A.H. OF MONROE COUNTY, INC.

Annual Report 2020
January 1, 2020 - December 31, 2020

ADAPT.

ADJUST.

ACHIEVE.
So...how was your 2020?
It's not much of a conversation starter.

Trying to make lemonade from a rather large supply of lemons, we at AH learned a lot through these trying times.
About diminished incomes.
Families and friends separated by necessity.

Anxiety about rent, mortgage, food, bills.
Isolation amid conflicting news.
And loss of life.

COVID-19 shifted perspective and reminded us that, as things change, you must change with them.

An earlier epidemic that devastated our community is what created this Agency as AIDS Help, and the takeaway from that era resonated as the months of 2020 turned into seasons.

This wasn’t, after all, our “first time at the rodeo”.
We knew free rapid testing was key.

Our belief that housing IS care was reinforced. How do you quarantine and shelter in place when you have no place?

Wearing a condom helps prevent HIV-infection. Wearing a mask helps prevent COVID-19 infection. The equivalency was plain to see.

Access to healthcare when you are ill with an unpredictable new virus is essential.

We learned a lot about adapting to the shifting landscape of HIV and AIDS. The same held true for the coronavirus.

Our staff’s professionalism and empathy was amazing. They adapted protocols and developed a virtual model for how to maintain contact in any crisis.

Defying potential slowdowns, we completed Marty’s Place Residential Care Center, for people living with HIV/AIDS, Elderly, Homeless, Disabled, and Low-Income Households expanded from its original 16 units to 47. Every apartment is rented and occupied. We received a touching commendation from the City saluting our contribution to affordable housing in Monroe County.

With this year’s Vintners Dinner and Taste of Key West along with the cancellation of FANTASY FEST, so went our Royal Campaign. But we adjusted. Our Board, staff and supporters rallied behind ‘Community Wins’ to benefit the emergency Housing needs of four social services Agencies: Samuel’s House, The Sister Season Fund, Florida Keys Outreach Coalition and us. The campaign was cited with a Key West Star for going “above and beyond” by the Key West Chamber of Commerce.

We are beholden to the advocacy of the “reimagined” SMART Ride 17 (TSR) and the Key West Mile Markers who, without a single “big” fundraiser, brought us a TSR disbursement of $132,816.29.

Philanthropic organizations filled the gaps we couldn’t have anticipated with new programs to address regional concerns.

As we all, at some point, worked behind closed doors we had time to objectively, without interruption, map out the next five years. Shadow is becoming light again. We have a vaccine for COVID-19. New stimulus is trying to jump start our economy. Handshakes and hugs will eventually return. The new horizon may still require a mask.

As you digest this Annual Report, which is an overview of 2020, we hope your takeaway is that 2020 was a ‘Triple A’ year for us.

Please take special note of when we, with no playbook, quickly ADAPTED to special circumstances...what we ADJUSTED internally to ensure every Department was fully-functional and responsive...and how we managed to ACHIEVE, in a year absent of social interaction, our typical outreach and community events, every goal and even established new ones.

I leave you with a mantra that has sustained me when the mountains seemed steep:
Learn continuously
Live spiritually
Love inclusively
And
Leave a legacy behind that you made the world better than you found it.
I do not envy the Board of Directors for any non-profit organization that endured 2020. Nothing prepared any of us for COVID-19.

As the scale of COVID-19 pandemic disrupted our country, hard choices were made, borne of necessity. Many organizations shifted into a virtual component. Some implemented furloughs and lay-offs. Annual budgets were stretched beyond recognition. Others had it worse. They closed.

AH prevailed.

The Agency made proactive modifications, based upon science and not emotion...from everything to public access...and alternating staff who’d be on-premise versus working from home...to new client protocol. We ZOOMed...we signed documents while masked...and we focused on rallying our island chain, ensuring clients and the public at large stayed fed, housed and sustained.

Marty’s Place Residential Care Center adhered to an ambitious schedule with the the 24/7 oversight of Executive Director Scott Pridgen. Our Finance department kept the money moving, bills paid, reimbursements processed. The remarkable Client Services and Medical Case Management ensured that no client needs went unmet. Prevention and Outreach successfully explored new methods to reach our demographic, including apps like Grindr. Our social media provided daily alerts about new food banks/pantries, pop-up COVID-19 testing sites and new CDC guidelines.

I don’t know what the “new normal” looks like yet in 2021, but our goal at AH remains the same: to embrace our ‘One Human Family’ mantra.

Christopher Elwell
President
A.H. of Monroe County, Inc.

