

MINNESOTA
AIDS
PROJECT™

2013

ANNUAL REPORT

MISSION

The mission of MAP is to lead Minnesota's fight to stop HIV through prevention, advocacy, awareness and services.

VISION

The Minnesota AIDS Project envisions a world free of AIDS.

GUIDING PRINCIPLES

We believe optimal outcomes depend upon client responsibility and initiative.

We are compassionate toward all people affected by HIV and AIDS, and demonstrate fairness and respect for all individual rights in all that we do.

We believe in the strength of diversity and respect the rights of all individuals to embrace and celebrate their cultures.

We depend upon the professionalism and dedication of staff and volunteers to achieve our mission.

We believe in the strength of diversity and respect the rights of all individuals to embrace and celebrate their cultures.

We engage a broad range of individuals and organizations in planning, implementing, and evaluating our services.

We are fiscally responsible and use our financial resources effectively.

We actively seek ways to continuously improve our services.

We collaborate with others to maximize the effectiveness of limited community resources.

We value learning all we can about HIV and AIDS, and transferring this knowledge to affected communities.

LETTER FROM THE EXECUTIVE DIRECTOR



2013 was our year to take stock, celebrate the impact Minnesota AIDS Project (MAP) has on the community and to begin taking bold new steps to end HIV in Minnesota.

MAP's board of directors and staff launched a strategic planning process to visualize our future as change agents in the fight to end HIV in Minnesota. We examined our relevance, our mission and vision to ensure that all we were doing continued to make a positive impact for all we served including the greater community. What an incredible feeling to have accomplished so much in a short period of time with full participation from all levels of the organization, the community, and the individuals we serve both those living with HIV and those at-risk. Big bold steps describes our vision as we proudly move forward to create a Minnesota *where new HIV infections are eliminated and individuals with HIV live long, healthy lives.*

With our planning process behind us, we gathered with friends in early December to celebrate our 30 years of service to the state of Minnesota. 30 years of steadfast commitment to serve people living with and risk for HIV. 30 years of advocacy, prevention education and supportive services to thousands of Minnesotans impacted by HIV. It was a humbling experience.

Thank you all for supporting our efforts to bring peace to those impacted, awareness to those unaware, and comfort to our greater community. In the end, we all want the same thing, no new HIV infections and our friends living with HIV live long and healthy lives.

Best,

A handwritten signature in black ink that reads "Bill Tiedemann". The signature is fluid and cursive.

Bill Tiedemann

Executive Director

LETTER FROM THE BOARD

Dear Friends:

For the Minnesota AIDS Project (MAP), 2013 was a year of both reflection and looking ahead. There is no better time than a milestone anniversary to reflect upon the history of HIV and AIDS and the work that MAP has done over three decades to fight this epidemic through prevention, awareness, advocacy, and supportive services for those living with HIV.

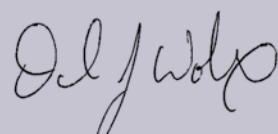
This was a milestone year for MAP for another reason: after more than a year of work by staff, board members, partner organizations, and members of the community, MAP's board of directors adopted a new strategic plan in 2013.

Our new plan is an outgrowth of the National HIV/AIDS Strategy and envisions a Minnesota where new HIV infections are eliminated and where those living with HIV are able to live long, healthy, and productive lives. By focusing on prevention, access to care, reducing HIV-related health disparities, and addressing the issue of stigma and discrimination associated with HIV, our new strategic plan helps MAP evolve to meet the changing needs of those at-risk for and living with HIV/AIDS.

Although the HIV/AIDS-related challenges of 2013 are different than those in 1983, they are no less significant. MAP, and indeed the entire HIV/AIDS community, has been fortunate to have strong and effective leaders that have led to the advancements we are experiencing today. But the work is far from done — and MAP's role and sustainability has never been more important in the health of our community.

On behalf of MAP's board of directors, I'd like to thank you for your commitment to this cause and this organization. Thirty years have shown us we can — and must — make a difference in the fight against HIV/AIDS and in the lives of those living with it.

