2022 IMPACT REPORT

Growing Our Impact
Positive Impact Health Centers 2022 Report

Mission Statement:
To provide client-centered care for the HIV community to have a life worth loving.
Dear Friends and Colleagues,

Reflecting on the past year, it is with both gratitude and pride that Cynthia and I celebrate the achievements of our staff, partners and supporters at Positive Impact Health Centers (PIHC). We continue to be inspired by our team of employees and the patients we serve—the real heroes in the fight against HIV.

PIHC remains an unwavering force in the national and local arenas. We are a significant change agent in our goal of bringing 15,000 Georgians into care.

In 2022, we combatted other alarming health and social crises, including mpox, the opioid crisis, the perpetual COVID-19 pandemic, and the ecologic effects of systemic racism on many of the clients we serve.

Some highlights of our successes include:

• Spearheading vaccination clinics for high-risk populations in the southeastern United States. Through partnerships with community organizations and local health departments, our agency hosted Georgia’s first community mpox vaccination clinic.

• Combating the opioid crisis by creating additional recovery programs, because no matter where our patients are in their journey, PIHC offers a recovery pathway tailored to their needs.

• Continuing to listen, staying committed, and taking active steps to create a more equitable and inclusive future for our community in the face of systemic racism.

In 2022, PIHC grew our clinical caseload by more than 2,200 patients. We also introduced the use of injectable HIV treatment and prevention medication for eligible patients, and we continued our charge to serve as a teaching institution by training future leaders through our internship programs.

We are a nonprofit organization staffed and supported by strategic thinkers, problem solvers, and people who never tire in their desire to assist others. Thank you for helping us create lasting change.

Larry M. Lehman, President & CEO

Cynthia Dorrough, Board Chair

CURRENT PIHC BOARD OF DIRECTORS

Cynthia Dorrough
Chair

Lara Martin
Vice Chair

Barry Sermons
Interim Secretary

Anthony Merritt
Treasurer

Kai Williams-Slaton

CeCe Simmons

Rev. Senator

Kim Jackson

Bonnie Sermons
Positive Impact Health Centers provides HIV comprehensive care through medical services, mental health counseling, addiction treatment, pharmacy, support programs, prevention, and testing services.
**Medical Care**
- Physical Exams
- On-site Labs
- Ongoing HIV Treatment
- Medication Assistance
- Referrals to Specialists
- Pharmacy
- Oral Health
- Vaccinations
- Medical Screenings

**Mental Health**
- Individual Couple & Group Counseling
- Psychiatric Care & Medication Assistance

**Addiction Treatment**
- Intensive Outpatient Treatment
- Harm & Risk Reduction
- Medication Assisted Treatment & Therapy
- Peer Support
- Continuing Aftercare
- Group & Individual Counseling
- Criminal Justice Involvement
- Addiction Assessments

**Supportive Services**
- Housing Assistance
- Insurance Navigation
- Nutrition Counseling
- Case Management
- Patient Navigation
- Food & Food Vouchers
- Transportation Assistance
- Retention Counseling

**Prevention & Testing**
- Pre-Exposure Prophylaxis (PrEP)
- Post-Exposure Prophylaxis (PEP)
- HIV Testing
- STI Screening & Treatment
- Linkage to HIV Medical Care
- Condom Distribution
- Interventions
- Prevention Programming

**Accreditations**
- CARF
- Addiction Services
- Platinum Transparency 2023
- Candid

**Affiliation**
- United Way of Greater Atlanta
RESPONSIVE + PREVENTIVE

MPOX MEDICAL CARE

Sexual health and responsive care to public health outbreaks is at our core. In May 2022, mpox made headlines as it began to spread in the United States and globally. PIHC responded urgently and became one of the first organizations in Georgia to offer screenings, testing, vaccinations, and mpox treatment at our all our Centers.

In collaboration with local health departments, PIHC was able to test samples and host vaccination events to protect our community. While in medical care at PIHC, our patients testing positive for mpox accessed treatment to support healthy outcomes. In addition, PIHC hosted community engagement sessions via Zoom and developed strategies to support patients emotionally as the symptoms of mpox affected their daily lives.

