



METAMORPHOSIS

2007 Annual Report



WHITMAN-WALKER CLINIC



Photo by: Oakley Originals

Whitman-Walker Clinic's mission for 2007 was building an infrastructure to accommodate not only increased caseloads of HIV/AIDS and gay, lesbian, bisexual and transgender clients but an increasing number of primary medical care clients.

This was the year that saw Whitman-Walker Clinic begin to transform into a full service community health center:

- We expanded our operating hours at all three Clinic sites to make our services more accessible to those who need them the most.
- WWC now accepts more private insurers, allowing more community members to come to us for all of their health care needs.
- We received Federally Qualified Health Center Look-Alike status this year, allowing us to serve more people in our community, provide quality primary health care, and increase our reimbursement billing rates.
- We began to implement our new Electronic Medical Records system, allowing us to serve each client faster and better.

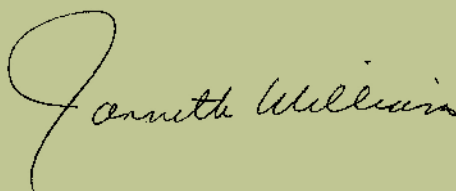
And our work has paid off, with more than 13,000 clients coming to us for services in 2007, a nearly 40 percent increase over 2006.

These changes and improvements will continue throughout 2008, as we strive to make Whitman-Walker Clinic a health care destination for everyone in our community.

Sincerely,



Donald Blanchon, CEO



Jannette Williams, Board Chair





MOVING FORWARD

Whitman-Walker Clinic continued to expand its services in 2007 as it continued to become a full-service health center for the gay, lesbian, bisexual and transgender communities, for those living with HIV/AIDS and for the DC community as a whole.

In January, the staff of the Washington Free Clinic joined Whitman-Walker Clinic and brought many of their clients with them. The new staff allowed Whitman-Walker to provide prenatal, postpartum, neonatal and pediatric care for the first time.

Whitman-Walker was given a "Federally Qualified Health Center Look-Alike" designation in March by the Bureau of Primary Health Care, which is part of the federal Health Resources and Services Administration. The designation is only awarded to clinics that provide care to medically underserved communities and meet other stringent requirements. The benefits of this status include a higher Medicaid reimbursement rate.

In the fall, the Clinic instituted a formal process to collect co-pays from all clients who have insurance and payments from uninsured clients whose annual income allows them to pay a portion of the cost of services they receive. However, the Clinic continues to treat current and future clients who cannot afford to pay for services.

In December, we began to implement the use of electronic health records. Once completed, this new system will provide us with faster and more efficient access to our clients' medical records, allowing us to offer better service.

The Clinic also continued its historic commitment to HIV/AIDS care.

Sadly, the District of Columbia continued to lead the nation in the rate of HIV/AIDS cases. A November report from the city's HIV/AIDS Administration confirmed that "a modern epidemic" is raging in the nation's capital. Among its findings:

- When compared to the rest of the nation, nearly twice as many people in DC progressed to a full AIDS diagnosis within 12 months of their HIV diagnosis. This "late testing" decreases the person's life expectancy, increases the cost of care and can lead to more infections.
- The District accounted for nine percent of all pediatric AIDS cases in the U.S. in 2005.
- Heterosexual contact is the leading source of transmission in DC.
- The number of women living with AIDS has increased by 76 percent over the past six years.

■ African Americans account for 57 percent of the city's population but account for 81 percent of all new HIV cases and 86 percent of living AIDS cases. African-American women account for 90 percent of all new female HIV cases and 93 percent of living AIDS cases among women.

Clearly, there need to be changes in the way the District of Columbia fights HIV/AIDS. As the year ended, the Clinic began to formulate new approaches for 2008, including a stronger push for HIV testing and prevention campaigns.

While new plans were being made for the new year, Whitman-Walker Clinic continued to meet the challenge with our full range of health care support services and free HIV testing. In 2007, we administered more than 13,000 HIV tests and treated more than 3,700 clients living with HIV/AIDS.

For the annual National Black HIV/AIDS Awareness Day in February, the Max Robinson Center held an open house for the local community. All Clinic sites offered HIV testing as well. At a community reception that evening, DC Chartered Health presented a \$150,000 donation to the Max Robinson Center.

