2015 annual report

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   Patient demographics

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Dear Friends,

Health is our right; it’s a human right.

With greater access to healthcare, we are able to have more time, energy, and connections with the people and places we love. As Howard Brown Health expands its ability to serve – more staff, clinic hours, and locations – we strengthen our communities.

This year, Howard Brown Health has a lot to celebrate, and we invite you to join us as we recognize our major accomplishments from 2015 and look forward to another amazing year. We would not be here without you – the contributions of many people and partners helped us get here. That includes patients, donors, community supporters, staff, and all who share our passion for accessible healthcare that is as colorful as we all are.

We made enormous strides in 2015: Our designation as a Federally Qualified Health Center was a long-standing goal. We opened a new clinic in Rogers Park, a vibrant neighborhood that many LGBTQ people call home.

Our nationally recognized PrEP program, a cutting-edge strategy in HIV prevention, is gaining steam every day with more and more participants. And the cherry on top of our accomplishments is our new, colorful logo. The dynamic shapes and modern look of Howard Brown Health were designed with you in mind – the striking colors represent the depth and breadth of who we serve. It punctuates our commitment to holistic healthcare that uplifts the mind, body, and soul.

The following pages summarize the amazing year. While we’re extremely proud of our numbers, they surely don’t capture all that we do.

Healthcare is personal, it can be private, and it is sometimes daunting. You can’t quantify that. But when you add it all up, our mission is to help you feel whole.

Thank you for supporting Howard Brown.  
Here’s to your health,

David Ernesto Munar  
President and CEO
Board of directors

EXECUTIVE COMMITTEE

Duke Alden, JD  
CHAIR  
AON CORPORATION

Emily Byrne-Driver  
AT LARGE  
ELEGANT CUSTOM DRAPERY

Jeff Todd, JD  
VICE CHAIR AT LARGE  
PREVENT BLINDNESS AMERICA

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SECRETARY  
PRICEWATERHOUSECOOPERS LLP

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Oli Rodriguez
Charlesworth Samuel
Rich Scinteie
Ron Sy
Zach Waymer
2015 news briefs

× HOWARD BROWN NAMED FEDERALLY QUALIFIED HEALTH CENTER
In August, Howard Brown Health was named a Federally Qualified Health Center – the only FQHC in Illinois focused on the health needs of the LGBTQ population. This designation, awarded by the U.S. Department of Health and Human Services, entitled us to pursue more funding to improve the health of the LGBTQ community and allows us to serve more people.

× HOWARD BROWN HEALTH CLARK OPENS IN ROGERS PARK
In December 2015, we opened our third full-service clinic, at 6500 N. Clark Street, in Rogers Park. Howard Brown Clark allows us to serve an additional 5,000 people annually and will reduce wait times at all our clinics. This site is co-located with the Gerber/Hart Library and Archives and will display items from their collection.

× EXPANDING BASE OF PATIENTS AND CLIENTS
In 2015, the number of primary care patients served increased 23%, to 15,422. Our Behavioral Health team served 15% more people than the prior year. One of our biggest growth areas was in services to people who identify as transgender or gender nonconforming. Over the year, we served 2,157 transgender people – a 42% increase. In addition, our trans drop-in nights, held twice per month, attracted 30-45 attendees per session.

× PREP EXPANDS
In fiscal year 2015, we prescribed Truvada for pre-exposure prophylaxis to prevent the spread of HIV to 1,137 new people. Howard Brown is one of the top prescribers of PrEP in the country, helping people forge relationships without the fear of HIV infection.

× ADDRESSING THE MENINGITIS SCARE
When a potential meningitis outbreak threatened in June, on the eve of Pride festivities, the Chicago Department of Public Health relied on Howard Brown and other partners to get the word out. Not only did we spread the word about invasive meningococcal disease, we vaccinated more than 4,400 people. As CDPH’s lead partner in this effort, we helped avert a potential public health disaster.

× MIDWEST LGBTQ HEALTH SYMPOSIUM INAUGURATED
In October, we hosted the first-ever Midwest LGBTQ Health Symposium. More than 150 medical professionals attended to share their knowledge about advances and best practices in such areas as advanced HIV care, transgender health and hormone replacement therapy, and gender-affirming surgery.

× HEALTH INSURANCE ENROLLMENTS BREAK RECORD
During the fiscal year, our navigators helped 325 people enroll in private or marketplace insurance and helped 430 people become insured through Medicaid or Medicare, reducing the ranks of the uninsured and increasing community health.

