

ANNUAL REPORT 2020

WWW.FAHASS.ORG
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FREDERICKSBURG, VA 22408

FAHASS
fredericksburg area hiv/aids support services

Our Board of Directors

Executive Committee

President
Meghan O'Connor
2012 - Present

Vice President
Mike King
2003 - Present

Treasurer
Philip Brown
2014 - Present

Secretary
Currently Vacant

Board Members

Patricia Bolen

Joshua Cole

Ernisha Hall

Dennis Parsons, Ed.D

Josue Rivera-Orellano

From the Executive Director

Dear Members of the Board of Directors, Donors, Community Partners and Friends of FAHASS,

Our 2019-2020 Fiscal year was filled with many unexpected twists and turns. In many ways, the future is often unpredictable, but I don't think any of us imagined just how volatile and disruptive the National and Global events of 2020 would be for our local community. Yet, even during these uncertain times, FAHASS has been able to remain a strong, reliable, and stabilizing force for many of the individuals and families that we serve.

During this past fiscal year, FAHASS has made many internal changes to achieve greater fulfillment of our mission: To positively impact individual and community health. Our Care Services Department merged with our Prevention Department under Donna Powell, who was promoted to our new Programs Director. This shift allowed FAHASS to more efficiently utilize staff work hours and allowed for the provision of new programs, such as our "status neutral" services. Amanda Strawn was hired as our organization's Development Coordinator and Stephen Clark was promoted to Development Director, to oversee our organization's marketing and fundraising efforts (including this Annual Report).

Our greatest accomplishment during this past fiscal year was the creation of the Mosaic Care Center. Our Practice Manager and Family Nurse Practitioner, Crystal Miller-Williams, created a clinical team to provide high-quality, compassionate care to our current Prevention and Care clients, and medical services to the general public. As the Mosaic Care Center becomes an in-network provider with more health insurance companies, we are excited about the future programs we will build with the additional revenue in the 2020-2021 fiscal year.

As you read this Annual Report, know that each and every person that serves on our Board of Directors had a hand in making our goals a reality. Each donor has had a real impact in the lives of people we serve and each of our Community Partners has helped us achieve more than we ever could have alone.

Looking forward to doing even more...

Joseph Lyttle
Executive Director
Fredericksburg Area HIV/AIDS Support Services

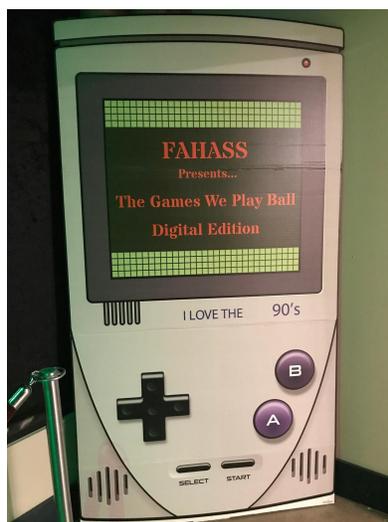
WHERE ARE WE NOW

The past year has brought significant changes for FAHASS. The creation of a new Development department, the expansion of housing programs and the opening of the brand new Mosaic Care Center are only a few. Through generous grant funding, FAHASS was able to create additional programming and events to increase our community reach and better serve our clients.

We increased our community presence through our Battle of the Tests campaign, encouraging increased testing in at risk communities. We expanded nationwide partnerships through our 2nd Annual Prevention Ball, making connections within the ballroom community and deepening relationships with sponsoring agencies such as the Human Rights Campaign. We also created Fredericksburg's first community health fair geared towards the Latinx community, La Rumba.

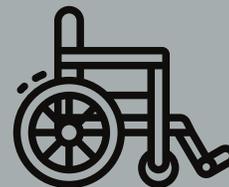
Our housing programming also saw significant leaps this fiscal year. New funding was secured towards an innovative program designed to assist clients who are coming out of homelessness, incarceration, hospital, etc. to find and maintain sustainable housing while also seeking employment or obtaining disability benefits or other income. Due to the increase in clients being served, we've even expanded our Housing staff.

What better way to celebrate 30 years of service ! We look forward to continued growth and the many new challenges and opportunities in store this upcoming year and beyond.



2019 AT A GLANCE

Housing



New funding was received, allowing us to create an innovative new program designed to assist clients who are coming out of homelessness, incarceration, hospital, etc. to find and maintain sustainable housing while also seeking employment or obtaining disability benefits or other income.

