



# 2017 Action Wellness Annual Report





# 2017 Highlights



Every year, Dining Out For Life diners fill Bistro Romano, a long-time Dining Out For Life participant.



Miss Pennsylvania USA, Cassandra Angst, joined in the Glamsino fun with Stella D'oro (Tim Johnson), Maddy Milan (Michael Meyers) and Anita Manhattan (Rob Paluso).



Debra Fein, AW ED Kevin Burns, Karl Krumholz, 2017 Friend for Life Award recipient Ken Kleinman, and board president Jeff Alexander at the Volunteer Appreciation Party, an annual event to express our gratitude for the loyal support of our amazing volunteers.



AW staff and friends had a blast at our annual casino-themed fundraiser Glamsino Royale, hosted by our good friends at the Kimpton Hotel Palomar.



Action Wellness staff and friends celebrated Dining Out For Life 2017 at Buddakan. Front row: AW staffers Beth Hagan, Kevin Burns and Sarah DeLaurentis; back row: Kate Marlys and Andie Levine, Philly PR Girl; Matt Cord, BEN FM.



AW staff got into the spirit of our annual World AIDS Day Action Heroes Wear Red campaign to pay homage to our loved ones lost to AIDS and to refocus public awareness on the continuing injustices those with HIV face.



# From the Executive Director



Dear Friends,

In our second year as Action Wellness, we continue to provide steadfast support to people living with HIV/AIDS in addition to those living with chronic illnesses. We keep our focus on building relationships one person and one family at a time. Our services are relationship-focused, client-centered and individualized as we work to build a strong, diverse and committed community of care. As one of our clients stated, "I strongly believe in what you guys do. Your service is what allows me to live."

Action Wellness now serves almost 200 clients who are living with a chronic illness in addition to our clients living with HIV/AIDS. We continue to see 89% of our clients remain in care and 91% of our HIV/AIDS clients are virally suppressed. However, our work is not done. With your continued support, we can run innovative and effective programs that help more clients achieve wellness.

Thank you for your past support. We will continue to honor those who we have lost to AIDS with the promise that we will remain committed to ensuring that no one faces their illness alone.

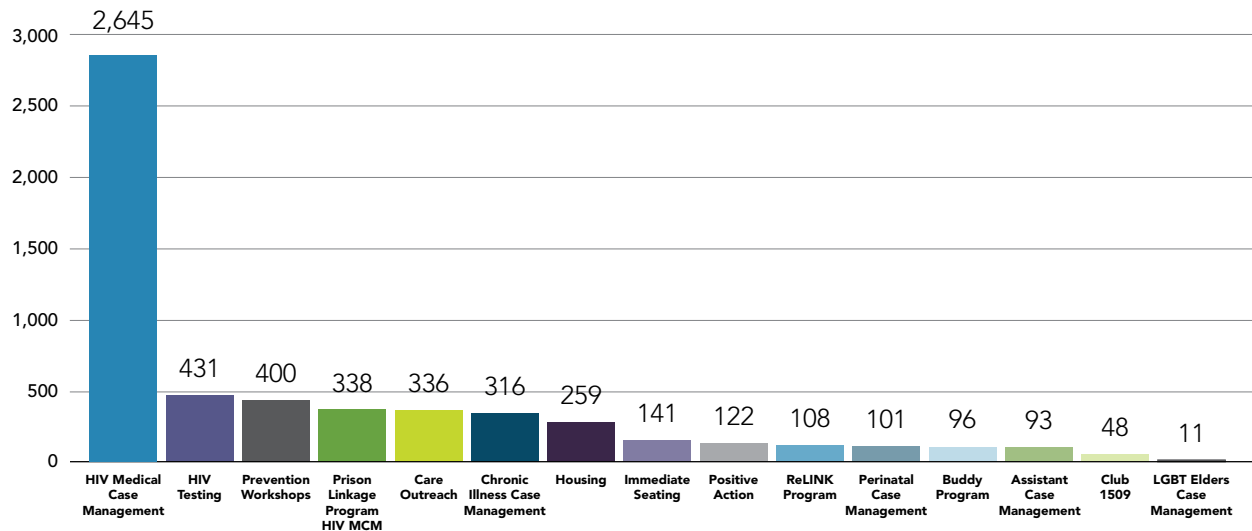
Warmly,

A handwritten signature in black ink that reads "Kevin". The signature is stylized with a large, looping 'K' and a cursive 'J'.