New grants allowed us to hire additional staff to serve more clients. A \$154,000 grant from the HIV/AIDS Administration funded a new care coordinator

in the Clinic's Addictions Services program and a part-time adherence counselor at Bridge Back, the Clinic's residential addictions treatment facility for HIV-positive clients. Both of these positions will help clients stick to their treatment regimens.

In addition, a \$120,000 grant from the DC Bar Foundation allowed the Clinic to create two attorney positions at the Max Robinson Center, the first full time Legal Services staff working in Anacostia.



Donor Profile

Noi Chudnoff, owner of go mama go!, passed away on Nov. 6. She was a steadfast supporter of the Clinic, regularly attending fundraising events like the Spring Gala and Art for Life. She was also a strong supporter of the Lesbian Services Program, making numerous in-kind donations to help LSP raise funds for its work.

Her devotion to the LGBT community and people living with HIV/AIDS extended beyond her support of the Clinic. All of us at Whitman-Walker Clinic will miss her energy and her enthusiasm.

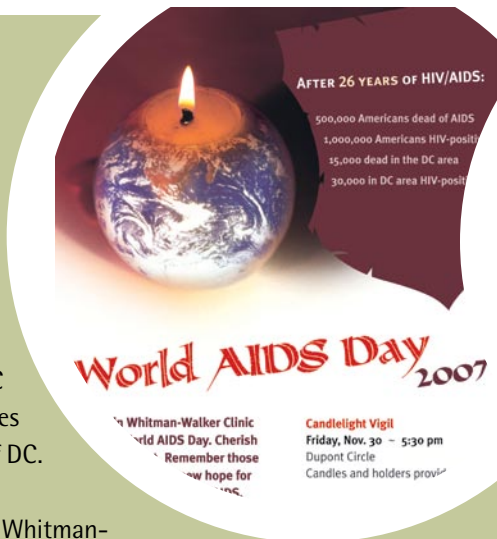
The funding for this grant came from a landmark appropriation by the DC government to increase civil legal services to low-income DC residents, particularly in underserved neighborhoods such as Anacostia. This new funding was provided at the behest of the District of Columbia Access to Justice Commission, which was established by the DC Court of Appeals to address the lack of legal services available to low and moderate income residents of DC.

June brought the annual National HIV Testing Day. Whitman-Walker's mobile HIV testing units were on site at three different locations in the District of Columbia to provide free testing and counseling. Testing was also available at all Clinic sites on that day.

Testing was also offered and encouraged on National Latino AIDS Awareness Day in October.

Whitman-Walker ended the year with its traditional World AIDS Day candlelight vigil, held this year at Dupont Circle. More than 150 people gathered to remember those lost to HIV/AIDS and those still living with the disease. WWC Chief Executive Officer Don Blanchon was joined by HIV/AIDS Administration Director, Dr. Shannon Hader, the Rev. Dyan Abena McCray of Unity Fellowship Church, and Wesley Pinkney, a client of Whitman-Walker and a 21-year survivor of HIV as speakers for the evening.

The gay, lesbian, bisexual and transgender (LGBT) community continued to receive expanded services at Whitman-Walker Clinic in 2007. Throughout the year, we served more than 4,000 clients who identified as LGBT.



The Lesbian Services Program received additional grants for the Breast Health Initiative, a program that provides breast cancer screenings and education for lesbians, bisexual women, transgender people and low-income women. The Avon Foundation Breast Care Fund provided \$40,000, the seventh time BHI has received funding from Avon. BHI also received \$75,000 from Susan G. Komen for the Cure.

The 32nd annual Capital Pride festival was held in June with a week's worth of activities, culminating in the traditional parade and street festival. This year, the Clinic partnered with 13 other LGBT organizations to present Capital Pride: Human Rights Campaign; The Center; National Youth Advocacy Coalition; Capital Area Interweave; DC Black Pride; Dignity/Washington; Gay Men's Chorus of Washington; The Mautner Project, the National Lesbian Health Organization; Metro DC P-FLAG; Northern Virginia AIDS Ministry; One in Ten; Radical Faeries; and Westminster Presbyterian Church. Each partner contributed financially to the event and sent representatives to the organizing committee and subcommittees. The result was a more inclusive and community-focused event that once again brought thousands of people out to celebrate their identity.

In November, the Lesbian Services Program held "Queer Life, Queer Love: Lesbian, Bisexual, Transgender and Queer People Living Life Fully," a day-long conference on relationship building, communication, health and wellness, and legal and financial issues for the LBT communities.



