

2006 ANNUAL REPORT



MISSION STATEMENT

AIDS Community Research Initiative of America (ACRIA), a collaborative and independent not-for-profit organization, studies new treatments for HIV/AIDS and related diseases and conducts a comprehensive HIV health literacy program.



A WORD ABOUT THE ART

The works of art reproduced in this Annual Report are among many that have been generously donated to ACRIA by the artists. All are available for purchase, with the proceeds underwriting ACRIA's crucial research and health literacy programs. To view the entire catalogue, please visit our website, www.acria.org, and click on "Acria Store | Limited Edition Artist Originals."

Cover Image: Fred Tomaselli, *Untitled 2004*, Archival Digital Print, 11" x 8 1/2", edition of 100. \$300.

Right: Matthew Cerletty, *Phone*, C-print, 8" x 12", edition of 25. \$350.



Dear Friends, Supporters, and Colleagues,

ACRIA can look back on 2006 as a year when we weathered some rough spots and came out on top.

As 2006 began, ACRIA faced an uphill climb: Many long-time corporate and foundation supporters had severely cut back on their funding for HIV/AIDS, or shifted their emphasis away from domestic programs. The New York City Planning Council had reprioritized its Ryan White funding, resulting in a loss to ACRIA of \$330,000 that had supported our treatment education and HIV health literacy training and technical assistance programs. And at the same time, the number of people with HIV—and the need for our services—continued to grow.

We're happy to report that we successfully overcame these challenges and ended the year on a high note, both financially and programmatically.

Our most prominent accomplishment this year was undoubtedly the long-awaited release of our groundbreaking Research on Older Adults with HIV (ROAH) study. This first comprehensive and in-depth look at HIV among people over the age of 50 garnered national and international attention, giving a voice to this fast-growing and almost completely ignored population. On the local level, ROAH spurred a joint meeting of the City Council's Committees on Health and on Aging, which in turn led to the formation of a work-group of public and private organizations charged with developing needed programming. In December, ACRIA received funding from the M:A:C AIDS Fund to provide HIV training to staff of senior centers.

We have also realized a payoff from expansion and reorganization of both staff and Board. On the staff side, we expanded the Development Department to include a staff position dedicated solely to art sales and special events, permitting the Development Director to focus on major gifts. The Board of Directors expanded and diversified with the addition of three new members—Alphonso David, Christopher Murray, and Vaughn Williams—and it reorganized and revitalized its fundraising efforts. With an intensified focus on collaboration and partnership building, Board members—especially Deborah Hughes, Martha Nelson, Marisa Cardinale, and outgoing Board President Ross Bleckner—reached out to their colleagues in the philanthropic and commercial worlds to attract new foundation money and donated their energies to make our events more successful than ever.

We initiated and completed work on a new strategic plan during 2006, to be refined and finalized in 2007. In the meantime, we have beefed up our Research Department by adding the new position of clinical trials manager and expanding the part-time job of recruiter to full time. Besides lifting the administrative burden from our medical staff and allowing them to devote themselves to their scientific tasks, this has helped us to build the number and breadth of the clinical trials we conduct and positioned us well to expand our behavioral research, particularly in the field of aging and HIV.

ACRIA's HIV Health Literacy Program (HHLF)—the hardest hit by recent funding cuts—has held its own without significant cuts in services. We have begun offering HHLF's technical assistance and capacity-building programs on a fee-for-service basis, and have expanded our Spanish-language services, including our publications.

While we faced major funding challenges, 2006 was an exciting year. We raised ACRIA's profile and produced groundbreaking research, and we obtained new foundation and individual support in a very tough fundraising environment. We are confident that 2007 will see ACRIA's budget and program activities grow substantially, thanks to the hard work, commitment, and generosity of so many.

