2022 Annual Report

NIVA salud, inc

TOGETHER WE CAN BUILD AN HIV-FREE COMMUNITY

Dear friends, clients, and supporters,

After an unprecedented 2021, we charted a course in 2022 to advance the foundations we have laid in helping our community prevent HIV and provide care for those living with HIV. 2022 presented its own hardships but NovaSalud and its staff rose to the challenge and served more members of our community than ever before.

As you read this report, look beyond the data and consider the vulnerable community members we serve every day. Consider their trepidation, fear, and anxiety as they open themselves to life-altering news and services from our kind NovaSalud staff. What they encounter is our compassion and most importantly, they see representation. People just like themselves who understand them, relate to them, and speak their language.

NovaSalud has been a leading provider of HIV/STI testing and Ryan White program services in Northern Virginia and the neighboring areas. We provide valuable HIV and STI related outreach, prevention education, counseling/testing, and linkage to medical care to all.

Our accomplishment in reaching communities at highest risk for HIV was demonstrated in our success in finding HIV positive individuals and linking or re-engaging them in HIV care and treatment. In 2022, we provided over 2,606 HIV tests and identified 36 HIV positive clients. We maintain a 1.3% positive rate for HIV. We provided 2,128 HCV tests and identified 48 HCV positive clients.

For HCV, we maintain a 2.3% positive rate. We provided 4,958 Chlamydia and Gonorrhea tests and identified 458 positives clients. We provided 1,716 Syphilis test and identified 101 positive clients for syphilis. We have reached more than 30,000 members of the Northern Virginia with our messages and services of HIV/STI education, testing, and care. A truly dedicated, diverse, and talented staff and volunteers make all of this happen by living our values every day.

As we face the long-term realities of the COVID-19 pandemic, we keep in mind that HIV/AIDS is not over. In an ever-complicated public health landscape, we will persevere and continue to work towards an HIV-free community.

Your support and generosity have raised us beyond the barriers we face and strengthened our resolve to continue to improve. We share our heart-felt gratitude to you for being a part of our movement. We are so much stronger together!

Sincerely,

Hugo Delgado
Co-Founder & Executive Director

Ellin Kao
Co-Founder & Director of Operations and Finance

WHO IS NOVASALUD?

Established by and for the community, NovaSalud, Inc.'s mission is to improve and strengthen the health and well-being of our diverse Northern Virginia community through culturally-competent and language-appropriate HIV/AIDS services and prevention education. NovaSalud, Inc. works to affect the change necessary to instill understanding and compassion, and strives to mitigate the discrimination and stigma surrounding HIV/AIDS.

For the past decade, NovaSalud has been at the forefront of HIV prevention services in Northern Virginia. As a community-based organization, NovaSalud has provided HIV prevention services for the target at-risk communities and provided a continuum of prevention and supportive services to PLWHA.

WHAT MAKES US UNIQUE?

NovaSalud was started by the community and for the community. We are made up of a staff of our peers and here to serve the most vulnerable members of our community. We have been able to do this through our passion and compassion.

Community outreach is an integral and indispensable component of all of our programs. Our mission is to reach out to populations and build trust within the community. We know trust and compassion builds genuine connection. We are proud that 86% of our staff is bilingual. Our diverse staff work together to motivate and create a positive environment for our clients. Each team member has a personal connection to the overall vision and mission of NovaSalud.

COUNSELING & TESTING

NovaSalud provides free, confidential HIV Counseling, Testing, and Referral services. Counseling, Testing, and Referral is provided to increase the number of members of the target population who know their HIV status; help those who are negative reduce their risk of becoming infected; get those who test positive linked to medical care to remain healthy; and provide them with prevention counseling to reduce their risk of infecting others. Our linkage to care (referral) service provides active linkage to comprehensive health care: patient navigator service, transportation to medical appointments, non-medical case management, mental health services, and many social services.

