In 1990, four members of the legendary AIDS activist group ACT UP decided to dedicate themselves to serving one of New York City’s most neglected populations: tens of thousands of homeless men, women, and children living with HIV and AIDS.

The activists called their new group Housing Works because they believed that stable housing was the key to helping HIV-positive people live healthy and fulfilling lives—and to preventing the further spread of the virus.

Eighteen years later, Housing Works is the largest community-based AIDS service organization in the United States, as well as the nation’s largest minority-controlled AIDS service organization. And 18 years later, AIDS continues to ravage poor communities in New York, in other U.S. cities, and around the globe. For this reason, our mission remains the same: Housing Works provides homeless and low-income New Yorkers living with HIV and AIDS and their families with housing, meals, medical care, drug treatment, social support, employment opportunities, and other lifesaving services.

Housing Works is especially committed to serving those who have difficulty obtaining services elsewhere because they struggle with mental illness or chemical dependency. Through political advocacy, Housing Works and its clients fight to ensure that homeless and low-income people worldwide who are living with HIV and AIDS have access to adequate housing, meals, medical care, drug treatment, social support, employment opportunities, and other services fundamental to health and happiness.

Housing Works’ mission stands in accord with Article 25 of the United Nations Universal Declaration of Human Rights that “everyone has a right to a standard of living adequate for the health and well-being of himself and of his family, including food, clothing, housing and medical care, and necessary social services, and the right to security in the event of unemployment, sickness, disability, widowhood, old age, or other lack of livelihood in circumstances beyond his control.”

From innovative social enterprise businesses to pioneering client programs to headline-grabbing activism, Housing Works brings an unconventional and unconventionally savvy approach to providing services to poor people living with HIV and AIDS. Since 1990, Housing Works has:

- provided a range of life-saving and empowering services to more than 20,000 New Yorkers living with HIV and AIDS.
- won international recognition and governmental and philanthropic awards for innovative models of housing and services for “hard-to-reach” populations.
- utilized bold organizing, advocacy, and litigation to become the nation’s leading advocate for the rights of homeless people living with HIV and AIDS.
- created the nation’s first and most successful job training program for homeless people living with HIV and AIDS.
- created lucrative and widely imitated businesses that provide critical funding for our client services and that are integral to New York City’s cultural landscape.
Housing Works provides the highest quality services for homeless New Yorkers living with HIV and AIDS, but we are also always fighting for a more comprehensive government response to the epidemic. This year has been a particularly exciting challenge because of seismic political shifts both in New York and nationwide.

No sooner had we begun to shape AIDS policies with Gov. Eliot Spitzer’s administration in Albany than Spitzer was out. Gov. David Patterson was in, the economy stumbled, and City and State governments put AIDS services on the chopping block. While fending off President Bush’s callous domestic AIDS policies, we pushed candidates in this year’s unpredictable presidential race (See “Presidential Politics and the AIDS Epidemic,” p. 14) to create a plan to end the AIDS epidemic once and for all. Here in New York City, we took on former housing champion City Council Speaker Christine Quinn in a battle over AIDS housing benefits, while making tremendous strides in highlighting the link between housing and the spread of the epidemic (See “Why Housing Works,” p. 32).

Our shadow looming over these battles was the continuing spread of HIV. Here in New York City, which has the highest number of people living with HIV and AIDS in the country, the Department of Health reported that between 2001 and 2006, HIV infections among men who have sex with men under 30 years of age rose 32 percent. (Among African American men who have sex with men, the increase was 36 percent.) HIV infections among African American women and Latinas helped push the city’s infection rate for young women up 6 percent. Over the summer, the Centers for Disease Control released a report estimating that 56,300 Americans get HIV every year, 40 percent more than the agency had previously estimated.

The shifting landscape of AIDS requires us to take on urgent local issues, whether it’s the government robbing clients of lifesaving rent assistance (See “A Housing Triumph,” p. 16) or adding much-needed dental care to our roster of services (See “Smile! You’re With Family Now,” p. 8). At the same time, we fight to change the big picture and convince the world that housing merits the same attention as treatment and prevention as a means to ending AIDS (See “Taking Housing Global,” p. 31).

None of this is easy. The life of an AIDS advocate is demanding and often frustrating. But it comes with great rewards, not the least of which is seeing how generously our funders, donors, friends, and family support our efforts. None of what we do would be possible without those who give so generously to Housing Works, through direct contributions, patronizing our numerous businesses, volunteering, attending our advocacy events, or simply lending support and encouragement to our staff and clients. I believe that this year’s annual report does justice not only to the hard work of the Housing Works staff but also to your faith in what we do.

Charles King
Brooklyn, New York
September 17, 2008

As a physician, I see technology save lives every day. This has been a gratifying and exciting year to be a part of Housing Works because we’re in the midst of our own digital revolution, finding new ways to use technology to better serve communities affected by HIV and AIDS in New York City and beyond.

Housing Works is using technology to deliver better medical care. HIV treatment is often complex and requires the expertise of multiple doctors. Electronic medical data ensures that providers have access to patient information when they need it. Thanks to input from numerous Housing Works staff, the Brooklyn Health Information Exchange initiative, also known as BHHIE, is becoming a reality (See “Caring Is Sharing (Information),” p. 24). BHHIE will allow doctors, with the consent of Housing Works clients, to share client health information in a timely fashion. Doctors will be able to give our clients the best medical care they can possibly get, faster than ever.

We also spent much of this year redesigning and preparing for the relaunch of HousingWorks.org. It goes without saying that a website that does justice to our vast network of programs and facilities, from our AIDS Adult Day Health Centers to our Harm Reduction Place prevention center to our scatter-site housing on Staten Island, allows us to better communicate with people from around the country and around the world, and to join with them in the fight against this epidemic. The site has incredible practical potential for our client base as well. The new HousingWorks.org makes our legal services, COBRA case management, primary care, job training, drug treatment, and other programs accessible to any qualifying New Yorker living with HIV or AIDS who is able to get online. With the click of a button, potential clients can start the qualifying process.

The new HousingWorks.org will also significantly improve our ability to involve customers from our various social enterprise businesses in our mission: Customers may come to HousingWorks.org looking to purchase Barcelona chairs or an Armani suit on our newly revamped auction website, but they won’t get away without first seeing information about our latest AIDS advocacy initiatives and client success stories. Tapping the political power of our social enterprise customers has always been a dream of Housing Works, and the new HousingWorks.org is a major leap toward making it a reality.

Of course, Housing Works, the largest community-based AIDS organization in the country, continues to use effective traditional tools to extend our reach to communities hardest hit by the epidemic. The opening of the Women’s Health Center, (See “A Positive Place for Positive Women,” p. 6) sent a strong signal to the women of Brooklyn that, no matter what, they have a loving home where they can get the support they need to face the challenges of living with HIV and AIDS. We hope our outreach to the Caribbean community (see “Our Caribbean Initiative,” p. 10) will have the same effect. That initiative is a wonderful example of Housing Works’ resourcefulness: We have large numbers of Caribbean staff, and we know that the Caribbean community has high HIV rates, so we built a bridge between us.

