



Answering the call



ALLIES FOR HEALTH + WELLBEING
ANNUAL REPORT
2019-20



In looking back at the months since the start of the COVID-19 pandemic, we often count the things we lost or missed.

But at Allies for Health + Wellbeing, we have received so much support from our community since March that we want to focus on gratitude.

Individuals and organizations alike stepped up to help us through the pandemic. We received numerous donations of personal protective equipment and homemade reusable masks. We collected grocery store gift cards for our clients and received many cards from generous donors. Several organizations offered us more flexible grants so we could adjust to the changing circumstances. And our donors did not hold back this year in response to our fundraising appeals. You can read more about some of those who opened their hearts to us this year in the next few pages of this report.

I would be remiss if I didn't mention the tremendous resilience and flexibility of our staff at Allies. We are an essential service organization, so we have remained open throughout the pandemic. Though much of what we provide can be done virtually, since March, we have had staff members meeting with patients and clients in person for services that can't be done over the phone or on the computer. And for those staff members who have been able to work from home, that has brought its own set of challenges, particularly as other businesses and schools closed. The dedication from all of Allies' staff has been incredible, and I am truly humbled to work with such an amazing group of people.

Whatever the future may bring, this past year has taught us that Allies will be able to face whatever challenges lie ahead with your continued support.

Gratefully,



Sean DeYoung, MSW, LCSW
CEO, Allies for Health + Wellbeing



Sean DeYoung, MSW, LCSW
Chief Executive Officer



Allies helping Allies

It was business as usual for Allies for Health + Wellbeing for most of the fiscal year, which began on July 1, 2019. The organization was seeing more patients through the clinic and testing services, and leadership were looking for new opportunities to expand. On Friday, March 13, 2020, everything changed. The day ended with a staff meeting at which Dr. Sarah McBeth, Allies' medical director and an expert on infectious disease, gave a presentation on what people might expect from the COVID-19 pandemic. Leadership also went over Allies' pandemic policy.

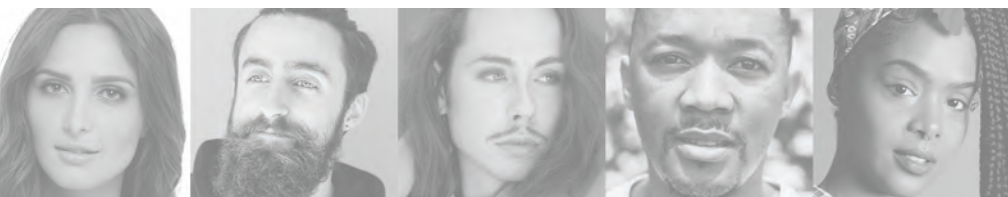
The following Monday, Allies, like other essential businesses and organizations throughout Pittsburgh - and around the world - was working to deliver critical services, while protecting both clients and staff. A skeleton crew continued to come into the office to provide testing services by appointment and other services were transitioned to a virtual platform. There was no denying that Allies was struggling to get the supplies and personal protective equipment needed, but then something amazing happened. From groceries for the food pantry to packets of hand sanitizer to masks and PPE for staff, the community answered Allies call for support.



Medical assistant Kim Pryor displays masks donated by the Hearts and Hands group from St. Andrew's Lutheran Church.

Cloth masks came from the Hearts and Hands group at St. Andrew's Lutheran Church in East Liberty. The Hearts and Hands group typically focuses on knitting and crocheting, but at the beginning of the pandemic, when masks for personal use were in short supply, the group changed direction and began sewing.

Sue Gaugler of the group reached out to Allies to see if the organization could use their masks. "I contacted your organization and





Dave Jiao, left, with the Pittsburgh Chinese Cultural Center, presents personal protective equipment to Allies' CEO Sean DeYoung.

others, to see if anyone could use homemade masks, and you were the first ones to respond," she said.

