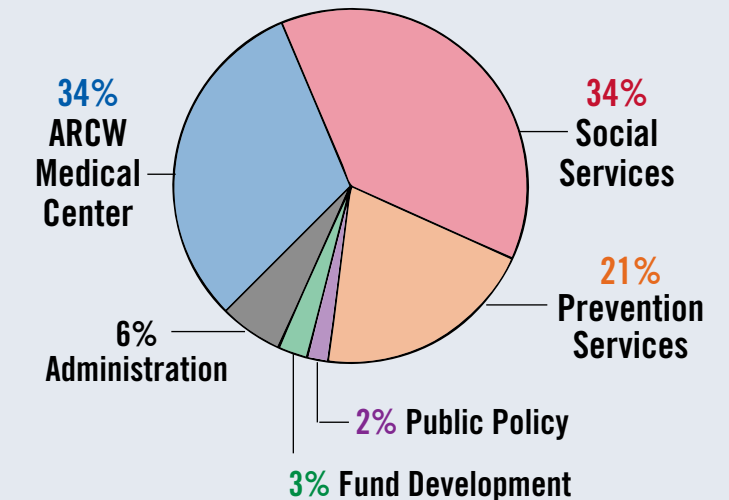
EXPENSES

Program Services:	
ARCW Medical Center	\$4,003,592
Social Services	3,949,437
Prevention Services	2,403,284
Public Policy	239,936
Supporting Activities:	
Administration	640,907
Fund Development	400,109

TOTAL EXPENSES **\$11,637,265**

CHANGE IN NET ASSETS **\$325,869**

INVESTMENT OF RESOURCES



BALANCE SHEET

For August 31, 2009

ASSETS

Current Assets	\$3,823,226
Net Fixed Assets	2,965,029
Other Assets	199,026
TOTAL ASSETS	\$6,987,281

LIABILITIES & NET ASSETS

Current Liabilities	\$1,913,344
Long-Term Liabilities	877,745
Total Liabilities	2,791,089
Total Net Assets	4,196,192
TOTAL LIABILITIES & NET ASSETS	\$6,987,281

ARCW AT A GLANCE



ARCW Locations

Appleton **Kenosha** **Milwaukee**
Eau Claire **La Crosse** **Superior**
Green Bay **Madison** **Wausau**

Health Care for All

ARCW provided \$2,217,169 in uncompensated care, assuring access to health care for all HIV patients regardless of ability to pay.

Health Care Hero

ARCW Medical Director John Fangman, MD, was named a Health Care Hero by the Milwaukee *BizTimes* for his leadership of the ARCW Medical Center.

ARCW Medical Center

Medical Patients	1,026
Dental Patients	1,163
Mental Health Patients	418
Total Patient Visits	13,302
Total Unduplicated Patients	1,340

ARCW Social Services

Case Management Clients	1,653
Legal Service Clients	829
Food Pantry Clients	1,384
Pounds of Food Provided	800,000
Food Home Deliveries Made	2,102
Housing Clients	679
Overnight Stays in ARCW Housing	13,706
Rent Assistance Provided	\$598,144

Total Patients & Clients Served (unduplicated) 2,523

Diversity of Patients & Clients

African American	43%
White	40%
Hispanic	13%
Asian, Pacific Islander, Native American	4%
Men	72%
Women	28%

Prevention Services

Needles Exchanged	764,646
Condoms Distributed	625,545
HIV Tests Administered	2,103

ARCW Staff	125
ARCW Special Event Participants	5,330
ARCW Budget	\$11,963,134



HONOR ROLL OF DONORS

The AIDS Resource Center of Wisconsin is deeply grateful to the following donors for their generous contributions of \$100 or more made between September 1, 2008, and August 31, 2009. ARCW also is grateful to those who made gifts of less than \$100 and who contributed to AIDS Walk Wisconsin. We especially thank our Red Ribbon Patron donors who have made cumulative contributions of \$10,000 or more and are recognized in this Honor Roll with a red ribbon.

\$100,000+

- Medical College of Wisconsin
- United Way of Greater Milwaukee

\$75,000+

- MillerCoors
- Northwestern Mutual Foundation

\$50,000+

- William Reinicker
- United Way Fox Cities

\$25,000+

- Aurora Health Care
- Emory T. Clark Family Charitable Foundation
- K.C. Stock Foundation
- MAC AIDS Fund
- The Comer Foundation
- United Way of Brown County
- Wisconsin Trust Account Foundation, Inc.

