



HIV/AIDS Education. Support. And Compassion For All.

**ANNUAL REPORT
FISCAL YEAR 2006-2007**

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¹ Retired December 31, 2006.

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FROM THE CEO . . .

During fiscal year 2007 Nashville CARES continued to meet the needs of Tennesseans at risk for or living with HIV disease. We educated more than 45,000 adults and youth and provided essential services to more than 2,600 men, women and families living with HIV/AIDS. A detailed accounting of these services and programs can be found in the accompanying pages.

At the same time we worked in a variety of ways to ensure that the HIV-related needs of Middle (and in fact *all*) Tennesseans would continue to be met in a comprehensive and compassionate manner. CARES joined with other advocates both to reauthorize the federal Ryan White CARE Act, the single largest source of funding in Tennessee for the treatment, care and support of people with HIV/AIDS, and to reform it in important ways that would bring additional resources to our region and state. We also worked with state legislators to secure an additional \$2.8 million in state funding for 2007-08 in order to preserve the safety net of HIV treatment and care built over the past decade. Our work on both federal and state levels continues.

None of this could have occurred with the committed support of the agency's donors, volunteers and staff. As you will see, Middle Tennessee individuals, businesses, civic organizations and communities of faith contributed more than \$1 million to services and education programs. Volunteers provided more than 11,000 hours of dedicated service. These fiscal and human resources supported almost everything that CARES does.

Unfortunately our work will be needed for the foreseeable future. Recent efforts to develop a vaccine against HIV infection proved to be unsuccessful, leaving sustained education like that provided by CARES programs as the only "vaccine" we have. And the Centers for Disease Control recently announced that the domestic HIV epidemic is much more extensive--as much as 50% larger--than we had previously estimated. Most of these individuals are poor, disenfranchised and in need of the kinds of services provided by CARES to be able to make meaningful use of treatments for HIV and AIDS.

So our work continues. With your help, we will continue to meet the challenges and needs posed by the disease until AIDS is truly over.



Joseph Interrante, Ph.D.
Chief Executive Officer

Nashville CARES agency information can also be found online at the Community Foundation of Middle Tennessee's "Giving Matters" web site. Go to www.givingmatters.com and search for "Nashville CARES".



DIRECT SUPPORT SERVICES

Practical and Therapeutic Support Services

Service	Services Delivered	Clients
Case Management	37,279 contacts	1,528
	13,317 hours of assistance	
Help Finding Housing	6,442 meetings/contacts	1,062
	2,487 hours of assistance	
Emergency/Transitional Lodging	1,764 nights (\$30,587)	50
Emergency Financial Aid	\$219,149 in rent/utility/care payments	283
Food Pantry	5,239 monthly food boxes ¹	978
	6,218 cases nutrition supplement	326
Home Delivered Meals	16,740 meals	154
Congregate Meals (at CARES)	2,399 meals	109
Transportation	9,862 bus passes/gas vouchers ²	746
CARE Team Task Assistance	2,201 hours of care	41
Individual & Group Counseling	2,312 client hours of counseling	302
Alcohol/Drug Abuse Treatment	2,890 client hours of counseling	121
Advocacy Assistance ³	1,683 calls/contacts	822
Total Unduplicated Clients		1,707

HEARTLine Calls or Walk-In Visits

The HEARTLine acts as a clearinghouse for delivery of services and offers a toll-free way for clients to contact case managers, counselors, educators, and other staff. It makes appointments for new clients; offers emotional support and problem-solving assistance; distributes food, transportation passes and donated tickets; provides hospitality for office visits; and coordinates other CARES services activities for clients.

Client/Caregiver Contacts	11,731 contacts
Community Contacts	916 contacts
Service Provider Contacts	642 contacts
Other/Transfer Calls	5776 contacts ⁴

Total HEARTLine Contacts **19,065 contacts**

¹ Food boxes provided equivalent of 104,700 meals. Includes 522 bags of "ready-to-eat" foods for homeless clients.

² An additional 1,270 single ride tickets were distributed for travel to MTA centers to pick up monthly bus passes.

