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
### Financial Position Year End 2013

#### Statement of Financial Position

<table>
<thead>
<tr>
<th>Assets</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Equivalents</td>
<td>$508,469</td>
<td>$648,567</td>
</tr>
<tr>
<td>Cash held by others</td>
<td>40,618</td>
<td>46,273</td>
</tr>
<tr>
<td>Government Grants Receivable</td>
<td>228,145</td>
<td>587,543</td>
</tr>
<tr>
<td>Pledges and Grants Receivable</td>
<td>72,774</td>
<td>177,225</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>12,467</td>
<td>13,055</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>$862,473</td>
<td>$1,472,633</td>
</tr>
<tr>
<td><strong>Property and Equipment — Net</strong></td>
<td>1,973</td>
<td>987</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deposits</td>
<td>25,092</td>
<td>24,642</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$889,538</td>
<td>$1,498,292</td>
</tr>
</tbody>
</table>

#### 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|

#### 2013 Revenues

- *Government Grants*: 55.8%
- *Grants and Contributions*: 29.6%
- *Program Service Fees*: 14.3%
- *In-Kind Donations/Interest/Other (<1%)*: 5.3%

#### 2013 Expenses

- *Program*: 81.1%
- *General and Administrative*: 10.7%
- *Fundraising*: 8.2%
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.

By the numbers

- **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

“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)

By the numbers

- **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

“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
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)

- Extremely Low Income: 94.7%
- Low Income: 3.8%
- Moderate Income +/- 1.5%

**Age**

- 25-39: 29%
- 40-49: 37%
- 50-61: 27%
- 62+: 3%

**Race/Ethnicity**

- White: 46.8%
- Black/African American: 24.4%
- Hispanic/Latino: 16.2%
- Asian/Pacific Islander: 10%
- Native American: 1.7%
- Other: 0.9%

**Gender**

- Male: 73%
- Female: 25%
- Transgender: 2%

**Sexual Orientation**

- Heterosexual: 41%
- Gay: 40%
- Declines to State: 10.4%
- Other: 4.6%
- Bisexual: 3%
- Lesbian: 1%

**Housing**

- Homeless/Marginally Housed: 51%
- Stably Housed: 49%
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
Asian & Pacific Islander Wellness Center
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
Commonwealth Foundation

PACESETTER
$4,999 - $1,000
440 Castro
Sherilyn Adams
Anonymous
Collin Burry & Milko Encinas
Karl Christiansen, Esq.
Community Thrift Store
Goldstein, Gellman, Melbostad,
Harris & McSparran, LLP in honor of
Brian Hertzog
Ambassador James C. Hormel &
Michael P. Nguyen
Dan Joraanstad & Bob Hermann
Kaiser Permanente Public Affairs Department
Krewe De Kinque

PARTNER
$499 - $250
Eliot Adelson
Sheila Aharoni
Derek Barnes & Ted Hiscox
Zoe Borkowski
Joseph Cecere
Chevron
Ray Connolly
Tommy Dillon
Robert Emerson
James Ernst & Les Gallahorn
David Fagundes
Susan Fahey
Veronika Fimbres
David Fink
Kevin Fisher, Esq.
Patrick Fitzgerald
Jeffrey Fraenkel & Frish Brandt
David Hayes
Eric Hildebrandt & De Kwok
Twyman Keene
Senator Mark Leno
Levi Strauss & Co
Charles Lowey-Ball
Jason Macario
Robert Mason, Esq.
Mairi Mckeever & Chuck Lewkowitz
Mark Murphy & David Allyn
Alex L. Nellas, MD
Bill Noren
Jim Oerther
Powerhouse
Pat Riley & Chuck Anthony
Sass Social Justice Fund
Marko Satarain
Judith Sensibar
Sisters of Perpetual Indulgence, Inc.
Michael Sporn & Mark Gorman
Sam & Julia Thoron
Robert Vergara
Ingu Yun
Robert Zimmer

SUPPORTER
$249 - $100
Brett Andrews
Anonymous (2)
Carl Bailey
John Baldo
Roy Bateman
Michael Bell
Brigade
Francisco Buchting
Tab Buckner
Boone Callaway, Esq.
James Campbell
Kim Carver
Jim Cassiol
Eva Chan
ColorPrint
Philip Crawford
Robert John Dern, CPA
Tom Doran
Balinda Dunlap
Richard Dupree
Jeffrey Erdman
Kit Everts
Robert Falsetti
Clinton Fein
Glenn Finch
Mark Freeman
Wayne Friday
Patrik Gallineaux

Lazy Bear Fund, Inc
Walter Leiss
Morgan Lewis & Bockius
Doug Mylcraine
Oak Creek Foundation
Paint The Castro Red
David Perry
Thomas M. Peterson
Kent Roger, Esq.
Kaushik Roy
San Francisco AIDS Foundation
Sterling Bank & Trust
L. Julius Turman, Esq.
Under One Roof
Daryl Walker & Jim Bracken
INVESTOR
$999 - $500
Alvin Baum, Jr. & Robert Holgate
Michael Bien & Jane Kahn
Lenny Broberg
Richard Bumpus
Andrew Chen
Lucius Conrad & Jeffrey Stone
John Corey & David Fielder
William Corr & Miguel Gomez
Monique & Michael Doane
Robert Dockendorff
Henry Doering
Marvin Dunson
The Edge
Fitness SF
Russell Kassman
Alex Khoo
Laura Lee & Andrew Clark
Leslie Family Foundation
Darrin Martin
Bill & Tim Matheson
McKesson Foundation
Nichols Booth & Associates, Inc.
Michelle Park Chiu
Ken Pearce
Michael Proctor & Eric Bernier
Mark & Robert Rogers
St. Giles International
SF LGBT Pride Celebration Committee, Inc.
The Sundance Association for Country-
Western Dancing
Diane L. Webb
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)