



annual report
2010
www.stapinc.org

Serving Broome, Chemung, Chenango, Cortland, Delaware, Otsego, Tioga & Tompkins Counties



Paul Rushanski
STAP Board President

John Barry
STAP Executive Director

board president & executive director

Twenty-six years ago a dedicated group of volunteers banded together to form a task force that would become the Southern Tier AIDS Program. That task force had only \$50,000, 3 paid staff and donated office space to meet the incredible needs of those early years. Those early pioneers persevered and built a strong foundation that has continued to facilitate STAP's growth. As we write this, STAP employs more than 50 people, has 9 offices and a budget approaching \$3 million dollars. Our mission remains, *"providing effective and innovative HIV and Hepatitis C prevention education and outreach services to individuals and communities and comprehensive and caring services to people living with HIV and Hepatitis C in our region"*.

STAP's vision is that *"We work to create a world where HIV transmission is rare and those who are HIV+ lead healthy lives. We cultivate individual and community strengths to improve the public health. Our services focus on the health and well being of HIV+ persons, people in poverty, lesbian, gay, bisexual & transgender persons, youth, formerly incarcerated persons, communities of color and substance users. All services incorporate a harm reduction perspective and recognize that behavior change is a gradual process."*

2010 was a phenomenal year for STAP. Like a tree being pruned, the cuts have led to new growth. The NYS Department of Health awarded STAP two new grants, to do HIV/Hepatitis/sexually transmitted infection prevention work with active substance users and women of color. These grants added approximately \$370,000 annually to STAP's revenues and are allowing us to do prevention work with groups who are at substantial risk of infection.

We continue to cut costs, use resources more efficiently and do more with less. We feel very positive about the future here at STAP as we continue to compete successfully for grants, garner community support and expand our programming. We are especially proud of some of the following accomplishments this year:

STAP's Board of Directors challenged themselves to fundraise \$10,000 for the AIDS Walk and ended up raising over \$20,000. STAP's Board literally put their money where their mouths were, showing incredible leadership in a time of shrinking resources.

Our Development Department continued to do an unbelievable job of raising money in the midst of a nationwide economic downturn and resulting decrease in donations to some nonprofits. This year 16% of STAP's budget was donated by individuals and businesses, an increase over last year.

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STAP's cadre of accomplished volunteers was unflagging in their dedication this year. 600+ volunteers donated more than 12,000 hours in 2010. The agency simply would not operate as efficiently without the hard work and dedication of our volunteers. We are especially proud of the increasing numbers of HIV+ people who volunteer at STAP as their input and ideas are invaluable.

STAP partnered with the Roberson Museum this year to host our World AIDS Day event. We were able to premiere a powerful documentary of one client's journey produced by Jared Bosket. Once again, we raised money for the Jifahamu Kenya Foundation, our sister agency in Africa. The proceeds allow JKF to buy basic needs for children orphaned by AIDS.

We owe a tremendous debt of gratitude to our community for their support. We could not do it without you!

The year ended magically with a recreation of Studio 54 where the attendees were transported from 2010 to 1979. We can say without reservation that it was the best party we and many other people have been to in years.

STAP's Client Services Department grew by three staff in order to meet the increasing number of HIV+ persons requesting services and to maintain our standard of service.

You will see throughout this annual report that we owe a tremendous debt of gratitude to our community for their support, whether that is through donations, volunteer hours or collaboration with other organizations. The success you see in these pages is a result of a conscious effort on the part of literally thousands of people to make our community a compassionate and caring place. We could not do it without you!



board of directors

Seated: Christina Ruocco-Dolan, Vice-President; Paul Rushanski, President; Grant Best, Treasurer.
Standing: Joshua B. Ludzki, Larry Bailey R.Ph., Pamela Mischen, Michael Grasso, Nancy McGowan RN, Jamie Cornell, Helen Higgenbotham, Ralph Klotzbaugh RN.
Not Pictured: Michele Duffy RN, Secretary; K. Alice Wood Bulkeley, Angelo Fiori, Erik vonHausen

client services

HIV is a complex life-threatening disease that requires a comprehensive approach to care in order to survive and maintain a high quality of life. Clients of the Southern Tier AIDS Program can expect a safe and non-judgmental environment where the staff is committed to collaborating with the client's medical team to ensure quality HIV/AIDS care. Whatever clients need to feel well and live well is easily accessible

at the Southern Tier AIDS Program. They'll also find case management, medical advocacy, specialized housing services, education and receive assistance with accessing community services such as public benefits and entitlements, medical care, nutrition education, mental health services, substance abuse services, specialized pharmacies, support groups, and community events.