Christopher Pride, AGPCNP-BC, Director of Clinical Care

16 Mpox community clinics

669 Patients received mpox vaccines

1,031 Mpox vaccines administered
OTHER VACCINES PROVIDED

469 Hepatitis vaccines
742 COVID-19 vaccines
478 Pneumococcal vaccines
1,020 Flu vaccines
246 Tdap vaccines

Total vaccines: 4,912 vaccines to 2,176 patients
PROGRAM HIGHLIGHTS

Patient Prescription Copay Assistance Program

We provide financial assistance to eligible patients to aid in medication affordability.

In 2022, this program covered the full cost or copays of 25,792 prescriptions to patients in need—30% of all prescriptions filled.

When you fill with us, you help make this happen since all funds generated by PIHC pharmacies go back to helping patients in need.

Compliance Packaging

We now offer BlistAssist®, a blister-card medication packaging system that allows patients to receive medications in a medication dose card, similar to birth control, assisting with drug identification and dosing times. This program provides additional care for our aging patient population living with HIV.
The Connect Program

The Connect program is a multi-session, prevention-based, one-on-one skill building program for youth and young adults. Individuals work with a trained youth counselor to explore personal goals and commit to a prevention action plan. The program is open to individuals 13 to 29 years of age of all gender expressions and sexualities. Patients and clients will explore many topics including HIV/STI prevention, HIV disclosure and stigma, sexuality or gender identity, communication, high STI reinfections, and self-confidence.

Expanded Hours

Every year, PIHC works to eliminate structural barriers to care for those living with HIV and for those needing HIV prevention PrEP. Engagement in care is crucial to improving clinical outcomes for patients and reducing HIV transmission. Flexible appointment scheduling is essential to building health equity in our communities. PIHC expanded hours now include early mornings, evenings, and weekends.

“A patient should never have to risk employment or an educational opportunity to make a medical appointment.”
– Joey Helton, COO, PIHC

Recovery in Decatur, Duluth, and now Marietta!

No matter where an individual is in life, PIHC Addiction Services has a recovery pathway for them. Our care team providers are qualified individuals from various disciplines who are passionately dedicated to providing a safe and supportive environment.

Are you or someone you love suffering from addiction? Scan this QR code for more about all the programs and pathways.

ALL RECOVERY PATHS ARE WELCOME HERE.
Training tomorrow’s leaders

PIHC Pharmacies participate as a pharmacy leadership rotation site for both Mercer and Philadelphia College of Osteopathic Medicine pharmacy students. Last year, we hosted pharmacy students on their Advanced Pharmacy Practice Experience (APPE) rotation with a focus in pharmacy leadership. Pharmacy students shadowed during a five-week period, working on inventory management, 340B compliance auditing, and implementation of new pharmacy services to patients.

“During my rotation, I learned so much about running a successful pharmacy. The internship challenged me to learn the business side by working with vendors, implementing new equipment, managing inventories, and finding solutions to everyday operational issues. I gained a unique level of training focused on leadership development.”

— Brandi M. Byler, Mercer University College of Pharmacy

Mental Health Interns

Positive Impact Health Centers has trained more than 150 behavioral health professionals. Every year, we partner with universities to serve as a practicum/internship site for graduate students pursuing Masters in Social Work, Professional Counseling and doctorates in Counselor Education and Clinical Psychology. We are a highly desirable site for students because of our well-known training and supervision program. Each student receives an orientation, direct observation of sessions by experienced clinical staff, and has their initial sessions conducted under live observation. They also receive weekly group and individual supervision. Our interns provide more than 300 direct service hours to clients each year. By having this program, PIHC extends it’s ability to provide needed services and also increases the Atlanta community’s future capacity to provide culturally competent care to the LGBTQ+ and HIV community.
Lead On-Demand: The Baltic Exchange

In 2022, we had the honor of hosting a group who participated in Combating HIV/AIDS in the Baltics—an exchange part of the U.S. Department of State’s Leaders Lead On-Demand Program. Individuals from Estonia, Latvia, and Lithuania came to our state-of-the-art Duluth Center to tour the facility, meet department directors, and engage in a learning opportunity designed to help build the capacity of local non-governmental organizations (NGOs) interested in strategies for educating high-risk populations. In addition, session attendees also explored how best to gain skills to advocate better for people living with HIV, learn harm reduction techniques, innovations in prevention and treatment, and improve adherence in their home countries.

