

POSITIVE
RESOURCE
CENTER
ANNUAL
REPORT

THE MISSION OF POSITIVE RESOURCE CENTER IS TO ASSIST PEOPLE AFFECTED BY OR AT RISK FOR HIV/AIDS THROUGH CULTURALLY APPROPRIATE COUNSELING, EDUCATION, TRAINING, AND ADVOCACY. AS A RESULT, OUR CLIENTS CAN MAKE MORE INFORMED CHOICES THAT MAXIMIZE AVAILABLE BENEFITS AND EMPLOYMENT OPPORTUNITIES.

Dear Friend:

WE ARE PLEASED TO SHARE OUR 2015 ANNUAL REPORT WITH YOU.

Last year Positive Resource Center (PRC) served more than 1,900 clients in need of our assistance. PRC inhabits an exciting place in time, ready to meet our clients' and constituents' changing needs in many new ways. Our history demonstrates our ability to thrive amidst the changing nonprofit and economic environment. At PRC, we help build and stabilize our clients' lives so they can thrive.

As part of a community wide effort to stem the tide of HIV, PRC is heavily invested in San Francisco's Getting to Zero (GTZ) initiative, part of the larger national GTZ initiative. The goal of this program is to reduce HIV transmission and HIV-related deaths in San Francisco by 90% before 2020. PRC has been at the table for Getting to Zero right from the beginning, from Brett Andrews helping to define the overall effort, to Joe Ramirez-Forcier (Managing Director, Employment Services Program) and Chuan Teng (Supervising Attorney) being integral parts of the Getting to Zero Retention Steering Committee, to many PRC staff tirelessly working on sub-committees. With these efforts we should be able to get to zero new HIV infections, zero HIV deaths, and zero HIV stigma by 2020.

On the Employment Services front, PRC is now listed on the State of California Eligible Training Provider List (ETPL). This is a huge boon in resources to our employment seeking clients. California's ETPL provides customer-focused employment training resources for adults and dislocated workers and offers a wide range of educational programs, including classroom, correspondence, online and apprenticeship programs.

Another way we help our clients thrive is by continuing to develop health access portals for the Affordable Care Act. This year, with expanded state funding, PRC became a state certified AIDS Drug Assistance Program (ADAP) and Office of AIDS Health Insurance Premium Payment program (OA-HIPP) enrollment site. In February 2016, PRC's Equal Access to Healthcare Program began offering eligible clients ADAP and OA-HIPP enrollment and/or recertification assistance, which provides assistance with paying prescription co-pays and health insurance premium payments. HIV-positive individuals making less than \$58,850/year may be eligible for assistance.

The first word in our name says it all. Positive. We make a positive impact on the lives of people that live with HIV/AIDS or mental health disabilities. We make a positive impact on their ability to receive benefits and find employment. That's what we do. We change people's lives. And have done so for 29 years.

Warmly,



Brett Andrews
Executive Director



David Stith
President
Board of Directors



FINANCIAL POSITION YEAR END 2015

STATEMENT OF FINANCIAL POSITION

ASSETS	2014	2015
CURRENT ASSETS		
Cash and Equivalents	1,485,969	1,279,281
Cash held by others	44,624	33,175
Accounts Receivable	80,850	172,400
Government Grants Receivable	402,639	385,617
Pledges and Grants Receivable	21,465	16,227
Prepaid Expenses	14,463	8,622
Total Current Assets	2,050,010	1,895,322
Property and equipment - Net	2,855	1,428
OTHER ASSETS		
Beneficial Interest in Trust	0	345,000
Deposits	25,286	25,503
Total Assets	2,078,151	2,267,253
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts Payable and Accrued Expenses	40,314	24,178
Vacation Accrual	45,726	64,702
Unemployment Trust Account	44,624	33,175
Total Liabilities	130,664	122,055
NET ASSETS		
Unrestricted	1,906,382	1,730,073
Temporarily Restricted	41,105	415,125
Total Net Assets	1,947,487	2,145,198
Total Liabilities and Net Assets	2,078,151	2,267,253