\$10,000+

- Anonymous
- Assurant Health
- Mary and Timothy Bowers
- Broadway Cares/Equity Fights AIDS
- Cornerstone Foundation of Northeastern Wisconsin, Inc.
- Delta Dental of Wisconsin
- Emergency Food and Shelter Program
- Anne and Dean Fitzgerald
- Foundation of the Pierre Fauchard Academy
- Greater Milwaukee Foundation — Johnson and Pabst LGBT Humanity Fund

- Greater Milwaukee Foundation — Eldon E. Murray Foundation Fund
- Hunger Task Force of Milwaukee
- Jane Bradley Pettit Foundation
- M&I Foundation
- Miller Brewing Company Employee Fund
- National Association of Theatre Owners of Wisconsin & Upper Michigan
- Oneida Tribe of Indians of Wisconsin
- Otto Bremer Foundation
- Norma Reinicker Reilly
- Michael and Elizabeth Riordan
- Roundy's Foundation
- Richard F. Swenson
- The Catholic Community Foundation
- United Way of Greater Chippewa Valley
- Wisconsin AIDS Fund of the Greater Milwaukee Foundation

\$5,000+

- Jeffrey Anderson and Doug Church
- Bartels Limited Partnership
- Susan Bennett
- Cream City Foundation
- Derse Foundation
- Dynacare Laboratories
- Forest County Potawatomi Community Foundation
- Milwaukee Brewers Baseball Club
- Phoenix Care Systems, Inc.
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- Rainbow Over Wisconsin
- Ralph Evinrude Foundation, Inc.
- SC Johnson, Inc.
- Nita Soref

- Stackner Family Foundation
- Barbara Abert Tooman
- Walgreen Company
- William M. Wardlow
- Estate of David Wiggins
- United Way of Kenosha County
- Wisconsin Dental Association Foundation

\$2,000+

- American Family Insurance
- Barbara and Raymond Bachhuber, MD
- Sara and Anthony Bartell
- Bi-County Emergency Food and Shelter Program
- Ellen and Brian P. Buggy, MD
- Peg and Keith Burns
- Crossroads Presbyterian Church
- Direct Supply, Inc.
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- Epic Systems Corporation
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- United Way of Dunn County
- Ray Vahey
- JoAnn and Michael Youngman

\$1,000+

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 Wisconsin Housing and Economic Development Authority

\$500+

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 Sendik's on Downer
 Shady Lady
 Shady Lane Greenhouse, Inc.
 Maureen and Gary Shebesta
 Skylight Opera
 Steve Slaske
 Karen Snyder
 Erik Sosa
 Stano Landscaping, Inc.
 Stone Creek Coffee
 Stone's Throw Winery
 Michaela and Daryl Stuermer
 Sunset Playhouse, Inc.
 Super Natural Distributors, Inc.
 Sweeney's Gym
 Sybaris Pool Suites
 Taliesin Preservation, Inc.
 Tamarind Tribal Belly Dance
 Terragusto Restaurant
 The Charles Allis and Villa Terrace
 Art Museums
 The Geneva Inn
 The Milwaukee Wave
 The Onion
 The Pfister Hotel
 The Turkey Store Co.
 Cheryl Thiede
 Thomasville Home Furnishings
 Time Warner Cable
 Judy Titera
 Town and Country Housing
 Trader Joe's
 Trier Design LLC
 TTM Technologies
 U.S. Oil
 Walker Art Center
 Jane and Bill Weida
 WEYCO Group, Inc.
 Wilderness Inquiry
 Jeffrey J. Wilke
 Suzanne and Gary Wulff
 Tad Gospodarek and Daniel Ziebell
 Zoological Society of Milwaukee



ARCW is a United Way participating agency.



AIDS RESOURCE CENTER OF WISCONSIN

Appleton

103 Washington St.
(920) 733-2068
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Eau Claire

505 Dewey St. S. Suite 107
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800-750-2437

Green Bay

445 S. Adams St.
(920) 437-7400
800-675-9400

Kenosha

1212 S. 57th St.
(262) 657-6644
800-924-6601

La Crosse

2519 South Ave.
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800-947-3353

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For more information about HIV/AIDS contact: The Wisconsin HIV/STD/Hepatitis C Information and Referral Center
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