³ Help accessing community resources and completing other objectives in individualized client care plans.

⁴ 4,612 to services programs; 570 to insurance/dental assistance; 486 to education; 108 to administration/fundraising.

Client Profile

	Number	Percentage		Number	Percentage
Race/Ethnicity			Gender		
African American	823	48.2	Female	472	27.7
Asian/Pacific Islander	8	.5	Male	1,224	71.7
Caucasian	781	45.8	Transgender/Transsexual	11	.6
Hispanic	70	4.1			
Mixed Ancestry	8	.5	Annual Income (at time of entry or most recent update)		
Native American	3	.2	None	622	36.4
Unknown/Undisclosed	19	.9	\$ 1 - 3,000	29	1.7
			\$ 3,001 - 6,000	57	3.3
Age (as of 6/30/06)			\$ 6,001 - 12,000	549	32.2
0 to 12	14	.8	\$12,001 - 18,000	207	12.1
13 to 24	47	2.8	\$18,001 - 24,000	128	7.5
25 to 34	235	13.8	\$24,001+	104	6.1
35 to 44	640	37.5	Unknown/Undisclosed	11	.6
45 to 54	608	35.6			
55 to 64	137	8.0	Sexual Orientation		
65 +	23	1.3	Bisexual	137	8.0
Undisclosed	3	.2	Gay	651	38.1
			Heterosexual	849	49.8
			Unknown/Undisclosed	70	4.1

PREVENTION EDUCATION SERVICES

Prevention Strategy	People Reached
Group Sessions <i>Large and small group presentations by volunteers and staff on AIDS awareness and risk reduction issues. Includes workshops and seminars for agency staff and clients, prison and juvenile detention inmates, workplace employees, college groups, religious congregations, and conference participants. Includes presentations and workshops for African American women under "Sista2Sista" program, for gay/bisexual men under "Brothers United", "The Circuit" and "Young Brothers" programs, and for people with HIV under "Healthy U" program. Also includes "First Person" presentations by HIV-positive educators to adolescents in school and out-of-school settings, "Survivor Club" peer education to adolescents in schools, and "Safety First" programs to men and women in drug treatment centers.</i>	8,579
Community/Street Outreach <i>Informal direct individual and very small group contact through street outreach to drug users, prostitutes/hustlers, and homeless individuals by staff and volunteers. Includes other street and informal outreach to targeted communities at risk, such as one-on-one education by "Sista2Sista" volunteers and gay and lesbian bar outreach by "Brothers United" and "Circuit" volunteers. Also includes direct personal contact during information tables and exhibits at clubs, health fairs, neighborhood festivals and other community events.</i>	18,738
One-on-One Education Sessions <i>Formal individual education and counseling sessions on risk reduction issues for HIV-negative and HIV-positive men and women. Also includes education on the Internet to sexually active heterosexual, bisexual and gay adults.</i>	547
Group Sessions <i>Intensive workshops and discussions groups on risk reduction issues for African American women, gay/bisexual men, and people living with HIV. Usually includes skills-building component(s) to make and sustain behavioral changes.</i>	846
Prevention Media Outreach <i>Specially designed print media to address HIV prevention needs of gay/bisexual men and HIV-infected men, women and youth.</i>	15,415
HIV Antibody Counseling and Testing <i>Counseling and testing in nontraditional locations and to hard-to-reach and underserved groups by certified CARES educators in collaboration with the Metro Health Department.</i>	979
Total Middle Tennesseans Reached	45,104

Materials Distribution

Education and prevention materials are distributed by staff and volunteers at workshops on risk reduction, during street outreach and appropriate community outreach, and to groups upon request. Also includes fixed site distribution at gay bars and clubs and beauty salons and barber shops.