Sincerely,



Daniel Tietz, Executive Director



Martha Nelson, Board President



Daniel Tietz



Martha Nelson

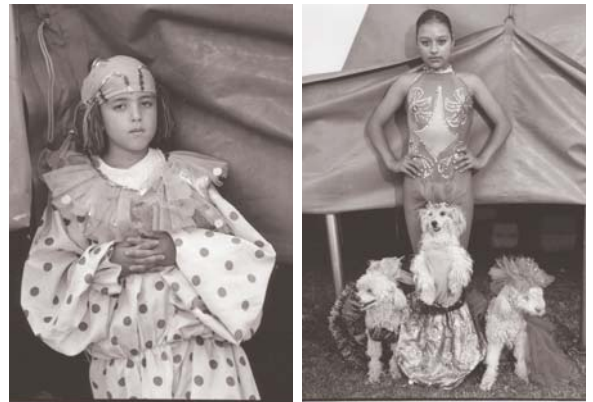
The midsummer release of the groundbreaking Research on Older Adults with HIV (ROAH) study dominated ACRIA's behavioral research agenda during 2006, bringing nationwide—and even international—attention to the long-neglected issue of HIV among people over the age of 50. Meanwhile, our clinical trials team continued to conduct research on new and existing medications for the treatment of HIV and related illnesses.

Research on Older Adults with HIV

ROAH is the first comprehensive study of the rapidly growing population of HIV-positive people over 50. Our goal was to find out who these people are—not just basic facts such as race and gender, socioeconomic status and education, but how they lived. We looked into their current and historical risk behaviors—unsafe sex and needle sharing—and the state of their overall health. We inquired about their daily lives, their spiritual lives, where they received HIV and other healthcare services, and whom they relied upon for support.

While ROAH raised more questions than it answered, what we learned from this 1,000-person cohort—the makeup of which closely mirrors the over-50 HIV-positive population of New York—sheds some important light on their emerging service needs and areas where further research is needed:

- Of all people living with HIV in New York City, 32 percent are above the age of 50, while 70 percent are over 40.
- Racial and ethnic minorities account for the greater part of this population, with approximately 80 percent identifying themselves as black or Latino/Latina.



Mary Ellen Mark, *Iran, Child Clown and Leslie, Child Dog Trainer*, Silver gelatin prints, 10" x 8", edition of 25, \$500 each.

- While older adults remain sexually active into their 60s and 70s and beyond, 16 percent of sexually active ROAH respondents reported having recently engaged in risky sexual behavior.
- Heterosexual sex is the fastest growing mode of transmission among this population.
- The average time ROAH respondents have been living with HIV/AIDS is 12.6 years.
- Of the older adults studied, 70 percent live alone, while only 15 percent live with a partner.

Other Behavioral Research

Also during 2006, in conjunction with the New York City Communities of Color HIV/AIDS Coalition (NYCCOCHAC), ACRIA undertook a study to assess the HIV health literacy levels and treatment education needs of HIV-positive women of color throughout New York City.

In late 2006, ACRIA began an electronically based research assessment of why some African-Americans who have HIV are not taking antiretrovirals.

Clinical Trials

When ACRIA was founded in 1991, it was as a response to the slow pace of government and academic research in the field of HIV and AIDS. Today, the drugs we study include not just new antiretrovirals, but new combinations and dosages of existing HIV drugs, and medications being assessed for their efficacy in treating HIV-related illnesses and combating drug side effects.

During 2006, we participated in ten clinical trials sponsored by four pharmaceutical companies:

Two trials were sponsored by Pfizer, Inc., both investigating the safety and efficacy of pregabalin in the treatment of pain associated with HIV-related peripheral neuropathy. The drug has now been approved by the FDA.

Three trials sponsored by Tibotec investigated the safety, efficacy, and tolerability of a drug, in combination with various other HIV medications, for use in patients who had failed on other regimens and had limited or no remaining treatment options.



Dike Blair, *Untitled*, Digital print, archival inkjet on 100% cotton rag paper, 20" x 16", edition 25 (with 5 APs). \$350.

Neurogesx is sponsoring a trial that is still under way, measuring the safety and efficacy of another treatment for the pain of peripheral neuropathy.

Finally, ACRIA is evaluating the safety and effectiveness of an oral adhesive patch for the treatment of thrush in people with HIV.

Publications, Abstracts, and Symposia

ROAH's findings have been presented at many professional conferences and symposia throughout the year, and portions of the study have been published in peer-reviewed journals. Some highlights are listed below:

Poindexter, C.C. & Shippy, R.A. *The stigma and support experience of older New Yorkers living with HIV*. Presented at HIV/AIDS 2006: The Social Work Response, 18th Annual National Conference on Social Work and HIV/AIDS, Miami, FL, May 2006.

