Dear Friend:

We are pleased to share Positive Resource Center’s (PRC’s) 2012 annual report with you. Last year marked our 25th anniversary of service. Thanks to you, for a quarter of a century we have been able to help people affected by HIV/AIDS or mental health conditions overcome their financial and healthcare challenges. We can all take pride as we reflect on the difference we’ve made together in the lives of so many individuals.

We are proud that in the last five years alone, our Benefits Counseling attorneys have won over $25 million in retroactive disability payments for our clients and have secured health insurance for over 3,000 previously uninsured individuals with chronic health conditions. Our Employment Services staff have helped over 1,600 disabled workers find employment in such industries as biotech, healthcare, hospitality, IT, retail, and social services, enjoying average earnings approximately double the San Francisco minimum wage.

In this report, you will see how our clients have been able to succeed in ways they had not imagined possible. Thousands have moved from homelessness to stable housing, from lacking healthcare coverage to securing health insurance and access to medical care, and from unemployment to finding work in a most difficult job market.

We at PRC always remember that none of our work would be possible without your great generosity and commitment to ensuring that San Franciscans living with HIV or mental health conditions have access to the financial and healthcare resources we all need to thrive. Together we are making a real impact on people’s lives!

With our deepest thanks,

Brett F. Andrews
Executive Director

Kent M. Roger, Esq.
Board President

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.
# Financial Position Year End 2012

## Statement of Financial Position

<table>
<thead>
<tr>
<th>Assets</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Equivalents</td>
<td>$553,411</td>
<td>$508,469</td>
</tr>
<tr>
<td>Unemployment Trust Account</td>
<td>–</td>
<td>40,618</td>
</tr>
<tr>
<td>Government Grants Receivable</td>
<td>237,185</td>
<td>228,145</td>
</tr>
<tr>
<td>Pledges and Grants Receivable</td>
<td>15,726</td>
<td>72,774</td>
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<tr>
<td>Prepaid Expenses</td>
<td>35,920</td>
<td>12,467</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>$842,242</td>
<td>$862,473</td>
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<tr>
<td>Property and Equipment — Net</td>
<td>–</td>
<td>$1,973</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deposits</td>
<td>25,592</td>
<td>25,092</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$867,834</td>
<td>$889,538</td>
</tr>
</tbody>
</table>

## Liabilities and Net Assets

| Current Liabilities                 |            |            |
| Accounts Payable                    | 57,018     | 41,012     |
| Accrued Expenses                    | 51,189     | 57,437     |
| Refundable Advances                 | 77,118     | 16,955     |
| **Total Current Liabilities**       | $185,325   | $115,404   |
| Unemployment Trust Account          | –          | 40,618     |
| **Total Liabilities**               | 185,325    | 156,022    |

| Net Assets                          |            |            |
| Unrestricted                         | 594,283    | 671,849    |
| Temporarily Restricted               | 88,226     | 61,667     |
| **Total Net Assets**                | $682,509   | $733,516   |

| Total Liabilities and Net Assets    | $867,834   | $889,538   |

## 2012 Revenues

- Government Grants: 68.2%
- Program Service Fees: 16%
- Grants and Contributions: 14.4%
- In-Kind Donations/Interest/Other: 1.4%

## 2012 Expenses

- Program: 82%
- General and Administrative: 10.4%
- Fundraising: 7.6%

## Statement of Activities

<table>
<thead>
<tr>
<th>Revenue, Gains, and Other Support</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants and Contributions</td>
<td>$423,318</td>
<td>$400,395</td>
</tr>
<tr>
<td>Government Grants</td>
<td>1,692,167</td>
<td>1,910,192</td>
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<tr>
<td>Program Service Fees</td>
<td>575,905</td>
<td>449,269</td>
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<tr>
<td>In-Kind Donations</td>
<td>7,947</td>
<td>32,026</td>
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<tr>
<td>Interest Income</td>
<td>2,489</td>
<td>1,906</td>
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<tr>
<td>Other Income</td>
<td>–</td>
<td>6,019</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$2,701,826</td>
<td>$2,799,807</td>
</tr>
</tbody>
</table>

| Expenses                          |            |            |
| Program                            | 2,088,885  | 2,251,497  |
| General and Administrative         | 291,444    | 287,151    |
| Fundraising                        | 255,341    | 210,152    |
| **Total Expenses**                 | $2,635,670 | $2,748,800 |

| Change in Net Assets               | $66,156    | $51,007    |

| Net Assets                         |            |            |
| Beginning of year                  | $616,353   | $682,509   |
| End of year                        | $682,509   | $733,516   |
Positive Resource Center gratefully acknowledges these individual and institutional donors for their support of our work on behalf of people living with HIV/AIDS or mental health conditions.