Condoms	152,159
Lubricant (pkgs.)	48,916
Brochures/Printed Materials	27,791
Incentive/Motivational Items	21,908
Total	250,774

Program Participant Profile

	Number	Percentage	Age (at time of contact)	Number	Percentage
Race/Ethnicity			Under 13	92	.2
African American	23,905	53.0	13 to 18	3,967	8.8
Caucasian	20,297	45.0	19 to 25	12,178	27.0
Hispanic/Latino	283	.6	26 to 44	19,666	43.6
Other/Unreported	619	1.4	45 and older	9,201	20.4
Gender			Sexual Orientation		
Female	13,982	31.0	Gay/Bisexual	34,097	75.6
Male	31,122	69.0	Heterosexual	9,021	20.0
			Unknown/Undisclosed	1,986	4.4

INSURANCE AND DENTAL ASSISTANCE

Nashville CARES provides financial assistance for dental care and/or health insurance premiums and medical and prescription copays and deductibles. Assistance is provided to individuals (and, for insurance, families) living with HIV/AIDS who meet state-established eligibility criteria. Recipients live in 42 counties of Middle Tennessee, Upper Cumberland and Southwest Tennessee. Program participants may or may not be agency clients and recipients of other CARES services. The program operates in collaboration with medical care managers working at AIDS Centers of Excellence. **In FY 2006/07, 1,467* individuals with HIV/AIDS received \$5,581,433 in assistance.**

	Number	Percentage
Program		
Dental Assistance	734	45.4
Insurance Premiums, Copays, Deductibles	882	54.6
Race/Ethnicity		
African American	709	48.3
Asian/Pacific islander	11	.7
Caucasian	689	47.0
Hispanic	36	2.5
Mixed Ancestry	7	.5
Native American	3	.2
Other/Undisclosed	12	.8
Gender		
Female	419	28.6
Male	1,044	71.1
Transgender/Transsexual	4	.3
Age		
0 to 12	2	.1
13 to 24	28	1.9
25 to 34	236	16.1
35 to 44	574	39.1
45 to 54	496	33.8
55 to 64	120	8.2
65 +	11	.8
Residence		
Davidson County	607	41.4
Mid Cumberland	198	13.5
South Central	79	5.4
Upper Cumberland	67	4.6
Shelby County	510	34.7
Other SW Tennessee counties	6	.4

* 149 individuals with HIV disease received both dental and insurance assistance during the period. Program percentages calculated on duplicated total of 1,616. Unduplicated total of 1,467 used for other demographic profiles.

SURVIVOR CLUB wins MTV AWARD

In 2007 Survivor Club was recognized with an MTV Foundation "Staying Alive" Award. Survivor Club is a peer-based HIV prevention program for adolescents. The program trains high school students to design and conduct a variety of education activities to reach other adolescents, parents and teachers through out the school year. The program builds self-esteem by promoting healthy and informed decision-making and communication by and among youth and adults. Through Survivor Club activities, youth also build leadership skills.

Nominated for the award by Kevin Bowden of The Body Shop in Nashville, Survivor Club was one of only fifteen programs worldwide, and the only program in the United States, to received recognition from the MTV Foundation.

FISCAL YEAR 2006-2007 REVENUE AND EXPENSES

	Total	Percentage
REVENUE		
Unrestricted Individual, Corporate and Foundation Gifts (including United Way designations)	\$250,847	2.8%
Unrestricted Proceeds from Special Events	346,999	3.8%
Restricted Government Grants	8,078,879	88.9%
Restricted Foundation Grants (including United Way Community Solutions grants)	263,160	2.9%
United Way Allocations	20,428	0.2%
Reimbursement for Services	70,828	0.8%
Miscellaneous and Investment Income	58,025	0.6%
Change in Value in Endowment Fund	2,674	< 0.1%
Total Revenue	\$9,091,840	
 EXPENSES		
Direct Support Services	\$1,579,155	17.8%
Case Management	\$800,873	
Direct Assistance	519,105	
Emotional/Practical Support	259,177	
Dental/Insurance Assistance	5,892,111	66.3%
Prevention Education Services	340,146	3.8%
Volunteer Services	47,075	0.5%
Fundraising	265,196	3.0%
Marketing	78,962	0.9%
Management and General Administration	686,583	7.7%
Total Expenses	\$8,889,228	
Excess (Deficit)	\$202,612	
Net Assets -- Beginning of Year	\$1,234,481	
Net Assets -- End of Year	\$1,437,093	

Net Assets at the end of the year included \$4337,494 temporarily restricted for use in future years, and \$390,989 unrestricted but designated for specific purposes, leaving \$708,610 in retained earnings.