Di Pietro, N., Shippy, R.A. & Karpiak, S.E. *Sexual activity and partnership status in older adults with HIV/AIDS*. Poster presented at the 16th International AIDS Conference, Toronto, ON, August 2006.

Di Pietro, N., Shippy, R.A. & Karpiak, S.E. *An analysis of modes of HIV transmission by gender, sexual orientation and ethnicity in older adults with*

HIV/AIDS. Poster presented at the 16th International AIDS Conference, Toronto, ON, August 2006.

Shippy, R.A., Karpiak, S.E. & Cantor, M.H. *Will the social networks of aging adults with HIV/AIDS provide adequate support to maintain health?* Poster presented at the 16th International AIDS Conference, Toronto, ON, August 2006.

Cantor, M.H. & Shippy, R.A. *The graying of the epidemic: HIV impacts older adults*. Symposium presented at the 59th Annual Scientific Meeting of The Gerontological Society of America, Dallas, TX, November 2006.

ACRIA's HIV Health Literacy Program was born in 1997, when ACRIA first began offering treatment education services in New York City. Today, HHLP is one of the nation's most widely recognized and respected sources of information and education about HIV treatment and healthcare options and a leading provider of technical assistance and capacity-building services.

Health literacy is the ability to read, understand, and use basic medical knowledge and information effectively and is associated with illness-related knowledge, an understanding of disease processes, and treatment/care perceptions. HIV-positive people with low health literacy experience more frequent and more severe bouts of illness, require more frequent and longer hospital stays, and are less likely to comply with prescribed regimens than those whose health literacy is high.



Laleh Khorrarnian, *Fire Series 1*, C-print, 10" x 8", edition of 25 unique. \$350.

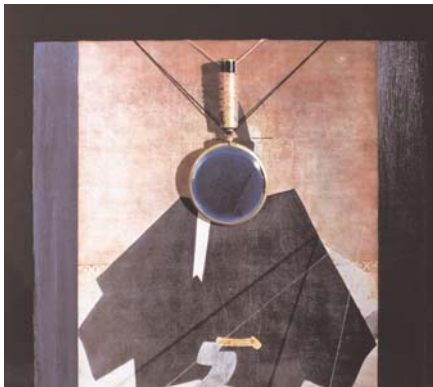
HHLP uses a variety of approaches—group workshops combined with one-on-one counseling, provider training and technical assistance, and informational services—to help PLWAs and their nonmedical service providers keep abreast of current developments in HIV care and make informed treatment decisions. All of our services are provided in both English and Spanish.

Workshops and Counseling

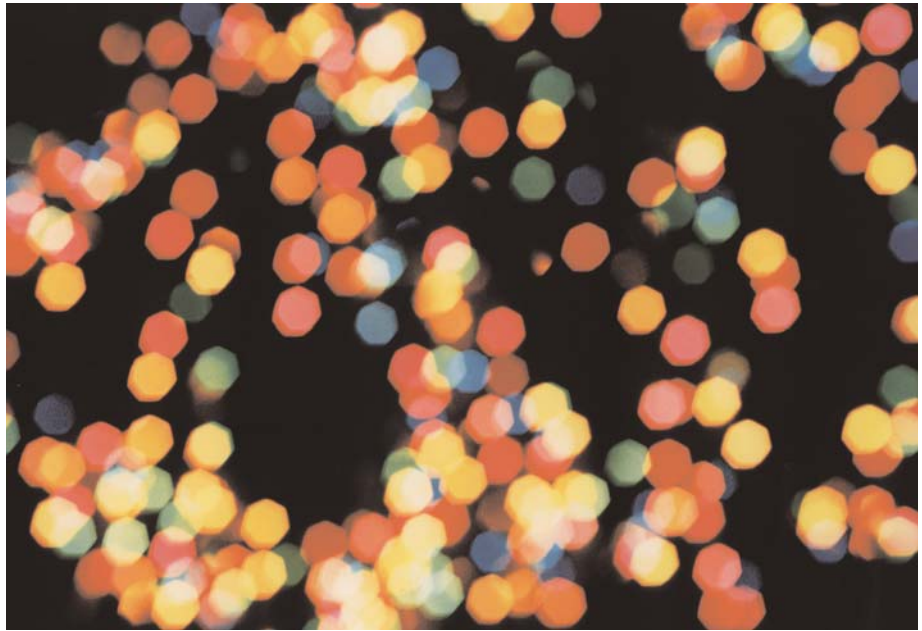
In partnership with community-based organizations (CBOs), and with some medical facilities and correctional institutions serving the New York City metropolitan area, HHLP

conducts HIV-related health literacy and treatment education workshops for people with HIV. Our educators travel to the service sites of our partner CBOs, armed with educational materials that are written in easy-to-understand, non-scientific language, to provide on-site workshops for their clients. The curriculum for each workshop depends upon the expressed needs of the participants, and we have over twenty HIV topic modules that can be tailored to serve each group's specific needs. Workshops on the same topics are conducted for staff who work with people with HIV.