Housing Works is one of the most ambitious AIDS organizations in the world. We believe the tools exist to end AIDS worldwide, and we expect governments to use them. But I can’t help but stop and marvel at how much progress Housing Works has made here in New York City. Reading this annual report reminds me how proud I am of Housing Works’ dozens of programs and services and how grateful I am that, along with so many other New Yorkers—customers, volunteers, donors—belong to the Housing Works family.
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**In Memoriam: Felix Camacho**

Since coming to Housing Works, I have become a much stronger woman, one that can & persevere for her self. I feel so happy when I come here.
Housing Works is a family. This year, it was the mothers, daughters, sisters, aunts, and nieces of Housing Works who led the way in our ongoing mission to provide services to homeless and low-income people living with HIV and AIDS. Conceived and largely run by women, our new Women’s Health Center began helping clients who were struggling with the virus or poverty or domestic abuse to empower themselves and others. These women had role models aplenty: Three of our four 2008 Keith D. Cylar AIDS Activist Awardees—honored at a grand gala for their local AIDS heroism—were working moms. Our new Caribbean Initiative ensured that Caribbean women, often afraid or unable to access care, knew they had a home at Housing Works.

The Women’s Health Center

Last October, the New York City Department of Health and Mental Hygiene reported that between 2005 and 2006, new HIV infections were down—but that among women ages 13 to 29, infections had actually risen by a disconcerting 6 percent. These women were overwhelmingly African American or Latina and were becoming infected just as they began their adult lives.

Talk about timing. A month later, Housing Works’ Women’s Health Center (WHC) officially opened for business on the lower level of our headquarters in Brooklyn, the New York City borough with the largest HIV-positive female population.

We weren’t happy to hear the news about HIV-positive women, but we were glad that we had the services in place to address their complex medical, mental health, and emotional needs. The first “pioneer” group of WHC clients has fully embraced the center and is spreading the word that the WHC is, as the center’s motto goes, “A Positive Place for Positive Women.”

Clockwise from top: Clare Tricoche, Dental Clinic manager; Kesha Lucien, dental hygienist; Hallie Williams, D.D.S., Director of Dental Services; and Juhan Cherrie, dental assistant at the Women’s Health Center; an exam room; the welcoming WHC entrance; the children’s playroom; the WHC’s outdoor deck.
Health

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Each year Housing Works gives three Keith D. Cylar AIDS Activist Awards to notably courageous people living with HIV who have fought AIDS in their communities. This year the awardees were all women—and mothers. [The Virginia Shubert Courage Award given to HIV-negative AIDS heroes went to Paul Davis and Asia Russell of Health GAP]

Mothers of Activism

Gloria Gonzalez

Keith D. Cylar U.S. AIDS Activist Award ($10,000 grant)

Fifty percent of new HIV infections in Puerto Rico occur through intravenous drug use; meanwhile, government fraud has crippled AIDS services, so there are no HIV-prevention programs aimed at injection drug users. A former drug user, Gonzalez is fighting to bring HIV prevention and housing to injection drug users in her hometown of Fajardo. At the Cylar awards ceremony, Gonzalez’s young son brought down the house when he presented her with her award, saying, “Te quiero mucho, Mami.” In her acceptance speech, Gonzalez said, “The bottom line with HIV and AIDS is not that I will die; it’s how I live.”

Esther Boucicault

Keith D. Cylar International AIDS Activist Award ($10,000 grant)

Boucicault was the first person to publicly disclose her HIV-positive status in Haiti, where AIDS stigma is profound. She founded the Fondation Esther Boucicault Staindias (FEBS), the only Haitian AIDS organization that provides lifesaving support to people with HIV. Boucicault also established a pioneering, peer-driven system of delivering medications to people in rural areas, now a collaboration with the internationally renowned Partners in Health. At the Cylar awards ceremony, Boucicault’s daughter Michelle Maegnan tearfully presented her mother with the $10,000 Cylar Award. Boucicault will use the money for microloans to FEBS clients and for educating children living with HIV.

Diane Williams

Housing Works Activist Award ($5,000 grant)

A graduate of our Job Training Program and a Housing Works administrative assistant, Williams is first in line for our civil disobedience actions. In 2004, she was arrested during a peaceful takeover of Bush/Cheney campaign headquarters. In 2007, Williams was one of the “Broadway 12” who stopped traffic on Broadway in Manhattan, demanding an end to Puerto Rico’s AIDS crisis. During the Cylar Awards, Williams recounted the haunting story of her and her daughter Veronica’s HIV diagnoses and Veronica’s death. “I go to protests because I don’t want any woman or child to be treated like I was treated,” Williams said. Diane accepted her award from her son Reggie, an undergraduate at Columbia University.

The WHC’s stylish, art-filled interior reassures our clients right off the bat. These women, many of whom are African American and Latina, see positive, culturally relevant reflections of themselves everywhere they turn. The welcoming atmosphere helps diffuse the stigma around HIV and AIDS that keeps too many women from getting the care they need. The largely female staff contributes to a women-friendly safe space, allowing clients to build strong bonds of sisterhood.

The WHC has four examination rooms and three dental chairs where clients receive outstanding medical and dental care. WHC programs empower clients not just to live healthy lives but to cope with the stresses of child-rearing, domestic abuse, family reunification, and other issues. As the home of Housing Works’ fourth AIDS Adult Day Health Center, the WHC provides an array of programs, including creative arts therapy, meals and nutritional counseling, exercise programs, substance abuse counseling, case management, peer support, and more. The WHC boasts a children’s room, a cafeteria with a state-of-the-art kitchen, plasma TVs, conference rooms, an art room, and a gym.

Smile! You’re With Family Now

Low-income people and people with HIV frequently do not have access to adequate oral and dental care. That’s dangerous because, as Hallie Williams, D.D.S., director of Housing Works’ dental services, says: “Oral health has a huge impact on general health.”

Housing Works was thrilled to welcome Dr. Williams and get our dental services off the ground this year. The dental program is a treasure inside a treasure. Its cheerful exam rooms and offices are located within the welcoming confines of the Women’s Health Center.

Dr. Williams, who works with a full-time hygienist, provides a general dental practice, offering exams, cleanings, restorative dentistry, periodontics, prosthodontics, and other services. Dental services are open from 9 a.m. to 5 p.m. four days a week and will expand to five days a week.

Dr. Williams says it’s a joy to see the reactions of clients who come to her for help: “So many clients with neglected teeth come to us, and whenever we do restorative work, they’re really, really happy. They say, ‘I never thought I could look like this again!’"

Word is spreading fast about our dental services. The New York Daily News profiled Dr. Williams’s services and two of her patients in February 2008. One of them, Marian Flores, told the paper, ‘They never beat around the bush with you—they take the time to explain everything in a way that you don’t feel intimidated.’ Now that makes us smile.

Above right: Dr. Williams and Petra, dental assistant at the Housing Works Dental Center. Learn more at www.housingworks.org/dental.


IN MEMORIAM: ARLAN DEAN

IN MEMORIAM: ESTHER BOUCICAULT

IN MEMORIAM: DIANE WILLIAMS

IN MEMORIAM: GE RADINE DOUGLAS
BETWEEN 2001 AND 2006, CARIBBEAN IMMIGRANTS ACCOUNTED FOR NEARLY 40 PERCENT OF HIV INFECTIONS AMONG FOREIGN-BORN NEW YORKERS.

OUR CARIBBEAN INITIATIVE

With numerous Caribbean-born staffers and multiple locations in Brooklyn, Housing Works is uniquely situated to combat HIV in New York City’s hard-hit Caribbean immigrant community. This year, we created a Caribbean Initiative, an effort by Caribbean and Caribbean-born Housing Works staff to increase our ability to serve Caribbean immigrants.

