

2025

Report



TOGETHER WE CAN BUILD AN
HIV-FREE COMMUNITY

Message from leadership

As we reflect on 2025, NovaSalud is filled with gratitude, pride, and renewed hope for the future. Despite significant federal and state funding challenges, our commitment to equity, dignity, and access to quality HIV prevention and care services remains unwavering. Through innovation, collaboration, and resilience, our team continues to meet the evolving needs of our community.

In our 16th year, NovaSalud not only sustained its programs but expanded its impact. The return of in-person services strengthened connections with clients and brought unprecedented demand, reaffirming the trust our community places in our work. Advances in HIV prevention, including new medication options, also provided greater opportunities and hope for those at risk.

The dedication of our staff remains the heart of our success. Every day, they provide compassionate support that helps transform lives, strengthen families, and build healthier communities.

While challenges remain, our mission continues with urgency and purpose. With your partnership,

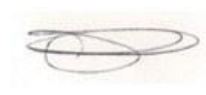
we remain committed to reducing HIV infections, increasing awareness, addressing social determinants of health, and empowering people living with HIV to lead healthy, fulfilling lives.

Together, we are building a future where prevention is accessible, care is compassionate, and every person is treated with dignity and respect.

Sincerely,

Hugo Delgado

Co-Founder & Executive Director

A stylized, handwritten signature in black ink, consisting of a series of loops and a long horizontal stroke.

Ellin Kao

Co-Founder & Director of Operations and Finance

A stylized, handwritten signature in black ink, featuring a large, bold 'E' followed by a series of loops and a long horizontal stroke.

WHO WE ARE AT NOVASALUD?



NovaSalud, Inc. was established by and for the community, with a mission to improve and strengthen the health and well-being of our diverse populations through culturally competent and language-appropriate HIV/AIDS services. These services include free HIV/STI testing and prevention education accessible to all.

For more than a decade, NovaSalud has been at the forefront of HIV prevention and care services in Northern Virginia. As a community-based organization, NovaSalud provides comprehensive HIV prevention and care services to at-risk communities, offering a continuum of prevention, education, and supportive services for people living with HIV/AIDS (PLWHA).

WHAT MAKES US UNIQUE?

NovaSalud was created by the community and for the community. Our organization is made up of peers who are deeply connected to the people we serve, working together to support the most vulnerable members of our community with dedication and care. Through passion and compassion, we continue to make meaningful impacts in people's lives.

Community outreach is an integral and indispensable component of all our programs. Our mission is to engage communities, build trust, and foster lasting relationships. We believe that trust and compassion create genuine connections that empower individuals to access the care and support they deserve.

We are proud that 95% of our staff is bilingual, allowing us to provide culturally and linguistically responsive services. Our diverse team works collaboratively to inspire hope, motivate change, and create a welcoming and positive environment for our clients. Each team member brings a personal commitment to NovaSalud's vision and mission, strengthening our collective impact every day.