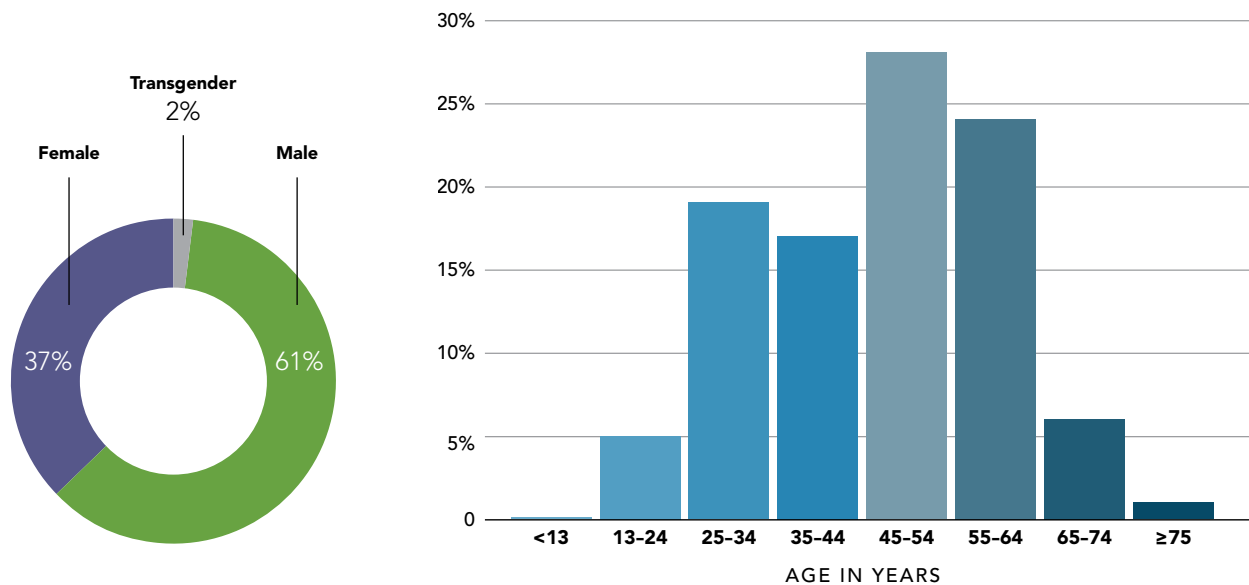
**Kevin J. Burns, LCSW**  
Executive Director

# Action Wellness Client Demographics 2017

## Clients Served in 2017: Program Totals



## Gender & Age



# Action Wellness Client Demographics 2017

## HIV Continuum of Care

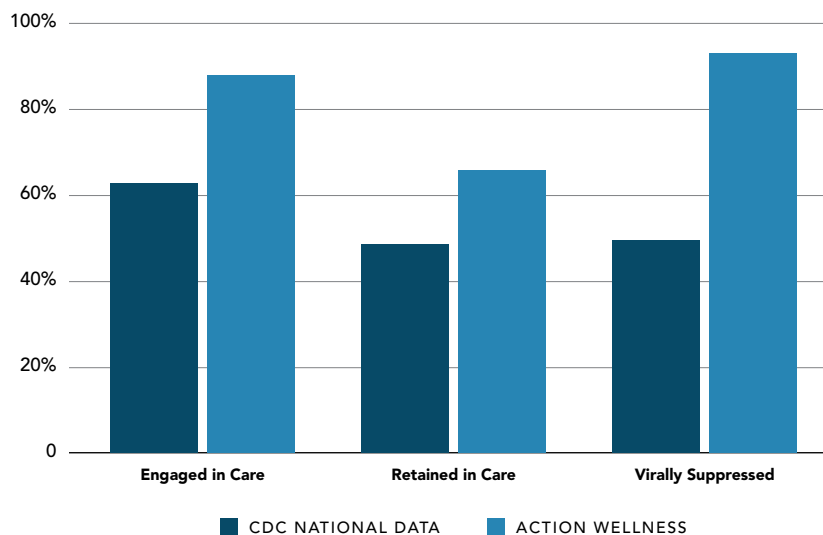
THE CDC ESTIMATES THAT OF HIV-POSITIVE INDIVIDUALS IN THE U.S.:

