

DELAWARE HIV CONSORTIUM
2020 ANNUAL REPORT

Our Happiest Day

DELAWARE
HIV
CONSORTIUM





Delaware HIV Consortium

100 W. 10th Street, Suite 415

Wilmington, DE 19801

www.delawarehiv.org

Mission

The Delaware HIV Consortium is dedicated to providing leadership to eliminate HIV in Delaware by supporting and providing optimal HIV care and prevention services.

Vision

To end the HIV epidemic in Delaware.

Core Values

Accountability, Collaboration, Empowerment, Excellence, Integrity, Respect,
Stewardship, Teamwork, and Equality

From the Executive Director and the President of the Board of Trustees

Our history, our future

Dear Friends,

Thirty-five years ago, a silent epidemic was spreading across the United States and around the globe. Seemingly out of nowhere, hundreds and then thousands of people were dying from diseases that, up until that time, were extremely rare. Those who were being impacted typically had similar traits: gay men, sex workers, immigrants or those who had traveled to certain parts of Africa, and recipients of blood products. It took some time, but within a few years, the scientific community was able to determine that one underlying source was linking all of these individuals and all of these diverse and rare diseases. The Human Immunodeficiency Virus (HIV) – spread through sexual and contact with blood and body fluids – was weakening the immune system of those infected by destroying the cells that fend off disease and infection in the body.

In 1990, 30 years ago, Congress finally acted to assure funding for medical treatment for this new epidemic when it passed the Ryan White CARE Act, distributing federal money to help the states pay for healthcare, support services and more, to assist those affected by the epidemic. Since there was no effective treatment at the time, in the early 90s, often this assistance was end-of-life care.

The following year, in 1991, the Delaware HIV Consortium was incorporated as a nonprofit in Delaware, acting as an umbrella organization to help AIDS service providers develop a coordinated plan to deliver services. Soon after, this process assumed planning for the state's HIV prevention strategies so that the community could begin to slow the spread of this often fatal disease. In 1995, there was a breakthrough when HIV pharmaceutical companies discovered that combining multiple types of HIV medications – antiretrovirals – in what was known as “the cocktail,” could severely inhibit the virus’ progression in the body – effectively lengthening the life of a person living with the HIV.

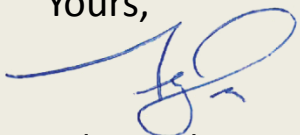
Now, in 2020, the world is in a very different place for those living with HIV. For the health professionals and advocates who fought for resources, those 20+ years are like night and day. Today, most people living with HIV who actively engage with their recommended disease care live unencumbered roughly the same lifespan as those without the disease, and now often pass away from the other physical ailments of “old age.” In Delaware, over the past three years, there have been fewer than 100 new cases of HIV each year. The number of people living with HIV stayed around 3,500. It is almost unheard of for children to be born with HIV, thanks to prenatal testing and care. No one gets HIV from blood products, and antiretroviral medications have been declared so good that those taking them who reach undetectable viral levels have almost no chance of infecting others – even through unprotected sex. Yet, there is still no cure for HIV. And, still, our clients experience longstanding structural barriers that are a challenge to leading a full and fulfilled life.

We would be remiss in not mentioning the challenges to service caused by the COVID-19 pandemic this year. However, thanks to the collaboration of the Delaware Division of Public Health, our agency partners in HIV support services, our staff, and our supporters, the Consortium continued to serve its clients. Working together, we feel confident that we will be able to adapt to this changing environment and will continue to provide our much-needed services in HIV supportive services and prevention.

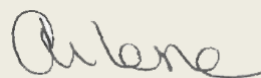
Looking back at our history and ahead to the challenges and opportunities of the future, we honor those who died, are proud of the work we have done as a community to end this epidemic, and have dedicated ourselves to providing the best quality of care and prevention services that will eradicate this virus in the coming decade.

We know that we can do it. We know how to do it. We ask you to join us in putting ourselves out of work. It would be our happiest day.

