

2024 Annual Report



TOGETHER WE CAN BUILD AN
HIV-FREE COMMUNITY

Message from leadership

We are so pleased to share with you the great work of our team during the 2024 fiscal year and the ways NovaSalud has responded to the needs of our community. NovaSalud has provided access to high-quality HIV prevention and care services. In our 15th year, we are securing our foundations to grow and meet the challenges of tomorrow in advancing health equity. We began the year with the COVID-19 pandemic square in the rear-view mirror and looked forward to a new year and renewed opportunities and hope to move us closer to ending the HIV epidemic.

It has certainly been a fruitful year. A year when we saw more medication options for HIV prevention became available. A year when we saw all of our clients returning to in-person services. A year when we saw an unprecedented demand for NovaSalud's services. Through it all, our staff rose to the occasion and helped our clients on a personal level, whether it is a gentle touch of support or talking through a problem after business hours. Every action, no matter how small, has a ripple effect. Its effects can spread far beyond.

While it's true that collective action by an engaged community is often needed for large-scale

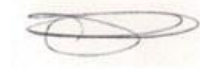
outcomes, never underestimate the power of a single person to make a profound change on those around you. As Dr. Seuss wrote, "To the world, you may be one person – but to one person, you may be the world." Each one of us at NovaSalud strives to be the world to just one person.

We look forward to a new year. We have strategically positioned NovaSalud for continued progress in 2025, ensuring we are prepared to meet both challenges and opportunities with purpose and momentum. Together, we are moving forward, supporting every individual and family affected by HIV.

Sincerely,

Hugo Delgado

Co-Founder & Executive Director



Ellin Kao

Co-Founder & Director of Operations and Finance



WHO WE ARE AT NOVASALUD?

Established by and for the community, NovaSalud, Inc.'s mission is to improve and strengthen the health and well-being of our diverse community through culturally competent and language-appropriate HIV/AIDS services, including HIV/STI testing and prevention education free of charge to all.

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.