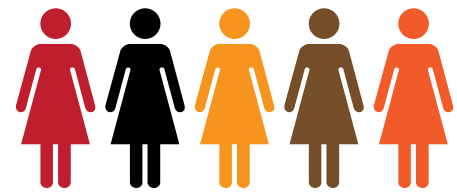
Sincerely,



Dan Wolter

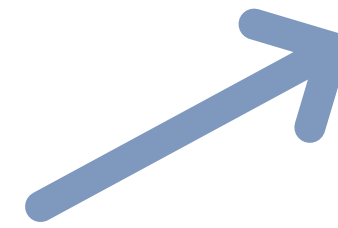
2013 Board Chair





DISPROPORTIONATE IMPACT ON WOMEN OF COLOR

Women of color made up 73% of the new cases among women in 2013, with African-born and African American most disproportionately impacted.



STEADILY INCREASING NUMBER LIVING WITH HIV IN MINNESOTA

7,723 people are known to be living with HIV in Minnesota as of December 31, 2013. It is not known how many other Minnesotans are living with HIV, but have not yet been tested.



LATE TESTERS

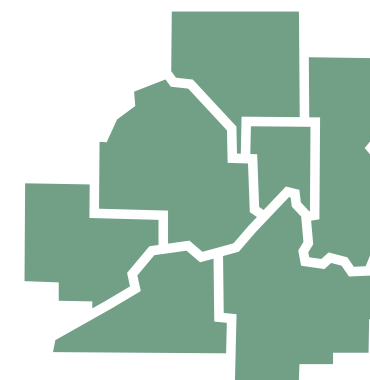
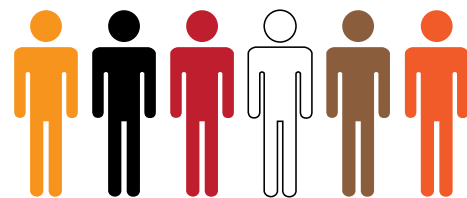
Nearly 1 in 3 (29.6%) are being tested in later stages of their infection, missing years of beneficial treatment and virus suppression.

PROFILE OF HIV IN MINNESOTA

DISPROPORTIONATE IMPACT ON GAY AND BISEXUAL MEN OF ALL RACES

Gay and bisexual men of all races and ethnicities continue to be disproportionately impacted by HIV in Minnesota. The numbers are particularly high among gay and bisexual men (ages 20–34).

Of the 76 adolescent and young adult males newly infected with HIV in 2013, nearly all of them reported male to male sexual contact or male to male sexual contact along with injecting drug use as risk factors.



HIV HEAVILY CONCENTRATED IN SEVEN COUNTY METRO AREA

In 2013, 39% of newly reported cases of HIV resided in Minneapolis, 10% in Saint Paul, 32% in Twin Cities' suburbs, and 19% in Greater Minnesota.

The Twin Cities' suburbs experienced a 22% increase in new infections in 2013.

1 ONE NEW HIV INFECTION REPORTED NEARLY EVERY DAY IN MINNESOTA

In 2013, 301 new cases of HIV were reported in Minnesota. The 301 new cases represent a 4% decrease from 2012.

DISPROPORTIONATE IMPACT ON COMMUNITIES OF COLOR

Disproportionately impacted communities include African Americans, with 24% of newly diagnosed cases yet making up only 4% of the state's population, African-born persons with 14% of newly diagnosed cases yet only make up 1% of population.

Foreign born persons made up nearly 1 in 5 of the new HIV infections in 2013, and progress from HIV to AIDS more quickly than U.S. born persons living with HIV in Minnesota.



MINNESOTA AIDS PROJECT STRATEGIC VISION

On December 1, 2012 MAP's board, staff and members of the HIV-affected community launched a strategic planning process to determine strategic goals to guide the agency over the next three years. The plan is focused on achieving the goals of the National HIV/AIDS Strategy (NHAS) within the context of the Affordable Care Act (ACA) and intended to help to construct a new reality for Minnesota where *new HIV infections are eliminated and those infected will live long and healthy lives*. To reach this collective vision, MAP began its strategic planning process asking bold questions utilizing strategies derived from national and local research about the changing landscape within the HIV sector. From the knowledge gained, MAP began to test strategic assumptions about the future through focus groups with consumers, staff and interviews with national, regional and local leaders within the healthcare and HIV sectors.