× DESIGNATED A PATIENT-CENTERED MEDICAL HOME
In May, we were recognized as a level 2 Patient-Centered Medical Home, a designation given by the National Committee for Quality Assurance to healthcare providers that use evidence-based, patient-centered processes. Our patient-centered medical home teams strive to create and maintain long-term participatory relationships with patients that lead to healthier lives and more efficient care.

× HOWARD BROWN HEALTH REBRANDS
In November, we updated our look and logo and started doing business as “Howard Brown Health,” dropping “Center” to reflect our growth and many sites. The new logo represents Howard Brown Health intersecting with a diverse and vibrant community. The visual elements combine to create an identity that is contemporary but not trendy, fabulous but not flashy.

× FINANCIAL STABILITY CONTINUES POSITIVE TREND
During fiscal year 2015, Howard Brown Health continued to grow. We ended the year with 50 days of cash on hand, moving closer to our goal of a 90-day reserve (the minimum amount considered a best practice), while reducing our long-term debt.

× NEW GRANT FOR MEDICATION ADHERENCE CONSULTATION PROGRAM
Howard Brown received funding from the Chicago Department of Public Health to provide consultation, education, and support for six months to individuals who are struggling with adherence to HIV medication and have a detectable viral load of 200 copies or above.
SEXUAL AND REPRODUCTIVE HEALTH SERVICES increase access to necessary sexual health and wellness programming for people of all genders, with services that include:

- breast/chest exams and mammograms
- pelvic exams and pap tests
- HIV/STI testing and treatment
- birth control counseling
- pregnancy testing and support
- wellness exams
- counseling and support groups
- alternative insemination

BROWN ELEPHANT

The Brown Elephant stores support the mission of Howard Brown by selling gently used furniture, clothing, and household items. In fiscal year 2015, the Brown Elephant generated almost $1 million in net revenue to help pay for uncompensated patient care.

Check out our stores in Andersonville, Lakeview, & Oak Park!

Visit brownelephant.com
**NEW BRAND**
Howard Brown Health thanks Digital Kitchen for its pro bono support creating our new logo and brand.

Check out our new website howardbrown.org!

Digital Kitchen is a creative and digital agency that has been shaping culture and brands for 20 years.

thisisdk.com
BROADWAY YOUTH CENTER

Broadway Youth Center served 1,879 homeless or at-risk young people, ages 12 to 24, providing low-barrier, culturally competent medical care; HIV/STI testing, treatment, and prevention; insurance navigation; behavioral health services; case management; day respite, drop-in services; basic needs (e.g., food, hygiene supplies, clothing, laundry); and education, employment, and leadership development services.
SAVE THE DATES

- **ANNUAL MEETING**
  
  Wednesday, March 30
  Brown Elephant Andersonville
  5404 N. Clark Street

- **GARDEN OF EVE**
  
  Friday, April 29
  Ignite Glass Studios
  401 N. Armour Street

- **MIDWEST LGBTQ HEALTH SYMPOSIUM**
  
  Thursday, October 6–7

- **BIG ORANGE BALL HALLOWEEN BASH**
  
  Saturday, October 22
  The Geraghty
  2520 S. Hoyne Avenue
## Audited statement of activities

### REVENUES, GAINS, & OTHER SUPPORT

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net patient revenue</td>
<td>3,345,084</td>
<td>2,834,145</td>
</tr>
<tr>
<td>Government contracts</td>
<td>4,388,928</td>
<td>4,772,990</td>
</tr>
<tr>
<td>Direct public support</td>
<td>4,809,216</td>
<td>4,878,406</td>
</tr>
<tr>
<td>Donated services</td>
<td>56,863</td>
<td>339,606</td>
</tr>
<tr>
<td>Interest</td>
<td>149</td>
<td>170</td>
</tr>
<tr>
<td>Net assets released from restriction</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>3408 pharmacy revenue</td>
<td>23,403,037</td>
<td>14,997,632</td>
</tr>
<tr>
<td>Other, including Alliance income (loss)</td>
<td>763,931</td>
<td>388,257</td>
</tr>
</tbody>
</table>