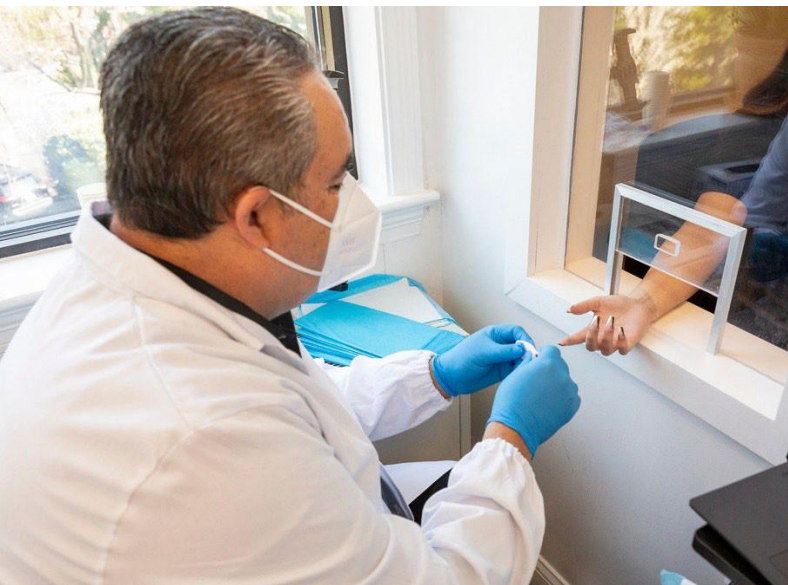
Demographics



59%
Male

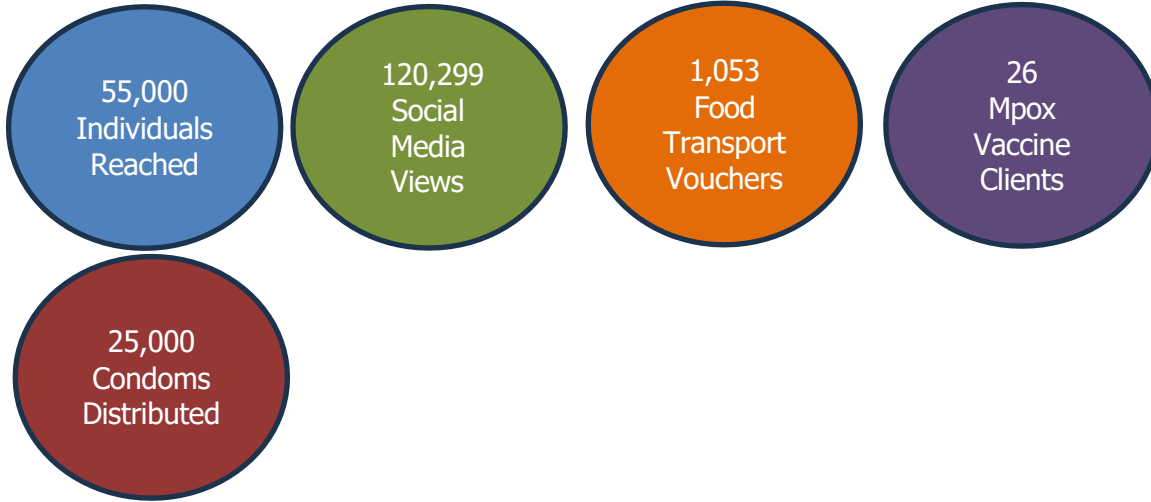
40%
Latino

40%
MSM

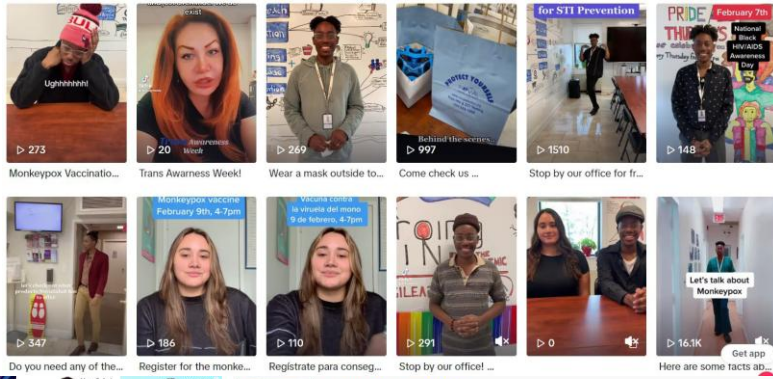


PROGRAM ACHIEVEMENTS

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



TIKTOK / Instagram / Facebook/ Google / YouTube



Do you need any of the... Register for the monke... Registrate para conseg... Stop by our office! ... Here are some facts ab...

How to Use NovaSalud Patient Portal

Mesmerize at the 2023 NovaSalud Annual Golf Tournament!
Mesmerize at the 2023 NovaSalud Annual Golf Tournament! Almost 20 national and regional companies participated in this great event to collect funds to support health programs for People living with HIV and also to support health programs directed to the community of the District of Columbia, Maryland &

Golf Tournament Review 2023
Golf Tournament Review-Video 2023 (September 15th, 2023)

NovaSalud Presentation 2023
Golf Tournament 2023 presentation

First NovaSalud Annual Golf Tournament on Sept 15th, 2023 @ Westfields Golf Club
This wonderful event will be hosted by NovaSalud on the Westfields Golf Club @ 12940 Belmont Greens Ave, Clifton, VA 20124.

NovaSalud Pride Festival 2023
On June 11th NovaSalud participated in the Pride Festival being one of the most visited stands! People from all ages, races and genders received information, items and refreshments. Thank you for your loyalty and support to our cause, we are here because of you and for you!

Pride Parade 2023
Check the best moments of the Capital Pride Parade 2023, including NovaSalud participation. Get tested today, go to [NovaSalud now!](https://novasaludinc.org) go to <https://novasaludinc.org>.

Pride Parade 2023 Short
Check NovaSalud Participation in the Capital Pride Parade 2023.

Pride by the River 2023
On Sunday May 28th, 2023 NovaSalud participated of this wonderful event.