Our Director of Clinical Care, Christopher Pride, then traveled to Latvia to visit the Latvian Ministry of Health, AGIHAS (People Living with HIV/AIDS Support Group), and the Latvian Medical Association with other Atlanta HIV leaders to learn how they are combating HIV in their country.

This collective approach of sharing information, resources, and successes will not only end HIV in Atlanta, but globally.

PIHC UNIVERSITY PARTNERS

University of Georgia  Kennesaw State University  Simmons University
Georgia Gwinnett College  Georgia State University  University of South Florida
Clark Atlanta University  University of North Georgia  University of Alabama
Emory University  Mercer University  University of Southern California
Smith College  Philadelphia College of Osteopathic Medicine  Baylor University
Oxford College of Emory  Positive Impact Health Centers 2022 Report 11
North Arizona University
2,288 new patients
6,490 clients received clinical care with 22,834 clinical visits conducted
2,012 clients enrolled in telehealth and 6,946 telehealth appointments conducted
237 clients helped with translation services in 11 different languages
1,334 patients received case management resulting in 5,853 case management visits
1,195 patients with 11,488 behavioral health visits
5,730 patients served with 83,063 prescriptions filled by PIHC pharmacies
1,075 patients enrolled in the drug assistance program (ADAP)
757 patients assisted with transportation on 4,209 trips
1,873 patients on PrEP resulting in 3,350 PrEP clinical appointments
2,176 patients were administered 4,912 vaccines
1,031 patients received insurance premium assistance
4,157 patients received insurance navigation support
1,328 patients received 5,964 food vouchers
198 patients received PEP and provided 330 follow-up visits
7,509 clients screened for sexually transmitted infections
5,042 HIV tests conducted
142,607 condoms distributed
Overall, 91% of PIHC patients have achieved viral suppression. For our Latino/Hispanic patients, 93% have achieved viral suppression. 96% viral suppression has been achieved in PIHC patients 65+ older.

PATIENT DEMOGRAPHICS

74% Male

25% Female

1% Transgender/Gender Nonconforming

64% Black/African American

24% White

1% American Indian/Alaskan

1% Declined to Answer

17.5% of clients identified as Latino/Hispanic – irrespective of race

297 clients identified as trans or nonbinary

39% of patients lacked insurance coverage

23% were unstably housed

41% had a mental health diagnosis

PIHC served 180 people outside the Atlanta service area and 126 individuals outside the state of Georgia
In October 2022, the PIHC Board of Directors and key senior leaders attended a Board and Leadership Retreat. The retreat’s goal was to begin the important work of authoring a new five-year strategic plan—a plan that will shape the agency’s future.

“After successfully completing over 90% of PIHC’s last strategic plan, as an agency, we needed to regroup and create a new direction post-pandemic.”

– Larry M. Lehman, President & CEO
After three days of intense work, four strong strategic goals emerged, including bringing 15,000 out-of-care patients into care. The Board is continuing to work closely with department directors and managers to achieve this goal.

As the new strategic plan becomes more detailed, PIHC staff and Board members remain steadfast in offering services that help end the HIV epidemic in Georgia.
Kaiser Permanente

is committed to helping shape the future of health care. The PIHC mission well complements that of Kaiser Permanente—to provide high-quality, affordable health care services and improve the health of the communities served. Kaiser patient care is focused on the total health of individuals, guided by personal Permanente Medical Group physicians, specialists, and teams of caregivers.

For several years, Kaiser has provided grants to support PIHC’s insurance navigation and insurance premium support services, helping keep people living with HIV insured. Expert and caring medical teams at Kaiser are empowered and supported by industry-leading technology advances and tools for health promotion, disease prevention, state-of-the-art care delivery, and world-class chronic disease management. As Georgia’s largest non-profit health plan, Kaiser Permanente has 317,000 members in 28 counties in metro Atlanta and four counties near Athens. We are grateful for their partnership to end the HIV epidemic in Georgia.

