

Positive Resource Center



2013 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 Friends:

We are pleased to share our 2013 annual report with you.

Last year, nearly 1,600 disabled people came through Positive Resource Center's doors, unable to find work or access monthly income to provide them with basic resources such as food, clothing, housing, and adequate nutrition. With the benefit of our free legal aid, computer training, and employment placement and support services, our clients are on the path to financial security, and improved health and well-being.

Our many committed stakeholders have helped ensure our Employment Services Program's position as a national model for vocational services for people who are disabled by HIV or mental illness. Through our comprehensive programming, clients are learning marketable skills and are being hired in the booming tech and healthcare sectors as well as by nonprofits.

Our Benefits Counseling Program continues to ensure that disabled people who are too sick to work but have no income receive monthly disability benefits that provide them housing, nutrition, and regular healthcare. Our attorneys are also highly sought after as experts and trainers in the Affordable Care Act ("Obamacare"), Social Security and the LGBT communities, as well as benefits for people living with HIV who are over the age of 50. In 2013, we expanded our trainings to consumers, offering workshops in English, Spanish and Cantonese.

We know you care deeply about our work serving those who are disabled by HIV or mental illness; your caring enables us to continue to do what we do every day to ensure our clients have access to regular income, housing, adequate nutrition, and health care coverage—the essentials of a healthy, happy life.

Thank you for making a meaningful difference in our clients' lives.

Warmly,



Brett Andrews
Executive Director



Kent Roger
Board President

A handwritten signature in blue ink that reads "Brett Andrews".

A handwritten signature in blue ink that reads "Kent Roger".

Financial Position Year End 2013

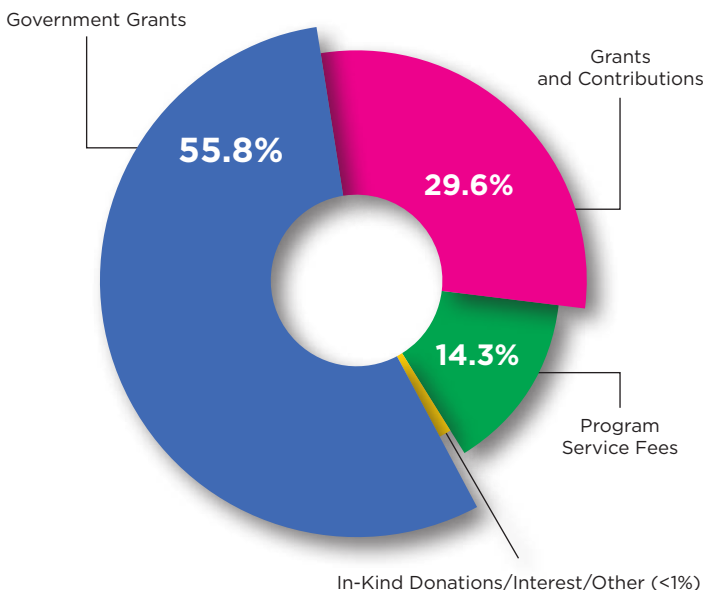
Statement of Financial Position

Assets	2012	2013
Current Assets		
Cash and Equivalents	\$ 508,469	\$ 648,567
Cash held by others	40,618	46,273
Government Grants Receivable	228,145	587,543
Pledges and Grants Receivable	72,774	177,225
Prepaid Expenses	12,467	13,055
Total Current Assets	\$ 862,473	\$ 1,472,633
Property and Equipment — Net	1,973	\$ 987
Other Assets		
Deposits	25,092	24,642
Total Assets	\$ 889,538	\$ 1,498,292
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	41,012	23,919
Accrued Expenses	57,437	59,213
Refundable Advances	16,955	0
Total Current Liabilities	\$ 115,404	\$ 83,132
Unemployment Trust Account	40,618	46,273
Total Liabilities	156,022	129,405
Net Assets		
Unrestricted	671,849	1,346,821
Temporarily Restricted	61,667	22,066
Total Net Assets	\$ 733,516	\$ 1,368,887
Total Liabilities and Net Assets	\$ 889,538	\$ 1,498,292