85% know their HIV status

62% are engaged in medical care

49% are virally suppressed (<200 c/mL)

Clients engaged in Action Wellness HIV Case Management are more likely to be linked to and retained in medical care, and to achieve viral suppression.

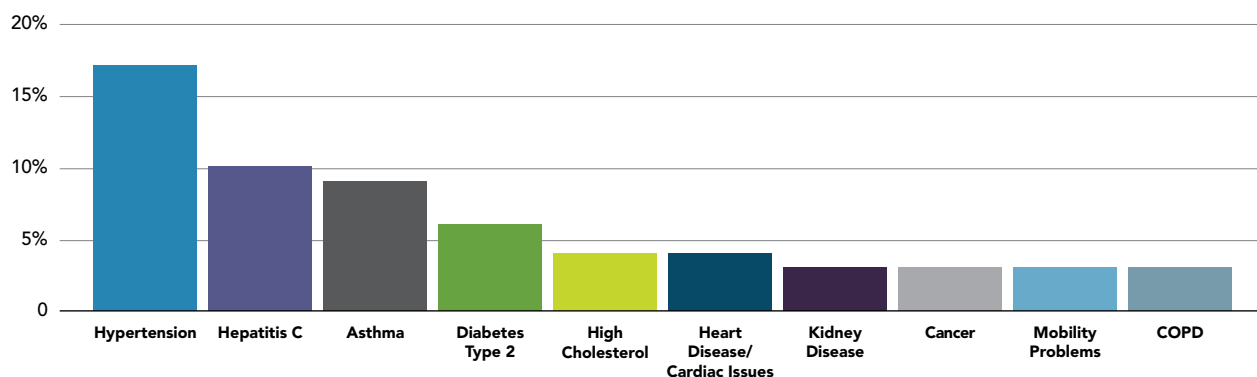


## Chronic Conditions

74% of HIV-positive clients have one or more co-occurring chronic conditions

11% of HIV-positive clients are co-infected with Hepatitis C

10 MOST COMMON NON-HIV CHRONIC CONDITIONS IN ACTION WELLNESS CLIENTS

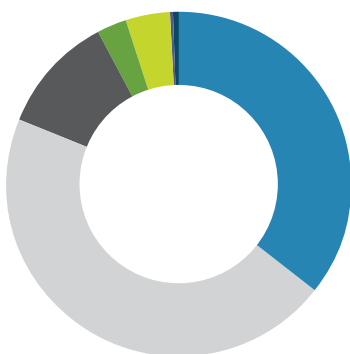


# Financials

## FY 2017 REVENUE

Where does the money come from?

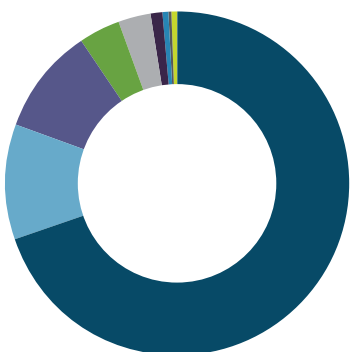
- Government Contracts = 36%
- Pharmacy Program = 46%
- Third Party Revenue = 11%
- Fundraising Events = 3%
- Contribution = 4%
- Other = .2%
- Investment Income = .3%



## FY 2017 EXPENSES

Where does the money go?