Demographics

60%
of conducted HIV/STI Tests were Male

45%
of completed HIV/STI Tests were Latino

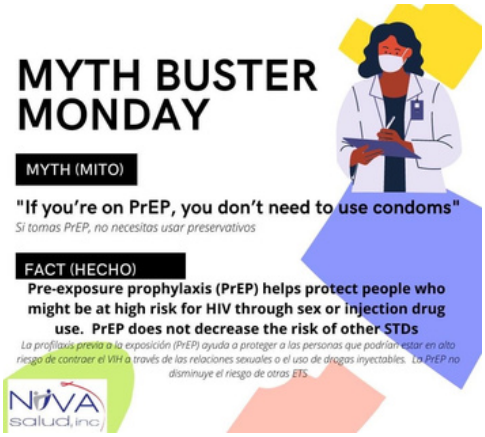
60%
of completed HIV/STI Tests were MSM

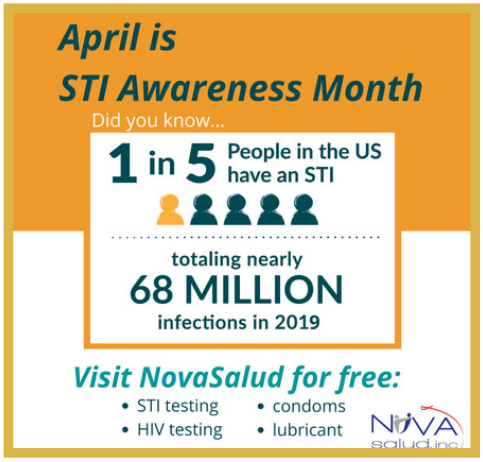
PROGRAM ACHIEVEMENTS

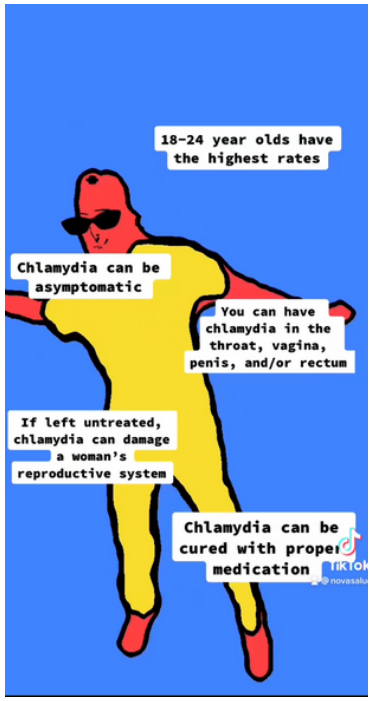
COVID-19 has created unprecedented barriers for individuals living with HIV seeking HIV and STI services and care. Additionally, Monkeypox largely affected the populations we serve.

Our agency implemented program strategies, extensive social media outreach, and community partnership to address the increased rates of HIV, STIs, and Monkeypox.

- 30,000 INDIVIDUALS REACHED
- 41 ,000 TIKTOK VIEWS
- OVER 1,100 FOOD AND TRANSPORTATION VOUCHERS PROVIDED
- 78 CLIENTS RECEIVED MONKEYPOX VACCINE
- 25,000 CONDOMS DISTRIBUTED







2022 HIGHLIGHTS

- 2,606 HIV TESTS
- 100% LINKED TO CARE FOR NEW HIV+
- 2,128 HEPATITIS C TESTS
- 6,674 STI TESTS
- 1,500 NARCAN FOR HARM REDUCTION PROGRAM
- 2,000 FENTANYL TESTING STRIPS
- 78 MONKEYPOX VACCINE
- 25,000 CONDOMS
- 1,607 PrEP PRESCRIPTIONS WITH Q-CARE+
- 1,021 FOOD ASSISTANCE VOUCHERS (PART B)
- 51 MEMBERS INTO POSITIVELINKS
- 492 GROUP THERAPY SESSIONS
- 147 INDIVIDUAL COUNSELING SESSIONS

2022 FINANCIAL SNAPSHOT

Assets	2022
Cash & Cash Equivalents	$630,659
Accounts Receivable	$250,541
Fixed Assets	$14,000
Other Assets	$2,200
Total Assets	$897,400

Liabilities & Net Assets	2022
Accounts Payable	$13,278
Loans	-
Total Liabilities	$13,278

