



Renewal



"We all re-dedicated ourselves to the mission
of the Clinic and the people we serve."



Years from now, anyone familiar with the history of Whitman-Walker Clinic will mark 2006 as the year the Clinic began to transform itself.

In the aftermath of the financial problems of 2005, the board of directors took action to make major changes in the way the Clinic operates to ensure that it would not only just survive but thrive.

At the close of 2006, we saw the beginnings of that transformation and had a taste of just how positive the future could be.

None of that success would have been possible without the hard work of the board, staff and volunteers of Whitman-Walker Clinic. We all re-dedicated ourselves to the mission of the Clinic and the people we serve. We put in the long hours to change how we work while continuing to provide high quality care to a growing client base. And we got back our sense of optimism and hope.

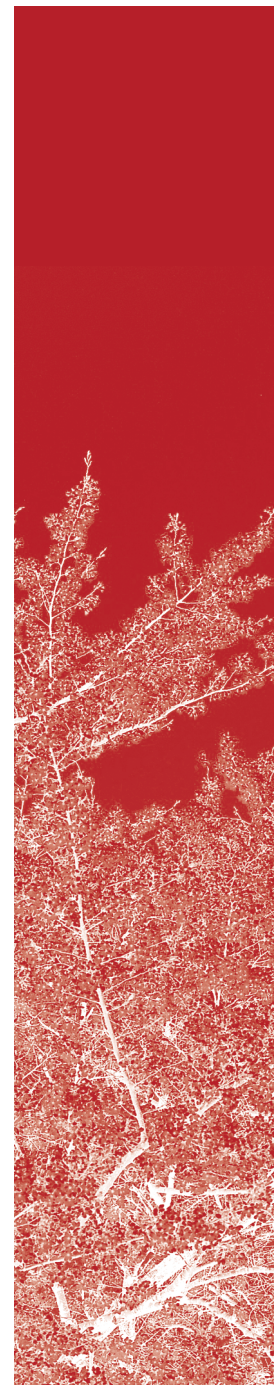
The work we did this year would not have been possible without the help of our supporters. Your generosity helped us to turn a corner and begin our path to a brighter future. And for that we thank you.

We hope you will continue on this path with us. It will be an exciting and, at times, anxious journey. But the destination will be worth it.

Sincerely,

Jannette Williams,
Chair, Board of Directors

A handwritten signature of Jannette Williams in white ink on a dark brown rectangular background.





In 2006, Whitman-Walker Clinic pulled itself back from the precipice and began to climb to new heights.

After the fiscal crisis of 2005, support from all facets of the DC area community contributed to keep Whitman-Walker Clinic open.

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

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, unveiled in January, ended the Clinic's heavy dependence on government grants and private fundraising and focused more on reimbursements from third parties, such as private insurance and Medicaid. The new model aims to broaden the Clinic's sources of revenue and reduce vulnerability to political changes that may affect government funding and to economic conditions that may reduce private contributions.

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;
- enhancing the client experience by streamlining the intake process and offering more services at more times convenient for clients.

By the end of 2006, all of these changes had been instituted and continue to serve as guideposts for Clinic policies and procedures.

As part of the business model change, the Clinic's board of directors also agreed to reconstitute itself as a smaller, more nimble body whose members are elected based on specific competencies needed by the agency. In addition, a majority of board members must now be clients of the Clinic.

In March, Whitman-Walker announced that Donald Blanchon had been named as the new chief executive officer of the Clinic. Blanchon spent nine years with Schaller Anderson, a national health care management and consulting firm that specializes in public-sector programs. During that time, he held positions of increasing authority, including CFO and CEO of Maryland Physicians Care, a \$325 million multi-product health plan owned by four Maryland-based non-profit community health systems. From 2004 to 2006, Blanchon served as vice president for Medicaid and Medicare programs for Schaller Anderson.

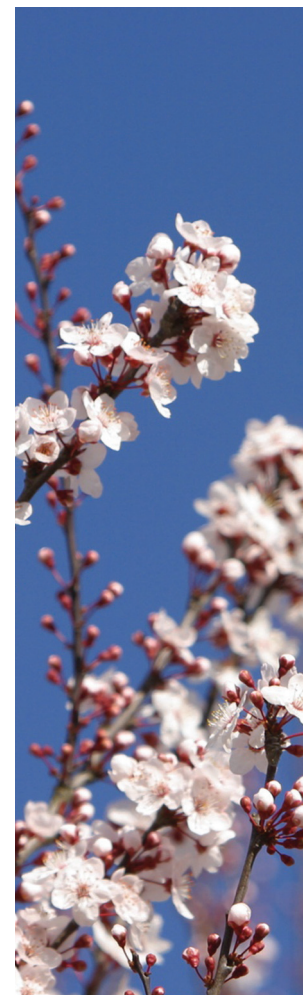
Also in March, the Clinic announced a long-term real estate strategy through which the Clinic would sell several parcels of real estate that it already owns in order to develop new medical facilities. The strategy was developed by the Clinic's board of directors in consultation with The Jair Lynch Companies.