In the early days of the pandemic, mask making required innovation, especially since there were shortages of materials.

"That was a hard time, too, because there was no elastic," Gaugler said. "They were figuring out how to make ties."

The Hearts and Hands group were able to provide Allies with several hundred masks.

The St. Andrew's parishioners weren't the only ones who made masks for Allies. Several kind community members brought out their sewing machines for Allies.

"You saw all these things with people making masks," said Mary

Tranchine, wife of Allies CFO, Jim Tranchine. "I had coworkers, family, friends who didn't have access to a sewing machine."

Mary Tranchine, who learned how to sew in junior high school, found patterns online and began supplying family and friends with masks. "I was just churning them out as people asked for them," she said. So when Jim Tranchine asked if she could make some for Allies, she readily agreed.

"It helps because you keep busy," she said. "I've been working from home since March. You're at home all the time, but now I have time to sew, and make things. It just keeps your mind off of this other stuff – the noise out there."

Ultimately, Mary Tranchine,



who works in the epidemiology department at the University of Pittsburgh, donated between 300 and 400 handmade masks to Allies.

Personal protective equipment for clinic and testing personnel also was hard to come by. Allies case manager Qian Zhu Hayden knew where to turn.

"As Chinese community members in Pittsburgh, we knew personally how serious this could be," Hayden said. "My family and a lot of people I know donated to the Pittsburgh Chinese Cultural Center (PCCC) and knew they [were] connected [to] factories in China to get PPE."

Hayden knew the PCCC was donating PPE to organizations like UPMC, AHN and the Pittsburgh police, so she reached out to see if they could help Allies. "They provided us [with 2,500 surgical masks] within two or three days," Hayden said.

Along with individuals, charitable foundations stepped up to help Allies navigate the pandemic, including the VIVA Glam Fund, The Pittsburgh Foundation and the Opportunity Fund. The Pittsburgh Foundation provided emergency funding to help Allies implement its telemedicine platform so that we could continue to see patients.

Jake Goodman, executive director of the Opportunity Fund, reached out almost immediately to help. Allies had a generous grant from the Opportunity Fund that was earmarked for essential household goods, but Goodman



Jake Goodman, executive director, Opportunity Fund

removed those restrictions and allowed Allies to use the funds for whatever was needed, which was a big help to Allies.

"Thank you for updating us on how the funds will be allocated, now that COVID is affecting the organization and your clients' lives," Goodman said. "Grateful for all you do and proud to help support your work."

Financial support, needed masks, PPE and medical supplies, and grocery gift cards for clients are just some examples of the support that came from all sectors of the community.

"We are so fortunate to have such a giving and empathetic group of donors," said Mary Bockovich, Allies chief development officer. "We are deeply grateful to everyone who gave and simply amazed by their incredible generosity."



2019-20 AT A GLANCE

2,036
clinic
visits
with
1,276
unique
patients

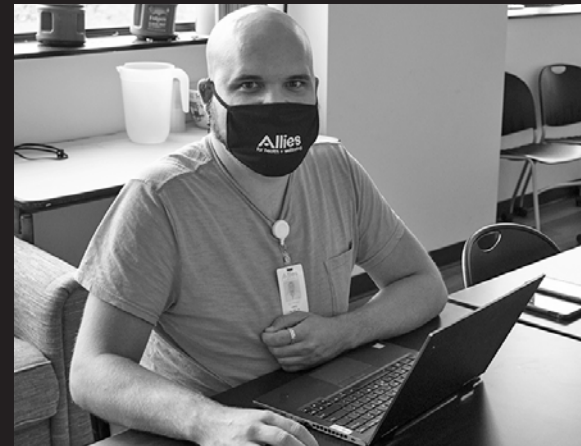


308 patients
referred for
treatment



2,345
unique
HIV,
hep C
and STI
testing
patients

265
telemedicine
visits
between
March 1
and June 30,
2020



3,170
food
pantry
visits with
570
families
fed

662 case management clients

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2019-20 Donors

Allies for Health + Wellbeing gratefully recognizes the following corporations, foundations and community organizations for their generous financial support. This list includes those entities that gave a total of \$1,000 or more between July 1, 2019, and June 30, 2020. If you note any errors or omissions, please contact the development department at 412-345-0591.