- Case Management = 70%
- Housing Program = 11%
- Management = 10%
- Fundraising = 4%
- Outreach & Prevention = 3%
- Volunteer Services = 1%
- Employment Program = .4%
- Special Initiatives & Advocacy = .4%
- Health Center = .2%



## CONSOLIDATED STATEMENT OF ACTIVITIES

YEAR ENDED JUNE 30, 2017

	Unrestricted	Temporarily Restricted	Total
<b>REVENUE AND SUPPORT</b>			
Government contracts	\$4,851,585	\$ —	\$4,851,585
Contributions	343,562	179,715	523,277
Fundraising events	369,160	—	369,160
Pharmacy program revenue	6,184,670	—	6,184,670
Third party revenue	1,490,655	—	1,490,655
Investment Income	38,033	—	38,033
Other	27,227	—	27,227
Net assets released from restrictions	162,560	(162,560)	—
<b>Total revenue and support</b>	<b>13,467,452</b>	<b>(17,155)</b>	<b>13,484,607</b>

## EXPENSES

Program services			
Case management program	9,163,949	—	9,163,949
Housing program	1,461,111	—	1,461,111
Employment program	56,416	—	56,416
Total outreach and prevention	333,765	—	333,765
Volunteer services	196,777	—	196,777
Health center	23,080	—	23,080
Special initiatives and advocacy	49,679	—	49,679
Support services			
Management and general	1,333,875	—	1,333,875
Fundraising	478,750	—	478,750
<b>Total expenses</b>	<b>13,097,402</b>	<b>—</b>	<b>13,097,402</b>

<b>CHANGE IN NET ASSETS</b>	<b>370,050</b>	<b>17,155</b>	<b>387,205</b>
-----------------------------	----------------	---------------	----------------

## NET ASSETS

Beginning of year	2,593,506	118,541	2,712,047
<b>End of year</b>	<b>\$2,963,556</b>	<b>\$135,696</b>	<b>\$3,099,252</b>

## Thank You to our Donors

Action Wellness' staff, volunteers, clients and board of directors gratefully acknowledge the generous support received from individual, organization, corporate, government and foundation donors in Fiscal Year 2017. With this support we can continue our important and impactful work. This list reflects contributions for the period of July 1, 2016 to June 30, 2017.

### PUBLIC AND PRIVATE FUNDING PARTNERS

Access Matters  
AIDS Activities Coordinating Office  
AIDS Fund  
Anonymous  
Broadway Cares/Equity Fights AIDS  
Broughton Foundation  
Division of Housing and Community Development  
Elmer Roe Deaver Foundation  
Irene Cunningham Trust  
Jewish Healthcare Federation  
MAC AIDS Fund  
Office of Housing and Urban Development  
The Pew Charitable Trusts  
The Philadelphia Foundation  
Philadelphia Health Management Corporation  
Philly AIDS Thrift  
PhRMA  
Sara Long Trust  
The Scholler Foundation  
The Tim Geiger Memorial Fund  
United Way Emergency Food & Shelter  
United Way of Southeastern PA

U.S. Department of Health and Human Services Office of Minority Health  
Wawa Foundation  
The W.W. Smith Charitable Trust

### INDIVIDUALS AND ORGANIZATIONS

#### \$5,000 - \$10,000

John Butts  
Karl Krumholz  
Susan Moul  
Robert Tootle

#### \$2,500 - \$4,999

Constance Hungerford

#### \$1,000 - \$2,499

AmeriHealth Caritas  
Anonymous  
AXA Foundation  
Jonathan Beatty  
Anthony and Kathleen Boccella  
Leah Chaplin  
Paul Christensen  
Malena Erdmann  
Michael Fink  
Jullie M. Frantz