Yours,



Tyler Berl
Executive Director



Arlene Bincsik, MS, RN, CCRC, ACRN
President of the Board of Trustees

About Our Services

The Delaware HIV Consortium was founded in 1991 as a non-profit corporation in the state of Delaware. Incorporated under the name Delaware HIV Services, Inc., but doing business as the Delaware HIV Consortium, the agency is an HIV service provider offering support services for Delawareans living with HIV, and a range of education and prevention services to help Delawareans avoid HIV infection. The Consortium is able to provide these services as a result of contracts with the Delaware Division of Public Health, the City of Wilmington, the Delaware State Housing Authority, and because of generous support of our business community and individuals.

Governance

The Delaware HIV Consortium is an agency of 20 plus staff led by Executive Director Tyler Berl. Our executive director reports to a volunteer Board of Trustees comprised of members of the HIV clinical services, the Delaware business community, HIV advocates, and members of the HIV community. The Board of Trustees takes an active role in guiding the course of the Consortium according to its bylaws, which were revised and adopted in 2019.

The Delaware HIV Consortium provides services under the terms of its contracts and sub-contracts with funders, in accordance with applicable federal and state law, and is a recognized nonprofit designated under Section 501(c)3 by the Internal Revenue Service. Our tax ID is 51-0348892.

The Consortium's Housing Assistance Program and the Michael Brossette Memorial Fund are approved participants in the State of Delaware Neighborhood Assistance Act Tax Credit Program, subject to the minimums and limits of that program. All gifts to the Consortium are tax-deductible to the extent permitted by law depending on your individual tax status.

HIV Case Management

Begun in 2012, the Consortium's HIV Case Management program, funded by the Ryan White HIV/AIDS Program (RWHAP) through the Delaware Division of Public Health, provides case management services to help our clients live more productive lives through medication management, adherence to medical treatment, and connecting them to supportive services like housing assistance, health insurance assistance, mental health services, transportation, emergency financial assistance, and referrals to other social and supportive services.



CASE MANAGEMENT HIGHLIGHTS:

- Currently, the Consortium's Case Management team, eight case managers and one supervisor, serves 375 clients statewide through the agency's Wilmington (serving New Castle County) and Milford (serving Kent and Sussex County) offices.
- In 2019, the Consortium served 318 clients in Case Management.
- 72% of our CM clients are African-American, 28% are White, and 5.5% are Latinx.
- 57% of our CM clients are male, 41% are female, and 2% are transgender.
- 54% of our clients have income under the Federal Poverty Level (FPL); 13% have income from FPL up to 138% of the poverty level; 13% have income 139% to 200% of FPL; 18 have income 200% to 400% of FPL; and 2% have 400% to 500% of FPL (500% of FPL is the maximum income a person living with HIV may earn and still receive some form of RWHAP services).
- 92% are stably housed, 3% are temporarily housed, and 5% don't have stable housing (includes homeless).
- Means of transmission for our CM clients is 53% heterosexual, 35% are men who have sex with men (MSM), and 19% were infected through intravenous drug use.

HIV Community Planning

Since our incorporation in 1991, the Consortium has acted as a coalition builder, bringing together all providers of HIV healthcare and support services to help the Delaware Division of Public Health (DPH) design a continuum of care that makes sense for our community. Since 1992, we have been the contractor for DPH's [HIV Community Planning Council](#) (HPC) program, assisting the state by developing the [Delaware Integrated HIV Prevention & Care Plans](#), identifying met and unmet needs, ensuring access to services, and recommending and prioritizing HIV prevention strategies to end the epidemic in Delaware. This group, which meets every other month, is comprised of medical providers, HIV service agencies, advocates, public health staff, members of the HIV community at-large, and people living with HIV.

