

A photograph of four young men in a hallway, all wearing face masks. The man on the far left is wearing a black t-shirt and a black mask with white text. The woman in the center is wearing a colorful t-shirt with a graphic and a white mask. The man next to her is wearing a grey t-shirt and an orange mask. The man on the far right is wearing a white polo shirt, a patterned bucket hat, and a blue mask. They are all posing with their arms raised or in dynamic stances. The hallway has white walls and a red exit sign in the background.

**GMHC**

END AIDS. LIVE LIFE.

# **A YEAR OF PERSISTENCE**

## **2021 ANNUAL REPORT**

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# A YEAR OF PERSISTENCE: LETTER FROM THE CEO AND BOARD CHAIR

Dear GMHC Community:

This year marks the 40th anniversary since 80 men gathered in writer Larry Kramer’s apartment to address the “gay cancer” and to raise money for research. This informal meeting provided the foundation of what would become Gay Men’s Health Crisis. GMHC was the first in the fight and continues to be a leader in the battle against HIV and AIDS. Throughout the decades, there have been many challenges we have overcome as a community. The COVID-19 pandemic is no exception. Through the persistence of our remarkable staff, dedication of our donors and partners, and an overall creative spirit, we were able to not only continue, but also build upon the alternative programming we developed in 2020.

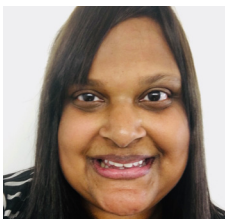
As you will see reflected in the following pages, our focus was on continuing to adapt our hybrid operations to meet the moment. Even when the world shut down and everything seemed to stop, our clients’ needs did not, so we learned how to deliver services to them in new ways. And, as a result, we made several of the new models we developed permanent. The combination of both remote and on-site operations allowed us to deliver better services to more people in more places, as the pandemic continued and changed. Through this, GMHC was able to increase client and testing numbers following decreases caused by COVID-19 restrictions.

Through 2021, our hybrid services included regular wellness calls to clients, at-home and mobile HIV testing, our Grab-and-Go pantry bag meal pick-up program, as well as mental health counseling and legal services by phone and videoconference. GMHC’s HIV and STI testing program—core to our mission—is another notable example of this effective hybrid service model. Self-tests grew in popularity as clients came to see the convenience and privacy, they were able to provide. As a result, they continued to be available even after onsite HIV and STI testing returned. This allowed us to reach a new group of individuals who were unable or unwilling to come to the Testing Center. Another area of great success in 2021 was our Meals and Nutrition program, which provided upward of 1,000 meals per week through the continuation of our pick-up grocery program. Finally, by securing several key grants from foundations, New York City, and New York State, GMHC was able to expand mental health and legal services, empowering and supporting our clients online and in person during a year of significant need.

To our donors, partners, and sponsors who stuck with us throughout these unprecedented times, we also want to thank you. Were it not for you, we would not have had the resources in place to fulfill our mission to fight to end the AIDS epidemic and uplift the lives of all affected. For that, we thank you. You are a stakeholder in this organization, and we are grateful for the work you allow us to do. Please know that your support has truly had an impact in the lives of thousands and has allowed us to keep our doors open and lights on—even if metaphorically—during an extremely challenging time.

In the following report, you will find a top-line summary of our work in 2021. We encourage you to take the time and read it. Whether you come to GMHC as a client, employee, partner, or donor, we hope you will see yourself and your efforts reflected in these pages.

Thank you for everything you do. **Together, let’s end AIDS and live life.**



**Kishani Moreno**  
Interim CEO &  
Chief Operating Officer

A handwritten signature in black ink that reads "Kishani Moreno".



**Jonathan Mallow**  
Chair  
Board of Directors

A handwritten signature in black ink that reads "Jonathan Mallow".

# Persisting Through the Pandemic: Adapting Hybrid Operations to Meet Clients' Needs

GMHC entered 2021 well-positioned to serve our clients, despite the challenges of operating amid the ongoing COVID-19 pandemic. The agency immediately responded to the New York City shutdowns in 2020 with an optimized, hybrid service model that combines remote and on-site operations to protect our staff and clients' health and safety, while meeting our clients' needs—a top priority since over half are living with HIV and at higher risk of complications from COVID-19.