Peter Galloway  
Rosemarie Greco & Anne Morrissey  
Deborah Groeber  
Independence Blue Cross  
Jacqueline Jefferson  
David Kaufman  
Paul Kemble  
Mark Klingerman  
Helene & Pete Nelson  
Emily Nichols  
Daniel Parente  
Philly AIDS Thrift  
Kenneth & Robin Piree  
Joseph Quinn  
Michael Reilley  
Rethinc Real Estate Inc.  
Barbara Rice  
Russ J. Gland Memorial Trust  
Jeannine Stuart  
Mesfin & Nina Tegenu

#### \$500 - \$999

Michael Anthony  
Nancy Arthur  
Priscilla Baraud  
Claude Barnes  
Elizabeth Barnes

*Continued on following page.*

# Donors

*Continued from previous page.*

## INDIVIDUALS AND ORGANIZATIONS

**\$500 - \$999**

BBD, LLP  
William Best  
Margaret Bowen  
Joellen Brown  
BuxMont Unitarian Universalist Fellowship  
Daniel Coll  
Sylvia Dibona  
Karen Duffy  
James Epstein  
Fox & Roach Charities  
Francesco Vasquez Harris  
Glenn Hauler  
Health Partners Plan  
Sheila Hess  
Bryan Hoffman  
Linda Kilpatrick  
Ken Kleinman  
Thom Kriner  
Robin E. Manix  
Victoria Mars  
Karen Michael  
Clifford Quibell  
Dimitrios Rozanitis  
Mark Segal  
Hal Shanis  
Henry Veguilla

**\$250 - \$499**

Jeff Alexander  
Michael Barlow  
Patricia Bass

Leonard Begley  
David Blum  
Christopher Brucks  
James Buck, III  
Canon  
Michelle Carmody  
Liv Carter  
Ralph Chartier  
Joanne Collison  
Peter Compo  
Rhonda Cook  
Frank Covington  
Gregg Crumley  
Maisaloon Dias  
Dan DiBuo  
Richard D. Dickson, Jr  
George Dobosh  
Laura Efros  
Malvin Eisenberg  
Linda Evans  
Gary Faford  
David Fedor  
Matthew Geiger  
Dan Getman  
Guardian Nurses  
William & Debbie Haggett  
The Haverford Trust Company  
Devin House  
Carrie Jacobs  
Rochelle Laws  
Richard Limoges  
Kathleen McGrann  
Jesse Milan, Jr.  
Linda Montemayor

Nancy Neill  
Giang Nguyen  
Susan Pauls  
James Pelech  
Christopher Perez  
Frank Pittner  
The Podell Group  
Powers Pyles Sutter & Verville PC  
Prevention Point Philadelphia  
Michael Rand  
John Rateike  
Dave & Judy Sharbaugh  
Nurit Shein  
Frank Sherman  
Nicholas Shuman  
Ellen Steiner  
Craig Thomas  
Richard Trickey  
Lawrence J. Vapniarek  
Kent Wagner & Rosanna D'Orazio  
Alexander Weiss  
Robert Wendelgass  
Anna Wendrychowicz  
Geoffrey Woolery

## DINING OUT FOR LIFE 2017 PARTNERS

AIDS Delaware  
Camden Area Health Education Center  
Family & Community Service of Delaware County  
Planned Parenthood Southeastern PA

## DINING OUT FOR LIFE 2017 SPONSORS

*Continued on following page.*



# Donors

Apple Vacations  
Essentia Water, LLC  
eXude  
OpenTable  
PGN  
PharmBlue LLC  
ReAnimator Coffee  
RIU Hotels  
Subaru  
Weckerly's  
Wellpartner, Inc.  
Where Philadelphia  
The Yard  
Yards Brewing Co.