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

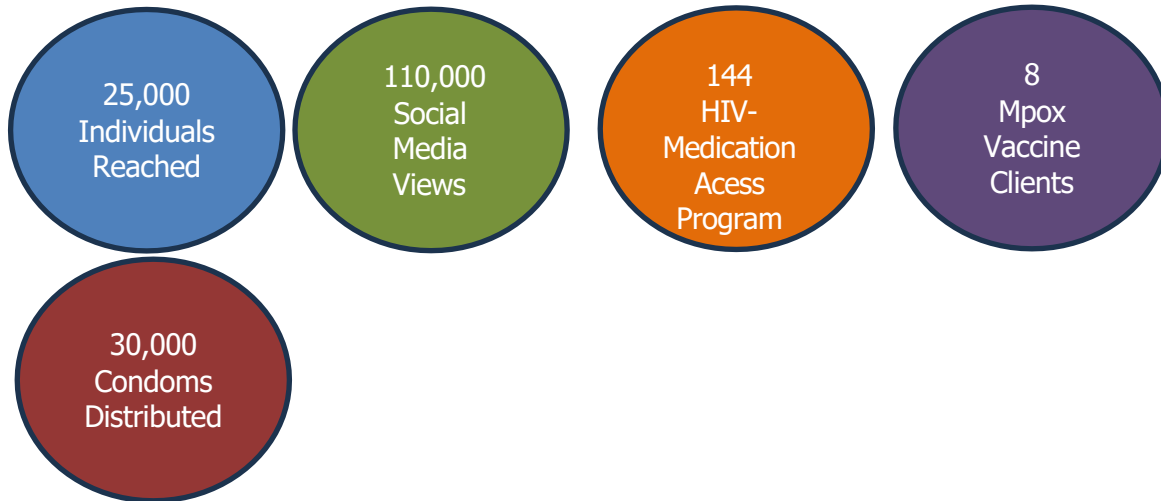
40%
Latino

40%
MSM

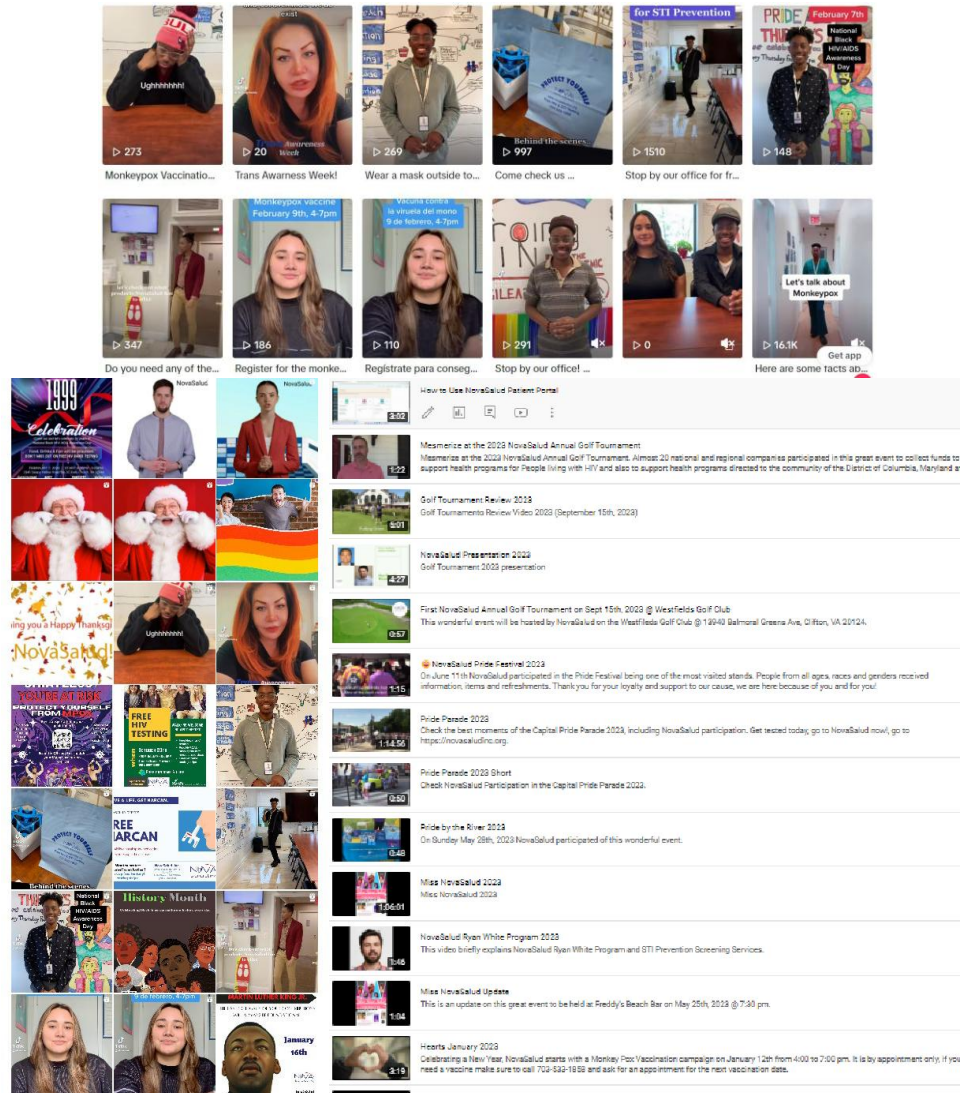


PROGRAM ACHIEVEMENTS

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



Monkeypox Vaccinatio... 273

Trans Awareness Week! 20

Wear a mask outside to... 249

Come check us ... 997

Stop by our office for fr... 1510

148

347

186

110

291

0

16.1K

Get app

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

1999 Celebration

How to Use NovaSalud Patient Portal

Mesmerize at the 2023 NovaSalud Annual Golf Tournament

Golf Tournament Review 2023

NovaSalud Presentation 2023

First NovaSalud Annual Golf Tournament on Sept 15th, 2023 @ Westfields Golf Club

NovaSalud Pride Festival 2023

Pride Parade 2023

Pride Parade 2023 Short

Pride by the River 2023

Miss NovaSalud 2023

NovaSalud Ryan White Program 2023

Miss NovaSalud Update

Hearts January 2023

2025 HIGHLIGHTS

- **3,499 HIV TESTS**
- **100% of New HIV+LINKED TO CARE**
- **3,176 HEPATITIS C TESTS**
- **6,332 STI TESTS**
- **2,000 NARCAN FOR HARM REDUCTION**
- **1,000 FENTANYL TESTING STRIPS**
- **8 MPOX VACCINE**
- **30,000 CONDOMS**
- **2,404 PrEP ENROLLMENTS**
- **144 ENROLLMENTS FOR HIV-MEDICATION ACCESS**
- **574 GROUP THERAPY SESSIONS**
- **240 INDIVIDUAL COUNSELING SESSIONS**



