A Year of Challenges

In 2005, Whitman-Walker Clinic faced one of its greatest organizational challenges in its nearly 30-year history.

Decreased government funding, late reimbursements from local governments and a slowdown in fundraising caused the Clinic to reach a historic low point in the spring of 2005, when it announced it would be unable to make payroll for the first time ever.

But the news grew worse. In early June, the Clinic announced that financial difficulties would force the closure of several programs and regional centers, including the FoodBank and the Clinic sites in Virginia and Maryland.

That shocking news galvanized community support. Almost immediately, the community, local governments and corporate partners began to show their support for Whitman-Walker.

The HIV/AIDS Administration of the D.C. Department of Health streamlined its process for reimbursing the Clinic for services provided, allowing us to receive all of the money owed and allowing for faster turnaround for future payments.

Councilmember David Catania led an effort to provide the Clinic with a one-time payment of $3.6 million in unused city funds.

CareFirst BlueCross BlueShield pledged $500,000 and D.C. Chartered Health Plan contributed $250,000. Councilmember Jim Graham and Council Chairman Linda W. Cropp played key roles in securing these gifts.

The Human Rights Campaign contributed $15,000 and then reached out to its extensive local e-mail list with an appeal that raised another $22,000.

Community members also rallied. Several grassroots efforts to raise money sprang up almost overnight. Donors came through the front door with contributions. Attendees at the 2005 Capital Pride Parade and Street Festival donated nearly $12,000 to Whitman-Walker Clinic.

A task force in Northern Virginia, co-chaired by Arlington County Board member Jay Fisette, worked out a plan that enabled us to keep our Arlington site open. The governments of Arlington and Fairfax counties, the city of Alexandria and the state of Virginia also provided one-time funds.

This generous outpouring of support for the Clinic enabled us to keep both the FoodBank and the Northern Virginia regional center open. Sadly, we did have to close our Suburban Maryland facility on Sept. 30, 2005, after 14 years of service.
But, while this influx of support helped Whitman-Walker Clinic to stabilize temporarily, it would not ensure the Clinic’s long term survival. The Clinic would have to make major changes in operations.

**Changes**

As a result of 2005’s financial crisis, the board and senior management of Whitman-Walker Clinic, in conjunction with consultants from RSM McGladrey financial advisors, developed a new business model for the Clinic. This new model ends the Clinic’s heavy dependence on government grants and private fundraising and focuses more on reimbursements from third parties, such as private insurance and Medicaid.

**VOLUNTEER Spotlight**

The Rev. Dennis Wiley, Ph.D., and the Rev. Christine Wiley, D.M.D., have been members of the Max Robinson Center community advisory board for more than 10 years. They have been leaders in the Washington metropolitan area and nationally regarding the church’s responsibility to its parishioners, making their church welcoming and open to all. They hosted Black Church Week of Prayer for the Healing of AIDS events, AIDS ministry meetings and the Max Robinson Center’s annual toy drive for children affected by HIV/AIDS. The Wileys have been instrumental in establishing a support network between the religious community and families affected by HIV in Ward 8.
Hallmarks of the new business model include:

- increasing the share of Clinic revenues that come from private and public insurance, including Medicaid and Medicare;
- expanding the number of contracts the Clinic has with major health plans;
- broadening the services offered by the Clinic to include primary care; and
- enhancing the client experience by streamlining the intake process and offering more services at more times convenient for clients.

These changes would form the foundation of the Clinic’s work in 2006.

HIV/AIDS Care

There was no letup in the HIV/AIDS pandemic in 2005. Washington, DC, continued to be an epicenter of the HIV crisis. A report released in August 2005 by the DC Appleseed Center for Law and Justice, a non-profit organization that works on issues affecting the lives of people who live and work in Washington, DC, confirmed that one in every 20 adults in DC is believed to be HIV-positive and that one in every 50 adults in DC has AIDS.

Other reports released throughout 2005 further clarified the scope of the HIV/AIDS crisis across the country. The Centers for Disease Control released a report in June that more than one million Americans are currently living with HIV. Another study by the CDC showed that undiagnosed HIV infection contributes to high rates of HIV among African-American men who have sex with men.

In September 2005, the Max Robinson Center received a $100,000 grant from the Fannie Mae Foundation to continue renovations at the Clinic facility in Anacostia. The grant helped move administrative services out of the current Max Robinson building and into an adjacent building. The original building was then turned over entirely to client services, making an additional 1,400 square feet available for those services.

Whitman-Walker Clinic has been a leader in the fight against HIV/AIDS from the beginning of the epidemic. And we are committed to that fight for as long as it takes.
Profile of our Medical Clients in 2005

**DONOR Spotlight**

*CareFirst BlueCross BlueShield donated $500,000 to the Clinic for the Food Bank, which provides supplemental nutritional assistance at no cost to individuals who are living with HIV/AIDS in the Washington, DC, metropolitan area. The Food Bank distributed more than 3,600 bags of groceries in 2005.*
Gay, Lesbian, Bisexual and Transgender Health

Since our founding, Whitman-Walker Clinic has been at the forefront of the fight for gay, lesbian, bisexual and transgender rights, including the right to quality, appropriate health care.

June 2005 brought the 30th anniversary Capital Pride Festival and its week of political, cultural and social events to celebrate the GLBT community in the DC metropolitan area. 2005’s theme, “Honor Our Past, Fight for Our Future,” recognized the GLBT community’s accomplishments since the first pride celebration in 1975 and re-emphasized the reality that much work remains to be done to achieve full legal and social equality.