Kenneth Naughton

I arrived in the Broome County area in February, 1993, after the death of my son. During that time, I was struggling to get my life back on track from drug addiction.

On September 24, 1996, I had an HIV test done. At that time, you had to wait a week or two for results. My doctor told me that I was positive. I was devastated and appalled with myself. I didn't want to accept the diagnosis, so I had a second test done. When that result came back positive, I went through a lot of thoughts and emotions, and thought, "Why me?" I had thoughts of killing myself, but I prayed and talked with my mother and finally accepted it. I had to look at my life; I wasn't sure when I got the disease but I was sure that it wasn't through my drug use.

I am living testimony that because you have the diagnosis, you don't have to give up on life. I got educated, connected with support groups - both the NA fellowship (Narcotics Anonymous) and HIV groups. These groups helped me in many ways.

I came to STAP in 1997 and have been very involved with them since. STAP has helped me

along the way in accepting and dealing with my HIV. I couldn't have gotten this far without services - my case workers, the education I received on all my medications, as well as being a voice for those living with the virus. So for me, living with the virus has also encouraged me to keep persevering for higher heights, and educating others about the disease, but also being a person who loves people and life today. I couldn't have gotten this far without the support of my family, mainly my daughter and 12 grandchildren. They have been a very instrumental part in my recovery, as well as dealing with the virus.

Today, I am very grateful - today I am a positive role model for my grandkids and for those who I work and deal with throughout the community on a daily basis. I am not ashamed to speak about my status because I feel that it is important that I share my background so I can be a mentor for those that are yearning to have that support. Since being diagnosed, it gives me a great honor and privilege to go out and speak to colleges, etc. and share my story. This is how I get my blessings.

Medical Advocacy & Treatment Literacy

In recognition of the increasing complexity of treatment options available for persons with HIV/AIDS, STAP created the Choosing Health Options & Improving Client Empowerment Skills (C.H.O.I.C.E.S.) Initiative. HIV has been a reality for over two decades, and living with the disease becomes more complicated every year. Adherence is still in the forefront as a primary concern in improving the quality of life of those living with HIV/AIDS.

Medical Advocates offer to meet with all new HIV+ STAP clients, giving the client an opportunity to discuss their concerns and ask questions about HIV in a one-on-one setting. Clients that want more education and information can participate in the C.H.O.I.C.E.S program. The primary goal

of the C.H.O.I.C.E.S program is to assist clients in exercising informed participation in whatever treatment regimen they choose in collaboration with their physicians. Curriculum offered to HIV+ clients includes topics such as: Understanding your Lab Reports, Disease Progression, and Side Effect Management. Some individuals that complete the program become Peer Mentors, and volunteer to meet with newly diagnosed clients to offer Poz-to-Poz support.

The Medical Advocates also collaborate with representatives from pharmaceutical companies and specialty pharmacies to ensure clients have access to the most up-to-date treatment information. Two Medical Advocates staff the initiative.

Case Management & Support Services

Client Services offers professional client-centered support services to people infected/affected by HIV/AIDS. Case managers work in partnership with clients to realize the client's life and health goals. Case management technicians and Community follow-up workers provide essential practical support with transportation arrangements and other activities of daily living.

STAP's Case management, Medical Advocacy, and Housing programs work together and in collaboration with STAP's Prevention Services staff to offer client advocacy, supportive counseling, crisis intervention, and service referral.