Following each workshop, participants are offered one-on-one counseling tailored to their individual needs and circumstances. Our educators are available to provide in-depth follow-up education, counseling, and support, often over a considerable period of time, to help individuals understand critical



Sara Vanderbeek, *Triangle Composition #2, 2007, Digital C-print, 10" x 8", edition of 25 (with 2 APs). \$350.*



Ross Bleckner, *Color Field, C-print on Hahnemuhle paper, 12" x 18", edition of 25. \$1,500.*

treatment issues and ask their providers for information that is vital to their health.

Training and Technical Assistance

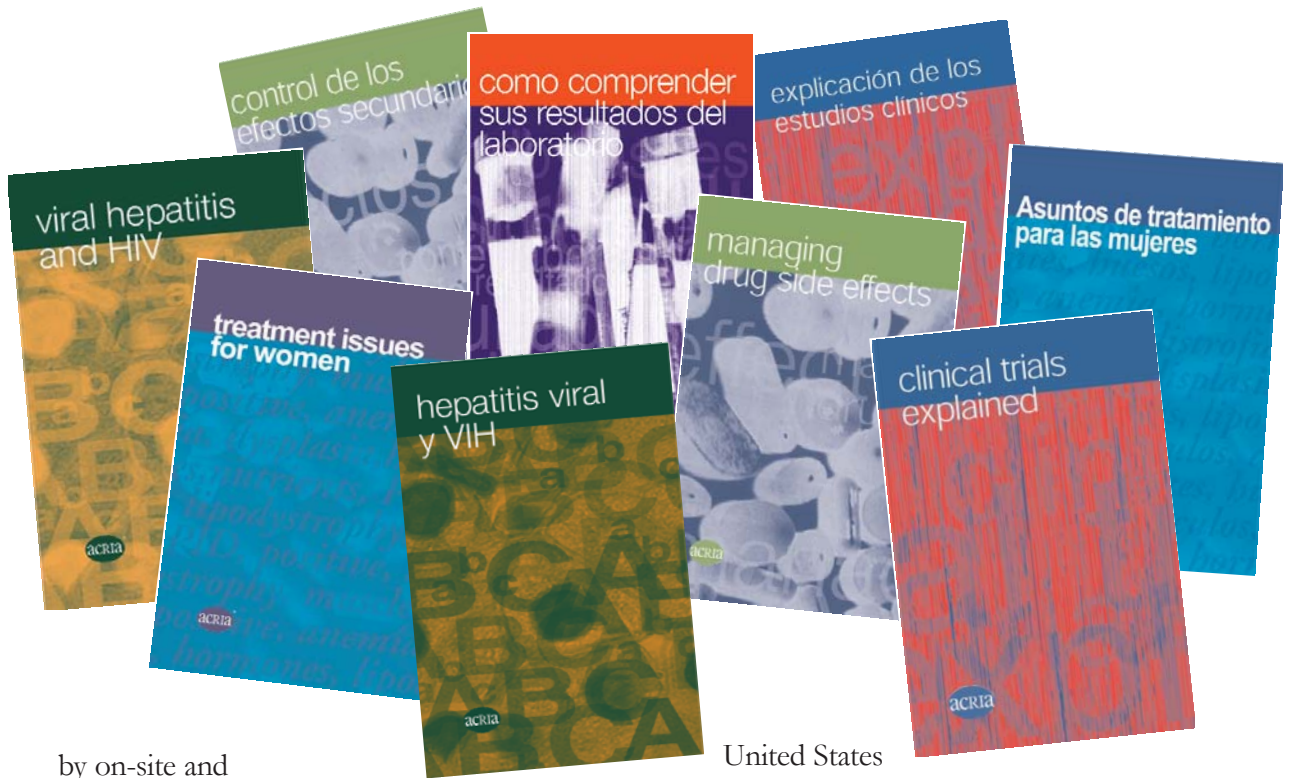
Recognizing that ACRIA alone cannot meet the need for HIV health literacy and treatment education, HHLP provides training

and technical assistance to help staff of our partner CBOs to provide HIV health literacy and treatment education services to their clients. Staff members of agencies serving people with HIV are brought together for intensive four-day information and skills-building training. This training is followed

