

# SOUTHERN HIV IMPACT FUND: 2017–2020 ACHIEVEMENTS



## 3 YEAR INVESTMENT AT A GLANCE

- **\$8,946,000** in grant-making dollars.
- **8** Donors.†
- **56** organizations received grants in **9** Southern states (i.e., LA, GA, TX, NC, FL, AL, MS, TN and SC) to do prevention and care and political and social action activities related to HIV; **42** organizations have received more than one year of support.

- Staff with deep background and expertise in the communities served by the Southern Fund.
- The institutional home for the Southern Fund is AIDS United, a policy and grantmaking organization with more than three decades of experience.

## WHO ARE SOUTHERN FUND GRANTEES?

- **May not have a historical focus on HIV.** In Year 2, more than 6 in 10 grantee organizations (60.4%) focus on areas other than HIV, such as people of color and LGBTQ and trans communities. Grantees address the multiple issues that impact the lives of their constituents, including health care access, housing, criminalization and civic participation, among others.

- **Serve Black and Latinx communities.** In Year 2, nearly half of the beneficiaries for prevention and care activities are Black or African American (49.5%) and about 1 in 5 (17.2%) are Latinx.
- **Are led by communities most affected.** In Year 2, more than half of grantee organizations are led by people of color (60%), LGBTQ people (53%) and women (51.2%). About 1 in 6 grantees were led by trans and gender non-conforming people (16.3%) or Black or Latinx gay men (16.3%).

## COMBINED IMPACT: YEARS 1 & 2

Nearly **150,000** people were reached by grantees of the Southern Fund in the first two years.

### Prevention & Care Activities

**4,213**

HIV tests

**3,176**

PrEP referrals or prescriptions

**2,496**

new linkages to care

### Political & Social Action Activities

**3,473**

meetings with lawmakers and officials

**1,289**

leaders trained

## ADDITIONAL BENEFITS OF THE SOUTHERN FUND

### Leadership Development

- 30 leaders have participated across 3 cohorts.
- Leaders come from underrepresented backgrounds at multiple levels within the organization (directors, middle management and entry-level positions).
- During the course of the leadership development program in Year 2, 40% received a promotion with change in title and a salary increase at their place of employment.

### 2018-2019 Capacity Strengthening & Technical Assistance

- AIDS United provided assistance related to fundraising, sustainability, board development, program design and implementation, and communications and branding, among other topics.
- More than a third of grantees (35.7%) received evaluation technical assistance, and 1 in 5 (20.9%) implemented an evaluation system developed by Strength in Numbers, tailored for their work.

## GRANTEES RESPONSE TO COVID-19

### Southern Fund grantees:

- Do digital organizing (e.g., virtual town halls) and conduct activities virtually via telemedicine, telehealth, webinars and online conferences.
- Continue to provide in-person services where they are critically needed—they report increasing demand for their work.
- Contribute to most urgent needs—distribute food, fund housing and/or pay bail.
- Develop and share information and resources about public health in their communities.

“Over the last month, requests for HIV case management services and emergency financial assistance for housing and medical costs have almost doubled our monthly average . . . This increase in demand does not represent new diagnoses; rather it represents the economic impact COVID has had on people living with HIV in our community.”

—A Southern Fund grantee



**SisterReach**, founded in 2011 and located in Memphis, TN, supports the reproductive autonomy of women and teens of color, poor and rural women, LGBTQIA+ people, and their families through the framework of reproductive justice. SisterReach’s work, along with state and national partners, led to the defeat of legislation on “fetal assault” that would have criminalized mothers struggling with drug addiction. In early 2020, when many organizations struggled with funding, SisterReach provided a mini COVID-19 stimulus package to 21 Memphis area community partners to sustain their work. SisterReach also adapted its programs to provide safer sex kits via mail and through home delivery. As of August 2020, they delivered 1,000 kits that now include personal protective equipment (PPE).

### About the Southern Fund

The Southern HIV Impact Fund started in 2017 to address the needs of those most affected by the HIV epidemic (i.e., gay and bisexual men of color, women of color, trans people of color) and prioritize organizations led by members of those communities. The Southern Fund makes an effort to include organizations that do not have a historic focus on HIV and may have been excluded from HIV funding opportunities despite needs in their communities.

To honor the leadership of those most affected, organizations propose activities that best align with their communities’ needs, including those that relate to HIV prevention and care and political and social action. The Southern Fund has worked with Strength in Numbers, an evaluation group, from the outset, to ensure common activities are identified and tracked, understand the grantees’ accomplishments and the types of work needed to address HIV in the U.S. South.

## OPPORTUNITIES TO GET INVOLVED

- 1. Join the Southern Fund as a donor:** Are you a foundation that would like to support people-of-color-led and/or queer-led organizations doing HIV work in the U.S. South? Join a community of donors that share your values and support the delivery of critical services, community organizing and advocacy in the U.S. South, as well as leadership development and organizational strengthening. In supporting the Southern Fund, you can be confident your resources are reaching organizations by and for people of color doing cross-issue work in the context of COVID-19.
- 2. Join Funders Concerned About AIDS (FCAA):** Want to learn more about funding for HIV? FCAA is a national philanthropy-serving organization instrumental in the development of the Southern HIV Impact Fund.
- 3. Refer an organization:** Although the Southern Fund is not currently able to do open calls for proposals, please be in touch if you know of an organization that should be considered. Organizations must be located in the U.S. South, and priority will be given to those led by people of color.

If you have additional questions or would like to get involved, please contact:  
Melanie Powers, MPH, Senior Program Manager, at [mpowers@aidsunited.org](mailto:mpowers@aidsunited.org)