**Vanguard**
$100,000 +
- Human Services Agency of San Francisco
- Ryan White CARE Act Part A
- San Francisco Department of Public Health
- San Francisco Office of Economic and Workforce Development
- State of California Department of Rehabilitation

**Visionary**
$25,000 - $99,999
- Allan Browning Lane Trust of The San Francisco Foundation
- Bare Chest Calendar
- Ambassador James C. Hormel & Michael P. Nguyen
- Legal Services Trust Program of the State Bar of California
- Pride Brunch Hosted by Gary Virginia & Donna Sachet
- Wallis Foundation
- Wells Fargo Foundation

**Luminary**
$10,000 - $24,999
- AIDS Walk San Francisco
- Asian & Pacific Islander Wellness Center and the California Department of Health Services
- EMD Serono, Inc.
- Folsom Street Events
- Kaiser Permanente
- Macy’s Passport Fund
- The Richmond/Ermet AIDS Foundation
- The Silva Watson Moonwalk Fund
- van Löben Sels/RembeRock Foundation

**Innovator**
$5,000 - $9,999
- Broadway Cares/Equity Fights AIDS
- Entertainment AIDS Alliance
- Macy’s Foundation
- Morgan Lewis & Bockius, LLP
- The Regents of the University of California, California HIV/AIDS Research Program

**Investor**
$500 - $999
- Collin Burry & Milko Encinas
- Jerry Coletti
- William Corr & Miguel Gomez
- George & Linda Cumming
- Robert Dockendorff
- ECForbes.com
- The Edge
- Michael Evans
- John Everett
- Patrick Fitzgerald
- John Grenfell
- Mark & Laverne Hancock

**Pacesetter**
$1,000 - $4,999
- 440 Castro
- Anonymous
- Barefoot Wines
- Bay Area Physicians for Human Rights, Inc.
- Michael Bell
- Michael Bien & Jane Kahn
- Bob A. Ross Foundation
- Callaway & Wolf
- The Castro Lions Club
- Chevron Humankind Matching Gift Program
- Karl Christiansen, Esq.
- Commonweal Foundation
- Commonweal Fund of The Community Foundation for the National Capital Region
- Community Thrift Store
- Lucius Conrad & Jeffrey Stone
- David Fink
- Herman Hoying
- Janssen Therapeutics
- Dan Joraanstad Faith in the Future of Horizons Foundation
- Krewe De Kinque
- Lazy Bear Fund, Inc.
- Walter Leiss
- Lewis, Feinberg, Lee, Renaker & Jackson PC
- Lynne & Joe Lodge
- Alan Louie
- Bill & Tim Matheson
- Bruce Mentzer & Anthony Solar
- Doug Mylcraine
- Gary Nichols
- Oak Creek Foundation
- Thomas Peterson
- Kent Roger, Esq.
- Kevin Shanahan & Michael Montoya
- Sterling Bank & Trust
- Target Corporation
- Diane Webb

**Partner**
$250 - $499
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- Karl & Patti Anderson
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- Alvin Baum, Jr. & Robert Holgate
- Sue Bethanis
- Jerime Black
- Zoe Borkowski
- Lenny Broberg
- Rox Bumpus
- Brian Carbo
- Patrick Carney
- Joseph Cecere
- Andrew Chen
- Davis Wright Tremaine
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- Jeff Doney
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- David Hagerty
- Dan Healy
- Robert Hroncich
- Christina Ihm
- Leigh Illion
- The JP Morgan Chase Foundation
- Twyman Keene
- Molly Lane
- Mark Leno
- Darren McCleary
- David & Helen Mezzera
- Jacques Michaels
- James Moran
- Alex L. Nellas Fund of Horizons Foundation
- Terry & Benjamin Penn
Sara Reese
Pat Riley & Chuck Anthony
Sass Social Justice Fund of Horizons Foundation
Judith Sensibar
Some Brothers
Jacob Sorensen
Terri Souza
Karen Stempel
Sam & Julia Thoron
Ing Yun
Sondra Zambino