Workshop Highlights

- ACRIA's HIV Health Literacy Program conducted 235 client and staff workshops in the New York City metropolitan area during 2006, almost all of them at harm reduction agencies, substance use treatment centers, or other agencies serving high-risk populations.
- Of the 5,008 individuals attending ACRIA's workshops, 59 percent were HIV-positive clients and 41 percent were staff of the host sites.
- An overwhelming 92 percent of those attending the workshops were people of color—primarily African-Americans and Latinos/Latinas, with a few Asians/Pacific Islanders and participants who identified themselves as “Other.” Half were women. Almost all—95 percent—reported household incomes at or below the Federal poverty level.

hiv health literacy program



by on-site and telephone/fax/email technical assistance to help them integrate HIV health literacy and treatment education into their service menus. During 2006, training and technical assistance were provided to groups of agencies in New York City, Charlotte, North Carolina, and South Florida.

Information Services

Even with all that our educators do, a prime vehicle for delivering vital health literacy, healthcare, and treatment information remains the written word. ACRIA publishes *ACRIA Update*, an HIV treatment quarterly, and topic-specific booklets—five so far—on issues of importance to people with HIV. Like all ACRIA materials, our publications are designed for lay audiences. They are written in easy-to-understand language, following the principles of health literacy, and the booklets are available in both English- and Spanish-language editions. All are distributed free, in bulk and by request, to CBOs across the

United States

and abroad, for use with and redistribution to their HIV-positive clients.

All ACRIA publications are available on our website, www.acria.org. *ACRIA Update* and the booklets can also be seen on the Website of The Body, www.thebody.com, and *ACRIA Update* is on the site of the AIDS Education Global Information System (AEGIS), www.aegis.com.



TrialSearch@acria.org is ACRIA's online searchable database.

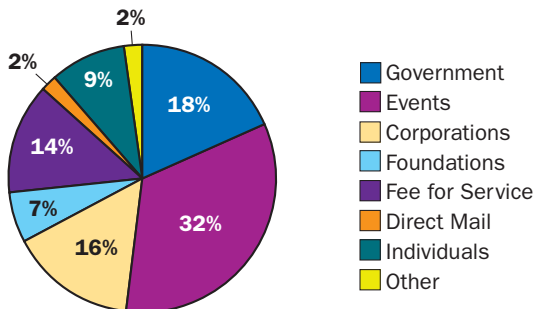
Begun in late 2003, TrialSearch today is a comprehensive online directory of HIV-related clinical trials. TrialSearch lists information on over 200 enrolling clinical trials presented in a user-friendly format where users can search for trials by geographic location, condition, treatment, and/or individual-specific characteristics.

TrialSearch is accessible through ACRIA's website, www.acria.org.

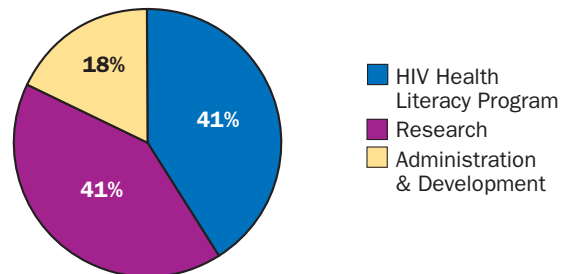
Statement of Activities (Year ending December 31, 2006)