The Caribbean Initiative oversaw a major marketing outreach: the creation and distribution of 5,000 cards and pamphlets in English, Spanish, and Creole designed to reach the Caribbean community. The materials strategically highlighted our Caribbean doctors and dentists, multilingual programs, and services such as legal help and MetroCards.

In concert with that campaign, the Women’s Health Center staff reached out to Caribbean health-care providers, community groups, and community leaders to deliver the message that Housing Works is a healing community that understands the needs of Caribbean immigrants.


Entre el 2001 y el 2006, los inmigrantes caribeños alcanzaron casi el 40 por ciento de las infecciones de VIH entre los habitantes de New York nacidos en el extranjero.

Ant 2001 ak 2006, imigran Karibeyen te reprezante prèske 40 pou san enfeksyon VIH papi moun nouyôk ki te fèt lôt bô dlo.
Throughout 2007 and 2008, Housing Works played a major role in grassroots efforts to address the AIDS catastrophe in Puerto Rico. The U.S. government provides approximately $53 million a year to fight AIDS on the island, where 30,000 people are living with HIV and AIDS. Unfortunately, Puerto Rican government fraud and mismanagement have impeded appropriate disbursement of those funds, crippling many AIDS groups’ ability to provide services and lifesaving medications.

Housing Works’ advocacy department, in coalition with groups such as the Puerto Rican organization Unidos Dándole Cara al SIDA, orchestrated phone zaps, press conferences, and protests to pressure the U.S. government into providing oversight of AIDS funding in Puerto Rico. (Such oversight falls within the purview of the HHS, the Human Resources Services Administration.)

In 2006, a transgender woman named Tracy Bumpus was subjected to vicious homophobic and transphobic epithets after she asked a Transit authority employee for assistance with a MetroCard; the taunts led to subway passengers later intimidating Bumpus.

Representing Bumpus, Housing Works sued the Transit Authority employee for gender discrimination (violations of the city’s Human Rights Law) and the Transit Authority for not properly training and supervising its employees and for failing to deal with the incident.

Housing Works has defeated the Transit Authority’s repeated attempts to have the case dismissed. And in February, our attorneys won a landmark victory: New York Supreme Court Justice Robert J. Miller ruled that employees of the Transit Authority are not exempt from the New York City Human Rights Law and thus may be liable for transgender discrimination under the law. As the judge explained, “By riding the subway, a transgender person doesn’t become less of a person and lose the protection of the Human Rights Law.”

Miller’s ruling established a groundbreaking precedent: The more than 40,000 employees of the Transit Authority are not immune from liability when discriminating against anyone, whether it be on the basis of race, creed, or, as here, gender identity and expression. For transgender rights in general, says Robert Bacigalupi, Housing Works staff attorney, “This puts the ball a little farther down the field.”

More than any other AIDS organization, Housing Works takes to heart the notion that to effect change, we have to pressure local, state, national, and international governments from both inside and outside the halls of power. Let us add to that notion that we believe those living with HIV and AIDS are the people who, by raising their voices loudly enough, can end the epidemic. This year, whether it was an RV park in Alabama or presidential primary events in New Hampshire, our clients and staff could be found fighting in the streets, in courtrooms, and in legislators’ offices for better AIDS funding, saner health-care policies, and an end to the stigma that fuels the spread of HIV.

Above: Stopping traffic on Broadway. Right: Tracy Bumpus. Learn more about Housing Works advocacy efforts at www.housingworks.org/activism.
PRESIDENTIAL POLITICS AND THE AIDS EPIDEMIC

Who sits in the White House has a profound effect on how vigorously the U.S. fights AIDS both at home and abroad. This year, the Campaign to End AIDS (C2EA), a national coalition of AIDS activists living with HIV, was underway by Housing Works, has devoted itself to keeping AIDS at the forefront of the most exciting presidential race in recent memory.

Last November, C2EA relaunched AIDSVote.org, a voter and candidate education project intended to get the 2008 presidential candidates to take the most informed stance on critical AIDS issues. AIDSVote sent comprehensive questionnaires on AIDS policy to 17 Republican and Democratic candidates. The groundbreaking results included a pledge from Sen. Hillary Clinton to support syringe exchange HIV-prevention programs. The questionnaire responses were published on AIDSVote.org and announced at a joint press conference with Gay Men’s Health Crisis, which earlier in the year organized a “Rally to End AIDS” at the Democratic debate in Myrtle Beach, South Carolina. Sens. Hillary Clinton, Barack Obama, John Edwards all sent high-level representatives, including Edwards’ daughter Cate.

C2EA also began planning its September Stand Against AIDS event. Hundreds of people living with HIV and AIDS will travel in eight automotive caravans and one walking caravan (from Jackson to Oxford, Miss.) in time for the presidential debate between Sen. Obama and Sen. John McCain in Oxford.

Throughout the caravans and for three days in Oxford, the Stand Against AIDS activists will demand that the next U.S. president create a national AIDS strategy within 100 days of taking office. The Stand Against AIDS already has endorsements from groups such as the NAACP and Southern Christian Leadership Conference, as well as civil rights pioneer James Meredith.

“What impresses me most is that people living with AIDS (in C2EA) are ready to tell the world,” says Meredith. “I’m hoping when the caravans go through these communities, more people will come forward.”

Above: Housing Works activists kick off the Stand Against AIDS at New York City Pride. Learn more at www.c2ea.org.

ANATOMY OF AN ADVOCACY VICTORY

Housing Works plays a major role in advocating for the rights of transgender New Yorkers, who are disproportionately affected by new and acute HIV. Here’s how we helped get the Gender Identity Non-Discrimination Act (GENDA) passed this year in the New York State Assembly.

December 17, 2002—The State Senate rejects an amendment to the Sexual Orientation Non-Discrimination Act (SONDA) to include housing, health care, employment, and other antidiscrimination protections for transgender New Yorkers. In the Senate gallery, Housing Works President and CEO Charles King inspires expected transgender advocates. “Don’t worry,” he says. “We’ll have our own bill. We’ll call it GENDA.”

April 3, 2007—The GENDA coalition turns over leadership of Albany lobbying to one of its members, the Empire State Pride Agenda (ESPA). The state’s foremost LGBT civil rights lobbying group, ESPA potentially brings major muscle to the fledgling effort.

June 20, 2007—At the annual Transgender Day of Action Pride march, King laments publicly that he is the only leader of a high-profile AIDS organization to participate and urge action on GENDA, which is adrift in Albany. Despite ESPA leadership, GENDA has once again failed to reach a vote in the Assembly.

May 2008—After renewed efforts by ESPA and the GENDA coalition, GENDA’s prospects look promising. Along with other groups, Housing Works sends scores of activists, most of them transgender, to lobby legislators. Housing Works weekly AIDS Issues Update repeatedly urges readers to pressure the Assembly to pass GENDA.

June 1, 2008—The New York State Assembly passes an amendment to the Sexual Orientation Non-Discrimination Act (SONDA), which included housing, health care, employment, and other antidiscrimination protections for transgender New Yorkers. Housing Works client Djia Xi, who lobbied in Albany. “But the battle isn’t over.” This fall Housing Works and allies will fight to get GENDA passed in the Senate—and signed into law by Gov. Paterson.