Programs/Prevention

703

people
tested

20

new clients

11

PrEP
clients



FINANCIAL UPDATE

During the past year FAHASS has been extremely fortunate to have remained fully funded by the State and local agencies in Virginia and the District of Columbia. We began the year with 7 grants, a number of private donations, and plans for fundraising activities. During the year, through diligent work by our **Development Department** and other team members, FAHASS was awarded 3 new grants which include provisions for new housing and outreach services. In addition, the **Virginia Department of Health** made funding available for FAHASS to outfit and open our new **Mosaic Care Center**.

This year FAHASS also hosted our **1st Annual 5K Chocolate Run** in late September, which was very enthusiastically received by the community with over 60 registered participants. We partnered with multiple local vendors and raised nearly **\$7000** overall. FAHASS will be hosting the **2nd Annual 5k Chocolate Run** again this September.

The COVID-19 Pandemic has had an enormous effect on our local community, to include clients and staff, but we can proudly say that FAHASS has remained fully functional. We have even managed to expand our services and began a new chapter in our outreach program, finding new ways to utilize social media and implement innovative new interventions.

FAHASS remains financially on solid ground with an annual budget now approaching **\$3 million**. The continued ongoing support of our funding partners enables us to continue delivering the Core and Supportive Services that have made us a vital resource for our clients for the past 30 years.

THANK YOU for your continued enduring support, giving us the opportunity to serve those in need throughout Fredericksburg and the surrounding counties.



HOUSING UPDATE

Since the beginning of this fiscal year, the housing department has made significant leaps. In November, we were able to obtain Ryan White B funding through **Northern Virginia Regional Commission (NVRC)** for an innovative housing program designed to assist clients coming out of homelessness, incarceration, hospital, etc. with finding and maintaining sustainable housing while also seeking employment or obtaining disability benefits or other income. The plan is similar to the Step-Up program that was developed with the **Department of Housing and Community Development** the previous fiscal year, which allows similar services for clients in our rural service localities. These two programs allow us to serve certain communities that other Housing Opportunities for People With AIDS (HOPWA) funds do not cover. Through these 2 innovative programs, we have assisted 19 clients with direct assistance or referrals to other housing programs within our agency to date. HOPWA-NVRC has assisted 51 unduplicated households during this fiscal year, and HOPWA-DHCD had assisted 18.

In addition to the new income source, we have also added a Housing Program Manager and a second Housing Case Manager to better serve the increasing number of clients in need of housing and to efficiently coordinate services between the funding sources and programs.

As expected, COVID-19 affected many of our clients, particularly those who are hourly workers and/or severely immune compromised. As a result we experienced a large increase in housing and utility payment requests as well as requests for employment resources. Our **Employment Assistance Training program** is continuing to work with those who are unemployed or underemployed, but many clients are unable to seek these jobs face-to-face because of low CD-4 counts, etc.

We are very proud of our housing department's growth and responsiveness during this difficult time.



Demographics

83

Female

1

Transgender MTF

151

Male

235

Clients that received services (core and support)

1300

Square Mile Service Area across 11 central Virginia Counties

HIV RISK GROUPS SERVED

40%

MSM contact (men who have sex with men)