MAP's 2013–16 Strategic Plan will advance the following four **Strategic Goals** and activities that support our collective vision to create a Minnesota where new HIV infections are eliminated and individuals with HIV live long, healthy lives.

During the three year period covered by this plan, organizational and programmatic growth will be guided by the goals of the National HIV/AIDS Strategy in concert with the Patient Protection and Affordable Care Act.



2013–2016 Strategic Plan Goals

- 1. Increase access to health care, treatment, and prevention education for individuals living with, at risk for, and affected by HIV.**
- 2. Improve health outcomes for people living with and at risk for HIV.**
- 3. Decrease HIV-related health disparities.**
- 4. Reduce stigma and discrimination associated with HIV.**
- 5. Strengthen MAP's business processes in order to ensure long-term sustainability.**

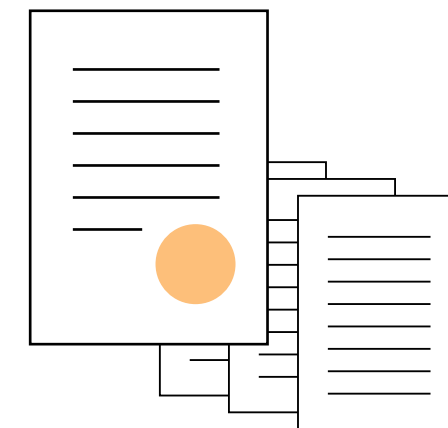


MAP's **TRANSITIONAL HOUSING PROGRAM** provided stable housing to 611 people and their families.



EVERY PENNY COUNTS EMERGENCY ASSISTANCE PROGRAM provided \$1,012,834 to individuals living with HIV throughout the state needing emergency assistance with basic needs.

LEGAL services assisted 913 clients with free or low cost legal assistance including debt, discrimination, social security, immigration and estate planning.

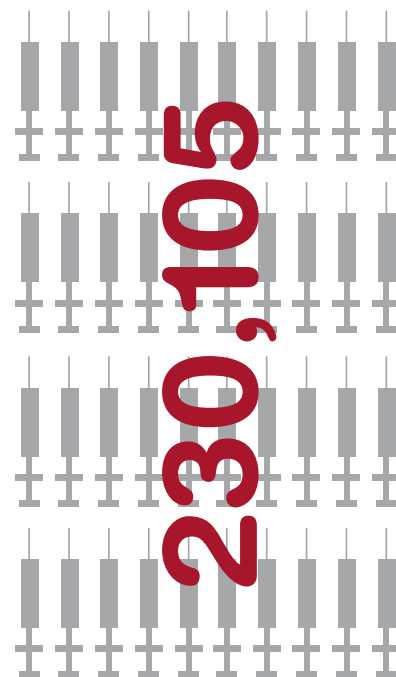


TRANSPORTATION SERVICES provided 4,321 rides for medically related services that help people living with HIV to stay in care.

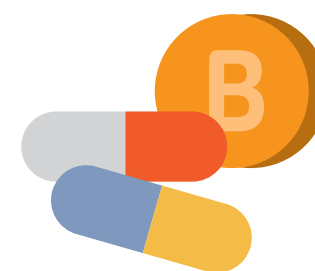
2013 PROGRAM HIGHLIGHTS

TEACH

The program reached 9,791 individuals with accurate, up-to-date information on HIV and related subjects.



MAINLINE, MAP's syringe exchange program had 3,251 clients in 2013, who exchanged 230,105 needles for clean ones, reducing their risk of HIV, Hepatitis C and other injection-site related infection.



MAP's CHEMICAL HEALTH ASSESSMENT

program linked 217 people living with HIV to chemical health treatment.



MAP BENEFITS launched a MNSure navigation program to assist communities at increased risk for HIV and related health disparities with health care enrollment.

The **PRIDEALIVE** program distributed 39,092 safer sex kits to targeted communities at increased risk for HIV.



