

Zeroing In™: Ending the HIV Epidemic in Latin American and the Caribbean *2023 Funding Opportunity Announcement by Gilead Sciences, Inc.*

BACKGROUND

Gilead Sciences, Inc., is a leading biopharmaceutical company that discovers, develops and commercializes innovative medicines in areas of unmet medical need. We strive to transform the promise of science and technology into therapies that have the power to cure diseases or revolutionize the standard of care – but we also understand that scientific discovery is only one aspect of improving public health. Through Gilead’s Corporate Giving, we support advocates, healthcare professionals and non-profit groups who work tirelessly in local communities to improve people’s daily lives.

Gilead supports organizations partnering to advance the goals of our corporate giving mission: to improve healthcare access, eliminate the barriers to healthcare encountered by underserved populations and advance education among healthcare professionals, patients and community members. We are working to expand health equity around the world through programs that promote health system sustainability, strengthen infrastructure and provide education and financial support.

Gilead is helping to remedy health inequities by supporting organizations working in the following areas:

- **Change:** Advocating for social change by addressing the social determinants and root causes of health, from education inequity to stigma and discrimination, that drive and exacerbate disease throughout society.
- **Capacity:** Increasing capacity and building infrastructures by supporting community-based organizations and leaders who are creating change at the local level.
- **Care:** Removing barriers to care for individuals who face economic, social and geographic hardships.

We believe that people should have access to the same quality healthcare, regardless of their background and circumstances. Through the Zeroing In™: Ending the HIV Epidemic (EHE) grant program, we have awarded grants to help reduce health disparities, improve access to quality healthcare, advance medical education and support local communities. Zeroing In™ supports 116 organizations and partners across 47 countries who are striving to help end the HIV epidemic.

Gilead is focusing the next phase of its Zeroing In™ grant program in Latin America and the Caribbean (LAC). This region has significant need for improved HIV prevention, treatment and support services. Latin America has 2.2 million people living with HIV, almost as many as North America and Western and Central Europe combined.¹ New HIV infections increased by 5 percent in Latin America from 2010 to 2021, while declining globally by 32 percent in the same timeframe.^{1,2} While the HIV response in the Caribbean has improved significantly since 2010, it has the highest HIV prevalence of any region outside of sub-Saharan Africa.¹

Within the LAC region, long-standing health inequities and pervasive HIV stigma continue to prevent the most marginalized communities from accessing the HIV care and services they need. Men who have sex with men (MSM), transgender women, sex workers, people who inject

¹ UNAIDS Data Reference, [UNAIDS](#), 2022

² UNAIDS Global HIV & AIDS statistics – [Fact sheet](#)

drugs and their sexual partners account for 93 percent of new HIV infections in Latin America and 83 percent of new infections in the Caribbean.¹

PROGRAM AND PURPOSE

This new [funding opportunity](#) builds on Gilead's previous global Zeroing In™ grant program to support organizations working to increase the overall health and wellness of priority populations that have been most impacted by HIV. It also builds on our support of community organizations in the Latin America and Caribbean region that have a history of working with their local communities to advance health equity by addressing stigma, discrimination and other barriers to well-being.

Gilead seeks to provide support to LAC-based not-for-profit organizations registered with a charitable status to receive U.S./international funds whose programs are community-driven; align with established global health and HIV goals, as well as local health priorities and strategies; and promote evidence-based strategies for HIV prevention and care.

Projects should focus on one or more of the overall Zeroing In™: LAC program goals:

- Improve access to comprehensive care among priority populations most affected by HIV.
- Decrease stigmatization of HIV patients within LAC region.
- Address inequities in HIV screening, diagnostics and care.