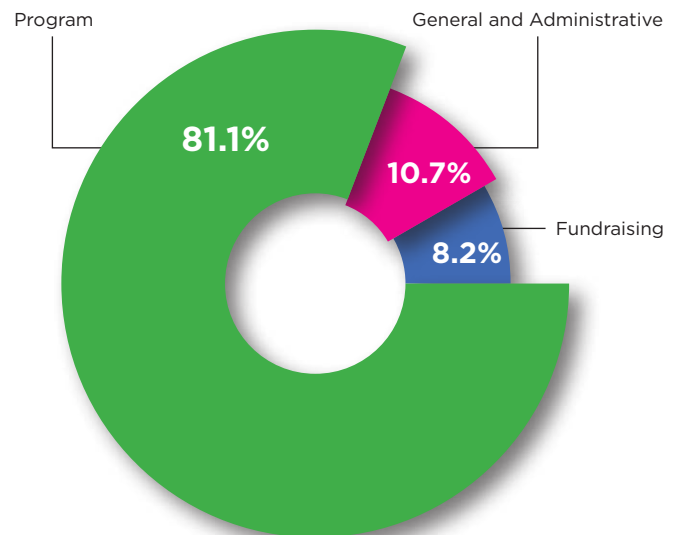
Statement of Activities

Revenue, Gains, and Other Support	2012	2013
Grants and Contributions	\$ 400,395	\$ 996,946
Government Grants	1,910,192	1,880,170
Program Service Fees	449,269	484,051
In-Kind Donations	32,026	1,640
Interest Income	1,906	1,197
Other Income	6,019	-
Total Revenue	\$ 2,799,807	\$ 3,364,004
Expenses		
Program	2,251,497	2,211,210
General and Administrative	287,151	292,655
Fundraising	210,152	224,768
Total Expenses	\$ 2,748,800	\$ 2,728,633
Change in Net Assets	\$ 51,007	\$ 635,371
Net Assets		
Beginning of year	\$ 682,509	\$ 733,516
End of year	\$ 733,516	\$ 1,368,887

2013 Revenues



2013 Expenses



Benefits Counseling Program

People with disabilities live with substantially more disadvantages, including significantly poorer physical and mental health, lower self-esteem, and poverty rates that are up to five times higher than those without disabilities. Even so, the Social Security Administration denies 65% of claims for disability benefits for those filing without legal representation. It is therefore essential for disabled clients to have expert legal representation in order to secure the regular monthly income and health care coverage that Social Security disability enables.

Positive Resource Center provides free, in-house legal aid for individuals who need access to public disability benefits. We represent clients throughout the entire Social Security administrative process, including initial Social Security disability claims, reconsideration of initial denials, hearings before federal Administrative Law Judges, and requests for reviews of unfavorable hearing decisions by the Appeals Council. We also represent immigrants with California Cash Assistance Program for Immigrants (CAPI) claims. Positive Resource Center has a 97% success rate in winning disability claims on behalf of our clients, providing them with critical access to the most basic needs—stable housing, routine medical care, and food—the absolute essentials of health and wellbeing.

Employment Services Program

Positive Resource Center's Employment Services are critical in helping those with HIV and/or mental health disabilities compete in this difficult job market. We offer a wide array of vocational rehabilitation and employment support services to help disabled clients enter or re-enter the workforce.

Our services focus on the unique issues people with disabling HIV and/or mental illness face, from fear of discrimination in the workplace to maintaining their health while working, managing stress, maintaining housing, and keeping benefits while they are employed. With the wrap-around employment services offered by the Program—career navigation, computer and clerical skills training, job search training, and job placement and retention services—our clients have consistently excellent outcomes.

Positive Resource Center is known nationally as a leader in employment services and is the oldest employment services program in the USA for people living with HIV/AIDS. Our Employment Services help clients increase their earning capacity, placing jobseekers in high demand, skilled positions in the biotech, health care, finance, IT, transportation, social services, hospitality, and retail sectors. With increased income, clients achieve a better standard of living, increasing the tax base and contributing to the local economy.

1,211
clients served

310
Notices of Award

\$278,397
ongoing monthly benefits

\$3,902,796
in retroactive payments

227
health workers trained statewide

260
health workers and consumers
attended Medical Benefits
Counseling workshops in English,
Spanish, and Cantonese

By the
numbers

"I give thanks for people like you who help those in need. God bless this agency and everyone who works so intensely to win these cases no matter how difficult they may be— they make it possible."

— Benefits Counseling Program Client (translated from Spanish)

415
clients served

23%
of clients upgraded
their computer skills

48%
attended job search training workshops

\$18.95
average wage of clients placed in
employment (almost 80% higher than
the 2013 San Francisco minimum wage
of \$10.55 per hour)

36%
of jobseekers placed in employment

60%
increase in income over 6 months for
clients not on SSI/SSDI

By the
numbers

"The staff have been of great help in my search for new employment opportunities. Their professional experience and advice really helped during the process. I plan to make full use of the excellent services provided by PRC and hope to soon be employed."