Leadership (\$25,000 - \$99,999)

The McCune Foundation

The Scott Noxon Fund of The

Pittsburgh Foundation

UPMC & UPMC Health Plan

Benefactor (\$5,000 - \$24,999)

Allegheny County Bar Foundation

Broadway Cares/Equity Fights AIDS

Cooper-Siegel Family Foundation

Coordinated Care Network

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The Forbes Funds

Gateway Health

Giant Eagle, Inc

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The New York Community Trust & DIFFA

The Opportunity Fund

Pitcairn-Crabbe Foundation

The Pittsburgh Foundation

The Positive Health Clinic at

Allegheny Health Network

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School of Business at CMU

PA Health & Wellness

Sisterson & Co. L.L.P.



With a deep sense of gratitude, Allies for Health + Wellbeing acknowledges the following individuals for their generous financial support during the last fiscal year. The following list represents individuals who gave a total of \$100 or more between July 1, 2019, and June 30, 2020. If you note any errors or omissions, please contact the development department at 412-345-0591.

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(\$5,000 - \$24,999)

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Principal

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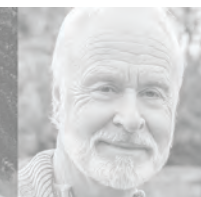
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Mary Beth and Jim Wyko

Mr. Dustin Yonish

Mr. Jerome Zhong



Statements of Financial Position

June 30, 2020 and 2019

ASSETS

	2020	2019
Cash and cash equivalents	\$636,311	\$485,352
Accounts and grants receivable	\$2,087,874	\$1,608,521
Unconditional promises to give	\$81,708	\$30,000
Investments	\$1,087,030	\$1,051,802
Prepaid expenses	\$37,110	\$40,470
Other assets	\$79,383	\$87,875
Property and equipment, net	\$969,103	\$839,588
TOTAL ASSETS	\$4,978,519	\$4,143,608

LIABILITIES

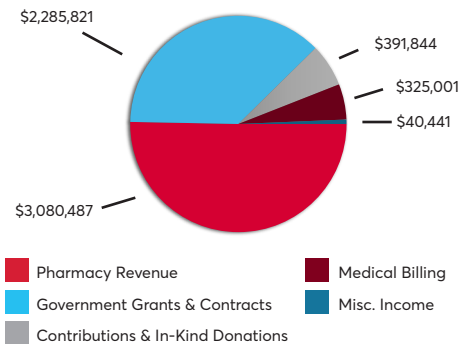
Demand note payable	-	\$120,218
Long-term debt	\$400,00	-
Accounts payable and accrued liabilities	\$1,240,267	\$1,192,066
TOTAL LIABILITIES	\$1,640,267	\$1,312,284

NET ASSETS

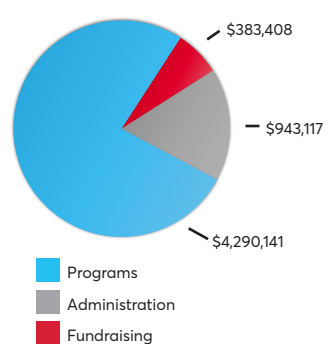
Without donor restrictions	\$3,209,999	\$2,734,753
With donor restrictions	\$128,253	\$96,571
TOTAL NET ASSETS	\$3,338,252	\$2,831,324

TOTAL LIABILITIES AND NET ASSETS	\$4,978,519	\$4,143,608
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Support and Revenue
\$6,123,594



Expenses
\$5,616,666





Allies for Health + Wellbeing

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AlliesPGH.org



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