

**CARE.
COMMITMENT.
COMMUNITY.**

APLAHealth
ANNUAL REPORT 2016



APLA
AIDS Project
Los Angeles

**FUERZA
POSITIVA**





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ANNUAL REPORT 2016

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WELCOME
STAR WALKERS!

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APLA Health logo and informational text at the bottom right of the photo.



OUR MISSION:

TO ACHIEVE HEALTH CARE EQUITY AND PROMOTE WELL-BEING FOR THE LGBT AND OTHER UNDERSERVED COMMUNITIES AND PEOPLE LIVING WITH AND AFFECTED BY HIV.

APLAHealth



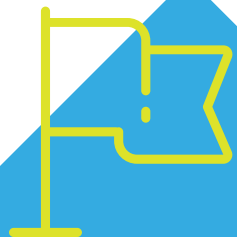
WELCOME

We are pleased to present our 2016 annual report. This was a transformative year, in which AIDS Project Los Angeles and APLA Health & Wellness began doing business as APLA Health, a new brand that encompasses our 33-year history of life-saving support for those living with HIV and AIDS in Los Angeles County, while also continuing to broaden our scope of services to include comprehensive, culturally competent health care and HIV prevention and outreach.

We could not do any of this without our donors' generous support—support that, quite literally, saves lives every day. In June of 2016, we commemorated the 35th anniversary of the first reports of a disease that would come to be known as AIDS, and it underscores our unwavering commitment to ending the epidemic and ensuring that the communities we serve are healthy, living longer, and have all of the tools available to them to do both.

THANK YOU

FOR STANDING WITH US.



LOCATIONS & SERVICES

As of 2016, APLA Health provides 20 services at 14 locations located throughout Los Angeles County.



- 1 • The David Geffen Center
- 2 • APLA Health West Hollywood
- 3 – 10 • Vance North Necessities of Life Program (NOLP) food pantries
- 11 • Wilshire Dental Clinic
- 12 • S. Mark Taper Foundation Center Dental Clinic
- 13 • Gleicher/Chen Health Center
- 14 • Long Beach Health Center

HIGHLIGHTS

2016

2016 was a year of significant milestones, exciting expansion, and strengthening of the support services APLA Health offers. Among the highlights were



THE OPENING OF THE LONG BEACH HEALTH CENTER AND EDUCATION CENTER

We were proud to open our brand-new Long Beach Health Center this year, bringing critically needed medical, dental, and behavioral health care services to the low-income LGBT community in South Los Angeles County. In addition, we expanded to space next door to our Gleicher/Chen Health Center in Baldwin Hills to house our Prevention, Home Health, Community-Based Research, Capacity Building Assistance, and Housing Support Services teams.

EDUCATING THE PUBLIC ABOUT PREP: THE "IT FEELS GOOD" AD CAMPAIGN

Thanks to a grant from Gilead Sciences, we unveiled our "It Feels Good" advertising campaign to help educate the public about the HIV prevention method pre-exposure prophylaxis (PrEP) in early 2016. The ads appeared on social apps, Metro advertising, and in local print publications throughout the year, and encouraged young African-American, Latino, and transgender individuals to learn more about it. The campaign also received a GD USA Health & Wellenss design award in late 2016.

THE 21ST INTERNATIONAL AIDS CONFERENCE IN DURBAN, SOUTH AFRICA

Staff from APLA Health and the Global Forum on MSM & HIV (MSMGF) traveled to South Africa in July to attend the 21st International AIDS Conference (AIDS 2016) and join forces with peers from around the globe to discuss the latest in treatment, prevention, education, and more. MSMGF organized a pre-conference gathering titled "Action + Access: Rights and Demands of Gay and Bisexual Men in the Global HIV Response," while APLA Health State Affairs Specialist Craig Pulsipher gave an oral presentation with Dr. Ian Holloway from the UCLA Luskin School of Public Affairs regarding HIV-relevant policy issues in California.

THE 32ND AIDS WALK LOS ANGELES MOVES DOWNTOWN

AIDS Walk Los Angeles brought together thousands of dedicated people in October, who filled the streets of downtown Los Angeles in support of those living with and affected by HIV/AIDS. Moving downtown after 15 years in West Hollywood, the 32nd AIDS Walk kicked off in front of City Hall and ended at the western edge of Grand Park, where participants were able to enjoy entertainment, food trucks, and even a post-Walk drag show courtesy of the stars of *RuPaul's Drag Race*. This year's Walk raised more than \$2million for APLA Health and more than 20 other organizations that provide life-saving services to people living with HIV.