STAP is the only provider of HIV/AIDS services in the Southern Tier. Because of the rural nature of the region, STAP client's have the added challenge of isolation. STAP offered several events with the goal of assisting our HIV+ community in expanding their supports and resources through others who share in the fight against HIV/AIDS. STAP hosted the 10th annual Thanksgiving Dinner for over 100 clients and their families and friends, participated regularly in the weekly Friends Dinner program, and provided support for the Oneonta social group, including a Holiday dinner. In addition to these events, STAP also offered the annual Journey's Spiritual Retreat at Sky Lake. The mission of this very special retreat is to "assist individuals in finding inner strength by awakening spiritual awareness" as a means to deal with the difficulties of living with HIV and AIDS. Programs offered are designed to help our clients cope with their daily

struggles and to revitalize their physical and spiritual well-being. This unique experience offers people living with a chronic illness 3 days/2 nights of education, spiritual growth and an opportunity to meet others impacted by HIV/AIDS. Last year was our most successful retreat to-date for the 47 HIV+ individuals that attended. Clients enjoyed making new friends, learning about their own spiritual journey, and drew strength from a refreshed perspective on life. This could not have been possible without our community's support and donations of financial assistance, products and services.

STAP also offers programs and financial support that assist with gaps in community services such as Adopt-A-Family and Pets Are Wonderful Support (PAWS.) STAP's Adopt-A-Family helps individuals with HIV by providing financial assistance to low-income families for things that no other resources are available. For instance STAP has been able to provide an orphan with shoes to wear to a parent's funeral, track shoes for a young HIV+ athlete, and a birthday cake and candles for a young single mother with little disposable income. These programs continue to support our mission of providing compassionate and life-enhancing services to our clients.

A Consumer Advisory Committee comprised of a group of STAP clients continues to meet to assist the agency by optimizing communication between consumers and the agency, advocating for consumer needs and provide input on the development of policy/procedures and educational programming.

prevention

STAP is constantly striving to reach into high-risk populations, as part of the mission to prevent new transmissions of HIV and Hepatitis C. In order to spread information about prevention methods for these viruses, as well as Sexually Transmitted Infections, new programs are created to target specific individuals within the larger community.

- **The Women's Services Program** is aimed at providing sexual health information to women from Communities of Color, as well as promoting ethnic and gender pride. This program is designed to educate women about HIV and STIs, as well as negotiation skills to use with their partners, in order to increase condom use. The program also encourages women to become empowered members of their community, get tested for HIV and STIs, and share information with their friends, family members and loved ones.

- **The Substance Use Outreach Program** strives to engage active substance users who are out of treatment into educational sessions (both group and individual) and provides referrals to treatment. These educational sessions teach participants information about HIV and Hepatitis B & C . The group setting allows for promotion of positive peer influence and the one-on-one sessions allow for participants to set individual goals to reduce their risk and consumption.

The STAP Prevention Department staff work in various locations throughout our eight county area. They strive to meet with individuals where they are in their communities, and choose times and locations that promote ease of access for individuals receiving services.



BELIEVE

there are
no limits
but the
sky

volunteers

Volunteers are seen at the Southern Tier AIDS Program on a daily basis. It may be the person answering the telephone when you call. They are helping a client get to the doctors, or preparing a meal. You may see them serving at the client dinner, or wrapping gifts at a local department store. They are also in the neighborhood offering information, or at an event registering the participants. In 2010, 625 people helped by giving over 12,000 hours of their time to our agency. Each hour of volunteer service in and of itself is very valuable. All of our volunteers are truly Friends helping Friends.



Kristen Harding

I am interested in non-profit work. I am fortunate to have my own business and that allows a little time to help. I knew Mary Kaminsky, and asked her if I could help. That was when I was first recruited to be on the Walk 2009 committee. From the beginning I felt so at home with STAP, and the ability to help the clients. It is a safe non-judgmental and caring agency that provides education and support services to anyone.

For my part, even though my schedule doesn't permit me to dedicate as much time as I would like to volunteer at STAP, I would just like to say that it is an absolute honor for me to be of service to the clients and the staff of this wonderful organization. It is a privilege to witness the caring, compassion, total acceptance, and sense of family that is the very essence of STAP. - Thank you for letting me help.

Kristen Harding - Committee member

STAP Puts the “FUN” in Fundraising

It has been an exciting and busy year for the Development Department at STAP. We started the year off with our annual gala, Cause for Celebration, where we honored our Outstanding Community Partners: Excellus BCBS, Frito-Lay, John Wells, Corner Store Catering and Mayor Matthew Ryan. Then STAP was given the opportunity to compete for a \$5,000 Pepsi Refresh grant. We placed near the top so they allowed us to compete the following month. Unfortunately, we did not win the grant but we are very thankful for all of the support. We placed proudly in the top one-hundred!