A conference presented
by the Lesbian Services Program
of Whitman-Walker Clinic



Program Profile

The Bridge Back Program is an eight-bed, 90-day, coed residential addiction treatment program that serves residents of the District of Columbia. The program offers comprehensive addiction treatment services based on the needs of each client, and individual, group and family therapy, case management services, psychiatric services, nutritional services, nursing services, recreational activities and access to community support groups. Clients self-administer their own medications under staff supervision. HIV-positive clients may receive HIV care at Whitman-Walker Clinic or their clinic used at admission.

A multi-disciplinary team is responsible for developing and implementing all aspects of each client's treatment plan. This team is made up of a clinical program manager, psychotherapist, social worker, addiction counselors, a nurse, a consultant nutritionist, residential counselors and a consultant psychiatrist. Staff coverage is provided 24 hours a day, seven days a week, 365 days a year.





« Congressman Steny Hoyer and Hunter Carter with their awards at Going the Extra Mile



« Gala Co-Chairs Capricia Marshall and Ty Hreben



« Barbara Cook

FUNDRAISING HIGHLIGHTS

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

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 2007.

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

"Going the Extra Mile" 2007 was held at the residence of the French Ambassador and raised more than \$190,000. Congressman Steny Hoyer (D-MD) received the Toubin Award, while Hunter Carter of Arent Fox LLP received the "Going the Extra Mile Award."

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

Legendary Broadway star Barbara Cook joined Whitman-Walker for the 2007 edition of "A Celebration of Life." CareFirst BlueCross BlueShield, the Henry J. Kaiser Family Foundation and G. Neel Lattimore received the Partner for Life awards. The 2007 gala raised more than \$580,000.



« Congresswoman Norton, Mayor Fenty, Councilmember Catania join Board Chair Jannette Williams and others for 2007 AIDS Walk.



« Art for Life artwork by Honoree Virginia Scofield



« Art for Life artwork by Mirta Meltzer

AIDS Walk Washington – A FIVE KILOMETER FUNDRAISING WALK/RUN

In 2007, the AIDS Walk raised more than \$860,000 through more than 6,000 walkers and nearly 1,000 runners in the first ever 5K run at AIDS Walk. The annual Courage Award was presented to Shawn Henderson, moderator for the DC Young Poz Socials group. Chip Arndt, winner of the CBS reality show "The Amazing Race," was this year's grand marshal.

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

The Art for Life art auction, held once again at the Organization of American States building, raised more than \$57,000 to benefit services for the Latino community. Mirta Meltzer and Virginia Scofield were honored for their numerous years of donating artwork and supporting the event.

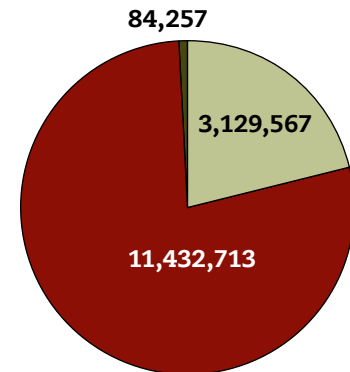
Volunteer Profile

Bob Stoeber has been a volunteer with Whitman-Walker Clinic for 20 years. A native of Colorado and a veteran of the Army who served in Germany, Stoeber moved to Washington, DC, when he returned to the United States in 1958. He began a career as a chef working at three and four star hotels until 1992 when he tested positive for HIV and went on disability. Volunteering at the Clinic is very important to him. Despite his own failing health, he has been working at the Food Bank at least twice a week since it opened. He won a Gene Frey Volunteer Award in 2000 and, in 2007, IONA Senior Services honored him as one of the most dedicated senior volunteers in our community.

FINANCIALS

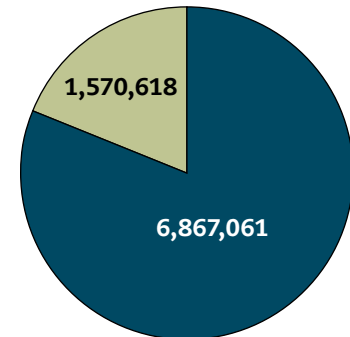
ASSETS

Current Assets	\$
Current assets	3,129,567
Property & equipment, net	11,432,713
Other assets	84,257
Total assets	14,646,537