INTRODUCING APLA HEALTH: A NEW NAME, LOGO, AND WEBSITE

AIDS Project Los Angeles and APLA Health & Wellness began doing business as APLA Health this year—a change highlighted by the unveiling of a new logo and the launch of a new website: www.aplahealth.org. This new brand identity nods to the organization's storied legacy while also looking forward, combining its role as both a provider of comprehensive, LGBT-focused health care as well as critically needed HIV support services.

THE 30TH ANNIVERSARY OF THE NECESSITIES OF LIFE PROGRAM

May 2016 marked the 30th anniversary of our food pantry network and nutrition education program—which now includes eight locations throughout Los Angeles County, handing out more than 130,000 bags of groceries a year to clients who are living with HIV and often on less than \$1,000 per month

SPONSORING LEGISLATION THAT POSITIVELY AFFECTS THE LGBT AND HIV COMMUNITIES

APLA Health's Government Affairs team had a busy year, highlighted by sponsoring and co-sponsoring three bills that were passed by the California Legislature and signed by Gov. Jerry Brown. Chief among them was AB 2640, a bill sponsored by Assemblymember Mike Gipson (D-Carson), which ensures any person who receives an HIV test and is HIV-negative is given information about HIV prevention methods such as PrEP and PEP (post-exposure prophylaxis).

EXPANDING HOUSING SUPPORT SERVICES TO SOUTH LOS ANGELES

APLA Health was awarded a \$1.4 million grant through the Housing Opportunities for People With HIV/AIDS (HOPWA) program, allowing the organization to begin delivering housing support services for the first time in the South Los Angeles neighborhood of Baldwin Hills, an area with the second highest rate of HIV infections in the city.



INDEPENDENT AUDITOR'S REPORT

Board of Directors

AIDS Project Los Angeles, APLA Health & Wellness and
The Global Forum on MSM & HIV (MSMGF)

Los Angeles, California

We have audited the accompanying consolidated financial statements of AIDS Project Los Angeles, APLA Health & Wellness and The Global Forum on MSM & HIV (MSMGF) (the "Organization"), which comprise the consolidated statement of financial position as of June 30, 2016, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

MANAGEMENT'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

OPINION

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of AIDS Project Los Angeles, APLA Health & Wellness and The Global Forum on MSM & HIV (MSMGF) as of June 30, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

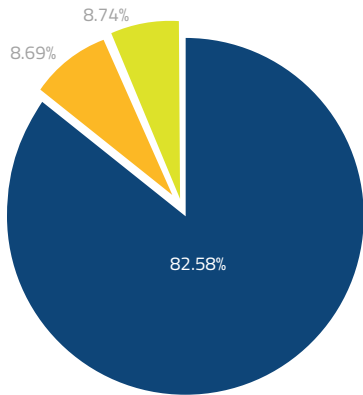
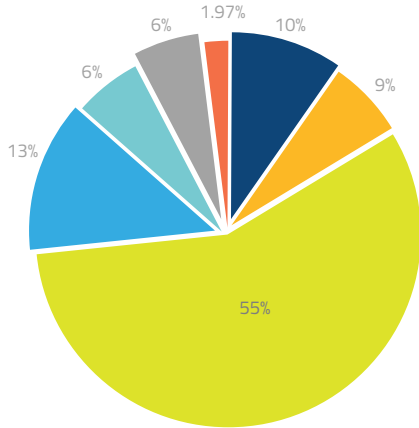


Springfield, Missouri
December 22, 2016



CONSOLIDATED STATEMENT OF ACTIVITIES

June 30, 2016



Revenue and Support

- ◆ Net Fundraising Events
- ◆ Contributions
- ◆ Government Grants
- ◆ Net Patient Service Revenue
- ◆ Medi-Cal Waiver Revenue
- ◆ Contributed Goods and Services
- ◆ Other Revenue