Community Planning Highlights:

- Since the adoption and approval of the latest Integrated Plan in 2017, the Delaware HIV Planning Council has worked to develop strategies to implement the plan, develop timelines to assure implementation, and measures of the effectiveness of these strategies.
- Additional key functions of HPC are to work with DPH to quickly identify emerging trends in the spread of HIV in Delaware, monitor successful strategies used in other jurisdictions, and to quickly implement strategies to reduce infections. HPC also acts as a forum for the HIV community to identify and address areas of concern in the continuum of care.



Housing Assistance Program

Since 1998, the Consortium has provided a Housing Assistance Program for low-income Delawareans living with HIV. This program, a tenant-based rental assistance, is funded by the U.S. Department of Housing and Urban Development's (HUD) Housing Opportunities for Persons with AIDS (HOPWA) program. The Consortium administers two HOPWA programs, one with the City of Wilmington (for New Castle County) and one by the Delaware State Housing Authority (for Kent and Sussex Counties). This program works with the client to find an apartment and a landlord willing to accept payment from the program. Oftentimes – depending on a client's annual income – the client is responsible for a portion of the rent. In some cases, spouses and dependent children are also housed by this program.

HOUSING HIGHLIGHTS:

- In 2019, 151 households – including persons living with HIV and their dependent family members – were served by the Housing Assistance Program.
- Currently the Housing Assistance Program services a total of 153 households, 112 in New Castle, 20 in Kent, and 21 in Sussex counties.
- 67% of the Consortium's Housing clients are 50 years of age or older.
- Last year, thanks to generous funding from the Longwood Foundation, 18 clients were transitioned to other housing assistance programs, opening up slots for people on our waiting list.
- For a period during 2019 – and for the first time ever – the waiting list for Kent and Sussex Counties actually went to zero, meaning there was no one on the waiting list for housing assistance in Southern Delaware.



HIV Re-engagement and Prevention Programs

The Consortium operates four HIV prevention programs, three funded by the Delaware Division of Public Health (DPH), with our HIV Testing and Counseling program supported by fundraising and grant writing. These initiatives are part of the Delaware Division of Public Health's comprehensive integrated plan for HIV prevention.

DelaWEAR ONE Mail Order Condom Program – The DelaWEAR One program, which is now in its fifth year, provides monthly condoms and lubricant mailed directly to the homes of 500 DelaWEAR ONE members throughout the state. One-quarter of those enrolled in the program are HIV positive.

PrEP Navigation and Education – In 2019, the Consortium began a partnership with DPH, Planned Parenthood of Delaware, and LabCorp, to initiate a Pre- Exposure Prophylaxis (PrEP) Navigation program to educate and engage at-risk populations about this once-a-day pill that can prevent HIV infection. Although PrEP was approved by the FDA in 2012, programs to assist people to overcome the barriers to get this medication are still new. The Consortium's program seeks to connect patients with PrEP prescribers, help them pay for diagnostic labs (thanks to grants from Laffey-McHugh Foundation and WAWA Foundation) and, finally, to receive medication copay assistance.

Re-engagement Program (Data to Care) – Through a program of the Delaware Division of Public Health, this program seeks to use surveillance data to find people who have HIV but no record of recent medical care and reconnect them to HIV therapeutic treatment. Working with DPH staff, our re-engagement staff research each case, find them, and work with them to get a doctor's appointment and get them back to medical adherence.

HIV Testing and Linkage to Care – The Consortium’s Testing and Linkage to Care program offers HIV testing in a community-based setting that is completely supported by Consortium fundraising. Our testing program – a collaboration with Walgreens, OraSure Technologies and Christiana Care – is conducted in two Walgreens retail sites and one community-based site. In response to the COVID-19 crisis, the Consortium received in-home test kits from the Division of Public Health and immediately retooled its community testing program to include the in-home option.