Projects must prioritize key populations most affected by HIV (e.g., MSM, transgender women, sex workers, people who inject drugs and their sexual partners, aging, indigenous or migrant populations), be informed by local needs and align to one or more of the following three activity focus areas:

1. **Innovative comprehensive HIV programs:** LAC is a diverse region and people and groups most affected by HIV require a flexible approach to meet them where they are with HIV prevention and care. Innovative comprehensive HIV programs could include but are not limited to:
 - Programs that integrate HIV into primary care
 - Programs that offer innovative screening, linkage to care, retention or prevention programs
 - Digital health innovations, which can include tools to advance digital health literacy or education/communications for those key populations who may face language barriers or have limited health literacy. *Note: Gilead will not consider applications for funding of online marketing or the development of proprietary software and/or applications.*
2. **Culturally and socially-affirming support services:** Support services that are tailored to each individual's needs provide the best possible chance to improve health outcomes for people with or at risk of HIV. With the right support services, people with unmet need are more likely to be diagnosed with HIV, stay in treatment or have the tools they need to prevent HIV and stay healthy. These support services are also vital to combat the stigma that prevents communities from seeking HIV testing, treatment and prevention in the first place. Potential programs could include but are not limited to:
 - Supportive health care, such as mental health, harm reduction, STI, and other preventive services, that meets the needs of key populations and better supports them to access HIV care or prevention

- Programs that provide culturally-affirming services and break down barriers between stigmatized communities and service providers, such as key population-led health services
 - Programs that provide greater social support to combat isolation and encourage retention in care such as integration of mental health services into the program offering as well as peer counseling
3. **Community outreach and education:** Community-driven partnerships will be vital in improving HIV rates throughout LAC. These embedded organizations are working to reach underserved populations and provide resources that improve the health and well-being of their constituents. Potential programs in LAC could include but are not limited to:
- Awareness efforts, including evidence-based education, that can be provided alongside testing and/or linkage to care services
 - Programs and campaigns to reduce stigma and discrimination that negatively affect key populations
 - Advocacy training for people living with HIV to support policies that increase access to HIV education, prevention and care for key populations
 - Engagement with local policymakers to better understand the HIV epidemic

Gilead recognizes the vital role community-based and grassroots organizations play in delivering high-quality, supportive HIV prevention and care services to key populations. In order to enable the development of innovative and effective proposals, we encourage collaboration and partnerships between organizations.

ELIGIBILITY CRITERIA

Organization(s) must have an active status as a not-for-profit and have an interest and history working in public health, including but not limited to providing social services, education or advocacy for underserved populations. They must be headquartered in one of the countries listed in Appendix B to this FOA. Collaborative submissions are encouraged.

Eligible organizations must demonstrate:

- A proven track record of sound financial stewardship and ability to deliver impactful programming;
- That they have proven excellence in program development and implementation, when and where applicable;
- That they have been established for at least two calendar years;
- Institutional infrastructure, including administrative capacities and a track record of delivering successful programs;
- Core content expertise and strong grounding in existing data and methodologies in HIV prevention and care;
- A strong network of partners and demonstrated ability to collaborate effectively

Gilead seeks an equitable balance between large and small organizations receiving funding, so organizations of a range of sizes/income levels are welcome to apply. Additionally, applications for programs and initiatives that have multiple sources of funding are encouraged. Should applicants have additional questions, please reach out via email to: grants@gilead.com using the subject heading “LAC---Zeroing In™ to End the HIV Epidemic”.

SELECTION CRITERIA

Gilead welcomes proposals that target specific activities aimed at improving health outcomes throughout LAC aligned with at least one of the key focus areas noted above. Projects should intend to support key populations who face health inequities as designated by local or global HIV strategies. Successful proposals will:

- Make a unique and important contribution to help end the HIV epidemic that is articulated in the proposal
- Offer specific, measurable, time-bound program objectives and implementation plan
- Include staff expertise and experience who have available time to commit to the proposed project scope
- Assume appropriate and practical resourcing and budgets, with the potential for scalability
- Include a dissemination plan to share learnings and best practices from grant-funded activities
- Demonstrate original, innovative ideas that are suitable for the existing local infrastructure, capacity, environment and context
- Consider any necessary government resources (infrastructure, human resources or funding) that are required and, if applicable, those that have been identified and are available
- Have strong mechanisms to ensure financial, performance and public accountability
- Provide a clear transition plan for long-term sustainability
- Specify the short-term outcomes and anticipated impact to be achieved through the funding
- Be willing to participate in program evaluation efforts
- Emphasize collaboration between partners and a shared vision for success, where applicable
- Any letters of support, including from public sector, community groups and partner organizations, will be considered when selecting applications. Community-led efforts are encouraged.

EVALUATION AND REPORTING

Projects must provide specific, measurable, achievable, realistic and time-sensitive objectives aligned to the activities and action steps required to meet project goals. All applications must include information regarding the applicant's capacity to implement the project and clear details on how data will be collected, analyzed and reported to Gilead, and by whom.

Through the reporting process and related data collection, Gilead hopes to create opportunities to learn from both the successes and challenges faced by our partners, and to assess ways to increase the impact of future programs. Applicants may allocate no more than 10 percent of the grant award outside of indirect cost to cover the costs of evaluation of the project against its stated objectives.

Projects should demonstrate understanding of the need in the community for the project and how the project addresses that need. Projects should describe how each of their proposed measurable objectives aligns with one or more of the three overall ZI LAC program goals:

- Improve access to comprehensive care among vulnerable populations
- Decrease stigmatization of HIV patients within LAC region
- Address inequities in HIV screening, diagnostics and treatment

For each proposed activity, projects should describe:

- Measurable, timebound objective(s) or action targets, of the activity
- Evidence/rationale for why proposed objectives will be achievable

- Accessible data sources for evaluating progress toward each objective
- Method and frequency of planned data collection for each objective

GRANT AWARDS

Gilead will consider grant requests up to \$100,000 from individual organizations and up to \$250,000 for collaborative requests that include two or more organizations. Projects must begin in the first three months of 2024 (January, February or March), and have a timeline for completion of up to, but no more than, 18-months from project start date. Grant proposals should clearly articulate how the project will be sustained at the end of the project. Projects of a shorter length will also be considered on a case-by-case basis. Grant requests should be proportional to the scope, complexity and reach/impact of the program and country, while reflecting reasonable, good faith estimates of the true costs related to the proposed project. Giving will be distributed in accordance with local regulations which can vary by country.

FUNDING RESTRICTIONS

Gilead funding cannot support:

- Medications or purchasing of medications
- Direct medical expenses, including labs
- Existing deficits
- Basic biomedical research, Gilead-sponsored clinical research or clinical trials
- Projects that directly influence or advance Gilead's business, including purchase, utilization, prescribing, formulary position, pricing, reimbursement, referral, recommendation or payment for products
- Individuals (including, without limitation: individual health care providers, physician group practices and/or government officials) or their salaries
- Events or programs that have already occurred
- Government lobbying activities
- Organizations that discriminate on the basis of race, color, gender, religion, disability, sexual orientation or gender identity or expression

HOW TO APPLY

Organizations are requested to submit their requests in English, Spanish or Portuguese, using the online application grants portal, which can be accessed by clicking:

<https://www.gilead.com/purpose/giving/funding-requests/>. Budgets are requested in USD currency.

Please review the FOA and appendices before applying. You must create a log-in, if you haven't applied for Gilead Corporate Giving grants in the past. Please ensure that the Grant Type "Community/Patient" and the Program Tag "LAC---Zeroing In to End the HIV Epidemic" are selected when submitting the application.

This FOA includes suggested word limits for each section.