## DINING OUT FOR LIFE 2017 RESTAURANT AND FOOD TRUCK DONORS

a.kitchen  
Adobe Cafe  
Adobe Cafe Manayunk  
Alma de Cuba  
Amis  
Audrey Claire  
August  
Bacio  
Barbuzzo  
Barclay Prime  
Beau Monde  
Bellini Grill  
Bing Bing Dim Sum  
Bistro Romano  
Bistrot La Minette  
Bourbon and Branch  
Boxers PHL

Brigantessa  
Bud & Marilyn's  
Buddakan  
Butcher and Singer  
Caribou Cafe  
Chef Johnny Bravo's Surf n Turf  
Cheu Noodle Bar  
Chewy's  
Continental Midtown  
Continental Restaurant  
COOK  
The Cow and The Curd  
Craftsman Row Saloon  
Cupcake Carnivale  
The Dandelion  
Day by Day  
DiNardo's Famous Seafood  
El Rey  
El Vez  
Farm Truck Philly  
Fette Sau  
Fond  
Foolish Waffles  
Frankford Hall  
Franky Bradley's  
Gigi's and Big R  
Giorgio On Pine  
Good Dog Bar  
Harp & Crown Restaurant  
Harvest Seasonal Grill & Wine Bar  
North Wales  
Harvest Seasonal Grill & Wine Bar  
Susquehanna Valley  
High Street on Market  
IndeBlue

The Industry Bar  
Jack's Firehouse  
Jamonera  
Jones  
Knock  
La Calaca Feliz  
La Peg  
Le Virtu  
Little Nonna's  
Loco Pez  
Lolita  
London Grill  
Lucha Cartel  
Mama's Meatballs  
Martha  
Mercato  
Metropolitan Cafe  
Mission Taqueria  
Mom-Mom's Polish Food Cart  
More Than Just Ice Cream  
Morimoto  
My Thai  
National Mechanics  
Nineteen  
Nomad Pizza  
Nomad Pizza Truck  
Nomad Roman  
Noord  
North 3rd Restaurant  
Oink and Moo BBQ  
Opa  
Oyster House  
Panorama  
Parc

*Continued on following page.*

# Donors

*Continued from previous page.*

## **DINING OUT FOR LIFE 2017 RESTAURANT AND FOOD TRUCK DONORS**

Pizzeria Stella  
Poco's  
Pod  
Positano Coast by Aldo Lamberti  
The Prime Rib  
Race Street Cafe  
The Raven  
ReAnimator Coffee  
Red Owl Tavern  
Rembrandt's  
Restaurant Neuf  
Ristorante Aroma  
Rose Tattoo Cafe  
Sampan  
Schmear It  
Seafood Unlimited  
Serpico  
Silk City  
Spasso Italian Grill  
Spring Mill Cafe  
Square 1682  
Stargazy  
Surf and Turf Truck  
Tabu  
Talula's Daily  
Talula's Garden  
Taproom on 19th  
The Tavern  
Time  
The Tot Cart

Trax Restaurant and Cafe  
Tria Cafe Fitler Square  
Tria Cafe Rittenhouse  
Tria Cafe Wash West  
Tria Taproom  
Twenty Manning  
Valanni  
Varga Bar  
Viggiano's BYOB  
Villa Di Roma  
Vintage Wine Bar & Bistro  
Waffles & Wedges  
Waffles & Wedges Food Truck  
Weckerly's Ice Cream  
White Elephant Restaurant  
Zahav  
ZINC

## **30TH ANNIVERSARY CELEBRATION SPONSORS**

### **Gold Sponsor**

SunRay Drugs

### **Table Sponsors**

AIDS Fund  
Beneficial Bank  
John Butts - Friends and Family  
Kevin Rodman Conare & R.M.  
Stineman  
Exelon  
The Family Practice and Counseling  
Network  
Karl Krumholz  
Pathways to Housing PA  
Philadelphia Fight  
Ponaman Healthcare Consulting

Randi Sirkin  
Starr Restaurants  
Wellpartner

### **Additional Donors**

Hoffman Design Group  
The Master's Baker  
Pennsylvania Academy of the Fine  
Arts  
Philadelphia Distilling  
VSR Limos  
Yards Brewing Company