In a year of separation and division, our Consumer Advisory Committee (CAC) of AH managed to unite various issues to consistently address the needs of residents of AH-owned or managed housing, plus Agency healthcare clients. By June we had gone virtual, via ZOOM or Microsoft teams. Reconfiguring our monthly meetings (the third Wednesday of each month at 11:30-1:00 p.m.) did not alter our agenda. Chief among our spirited discussions has been Florida’s EHE (Ending The HIV-Epidemic) goal of reducing new HIV infection by 75% in five years, and 90% in 10 years.

Achieving these goals is based on a four-pillar approach.

A. DIAGNOSE all people with HIV as early as possible after infection.
B. PREVENT new HIV transmission via proven interventions, condoms and PrEP.
C. TREAT people with HIV rapidly and effectively to sustain viral load suppression.
D. RESPOND quickly to potential HIV outbreaks by rushing prevention and treatment services to people who need them.

The CAC is a safe space of comments, concerns and compliments, whether it’s dispelling hearsay from ‘The Coconut Telegraph’ to freely sharing the toll medications and aging have taken on long-term survivors of HIV. The CAC is proud to be a key component as neighbors help neighbors have hope and purpose.

Stephen Aube
A.H. strives to ensure that individuals living with HIV are provided with health services, support, and the resources needed to maintain a healthy lifestyle.

Our Client Services Department offers Case Management, RN-Intensive Case Management, and Housing Case Management to assist with locating, coordinating, advocating and referring to medical, housing, and psychosocial services based on assessed needs.

All Case Management programs, Linkage to Services, and Housing Resource Identification Services are provided free of charge in cooperation with the Florida Department of Health’s Ryan White Part B Program, and Monroe County’s Human Services Advisory Board.

### Income

- **< $12,760** 136
- **$12,761 - $25,520** 107
- **$25,521 - $38,280** 52
- **$38,281 - $51,040** 23

**FEDERAL POVERTY LEVEL = $12,760**

### HIV/AIDS Status

- **CDC Defined AIDS** 190
- **HIV Positive- Not AIDS** 128

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“Our collaboration with AH of Monroe is critical to stopping the spread of HIV in the Keys. We work closely with AH to ensure those who want PrEP, get it fast, and those who want to have a comprehensive center do their HIV Care, can get in within 48 hours for their appointment and get the results they need. The AH Case Managers were a major support line. We share more than a building. We share a vision.”

Jana Eschbach
Chief Development Officer
Midway Specialty Care Center
“Despite the many 2020 obstacles put in place by COVID, National and even International HIV conferences figured out how to meet in the virtual world, as did our local Florida Keys HIV Community Planning Partnership. Clients still received needed services (some using telehealth visits), and HIV home testing kits were widely available statewide through the Department of Health and other community partners. The ‘cherry on the top’ was the completion of the Marty’s Place residential complex. All things considered, it ended up on a pretty high note!”

David Brakebill
Client/HIV Advocate

### Gender
- **Male**: 265 (23%)
- **Female**: 48 (7%)
- **Transgender**: 5 (2%)

### Housing Clients
- **HIV/AIDS Clients**: 81 (63%)
- **Non-HIV/AIDS Clients**: 48 (37%)

### Age
- **20-29**: 12 (4%)
- **30-39**: 41 (13%)
- **40-49**: 59 (18%)
- **50-59**: 110 (35%)
- **60-69**: 72 (23%)
- **70+**: 24 (7%)
Housing is care! In Monroe County and elsewhere, healthcare is investing in affordable housing.

A.H. Housing Services is available for all. All of our properties are open to people living with HIV/AIDS, Homeless Veterans, Elderly, Low-Income Households, as well as people living with assorted disabilities.

“A.H. of Monroe County, Inc. continues to be an active, effective, efficient partner with the City of Key West providing services and housing for our underserved residents. Marty’s Place is an impressive example of their dedication to develop quality housing in our challenging Key West environment. The City of Key West thanks you for your continued efforts.”

Teri Johnston
Mayor, City of Key West
“Wesley House and AH Monroe have had a formalized partnership for close to a decade now, sharing supportive functions that help in the provision of services to clients. A successful collaboration of IT services allowed each Agency to save money, while also having a stable platform to run our individual programs. Now AH manages our foster and transitional homes, while also helping find more permanent housing for our clients.”

Aleida I. Jacobo, Esq.
CEO, Wesley House Family Services

“UWCK and AH have always worked towards the same goal of helping our Keys residents, but 2020 furthered our partnership in working together to ensure our most vulnerable residents can remain housed and stable. AH and particularly those on the Housing team went above and beyond, taking on extra work...all with the utmost professionalism.”

