



Delaware HIV Consortium

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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 Mission

Dear Friends,

The Delaware HIV Consortium strives "to improve the lives of people living with-, and at-risk for HIV, through services, leadership, and advocacy."

What's in a mission statement?

Those of us at the Delaware HIV Consortium are working to answer this fundamental question, as we speak. In 2021, the Consortium's thirtieth year of incorporated service in Delaware, the agency's staff and Board embarked on a strategic planning process to set forth its path for the near future.

While this planning process has not yet concluded – the Strategic Plan's release date is set for early 2022 – the Consortium has introduced on a new mission statement (released at the top, for the first time in print), which has defined the priorities the agency has begun to build into the Plan, and will work towards espousing.

We at the Consortium believe that in order to reach our vision, of an end to the state's HIV epidemic, we must operate with an unwavering commitment to people – individuals and communities.

This agency was founded as a consortium, "an association...of healthcare and support service providers and community based organizations operating in an area... most affected by HIV disease." From these roots in partnership we have long recognized the intricacies of treating and preventing HIV – that access to healthcare and services are just one determinant in the complex web of social determinants of health, which must be understood and addressed holistically to help those living with-, or at-risk for the virus overcome barriers impeding their wellbeing. We hold both that individuals need to be fully informed about the resources available to them and to take the lead in their care-decisions, and have an equal seat at the table making decisions regarding what services are available to them in the community.

With a dedication to these foundational principals we posit that we can positively impact the trajectory of this epidemic.

Within the upcoming pages you will find just how we endeavored to reach our vision of an HIV-free Delaware – through services, leadership and advocacy – over the past year. The Consortium is proud that in 2021, through a trying COVID year, we were able to expand the capacity of our case management program by more than 5% (page 6) and maintain rental support to over 150 Delawareans living with HIV and their households (page 8).

We built a partnership with Delaware's Meals on Wheels affiliates to establish a meal delivery program for those in need.

Understanding that no one addresses the needs that aren't measured, we performed the state's first research on the impact of COVID-19 has the access that Delawareans living with HIV have to public services (page 7).

Our prevention team witnessed a COVID-induced reduction in community-based HIV testing services, and established the state's first mail-order HIV testing and linkage to care program, which ensured that we met and exceeded the agency's testing numbers from 2020 (page 13). We helped link 11 Delawareans back to HIV healthcare, reducing the risk of viral transmission, and helped 23 Delawareans navigate the challenging process to get onto Pre-Exposure Prophylaxis – a pharmaceutical prevention modality that for the first time gives individuals full control of the HIV risk.

We did this all while being strong stewards of our resources, by putting 93% of every dollar received by the community and our government partners directly into client services.

In 2021, Delaware will again see less than 100 new HIV diagnoses, something the state has done every year since 2018, and the lowest number of new diagnoses since 1989 when there was only 259 people ever diagnosed with the virus. We, as a community, in Delaware are making novel progress towards our collective vision of stopping HIV.

As the Delaware HIV Consortium enters its fourth decade we plan to refocus our efforts onto people, the individuals and communities that we serve. Through that lens we will improve our services, our leadership, and our advocacy – that collectively will enhance our impact.

We can eradicate this virus. We ask you to continue to partner with us in this endeavor.

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.