November 7, 2007—Transgender protections are sacrificed in order to get ENDA, federal legislation protecting lesbian and gay Americans from workplace discrimination, passed in the House. The echoes of SONDA 2003 anger and inspire GENDA coalition members.

June 2008—GENDA passes the Assembly by a vote of 108 to 34. “I was ecstatic,” recalls transgender Housing Works client Oja K., who lobbied in Albany. “But the battle isn’t over.” This fall Housing Works and allies will fight to get GENDA passed in the Senate—and signed into law by Gov. Paterson.

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November 7, 2007—Transgender protections are sacrificed in order to get ENDA, federal legislation protecting lesbian and gay Americans from workplace discrimination, passed in the House. The echoes of SONDA 2003 anger and inspire GENDA coalition members.

June 2008—GENDA passes the Assembly by a vote of 108 to 34. “I was ecstatic,” recalls transgender Housing Works client Oja K., who lobbied in Albany. “But the battle isn’t over.” This fall Housing Works and allies will fight to get GENDA passed in the Senate—and signed into law by Gov. Paterson.

April 3, 2007—The GENDA coalition turns over leadership of Albany lobbying to one of its members, the Empire State Pride Agenda (ESPA). The state’s foremost LGBT civil rights lobbying group, ESPA potentially brings major muscle to the fledgling effort.

June 20, 2007—At the annual Transgender Day of Action Pride march, King laments publicly that he is the only leader of a high-profile AIDS organization to participate and urge action on GENDA, which is adrift in Albany. Despite ESPA leadership, GENDA has once again failed to reach a vote in the Assembly.

May 2008—After renewed efforts by ESPA and the GENDA coalition, GENDA’s prospects look promising. Along with other groups, Housing Works sends scores of activists, most of them transgender, to lobby legislators. Housing Works weekly AIDS Issues Update repeatedly urges readers to pressure the Assembly to pass GENDA.
Advocacy and Legal Services

A Housing Triumph

Housing Works’ lawyers and advocacy teams often work side-by-side. Collaboration between our legal department and our New York State advocates produced one of the year’s most significant AIDS advocacy victories.

In 2002, the New York State and City governments illegally forced Zoraida Melendez to count her disabled child’s disability assistance, or SSI, as income available to the whole family. Denying the Melendez family “SSI invisibility” meant that the family’s public assistance was slashed by a devastating $500 a month.

After a half-decade legal struggle, Housing Works’ attorneys secured justice for the Melendezes in June 2007. However, to protect 1,100 other families in similar circumstances, it was also imperative that then-Governor Eliot Spitzer remove changes to New York law regarding SSI invisibility that had been orchestrated by Gov. George Pataki to circumvent Housing Works’ legal victory for Melendez.

Throughout 2007 and spring 2008, Housing Works’ state advocacy and legal team conducted meetings with Gov. Eliot Spitzer’s aides to convince them to find funds to offset the costs of restoring SSI invisibility. In April 2008, the saga ended: The state budget reinstated SSI invisibility for families like the Melendezes throughout New York State.

Although saving SSI invisibility was a major victory, Housing Works is not finished trying to undo Pataki’s other attacks on poor people living with HIV and AIDS. In spring 2007, the Spitzer administration announced that it would roll back outrageous Pataki-era rent hikes for New Yorkers with HIV and AIDS in supportive housing, hikes prohibited under an injunction secured by Housing Works’ legal team in October 2006. However, New York State and City have refused to settle the underlying lawsuit challenging those rent hikes.

Even if we win the rent-hike fight, some 10,000 poor people living with HIV and AIDS in private apartments will still remain subject to draconian rents. Our state advocates spent much of 2007 and 2008 fighting for legislation that would cap rents for this population at 30 percent of their income.

SWIMMING AGAINST STIGMA

When Good Morning America revealed that 2-year-old Caleb Glover was barred from the pool at an Alabama RV park because he was HIV-positive, many people were outraged. But it was activists from the Campaign to End AIDS (see “Presidential Politics…” p. 14) who turned that anger into a celebration with an HIV-positive “swim-in” at the Wales West RV Resort.

The Labor Day C2EA “family reunion” brought some 60 activists to Alabama from as far away as San Diego and Columbus, Ohio. Many traveled in all-night caravans from Nashville, Houston, Dallas, Washington, D.C., and Miami for a day of camping, barbecuing, awareness-raising, and (of course) swimming with Caleb, as his foster mother Silvia looked on. The RV resort owner, Ken Zadnichek, kept his distance while the C2EA activists—wearing shorts emblazoned with the slogan “HIV+”—jumped into the pool from which Caleb had been banned.

“Watching Caleb swimming in the pool shows that stigma can be lifted and that we made a difference,” says Serita Agnew, a 53-year-old C2EA member who drove from Dallas. “When one HIV-positive person is hurt or discriminated against, it hurts all of us.”

Top: C2EA activists get wet in Alabama. Bottom: Housing Works President and CEO Charles King swims with Glover.
Housing Works pioneered the notion that nonprofits could run businesses to fund their missions. We remain in the vanguard of the now-popular movement. The relaunch of our website, including ShopHousingWorks.com, has taken our Thrift Shops’ wares global and vastly increased the ability of all our businesses to reach customers. Print Positive has gone from client job-training program to full-fledged silkscreening enterprise. Amid the entrepreneurial hustle and bustle, our staff, volunteers, and customers are constantly reminded that we’re not in it for the money. We’re in it to provide valuable jobs and lifesaving services to more than 2,500 clients a year.

BOOKSTORE CAFÉ: CELEBRATING OUR 10TH

In 2008, Housing Works Bookstore Café celebrated the 10th anniversary of its founding. We used that milestone to reaffirm our role as an essential New York City cultural institution—and as a key fundraiser for Housing Works AIDS services. We celebrated our first decade all year long, doing what we do best: readings, performances, activism, and, of course, selling books. Tenth-anniversary events included a never-before-seen play by Anne Carson, a panel discussion on AIDS in Africa with acclaimed authors Helen Epstein and Johnny Steinberg, a reading by Mountain Goats frontman John Darnielle, and our first book auction, which included over 70 signed first editions.

In January, we at Housing Works felt like total rock stars. That’s because Alan Light—the legendary music journalist who founded our benefit concert series, Live From Home—talked Rock and Roll Hall of Famer John Mellencamp into playing Live From Home’s fifth-anniversary show.

Three hundred fans packed the Housing Works Bookstore Café to hear Mellencamp—but first they heard from Alandra Mitchell, a Housing Works Job Training Program graduate who testified to the importance of our supportive services. Then Mellencamp took the stage and charged through an electrifying one-hour set.

The show was a once-in-a-lifetime chance for fans and a major 2008 fundraiser. The performance raised more than $86,000, all of which goes to Housing Works services for homeless and low-income people living with HIV and AIDS.

Thanks to Light’s efforts, Live From Home has attracted more than 250 renowned performers, including John Mayer, Nick Lowe, Patti Griffin, Bright Eyes, Apples in Stereo, Tracy Chapman, Ryan Adams, and Corinne Bailey Rae.

The Open Air Book Fair

The Housing Works Bookstore Café’s annual Open Air Book Fair has proven so successful that, for the first time, we put on two of them: one in September 2007 and one in May 2008. Both were unqualified hits. The all-day fairs took place on Crosby Street outside of the Bookstore Café and featured tens of thousands of $1 books, compact discs, clothing from Housing Works Thrift Shops, and food offerings from local restaurants.