The Community Foundation for Greater Atlanta

has proudly supported Positive Impact Health Centers for decades and applauds its commitment to supporting those impacted by HIV. The Community Foundation was a pioneer of HIV/AIDS philanthropy, making its first grant in 1981, when the disease was still known as GRID (Gay Related Immune Disease). The Atlanta AIDS Fund was created in 1991 to support metro Atlanta’s HIV/AIDS advocacy, prevention education and service efforts, and to date, has issued more than $11 million in funding. Since inception of the fund, AID Gwinnett and Positive Impact have received a combined 64 grants totaling $1,275,126, including 12 grants totaling $487,931 after merging in 2015. The Atlanta AIDS Fund is a partnership between the Community Foundation, United Way of Greater Atlanta, Jeffrey Fashion Cares and the Allen Thornell HIV Care and Service Fund.
Athens Pride + Queer Collective

(APQC) is dedicated to the advancement of equity, affirmation, diversity, and wellness of queer populations in the greater Athens, Georgia area by working with historically marginalized communities through outreach, social connection, education, and events. Positive Impact Health Centers was a proud sponsor of 2022 Athens PrideFest and the first Pride Parade in Athens with more than 3,000 people in attendance. APQC is grateful for the support, testing, prevention education, and referrals for treatment services provided by PIHC. The sponsorship funding provided by PIHC supported the establishment of the Trans Healthcare Surgery Scholarship Program and support groups for youth, parents of youth, and those experiencing religious trauma. The APQC Board of Directors also toured the PIHC Duluth Center to explore how to expand future partnership opportunities and learn more about services provided to the community.

Felix’s Atlanta,

one of Midtown Atlanta’s gay bars, has proudly supported PIHC for years. Last summer, Felix’s hosted a Boys of Summer contest that ran for eight weeks, raising more than $6,000 for services needed for individuals living with HIV. In addition, they hosted several other events benefiting PIHC in 2022, including the Felix’s Navidad holiday party.
During the 2023 legislative session, Positive Impact Health Centers joined other advocacy organizations to fight legislation harming our patients and community and make progress on bills to improve the lives of individuals living with HIV.

**Healthcare Medicaid Redetermination**

From April 1 to May 31, 2023, Medicaid redeterminations must be completed in Georgia. Roughly 2.7 million people with Medicaid coverage will be reevaluated, and it is estimated 545,000 Georgians will lose coverage.

**Georgia Pathways to Coverage Plan**

Beginning July 1, 2023, Georgia will be the first in the country to require those on Medicaid to devote 80 hours per month working at a job, attending school or volunteering.
Healthcare.gov

Georgia will be moving away from healthcare.gov to a state-based exchange program.

SB140

SB140 passed and was signed into law by Gov. Brian Kemp. This bill prohibits sex reassignment surgeries (never performed in Georgia) and hormone replacement therapies for minors. Amendments to this bill were made, resulting in revocation of medical licenses/permits and criminalizing medical providers and healthcare facilities from following the standard of care for the treatment of gender dysphoria.

HB140

HB140 passed the House and Senate, allowing qualified pharmacy technicians to administer vaccinations under pharmacist supervision.

SB46

SB46 passed, requiring physicians and healthcare providers to test all pregnant women for HIV and Syphilis at the first prenatal visits, at 28–32 weeks gestation, and at delivery.

We recognize our 2022 donors! The following list highlights just a fraction of PIHC supporters as many individuals donated anonymously through employee giving programs, to the AIDS Walk and AV200 Teams, and via PIHC social media fundraisers. Thank you all!