LIABILITIES

Current liabilities	6,867,061
Long-term liabilities	1,570,618
Total liabilities	8,437,679

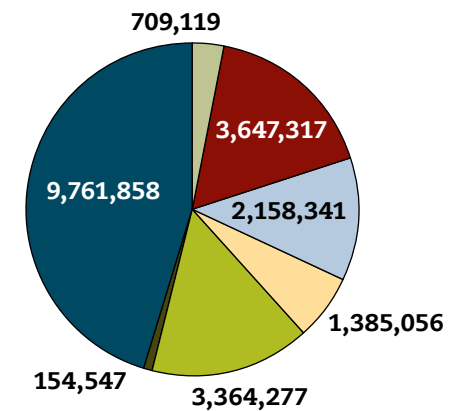


NET ASSETS

Total net assets	6,208,858
Total liabilities & net assets	14,646,537

REVENUE

Contracts & grants	9,761,858
Contributions	3,647,317
Special events	2,596,158
Less cost of direct donor benefits	(437,817)
CFC/United Way	709,119
Program donations & fees	154,547
Medicaid, third party payments & other, net	1,385,056
Other revenue	3,364,277
Total revenue	21,180,515

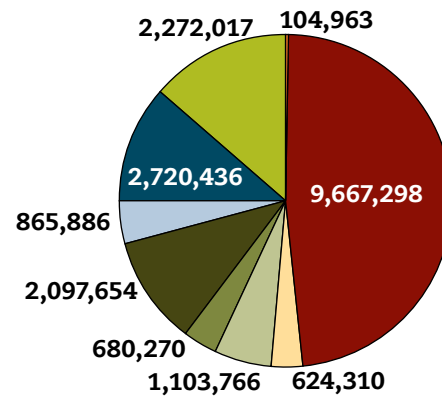


FINANCIALS

EXPENSES

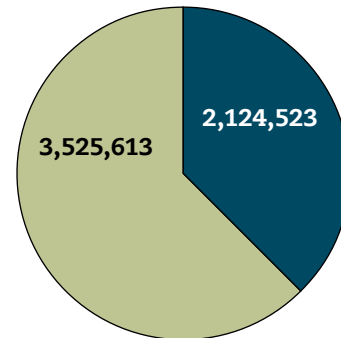
Program services

Behavioral health	2,720,436
Preventive health	2,272,017
Legal services	865,886
WWC Virginia	2,097,654
WWC Maryland	680,270
Max Robinson Center	1,103,766
External affairs	624,310
Medical services	9,667,298
Volunteer resources	104,963
Total program services	20,136,600



Support services

Management & general	2,124,523
Development	3,525,613
Total support services	5,650,136
Total expenses	24,430,354



Changes in net assets from operations (4,168,404)

Net assets at beginning of year 10,377,262

Net assets at end of year 6,208,858

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 2007.



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Philanthropy Fund	The Heaton	Jennifer & Greg Kaufmann	Sheila Leiss	Companies
Joel Goldstein	Charitable Fund	Peter Kazon	Chrys Lemon	Janice McKeever
Peter Goldstein	Carolyn Henderson	Kelley Drye & Warren LLP	Kathi Levine	Edward McNicholas
Kristen Gooch	John Henderson	The Kellogg Collection	Marilee Lindbeck	Clyde McPherson
Kelly Goode	Christopher Herrling	Patrick Kemp	David Lindsey	MDB Communications
Robert Goodrich	Joanne Hess	Ronald Kent	Deborah Linn	Timothy Meagher
The Grace Jones	Ulrich Hewer	Gary Kepplinger	Steven Linscheid	Debra Meislin
Richardson Trust	Jean Hickman	Margaret Kinder	Robert Linse	Keith Melder
Kevin Grady	Elizabeth Hilder	Larry Kirkland	Claudia Lipshultz	Merrill Lynch & Co.
Gray Horst Greczmiel	Bartholomew Hill	Kirkland & Ellis Foundation	David A. Lipton	Foundation, Inc.
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Susan Green	Michael Hoagland	William Kirschner	Walter Lohmann	Jim Miller
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Gail Griffith	Jason Hottle	Daniel Kolb	Edwin & Molly Lynch	Drew Mitchell
Alan Grimaldi	Houston Associates, Inc.	Jeffrey Kozak	David Lyons	Ben Mizer
Donald Griner	Antonia Ianniello	KPMG Community	M. C. MacCulloch	R. Mollen
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Lee P. Haacker	Gary Ivens	Frank Kulbaski	Julie Mannes	John L. Morell
Elizabeth Hadley	Richard Janis	Valerie Kunsman	Linda Marks	Kristine Morris