We had lots of fun with some pre-Walk events. In March, we held our second annual Celebrity Bartending Bash which has quickly become one of the funniest Sunday afternoons we could wish for. We spent an evening with the legendary ladies of the Silver Screen when Lee Byar presented StarCrazy. Java Joe's opened its doors to an evening of tasty hors d'oeuvres, wine, purses and jewelry. All of these events lead up to one of our most successful AIDS Walk/Run ever. A record breaking \$79,121.28 was raised at the 2010 AIDS Walk/Run. Although the

temperature was chilly, the atmosphere was blazing hot, which was clearly evident when top individual fundraiser Paul Rushanski, raising a total of \$6,500, began the walk in a pair of gold lamee shorts & a cut-off 'survivor' t-shirt.

This was the 12th annual AIDS Ride for Life. On September 11th, many community members chose to spend the day cycling around Cayuga Lake or volunteering to cheer on and help the cyclists. This annual tradition brought the community together to raise funds and recognize the importance services provided by the Southern Tier AIDS Program. We had over 330 riders on the road riding 40, 50, 90 or 100 miles and together we raised over \$225,000! The fundraising efforts were tremendous this year and the Southern Tier AIDS Program relies on the money raised from special events, like the Ride, to provide unrestricted funds that enable flexibility in programming and services for clients in need.

The AIDS Ride for Life is organized by a committee of staff from the Southern Tier AIDS Program and dedicated volunteers who meet monthly from



January through September. The planning committee comes together to plan every aspect of the ride and to commit itself to the goals of the Ride. It was all about the dogs on a beautiful, sunny October day! Over 100 of our best friends were treated to a day of their own. They played, paraded around the park, and enjoyed a Puptastic Post Party! The 2010 Doggone Fun on the Run raised over \$17,000.

In December, we joined with Roberson Museum and Science Center to hold a World AIDS Day event. This event benefits our sister organization, the Jifahamu Kenya Foundation. Attendees enjoyed African dance and drumming provided by Dr. James Burns and the Nukporfe Dance

and Drum Ensemble from Binghamton University, jewelry made by the women of Kenya, the premier of Brian's Story and they were able to view the fabulous STAP holiday tree, created by Michael Grasso and Angela Kehoe Grasso.

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We ended the year with an incredible New Year's Eve event. Our first ever Studio 65, a night of dancing and debauchery, which was so much fun; we plan to do it again.

We are so very grateful for your support at all of our events. In providing these shared experiences, community members are brought together through a deep belief that something needs to and can be done about the epidemic, and through a genuine desire to give.



AIDS Ride for Life

Total to date: \$225,000
Riders who raised money: 360

Teams:

- 1- Outspokin' \$23,834
- 2-Veterinary Bikers \$12,044
- 3-Team Gimme! \$10,442

Individuals

- 1- Elizabeth Bixler \$7071
- 2-Joy Weber \$4185
- 3-James Orcutt \$3195

Doggone Fun on the Run

Total: \$17,045.76
Top Dog: Heidi



STAP Board of Directors raised an unprecedented \$20,769.34!

TEAMS: African Student Organization, APAC, SUNY Cortland, Barbers Fighting AIDS, BCC Anime Club, Bears of Binghamton, Christ the King, Delta Sigma Theta, For Love of Lee, Frank's Team, Identity, IHS AIDS WALK, KBH, Kids Who Care, Malik Fraternity Inc., Mu Phi Epsilon, Newark Valley Middle School, Nu Alpha Phi, Phat Katz, Prancing Queens, Raised by Individuals, Sigma Lambda Beta, Sigma Omicron Pi, Sigma Psi Zeta, STAP Board of Directors, Team Advanced, Team Becky, Team Elmira, Team Frito Lay, Team Greg, Team Leahey, Team Red, Team Robbie, Team Tabernacle, Team Tony, The Rob Squad, The Winning Team, UE High School, UHS Dragon Slayers, Vestal High School & X-Factor