ORGANIZATIONS

\$5,000 Plus

Art and Martha Kaemmer Fund of HRK Foundation
Broadway Cares/Equity Fights AIDS
Community Health Charities Minnesota
Entertainment AIDS Alliance
Fred C. and Katherine B. Andersen Foundation
Gerald A. Wellik Charitable Remainder Unitrust
Hugh J. Andersen Foundation
The Jay and Rose Phillips Family Foundation
Legal Services Advisory Committee
Lloyd K. Johnson Foundation
MAHADH Fund of HRK Foundation
Minnesota Fighting AIDS on Bikes (Red Ribbon Ride)
Pfizer, Inc.
The Ray Edwards Memorial Trust

\$2,500 to \$4,999

The Edward R. Bazinet Foundation
IBM Corporate Headquarters
Rogue Foundation

\$1,000 to \$2,499

Bell Mortgage
The Burdick Family Fund of the Minneapolis Foundation
Century Link
Edina Community Lutheran Church
Edina Realty Foundation
Greater Twin Cities United Way
Minnesota State Bar Foundation
North Country Bears
Shakopee Mdewakanton Sioux Community
Symantec
Twin Cities Good Times Softball League
The Whitney Foundation

\$500 to \$999

AFSCME Local 306 – Dakota County
Britis Ltd., LBW/LLC
Duluth Superior GLBTQAI Pride
Goldman, Sachs & Co
Great Clips, Inc.
Hubbard Broadcasting Foundation
Medtronic
Minnesota Community Foundation
Schwab Charitable Fund
Travelers Community Connections
United Way of Central Ohio

\$100 to \$499

All Nations Seventh-Day Adventist Church
Allina Health
Ariaís Garden Sanctuary
Blue Cross and Blue Shield of Minnesota Foundation
Carlson & Associates
Charles Schwab
Colonial Homes, LLC
Community Shares Minnesota
Dakota Dental and Implant Center
Dell
eagleBOLTbar
The Eric L. Anderson Fund of the Minneapolis Foundation
Fiant Dental
Fraternal Order of Eagles Auxiliary 622
Fraternal Order of Eagles Auxiliary 3718
Golden Sun Marketing
Governmental Policy Group
Health Care Advocacy Alliance
Home Depot
Interim Health Care Adult Foster Care

Jeffrey P. Scott & Associates
Land O' Lakes, Inc Foundation
Linen Effects
Lowbrow
LukeWorks, LLC
McKinney & Associates
McKnight Foundation
Midwest Metal Finishing, Inc.
Minneapolis Federation of Teachers
Neural Interactive, LLC
Olson and Welle, P.C. Attorneys at Law
Oracle Corporation
PAMís Auto Inc.
Park Avenue Center, Inc.
Piper Jaffray Employee Giving
Provost Cleaning
Public Affairs Associates
Summit Mortgage Corporation
Super Go Faster
TCF Foundation
Thrivent Financial for Lutherans
United Fund of Judson Township
United Way of the Mid-South
United Way Valley of the Sun
US Bancorp
Viking Drill and Tool
Volunteers of America – Minnesota



INDIVIDUALS

\$5,000 Plus

David Hanson
Mark A. and Kathryn Peilen

\$2,500 to \$4,999

Greg Carlson
Michael D. Cassidy
Eva E. McAlister
Christine and Terry Severns-Williams
Daniel Wolter

\$1,000 to \$2,499

Edward S. Alch and Patrick Pryor
Glenn E. Bartsch
Dan R. Becton
Eric Blad and Rick Perry
Paul Brown
Amie A. Burnett
Philip W. Cooper
Joe Dowling and Siobhan Cleary
Greg Downer
Joseph R. Fickle
Charlotte and Gene Frampton
Thomas Gehlbach
Steven H. Kampa
Sarah and Patrick Kelly
John Knudsen and Brian Austin
Reid V. MacDonald
Allen Olson and Alan MacFarlane
Dean Polkow
Jason Rohloff
Ashton and Michael Schatz
The estate of Randy L. Schultz
Matthew and Lisa Spector
Don W. Taylor
Bill Tiedemann
Jason Vig