2005 saw the offering of medical and support services for the transgender community. Medical services, including trans-affirmative gynecological exams, STD screening, chest and breast exams and self-exam instruction, testosterone therapy, hormone therapy, mental health services, referral to friendly and competent local health care providers, and safer sex and health education services are now available at Whitman-Walker.

In 2005, the Breast Health Initiative of the Lesbian Services Program received a $40,000 grant from the Avon Breast Care Foundation, the fifth time that Avon has awarded a one-year grant to BHI. BHI provides education about breast cancer screening to lesbians, bisexual women and transgender people in the Washington, DC-area and refer them to low-cost or free mammograms and clinical breast exams in their own communities.

While 2005 saw both highs and lows for the GLBT community, Whitman-Walker Clinic remains committed to the fight for full legal and social equality for GLBT citizens and will continue to provide health care services for our community.

PROGRAM Spotlight

The Suburban Maryland AIDS Reduction Team (SMART) is Whitman-Walker’s only remaining program focused exclusively on the Maryland suburbs. SMART provides free HIV testing and counseling every Wednesday from 10:00 am-6:00 pm at the Holy Redeemer Metropolitan Community Church at 4907 Niagara Rd., Suite 102, in College Park. SMART services include street and community outreach, HIV counseling and testing, prevention workshops, individual HIV risk reduction counseling, peer educator training and a speakers bureau.
Fundraising Highlights

Private fundraising is vital to the survival of Whitman-Walker Clinic. Much of the Clinic’s annual budget comes from individual donors, corporate sponsors, foundation grants and special events.

2005 saw tremendous efforts to raise much-needed funds for Whitman-Walker Clinic. From Broadway stars, to donations from corporate giants, to individual donors, to people walking and running to defeat HIV/AIDS, fundraising efforts brought together people from all walks of life to help Whitman-Walker Clinic provide services to those in great need.

Our special fundraising events posted successes.

Going the Extra Mile – annual benefit reception for the Legal Services Program

In March 2005, “Going the Extra Mile” was held at the Embassy of Finland and raised approximately $160,000. The Clinic also presented the Joel A. Toubin Memorial Award to Congressman Chris Van Hollen (D-MD) and documentary filmmaker Rory Kennedy for their service to people living with HIV/AIDS. The law firm of Howrey, LLP, received the “Going the Extra Mile” award for their outstanding legal work on behalf of people living with HIV/AIDS.

A Celebration of Life Spring Gala – annual black tie benefit for HIV/AIDS services

May 2005 saw Tony Award winner Heather Headley perform at the “Celebration of Life” spring gala. The annual Partner for Life award was presented to PEOPLE Magazine Managing Editor Martha Nelson. The gala raised approximately $310,000.

AIDS Walk Washington – a five kilometer fundraising walk

The annual AIDS Walk brought thousands of walkers to Freedom Plaza and raised nearly $450,000 in October 2005. The annual Courage Award was presented to WWC client John Peebles and Northern Virginia volunteer Lynn Chapman. The 2005 Walk also included Virginia Ali, co-founder of Ben’s Chili Bowl, as the Walk’s first ever grand marshal.

Art for Life – annual art auction to benefit services for the Latino community

The Art for Life art auction in October 2005 raised more than $47,000 to help provide Clinic services to the Latino community. The event was held for the second year at the Carnegie Institution of Washington and featured the works of more than 60 international artists.
FINANCIALS

ASSETS

Current Assets $ 
- Cash and cash equivalents 2,761,067
- Accounts receivable 1,750,902
- Property, net 11,682,136
- Other 324,951
Total assets 16,519,056

LIABILITIES

- Current 2,726,247
- Long-term 3,172,523
Total liabilities 5,898,770

NET ASSETS

- Total net assets 10,620,286
Total liabilities & net assets 16,519,056

REVENUE

- Contracts & Grants 12,405,545
- Contributions 5,069,315
- Special Events 4,302,398
- CFC/United Way 336,706
- Public Support 1,846,188
- Other revenue 156,767
Total revenue 24,116,919
FINANCIALS

EXPENSES

Program services

- Behavioral health 3,935,786
- Preventive health 2,096,373
- Legal services 662,474
- Communication/PA 298,846
- WWC Virginia 1,248,034
- WWC Maryland 2,484,707
- External affairs 319,466
- Medical services 5,731,906
- Volunteer resource 135,083
- Max Robinson Center 1,389,367

Total program services 18,302,042

Support services

- Management and general 2,332,200
- Development 4,424,224

Total support services 6,756,424

Total expenses 25,058,466

Changes in net assets from operations (941,547)

Gains on disposition of real estate 1,503,799

Changes in net assets 562,252

Net assets at beginning of year 10,058,034

Net assets at end of year 10,620,286
Private fundraising is vital to the survival of Whitman-Walker Clinic. One-half of the Clinic's annual budget comes from individual donors, corporate sponsors, foundation grants and special events.

2005 saw tremendous efforts to raise much-needed funds for Whitman-Walker Clinic. This year's fundraising efforts brought together people from all walks of life to help Whitman-Walker Clinic provide services to those in great need.

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Crowell & Moring, LLP
The Dr. Maxwell Hurston Family Foundation Inc.
Elton John AIDS Foundation
Estate of Martha P. Carlton
Event Navigators
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