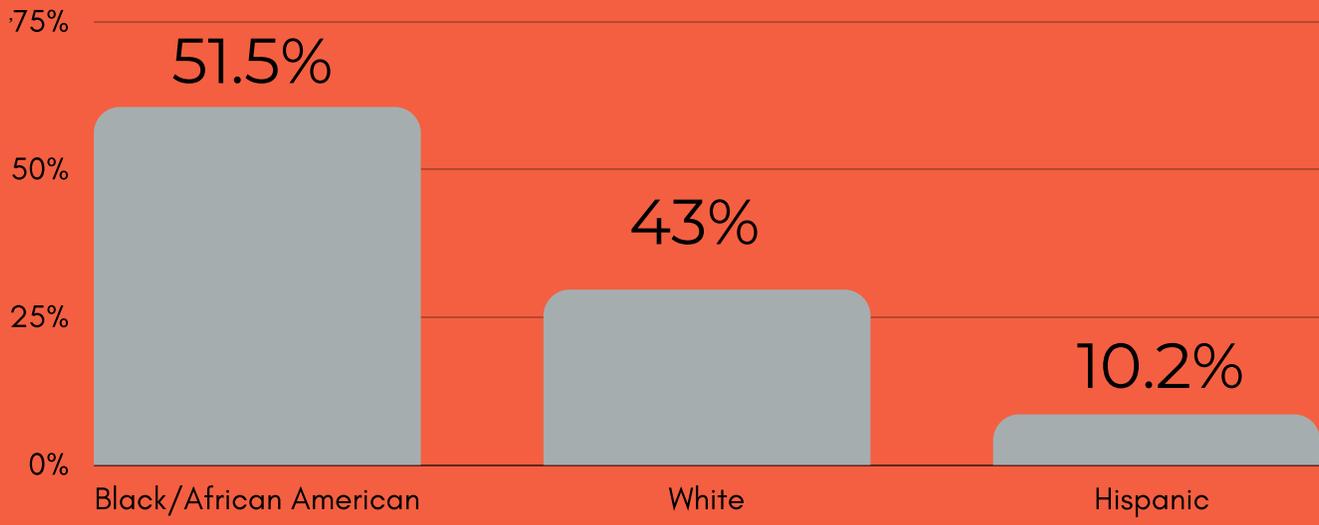
8%

IDU (injection drug use)