Leah Stockton
Florida Keys Area President
United Way of Collier and the Keys
The reach of our advertising, social media postings and other forms of outreach (bus shelter signage, Twitter and Instagram, Grindr and SCRUFF apps, radio commercials) are captured in monthly internal reports. These summarize and analyze both successes and concerns for us to consider areas of improvement and inform our planning annually. COVID-19 not only nudged us into exploring new Prevention opportunities…it made us better.
Finance Highlights FY 2020

Where Money Comes From

- Grants: $1,374,860 (32%)
- Fundraising: $349,972 (8%)
- Contributions: $67,574 (2%)
- Other Income: $67,377 (2%)
- Rental Properties: $60,067 (1%)

Total Income: $2,405,242

Where Money Is Spent

- Client Services & Education: $2,313,499 (58%)
- Grants: $827,788 (5%)
- Fundraising: $583,290 (15%)
- Administration: $211,188 (9%)
- Rental Properties: $60,067 (1%)

Total Expenses: $2,313,499
Community events include annual fundraisers and also provide outreach and prevention opportunities, discussions, and engagement. Collaboration is always pivotal, whether it’s assembling volunteers, selecting a venue or even partnering with other like-minded Agencies, as we did with ‘Community Wins’!

“AH is an established nonprofit community organization in our community we greatly admire and have collaborated with throughout the years. In 2020, nonprofit organizations especially were suffering due to the cancellation of both fundraisers and events that attract many tourists to the Keys. It was a bleak time. When AH announced their brilliant ‘Community Wins’, and announced Samuel’s House as one of the four organizations to benefit, it was a reminder how much more is accomplished when we work together to achieve common goals...that, after a storm, the sun will shine again. We would be honored to collaborate with AH again.”

Tara Salinas
Executive Director, Samuel’s House, Inc.

“The ‘Community Wins’ Campaign was a great opportunity to share the collaboration and teamwork that exists between our local non-profits. It shows us how to help our neighbors in need through difficult times.”

Jeanette McLernon, MSW
Executive Director
Florida Keys Outreach Coalition
“Having partnered with AH of Monroe for the past 17 years, our connection remains strong and supportive because of AH’s housing initiatives for its clients living with HIV/AIDS. It is our mission to ensure those infected with, or affected by, HIV/AIDS receive the services they need to live long, healthy lives and overcome the obstacles that keep them from succeeding. The SMART Ride has played a role in paying off and building two of its newest housing facilities. For our participants to see something concrete emerge from their hard-earned fundraising is so rewarding!”

Glen Weinzimer
Founder, The SMART Ride

Nourishment for the soul and the body...he compassionately provided both in 2020. Since March, freshly-prepared meals were delivered every Saturday to AH of Monroe County clients under his watchful eye. The aptly-titled program is ‘Cooking With Love,’ and we at AH are thankful for Pastor Steve Torrence the Agency’s Unsung Hero.

“For nearly 20 years, the Community Foundation of the Florida Keys (CFFK) has provided the home for AH’s endowment fund. Thinking ‘outside the box, AH innovated the ‘Community Wins’ campaign to bring together multiple non-profits to fundraise together rather than compete during the stress of the pandemic. CFFK made the lead $10,000 donation to launch the campaign, then challenged our friends at the Edward B. and Joan T. Knight Foundation, who matched it for total seed money of $20,000. Over a few short weeks, hundreds of donors together raised over $163,000 -- a housing lifeline to hard-working Monroe County locals in dire straits. We’re proud to be closely aligned as a partner.”

Jennifer McComb
Executive Director/CEO
CFFK
A.H. of Monroe County, Inc.

CURRENT BOARD OF DIRECTORS

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John Spottswood III
Dawn Thornburgh

Executive Director
E. Scott Pridgen

A. H. of Monroe County, Inc. Mission Statement
Counseling, Testing, Linkage to Care
The object, general purpose and nature of this Corporation shall be to establish
and maintain in Monroe County, Florida, a Corporation that will provide case managed health care,
food programs, counseling, housing, clinical, and other supportive and volunteer services.
Increase affordable housing by acquiring, developing, and maintaining low income housing
for persons in need. Conduct health education and linkage to care.

OFFICES

KEY WEST - LOWER KEYS
Gordon Rollins Center
1434 Kennedy Drive
Poinciana Royale
1341 McCarthy Lane
Marty’s Place
Residential Care Center
1909 Venetia Street

MARATHON - MIDDLE KEYS
Ruth Ivins Center
3333 Overseas Hwy.

TAVERNIER - UPPER KEYS
Roth Building
50 Highpoint Road

KEY LARGO - UPPER KEYS
First Horizon Bank
99451 Overseas Hwy, Ste 200

STAFF LIST

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