



August 25, 2017

Joining Hearts, Inc.  
Attn: Board of Directors  
P.O. Box 54808  
Atlanta, Georgia 30308

Dear Joining Hearts Board of Directors,

According to aidsvu.org, the number of people living in Metro-Atlanta with diagnosed HIV in 2015 was 32,818. Of the 30,000+ individuals who are positive, 80% are men, and 20% are women. When broken down by race, 70% of people living with diagnosed HIV in 2015 are black, 7% Hispanic/Latino, and 19% white. The number of new HIV diagnoses in 2015 was 1,631, and the number of deaths of people with diagnosed HIV in 2015 was 373 in the Metro area and 752 throughout the state of Georgia.

#### **Estimated HIV Prevalence Rate Ratios by Race/Ethnicity**

The rate of black males living with an HIV diagnosis is 4.7 times that of white males.  
The rate of Hispanic/Latino males living with an HIV diagnosis is 1.3 times that of white males.  
The rate of black females living with an HIV diagnosis is 14.1 times that of white females.  
The rate of Hispanic/Latina females living with an HIV diagnosis is 4.0 times that of white females.

**Positive Impact Health Centers provides HIV clinical care to 1657 patients. Our demographics are outlined below:**

74% male, 22% female, 3% transgender, 1% unknown  
60% African American, 18% Caucasion, 10% Hispanic, 12% identify as other (American Indian, Asian, Native Hawaiian, or more than one race)

These demographics enforce the work of Positive Impact Health Centers and confirms our reach into the communities that need it most. It is important to note that more than half of the clients that we serve fall under 200% of poverty level and more than 20% have unstable housing. Our mission is to get HIV positive individuals into care and ultimately to get them to undetectable status however this comes with an ennumerate cost, as medical care, particularly HIV, is very expensive.

Below is an outline of a newly diagnosed patient costs:

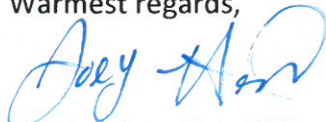
Provider visits – newly diagnosed clients typically require 6-8 provider visits the first year - **\$671**  
Medication – filled monthly and average monthly cost of \$3,500 - **\$42,000**  
Labs – newly diagnosed need more labs than established patients, typically 4 lab draws the first year with initial lab cost of \$1,029 (genotype needed) and then average cost of \$550 - **\$1,779**  
Approximate annual cost for newly diagnosed patient - **\$44,450**

Positive Impact Health Centers is very fortunate to have several funders (both government and community based) to offset the cost of care for those that need it most. Each of the above-outlined services is critical to getting our patients to the ultimate goal of being undetectable. Unfortunately, all funding sources are not always equal, meaning we may have more money to treat the patient but not enough money to offer medication assistance (ultimately treatment without medication is useless). I say this because we are in a similar predicament now. We have the funds to cover treatment, as well as medications, but what we need most are funds to cover the labs.

I would like to submit a funding need of \$50,000 to assist Positive Impact Health Centers with covering the lab expenses in our clinic. These funds will greatly assist our clinic in connecting newly diagnosed individuals into clinical care.

Thank you for your consideration of this request. I look forward to working with the Joining Hearts board and volunteers to better engage our community in the fight of this epidemic!

Warmest regards,



**Joey D. Helton, DBA, MPH**

Chief Operating Officer

**POSITIVE IMPACT  
HEALTH CENTERS**

Telephone: 678-990-6453