The History of the Delaware HIV Consortium

Year	<u>Milestone</u>
1989	 A meeting is convened of providers of service to people with HIV/AIDS and becomes known as the Service Provider Network.
1990	The Ryan White Comprehensive AIDS Emergency Act is passed by Congress.
	• The Division of Public Health asks the Service Providers Network for recommendations concerning the allocation of the Ryan
	White money.
1991	• The network began the process of becoming an official nonprofit agency with the new title of the Delaware HIV Care Consortium.
1992	• The Consortium becomes a 501c3 nonprofit organization.
1993	• The Consortium begins to receive additional "Ryan White" money from the Division of Public Health to allocate to agencies for
1004	emergency assistance.
1994	• The amount of Ryan White funds received by the Consortium rises to \$515,100. A request for proposals is sent to member agencies and money is allocated based on the proposals received and accepted by the Consortium.
	• The membership approves the merger of the Delaware HIV Care Consortium, the AIDS Advisory Task Force and the HIV
	Community Prevention Planning Committee as the Delaware HIV Consortium; merger is complete in 1995.
1995	• Delaware HIV Care Consortium hires Cathy Blough as agency's first employee, and first Executive Director.
1996	Keith Cherry assumes position as Executive Director.
1997	Establishment of the Michael Brossette Memorial Fund.
1998	• Consortium launches a Tenant Based Rental Assistance Program for People living with HIV throughout the state of Delaware. City
	of Wilmington receives HOPWA funds solely for the Wilmington Metropolitan Statistical Area in 1999 and DHC is awarded the contract.
	 With operational support and a donated 31-foot bus from the DuPont Pharmaceutical Company, DHC creates the Sunrise Project
	Mobile Unit a collaborative initiative with Delaware's HIV Early Intervention community-based and healthcare organizations.
1999	• Sue Weimer assumes position as Executive Director.
	 Consortium becomes administrator of Delaware's Ryan White HIV/AIDS Program funds for Emergency Financial Assistance Program, centralizing a program that previously operated through several community-based nonprofits.
	• Division of Public Health asks DHC to operate a health insurance continuation program to pay the cost of COBRA for Delawareans
	living with HIV.
	DHC, Connections CSP and Ministry of Caring are awarded a HUD grant for a Transitional Housing Program, Enterprise
	Transitional Housing Initiative, to provide housing and intensive supportive services to homeless men and women living with
	HIV/AIDS co-diagnosed with substance use and/or mental health disorders.
2002	• DHC assumes the role as Delaware's Chapter with the NAMES Project Foundation, which coordinated the AIDS Memorial Quilt.
	 DHC's Treatment Services and Prevention Planning Committees establish the Community HIV/AIDS Advisory Team (C.H.A.T.) a
	group for people living with HIV to advise the decision making process for funding Delaware's HIV services.
	• Through a HUD grant, DHC and Connections CSP establish a Permanent Supportive Housing Program, WomanSpace Permanent
	Housing, to provide housing and supportive services for homeless women living with HIV with co-occurring mental health or
	substance use disorders and their children.
2003	Peter Houle becomes Executive Director.
2004	• Number of people living with HIV on the Delaware Housing Assistance Program waitlist reaches 300; there were 350 eligible persons on
	the wait list at the end of 2006. As of 2021, the average wait time has been reduced to 2 years.

- DHC and AIDS Delaware reach formal agreement to collaborate on the Delaware AIDS Walk, an HIV awareness and fundraising event initially created by AIDS Delaware in 1986. The Walk is expanded to locations in Kent and Sussex counties.
- Began the process of formally integrating DHC's Prevention Planning Group and Treatment Services Committee into an Integrated HIV Prevention &
 Care Planning Council to meet the state's HIV Community Planning requirements. Delaware becomes the first state in the nation to integrate HIV care
 and prevention plans.
- 2005 Delaware HIV Consortium hosts inaugural WOW Awards Gala.
 - The first "Easy As Pie" fundraiser, the annual Thanksgiving pie sale, is held.
 - Following ten years of advocacy from Senator Margaret Rose Henry, DHC, and Delaware's HIV community, the Delaware General Assembly passes legislation to allow for a pilot syringe exchange program as an HIV risk reduction strategy.
 - "Opt Out HIV Testing" legislation passes in the Delaware General Assembly.
- Michael Brossette Memorial Fund exceeds \$100,000 in assistance to persons living with HIV in Sussex and Kent County.
 - DHC establishes an HIV Medical Case Management program initially with one case manager and an average case load of 40 clients. By 2021, DHC's case management program had 9 case managers serving 400 clients.
 - DHC starts a community-based rapid HIV testing and linkage to care program at a Walgreens "HIV Center of Excellence" store located in Wilmington.
 - The Affordable Care Act passes, making many Delawareans living with HIV eligible for health insurance through the ACA marketplace, DHC's Health Insurance Program doubles the number of clients receiving assistance for their insurance premiums.
 - Delaware State Housing Authority approves Consortium's Michael Brossette Memorial Fund and the DHAP Housing program to participate in Delaware's Neighborhood Assistance Act Tax Credit Program.
 - DHC receives Division of Public Health funding to establish a mail-order condom distribution program, DelaWEAR One. In 2021, DHC has nearly 500 Delawareans enrolled in DelaWEAR One, nearly a quarter of which are people living with HIV.
 - Establish hygiene closet for clients to provide clients with the necessary cosmetic and hygiene items to improve their overall health.
 - The US Health Resources & Services Administration's Office of Pharmacy Affairs approves DHC's application to become a 340b covered entity, allowing the agency to receive pharmaceutical rebates.
 - AIDS Delaware and the Delaware HIV Consortium host the 30th anniversary AIDS Walk Delaware simultaneously in Wilmington and Rehoboth. 2017
 - DHC expands its HIV Testing Program by offering Hepatitis C antibody testing. The HIV and Hepatitis Testing Program is funded through private funding.
 - Gilead Sciences awards DHC a grant for a Pre-Exposure Prophylaxis educational program. The first statewide PrEP Summit is held at Wilmington Hospital.
 - CDC endorses the statement that "U=U," rather "Undetectable=Untransmissible." Simply, if viral load is undetectable, they have zero chance of passing HIV infection.
 - Through a Division of Public Health contract, the Consortium establishes a re-engagement, or "lost to care" program, to link Delawareans knowingly living with HIV who have fallen out of the HIV medical system back into medical care. In 2021, DHC's prevention specialists have linked 15 people living with HIV back to their HIV medical treatment.
 - Newly diagnosed HIV infections fell below 100 new infections per year for the first time since the beginning of Delaware's HIV epidemic. In 2018, 92 people were newly diagnosed with HIV in Delaware. The number of new diagnoses has remained below 100 per year since.
 - Tyler Berl becomes Executive Director.
 - When COVID-19 forced the closure of DHC's HIV testing program at Walgreens, the agency established an innovative free, mail-order HIV testing & counseling program. The program successful with DHC distributing 148 HIV tests in the final seven months of 2020, and proved that shipping testing kits through the mail reduced a transportation barrier for many clients. All client services continue using telephone and virtual communications during the pandemic.