- Executive Summary: 200 (Briefly summarize this proposal.)
- Organizational Overview: 200 (Applicant overview, including collaborators.)
- Program Purpose/Description: 750
- Program Objectives: 200
- Program Activities: 400 (How will you achieve the objectives?)
- Expected Outcomes/Impact: What are the specific short-term outcomes you anticipate? How will they be measured? Please include specifics on data sources and data collection plans - see Appendix C
- Sustainability: 300 (Your plan for sustainability after the proposed grant ends.)

- Additional Information: 300 (Any additional information that helps fulfill the eligibility or selection criteria?)
- Communication Plan: 200 (How will you conduct outreach to the identified populations?)
- Dissemination Plan: 200 (How will you share your lessons learned?)

Additional supporting documents to be included as part of the submission:

- The applicant organization's current annual budget
- Letters of support (required for each collaborating organizations submitting a joint proposal)
- For collaborative proposals: agreements on staffing, budgets, decision making and reporting
- Template for evaluating potential data sources (please review Appendix C at the end of this document for more information)

Once applications are submitted, Gilead will conduct a detailed review of proposals and inform applicants of follow-up questions and additional information needs. Applicants will have up to one week to submit additional requested materials or respond to questions.

KEY DATES AND DEADLINES

Optional informational webinars: July and August 2023, more information provided soon, on the Zeroing In™ [webpage](#)

Grant requests will be accepted on a rolling basis until 11:59 pm Pacific Time on September 15, 2023

Funding decisions announced: December 2023

Grant period begins: January-March 2024 for 18-months duration

Quarterly check-ins with Grantees in 2024. We will provide more information of timing and dates of these virtual gatherings in the future via the Zeroing In™ webpage as well as email.

FOA INQUIRIES

Questions related to this Funding Opportunity Announcement should be directed to grants@gilead.com using the subject heading "LAC---Zeroing In"

DISCLAIMER STATEMENT

- Submission of an application does not guarantee any award of funding.
- Gilead reserves the right to approve or deny any submitted application for any reason, in its sole discretion.
- The number of funding requests awarded will depend on the number of applications received.
- Applicants must provide a detailed budget as part of the application, which will undergo a fair market value assessment.
- Recipients receiving support will be required to complete post program budget reconciliation, submit any data required for state/federal/country reporting purposes such as Open Payments (Sunshine Act), and provide program outcomes.
- Award of a grant in any one cycle does not imply that any subsequent grant for the same project or a similar project will be awarded without further application and approval.
- Previous funding from Gilead does not imply any future funding will be given.

APPENDIX A - Indirect Cost Guidelines

Indirect costs are overhead expenses incurred by the applicant organization as a result of the project but that are not easily identified with the specific project. Generally, indirect costs are defined as administrative or other expenses that are not directly allocable to a particular activity or project; rather they are related to overall general infrastructure operations. Indirect costs are sometimes referred to as “overhead costs” and more recently by the U.S. government as “facilities and administrative costs.” Examples include executive oversight, accounting, grants management, legal expenses, utilities, technology support and facility maintenance.

Gilead prefers, whenever possible, that specific allocable costs of an applicant organization’s project should be requested and justified in the proposal as direct costs, including those for dedicated ongoing project management, facilities and support (further definitions are provided below).

As a company we seek to fund the actual cost of the proposed project, and to support the efficiency and effectiveness needed for improving the care of patients. Gilead will consider supporting a consolidated indirect cost fee on a case-by-case basis (where allowed under local laws and regulations), provided that it constitutes 10 percent or less of the total proposed project cost.

For the purpose of funding the grants, Gilead has established basic definitions and guidance to be used by our applicants and prospective applicants (see below).

Through our philanthropy and grants programs, Gilead does not match the indirect-cost rates that the U.S. federal government may pay to its applicants and contractors. We recognize that this means that our applicants may need to engage in cost-sharing between projects, tap into unrestricted funds or conduct other fundraising activities to cover unbudgeted operation costs.