Supporter
$100 - $249
Eliot Adelson
Michael Armentrout
Carl Bailey
Roy Bateman
David Bell
Bennett & Erdman
Denise Bergez
Carl Blumenstein
Michael Borden
Braden Busch
James Campbell
John Chung
Oliver Cleary
Laurence Costa
Allison Davis
Richard Davis
Defenders San Francisco
Jonathan DeGooyer
Douglas Del Paggio
Balinda Dunlap
Jeffrey Erdman
James Ernst & Les Gallahorn
Caroline Everts
David Fagundes
Susan Fahey
Rebecca Falk
Robert Falsetti
Barbara Finch
Glenn Finch
Paul & Anne Finigan
Andrew Fisher & Jeffrey Weisman
David Furbush
Patrik Gallineaux
Greg Genske
Scott Hafner & William Glenn
Daniel Hancock
Jay Hemphill & Michael Holeman
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Madeleine Simborg
Chris Sinton
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Dee Spencer
Joel Stahl
Edward Steinforth
Sue Strang & Paul Carlile
Mark Tangard
Thomas Taylor
Laura Thomas
Thomas Tremblay
Don Ho Tse & Omar Moseley
Scott Vrchota & Mitchell Kusy
Kevin Walsh
Kevin Winge & Kevin Shores
Teddy Witherington
Karen Wong
Ronald Wynn
Gregg Yates
Bruce Gilmore
William Green
Robert Harris
James Holloway
Craig Johnson
Sylvie Kern
Max Kirkeberg
Greg Knight
Matt Kulis
Danielle Logan
Charles Lowey-Ball
Cecilia Montoya
Patrick Noonan
Frederick Preyer
Don Roberts & Frank Brechka
Richard Sablatura
Evan Scott
Gerald Smithson
Rich Stadtmiller
Sacha Steenhoek
Peter Straus & Lili Byers
Bruce Sturzl
Michael Taglieri
Will Victoria
Vaughn Villaverde
Jade Williams & Anna Berg
William Wilson & Fernando Orlandi

In-Kind
Alex Fitness
Al’s Attire
Arata Fine Art Gallery
ATYS
Barefoot Wines
Robert Bathrick
Beach Blanket Babylon
Berkeley Repertory Theatre
Bi-Rite Market
Rick Borutta
Richard Bradley
Leigh Burrill
Café Flore
California Carpet
California Shakespeare Theater
Camino
Chaps
Chez Panisse
Citizen Body
Phillip Cole
Commonwealth Club of California
Ken Danko
Dezign With a Z
diPietro Todd Salon + Academy
Ethel Merman
Eureka Restaurant & Lounge
Anthony Fanagana and Mark Weaver
Fitness SF
Patrick Fitzgerald
Fork Café

Advocate $1 - $99
Anonymous (2)
Donald Berger
Louis Bryan
Joanne Butcher
Nadia Conrad-Huayta
Howard Edelman
Tim Eicher
EScrip
Jonathan Funk & John Arnold

Jonathon Funk and John Arnold
Patrik Gallineaux
Gary Danko
Gloss Magazine
Golden State Gay Rodeo Association - Bay Area Chapter
Good Vibrations
Jeff Gray
Guittard Chocolate Company
Hand Job Nails & Spa
Harvey’s
Io Group (Titan Media)
Jake’s on Market
Jardinière
Krewe de Kinque
Live Fit Wellness Center
Lola of North Beach
Bob Major
Bill and Tim Matheson
Mr. S Leather
Mudpuppy’s Castro
New Conservatory Theatre Center
New York - New York Hotel & Casino
Nico’s Tacos
Oakland East Bay Symphony
Palecek
Poesia
Stephen Pullis
Robert Fountain International
Patrick Rylee
Donna Sachet
San Francisco Ballet
San Francisco Giants
SF Mercantile
Sidney Frank Importing Company, Inc.
Tom Skidmore
Sports Basement
Stolichnaya
Mark Tangard
Tony’s Pizza Napoletana
Under One Roof
James Vargas
Gary Virginia
Daryl Walker and Jim Bracken
Mark Weaver
Bill Weber
Wells Fargo Center for the Arts
William Grant & Sons
Wilson Creek Winery