### **Silent Auction Donors**

AIDS Fund  
Beauty Is... Salon  
The Belgian Café  
Bella Turka  
Ann Hampton Callaway  
Cove Haven Resort  
Peter Eobbi  
Escape the 1980s  
Fergie's Pub  
jetBlue  
Kramer Portraits  
Karl Krumholz  
La Cucina at the Market  
Liberty Travel  
Naylor Wine Cellars  
Panorama  
Starr Events  
Starr Restaurants  
Stevens & Lee Griffin  
Subaru  
Urban Axes

*Continued on following page.*

# Donors

## 30TH ANNIVERSARY CELEBRATION SPONSORS Silent Auction Donors

Victor Cafe

W.B. Mason

## GLAMSINO ROYALE 2017 SPONSORS

Kimpton Hotel Palomar  
Philadelphia

Kimpton Hotels & Restaurants

Philadelphia Distilling

Smilebooth

Square 1682

Storypoint

Tumbling Dice

Yards Brewing Company

## GLAMSINO ROYALE 2017 PRIZE DONORS

Act II Playhouse

AIDS Fund

Cut Hair Salon

Electric Factory

Field House

The Fillmore

Fogo de Chao

Maggianno's Little Italy

Metro Men's Clothing

One Liberty Observation Deck

Rescue Space Philadelphia

Robert Lance Jewelers

Sky Brunch

The Sporting Club at The Bellevue

Three Queens Yoga

Urban Outfitters

Walnut Street Theater

The Wilma Theater

## IMMEDIATE SEATING DONORS

Adventure Aquarium

African American Museum in  
Philadelphia

AIDS Fund

Allied Advertising

Astral

Bartram's Garden

Blue Cross RiverRink

Bristol Riverside Theatre

Bryn Mawr College Performing Arts

The Colonial Theatre

Contempradance

Dance Affiliates

Dell Music Center

Eastern State Penitentiary

EgoPo Classic Theatre

Gracias Choir

Helium Comedy Club

Historic Philadelphia

Interact Theatre Company

Israeli Film Festival

Junk

Leah Stein Dance Company

Longwood Gardens

MANNA

Morey's Pier

Mutter Museum

National Museum of American  
Jewish History

Opus 1 Contemporary Dance  
Company

Pennsylvania Academy of the Fine

Arts

Painted Bride

People's Light and Theatre

Penn Museum

The Philadelphia Antiques & Art  
Show

Philadelphia Auto Show

Philadelphia Film Society

Philadelphia Gay Men's Chorus

Philadelphia History Museum at the  
Atwater Kent

Philadelphia Magic Gardens

Philadelphia Museum of Art

Philadelphia Theatre Company

Philadelphia Voices of Pride

Platt Student Performing Arts  
House

The Rosenbach

Temple University Athletics

Theatre Exile

Theatre Horizon

University of Pennsylvania Penn  
Athletics

Walnut Street Theatre

Woodmere Art Museum

## Donations Made In Honor and In Memory

Donors thoughtfully made generous donations to honor and remember loved ones, listed here.

### IN HONOR

Kate Bates  
Chuck Boner and Conrad Kuhn  
John Butts  
Kevin Burns  
Mario Castagna & Chris Hewes  
Wedding  
Melissa Hensley Cohen  
Bianca Collymore & Calvin Lambert  
Mais Diaz  
Dining Out For Life  
Chris Felker  
Kelly and Wayne Hagenbuch  
Ronald Hoskins  
Dr. and Mrs. Craig Israelite  
Jay Johnson/Ron Hoskins  
Kevin, Beth, Jeanmarie, Rosemary,  
and all of my favorite people  
Laws-Palmer Wedding  
William Mayo Lee  
Dr. Richard Limoges  
Dr. Richard Limoges and Karl  
Krumholz  
Ennes Litrell  
Kate McGrann  
Jackie Morrill  
Charlene Nolten  
ONE DAY A CURE  
Dorsche Pinsky