VOLUNTEER HOURS

Client Services	4,859
Education	5,446
Development	315
Administration/Volunteer	902
TOTAL	11,522

FY 2006 - 2007 STEVE SMITH SOCIETY

The Board of Directors established the Steve Smith Society for donors of \$1,000 or more to commemorate the contributions of Steve Smith, one of Nashville CARES earliest fundraisers who died of AIDS-related causes.

\$50,000+

Artrageous, Inc.
United Way of Metropolitan Nashville

St. George's Episcopal Church
Mark Tanzer and Michael Randall
Wal-Mart Foundation
George Zepp and Rick Murphy

James S. Mathis, Jr.
Maevae McConville
Stephen McRedmond/Matthew
Cushing

\$25,000 - \$49,999

Altria Corporate Services, Inc.
Joe C. Davis Foundation
The HCA Foundation

\$1000 - \$2,499

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Aladdin Industries Foundation, Inc.
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The Arts Company
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Baker, Donelson, Bearman, Caldwell &
Berkowitz, PC

Merchants Restaurant
Metropolitan Government of Nashville
and Davidson County

\$10,000 - \$24,999

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Nashville Pharmacy Services, LLC

George Barrett
Beacon Federal
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Blackstone Restaurant & Brewery
Boscos Nashville Brewing Company
Kimble Bosworth
Judith Lojek and Suzanne Bradford
John Bridges
Broadway CARES/Equity Fights AIDS
Geoffrey Butcher
Cabana

Midtown Cafe
Henry Morton
MTS Incorporated
Sean and Moreen Muldoon
Music City Bears
Johnny Mutina and Earl Lamons
Nashville Predators Foundation
National Contact Marketing, Inc.
Jerry Neal

\$5,000 - \$9,999

Peggy A. Andrews
Bristol-Myers Squibb Company
Christ Church Cathedral
The Conductors
The Danner Foundation
Jeffrey and Donna Eskin
Ford Motor Company
Germantown Cafe
Landis B. Gullett Charitable Lead
Annuity Trust
Victoria Heil and Eric Raefsky
Robin and William King
LifeWorks Foundation
MAC AIDS Fund
MTV Networks/Staying Alive Fndn
Nominated by The Body Shop
Red Restaurant
Rite Aid Drugstores (Region 74)
Glen/Dorothy Stillwell Charitable Trust
Until There's A Cure Foundation
Vanderbilt University Medical Center

Careerbuilder
Marge W. Cavalier
Christian Church (Disciples of Christ) In
Tennessee

NewsChannel 5 Network/Landmark
Communications
Suzy Newton
Denis and Ann O'Day
Harrell Odom and Barry Cook
Ombi Restaurant
Ortho Biotech
Roy Overcast and Ralph DiPalma
Van Pond and David Glasgow
Elisa Putman
Rafferty's Restaurant at 100 Oaks
Margaret Ann/Walter Robinson Fndn
Roche Laboratories
Joe Rowland
Rumba Rum Bar and Satay Grill
Second Presbyterian Church of
Nashville

\$2,500 - \$4,999

Rodney Bennett and Tim Barr
Bridgestone Firestone Trust Fund
Anne Carr
Central TN Professional Florists'
Association
The Chute
Combined Federal Campaign
Jill Fainter
Dorothy Cate/Thomas F. Frist Fndn
GlaxoSmithKline
Tim Harkum and Wayne Halterman
Kalamatas
D. Brent Polk, M.D. and Terry Carr-Hall
Pizza Wholesale of Lexington, Inc.