The two street fairs attracted more than 50,000 people and generated more than $45,000 in revenue for Housing Works HIV and AIDS services. We can’t argue with those numbers. The Bookstore Café, in partnership with the Thrift Shops, plans to continue hosting two open-air Book Fairs annually.

In the coming year, we expect to attract larger audiences thanks to the hard work we did this year securing grants to promote our events. For the first time in the Bookstore Café’s 10-year history, we will have a significant publicity budget, which should dramatically increase our reach, our audience, and revenues generated through readings.

Above: John Mellencamp sings unamplified at Live From Home. Right: A.M. Homes and Darin Strauss at the Housing Works Bookstore Café. Find out about upcoming events at www.housingworks.org/livefromhome.
THrift SHops: Design on A Dime

Movie stars! TV personalities! Shopping! Design on a Dime is Housing Works Thrift Shops biggest, most glamorous fundraiser. This year, we took it to giddy new heights.

This year we moved Design on a Dime to a significantly larger venue, the Metropolitan Pavilion on 12th Street in Manhattan, and we partnered with presenting sponsor Real Simple magazine to organize an epic VIP benefit gala. Eight hundred people—including cochair Maggie Gyllenhaal, TV design personality Thom Filicia (who also created a vignette), and design superstar Jamie Drake—packed the glittering event. Between bites of hors d’oeuvres provided by Housing Works’ own catering company, The Works, the stylish crowd took ample advantage of exclusive preview shopping and a silent photo auction that included work from more than 75 famous photographers, including Herb Ritts, Pamela Hanson, Patricia Heals, Lane Coder, and Tierney Gearon.

The brainchild of James Huniford (see “Indispensable Designer,” p. 21), Design on a Dime is an interior design extravaganza. Thirty of the world’s leading interior designers create gorgeous room vignettes using brand-new high-end donated merchandise, which is then sold for 60 to 80 percent off retail at an open-to-the-public two-day sale.

In just its fourth year, Design on a Dime earned $650,000, nearly 50 percent more than the previous year. Housing Works Thrift Shops extend a heartfelt thanks to everyone in the design community who gave their time and talent to Design on a Dime and to raising funds for homeless and low-income New Yorkers living with HIV and AIDS.

In Me Mor I a M: 

Clockwise from top left: Thom Filicia in his vignette; Ernest de la Torre in his vignette; Housing Works President and CEO Charles King and cochair Maggie Gyllenhaal. Learn more about Design on a Dime at www.housingworks.org/design-on-a-dime.

Indispensable Designer

James Huniford, cofounder of the interior design firm Silo, Huniford Associates, dreamed up Housing Works’ Design on a Dime fundraiser, which curates the design community with a unique opportunity to help homeless New Yorkers living with HIV and AIDS. “The event has been such a success because designer’s with different sensibilities have creative freedom,” Huniford says. “And the public get an opportunity to see creative ideas.”

Huniford has been fundraising for Housing Works for 15 years. For him, the highlight of Design on a Dime 2008 wasn’t the gorgeous vignettes, the glamorous kick-off party, or the glamorous runway show. “It was exceeding our fundraising goal and raising more than $8 million media impressions, including coverage from The Today Show, The New York Times, Women’s Wear Daily, New York and others. In just its fourth year, Design on a Dime earned $650,000, nearly 50 percent more than the previous year. Housing Works Thrift Shops extend a heartfelt thanks to everyone in the design community who gave their time and talent to Design on a Dime and to raising funds for homeless and low-income New Yorkers living with HIV and AIDS.

$12,620,640

The amount raised in FY2008 by the seven Housing Works Thrift Shops and our online store, ShopHousingWorks.com, to help fight HIV, AIDS, and homelessness in New York City.

$950,000

The amount that Design on a Dime and Fashion for Action together raised in FY2008 to support homeless and low-income New Yorkers living with HIV and AIDS.

THRIFT SHOPS: FASHION FOR ACTION

Housing Works Thrift Shops hosts numerous fashion events throughout the year, but none as highly anticipated as our annual Fashion for Action fundraiser. Fashion for Action is a spectacular three-day sale of more than $1 million worth of brand-new merchandise from the world’s top designer labels at 70 to 80 percent off retail prices. The sale takes place at the Thrift Shops’ flagship store in Chelsea, but it kicks off with an exclusive cocktail party and preview shopping event at the Rubin Museum of Art across the street. Fashionistas throng to the bargain-hunting bash, and so do the media: The New York Daily News, The New York Times, The New York Post, and many more covered the fourth-annual installment of the event, which was sponsored by HBO and Essence.

Fashion for Action got a boost from cochair Rashida Jones, a New York City fashion icon and actress on NBC’s smash sitcom The Office. “AIDS is still a serious problem in New York,” Jones says. “Fashion for Action is a great way for New Yorkers to help out.”


Sales by month at Housing Works Thrift Shops for the last four fiscal years.
Social Enterprise

Housing Works 2008 Annual Report

THE WORKS AND HOUSING WORKS FOOD SERVICES

This year, Housing Works’ catering company, The Works, continued making important strides toward becoming one of New York City’s elite catering services. We’re particularly excited about our collaboration with the Housing Works Bookstore Café, which we began marketing as a premier Soho event space.

The Bookstore Café will help us expand in the lucrative wedding market, where we’ve been increasingly successful. Our overall gains this year—we achieved our most profitable month ever in May 2008—were the result, in part, of sophisticated new marketing materials and an updated look and service. Always looking to improve, we pursued training and food partnerships with colleagues such as Bite Foods, Make My Cake, and Mesa Grill.

Housing Works Food Services provides meals to 400 clients a day at Housing Works’ four AIDS Adult Day Health Centers. Our own staff of just 10 oversaw the production of an amazing 140,000 meals. We redefined our commitment to creating healthy, delicious food and meeting clients’ individual nutritional needs. Based on our wealth of experience, we hope to soon offer our services to outside companies.

PRINT POSITIVE

This year, our screen printing project, known as Print Positive, went through an exciting transition. Print Positive was originally created as part of our Job Training Program (JTP) to teach Housing Works clients the marketable skill of screen printing. Print Positive’s sustainability plan included generating revenue for JTP. Our reasonably priced, high-quality T-shirts created so much interest from both Housing Works and outside clients that we transformed it from a JTP program to an income-generating business.

Over the past 12 months, when we weren’t producing thousands of T-shirts for customers such as The Highline and Dwell magazine, we were developing a business plan and marketing strategy and hiring staff. Production begins in earnest later in 2008. Our goal? That we transformed it from a JTP program to an income-generating business.

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Our goal was to transform our out-of-date site, which receives more than 300,000 hits a year, into a dynamic community where Housing Works staff can exchange vital information; clients can connect to lifesaving services and urgent advocacy initiatives; and customers interested in our social enterprise businesses can learn about our products, services, and mission.

Joining forces with Happy Cog was a major coup for Housing Works and an auspicious first step for the website. A legend in the web design community, Happy Cog has developed sites for Amnesty International, Blogger.com, and Dictionary.com.

The new Housing Works website will accurately reflect the thriving, healing Housing Works community. Instead of the ominous color palette of the old site, the new HousingWorks.org will feature warm colors, inspiring photographs, and plenty of client stories to remind staff, clients, and the public who we’re working so hard to help, and why.