Whitman-Walker Clinic of Northern Virginia renewed its lease in Arlington and will continue to serve clients in the same location through the end of 2007.

Whitman-Walker ended 2006 by announcing that hours of operations would be expanded at all three sites to better serve clients. Services are now available at times that are more convenient for both existing and potential clients. The expanded hours were a logical result of the new business model and the need to bring in more clients for services.

And the result of these changes? A nearly 25 percent increase in clients served between 2005 and 2006 as Whitman-Walker became a more responsive and user-friendly institution. These changes also reassured our supporters that we would not only survive but thrive and re-energized the morale of our staff and volunteers.

The dramatic change between 2005 and 2006 was due to the hard work of our board of directors, staff and volunteers. Their commitment to Whitman-Walker Clinic and the people we serve is the foundation of the Clinic and will ensure that we will continue to serve those in need for many years to come.



Donor Profile

Students at Key Elementary School in Northwest Washington, DC, held a "penny war" to raise funds for Whitman-Walker Clinic. Competing classes filled jars with pennies. Each penny added one point. Silver coins could be added to competing classes' jars to subtract points from that class. In all, the student body raised \$2,000 for Whitman-Walker.

HIV/AIDS Care

There was no letup in the HIV/AIDS pandemic in 2006. Washington, DC, continued to be an epicenter of the HIV crisis.

June marked the 25th anniversary of the discovery of the syndrome that would come to be known as AIDS.

Whitman-Walker observed the milestone throughout the year, reminding the community at every public event that the world had now lived a quarter of a century with HIV/AIDS.

In the fall, the Clinic launched a Metrobus/Metrorail advertisement campaign to highlight the problem of HIV/AIDS in DC by comparing the city's epidemic to sub-Saharan Africa and to U.S. national averages. Entitled "HIV Reality Check," the ads in the campaign featured a number of shocking statistics about HIV/AIDS in DC, including the fact that the percentage of adults living with HIV in DC is higher than that in most sub-Saharan nations.

Whitman-Walker observed World AIDS Day on Dec. 1 by moving its traditional candlelight vigil from the downtown Clinic to Freedom Plaza, across the street from the Wilson Building and just blocks away from

the White House. Clinic leaders were joined by Mayor Anthony Williams, Congresswoman Eleanor Holmes Norton, Councilmember Jim Graham and other community leaders, all of whom honored those lost to HIV/AIDS, remembered those who continue to live with the virus, and renewed their commitment to the fight against the epidemic.



Max Robinson Center's third and final installment of the "Our Heroes" art exhibit also opened on World AIDS Day in the Wilson Building. The exhibit recognized 150 people, places and organizations that played a key role in the history of HIV/AIDS in DC.

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.

Program Profile

For 16 years, the Lesbian Services Program has provided supportive and affirming services for lesbians, bisexual women and transgender people. By providing medical and mental health services, peer support programs, health education, advocacy and access to care, LSP is committed to improving the health and wellness of these traditionally underserved communities. LSP's services run the gamut from primary medical care, including gynecological services, to support groups to the Breast Health Initiative, which provides breast cancer screening services for lesbians, bisexual women, transgender people and low-income women.

Lesbian, Gay, Bisexual & Transgender Health

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

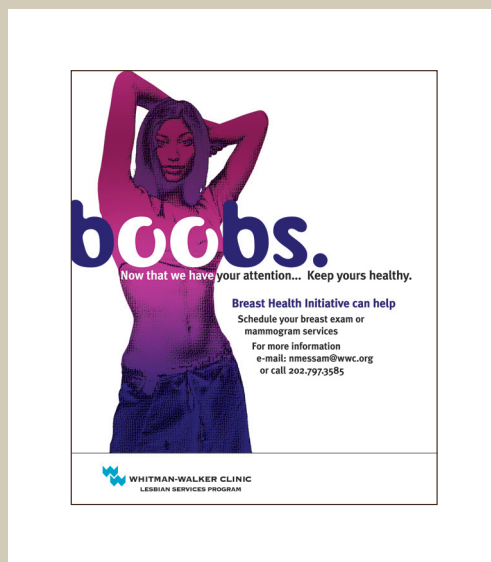
In 2006, the Breast Health Initiative of the Lesbian Services Program received a \$40,000 grant from the Avon Breast Care Foundation. BHI provides education about breast cancer screening to lesbians, bisexual women and transgender people in the Washington, DC area and refer them to low-cost or free mammograms and clinical breast exams in their own communities.