STATEMENT OF ACTIVITIES

REVENUE, GAINS, AND OTHER SUPPORT	2014	2015
Grants & Contributions	694,016	780,256
Government Grants	2,139,800	2,240,659
Program Service Fees	514,810	581,354
In-Kind Donations	2,228	-
Interest Income	2,580	1,439
Other Income	53	2,852
Total Revenue	3,353,487	3,606,560
EXPENSES		
Program	2,428,107	2,772,458
General and Administrative	317,946	334,269
Fundraising	225,295	302,122
Total Expenses	2,971,348	3,408,849
Change in Net Assets	382,139	197,711
NET ASSETS		
Beginning of year	1,368,887	1,947,487
End of year	1,751,026	2,145,198

2015 REVENUE
62.1%

GOVERNMENT GRANTS

21.6%

GRANTS AND CONTRIBUTIONS

16.1%

PROGRAM SERVICE FEES

< 1%

IN-KIND DONATIONS/INTEREST/OTHER

2015 EXPENSES
81.3%

PROGRAM

9.8%

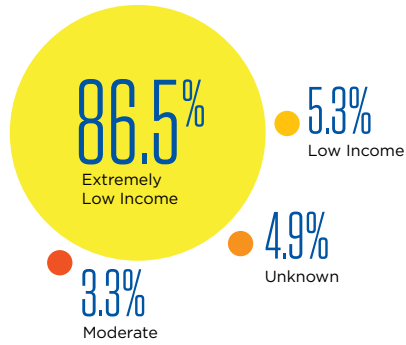
GENERAL AND ADMINISTRATIVE

8.9%

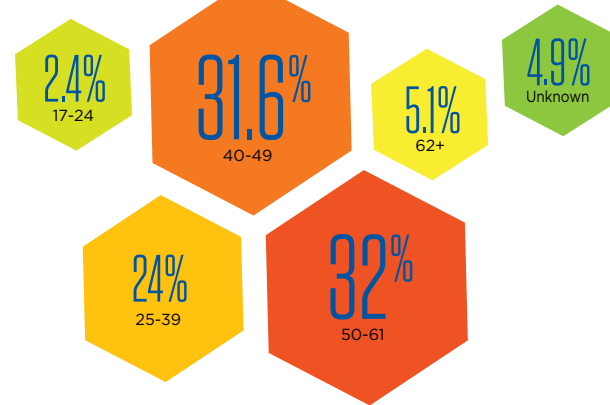
FUNDRAISING

CLIENT DEMOGRAPHICS

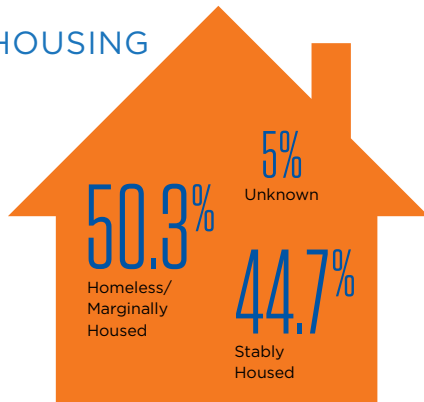
HUD INCOME LEVELS



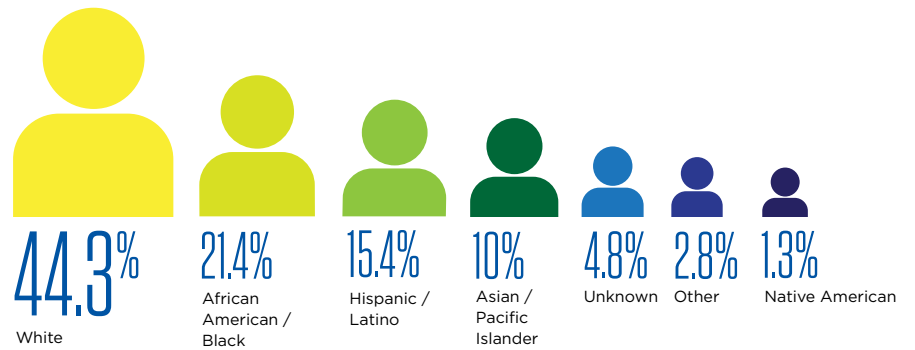
AGE



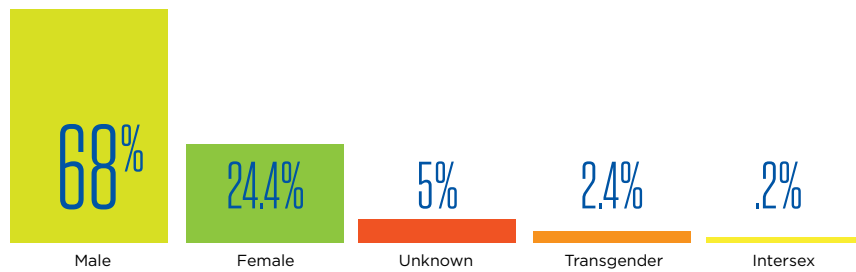
HOUSING



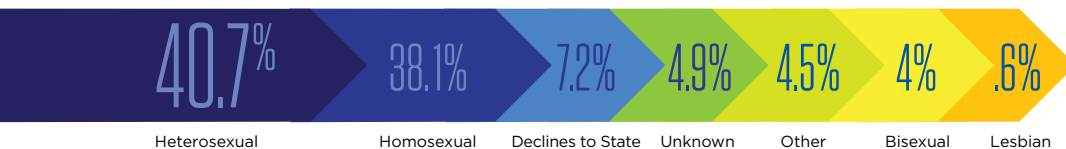
RACE/ETHNICITY



GENDER



SEXUAL ORIENTATION



PRC took away the fear I had about the process and challenges of filling for permanent disability. I was awarded SSDI on the first round of submissions for which I am truly grateful. Now I can focus on my health and worry less about money.

I am very happy to have found this place where I have been given assistance in all I needed and where you've made me feel great and made me feel important. I am also grateful for all your patience and all the attention given to me. Again, thank you very much to all of the people who work in this agency.

BENEFITS COUNSELING PROGRAM

Positive Resource Center's Benefits Counseling Program provides benefits advocacy and direct legal representation to San Francisco residents in response to the need for economic justice and health access. We are committed to providing comprehensive, specialized, culturally competent, free legal benefits representation within a harm reduction and client-centered context to people living with HIV/AIDS or mental health issues. Our Equal Access to Healthcare Program was born from the need to identify and overcome barriers to healthcare access for San Francisco's HIV-positive community with the implementation of the Affordable Care Act. We provide services in English, Spanish, and Chinese.

1,412 clients served
208 notices of award
\$179,623 ongoing monthly benefits