\$500 to \$999

Richard C. Allendorf
Chase Baker
Scott Bauhofer
Brent and Colleen Bechtle
Gerd Bents and Gina Fruncillo
Michael E Bergman
Paula Bernstein
David Bjork and Jeff Bengtson
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Eileen Bohn
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Tim and DeLila Boyer
Jerry A. Burg
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William Erickson
Peter D. Farstad and Paul C.N. Mellblom
John Feickert
Ellen and Gordon Frayne
Barb A. Geisman
Julie Gianera
Richard Greenie
Marcia Greenfield
John Hering and Matt Vonk
Kevin R. Horne
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Russell S. King
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Brian Maki
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Don McNeil and Emily Galusha
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James Muller
Amy S. Mulvahill
Jeffrey Myers and Randy Bye
Tara Osterberg
John Ott

Milo Pinkerton and Virgil Taus
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Jeff and Bridget Pricco
Timothy T. Price
Scott M. Rice
Lee L. Roehl
Lisa Saathoff
Jim Schweitzer
Joseph and Susan Strubel
David Teater
Steve and Dennis Tiff
Joe Tretter and Eric Hansen
Brian VanderWaal and Jeff Hlavacek
Charles and Jan Wally
Mary Warden
Jane West
David Wiechmann
Sandra K. Wolfe

\$100 to \$499

John D. Ackerman
Kathi Ackerman
Thomas Ackerman
Beth M. Adams
Mary D. Adamski
Sheri Alexander
John Alexander
Michael E. Alexin
Karie Allen
Jeffery A. Alspaugh
Mary Lou Ambrose
Margret and David Anderson
James J. Anderson
Macie Anderson
Marilyn and Ray Anderson
Bruce D. Anderson
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Richard O. Anderson
Jeffery Anderson
Ken Anderson
Danielle L. Anderson
Clint D. Anderson
Lee Anderson
Joni Anderson

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 Tracy Armstrong
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 Cece Just
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 Alice Karakas Neuman
 Mary D Katsiaficas
 Sue Katzenberger

Dan Kaufman
 Aunt Mickey and Uncle Mike Kaufman
 Patrick and Margaret Keating
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 Dylan Kelly
 Nikki Kelly
 Lara Kennedy
 Donnie Kenneth
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 Deb Kidder
 Mary and Brian Kinder
 William King
 Olene Kinney
 Trisha Kirk
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 Andrew Kline
 Karla Klingfus
 Piotr Kloda
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 Voigt O. Lenmark

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 Cammie McDaniel

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 Krystal McKay
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 Ellen McVeigh
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 Jacquie L. Meissner
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 Christina and Dan Meyer
 Nick Meyer and Rex Beyer
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 Mary Milla
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 Anna Miller
 Catherine R. Miller
 David Miller
 Dorothy Miller
 Gregory Milliren
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 Phil M. Momont
 Michele Monfils
 Philip Moody
 Frank Morales
 Margaret Moreland
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 Scott Morgan
 Karen Severns and Koichi Mori
 Robert Morris
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 MaryAlice Mowry
 Jeffrey Mulder
 Robert T. Murphy
 Charlene Nagayama
 Mark S. Nardi
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 Elaine Nazareth
 Jamie R. Neldner
 Eric Nelson
 Erika G. Nelson
 Heidi Nelson
 Ron Nelson
 Mike and Carol Nemanich
 Karen Nestingen

Henry Ng
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 Dick and Joan Niemiec
 Janice Nightingale
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 Debra Olson
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 James Oltman
 Jon O'Neal
 Vivienne Onyancha-Shoemaker
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 Teresa Ortiz-Reich
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 Mark Owens
 William W. Pace
 Paller-Rzepka Family
 LauraRose Paradis
 Delora A. Paradis
 Kaylene Patnode
 Tony Payne
 Michael Pearson
 Jill Pearson
 Peter and Lora Pesheck
 Mark E. Peterson
 Eric M. Peterson
 Curt N. Peterson
 Donna Peterson
 Shannon Pierce and Denise Bowyer
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YOUR SUPPORT OF THE MINNESOTA AIDS PROJECT IS VITAL AND CAN HAPPEN IN MANY WAYS:

FRIENDS OF MAP provide an excellent opportunity to support the agency's important mission at any time.