2006

2011

- 2014
- 2015
- 2016

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.



Because of the COVID-19 pandemic, many face-to-face services were limited, but the Consortium continued to reach out to our clients by phone and computer to make sure that they were receiving the supports they needed – even if it was just being a good listener.

CASE MANAGEMENT HIGHLIGHTS:

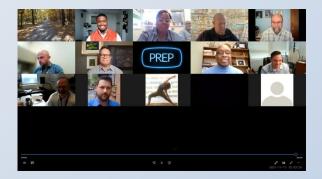
- Currently, the Consortium's Case Management team, eight case managers and one supervisor, serves 400 clients statewide through the agency's Wilmington (serving New Castle County) and Milford (serving Kent and Sussex County) offices.
- In 2020, the Consortium served 385 clients in Case Management.
- 70% of our CM clients are African-American, 30% are White, and 5.2% are Latinx.
- 60% of our CM clients are male, 39% are female, and 1% are transgender.
- 54% of our CM clients have income under the Federal Poverty Level (FPL). 66% of our CM clients are 50 years or older.
- 94% are stably housed, 3% are temporarily housed, and 3% don't have stable housing (includes homeless).
- Means of transmission for our CM clients is 52% heterosexual, 36% are men who have sex with men (MSM), and 17% were infected through intravenous drug use (the total is greater than 100% because some have more than one reported risk factor as means of transmission).

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 - with feedback from people living with HIV - 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.

Community Planning Highlights:

- The COVID-19 pandemic hindered the Delaware HIV Planning Council's ability to meet in person in 2020, yet the program saw an 8% increase in the number of new stakeholders who joined community planning process virtually. There was also an increase in the average number of HPC meetings attended by each participant. The HPC added fifteen new voting members of the planning council during the year.
- The HIV Planning Council contracted for and approved its first website and social
 media platform to inform the general public of the work of the HPC as well as acting
 as a clearinghouse is mandated to do and currently working on for people living with
 HIV/AIDS throughout the state, with data and statistics available for review.



- The Consortium, administrator of HPC, applied for and received a Health Equities grant from the New Castle County CARES ACT. This grant included the execution of a qualitative study conducted (in partnership with the University of Delaware Disaster and Research Center) to measure the impact of the COVID-19 pandemic on HIV care and service delivery. The results of this study were published.
- The Consortium also received a Highmark Blue Cross Blue Shield Delaware BluePrints for the Community grant, in addition to a State of Delaware Grant in Aid allocation, to fund a Graduate Research Fellowship program. This new program will support the data collection needed and inform the community planning process.

Housing Assistance Program

Since 1998, the Consortium has provided a Housing Assistance Program for low-income Delawareans living with HIV. This program, which offers 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 2020, 153 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 143
 households, 109 in New Castle, 17 in Kent, and 17 in Sussex counties.
- 67% of the Consortium's Housing clients are 50 years of age or older.
- Last year, six clients were transitioned to other housing assistance programs, opening up slots for people on our waiting list.
- Currently, the waiting list for housing is 93 in New Castle County, and 36 in Kent and Sussex counties.



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.

<u>DelaWEAR ONE</u> 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 nearly 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-aday 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 and, finally, to receive medication copay assistance. This program faced many challenges in 2020 with the COVID-19 Pandemic, mostly caused by interruption of regular doctor's office visits.