\$3,120,690 in retroactive payments
555 providers and consumers attended our 32 Benefits Counseling trainings on subjects including: Healthcare Reform; Income Benefits & Medicare; Accessing Healthcare; Return to Work, LTDs, & Medicare

EMPLOYMENT SERVICES PROGRAM

Positive Resource Center's Employment Services Program is a leader in the workforce development community. Our programs are designed to develop the individual skills needed by each client to increase their earning capacity and place them in a career of their choice. Clients have access to basic, intermediate and in-depth computer course trainings, workplace ethics and stress management workshops, personalized career coaching, interview preparations, and communication skills in addition to a myriad of other career centric advancements we offer. Our Employment Specialists have direct access to employers, recruiters, short and long-term employment opportunities throughout the Bay Area.

508 clients served
74 clients participated in PRC's NextStep computer skills training
56% of clients attended job search training workshops
\$18.84 average wage of clients placed in employment (over 53% higher than the 2015 San Francisco minimum wage of \$12.25 per hour)
40% of jobseekers placed in employment

Very informative, easy to understand, very respectful and knowledgeable staff answers for every question.

I like how the services are direct and easy to understand...
I felt welcomed, respected and accepted.

2015 DONORS

Thank You

to our generous donors for their support of our work on behalf of people living with HIV/AIDS or mental health conditions. Our sincere apologies for any omissions or misspellings.

VANGUARD \$100,000+

San Francisco Mayor's Office of Housing
and Community Development
San Francisco Department of Public Health
San Francisco Foundation
San Francisco Office of Economic &
Workforce Development
State of California Department of Rehabilitation

VISIONARY \$25,000-\$99,999

Ryan White CARE Act Part A
Bare Chest Calendar
Catholic Charities
Fresno Regional Workforce Investment Board
Gilead Sciences
Human Services Agency of San Francisco
Legal Services Trust Fund of
The State Bar of California
Gary Virginia & Donna Sachet's
17th Annual Pride Brunch
Wallis Foundation
Wells Fargo Foundation
William Karl Schwarze Trust of
San Francisco Foundation

LUMINARY \$10,000-\$24,999

AIDS Walk
Folsom Street Events
Genentech Foundation
Van Loben Sels - RembeRock Foundation