Indirect Cost Definitions

- Facilities not acquired specifically and exclusively for the project (e.g. Foundation, Institute, or University headquarters)
- Utilities for facilities not acquired for and not directly attributable to the project
- Information technology equipment and support not directly attributable to the project
- Depreciation on equipment
- Insurance not directly attributable to a given project
- General administrative support not directly attributable to the project. Examples are as follows:
 - Executive administrators
 - General ledger accounting
 - Grants accounting
 - General financial management
 - Internal audit function
 - IT support personnel
 - Facilities support personnel
 - Scientific support functions (not attributable to the project)
 - Environment health and safety personnel
 - Human resources
 - Library & information support
 - Shared procurement resources
 - General logistics support
 - Material management

- Executive management
- Other shared resources not directly attributable to the project o Institutional legal support
- Research management costs

Appendix B - Countries and Territories Eligible for Award by Region

Caribbean

Anguilla
Aruba
Bahamas
Barbados
Belize
British Virgin Islands
Bermuda
Cayman Islands
Curacao
Dominica
Dominican Republic
Grenada
Guyana
Haiti
Jamaica
Montserrat
Saint Maarten
St. Kitts & Nevis
St. Lucia
St. Vincent & Grenadines
Trinidad and Tobago
Turks and Caicos

Central America

Costa Rica
El Salvador
Guatemala
Honduras
Nicaragua
Panama

North America

Mexico
Puerto Rico

South America

Argentina
Bolivia
Brazil
Chile
Colombia
Ecuador
Paraguay
Peru
Suriname
Uruguay
Venezuela

Appendix C – Implementation Plan Template

IMPLEMENTATION PLAN

An implementation plan helps to focus the planned activities to determine the steps to bring the vision of the project/program intended to complete within 18 months to reality. Below is a template for a simple implementation plan to complete and upload with your online application within the document section. The goal(s) and activities that you will complete below in a table format in Microsoft Word or Excel, will align with one or more of the three overarching goals of Zeroing In™ LAC (see page 5 of the FOA). Here is an example of a Vision Statement, Goal and an Objective:

A **Vision Statement** is a one- or two-phrase reflection of your project’s values and purpose. No more than one sentence.

- Example: *We envision a community in which HIV screening and care is equally accepted and accessible to all who need it.*

Goals state what you want to achieve. They are long-term and represent how the vision of the project will become a reality. Please list out no more than 1-3 key goals for the project.

- Example: *Improve access to comprehensive care among vulnerable populations.*

Objectives define strategies or implementation steps to attain the goals. They should be specific, measurable, and timebound. No more than 1-3 objectives per stated goal.

- Example: *Provide HIV screening and referrals to 40,000 women ages 18-45 by December 2025.*

IMPLEMENTATION PLAN TEMPLATE

Vision Statement :

Goal 1:

Objective(s):

GOAL 1 IMPLEMENTATION ACTIVITY	TIME-FRAME	RESOURCES NEEDED	WHO IS RESPONSIBLE	OUTPUTS	OUTCOME
Each objective described above will have one or more corresponding activity. This is the action you will take to attain the objective.	When does it need to get done? Overall timeframe of project is up to 18 months.	Consider people and costs	Identify at least one person to lead, and any helpers	How will the activity be monitored and measured? For education initiatives, please consider how to demonstrate impact in access to services and/or changes in awareness.	How does the activity contribute to the goal(s) above?

Goal 2:
Objective(s):

GOAL 2 IMPLEMENTATION ACTIVITY	TIME-FRAME	RESOURCES NEEDED	WHO IS RESPONSIBLE	OUTPUTS	OUTCOME
Each objective described above will have one or more corresponding activity. This is the action you will take to attain the objective.	When does it need to get done? Overall timeframe of project is up to 18 months.	Consider people and costs	Identify at least one person to lead, and any helpers	How will the activity be monitored and measured? For education initiatives, please consider how to demonstrate impact in access to services and/or changes in awareness.	How does the activity contribute to the goal(s) above?