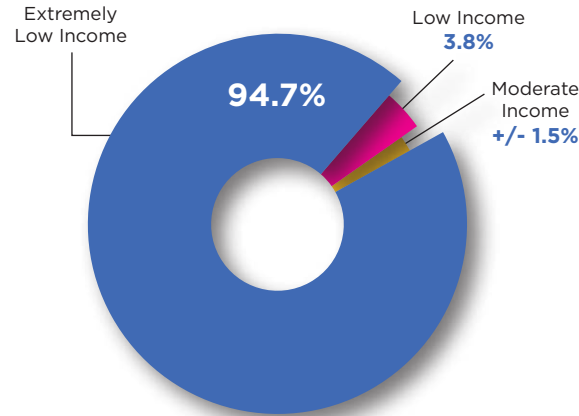
— Employment Services Program Client

About Our Work

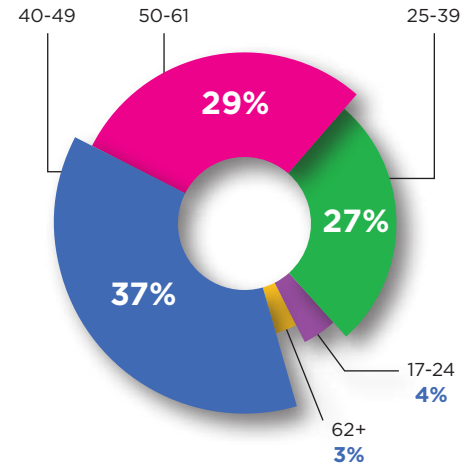
Positive Resource Center has served the San Francisco community since 1987. We remain an anchor organization for people with HIV/AIDS or mental health disabilities, providing legal and employment services to almost 1,600 unduplicated clients each year. Even with significant advances in HIV/AIDS and mental health care, there are still many who lack the resources to provide for their basic needs. When individuals are unable to work due to their HIV or mental health conditions, we offer free legal representation through our Benefits Counseling Program to ensure they have adequate financial and health care resources to maintain their health and quality of life. When clients are well enough to explore employment options, our Employment Services Program provides vocational rehabilitation, clerical and computer skills training, job search training and placement and retention support. Over our 27 years of service to the community, Positive Resource Center 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 and quality of life.

Client Demographics

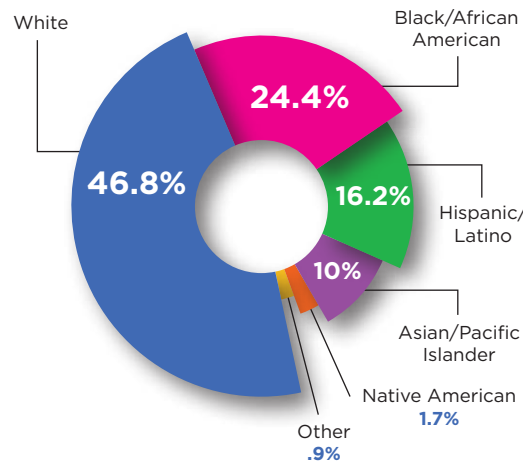
Income (HUD Guidelines)