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Broadway Cares/Equity Fights AIDS
Lazy Bear Fund, Inc.
Morgan, Lewis & Bockius

PACESETTER \$1,000-\$4,999

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The Silva Watson Moonwalk Fund
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IN-KIND

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Acme Bread Company
Alex and Ani
AMC Theatres
American Conservatory Theater
Robert Anderson
Anonymous
Aquarium of the Bay
Asian Art Museum
AsiaSF
Robert Bathrick
Beach Blanket Babylon
Beautiful Briny Sea
Belcampo Inc.
Berkeley Repertory Theatre

Big 5 Sporting Goods
Black & Gold
Books Inc.
California Academy Of Sciences
California Shakespeare Theatre
Catch
Citizen Hotel & Grange Restaurant
Cliff's Variety
Commonwealth Club of California
Disneyland Resort Corporate Citizenship
Dogpatch Boulders
Dogpatch WineWorks
Eureka Restaurant & Lounge
Fine Arts Museums of San Francisco
Fitness SF
Patrick Fitzgerald
For Your Eyes Only
Frameline
Hopscotch Restaurant & Bar
Hot Cookie
Hotel Kabuki
Inglenook Winery (The Family Coppola)
It's All About You Salon
Kimpton Hotels and Restaurants
James Kravitz
La Mediterranee
Lagunitas Brewing Company
Laurel Inn
M Spa
Bill & Tim Matheson
Jacques Michaels
Miyabi Sushi
Mudpuppy's Castro
New Conservatory Theatre Center
Oakland East Bay Symphony
ODC Dance Company
Jen Olson
OtterBox
Parc 55 San Francisco
Mark Philpott
Pier 39 Limited Partnership
Stephen Pullis
R3 Hotel
San Francisco Ballet
San Francisco Bay Times
San Francisco Gay Men's Chorus
San Francisco Giants
San Francisco Magazine
San Francisco Opera
San Francisco Performances
San Francisco Symphony
Henry Schulz
Michael Sporn & Mark Gorman
Steven Underhill Photography
Sugar Bowl Corporation
Super Simple
Tan Bella
Titan Media
Under Glass Framing
Warwick Regis Hotel

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Cisco Systems Foundation
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Google
Levi Strauss & Co. Matching Gifts
Local Independent Charities of America
NorCal Combined Federal Campaign
United Way California Capital Region
United Way of the Bay Area
Wells Fargo Community Support Campaign

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OUR WORK

Positive Resource Center is known nationally for our model Benefits Counseling and Employment Services programs which strengthen the community by providing impoverished San Franciscans with employment services and free legal representation to increase their standard of living. Since the agency was founded in 1987, we have responded to the rapidly changing needs of the HIV and mental health affected communities with free legal and employment services, adapting our programs to ensure that we remain relevant to the people who need us most. We are as much a beacon of hope and opportunity today as we were when we opened our doors. When an individual becomes disabled and can no longer work, our attorneys help them access disability benefits that provide them with the means to secure stable housing, adequate nutrition, and healthcare coverage. Our Employment Services Program provides vocational training, employment placement and support services that help disabled people compete in a challenging job market. Over our 29 years of service to the community, PRC has remained flexible, changing and growing in tandem with the shifts in the AIDS epidemic and breakthroughs in psychiatric treatments, and we continue to provide the impactful tools and resources our clients require to achieve optimal health.

OUR VALUES

We aspire to provide service that:

- gives clients the knowledge needed to make their own choices.
- serves all clients in a culturally appropriate way.
- utilizes a harm reduction and client-centered model, emphasizing one-on-one relationships.
- is easy to access.

We aspire to be an organization that:

- is culturally competent and diverse at the volunteer, staff and Board levels.
- respects and seeks participation from all agency stakeholders, including people living with HIV, in all areas of the organization.
- operates at all levels with accountability, honesty and integrity.

We aspire to meet the needs of all persons affected by or at risk for HIV including:

- people of any gender identity or sexual orientation.
- immigrants, regardless of immigration status, and people with limited English proficiency.
- people who are incarcerated, ex-offenders, people with dependents, people of color, people with mental or physical disabilities including the deaf and hard of hearing, women, youth, seniors, sex workers, active drug users, and people in recovery.

POSITIVE
RESOURCE
CENTER

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fax 415.777.1770
www.positiveresource.org



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