### TOTAL REVENUES, GAINS, & OTHER SUPPORT

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>36,767,208</td>
<td>28,211,206</td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical</td>
<td>21,664,277</td>
<td>15,221,105</td>
</tr>
<tr>
<td>Youth services</td>
<td>923,067</td>
<td>946,000</td>
</tr>
<tr>
<td>Behavioral health</td>
<td>942,248</td>
<td>789,872</td>
</tr>
<tr>
<td>Research</td>
<td>501,688</td>
<td>649,075</td>
</tr>
<tr>
<td>Prevention</td>
<td>1,315,100</td>
<td>1,053,735</td>
</tr>
<tr>
<td>Total program expenses</td>
<td>25,346,380</td>
<td>18,659,787</td>
</tr>
<tr>
<td>Development</td>
<td>424,375</td>
<td>558,770</td>
</tr>
<tr>
<td>Public relations</td>
<td>216,833</td>
<td>281,860</td>
</tr>
<tr>
<td>Brown Elephant</td>
<td>2,644,802</td>
<td>2,434,812</td>
</tr>
<tr>
<td>Total expenses by function</td>
<td>3,286,010</td>
<td>3,275,442</td>
</tr>
<tr>
<td>General and administrative</td>
<td>3,318,469</td>
<td>3,941,226</td>
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</tbody>
</table>

### TOTAL EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>31,950,859</td>
<td>25,876,455</td>
</tr>
</tbody>
</table>
Total program expenses

- 85%
- 5%
- 4%
- 4%
- 2%

Increase (decrease) in net assets
2015: 4,816,349
2014: 2,334,751

Net assets (deficit) at beginning of year
2015: 4,091,259
2014: 1,756,508

Net assets at end of year
2015: $8,907,608
2014: $4,091,259
## Statement of financial position

**YEAR END**
**JUNE 30, 2015**

### Current Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>6,351,639</td>
<td>1,393,464</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance for doubtful accounts of $546,119 and $748,727</td>
<td>3,070,825</td>
<td>3,612,521</td>
</tr>
<tr>
<td>Pledges receivable, net of allowance for doubtful accounts of $175,075 and $183,398</td>
<td>205,284</td>
<td>355,105</td>
</tr>
<tr>
<td>Inventories</td>
<td>413,351</td>
<td>514,813</td>
</tr>
<tr>
<td>Prepaid expenses and other receivables</td>
<td>22,695</td>
<td>16,984</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>10,063,794</strong></td>
<td><strong>5,892,887</strong></td>
</tr>
</tbody>
</table>

### Additional Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restricted cash</td>
<td>137,500</td>
<td>125,000</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>2,880,163</td>
<td>2,868,869</td>
</tr>
<tr>
<td>Construction in progress</td>
<td>0</td>
<td>80,573</td>
</tr>
<tr>
<td>Investment in Alliance and others</td>
<td>761,870</td>
<td>661,626</td>
</tr>
<tr>
<td>Other assets</td>
<td>426,016</td>
<td>384,519</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$14,269,343</strong></td>
<td><strong>$10,013,474</strong></td>
</tr>
<tr>
<td>CURRENT LIABILITIES</td>
<td>2015</td>
<td>2014</td>
</tr>
<tr>
<td>----------------------------------------------------------</td>
<td>--------</td>
<td>--------</td>
</tr>
<tr>
<td>Current maturities of long-term debt</td>
<td>168,561</td>
<td>230,873</td>
</tr>
<tr>
<td>Accounts payable</td>
<td>1,363,763</td>
<td>1,807,613</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>700,875</td>
<td>562,536</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>34,316</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>2,267,515</strong></td>
<td><strong>2,601,022</strong></td>
</tr>
<tr>
<td>Long-term debt, less current maturities</td>
<td>3,094,220</td>
<td>3,321,193</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>5,361,735</strong></td>
<td><strong>5,922,215</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>8,478,053</td>
<td>3,516,073</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>429,555</td>
<td>575,186</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>8,907,608</strong></td>
<td><strong>4,091,259</strong></td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES & NET ASSETS**                       | **$14,269,343**| **$10,013,474**|
In 2015, Howard Brown served 19,453 patients and clients – 15,422 of whom were primary care patients.

**ALL PATIENTS, BY RACE**
- American Indian/Alaska Native (145) 1%
- Asian (655) 5%
- Black or African American (3,097) 20%
- Native Hawaiian or Other Pacific Islander (58) < 1%
- Patient Declined (276) 2%
- Unspecified (1,111) 6%
- White (10,080) 66%

**ALL PATIENTS, BY SEXUAL ORIENTATION**
- Lesbian (667) 3%
- Bisexual (1,299) 9%
- Queer (932) 5%
- Heterosexual (4,498) 25%
- Unsure (285) 2%
- Undisclosed (1,059) 8%
- Gay (6,682) 48%

**ALL PATIENTS, BY GENDER IDENTITY**
- Cisgender male (9,256) 67%
- Cisgender female (3,599) 18%
- Transgender M-F (1,285) 6%
- Transgender F-M (872) 4%
- Intersex (21) < 1%
- Undisclosed (389) 5%

*Howard Brown Health understands that current categories for race/ethnicity, sexual orientation, sex assigned at birth, and gender identity do not adequately capture our individual identities. We follow federal standards, as recommended by the Office of Management and Budget (OMB), for race/ethnicity data collection. For this reason, patients who identify as Hispanic/Latino are included within race categories and vice versa.