In February, Whitman-Walker announced that it had found four cases of a strain of Chlamydia usually found in Third World nations in local gay men. These were believed to be the first documented cases of lymphogranuloma venereum in DC-area men who have sex with men. The Clinic immediately alerted the community about this discovery and the need for safer sex practices and regular screenings for STDs.

Whitman-Walker observed National LGBT Health Awareness Week in March with a panel discussion on LGBT health issues at the Human Rights Campaign headquarters. The panel included leaders from local and regional LGBT health organizations.

The Clinic launched a new television public service announcement. “Party ‘n’ Pay” warned of the consequences of using crystal methamphetamine, a growing drug of choice among

gay men and was developed in conjunction with the DC Department of Health and with the consultation of the Crystal Meth Working Group. The PSA was distributed to local television stations, gay bars and clubs, and college campuses. It was also available for download at the Clinic’s website.



The 31st annual Capital Pride celebration was held in June with the theme “Many Communities, All Proud.” Once again, tens of thousands of people participated in the week of activities.

The Lesbian Services Program presented “Breast-a-palooza,” three days of events in October to promote breast cancer awareness for lesbians and bisexual women. The three days included health education, breast self-exam instruction and “If These Breasts Could Talk,” an exhibit of original artwork, bras

and statements from women about their breasts and what they mean to them.

Whitman-Walker Clinic once again demonstrated its commitment to providing high quality, affirming and appropriate health care for the LGBT community.



Volunteer Profile

Dr. Terence Gerace has been a weekly volunteer in the Gay Men's Health and Wellness Clinic since 2004, using his compassion and humor to put people in a very stressful situation at ease. He is also the chief medical officer for the Great Condom Campaign, whose mission is to reduce the spread of HIV/AIDS and other sexually transmitted infections by promoting the use of condoms. Gerace received a degree in theology from Georgetown University and is a Magna Cum Laude graduate of the Georgetown University Medical School. When he is not volunteering his time as a doctor, he runs his family-owned bed and breakfast at Dupont Circle.

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.

2006 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 in 2006.

Going the Extra Mile — ANNUAL BENEFIT RECEPTION FOR THE LEGAL SERVICES PROGRAM

“Going the Extra Mile” was held at the Canadian Embassy and raised more than \$210,000. Senator Mary Landrieu (D-LA) received the Toubin Award, while Hogan & Hartson LLP received the “Going the Extra Mile Award.”

A Celebration of Life Spring Gala — ANNUAL BLACK TIE BENEFIT FOR HIV/AIDS SERVICES

Tony Award winner Brian Stokes Mitchell joined Whitman-Walker for the 2006 edition of “A Celebration of Life.” Univision television host Cristina Saralegui, Saks Fifth Avenue and former WWC board members Robert N. Alfandre, Dr. Robert Ray, Councilmember Carol Schwartz and Helga Tarver received the Partner for Life awards. The gala raised approximately \$425,000.

AIDS Walk Washington — A FIVE KILOMETER FUNDRAISING WALK

The 20th annual AIDS Walk raised more than \$640,000. The annual Courage Award was presented to former WWC Board Chair Billy Cox. Three long-term survivors of HIV—Larry Bryant, Danielle Pleasant and WWC employee Daniel Zaic—were chosen as grand marshals.

Art for Life — ANNUAL ART AUCTION TO BENEFIT SERVICES FOR THE LATINO COMMUNITY

The Art for Life art auction returned to the majestic Organization of American States building and raised more than \$62,000 with a record number of donated works. Hector Torres, Andre Tremols, Jorge Zamorano and Sandra Rottmann were honored for their numerous years of donating artwork and supporting this event.



Sen. Mary Landrieu receives the Joel A. Toubin Memorial Award



Tony Award winner Brian Stokes Mitchell performs at the spring gala



Don Blanchon, Congresswoman Norton and grand marshalls of the 2006 AIDS Walk.

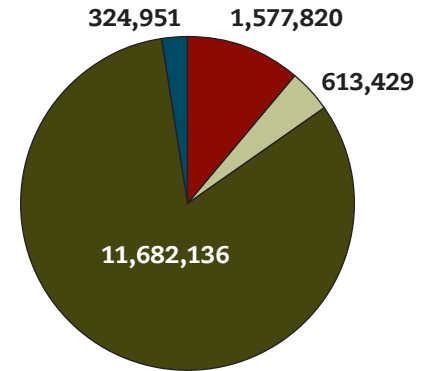


Art for Life artwork by Andre Tremols.