Investment Income
Net assets released from restrictions

TOTAL **\$ 24,263,888** **\$ 405,670** **\$ 24,669,558** **\$ 22,543,637**

Expenses

Client Support
Education
Medical and Dental Services
Government Affairs

- ◆ Total Program Services
- ◆ Management and General
- ◆ Fundraising

TOTAL **\$ 23,303,057** **—** **\$ 23,303,057** **\$ 22,415,776**

Change in Net Assets
Net Assets, Beginning of Year
Net Assets, End of Year

	2016			2015
	Unrestricted	Temporarily Restricted	Total	Total
Net Fundraising Events	\$ 2,271,201	—	\$ 2,271,201	\$ 2,724,554
Contributions	\$ 1,613,807	\$ 942,330	\$ 2,556,137	\$ 4,314,594
Government Grants	\$ 13,520,751	—	\$ 13,520,751	\$ 11,898,928
Net Patient Service Revenue	\$ 3,105,742	—	\$ 3,105,742	\$ 823,622
Medi-Cal Waiver Revenue	\$ 1,359,008	—	\$ 1,359,008	\$ 1,227,726
Contributed Goods and Services	\$ 1,362,589	—	\$ 1,362,589	\$ 1,262,911
Other Revenue	\$ 486,837	—	\$ 486,837	\$ 284,431
Investment Income	\$ 7,293	—	\$ 7,293	\$ 6,871
Net assets released from restrictions	\$ 536,660	\$ (536,660)	—	—
TOTAL	\$ 24,263,888	\$ 405,670	\$ 24,669,558	\$ 22,543,637
Client Support	\$ 6,618,044	—	\$ 6,618,044	\$ 6,666,468
Education	\$ 6,554,015	—	\$ 6,554,015	\$ 6,281,788
Medical and Dental Services	\$ 5,578,232	—	\$ 5,578,232	\$ 4,797,242
Government Affairs	\$ 492,336	—	\$ 492,336	\$ 439,828
Total Program Services	\$ 19,242,627	—	\$ 19,242,627	\$ 18,185,326
Management and General	\$ 2,024,902	—	\$ 2,024,902	\$ 1,913,140
Fundraising	\$ 2,035,528	—	\$ 2,035,528	\$ 2,317,310
TOTAL	\$ 23,303,057	—	\$ 23,303,057	\$ 22,415,776
Change in Net Assets	\$ 960,831	\$ 405,670	\$ 1,366,501	\$ 127,861
Net Assets, Beginning of Year	\$ 5,504,159	\$ 2,546,177	\$ 8,050,276	\$ 7,922,415
Net Assets, End of Year	\$ 6,464,990	\$ 2,951,787	\$ 9,416,777	\$ 8,050,276

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

June 30, 2016

	2016			2015
	Unrestricted	Temporarily Restricted	Total	Total
Assets				
Cash and Cash Equivalents	\$ 1,927,321	\$ 420,997	\$ 2,348,318	\$ 1,320,268
Investments	\$ 662,943	—	\$ 662,943	\$ 1,313,714
Accounts Receivable, net	\$ 655,896	—	\$ 655,896	\$ 230,996
Medi-Cal Waiver Receivable	\$ 374,120	—	\$ 374,120	\$ 213,941
Grants Receivable	\$ 1,690,128	—	\$ 1,690,128	\$ 1,643,402
Contributions Receivable	\$ 751,654	\$ 2,460,913	\$ 3,212,567	\$ 3,189,668
Prepaid Expenses and Other Assets	\$ 310,347	—	\$ 310,347	\$ 199,045
Deposits	\$ 388,052	—	\$ 388,052	\$ 534,649
Inventory	\$ 168,916	—	\$ 168,916	\$ 139,263
Split Interest Agreements	—	\$ 69,877	\$ 69,877	\$ 76,116
Property and Equipment (net)	\$ 2,558,318	—	\$ 2,558,318	\$ 2,037,641
TOTAL ASSETS	\$ 9,487,695	\$ 2,951,787	\$ 12,439,482	\$ 10,898,703
Liabilities and Net Assets				
Current Liabilities:				
Accounts Payable	\$ 1,182,481	—	\$ 1,182,481	\$ 585,759
Accrued Expenses	\$ 1,074,186	—	\$ 1,074,186	\$ 1,083,941
Deferred Revenue	\$ 326,548	—	\$ 326,548	\$ 729,237
Notes Payable	\$ 439,490	—	\$ 439,490	\$ 449,490
TOTAL LIABILITIES	\$ 3,022,705	—	\$ 3,022,705	\$ 2,848,427
Net Assets:				
Unrestricted				
Undesignated	\$ 4,529,735	—	\$ 4,529,735	\$ 3,874,087
Board Designated	\$ 1,935,255	—	\$ 1,935,255	\$ 1,630,072
Temporarily Restricted		\$ 2,951,787	\$ 2,576,787	\$ 2,546,117
TOTAL NET ASSETS	\$ 6,464,990	\$ 2,951,787	\$ 9,416,777	\$ 8,050,276
TOTAL LIABILITIES & NET ASSETS	\$ 9,487,695	\$ 2,951,787	\$ 12,439,482	\$ 10,898,703