Theodore Aalto
Gina Abbott
Trudy Abelson
Scott & Pamela Abramson
Scott Abramson
Jeffrey Adams
David Adcock
Mark Addison
Paul Alberto
Melanie Alfredsson
Howard Allgeier
Marci Alt
Akshay Amin
Carol Anderson
Lynn Anderson
Todd Anderson
Cassandra Anderton
Stephanie Andrews
Anonymous
Andrew Angier
Judith Arbeit
Anita Arliss
Rebecca Bays
Roberta Beach
Shane Bean
W. Beard
Eunice Beattie
Paul Beauchamp
Linda Beauford
Michelle Bell
Virginia Bellamy
Josh Belles
Nanette Benziger
Paul Bergman
Heather Bergner
Kelley Berman
Steven Berman
Mia Berry
Denny Betz
Judith Bierbower
Celeste Biggs
Richard Bilz
Terry Bird
Ann Bishop
Tyler Bithell

Alan Barrios
Gregory Barron
Stephen Bartlett
Robert Barton
Steven Barton
Kelsey Bassett
Ilene Bauer
Rebecca Bays
Rahim Bana
Deanna Barnicoat
Michael Barrett
BUSINESSES & ORGANIZATIONS

ABT Associates
Action Cycling
AID Atlanta
AIDS Healthcare Foundation
AIDS Walk Atlanta
Amazon Smiles
American Online Giving Foundation
American Counseling Association
Anago Cleaning Systems of Atlanta
Angie & William Hoyt Fund/CFGA
Armorettes
Atlanta Pride 5K Run
BABS
Benevity Community Fund
Blackbaud Giving Fund
Blake’s on the Park
Boys of Summer Event
Bresler Foundation
Burman Printing
Business Environments
CAF America
Cathedral of St. Philip
Charities Aid of America
Community Foundation For Greater Atlanta
Dogwood Animal Hospital
Dugald W. Hudson Charitable Trust
Felix’s Atlanta
Fifth Generation
Front Runners Atlanta
Georgia Voice
GIVIO
Gwinnett County Government
Hessidence/Wall Charitable Gift Fund
Highwoods Realty
IBM Employee Services Center
Integrity Janitorial
Kroger Co., Corporate Office
Latino Commission on AIDS
Litner + Deganian
Macy’s Foundation
Medica
Merit Construction Co.
MightyCause
Mountain View Group
mPrint Design Studio
Network For Good
Norcross Pharmacy
Northside Hospital
Peach Atl
Piedmont Park Conservancy
Schwab Charitable
Shellback Enterprises
Sisters of Perpetual Indulgence
Southern Plumbing
St. Mark’s
SunTrust
Terrapin Beer
Truist
Truly Original
United Way of Greater Atlanta – CFC Campaign
Walgreens
Walmart Store – Facility #2154
Warren Averett
Wussy Mag
Your Cause
YourMembership.com

You can help:

Match.

Positive Impact Health Centers has partnered with Double the Donation, a searchable and user-friendly matching gift database to help you determine if your company has a matching gifts program.

You may be surprised—your company may be listed! Go to PIHCga.org/matching-gifts to learn more.

Plan Your Legacy.

A planned legacy gift to PIHC is a future commitment to end the HIV epidemic in Georgia. You do not need to be wealthy to make a planned gift—they are meaningful, lasting and beneficial in any size.

Let us help you plan a gift to PIHC today: PIHCga.org/planned-giving
Yes! I want to give.

Name _____________________________________________________
Street Address _____________________________________________
City _______________________________________________________
State/Zip _________________________________________________
Phone ___________________________________________________
Employer ________________________________________________

☐ Please check with my employer for a gift match.

Your Gift
☐ My check is enclosed. Please make payable to PIHC and mail with this completed form to:
  PIHC ATTN: Olivia Chelko
  2800 Century Parkway NE, Suite 550
  Atlanta, GA 30345

☐ Bill my credit card this amount: $___________
  #:__________________________
  Exp: _____/_____ 3-4 digit CSC code: _______

Make this a recurring gift: ☐ Monthly ☐ Quarterly

More Ways to Help
☐ I'd like to be a monthly donor. Please contact me.
☐ I'd like PIHC to be the beneficiary of my event. Contact me.

More Information/Recognition
☐ I would like more info about ________________________________
☐ Please list my gift in next year's annual report.
☐ I would like to be emailed updates & PIHC's newsletter.