AIDS Walk 2010

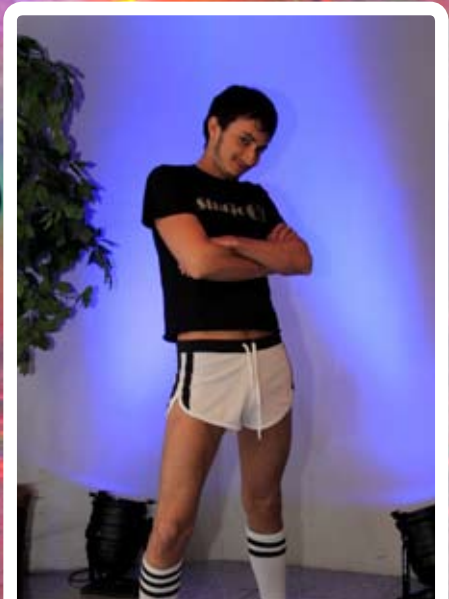
A record breaking \$79,121.28 was raised at the 2010 AIDS Walk.

TOP 3 FUNDRAISING TEAMS

- STAP Board of Directors: \$20,769.34
- TEAM ROBBIE: \$13,398.08
- TEAM FRITO-LAY: \$6,106.00

TOP 3 INDIVIDUAL FUNDRAISERS

- Paul Rushanski: \$6,500
- Angela Carro: \$4,939.84
- Joshua Ludzki: \$3,115.87



Distinguished Donor Society

Thanks to the generosity of so many people and businesses in the Southern Tier area, we are able to move forward in a responsive, purposeful, and confident way. Thousands of supporters have donated time, resources and their talents amounting to over \$430,000 in cash and in-kind donations to STAP during 2010. This ensures that STAP is still able to provide quality, life-sustaining care to our clients and provide cutting edge prevention services to our community in an era of continuous cuts in government funding to the agency. Thank you for caring.



Platinum~\$2500+

- Kristen Harding
- Frank & Angela Carro

Gold~\$1500-\$2499

- The Bears of Binghamton
- Frank & Linda Carro

Silver~\$1000-\$1499

- John Barry & Tina Barber
- Stephen & Elena Flash
- Paul Rushanski & Albert Holczman

Bronze~\$500-\$999

- Jean Dykeman
- Charles Hansen & Joan Cambray
- Richard & Judy Hoffman
- Mary Kaminsky
- Todd Latzko
- Michael Libous
- Maria McKenna
- Ruth & Dick Schapiro
- Christine Schlagter
- Paul Schleuse

corporate support

- A Frame Shoppe
- Ace Security Control. Inc.
- Albany Plastic Surgeons
- America's Charities
- Applebee's Neighborhood Grill
- Arnot Health/ Arnot Ogden Medical Center
- BAE Systems Employees Community Service Fund
- Barclays Bank of Delaware
- Bassett Healthcare Network
- Battisti, Gartenman & Thayne, PC
- BorgWarner Morse TEC
- Bridges Cornell Heights
- Broadway Cares/Equity Fights AIDS
- BU Student Assoc
- Calvert Social Investment Foundation
- Catherine Ochs, Revocable Trust
- Cayuga Medical Center
- Cbord Group
- CFCU Community Credit Union
- Chenango Valley Animal Hospital
- Citizens Bank
- Collaborative Consulting Group
- Cortland Pump & Equipment, Inc
- Daughters of Columbus
- Dog.com
- Dogs on the Run, LLC

- Dominos Pizza
- Dryden Wine and Spirits
- Luca Degli Abruzzi Lodge 443
- Earth Dog Holistic Dog Grooming
- Endicott Interconnect Technologies
- Excellus BlueCross BlueShield
- Fidelity Charitable Gift Fund
- First Niagara
- First Presbyterian Church of Ithaca
- Pastors Discretionary Acct
- Fontana's Shoes
- Frito Lay/Pepsico
- Fun & Dance Studio
- Gesso Foundation
- Gimme! Coffee
- Grooming Tails
- Hills Pet Nutrition, Inc.
- IBM Employee Services Center
- Integrated Property Systems
- Iron Design
- Ithaca Beer Company
- Ithaca Boating Center
- Ithaca Cayuga Optical
- Ithaca Foreign Car Service
- J&K Plumbing & Heating Co.
- Java Joe's
- Just a Taste Wine and Tapas Bar
- LAMA Real Estate
- Law Office of Carman Garufi