LEADERSHIP GIVING, through annual gifts of \$1,000 or more, provide valuable unrestricted support allowing MAP to respond to new education and advocacy opportunities, reaching farther and more effectively into the Minnesota communities fighting HIV.

Make a gift through your **WORKPLACE GIVING PROGRAM**. Designate a specific charity to receive a portion or all of the annual contribution you make through Community Health Charities Minnesota payroll deduction. MAP is a proud member of Community Health Charities Minnesota. www.healthcharitiesmn.org

MONTHLY GIVING enables you to segment your annual gift into monthly payments, which you can change or cancel at any time.

WORKPLACE GIVING AND EMPLOYER MATCHES provide an increasingly important source of support. Many businesses offer employees the option of giving to MAP through payroll deduction and support their employees' community involvement by matching gifts of time or money. Ask your employer about a matching program.

PLANNED GIVING provides MAP supporters an opportunity to make a testamentary bequest. Contact MAP's development office for information.

MEMORIALS AND TRIBUTES are an excellent way to remember a person for whom you cared, or to honor someone's work or commemorate a special life event.

You can also consider online giving at any time at www.mnaidsproject.org.





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Bolded names are the individuals being recognized by the names that follow.

THANK YOU VOLUNTEERS!

Our dedicated volunteers give of their time and energy both behind the scenes and in the public eye to help the Minnesota AIDS Project achieve its mission to stop HIV through prevention, advocacy, awareness and services. From preventing new infections by assembling and distributing countless safer sex kits to raising awareness by telling their personal stories, our volunteers make tremendous contributions to the fight against HIV in Minnesota. To all of our wonderful volunteers, we say thank you for your unwavering support, for your incredible dedication to serving your community, and for inspiring us all to continue working toward a healthier Minnesota.

MINNESOTA AIDS PROJECT VOLUNTEERS CONTRIBUTED NEARLY 10,000 HOURS OF SERVICE, VALUED BY THE INDEPENDENT SECTOR, A NATIONAL LEADERSHIP NETWORK FOR NONPROFITS, AT OVER \$200,000 IN SAVINGS FOR THE ORGANIZATION.



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2013 FINANCIAL STATEMENTS

STATEMENT OF ACTIVITIES

Revenue

Government grants/contracts	3,704,938
Contributions	569,939
Other	141,397
Total Income	4,416,274

Expenses

Emergency financial assistance	1,012,834
Client services	1,576,363
Communications	137,945
Education and prevention	1,151,617
Public policy	90,252
	3,969,011

Management and operations	383,098
Fundraising	310,737
Total Support Services	693,835
Total Expenses and Losses	4,662,846

Change in Net Assets (246,572)