FINANCIALS

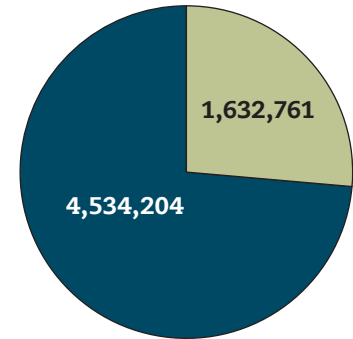
ASSETS

Current Assets	\$
■ Cash and cash equivalents	1,577,820
■ Accounts receivable	613,429
■ Property, net	11,682,136
■ Other	324,951
Total assets	16,519,056



LIABILITIES

■ Current	4,534,204
■ Long-term	1,632,761
Total liabilities	6,166,965

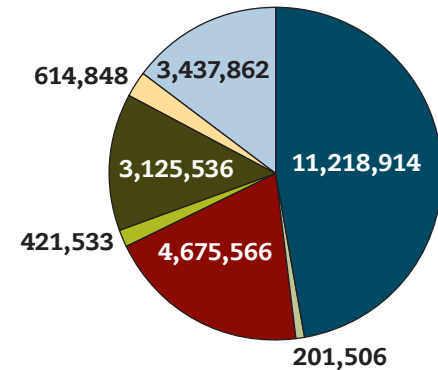


NET ASSETS

Total net assets	9,500,844
Total liabilities & net assets	15,667,809

REVENUE

■ Contracts & Grants	11,218,914
■ Contributions	4,675,566
■ Special Events	3,437,862
■ CFC/United Way	421,533
■ Program Donations & Fees	201,506
■ Medicaid third party payments & other	3,125,536
■ Other revenue	614,848
Total revenue	24,116,919

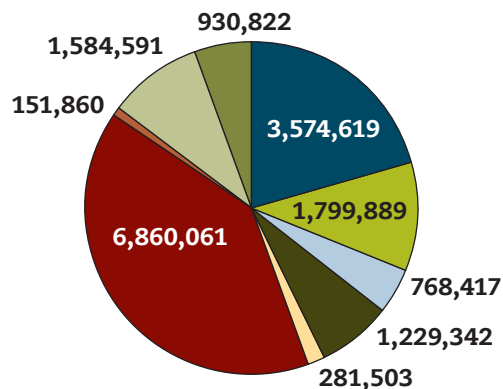


FINANCIALS

EXPENSES

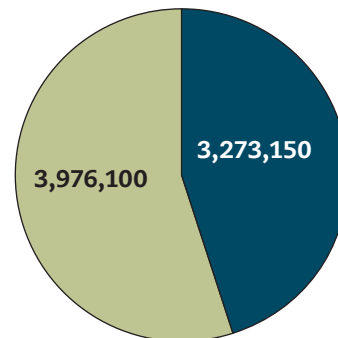
Program services

Behavioral health	3,574,619
Preventive health	1,799,889
Legal services	768,417
WWC Virginia	1,229,342
WWC Maryland	930,822
Max Robinson Center	1,584,591
External affairs	281,503
Medical services	6,860,061
Volunteer resources	151,860
Total program services	17,181,104



Support services

Management and general	3,273,150
Development	3,976,100
Total support services	7,249,250
Total expenses	24,430,354



Changes in net assets from operations	(1,119,442)
Gains on disposition of real estate	0
Changes in net assets	(1,119,442)
Net assets at beginning of year	10,620,286
Net assets at end of year	9,500,844

Whitman-Walker Clinic relies on the generosity of its donors to provide high quality care to our clients. We want to thank the following donors for their generous support in 2006.

\$1,000,000+

United Way of the National Capital Area

\$50,000 – \$99,999

Gilead Sciences Foundation

Susan G. Komen Breast Cancer Foundation

\$25,000 – \$49,999

Avon Foundation Breast Care Fund

The Community Foundation for the National Capital Region

Estate of Robert C. Reed
RSM McGladrey, Inc.

Venable Foundation, Inc.

\$10,000 – \$24,999

AED—Academy for Educational Development

Akin Gump Strauss Hauer & Feld LLP

America's Charities
Ann L. Bronfman Foundation, Inc.

Apex

Arriba La Vida/Up With Life Foundation

Bruce Berger

David Bower
Broadway Cares/Equity Fights AIDS

CareFirst BlueCross BlueShield

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Estate of Ormond L. Andrew, Jr.

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World Bank Community Connection Fund

\$5,000 – \$9,999

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