In 2021, GMHC refined and adapted our hybrid service model, finding that it helped us reach more people in need. The agency launched an array of new initiatives across our core programs to deliver services remotely to our clients, which proved so effective they've become permanent. That includes regular wellness calls to clients, at-home and mobile HIV testing, our Grab-and-Go pantry bag meal pick-up program, as well as delivering mental health counseling and legal services by phone and videoconference.

GMHC's HIV and STI testing program—core to our mission—is a notable example of an effective hybrid service model. GMHC responded to city-mandated shutdowns in 2020 by distributing free and confidential HIV self-test kits, OraQuick, which is FDA-approved, for clients to use at home. GMHC testing counselors answered questions about the test and provided guidance and support over the phone, sharing information about HIV, PrEP, PEP, and linkage to medical care providers.

In 2020, demand was not high for the HIV self-tests because New Yorkers had more immediate concerns about COVID-19 and weren't going out as much. However, the self-tests gained traction in 2021 with clients who appreciated the convenience and privacy. After discovering how it expanded our testing reach, we've made the self-test option with follow-up calls from our testing counselors a permanent operational feature. GMHC's Testing Center director, Omi Singh, reported that 20% of the agency's HIV self-test clients were outside of New York City in a presentation during the 2021 National LGBTQ Health Conference, which furthered our core mission of expanding testing access for HIV prevention and treatment. Clients also reported high levels of satisfaction with the remote testing option.



In addition to OraQuick tests, GMHC deployed a Mobile Testing Unit to communities around New York City to provide rapid HIV testing services. Launched as an interim service, it's also become permanent because of its popularity and effectiveness in expanding HIV testing access. Meanwhile, GMHC was able to return to onsite HIV and STI testing on Mondays and Tuesdays by appointment in 2021, as New Yorkers got vaccinated for COVID-19 and case rates stabilized. GMHC also partnered with St. John's Lutheran Church on Christopher Street to provide on-site HIV testing three days a week.

## Keeping Our Clients Fed

GMHC's Meals and Nutrition program is an essential part of our comprehensive approach to protecting and supporting the health of our clients—especially those living with HIV and AIDS—so when the agency had to suspend its on-site weekday hot meals and Keith Haring Food Pantry programs, starting in March 2020 and continuing through 2021, our most pressing concern was keeping clients fed. There is a strong correlation between food security and positive health outcomes, and many of our clients struggle with food insecurity, which worsened during the COVID-19 pandemic.

GMHC immediately adapted, first delivering food to clients at home, then starting the weekly Grab-and-Go grocery pick-up program, which we successfully continued in 2021. For clients living with HIV who were enrolled in the agency's Meals and Nutrition program, 95% achieved viral suppression, compared with just a 79% viral suppression rate for New Yorkers living with HIV overall in 2021, according to NYC Department of Health and Mental Hygiene data.

GMHC distributed shelf-stable groceries and fresh produce every Wednesday, totaling close to 1,000 meals per week. Before the pandemic, funding constraints had restricted the Meals and Nutrition program to people living with HIV and AIDS. Notably, we were able to expand food distribution to anyone in need in 2021.



## Hybrid Services

GMHC also responded to a surge in our clients' need for mental health services during 2021 as the pandemic persisted. Our mental health counselors used phone and videoconferencing to provide almost 50% more counseling sessions than in 2019. Recognizing the need, the Empire Blue Cross Blue Shield Foundation awarded the agency a \$100,000 grant at midyear to expand our counseling services.

"GMHC is such a trusted resource, especially among the LGBTQ+ community, so they continue to be well-positioned to provide these services to a vulnerable population, including people living with HIV," said Dr. Elizabeth Oudens, the health insurer's medical director for behavioral health, when the grant was announced. She added that it's a population "already living with a higher incidence and prevalence of mental health conditions, such as mood and anxiety disorders."