	<u>2006</u>
Changes in Unrestricted Net Assets	
Revenue and Other Support	
Contributions	
Foundations	\$ 117,500
Corporations	279,500
Individuals	167,092
Government	332,901
Gross benefit income	467,076
Less: Direct benefit expense	(58,723)
Hosted events	182,431
Direct mail	44,948
Protocol contract income	244,630
Interest income	34,303
Other income	1,005
Realized loss on investments	(44)
Unrealized loss on investments	(169)
Total Revenue and Other Support	<u>1,812,451</u>
Expenses	
Program Services	
Research	762,986
Education	757,393
Total Program Services	<u>1,520,379</u>
Supporting Services	
Management and general	88,734
Fundraising	241,367
Total Supporting Services	<u>330,101</u>
Total Expenses	<u>1,850,480</u>
Increase (Decrease in Unrestricted Net Assets Before Severance Pay)	(38,029)
Severance pay to former executive director	(107,034)
Increase (Decrease) in Unrestricted Net Assets	(145,063)
Changes in Temporarily Unrestricted Net Assets	
Contributions	<u>72,676</u>
Increase (Decrease) in net assets	(72,387)
Net assets, beginning of year	<u>1,472,362</u>
Net Assets, End of Year	\$ <u>1,399,975</u>

2006 Revenue



2006 Functional Expenses



Copies of the complete audited financial statement may be obtained from Laura Engle, Director of Institutional Giving and Communications, lengle@acria.org, (212) 924-3934, ext. 106.

ACRIA is grateful to everyone who supported our work during 2006. Those who participated at the level of \$1,000 or more are listed below:

The Shana Alexander Charitable Foundation	Foundation	Calvin Klein, Inc.	Tony Prophet
Faisal J. Al-Hejailan	Maureen Dimenna	Calvin Klein	Barbara Pryor
Jeff Altman	Marlene Dodes-Callahan	David Kleinberg	Hon. Christine C. Quinn
Frederick Altschuler	Randall G. Drain	Leslie R. Klotz	Isabel Rattazzi
Roberta and Maurice Amon	The Strachan & Vivian Donnelley Foundation	Elyse Kroll	Roche Laboratories
Anonymous	Estate of Quintana Dunne	Philip Laffey	Kammi Reiss
Hany Awadalla	Abraham Dweck	Mihail Lari	Jeremy Rossman
Donald Baechler	Albert Einstein College of Medicine	Chad Leat	Marc and Carolyn Rowan
Banana Republic	Jose and Emilia Fanjul	Jean-Pierre and Rachel Lehmann	Louis and Rachel Rudin Foundation
Candy Barasch	Eric Fischl and April Gornik	Marc Levine	Richard J. Sacks
John Barman and Kelly Graham	Ronald Fishman	Lewette Lieberman	Mr. Peter Sallick
Paul Bartoloni	J.A. Forde and Alvaro Martinez-Fonts	M•A•C AIDS Fund	David Salle
Daniel Beauchemin	Fortunoff	Joshua Mack and Ron Warren	Ginger Schlanger
Paul Beirne	Brandon Fradd	Helen and Brice Marden	SDS Investments
Ross Bleckner	Jill Friedson	Angela Mariani	Leslie and Eric Seid
Boehringer Ingelheim Pharmaceuticals	Andrew and Kerin Fredman	Matthews Media Group	Michael Sennott
Mary Boone	Sandy Gallin	Alison Mazzola	Nicholas S. Shahid
Michael Bramwell	The David Geffen Foundation	Loring McAlpin	Holly Shapiro and Barry Fields
Jill Brienza and Nick Daraviras	Jim Gillespi	Patrick McMullen	Mr. and Mrs. John Sherman
Bristol Myers-Squibb Company	Gilman Family Foundation	Eric Menkes	Stephen Siegel
Woody Brock	GlaxoSmithKline	Hon. Rosie Mendez	John Silberman
Mr. Christian Bryant	William Ghitis	MHRA	Christine Smith
Robert Burke	Paula Froelich	Gene Mignola	Leonard and Allison Stern
Donald A. Burns	Patty Grabow	Nicole Miller	Peter R. Stern
Denise L. Calicchio	Scott Grover	Marsha Mintz and Dr. Jerome A. Ernst	J Daniel Stricker
Marisa Cardinale	Pam Hassenfelt	Marcia and Richard Mishaan	Richard S. Swenson
Tom Cashin and Jay Johnson	Chad Hayduk	MIT List Visual Arts Center	Patsy and Jeff Tarr
Paul Cassidy	Health Research, Inc.	Fraser D. Mooney	Lynn Tesoro
CFDA	Gillian Hearst-Shaw	Brian S. Moore	Theratechnologies, Inc.
Thomas Ching	Philip Heimlich	Sal Naro	Daniel Tietz
Patricia and Gustavo Cisneros	Reinaldo and Carolina Herrera	Kim H. Nee	J. Walter Thompson
COACH	Caroline Hirsch	Martha Nelson	Tibotec Therapeutics
Bob and Suzanne Cochran	Jane B. Holzer	New York City Department of Health & Mental Hygiene	Dr. Pritinder K. Thind
Tom Cody	In Style Magazine	New York Community Trust	Myrtle E. Thorne Charitable Trust
Claudia Cohen	Michelle Isaacson	New York State Department of Health	William F. Trinkle
Bob Colacello	Carl Jacobs Foundation	AIDS Institute	Louis Tsotakos
Victoria Cole	The Elton John AIDS Foundation	Geri and Arnold Obler	Jacob Wagner
Paul Rykoff Coleman Foundation	Amanda Johnson	Jim O'Connell	UPS Capital Insurance Agency
Community Resource Exchange	David Johnson and Barbara Pryor	The Olive Bridge Fund	Dr. W. Mark Warfel
Conde Nast Publications	Oliver Kamm	James Pallot	Waterworks
Bill Davis	Chris Kann	Stuart Parr	Lisa Weinstein
Monroe Denton	Simon Katz	Michael Pierson	Ben Widdicombe
David Deutsch	Laurissa Keane	PPD Development LP	Marissa Wilcox
The Diller-Von Furstenberg Family	Zoe Kellner	Eric Price	Brooke Williams
	David Kirsch	Ron Prince	Brooke Williams Vaughn C. Williams
			Paul G. Wilmot
			Howard Wolfson
			Lisa and Charles Zakarin
			Bettina Zilkha