Miss NovaSalud 2023
Miss NovaSalud 2023

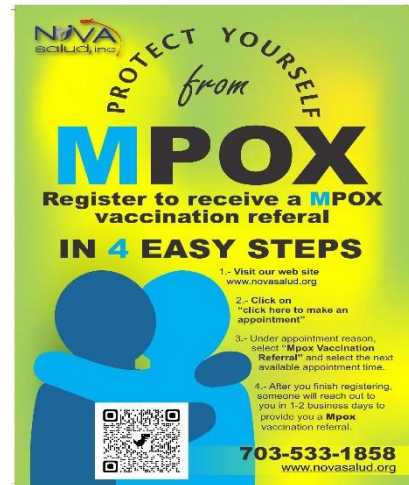
NovaSalud Ryan White Program 2023
This video briefly explains NovaSalud Ryan White Program and STI Prevention Screening Services.

Miss NovaSalud Update
This is an update on this great event to be held at Freddy's Beach Bar on May 25th, 2023 @ 7:30 pm.

Hearts January 2023
Celebrating a New Year, NovaSalud starts with a Monkey Pox Vaccination campaign on January 12th from 4:00 to 7:00 pm. It is by appointment only, if you need a vaccine make sure to call 703-532-1858 and ask for an appointment for the next vaccination date.

2024 HIGHLIGHTS

- **3,339 HIV TESTS**
- **100% of New HIV+LINKED TO CARE**
- **2,402 HEPATITIS C TESTS**
- **8,242 STI TESTS**
- **2,000 NARCAN FOR HARM REDUCTION**
- **1,000 FENTANYL TESTING STRIPS**
- **26 MPOX VACCINE**
- **25,000 CONDOMS**
- **5,414 PrEP PRESCRIPTIONS**
- **44 POSITIVE LINKS MEMBERS**
- **724 GROUP THERAPY SESSIONS**
- **288 INDIVIDUAL COUNSELING SESSIONS**