Workplace Giving
AT&T
Chevron Humankind Matching Gift Program
Levi Strauss & Co.
United Way Bay Area
United Way California Capital Region
Wells Fargo
In 2012, 1,238 women and men turned to PRC because they had become too disabled to work as a result of their HIV/AIDS or mental health conditions and required assistance with securing public benefits to provide them with regular income and healthcare coverage. With disability benefits such as Supplemental Security Income (SSI), Social Security Disability Insurance (SSDI), Medicare, and Medi-Cal, these individuals were able to afford the stable housing, nutritious food, and routine medical care needed to help them stabilize their lives.

PRC’s Benefits Counseling Program’s attorneys are experts in Social Security law and represent clients throughout the complicated administrative process of accessing disability benefits, winning over 90% of fully adjudicated Social Security claims.

PRC’s Employment Services Program offers a full spectrum of vocational rehabilitation and employment placement services to support our clients in entering or re-entering the workforce. Our services focus on the unique issues people with disabling HIV or mental illness face, from fear of discrimination in the workplace to maintaining their health, medical appointments, and medication adherence while working, managing stress, maintaining housing, or keeping benefits while they are employed.

Through our Employment Services Program in 2012, 415 individuals—from the newly unemployed to those who have been unemployed for many years due to disability—explored their work options, accessed computer training courses, and received job placement assistance.

“I have been going through so much mental and physical pain for so many years. I was very scared and did not know how to get help. PRC was on top of everything and I was approved for SSI and SSDI on my first try. Thank you!”

“PRC has been a pivotal experience, giving me the confidence that I needed to progress in my life. I felt trapped and overwhelmed by ‘normal tasks.’ PRC has been much more than advocates to me, but has gone out of their way to support me, counsel me.”

— Benefits Counseling Program clients

PRC has been of great help in my search for new employment opportunities. I am most satisfied with the outcome of my new resume. Their professional experience and advice really helped during the process. I also enjoyed the workshops on interviewing and the Job Club, lots of great information. I plan to make full use of the excellent services and hope to soon be employed.”

“If PRC was a ‘pay for services’ organization, it would be the world’s best value!”

— Employment Services Program clients
For 25 years, Positive Resource Center (PRC) has been responding to our community’s income and healthcare needs by providing services for clients disabled by HIV/AIDS or mental health conditions. PRC has weathered significant challenges in the economy over the last few years, and still remains an anchor organization for those who have become too disabled to work and need our help in securing disability benefits, as well as a beacon for those who require the skills and resources to compete in a very challenging job market.
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 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.

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.

STAFF
Fernando Aguayo-García, Senior Bilingual Benefits Advocate/Quality Assurance Manager
Brett Andrews, Executive Director
Matthew Bandiera, Finance Manager
Angelica Cardenas, Employment Services Program Assistant
Melissa Cardoza, Esq., Supervising Attorney
Eva Chan, Esq., Staff Attorney
Andy Chu, Esq., Managing Legal Director, Benefits Counseling Program
Ananda Clarke, Esq., Staff Attorney
Sinaya Cotlong, Employment Specialist
Taylor Hoang, Esq., Staff Attorney
Leigh Illion, Managing Director of Development
Alisa Jackson, Senior Legal Assistant
Selina Khuu, Esq., Staff Attorney
Ron Kurlaender, Esq., Staff Attorney
Yumi Maeda, Esq., Staff Attorney
Ali Nixon, Legal Assistant
Joe Ramirez-Forcier, Managing Director, Employment Services Program
Dennis Reilly, Employment Specialist
Pat Riley, Deputy Director
Michael Rubio, Front Office Coordinator
Faina Shalts, Esq., Staff Attorney
Ana Luz Vazquez, Esq., Staff Attorney
Vaughn Villaverde, Senior Legal Assistant/Training Coordinator
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Brian Whitford, Computer Training Coordinator
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