Davis Dudley Family Dentistry PC
Jeff Deakin
Jerald and Dee Doochin
Joe Erwin and David White
Annette Eskin
Jane/Richard Eskin Family Fndn
Jerome Farris, D.D.S.
First Church Unity
Flyte World Dining & Wine
Andy Gaither and William Joyce
Judith Gentry
Gilead Sciences, Inc.
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Trent Lehman
Mambu
Margot Cafe & Bar

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Scott A. Smith
Sole Mio
St. Stephen Catholic Community
Gregory Stasko
Neal Strickland
Sunset Grill
Brian Tatro
Barry Baird and Joe Taylor
Tayst Restaurant
Temple Ohabai Sholom
Tin Angel Restaurant
Tribe
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\$500 - \$999:

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\$250 - \$499:

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Nashville CARES received restricted gifts and grants from the following sources during Fiscal Year 2007:

- **Abbott Virology** for PLWHA attendance at Strength for the Journey retreat.
- **Altria *Positive Helpings*** for food pantry services.
- **Bridgestone Firestone Trust Fund** for outpatient substance abuse treatment services.
- **Bristol Meyers Squibb** for services and education.
- **Broadway Care/Equity Fights AIDS** for outpatient substance abuse treatment services
- **Centers for Disease Control** funds administered by the Comprehensive Care Center for HIV prevention education to people living with HIV.
- **Centers for Disease Control** funds administered by the Middle Tennessee Regional Community Planning Group/United Way Metro Nashville for HIV prevention education.
- **Children Affected by AIDS Foundation** for Dial-A-Kid services for families living with HIV/AIDS.
- **Community Foundation of Middle Tennessee** for HIV prevention education for women.
- **The Conductors** for client emergency financial assistance.
- **Department of Housing and Urban Development Supportive Housing Program** funds for client transportation and the alcohol and drug abuse day treatment program.
- **Department of Homeland Security Emergency Food and Shelter Program** funds administered by the United Way of Metropolitan Nashville for the food pantry and for emergency lodging.
- **Ford Motor Company** for HIV prevention education.
- **GlaxoSmithKline** for community education on federal and state HIV policy.
- **The HCA Foundation** for HIV prevention education and direct support services.
- **Housing Opportunities for Persons with AIDS** funds administered by the Metropolitan Development and Housing Agency for emergency housing, rent/utility assistance and other client services.
- **Housing Opportunities for Person with AIDS** funds administered by the Tennessee Department of Health for housing assistance and other client services.
- **Martha and Bronson Ingram Foundation** for HIV prevention education for youth.
- **Landmark Foundation/NewsChannel5** for YBU HIV prevention education.
- **MTV Staying-Alive Foundation** for Survivor Club HIV prevention for youth.
- **Predators Foundation** for social activities for HIV-positive women and their children.
- **Roche Laboratories** for a community HIV awareness program.
- **MAC Global AIDS Foundation** for HIV prevention education for women.
- **Metropolitan Government of Nashville & Davidson County** for HIV prevention education for youth.
- **Ryan White CARE Act** funds administered by the Tennessee Department of Health for HIV medical care management services.
- **Ryan White CARE Act** funds administered by the Comprehensive Care Center for case management and education outreach services to women, youth and their families.
- **Ryan White CARE Act** funds administered by the Ryan White Community AIDS Partnership/United Way Metro Nashville for client advocacy services, case management, dental assistance, assistance for health insurance premium assistance and medical/prescription co-payments, mental health services, nutrition services, and transportation assistance.
- **Ryan White CARE Act** funds administered by United Way of the Mid South for dental assistance, and assistance for health insurance premium assistance and medical/prescription co-payments.
- **Glen & Dorothy Stillwell Charitable Trust** for food bags.
- **United Way of Metropolitan Nashville Community Solutions** funds for CARE-a-van Cuisine, case management services, CARE teams, the HEARTLine, mental health services, and outpatient alcohol and drug abuse treatment.
- **United Ways of Robertson, Sumner and Williamson Counties** for case management and other client services.
- **Until There's A Cure Foundation** for HIV prevention education for youth.
- **U.S. Charitable Gift Trust** for HIV prevention education.