Diane Mossholder	Peter Pizzolongo	B. Rouse	Gary & Suzanne Smuckler	Martha Talbot
Terry Murphy	Mary Pockman	Kevin Rusnak	Judith Soderholm	TAP Connected to the Community Giving Campaign
Doreen Murphy	Karen Pollitz	Emily Russell	Marilyn Sommer	
Margaret Murray	Posner	Kenneth Ryan	Michael Sommer	TBG Financial West
Gregory Nagel	Lani Pottle	Harry R. Sachse	South African Embassy	Technical Resources International, Inc
Jane Neal	Edward Poutier	Albert Salas	Thomas A. Spiegel	
Dennis Neason	John Quinones	Chris Sale	Linda Spink	Team Finneganders
Catherine Nelson	Ronald Ragland	J. Salestrom	Springbrook High School	Carol A. Thedford
Dan Nicolson	Craig T. Rahl	Salter & Company, LLC	Shirley Springer	Suzanne Thouvenelle
Camilla Nilles	Kathy Reed	Sander and Ray Epstein Foundation	Kathryn Sprouls	Nestor Tirado
Gerson Nordlinger	F. Van Reigersberg	Theresa Sanders	Langley Spurlock	Ellen Tollie
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Judith Ochs	Richard A. Weible Trust	Ronald Schechter	Richard Stamberger	Mary Tondreau
Frank Oldham	Steven Richardson	Barbara Scherer	Susan Stanley	Tone 13 Recordings
Gary P. Oliver	Eric P. Ries	Betty Scholten	Benjamin Stearn	Anna Toscano
W. Thomas Oliver	David Riley	Leonard Schuchman	The Stebbins Fund, Inc.	Heather Townsend
Oppenheim Charitable Foundation	Sarah Rillon	Keith Secular	Ronald Steel	Rebecca Troth
Llelanie Orcutt	Sara Roades	Carol Segal	Ronald Stern	Julia Trotter
Elizabeth Owen	Sam Roberson	Roger Sharpe	Theresa Stevens	Bob Turkelson
Bill Parry	Owen Roberts	Michael Sheehan	Daniel Stewart	Caroline C. Turkus
Pattie Patrick	William Roberts	Patti Sheer	Stewart Title Group, LLC	Jacquelin Tusa
Paullin Family	James E. Rocap	David Sheldon	Robert D. Stillman	Michael Ulrich
Nancy J. Pearson	Michael Rogan	Mark Simmons	Lyn Stoesen	United Airlines Employee Giving Program
Theodore Pedas	Scot Rogerson	David Simonds	Olga Stone	
Carolyn Perroni	Peter Roman	Singer	William E. Stone	Donald Uttrich
William Peter	Ann G. Rosenblatt	Erin Sitton-Coats	Dennis Stout	Fernando A. Van Reigersbur
Vishwas Pethe	Peter Rosenstein	James Smith	Christopher Strobel	Ellen Vargyas
Rosalind A. Phillips	Shalla Ross	Kenneth Smith	Christine Suskiewicz	Anthony Varona
Tracy Pilzer	Leland Roth	Nancy Smith	Marilyn R. Susskind	Steven P. Varrecchio
Pamela Pitkin	George Rothstein	Sally Q. Smith	Scott Swenson	Rene Vours
Frances Pitlick	Paul Rothstein		Donald Szumowski	Carolyn Veiga
	Julie Rottenberg			

Joe Velasquez
The Vestry of All
Souls Parish
Dennis Vierra
Bill Vodra
Pranav Vyas
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Jan Walker
William Wallace
Christopher Ware
Charles Warren
Washington Hebrew
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Annette M. Wasno
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Jonathan Weinstein
M. F. Weissberg
Barbara Wells
Skip & Beth West
Cecilia Westray
Tim Wheat
Carolyn Wheeler
Elizabeth Wheeler
Jeffrey White
Greg Wicks
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Mark Williams
Molly Wilmarth
Michael Wilmoth
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Robert Wing
Thomas Wischer
Eric Wolff
Burton C. Wood
Kathleen Wood
Mendelle Woodley
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Kirby Yarbrough
YFE, Inc.
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