2025

FINANCIAL

SNAPSHOT

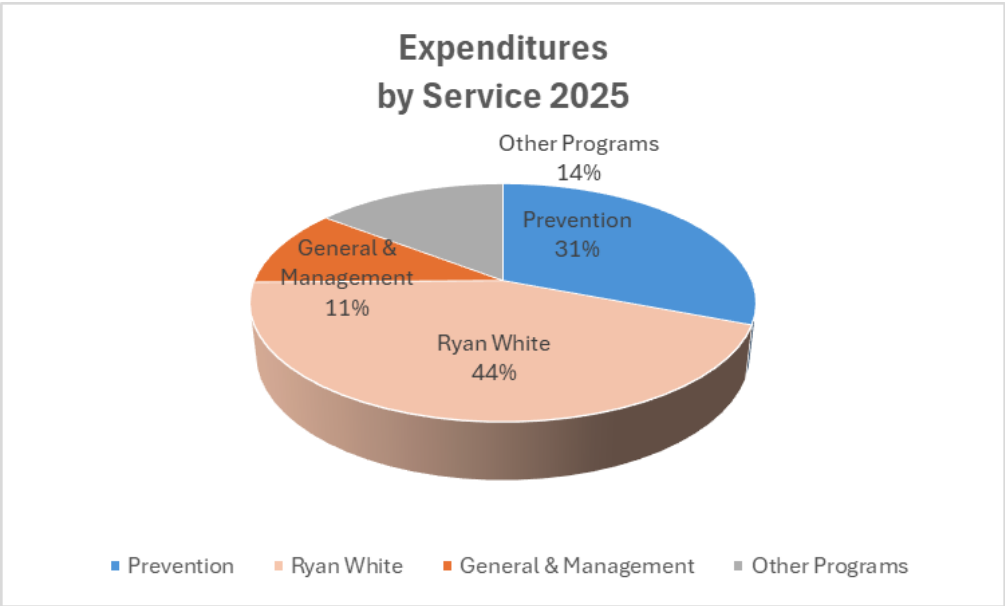
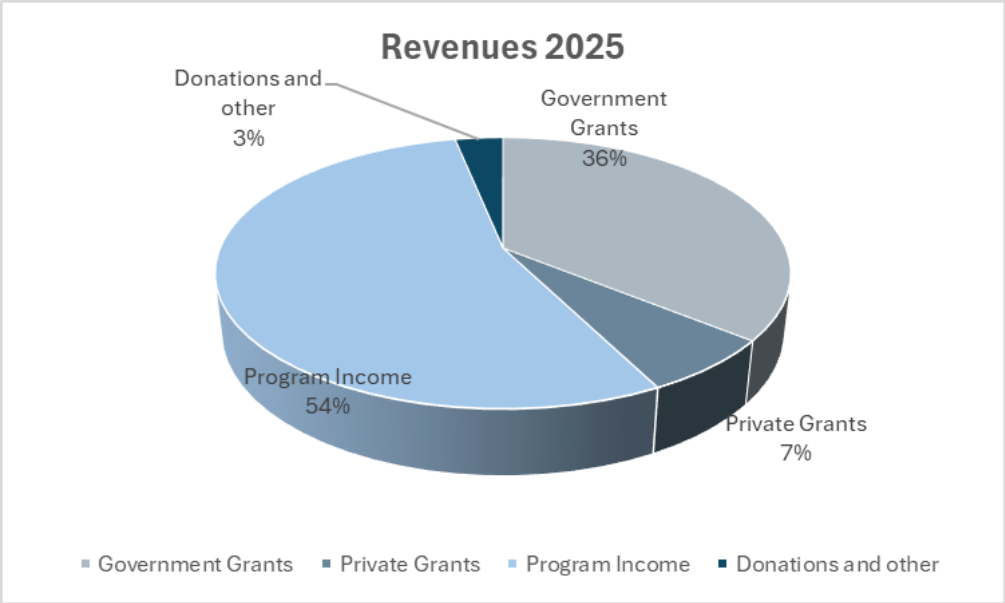
Assets	
Cash & Cash Equivalents	655,934
Accounts Receivable	184,369
Fixed Assets	27,539
Other Assets	23,997
Total Assets	891,839

Liabilities and Net Assets	
Accounts Payable	300
Loans	9284
Total Liabilities	9,284

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	627,471
Ryan White	892,712
General & Management	215,649
Other Programs	296,893
Total Expenditures	2,032,705

2025 FINANCIAL SNAPSHOT



Board of Directors

Patrick Corea
President

Zachary Carr
Vice-President

Ellin Kao
Secretary

Hugo Delgado
Member

Rafael Rivera
Member

Paul Mazzuca
Member



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