PREVENTION HIGHLIGHTS:

- The **DelaWEAR ONE program** sent 2,680 packages of condoms out to nearly 500 members during the year – almost 27,000 condoms!
- **PrEP Navigation** – Starting in 2020, the PrEP Navigation program has been hindered by the difficulty of clients to make routine medical appointments during the COVID-19 pandemic. Since officially opening the program to clients in May, nine clients have enrolled in the program and three have completed all steps and are now taking PrEP.
- **Re-engagement** – Since program inception, 1,040 cases have been investigated with 578 cases being removed from the Lost-to-Care list. In total, with 54 clients having been reconnected to HIV therapeutic care.
- **HIV Testing and Linkage to Care** – In 2019, 225 people were tested for HIV with two being found HIV positive and referred for medical treatment. Since July 2020, 25 people have signed up for in-home test kits, and 14 have completed their testing and reported their findings, and none were positive at this date. Since inception, our Testing and Linkage to Care program has tested 2,008 individuals.



HIV Support Services

In addition to the direct client services the Consortium provides, the agency acts as the primary administrator of Delaware's Ryan White HIV/AIDS Program (RWHAP) Part B dollars for core and support services to all RWHAP clients throughout Delaware. These services are funded by the Health Resources and Services Administration (under the US Department of Health and Human Services) through a contract with the Delaware Division of Public Health and are accessed by clients through their RWHAP case manager or social worker. The services, working together with Consortium-funded programs, serve as an important safety net of assistance to those who need help.

SUPPORT SERVICES HIGHLIGHTS:

- **RWHAP Emergency Financial Assistance** – In 2019, the RWHAP program provided 206 payments to 153 unique clients to assist clients with rent, power bills, and other emergency financial assistance.
- **RWHAP Mental Health Counseling** – In 2019, 26 individual sessions of mental health counseling were provided.
- **Michael Brossette Memorial Fund (MBMF)** – Privately funded by the Consortium through grants, donations and fundraising activities, this fund provides emergency financial assistance to Delawareans living with HIV in Kent County and Sussex County.
- **Personal Care Items Closet** – More than 200 clients were provided with personal care items in 2019, thanks to generous donations from Consortium donors, the Kenny Family Foundation, and – in 2020 – a grant from the Hattie & Milton Kutz Foundation.
- **Nutrition** – In response to the COVID-19 epidemic and added with special Congressional-approved funds through the CARES Act, 40 individual experiencing food insecurity are having food delivered by five Meal on Wheels affiliates in Delaware.
- **Transportation** – Through the subcontracted providers of AIDS Delaware in Sussex County and Beautiful Gate in New Castle County, 1,277 trips were provided for clients to go to medical visits.

Financial Reports – 2019 Income Sources

Housing Opportunities for Persons With AIDS (HOPWA) Funding

Tenant-Based Rental Assistance Program – Pass Through

City of Wilmington	\$ 673,870
Delaware State Housing Authority	\$ 244,826

Other Government Grants – Pass Through

Division of Public Health-HIV Support and Core Services and Case Management	\$ 754,944
Division of Public Health – Community Planning Process	\$ 94,759
Division of Public Health – Prevention Activities	\$ 82,020

Total Government Support **\$ 1,850,419**

340B Drug Pricing Program	\$ 1,262,990
Contributions – Individual, Corporate, Foundation Support	\$ 51,697
Investment Income	\$ 42,746
Special Events Income	\$ 110,007

Total 340B, Fundraising & Investment Income **\$ 1,467,440**

Total Revenues **\$ 3,317,859**

Financial Reports – 2019 Expenses

Management and General	\$ 174,866
Fundraising	\$ 101,664
<u>Program Services</u>	
Tenant Based Rental Assistance Program	\$ 1,106,027
HIV Supportive Services	\$ 1,707,266
Planning, Development and Prevention Activities	\$ 193,814
TOTAL PROGRAM SERVICES	\$ 3,007,107
TOTAL ALL EXPENSES	<u>\$ 3,283,637</u>

Case for Support

As you can see from these graphs, 94 percent of the Consortium's operating revenue come from government grants. This leaves six percent of our operating expenses to be generated by investment income and our fundraising activities, including grant writing, special events, and grassroots support. This is why we need your help to close the gap between funded and unfunded services.