BOARD OF DIRECTORS

Martha Nelson, *President*
Donald Kotler, M.D., *Vice President*
Charles Franchino, D.C., *Secretary*
Mark Montgomery, *Treasurer*
Ross Bleckner
Marisa Cardinale
Francisco Costa
Alphonso David, Esq.
Vincent Wm. Gagliostro
Deborah Hughes
Leslie Klotz
Christopher Murray, L.C.S.W.
Judith Rabkin, Ph.D., M.P.H.
Isabel Rattazzi
Vaughn Williams, Esq.

STAFF

Daniel Tietz, R.N., J.D., *Executive Director*
Jerome A. Ernst, M.D., *Medical Director*

Research

Stephen Karpiak, Ph.D., *Associate Director for Research*
Liza Kelly-Rossini, N.P., *Clinical Trials Manager*
Douglas Mendez, M.D., *Senior Clinical Investigator*
Yuriy Akulov, M.D., Ph.D., *Clinical Investigator*
R. Andrew Shippy, M.A., Ph.D.(c), *Senior Research Scientist*
Mervin Otero, *Research Enrollment Coordinator*
Esteban Perla, *Regulatory Affairs Coordinator*

HIV Health Literacy

Luis Scaccabarozzi, *Director, HIV Health Literacy Program*
Mark Milano, *Publications Manager/HIV Health Educator*
Lisa Frederick, *National T.A. Program Manager/HIV Health Educator*
Rafael Madrid, *Local T.A. Program Manager/HIV Health Educator*
Jack Denelsbeck, *HIV Health Educator/Volunteer Coordinator*
Gustavo Otto, *Administrative Coordinator*

Administration & Development

Anthony McPhatter, *Finance Manager*
Mark Condon, *Executive Assistant/Office Manager*
Benjamin Anderson Bashein, *Development Director*
Laura Engle, *Director of Institutional Giving & Communications*
Scott Drevnig, *Manager of Events & Art Marketing*

Editor: Laura Engle
Art Director: Jorge Caraballo
BayoGraphics
Printing: Hatteras Press, Inc.



ACRIA meets all of the Better Business Bureau's Standards for Charity Accountability and is proud to display the Better Business Bureau's Charity Seal.

If your employer participates in the Combined Federal Campaign (CFC), Charitable Choices, or the United Way, please remember ACRIA in your annual charitable giving. The agency is listed under AIDS Community Research Initiative of America, #11357.



AIDS Community Research Initiative of America
230 West 38th Street, Seventeenth Floor
New York, New York 10018
voice: (212) 924-3934 • fax: (212) 924-3936
www.acria.org • info@acria.org