My email is:_______________________________________________

To donate:
• Mail the form at left with your check in the enclosed envelope
• Give online at: PIHCga.org
• Snap this code with your phone:

Your donation has impact.

Thank you!
These financials reflect the calendar year, a 12-month operating period from Jan. 1–Dec. 31, 2022.

## Operating Revenue & Support

<table>
<thead>
<tr>
<th>Source</th>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$390.3K</td>
<td>$274.5K</td>
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<tr>
<td>Fundraising</td>
<td>$280.9K</td>
<td>$146.2K</td>
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<tr>
<td>Federal Grant</td>
<td>$10.5M</td>
<td>$10.5M</td>
</tr>
<tr>
<td>340B Cost Savings, Retail Pharmacy &amp; Clinic</td>
<td>$65.1M</td>
<td>$49.3M</td>
</tr>
<tr>
<td>Other Program Income (Including In-Kind)</td>
<td>$289.3K</td>
<td>$509.8K</td>
</tr>
<tr>
<td><strong>Total Operating Revenue &amp; Support</strong></td>
<td><strong>$76.5M</strong></td>
<td><strong>$60.7M</strong></td>
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## Operating Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client Services &amp; Housing</td>
<td>$9.1M</td>
<td>$7.4M</td>
</tr>
<tr>
<td>Medical &amp; Pharmacy</td>
<td>$58.1M</td>
<td>$38.1M</td>
</tr>
<tr>
<td>Prevention</td>
<td>$3.2M</td>
<td>$2.7M</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$5.7M</td>
<td>$4.9M</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$367.3K</td>
<td>$242.4K</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>$76.5M</strong></td>
<td><strong>$53.3M</strong></td>
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</tbody>
</table>

## Non-operating (Income)/Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment (Income) &amp; Expenses</td>
<td>$180.5K</td>
<td>($126.9K)</td>
</tr>
<tr>
<td>(Gain)/Loss on Disposal/Sale of Assets</td>
<td>$0K</td>
<td>($3.0K)</td>
</tr>
<tr>
<td><strong>Total Non-operating (Income)/Loss</strong></td>
<td><strong>$180.5K</strong></td>
<td><strong>($129.9K)</strong></td>
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## Change in Net Assets

<table>
<thead>
<tr>
<th>Period</th>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of Year</td>
<td>$23.1M</td>
<td>$15.7M</td>
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<tr>
<td>End of Year</td>
<td>$21.5M</td>
<td>$23.1M</td>
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<tr>
<td><strong>Total Change</strong></td>
<td><strong>$62.8K</strong></td>
<td><strong>$7.4M</strong></td>
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</tbody>
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**2022 Revenue**

- Contribution Revenue: $390.3K
- Fundraising Revenue: $280.9K
- Federal Grant Revenue: $10.5M
- Other Income: $289.3K
- 340B Cost Savings, Retail Pharmacy & Clinic Revenue: $65.1M

**2022 Expenses**

- Medical & Pharmacy: 76%
- Client Services: 12%
- Management/General: 7.5%
- Prevention: 4%
- Fundraising: 0.5%
Long Acting Injectable Therapy

It’s been almost two decades since the first single tablet regimen became available to patients living with HIV. Taking a single pill for the treatment of HIV made a significant impact for many lives around the world. We are entering a new frontier for HIV treatment and prevention with long acting injectable therapies.

As always, PIHC led the way with long acting injectable therapies for both HIV treatment (Cabotegravir/Rilpivirine) (Cabotegravir/Apretude) and the prevention of HIV in 2022.

IMPACT Program

The IMPACT program, an abstinence-based, intensive outpatient recovery program, celebrated an early 2023 ribbon cutting in Duluth. This program now is licensed and operational in Duluth four mornings a week with the opportunity to expand a second afternoon schedule, along with additional evening and weekend hours.

TRANSFORM Program

Addiction Services in Decatur will be enrolling additional patients through a new relationship with the United States Probation Office that provides addiction treatment services for federal defendants and/or offenders under the program name TRANSFORM.
Thank you!
SUPPORTERS AND STAFF FOR YOUR HARD WORK THAT HELPED MAKE 2022 A YEAR OF IMPACT.