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. In response to the COVID-19 crisis, community-based testing at Walgreens has been suspended indefinitely. During 2020, the Consortium received in-home test kits from the Division of Public Health as well as grant funding from the Delaware Community Foundation and the New Castle County CARES Health Equity grant, which allowed the Consortium to shift our community-based testing into in-home testing.

PREVENTION HIGHLIGHTS:

- The DelaWEAR ONE program sent 2,213 packages of condoms out to 480 members during the year – more than 33,000 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. During 2020, 26 clients enrolled in the program and 22 have completed all
 steps and are now taking PrEP.
- Re-engagement Since program inception, 1,149 cases have been investigated with 606 cases being removed from the Lost-to-Care list. 11 cases were either found to already be in care or were linked to HIV medical treatment.
- HIV Testing and Linkage to Care In 2020, 177 people were tested for HIV with two
 being found HIV positive, confirmed, and referred for medical treatment. With the
 challenges brought by COVID-19 in 2020, the Consortium tested 29 people in our
 offices and 148 people through In-Home HIV Testing. Since inception, our Testing and
 Linkage to Care program has tested 2,156 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:

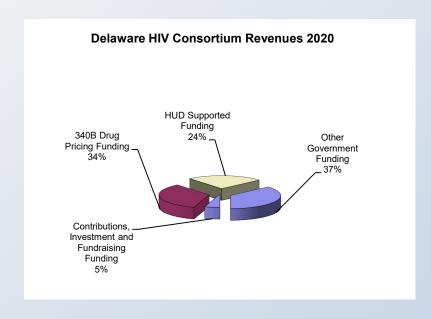
- **RWHAP Emergency Financial Assistance** In 2020, the RWHAP program provided 156 payments to 106 unique clients to assist clients with rent, power bills, and other emergency financial assistance.
- RWHAP Mental Health Counseling In 2020, no individual sessions of mental health counseling were provided.
- 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. During the year, 15 payments totaling \$3,155 were made for expenses for 14 individual clients.
- **Personal Care Items Closet** More than 200 clients were provided with personal care items in 2020, 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, trips were provided for clients to go to medical visits.

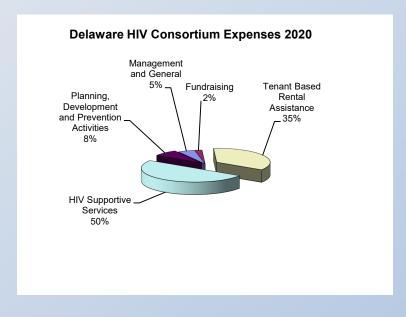
Financial Reports – 2020 Income Sources

Housing Opportunities for Persons With AIDS (HOPWA) Funding					
Tenant-Based Rental Assistance Program – Pass Through					
City of Wilmington	\$	662,495			
Delaware State Housing Authority	\$	355,497			
Other Government Grants – Pass Through					
Division of Public Health-HIV Support and Core Services					
and Case Management	\$	1,233,361			
Division of Public Health – Community Planning Process	\$	89,783			
Division of Public Health – Prevention Activities		82,020			
New Castle Co. Health Equities Grant	\$	59,570			
Total Government Support		2,547,154			
Contributions – Individual, Corporate, Foundation Support	\$	115,094			
340B Drug Pricing Program	\$	1,428,864			
Investment Income	\$	31,628			
Special Events Income	\$	56,951			
Total 340B, Fundraising & Investment Income	\$	1,632,537			
Total Revenues		4,179,691			

Financial Reports – 2019 Expenses

Management and General	\$ 204,974
Fundraising	\$ 88,452
Program Services	
Tenant Based Rental Assistance Program	\$ 1,398,488
HIV Supportive Services	\$ 1,983,745
Planning, Development and Prevention Activities	\$ 298,230
TOTAL PROGRAM SERVICES	\$ 3,680,463
TOTAL ALL EXPENSES	<u>\$ 3,973,888</u>





Case for Support

As you can see from the graphs on the previous page, 95 percent of the Consortium's operating revenue come from government grants. This leaves five 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 <u>used car</u>

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.

The Delaware HIV Consortium Board of Trustees are:

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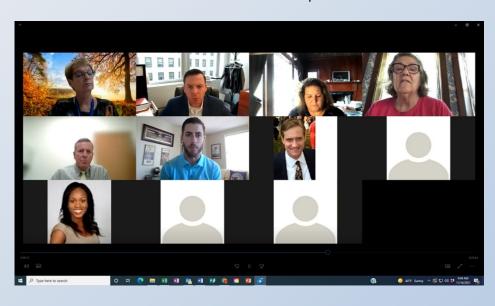
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