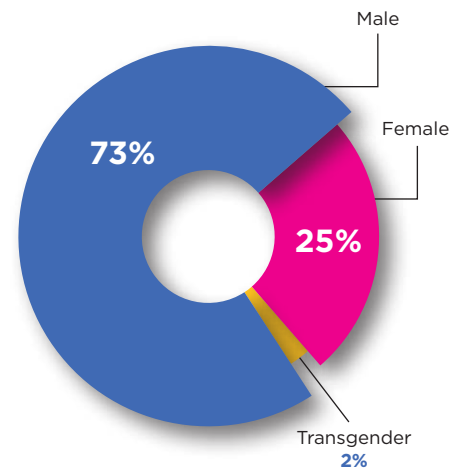
Age



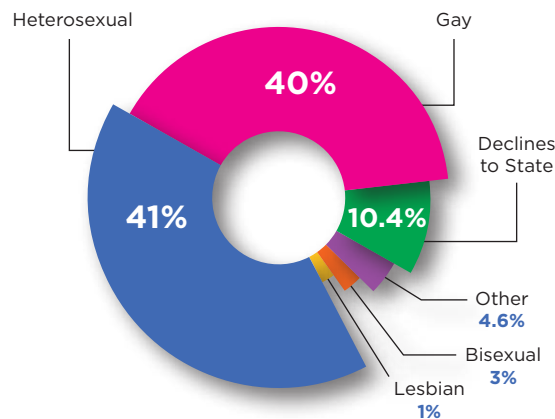
Race/Ethnicity



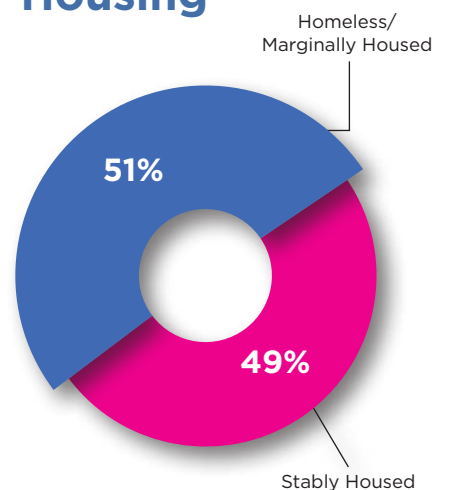
Gender



Sexual Orientation



Housing



2013 Donors

VANGUARD

\$100,000+

Human Services Agency of San Francisco
Jerome Geller & Kenneth Sullivan
Living Trust
Jerome Geller & Kenneth Sullivan
Charitable Trust
San Francisco Department of Public Health
San Francisco Office of Economic &
Workforce Development
State of California Department of
Rehabilitation

VISIONARY

\$99,999 - \$25,000

Allan Browning Lane Trust of
The San Francisco Foundation
Bare Chest Calendar
Gary Virginia & Donna Sachet's 15th Annual
Pride Brunch
Legal Services Trust Fund of
The State Bar of California
Ryan White CARE Act Part A
Wallis Foundation

LUMINARY

\$24,999 - \$10,000

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and the California Department of
Health Services
EMD Serono, Inc.
Folsom Street Events
Gary Nichols
Estate of Ian Sanders
The Silva Watson Moonwalk Fund
van Löben Sels/RembeRock Foundation
Wells Fargo Foundation

INNOVATOR

\$9,999 - \$5,000

Anonymous
Broadway Cares/Equity Fights AIDS
Commonweal Foundation

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\$4,999 - \$1,000

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Acme Bread Company
 Anonymous (2)
 Barefoot Wine & Bubbly
 Robert Bathrick
 Beach Blanket Babylon
 Blush Wine Bar
 The Buds
 Café Flore
 California Academy of Sciences
 California Shakespeare Theatre
 Camino
 Capo's in North Beach
 Castle Rock Winery
 Cliff's
 CoCo Butter
 Ken Danko
 Ducal Council of San Francisco
 The Edge
 El Monte RV
 Eureka Restaurant & Lounge
 Fable
 Patrick Fitzgerald
 Fork Café
 Four Seasons Hotel San Francisco
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 Sydney Frank
 Fresh, Inc.
 Patrik Gallineaux
 Gary Danko
 Lisa Geduldig
 Hero
 Hot Cookie
 Jardinière
 Jeffrey's Natural Pet Foods
 Kimpton Hotels
 James Kravitz

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 L'Ardoise Bistro
 Levi Strauss & Co.
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 Paxton Gate
 Pillsbury Winthrop Shaw Pittman LLP
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 Patrick Rylee
 Donna Sachet
 San Francisco Ballet
 San Francisco Gay Men's Chorus
 Chuck Schroeder
 Slick and Dapper Barber Shop
 Sports Basement
 Starlight Room
 Steamworks Baths Berkeley
 Sterling Bank & Trust
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 Stolichnaya
 BeBe Sweetbriar
 Titan Video
 Tony's Pizza
 Under One Roof
 William O. Webster, Jr.
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 XOX Truffles
 Terry Yoder

WORKPLACE GIVING

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 Chase Community Giving
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 Employee Giving Campaign
 Levi Strauss & Co.
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 Charities of America
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 Metropolitan Arts
 ProgramTrust
 United Way California
 Capital Region
 United Way of the Bay Area
 Visa International
 Wells Fargo

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.

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 has been such a milestone point in my life. I felt trapped and overwhelmed by ‘normal tasks.’ I thought life was supposed to be that way. Positive Resource Center has been much more than advocates to me, but have gone out of their way to support me, counsel me, and follow up on anything.”

— Benefits Counseling Program Client

“Thank you so much Positive Resource Center for the important work it does for the community and people who are in need. I hope that more people who need help get to know about the services of your agency. Your organization is a very professional group of attorneys. My family and I are very grateful.”

— Benefits Counseling Program Client (translated from Chinese)

Staff

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Eva Chan, Esq., Supervising Attorney
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