The tools on the new website are powerful. Thanks to an easy-to-use interface, clients, with a minimum of training, will be able to publish blogs, ask medical questions to online doctors, and obtain comprehensive information about Housing Works services. The homepage will feature a prominent tab that with one click will help new clients start the enrollment process. Staff from every Housing Works department will also be able to publish up-to-the-minute news and event information on department pages. Our social enterprise business will be able to better market its products and services (see “Shop Housing Works,” next page) and generate significant revenue.

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Housing Works is a revolutionary AIDS organization, and we’re using the tools of the digital revolution to fight AIDS and help empower our clients, staff, and supporters. Our Marketing and Communications Department’s main focus throughout 2007 and 2008 was our collaboration with preeminent web design company Happy Cog to redesign and relaunch the HousingWorks.org website.

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All of these website functions will contribute enormously to our ability to fulfill our mission to provide services to people living with HIV and AIDS. And as Housing Works, ever-ambitious to end the AIDS epidemic, continues to expand its advocacy efforts nationally and internationally, the website will also play an indispensable role in spreading our message across the globe: Housing improves health. Housing prevents AIDS. Housing Works.

SHOP HOUSING WORKS

One of the most exciting aspects of the new HousingWorks.org is the expansion of our existing online auctions and the creation of a comprehensive online store for Housing Works’ Thrift Shops and the Housing Works Bookstore Café.

The Thrift Shop online auctions—where customers can bid on items displayed in the windows of all seven Housing Works Thrift Shop locations—have generated more than $2 million in revenue in the past two years.

The new online store, which will offer thousands of books, home furnishings, accessories, and items of clothing for sale, will mimic the experience of shopping in the real-life Thrift Shops. Upgrades over the existing auctions’ website include the expansion of our online inventory and the ability to buy goods immediately rather than waiting for an auction to close. The bright colors of the online store’s web pages will echo our stores’ décor, and customers will be able to email questions about products to Housing Works staff. Customers will also be able to shop items by category and price point.

Never forgetting our mission to provide services to poor people living with HIV and AIDS, we will use the new auction and online store web pages to promote our advocacy efforts and to drive traffic to educational aspects of HousingWorks.org.

Above: The new Shop Housing Works site expands our ability to sell merchandise online and makes bidding on auction items even easier than before. Check it out at ShopHousingWorks.com. Previous page: A glimpse of the forthcoming HousingWorks.org.

In Memoriam: Rolando Hernandez

The IT department salutes Rolando Hernandez, who passed away in June 2008. Hernandez, who joined the IT staff in October 2007, was an expert in the AIDS Institute Reporting System and was helping streamline the reporting process for our AIDS Adult Day Health Centers. He also made significant progress in laying the groundwork for the new Anasazi case management database. “Rolando was a tenacious, committed coworker,” says Housing Works’ Senior Vice President of Operations, Miguel Mendez. “When you needed him to get something done, he got it done. We’ll miss him greatly.”

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Housing Works’ clients struggle with homelessness, chemical dependency, and mental illness, so we employ a battery of approaches to empower them to do their part to stop the spread of AIDS: harm-reduction counseling, pioneering prevention kits for drug users, intensive substance-abuse treatment, targeted outreach and education, even housing, which can reduce the likelihood of high-risk behavior. With the recently renamed and revitalized Harm Reduction Place, a new license to help people with substance-abuse problems in Brooklyn and a new location in the Bronx, we’re more focused than ever on preventing every single HIV infection we can.

WHAT IS HARM REDUCTION?

Harm reduction is a treatment approach that Housing Works uses to encourage our clients to reduce the harm that they may do to themselves or others through substance use and/or unsafe sexual practices. Harm Reduction focuses on practical tools—for example, the constant and regular use of new syringes and male and/or female condoms—as well as emotional ones: We empower our clients to understand the full impact of their actions on their loved ones and their community.

An example of a Housing Works’ harm reduction program is our one-on-one and group sessions that teach safer injection practices—something as simple as using a new syringe can prevent transmission of HIV and hepatitis C and can reduce tissue damage. We also have a range of support groups and workshops, such as “Survival Skills,” which looks at safer sex practices, and “New Methods,” which delves into opioid treatment alternatives.

Harm reduction—in contrast to treatment approaches that demand dramatic and unrealistic behavioral shifts—gives our clients the knowledge they need to face the often daunting challenges of living with HIV.

In Memoriam: Jesus Martinez

The Harm Reduction Place

In September 2007, Housing Works renamed our Crosby Street prevention services center The Harm Reduction Place. The name reinforces our commitment to a harm reduction philosophy and reflects the growth of our harm reduction programs.

The Harm Reduction Place renaming led to unprecedented organization-wide awareness of harm reduction. September’s Harm Reduction Month generated 55 harm reduction-related events in the Housing Works community.

Clients come to The Harm Reduction Place because it’s a welcoming and safe environment where they can socialize, enjoy a cup of coffee, a meal, and a shower. But they also come for our supportive services where each client receives case management, help with housing assistance and placement, referral to dental and medical care, legal, mental health and family services, and job training.

This year, we made big strides in reinvigorating the Harm Reduction Place’s Healthy Lifestyles program. Healthy Lifestyles is a six-week life-skills class with sessions on coping and communication, self-esteem, budgeting, hygiene, tibrv health, acupuncture, meditation, nutrition, and cooking.

Our Syringe Exchange Program is also robust: During fiscal year 2008, we distributed 8,500 syringes and collected over 7,000, helping to safely dispose of used syringes.

Our Client Satisfaction Survey showed us our work is paying off: 92 percent of our clients said that Harm Reduction Place services had been helpful to their health and well-being.

Next year we’ll promote our population-specific harm reduction programs at panels around New York City and offer more harm reduction technical assistance to the Housing Works community at large.

7,197/8,500/1,765 syringes in / syringes out / encounters
Reaching Out, Taking In

This year, Housing Works began planning for a Centralized Intake/Outreach Department (CIoD). Because we’ve grown larger than ever, offering services in all four New York boroughs, we see a clear need for a centralized system for reaching out to potential clients and enrolling them in the most appropriate Housing Works services.

The CIoD will create marketing plans that target different populations of low-income New Yorkers at risk for HIV and AIDS, including street-level outreach and outreach to clinics and community AIDs groups. Potential clients will be directed to the CIoD and assessed for a full range of service needs, then linked to the appropriate Housing Works programs.

An East New York OASAS

Housing Works’ East New York AIDS Adult Day Health Center (ADHC) earned an important state certification this year, known as an OASAS license. Awarded by the New York State Office of Alcoholism and Substance Abuse Services, the OASAS license allows our East New York ADHC to provide outpatient services to adolescents and adults who are battling substance-abuse problems.

“We have a high incidence of substance abuse among our clients—that affects their ability to access care and stay healthy,” says East New York’s executive director Nadine Juste-Beckles.

East New York will add staff in order to deliver more OASAS-related services. Staffers will conduct assessments, individual counseling and group therapy sessions and refer clients to other OASAS-approved supportive services.

