

**MOBILIZING YOUR  
COMMUNITY  
PARTNERS TO  
REDUCE NEW HIV  
TRANSMISSIONS:  
A NEW MODEL  
FOR PREP**

# TODAY'S PRESENTERS

Dr. David Baker-Hargrove, PhD

- ◉ President/CEO Two Spirit Health Services
- ◉ • LGBT Medical and Mental Health Clinic in Orlando, FL

Lindsay Kincaide

- ◉ Community Development Manager
- ◉ Hope and Help Center of Central Florida, Inc.
- ◉ Largest AIDS services organization (ASO) in East Central Florida since 1988
- ◉ Mental Health Intern at Two Spirit Health



# DISCLOSURES

Presenter(s) has no financial interest to disclose.

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# PREP OVERVIEW

- PrEP, pre-exposure prophylaxis, is a biomedical intervention for the prevention of HIV by taking a medication daily combined with safer sex practices, such as condoms.
- There is currently only one approved drug on the market for PrEP.
- emtricitabine and tenofovir disoproxil fumarate is a combination of nucleoside analog HIV-1 reverse transcriptase inhibitors produced by Gilead Pharmaceuticals.
- FDA approved for the prevention of HIV since 2012.
- CDC endorsed for people who engage in condomless sex, who have a HIV positive partner who is not virally suppressed, and injection drug users

# THE PREP CLINIC PARTNERSHIP

- ◉ Two Spirit Health Services funds their staff physician and admin assistant to manage clients for the PrEP protocol every Monday.
- ◉ Hope & Help staffs a health educator and tester to provide risk assessments, PrEP education, safer sex education, free HIV, Hepatitis C, and syphilis testing at the PrEP Clinic.
- ◉ Quest Diagnostics offers dramatically discounted labs for the PrEP protocol (metabolic panel, serum creatinine, Hep B core, STI).
- ◉ Priority Health Pharmacy works with the Gilead pharmaceutical's copay/patient assistance programs and insurance companies to help clients get the medication for \$0 out of pocket.

# LEARNING OBJECTIVES

Participants will be able to:

1. Identify new partnerships in their areas that can be mobilized to establish a low-cost PrEP clinic for the uninsured/under-insured.
2. Identify and research funding sources for PrEP outside of traditional Ryan White funding sources.
3. Locate PrEP clinical best practices from the CDC, describe best practices from the Two Spirit PrEP Clinic, and identify challenges and solutions from the Two Spirit Clinic that may apply to their own facilities.

\*Focusing on states where Medicaid expansion did not occur

# IDENTIFYING PARTNERS: LOOKING OUTSIDE OF THE RYAN WHITE BOX

- ◉ Organizations within communities impacted by HIV that are not Ryan White funded (LGBT Centers, Community Centers, Faith Organizations in the Black and/or Hispanic Communities etc.)
- ◉ Who in your community has prevention dollars for health educators/testing? (High Impact Prevention grants, Enhanced Testing Initiative (ETI), teen pregnancy etc.)
- ◉ Health Departments (Are they funding PrEP? STI testing? HIV testing? etc.)

# CORPORATE PARTNERS

- ◉ Gilead Pharmaceuticals, the makers of PrEP has an open grant application process.
- ◉ Gilead Sciences has regional community liaisons. Do you know your rep???
- ◉ Laboratory Companies (Quest, Labcorps etc.) can negotiate significantly reduced prices for labs.
- ◉ Prices are even lower if you have your staff draw the blood samples and have clients take their own rectal swabs (Gonorrhea and Chlamydia).
- ◉ Pharmacy Partners - Independent pharmacies tend to have high customer satisfaction. Pharmacies who are caring for HIV positive patients have the connections with the pharmaceutical companies to get your patients medication for very little out of pocket.



# AN FQHC CAN BE PREP'S BEST FRIEND

- ◉ FQHC's receive Federal dollars to provide medical treatment for the uninsured and underinsured (Two Spirit is modeled after FQHC's but receives State funding)
- ◉ They are required to have linkage protocols in place for HIV positive clients.
- ◉ They have mandates to partner with Ryan White funded entities in their service areas.
- ◉ If no FQHC, is there a licensed physician at a private practice willing to donate time or develop a sliding scale?

# FUNDING SOURCES: GRANTS

- Ryan White funding cannot pay for medication or doctor's appointments associated with PrEP but may be able to pay for health education and testing.
- HIV Philanthropy organizations (Elton John AIDS Foundation, Elizabeth Taylor Foundation, AIDS United etc.)
- Organizations that serve key populations (people of color, transgender women, LGBT centers)
- HRSA, CDC, Minority AIDS Initiative etc. (New High Impact Prevention Grant for MSM of Color of Transgender Women of Color under the CDC)
- Pharmaceutical Grants (Gilead, Janssen, Merck)
- Other: Crowd funding, fundraisers, 340(b), billing insurance for pre and post test counseling

# GOVERNMENT FUNDING

- ◉ Identify the flow of funds in your State and region.
- ◉ City vs. County Health Departments.
- ◉ Is there Medicaid expansion in your State or programs/grants that were initiated because your State did not expand?
- ◉ Area HIV Program Directors (HAPC's in Florida)
- ◉ Department of Children and Families
- ◉ Bottom Line: There is more HIV money out there than just Ryan White!

# PREP CLINIC BEST PRACTICES

- ◉ Follow PrEP protocols  
(<http://www.cdc.gov/hiv/pdf/PrEPguidelines2014.pdf>)
- ◉ Continuing Education for physicians (Gilead, conferences, CDC etc.)
- ◉ Incorporate health educators in the process (treatment adherence, myths vs facts.)
- ◉ STI (gonorrhea, chlamydia, syphilis) testing every 3 months.
- ◉ Be ready to link to co-pay/patient assistance programs

# MARKET! MARKET! MARKET!

- ◉ Gilead sponsored our catered launch event.
- ◉ Media/Press (LGBT publications, local papers etc.)
- ◉ Graphic Design
- ◉ Distribute posters/palm cards at testing sites, LGBT Centers, ASO's etc. (paid for with prevention dollars)
- ◉ Connect with Latin media, leaders in the African American/Black Community (Star 94.5)

# PREP CLINIC FLYER

## **is PrEP right for you?**

PrEP is a way for HIV negative people to prevent HIV infection by taking a pill every day!

Introducing

**Orlando's LOW COST PrEP Clinic**  
provided by Two Spirit Health Services and Hope & Help



Did you know Truvada may be **FREE** through a payment assistance program?\*

Approximately  
**\$40** including labs

**when? Mondays 10am – 6pm**  
**where? Two Spirit Health Services**

801 N. Magnolia Ave. Suite 402  
Orlando Florida 32803  
407-487-9868

**Free Onsite  
Rapid HIV  
and  
Hep C Testing**



\*depending on insurance, copay may be required.

# TAKEAWAYS

- ◉ Don't be afraid to look for new and unique partnerships - we know an organization setting up a PrEP clinic at a LGBT Resort!
- ◉ There is more money for HIV outside of Ryan White than you might think.
- ◉ PrEP protocols are not complicated or expensive - do your research, ask questions, and educate your community!
- ◉ Market your clinic to the communities at greatest risk.

THANK YOU! ANY QUESTIONS?



# OBTAINING CME/CE CREDIT

If you would like to receive continuing education credit for this activity, please visit:

<http://ryanwhite.cds.pesgce.com>