In 2021, GMHC was also able to expand its capacity to provide civil legal services to families affected by HIV, thanks to a major grant from the New York State AIDS Institute. The grant, for \$288,300 per year for four years, allowed GMHC to hire additional legal staff to help families affected by HIV overcome barriers to care and services and access benefits—all crucial to stabilizing the family unit. The grant also allowed GMHC to connect HIV-affected families or individuals seeking legal aid with mental health services, when needed.

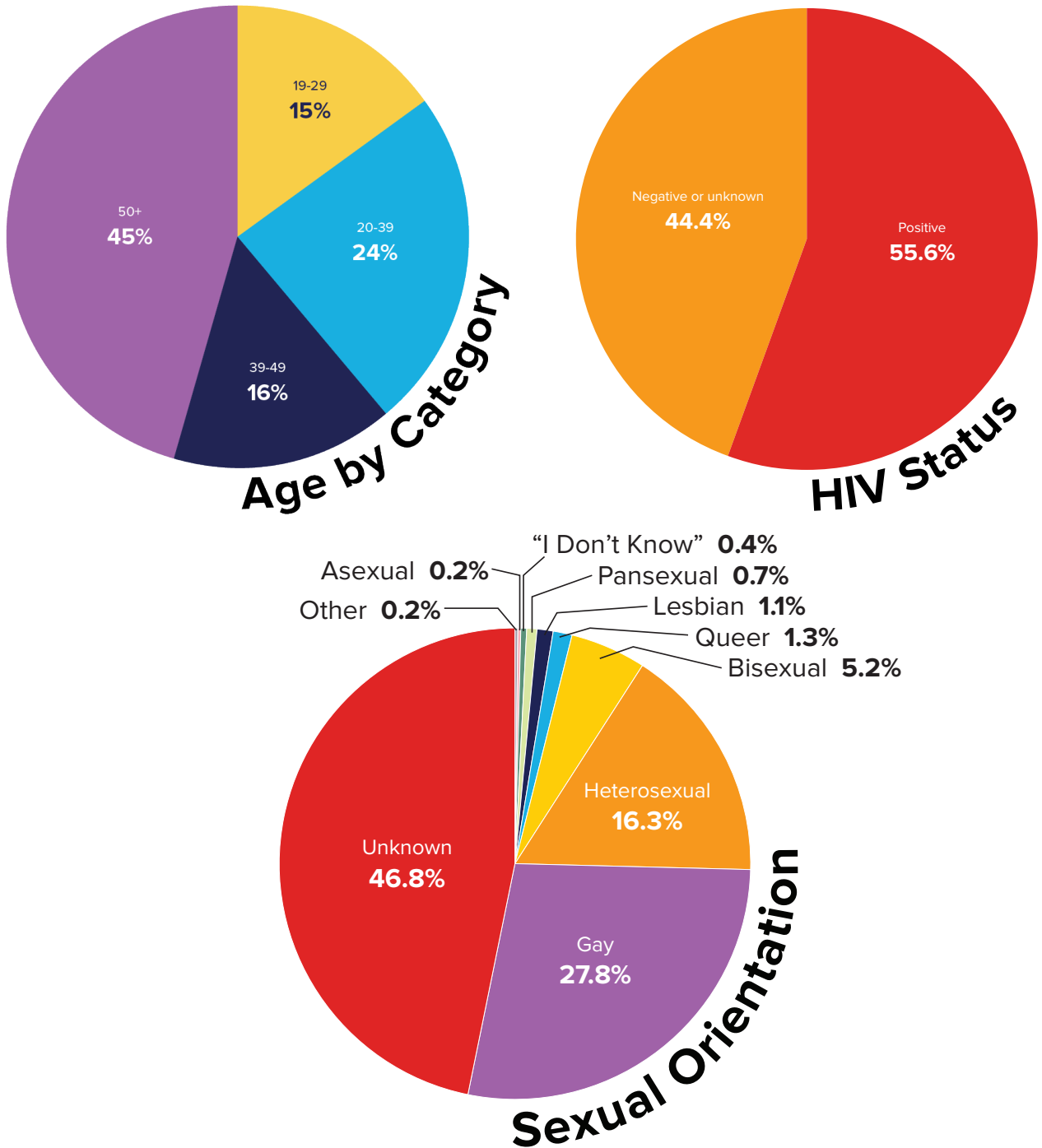
The discrimination, harassment, and transphobia that transgender people experience create barriers to accessing health services, which is among the reasons why HIV infection rates among this population are three times higher than the national average. GMHC was pleased to receive a renewal of its \$555,000 in New York City Council Trans Equity Initiative funding in 2021 to support its innovative hub for transgender, gender-nonconforming, and non-binary people, known as the TGNC Hub. Many of our TGNC Hub clients are low-income and people of color, ranging in age from about 20 to their 40s and 50s. The TGNC Hub provides weekly empowerment groups for transfeminine and transmasculine clients, respectively, as well as a monthly Community Conversations workshop and a Peer Education Training program for all TGNC Hub clients.