STATEMENT OF FINANCIAL POSITION

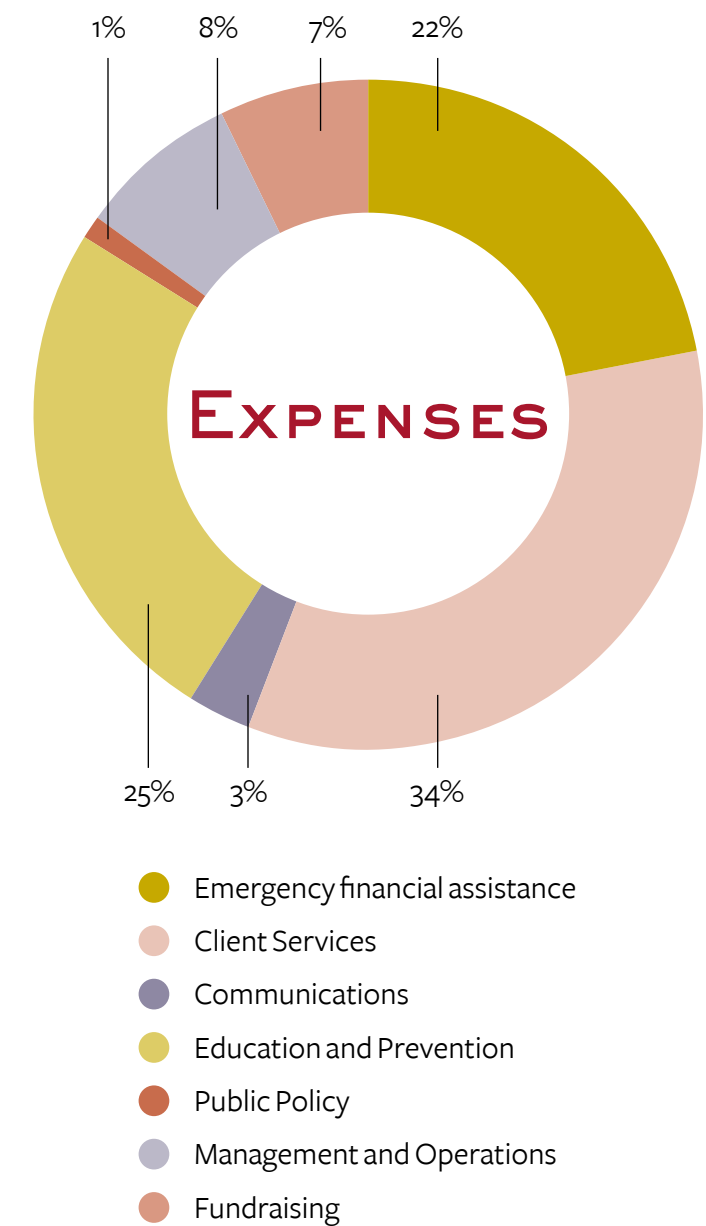
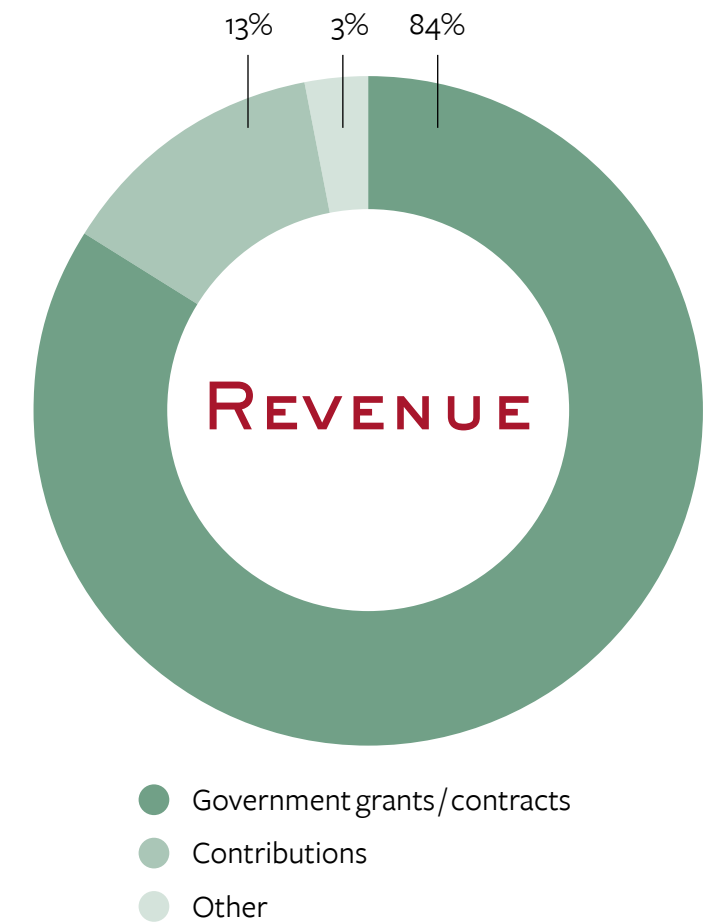
Assets

Current Assets	685,273
Net Capital Assets	1,688,212
Other Assets	150,233
Total Assets	2,523,718

Liabilities and Net Assets

Liabilities	
Current Liabilities	259,276
Long-Term Liabilities	748,743
Total Liabilities	1,008,019

Net Assets	
Unrestricted	1,403,699
Temporary Restricted	112,000
Total Net Assets	1,515,699
Total Liabilities and Net Assets	2,523,718



MINNESOTA
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