The OASAS license will allow Housing Works to address the substance-abuse needs not just of East New York clients but of the East New York community at large. All low-income people, whether or not they have HIV, are eligible for the OASAS services. Our multilingual staff should prove invaluable in branching out to East New Yorkers in need of substance-abuse assistance.
Housing Works spent much of this year trying to change New York’s cruelly flawed AIDS housing benefits policies. Our goal: to get thousands of poor people living with HIV into homes and to cap rents for nearly 10,000 others. Armed with new data proving that adequate housing improves health outcomes for people living with HIV and AIDS and saves money, we networked on the national and international stage to spread the good news. We’re thrilled to continue building homes—next year, we expect to add substantially to the approximately 114 people we currently house—and to be at the center of growing awareness that Housing Works’ slogan ought to be a worldwide mantra: Housing is health care. Housing saves lives. Housing Works.

DARREN BUTLER COMES HOME

What made Darren Butler fall in love with Housing Works? “The first thing they said when I came was, ‘Good morning, Mr. Butler.’ They acknowledged me and treated me with respect.”

Until recently, Butler lived in our nationally recognized Keith D. Cylar House residential facility on 9th Street in Manhattan’s East Village. Because Cylar House is colocated with one of our AIDS Adult Day Health Centers, Butler didn’t have to leave the building in order to access medical care, meals, psychological counseling, support groups, and an array of other services. Like the other 36 residents of Cylar House, Butler had his own light-filled apartment with a kitchen and a bathroom and the use of a gym, roof deck, garden, and other facilities.

“Before I came to Housing Works, the HASA [New York City’s HIV and AIDS Services Administration] hooked me up with a single-room occupancy—it was a pitiful hotel room,” he says. “I was sad, depressed, lonely, sitting there waiting to die.”

Butler illustrates why housing—and a sense of community and home—are fundamental to the health of people living with HIV and AIDS and to stopping the spread of the disease. When Butler was diagnosed with HIV in 2006, he was devastated. “I was in shock. I wanted to commit suicide. I wanted to fight everyone I had slept with.” Moving into a Housing Works facility turned his life around.

“My [CD4] numbers are good,” he says. “I exercise. I stopped using drugs. Housing Works helped me with that through empowerment groups. Everything I need to help me live a better life while being HIV-positive is at Housing Works.”

Above: Butler in his Cylar House apartment. Right: Housing Works representatives protest at the IAC. Learn more about housing as prevention at www.housingworks.org/housing.

Taking Housing Global

Thanks to Housing Works, New Yorkers understand the connection between housing and health care, and AIDS in particular. On a global scale, however, housing remains largely unrecognized as an essential tool in the fight against AIDS—at least, it did until August 2008. Throughout this year, dozens of Housing Works staff and clients laid plans to make housing a central focus of the International AIDS Conference (IAC) held in Mexico City. Then, during the first week in August, we took the IAC by storm.

We convened the IAC’s first-ever satellite session on the relationship between AIDS and housing, the “International Summit on Poverty, Homelessness, and HIV and AIDS.” Attended by AIDS advocates and people living with HIV and AIDS from around the world, the session led to a pledge from the International AIDS Society to address the lack of adequate housing as a barrier to effective HIV prevention, treatment, and care.

Having established our policy bona fides, we spent the rest of the week hammering home our message with IAC attendees and dignitaries. We staged protests on each day of the six-day conference, including media-generating demonstrations tied to speeches by Bill Clinton and UN AIDS executive director Peter Piot. All of our actions—from homeless “encampments” to art installations—were enthusiastically received by IAC participants. By the end of the gathering, it was clear that the international AIDS community had a new understanding of how homelessness enables the spread of HIV—and that providing housing to people living with HIV and AIDS is a priority on par with medical care and HIV testing and prevention.

IN MEMORIAM: STEPHEN MYRICK
Housing Works was founded in 1990 to address the devastating impact of AIDS on homeless New Yorkers. Eighteen years later, the disease remains at crisis levels for the homeless. The rate of new HIV infections is 16 times higher among users of the New York City shelter system than in the general population. AIDS is the leading cause of death among women in the shelter system. But Housing Works isn’t passionate about housing as health care simply because homelessness is so strongly associated with HIV. Homelessness is actually one of the causes of the epidemic.

A rapidly growing body of research has shown that people living with HIV and AIDS in stable housing have better access to health care, including antiretroviral medications. These medications reduce the level of virus in their bodies, and as a result make them less likely to pass HIV to someone else. Recent studies have also shown that improved housing for people living with HIV and AIDS leads to a reduction in the risky behaviors, such as sharing needles or unsafe sex (often in exchange for shelter), through which HIV is spread.

Housing Works operates more than 114 units of housing for homeless people living with HIV and AIDS, including 32 studio apartments at our nationally recognized Keith D. Cylar House for our transgender clients; and 20 scatter-site apartments on facility in Manhattan’s East Village; 36 units at our East New York Congregate Housing and Health Center; the roof deck at Cylar House; our East New York Congregate Housing and Health Center; the roof deck at Cylar House; David, a client, in his apartment at Cylar House. Top right: An axonometric rendering of our planned Jefferson Avenue Program.

We plan to open two new residences in Fall 2008—one of our most important housing efforts this year was the Women’s Transitional Housing Program in Brooklyn and the Stand-Up Harlem House in Harlem—that together will provide 31 studios and four family apartments.

One of our most important housing efforts this year was the multiyear study we are leading to examine the impact of housing on HIV prevention and care. The project has received a promising response from government and funders. We believe that this multiyear study will show incontrovertibly that housing homeless New Yorkers living with HIV reduces risk behaviors, results in better health-care outcomes, and costs the city less in services such as shelters and emergency rooms.

For our clients, in his apartment at Cylar House. Top right: An axonometric rendering of our planned Jefferson Avenue Program.

Wall Street Journal— with help from the Housing Works media team—published a lengthy article on it. Seeing the impact of these studies (and the hardheadedness of our own City Hall) inspired us to lay the groundwork for New York City’s own HASA for All demonstration project to examine the impact of housing on HIV prevention and care. The project has received a promising response from government and funders. We believe that this multiyear study will show incontrovertibly that housing homeless New Yorkers living with HIV reduces risk behaviors, results in better health-care outcomes, and costs the city less in services such as shelters and emergency rooms.

The HASA for All demonstration project illustrates Housing Works’ resourcefulness and indefatigable will to attack the problem of homelessness and HIV from every angle. Housing Works will not stop fighting until all people living with HIV and AIDS have homes—and until our government and governments around the world employ every tool for ending the AIDS pandemic.
For the fiscal year ended June 30, Housing Works, Inc. (HW) and its subsidiaries reported an unrestricted surplus of $515,000. This was below the budgeted surplus of $1.17 million, largely from low census at all Health Services sites, most notably the Women’s Health Center.

Senior Management made significant expense reductions during the year including but not limited to: relinquishing expensive leaseholds in Manhattan and moving COBRA programs to 57 Willoughby Street and the Bronx, freezing new nonessential hires, streamlining operations at the Thrift Shops warehouse, consolidating equipment and vehicle leases, and reducing consultants. These initiatives resulted in total expenses of $38.8 million, or $929,000 less than budget, with the largest savings coming in personnel. These reductions, however, were not sufficient in addressing a revenue shortfall of $1.5 million. The combined Healthcare Programs reported a loss of $1.5 million for the year on revenues of approximately $15.2 million. Adult Day Health Care (ADHC) revenue was almost $1.1 million below budget, while Primary Care Dental and VidaCare combined were $309,000 below budget.