**PEP is post-exposure prophylaxis for HIV exposure.**
Sexual health / family planning

**Hepatitis C Treatment**
In 2015, 41% of all patients served were screened for hepatitis C. Of the 192 hepatitis C patients treated, 44 patients were cured of hepatitis C infection.

**Artificial Insemination**
In 2015, Howard Brown provided 84 inseminations for 23 unique patients.

**Meningitis Vaccinations**
In 2015, Howard Brown vaccinated 4,841 patients against meningitis.

---

**HIV care**

**HIV Positivity Rate**
Howard Brown tested 9,468 patients for HIV in 2015. Of those tested, 132 patients were diagnosed with HIV.

---

**Patients**

- Total patients and clients: 19,453
- Total primary care patients: 15,422
- Total walk-in visits: 12,716
- Total patients in walk-in (2015): 6,516
- Total patients (CY2014 and 2015): 10,560
- Total patients in mental health services: 1,981
- Total patients in substance abuse services: 655
- Total youth served at BYC: 1,879
- Total patients who received PEP services**: 342
- Total patients who initiated PrEP: 1,137

---

**Behavioral health**

- Tobacco screening and cessation: 93.5%
- Depression screening: 73.3%
Donors

Thank you to our generous donors. The following people made a gift from July 1, 2014, through June 30, 2015.

$100,000 +
The Chicago Community Trust
Estate of Ernest A. Sloss
Gilead Sciences

$50,000-$99,999
Aphawood Foundation
Estate of Richard A. Irving
The GE Foundation
Leonard C. Goodman
Richard A. Irving
Pork Bros. Foundation
United Way of Metropolitan Chicago

$25,000-$49,999
AbbVie
VNA Foundation
Walgreens

$10,000-$14,999
AIDS Foundation of Chicago
Anonymous (1)
The Bank of America Charitable Foundation, Inc.
Broadway Cares/Equity Fights AIDS
Col. Stanley R. McNeill Foundation, Bank of America, N.A., Trustee
The Elizabeth Morse Charitable Trust
Fredericka Meyer Charitable Trust
Kathleen Walsh Husman Foundation
Ravenswood Health Care Foundation
Steamworks Baths

$5,000-$9,999
Advocate Illinois Masonic Medical Center
Timothy Boudreau
Centene Corporation
Chicago Beverage Systems, LLC
Michael T. & Loretta A. Clune
Aurelio Huertas Fabrizio
Fifth Third Bank
David Gassman
George M. Eisenberg Foundation for Charities

$1,000-$2,499
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Hubert L. Allen, Esq.
Anonymous (4)
Athletic Alliance of Chicago
Megan S. & Shawn K. Baird
Dennis A. Barnette
Mary P. Beaubien
Eric Braverman
MJ Candido

George Cheung
The Chicago Community Foundation
Chicago Smelts Swim Team
Claw Corp
Crossroads Fund
DaVita Inc.
Sean A. D’Esposito
Kelly Ducheny, PsyD. & Tom Brock
El Recognition Foundation Employee Engagement Fund – employee campaign
Ebenezer Lutheran Church
Anne Feder
Thomas J. Feile
Generations Fund
Gray Family Fund
Bartosz Gromada
William H. Gumm
Dean P. Hansen
Keith Holmes
Magda Houlberg, M.D. & Jenn Richards
Paul W. Huber
Janssen Pharmaceutical Companies
Christopher J. Jowett
Kent Krach
Travis Larson
Leather Sins NFP
Branden Lee
Timothy McKeon
James Mellor
Anita Nagler
John W. Newlin, Jr. & Marilyn F. Newlin
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Michael Rosa
Jan G. & Jerome R. Rotter
David Sambor
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David Stanford
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Tawani Foundation
Jeff Todd
Trident International Windy City, NFP
Roger Trinh & Jack Tusk
Washington Square Health Foundation
Paul Watson
Darrell R. Windle
YMCA of the USA