2024

FINANCIAL

SNAPSHOT

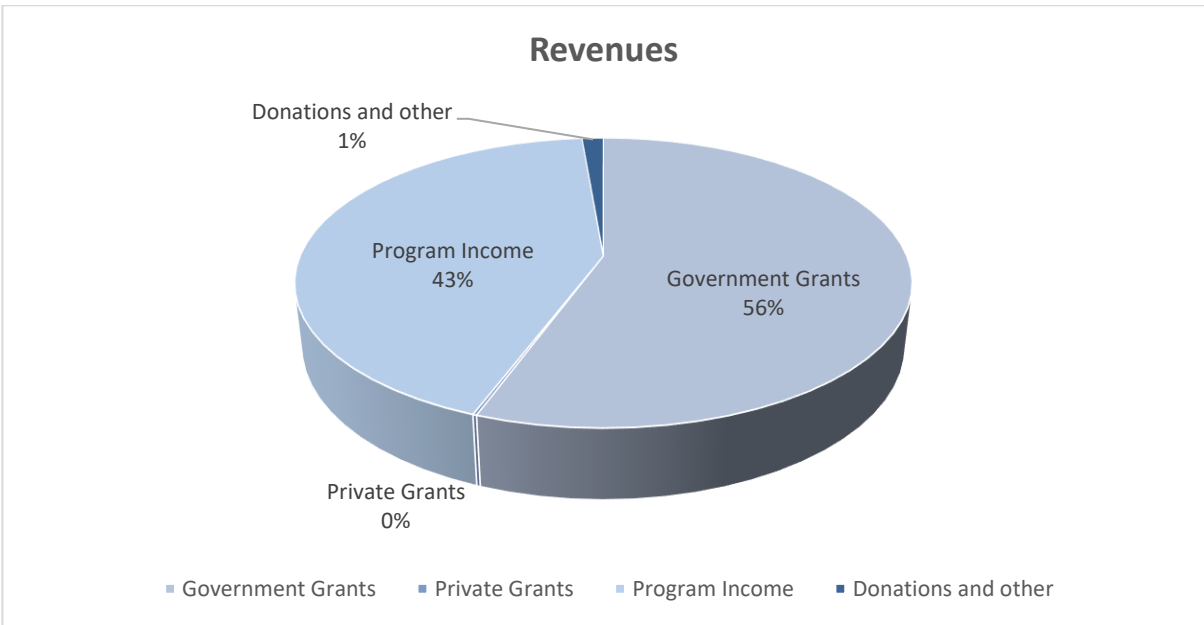
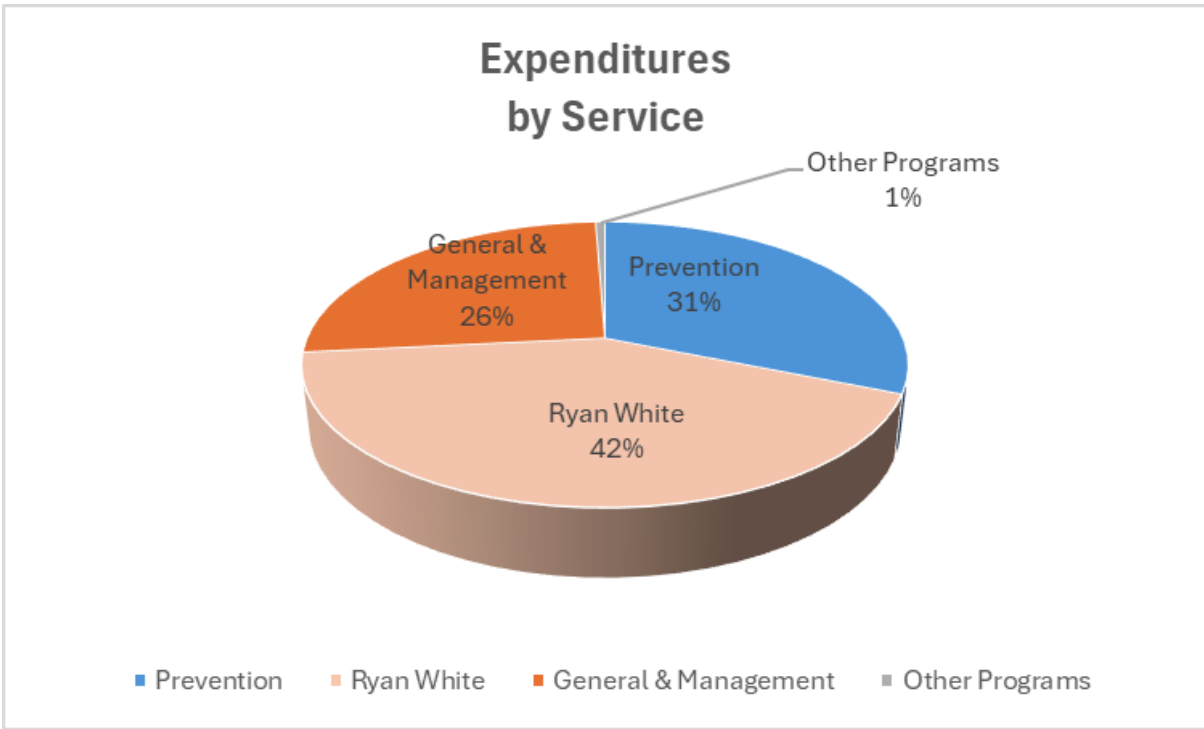
Assets	
Cash & Cash Equivalents	1,984,443
Accounts Receivable	254,057
Fixed Assets	27,183
Other Assets	28,681
Total Assets	2,294,334

Liabilities and Net Assets	
Accounts Payable	0
Loans	34,537
Total Liabilities	34,537

Revenues	
Government Grants	1,466,891
Private Grants	4,500
Program Income	1,131,468
Donations and other	35,212
Total Revenue	2,638,071

Expenditures	
Prevention	636,593
Ryan White	862,970
General & Management	530,927
Other Programs	12,132
Total Expenditures	2,042,622

2024 FINANCIAL SNAPSHOT



Board of Directors

Patrick Corea
President

Steven G Cochran
Vice-President

Ellin Kao
Secretary

Hugo Delgado
Member

Rafael Rivera
Member

Zachary Carr
Member

Paul Mazzuca
Member



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