HW entrepreneurial ventures produced over $13.5 million in revenues for the year and recorded a combined surplus of $2.2 million. The surplus generated by these companies subsidized the operations of various HW client service departments, funded much-needed capital improvements, and allowed HW to reduce its Operating Line of Credit by $400,000 to $1.6 million. Of these ventures: The Thrift Stores generated revenues of over $12.6 million; the Bookstore & Café generated revenues of over $1.8 million—the highest total in its history; Food Service recorded total revenues in excess of $1.1 million ($1.46 million from outside business); and Gotham Assets generated revenues slightly under $1 million, including revenue from the management of four non-Housing Works properties in the Bronx.

Two major events are included in the FY2008 results: a reevaluation of unsorted goods in the warehouse and a retroactive COLA (cost of living adjustment) Payment in Health Services. The reevaluation of unsold goods in the warehouse led to an increase in contributions-in-kind. In prior years, donated goods were discounted because inventory procedures did not include rotation and were discounted, assuming lower value as a result of age. In Health Services, the New York State Department of Health issued the long-awaited Cost of Living Increase for Adult Day Health Center payment of approximately $1 million.

Finally, during FY2008, Housing Works opened the Women’s Health Center at 57 Willoughby Street in Brooklyn, made ongoing renovations at Thrift Shops, and continued the implementation of an electronic case management and medical records system.
When you donate to Housing Works, shop at one of our stores, or give online at www.housingworks.org/donate, you are giving a second chance to one of the more than 2,500 homeless HIV-positive New Yorkers we serve each year. In the healing community of Housing Works, our HIV-positive clients are able to access lifesaving medical services, housing, and employment that allows them to get back on their feet and help others do the same. **What do your donations add up to?**

- $25,000 provides a healing home for an HIV-positive New Yorker for one year.
- $1,000 pays for a month of meals for a low-income HIV-positive mother and her child.
- $500 pays for a busload of HIV-positive Housing Works clients to lobby legislators at the State Capitol.
- $150 helps 16 homeless HIV-positive New Yorkers learn job skills.
- $50 pays for basic math classes for eight homeless HIV-positive New Yorkers.
- $25 helps an at-risk New Yorker get tested for HIV.

**IN-KIND DONATIONS**

The Housing Works Thrift Shops and Housing Works Bookstore Café rely upon the sale of new and gently worn furniture, clothing, accessories, books, and artwork to raise more than $10 million annually in support of Housing Works client programs.

**Housing Works**

**Thrift Shop Donations**

(212) 366-0820

thriftdonations@housingworks.org

**Housing Works**

**Bookstore Café Donations**

(212) 334-3324

bookstore@housingworks.org

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**Housing Works Clients**

First row: Maurice, Gregory, Vivian, Albert.


Third row: Christine, Roxanne, Curtis, Christopher.

Fourth row: Bobby, Curtis, Max, Elda.

Fifth row: Steven, Priscilla, Brenda, Phillip.
Boards of Directors

In Memoriam: Frank Slade

Boards of Directors

In Memoriam: Adrian Tolbert

Denise Gordon

It’s no surprise that the Housing Works, Inc. Board of Directors is such a good fit for Daoloi and Touche Human Resources manager Denise Gordon. “My job is to provide people with access to work opportunities and information,” she says. “The advocacy that Housing Works does provides people with access to medication and to opportunities and housing. The connection between what I do and what Housing Works does was easy.”

Gordon joined the board in September 2007 after a friend introduced her to Housing Works. As a Jamaican woman—Gordon moved with her family to Long Island when she was 11—she identified with Housing Works’ mission to fight AIDS and its ability to reach women of color. “AIDS is a huge issue in the black women’s community,” she says. “You always ask yourself how you can help people. This was something close to home where I felt I could give back.”

Gordon, a Brooklyn resident who frequently visits the Housing Works Brooklyn Thrift Shop on Montague Street, says interacting with Housing Works clients is a highlight of her board work. “It’s amazing how integral clients are, from having seats on the board to inclusion in different events—that’s exciting,” she says. She has lent her expertise to both the Housing Works Human Resources Department and the Development Department and can’t wait to do more: “We’re a hands-on board. Wherever there is an opening to do something, you just do.”

Housing Works

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Boards of Directors

Housing Works Housing

Housing Works Health

Services, Inc.

Housing Works, Inc.

Housing Works, Inc.

Housing Works, Inc.

Housing Works Thrift

Shops, Inc.

Housing Works Food

Services, Inc.

(The Works-Causing)

Services, Inc.

Housing Development

Fund Corporation, Inc.

Housing Development

Fund Corporation, Inc.

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Fund Corporation, Inc.
In their mission to provide lifesaving HIV/AIDS treatment and care, Housing Works relies on support from a diverse mix of donors. Companies and individuals who purchase goods and services from our social enterprise ventures generate income that subsidizes the cost of providing services that public and private funders may not cover. Foundation, corporate, and government funders directly support our programs; individual donors help make a difference by partnering with us through generous tax-deductible contributions.

**Governance Partners**
- Council of American Foundation
- Fairfield University
- Council of Community Foundations
- Duke University
- The Women's Foundation of New York
- Enfield Trust
- Women's Foundation of New York

**Federal**
- U.S. Centers for Disease Control and Prevention
- U.S. Department of Housing and Urban Development
- U.S. Substance Abuse and Mental Health Services Administration
- New York State Office of Temporary and Disability Assistance

**City**
- Medical and Health Research Association
- Public Health Solutions

**Foundations**
- New York State Council on the Arts
- New York City Department of Cultural Affairs
- The New York Community Trust

**Corporate Partners**
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- Interpublic Group

**Special**
- Related Companies
- Paul McCann
- Patricia Phillips Gutman

**Individual Partners**
- Genevieve Langan
- T. J. Jackson
- Angela Amrani
- Frank A. Cinader
- John M. Culp

**Corporate Partners**
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- Bloomberg LP

**Individual Partners**
- William T. Hackett
- Sabrina M. Moore
- Kevin M. O'Reilly
- Richard Zischalunic

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- In Memoriam: Lynette Watson
- In Memoriam: Cora Williams

**Corporate Partners**
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- Cynthia L. Wiese
- Edward R. Zatorski
- Richard Zischalunic
## Acknowledgments

In Memory of:

- William Stepp
- Anna Moller: cover, page 5, 7 (Women’s Health Center Dental Staff), 8, 11, 15 (Mark Hayes), 17, 21 (James Hunifeild), 22, 25, 27 (Marisol Cruel), 28, 29, 33 (George, Carlos and Tom, David, Harlem facade) 33 (East New York), 38, 41
- Zubin Shroff: page 2, 3, 13 (Tracy Bumpus), 31 (Darren Butler)
- Kevin Chu/KCJP: page 7
- Ramin Talie: page 9
- Diana Scholl: page 1, 16 / Charles King and Transgender Day of Action) 15 (Stand Against AIDS)
- Alix Winsby: page 14 (GenDa now!)
- Gay City News: page 14 (June 2007)
- Laurel Salo: page 16
- David Atlas: page 19 (John Melinencamp)

© Tam Guo: pages 20 (Harlem facade) 22, 25


Disclaimer: Our annual report features photographs and the names of many members of the Housing Works community—staff, clients, volunteers, and supporters. No inference should be drawn regarding the HIV status of any individual.

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**IN MEMORIAM**

At the bottom of pages throughout this year’s annual report, you’ve read the names of members of the Housing Works community who passed away in 2007 and 2008. We honor their memory and miss them dearly.