Revenues	2022
Government Grants	$1,444,671
Private Grants	$71,000
Program Income	$507,500
Donations	$12,125
Total Revenue	$2,035,296

Expenditures	2022
Prevention Programs	$604,099
Ryan White & Care Programs	$812,839
Other Programs	$407,925
General & Management	$41,650
Total Expenses	$1,866,513

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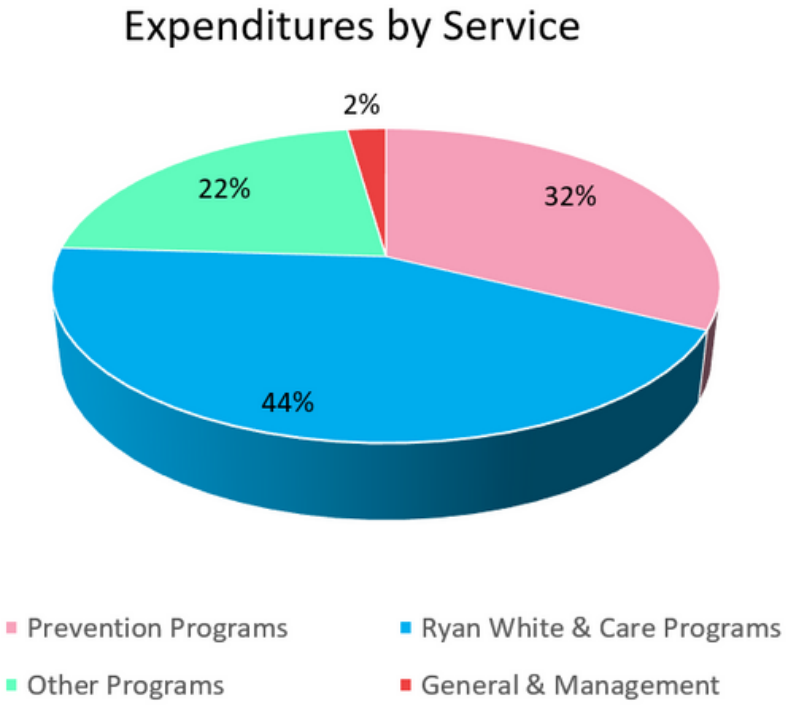

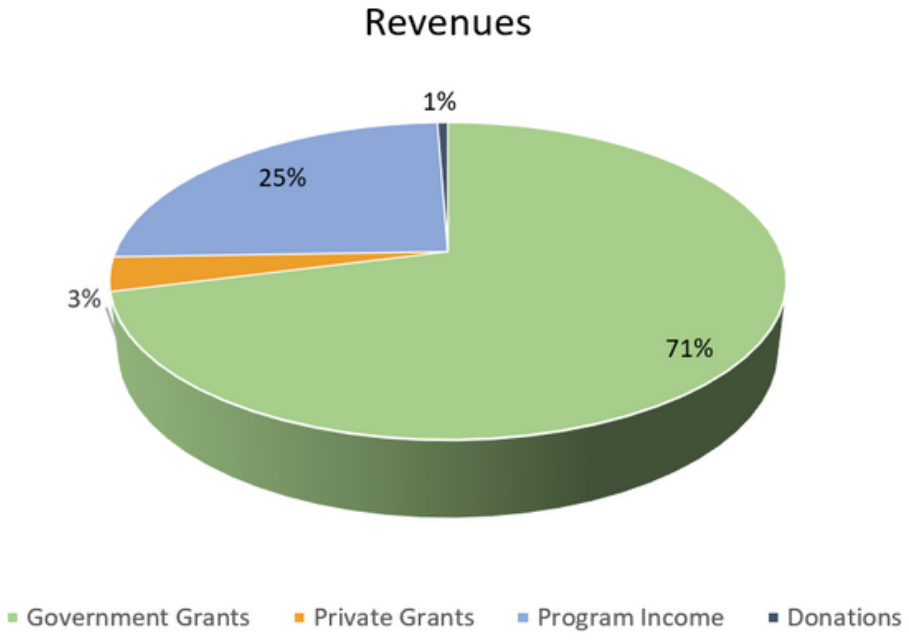

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