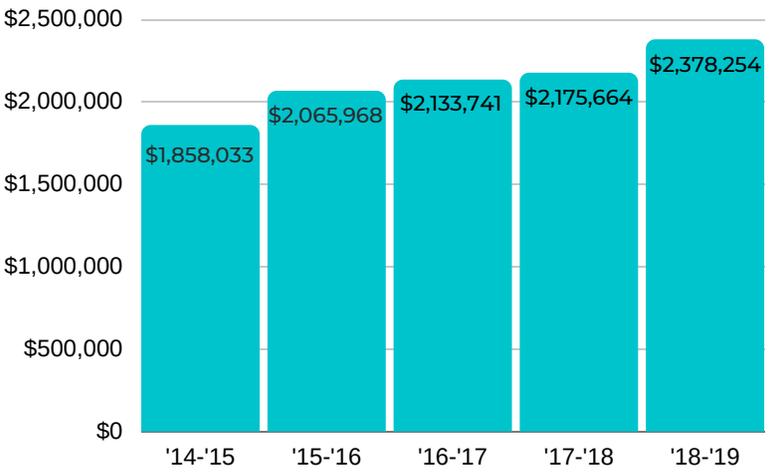
60%

Heterosexual contact

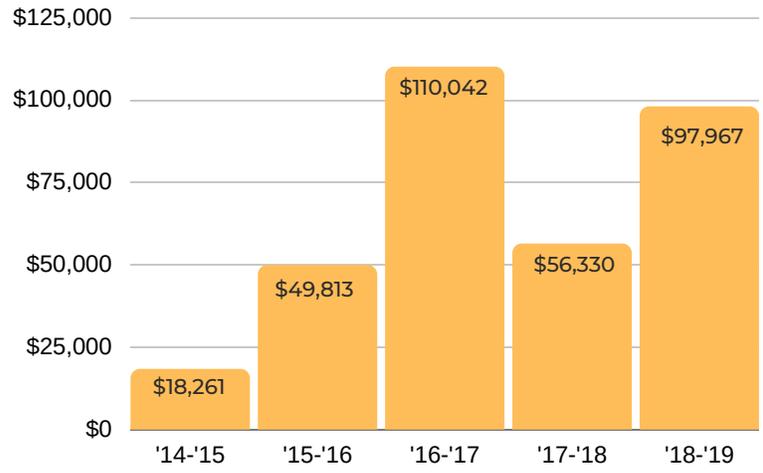
RACE/ETHNICITIES SERVED



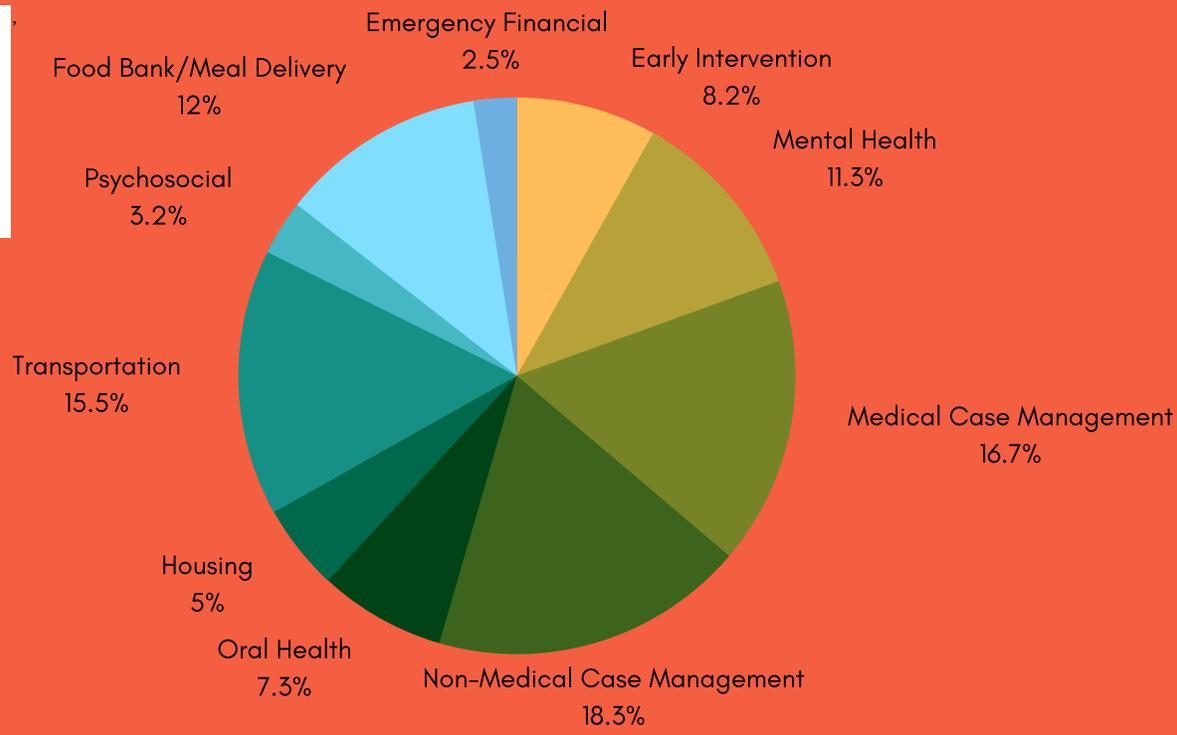
Total Revenue



Revenue Less Expenses (Net Income)



CORE & SUPPORT SERVICES EXPENDITURES



Employee Expressions

Katie F.

Emily had a client who was unable to find a psychiatrist for over a year. When Emily shared this information, I remembered a psychiatrist I had spoken to 6 months earlier. She was just moving into the area and was working on getting paneled. I gave her a call, she reached out to Emily, and an MOA was completed. The client was in services within a week and this doctor has been amazingly helpful since then.



Doug F.

I am so proud of my clients! I've been told many times by them how thankful they are for the ARTAS program and the counseling sessions. They have learned how to take care of themselves and live a healthy life. They have become survivors through this COVID -19 pandemic and have stayed positive through the quarantine. They are so thankful for FAHASS and the staff and I thank the staff for the team work in making sure our clients get the best care possible.



Cynthia H.

My favorite memory from the past year would be the **FAHASS 30 Years of Service Celebration**. The celebration was a major event for our agency and provided an opportunity for FAHASS to be recognized for the outstanding accomplishments and services we provide for our communities.



Employee Expressions



Amanda S.

This was my first year with the agency. When I started in July I jumped in feet first to help plan the agency's first big fundraising event, the **5k Chocolate Run**. Watching that event come together and having a hand in making it a community success was such a great experience. There's already been so much growth in the time that I've been here and I can't wait to see what comes next!

Kathy D.

Our first **5K Chocolate run** was a blast! We managed to create a fun community event that actually made money for the agency! **The 30 Years of Service celebration** was a great way to celebrate our beginnings and how far we have come as an agency. Two of my **I-HAP** clients and one of my **Step-Up** clients have been assisted through our new housing programs for less than six months and they have already achieved their housing goals! Even in the midst of a pandemic, our clients are working their plans and doing everything they can to succeed!



Erika J.

In the past year and a half I have been with FAHASS, I'm amazed by the growth I've seen! We've increased the clients we're able to serve as well as the number of other agencies and organizations looking to work with us. We combined our Care Services and Prevention teams into one Programs team and have managed to increase awareness of HIV in our community. I love seeing FAHASS continue to innovate and reach new heights!