GMHC leveraged increased ways to stay in touch with clients and supporters during 2021, as we persisted through the pandemic. We intensified our use of social media to get the word out about our HIV and STI testing services, our Grab-and-Go pantry meal pick-ups, and other events for our clients. GMHC successfully held online webinars for communities we serve, including our signature webinar on "HIV & Aging," which featured the White House's National Director of AIDS Policy Harold Phillips as the keynote speaker. We also adapted two key fundraisers, AIDS Walk New York and the Fall Gala, to online. And in April 2021, GMHC launched a well-received monthly newsletter, *GMHC At a Glance*, to keep our supporters informed and engaged.



# Who We Serve

GMHC serves New Yorkers throughout the five boroughs: 39% live in Manhattan; 25% in Brooklyn; 22% in the Bronx; 14% in Queens, and 1% in Staten Island. The communities we serve are disproportionately affected by both the HIV and COVID-19 pandemics: Over 70% live below the Federal Poverty Line; 36% are Black; and 32% are Latino. Nearly half of clients are over the age of fifty, and 53% are LGBTQ+.



Figures based on clients who provided health status indicators in 2021.

# FINANCIAL SUMMARY

AS OF DECEMBER 31, 2021

2021

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

### ASSETS

Cash and Cash Equivalents	\$	481,102
Government Grants and Contracts Receivable		6,706,988
Accounts Receivable, Net		280,215
Contributions Receivable, Net		463,010
Prepaid Expenses and Other Assets		830,574
Leasehold Improvements, Furniture and Equipment, Net		4,443,727
Security Deposit		3,175,391
Other		255,200
Restricted Cash		250,767
Operating Lease Right-of-Use Assets		104,731,837

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<b>TOTAL ASSETS</b>	\$	121,618,811
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### LIABILITIES AND NET ASSETS

Accounts Payable and Accrued Expenses	\$	3,192,024
Deferred Revenue		354,105
Notes Payable		3,056,206
Payroll Protection Program loans payable		2,502,502
Operating Lease Liabilities		110,232,299
Finance Lease Liabilities		301,240
Net Assets		1,103,068

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<b>TOTAL LIABILITIES AND NET ASSETS</b>	\$	121,618,811
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### SUPPORT AND REVENUE

Government Grants and Contracts	\$	134,272,659
Contributions		4,021,925
Events Revenue		681,098
Program Revenue		464,447
Rental Income		23,027
Other		158,076

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<b>TOTAL SUPPORT &amp; REVENUE</b>	\$	18,812,730
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### EXPENSES

Program Services	\$	14,885,111
Fundraising		910,766
Management and General		6,514,401
Total Expenses	\$	22,763,935
Change in net assets	\$	-1,705,855
Net assets at beginning of year	\$	2,808,923
Net assets at end of year	\$	1,103,068

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The consolidated statement of financial position of Gay Men's Health Crisis, Inc. and affiliates and related consolidated statements of activities and changes in net assets, and of cash flows were audited by Citrin Cooperman. The condensed consolidated financial statements represented here have been derived from the consolidated audited financial statements. Copies of the audit reports and the complete consolidated financial statements are available upon request to Michael Hester, Vice President of Finance, at GMHC, 307 West 38th Street, New York, NY 10018-9502

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**GMHC**

**END AIDS. LIVE LIFE.**

As the world's first HIV/AIDS service organization, GMHC is working to end the AIDS epidemic and uplift the lives of all affected.

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