### IN MEMORY

John Ambrosia  
Paul A. Anderson  
Mitchell Barron  
Joseph Bigham  
Edd Byrne  
Jean Byrne  
Timothy Canady  
Robert Carlson  
Steve Carter  
Deceased Relatives  
Stephen Fischer  
Tim Fisher  
Pat Fitzgerald  
Alex Flores  
Tim Geiger  
John Gleason  
Frederick J. Good  
Dale Grundy  
Thorton Hagert  
Lawrence A. Hauler  
Joseph Hendricks  
David S. Huston  
Steven Interrante  
David Kelsey  
Clifford LoBiondo  
Margo Masciantoni  
William T. Miller  
Passed friends  
Raymond Quinn  
Jonathan Reese  
Dolly Rolle  
Dolph Simons to support  
the Buddy Program  
Joe Smith  
Richard Snyder  
Nick and Allen Talone  
David Taylor  
Christopher Teti  
Evan Yocom and Jim Merck



# Anniversaries

We at Action Wellness are so grateful to our dedicated staff and volunteers, who prove their passion for our mission by staying with us for many years. We salute their service and their loyalty, and share this list of those celebrating anniversaries with the organization in 2017.

## VOLUNTEERS

### 25 Years

Scott Goldoor  
Karl Krumholz

### 20 Years

John Dawson

### 15 Years

Fred Kiehm

### 10 Years

Patricia Bass  
Meg Butler  
Matt Flynn  
Joy Greenfield  
Beafrica Davis Hackett  
Darlene King

### 5 Years

Pamela Abina  
Maureen Adams  
Stephanie Adams  
Scott Booker  
Deborah Groeber  
James Mulhearn  
Daniel Parente  
Ionis Pyrpassopoulos

## STAFF

### 10 Years

Theresa Clark  
Myrna Rios

### 5 Years

Nicole Ellingson  
Lourdes Gonzalez  
Courtney Hill  
Ashley Jimenez  
Marilyn Mendez-Pultro  
Michael Perry  
Gregory Pierman



## BOARD OF DIRECTORS FY 2017

Jeff Alexander (President)  
Patricia Bass  
Jonathan Beatty, MD  
Meg Butler  
John C. Butts  
Leah Chaplin  
Daniel DiBuo (Vice President)  
Laura Efros (Secretary)  
Peter R. Eobbi  
Jeanette Scott Gillison  
Glenn Hauler  
Dr. David Ross Kaufman  
Ken Kleinman  
Karl Krumholz, RA  
Rich Lampkins  
Rochelle D. Laws, Esq.  
Kathleen McGrann  
Daniel Parente  
Frank Pittner (Treasurer)  
Joseph Quinn, RN, BSN  
Whitney Strickland

## MISSION STATEMENT

Action Wellness is a Philadelphia-based organization committed to helping people living with chronic diseases. Our services include medical case management, health screenings including HIV testing, treatment as prevention, prevention education, supportive housing and volunteer services. Continuing our legacy of providing support and myriad services for individuals living with HIV/AIDS, our board of directors, staff and volunteers work together to sustain and enhance the quality of life for the diverse community we serve.





#### LOCATIONS

---

##### **Action Wellness Center City**

1216 Arch Street, 6th Floor  
Philadelphia, PA 19107  
215-981-0088

##### **Action Wellness Center City Annex**

1026 Arch Street  
Philadelphia, PA 19107  
267-940-5500

##### **Action Wellness West-Filbert Street**

3901 Market Street Box 1934  
(Entrance on Filbert Street)  
Philadelphia, PA 19104  
215-243-2800

##### **Action Wellness West-Market Street**

3600 Market Street, Suite 601  
Philadelphia, PA 19104  
215-586-7600

##### **Action Wellness North/Casa Nueva Vida**

2641 N. 6th Street  
Philadelphia, PA 19133  
215-291-9700

##### **Action Wellness Chester**

2302 Edgmont Avenue  
Chester, PA 19013  
215-428-3510

#### FOLLOW

##### **ACTION WELLNESS:**

---



@ActionWellPHL



@ActionWellnessPHL



Action Wellness PHL

ACTIONWELLNESS.ORG