How You Can Help

You can help us continue to provide all of our services by:

Making a donation using a credit card at www.delawarehiv.org

Supporting your favorite Consortium program by [directing your gift](#)

Giving through United Way of Delaware, Partner Agency Number is 9467

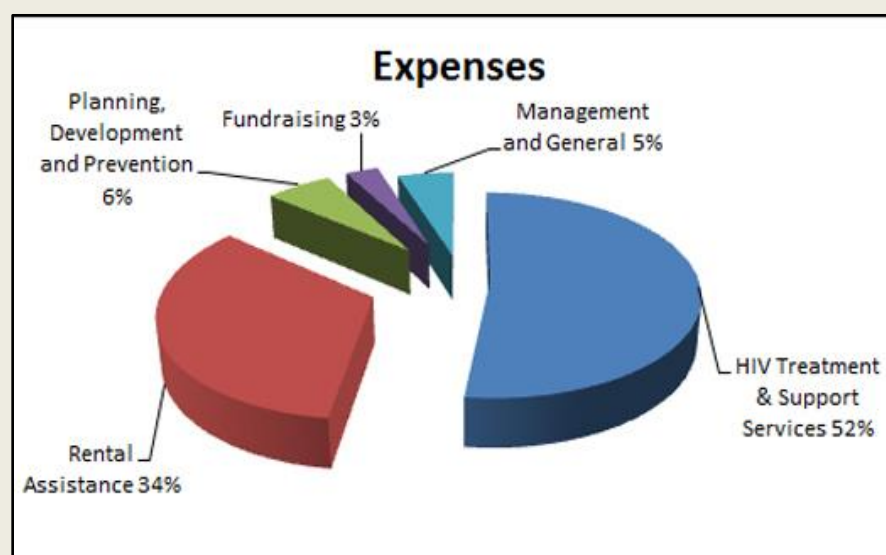
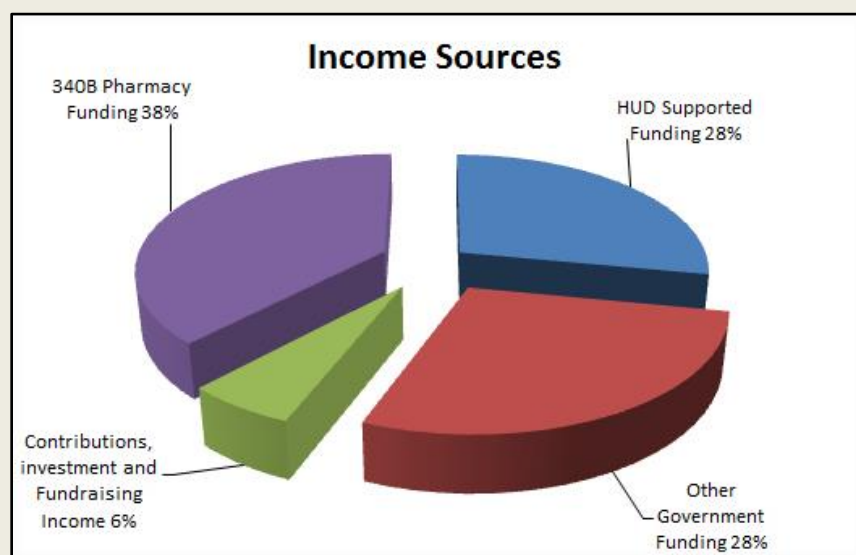
Supporting one of our special events ([WOW Awards Gala](#), [Easy as Pie](#), or another pop-up event)

Donating through the [Delaware Neighborhood Assistance Act](#) and get a handsome tax credit

Donating your [used car](#)

Designating the Delaware HIV Consortium for a planned giving donation through your will

And most importantly, tell your friends about the important work we do in Delaware and ask them to join you in supporting us.



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