APLA Health is a careful steward of the gifts entrusted to us. We spend wisely to maximize our community impact, minimize overhead, and prepare for the future and the needs of those we serve. We are grateful for your generosity.

For a complete copy of our financial statements, audited by BKD, LLP, please visit aplahealth.org.



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GEORGE AYALA

Executive Director, MSMGF

BRINGING CARE TO OUR COMMUNITIES CAPITAL CAMPAIGN

We are grateful to the generous donors who contributed to our Bringing Care to Our Communities capital campaign enabling us to open the Gleicher/Chen Health Center in 2014 and the Long Beach Health Center in 2016. These state-of-the-art federally qualified health centers offer comprehensive medical, dental, and behavioral health care. Campaign gifts and pledges were received between July 1, 2014 and June 30, 2016.

\$500,000 and up

Howard Gleicher & Damon Chen
U.S. Department of Health and
Human Services - Health Resources and
Services Administration

\$100,000 - \$499,999

The Ahmanson Foundation
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We also extend our heartfelt gratitude to **Michael Becker**, whose photography graces the walls of our Gleicher/Chen and Long Beach health centers.



FOUNDATION & CORPORATE GRANTS

We extend our gratitude to the following foundations and corporations whose programmatic investments are making a lasting impact in the community. Grant funds were received between July 1, 2015 and June 30, 2016

\$100,000 and up

Gilead Sciences
M·A·C AIDS Fund
The Ralph M. Parsons Foundation
UniHealth Foundation

\$10,000 - \$99,999

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The Leadership Circle is a special group of dedicated philanthropic individuals and families who contribute to the Annual Fund (non-event related giving) at levels of \$1,200 or more. Members enjoy an array of benefits and special recognition. Gifts and pledges were received between July 1, 2015 and September 30, 2016.

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[\$50,000+]

John Karubian

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Heartbeat members make monthly sustaining gifts of \$5 to \$99. Their dedication is the heart and soul of APLA Health's Annual Fund.

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Entertainment	David Marshall	William McKie	Robert Meier	Joan Miner	Martin & Ruth Mizel	Michael Muscat	Susan Nissman
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CHALLENGES WE FACE IN GETTING TO ZERO AND ENSURING UNDERSERVED COMMUNITIES HAVE ACCESS TO THE CARE THEY NEED

Nearly **59,000 PEOPLE** in Los Angeles County **ARE LIVING WITH HIV/AIDS**; 12% of them are unaware of their HIV-positive status.

More than **1,800 PEOPLE ACQUIRE HIV** each year in L.A. County.

Nearly **92% OF ALL NEW HIV INFECTIONS** are **TRANSMITTED BY INDIVIDUALS** who are not aware of their infection or who have fallen out of care.

Individuals in the **LGBT COMMUNITY** and people **LIVING WITH HIV** continue to **FACE DISCRIMINATION** in housing, employment, and health care.

LGBT INDIVIDUALS are **DISPROPORTIONATELY AFFECTED** by depression, anxiety, substance abuse, and more.

HIV DISPROPORTIONATELY IMPACTS the poor, communities of color, gay and bisexual men and transgender women, and people struggling with addiction, mental illness, and histories of abuse or sexual violence.

After **MORE THAN 30 YEARS** of the epidemic, **MYTHS AND STIGMA** surrounding HIV/AIDS **REMAIN COMMON**.

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THANKS TO THE GENEROSITY OF OUR SUPPORTERS, IN 2016, APLA HEALTH WAS ABLE TO PROVIDE:

More than **4,600** behavioral health care visits to our patients

Nearly **10,000** dental visits and **20,000** dental procedures

2,500 HIV tests and **1,400** STD screenings

More than **60,000** hours of in-home health care visits

130,000 bags of groceries through our 8 Vance North Necessities of Life Program food pantries

4,100 medical care visits

HIV prevention and information, PrEP and health education to more than **4,000** people in the communities we serve