$500-$999
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Adapt Community Services
Dennis O. Adrian
Anonymous (8)
AON Foundation
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Krista Atkinson
Betsy S. Aubrey & E. Steve Lichtenberg
Austin Baidas
Bernard Bartladi & Michael Herman
Carol A. Black
Jessica Blank
Jeffrey D. Borden
Tina Chabak & Barb Slinen
Chuck & Son, Inc.
The Coffman Foundation
David Coleman
Edwin E. Corbin-Gutierrez
Amy Crawford & Anita Marella
John P. Curto
Susana C. Darwin & Amy Walsh
The David & Lisette Eisendrath Foundation
Anthony P. Demasco
Tuan Do
June H. Donka
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Ellen English
Jon F. Erickson
Jim & Lora Gelbert
Donald J. Geschy
Darrell C. & Marcia L. Hammond
Karl Hanek
Ayelet Spertus
Philip Spertus
Alison Stanton
Patricia A. Staszak
John Stryker & Michael Casner
Jamie L. Sutherland
Mary-Morag Sutherland, Psy.D.
Swedish Covenant Hospital
Take-a-Hike
Gerald A. Tasch
Barbara Tieder
Tom Hawkins Charitable Foundation
Alfred Torrence, MD & Donald McDevitt
Tropical Rentals, Inc.
True Value Company
Margaret Valentine Walker
Wells Fargo Community Support Campaign
Mark Wayne Wuchte
Marianne Zelewska

$250 & $499

Acceleration Partners, LLC
Sebastian Adams
Karen S. & William M. Alden
American Endowment Foundation
Geoffrey A. Anderson
Edwin N. Andrews
Anonymous (1)
Samantha Bailey
Carmelo Barbaro
David Barnett & William F. Karsncak
Stacey N. Bashara-Stearns
Paula Basta & Teresa D. Worman
Venencia M. & Carol Bate-Ambrus
Charles J. Blasgen
Patrick A. Bova & James Darby
Wayne T. Bradley & Richard N. Peterson
Mary Jo Buffo
Gabrielle Butticce
Emily Byrne-Other
James Cappelene
Bradley F. Carlson, CFRE
Kenna O. Childress
Christie Collins
Eamon & Kathleen Daly
Decyk Charitable Foundation
Rick Dezeck
Stephanie H. Drake
The Earl & Betty Fields Automotive Group Foundation, Inc.
Alyssa Edes
Susan Eichler
Pat Ewert
William J. Fahrenbach
Feldesman Tucker Leifer Fidell LLP
Fenway Health
Fidelity Investments Charitable Gifts Fund
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Mary Guzman
Stephanie Hart
Mark I. Hawkins
Becky Hunker & Leith Sharp
David Jablonsowski
Jeffrey S. Jankowsky
Christopher P. Jones
Curtis D. Jones
William P. Joure
Jeffrey E. Karaban, M.D.
Charles L. Katzenmeyer
John T. Kittredge
Richard P. Knibbs
G. Simone Kehlenger & Lora Branch
Daniel & Sarah Kwasigroch
Michael Larys
Jonathan G. Lester & Keven W. Cates
Alvaro Levy
Chris H. Lonn
William J. Lump
Sarah Beth MacDonald
Magnetar Capital
David E. Martin & Marlon Scott
Joseph P. McEnaney
Karim Meline
Merge Healthcare Incorporated
Brian Mustanski & Jarret Thompson
Lawrence Nash
Michael Newcomb
Kenneth T. Nickele
Brandon Norder
John Pellet, MPP
Robert E. Pierce
Joanne Ponomar
Jennifer Purcell
Tiffany Rahn
Kevin Rakow
Dean Richards
Cyndi & Jackie Richter
Michael Ringhouse
Yra Rodriguez
Becky & Camm Rowland
David B. Ruda
Imani & Derah Rupert-Gordon
William H. Russell
Jane M. Saks & Emma Ruby-Sachs
Blanca Salazar
Jaime Sandaal
Tracy Schrayer
Schwab Charitable Fund
David A. & Julie M. Sherman
Ryan D. Siemens
Margaret E. Sillick & John E. Ryan
Theresa Smith
Peter Snyder
Ronald R. Spielman
David O. Staats
Gavin T. Stewart
Tharius Sumter
Kliff Svatos
Barbara & Michael Swarzman
Sidney A. Thomas
Miguel Torres
Viiv Healthcare
Judith & Richard Walker
Amy Walsh & Susana Darwin
C. M. Weldon-Linne, MD & Madeleine M.
Weldon-Linne
Joyce D. Wiegand-Bavas
Torene N. Williams
Bradshaw Wish
Oscar Ivan Zambrano, MPH
Barbara Zeff
 Gus Zimmerman

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Chicago, IL 60613

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Chicago, IL 60640
773.271.9382

**BROWN ELEPHANT, LAKEVIEW**
3020 N. Lincoln Avenue
Chicago, IL 60657
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**BROWN ELEPHANT, OAK PARK**
217 Harrison Street
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708.445.0612

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