



Amna Osman

CEO, Nashville CARES

NASHVILLESM
CARES
FOR ALL OF US

 **CARES360**SM
COMMUNITY CLINIC

WHO WE ARE

Nashville CARES

- One of the leading HIV comprehensive service & advocacy organizations in the South
- Serving a 17-county region through prevention, care, research, and strategic partnerships
- Anchored in **community voice**: every budget, plan, and partnership is grounded in lived experience

We don't just deliver services.
We co-create them with the community.



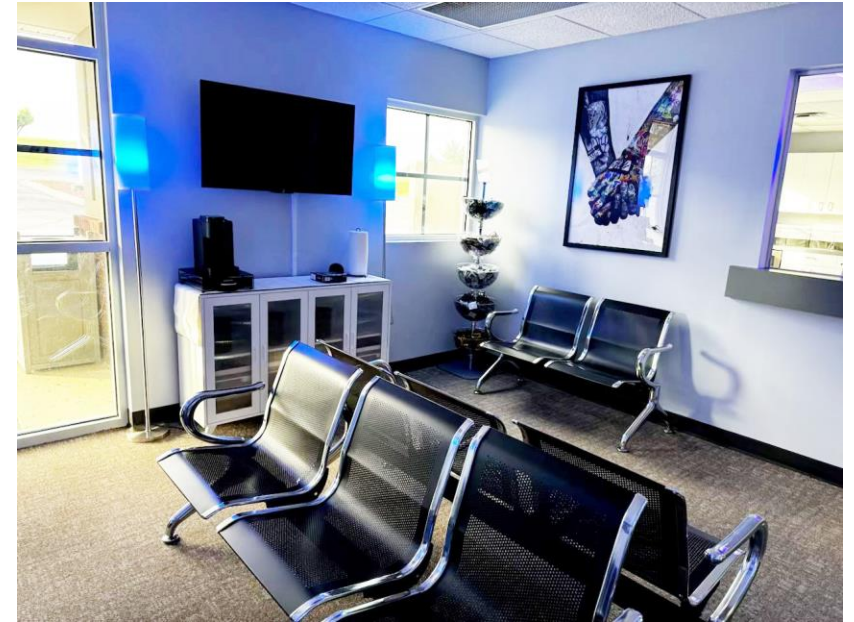
INNOVATION AS THE DRIVER OF PARTNERSHIP

- Innovation is at the core of how we think about partnerships
- Anchoring our HIV mission within broader health and behavioral health needs
- Shared responsibility model
- Sustainability



BUILDING CAPACITY THROUGH SATELLITE & AFFILIATE MODELS

- Affiliate and satellite office models
- Mergers and acquisitions as a tool to build infrastructure capacity and sustainability
- New systems of care



SPEAKING TO STAKEHOLDERS THROUGH A HUMAN LENS

- Healthier Communities
- Avoid language that can close doors
- Ground discussions in human needs: healthcare, shelter, food, safety. Anchoring HIV within this broader health context



QUESTIONS EVERY AGENCY MUST ASK

- Is our mission relevant for today and resilient for tomorrow? Are we mission-focused in everything we do?
- Are we serving those with the greatest needs, across physical, sexual, and behavioral health?
- Do we have the innovation mindset and the people and partnerships that can help us pivot, test, and adapt?
- What resources do we need, and who else should we be partnering with to meet them?



FINDING OPPORTUNITY IN CHALLENGE

- Every crisis carries a silver lining
- Lean into innovation
- Build new models of partnership
- Reframe conversations with stakeholders, policymakers, and funders
- Create systemic change

