



25
years

POSITIVE RESOURCE CENTER
2012 ANNUAL REPORT

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.

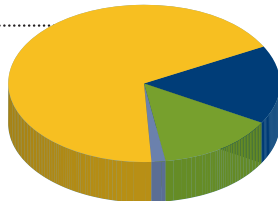
Financial Position Year End 2012

Statement of Financial Position

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



Statement of Activities

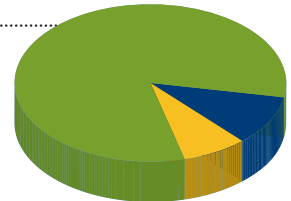
Revenue, Gains, and Other Support	2011	2012
Grants and Contributions	\$ 423,318	\$ 400,395
Government Grants	1,692,167	1,910,192
Program Service Fees	575,905	449,269
In-Kind Donations	7,947	32,026
Interest Income	2,489	1,906
Other Income	-	6,019
Total Revenue	\$ 2,701,826	\$ 2,799,807
Expenses		
Program	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

2012 Expenses

Program	82%
General and Administrative	10.4%
Fundraising	7.6%



2012 Donors

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.

Our sincere apologies for any omissions or misspellings.

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

Pacesetter

\$1,000 - \$4,999

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Bay Area Physicians for Human Rights, Inc.
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The Castro Lions Club
Chevron Humankind Matching Gift Program
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Will Victoria
Vaughn Villaverde
Jade Williams & Anna Berg
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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

Jonathan 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
Jardiniere
Krewede 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
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Tom Skidmore
Sports Basement
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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

Benefits Counseling Program



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.

"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

BENEFITS COUNSELING BY THE NUMBERS	1,238 Clients served	97% Success rate on fully adjudicated claims	100% of clients who were awarded Social Security benefits received healthcare coverage	420 Service providers trained on benefits counseling throughout California	384 Notices of Awards received, resulting in \$327,142 in ongoing monthly benefits and \$4,109,312 in retroactive benefits
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Employment Services Program



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 work place 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.

"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."

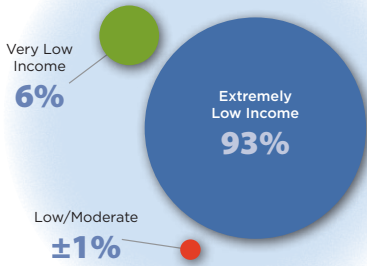
"If PRC was a 'pay for services' organization, it would be the world's best value!"

— Employment Services Program clients

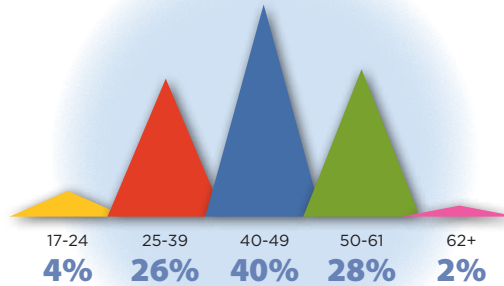
EMPLOYMENT SERVICES BY THE NUMBERS	415 Clients served	36% of jobseekers placed	52% Retained their jobs for 90 days or more	\$17.18 Average wage of clients placed in employment (60% higher than the 2012 San Francisco minimum wage)	94 Clients upgraded their computer skills
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Client Demographics

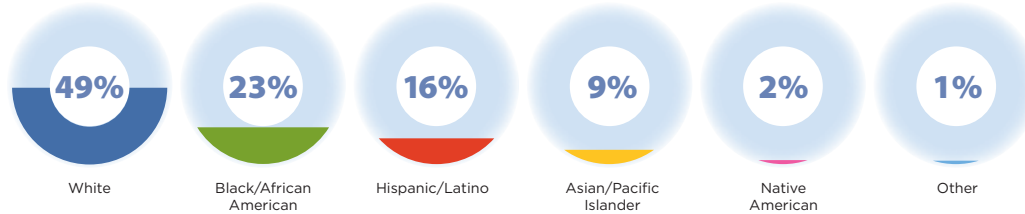
INCOME (HUD GUIDELINES)



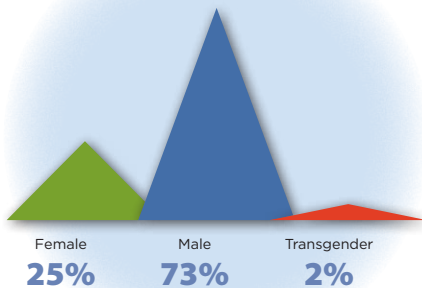
AGE



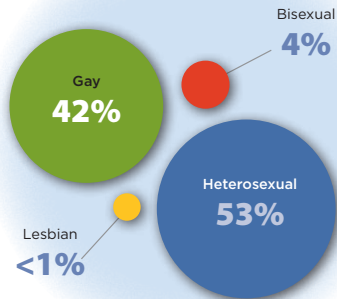
RACE/ETHNICITY



GENDER



SEXUAL ORIENTATION



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.

POSITIVE RESOURCE CENTER

785 Market Street, 10th Floor
San Francisco, CA 94103
phone 415.777.0333
fax 415.777.1770
www.positiveresource.org

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.

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
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Alisa Jackson, Senior Legal Assistant
Selina Khuu, Esq., Staff Attorney
Ron Kurlaender, Esq., Staff Attorney
Yumi Maeda, Esq., Staff Attorney
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Joe Ramirez-Forcier, Managing Director, Employment Services Program
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Pat Riley, Deputy Director
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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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