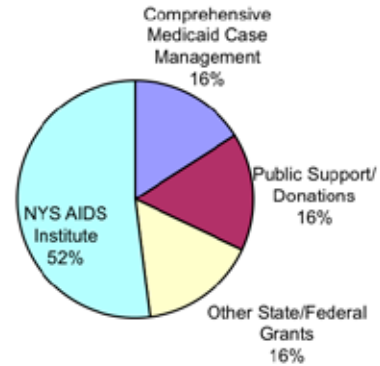
- Lee Byar
- Leven Gouldin & Thompson, LLP
- Luca Vineyards, Inc.
- Lukus Wells
- M&T Charitable Foundation
- Michael Libous Salon
- National Youth Advocacy Coalition
- New York Life Insurance
- Northern Catskill Dental Assoc.
- Northstar House, Inc
- NYC DEP
- Orthodontic Group of Finger Lakes Hospital, Inc
- Outback Steakhouse
- Peak Performance Physical Therapy
- Pendente Legal Outsourcing
- Pepsi Bottling Group
- PETCO
- Pronto Cucina
- Roberson Museum and Science Center
- S.P.E.A.K., Inc.
- SEPP Inc. Foundation
- St Pauls Episcopal Church
- St. Christopher's Church
- Star 105.7
- Starbucks
- Target

- Ten Thousand Villages Ithaca
- The Arthur Bellinzoni Fndn
- The Boatyard Grill
- The Magic Paintbrush Project
- The Mary Imogene Bassett Hospital
- The Pharmacy
- The Spencer Group
- The UPS Store, Vestal, NY
- Time Warner Cable
- Tioga County Corrections Assoc.
- Tioga Downs Racing
- Tranquil Bar & Bistro
- Transformations Hair & Body
- Trinity Memorial Church
- Union-Endicott High School
- Unitarian Universalist Congregation of Binghamton
- United Health Services
- United Way of Broome County
- Verizon Foundation
- Vestal Elks 2508 Bell Jar Account
- Vestal High School
- WAJ Development Co
- Wegmans
- Wells and Company
- Wendy's
- Whiskers and Wags
- Widener-Burrows & Assoc. Inc.
- Women's Club of Endicott
- YMCA

financial report

July 1, 2009 - June 30, 2010

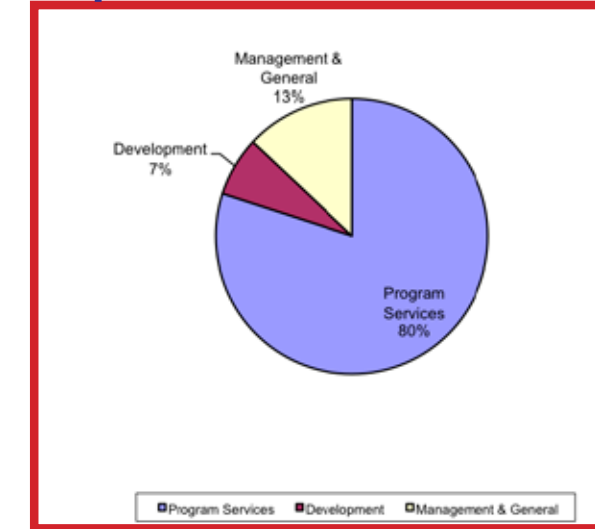
revenue



■ Comprehensive Medicaid Case Management
 ■ Public Support/Donations
■ Other State/Federal Grants
 ■ NYS AIDS Institute

Other Revenue	
Comprehensive Medicaid Case Mngt	1%
Public Support/Donations	16%
Other State/Federal Grants	16%
NYS AIDS Institute	52%

expenditures



■ Program Services 80%
■ Development 7%
■ Management & General 13%

Grants and Program Service Revenue	
NYS AIDS Institute	1,432,830
Ryan White Title II	310,252
Housing Opportunities/People with AIDS	134,423
Comprehensive Medicaid Case Management	445,724
Other Revenue	9,869
Total Grants	2,353,098

Public Support	
Donations and Fundraising	410,119
Direct Client Support	20,113
Total Public Support	430,232
Total Support & Revenue	2,783,330

Program and Support Services	
Client Services	970,855
Education/Prevention Services	836,626
Volunteer and Other Services	145,117
Direct Financial Assistance to Clients	179,528
Administration/General Operations	356,395
Development	193,461
Total Expenses	2,681,982



3 cheers for all our
friends who care



Rowan
Stephenson
7 years old