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
### Statement of Financial Position

#### Year End 2015

<table>
<thead>
<tr>
<th>Assets</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
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<tr>
<td>Cash and Equivalents</td>
<td>1,485,969</td>
<td>1,279,281</td>
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<td>Cash held by others</td>
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<td>Prepaid Expenses</td>
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<td>Property and equipment - Net</td>
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<td><strong>Other Assets</strong></td>
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<td>Beneficial Interest in Trust</td>
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<td>Deposits</td>
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<td>Total Assets</td>
<td>2,078,151</td>
<td>2,267,253</td>
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#### Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2014</th>
<th>2015</th>
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</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
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<tr>
<td>Accounts Payable and Accrued Expenses</td>
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<td>Vacation Accrual</td>
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<td>Unemployment Trust Account</td>
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<td>Total Liabilities</td>
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<td><strong>Net Assets</strong></td>
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<td>Total Net Assets</td>
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<tr>
<td>Total Liabilities and Net Assets</td>
<td>2,078,151</td>
<td>2,267,253</td>
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#### Revenue, Gains, and Other Support

<table>
<thead>
<tr>
<th>Revenue, Gains, and Other Support</th>
<th>2014</th>
<th>2015</th>
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<tbody>
<tr>
<td>Grants &amp; Contributions</td>
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<td>Government Grants</td>
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<td>Program Service Fees</td>
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<td>In-Kind Donations</td>
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<td>Other Income</td>
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<td>Total Revenue</td>
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#### Expenses

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<tr>
<th>Expenses</th>
<th>2014</th>
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<tr>
<td>Program</td>
<td>2,428,107</td>
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<td>General and Administrative</td>
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<td>Fundraising</td>
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<td>Total Expenses</td>
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<td>Change in Net Assets</td>
<td>382,139</td>
<td>197,711</td>
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#### Net Assets

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>Beginning of year</th>
<th>End of year</th>
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<td></td>
<td>1,368,887</td>
<td>1,947,487</td>
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<td></td>
<td>1,751,026</td>
<td>2,145,198</td>
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</table>
**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.

**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.

---

**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.**

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

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**

**THANKS** 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.

<table>
<thead>
<tr>
<th>VANGUARD $100,000+</th>
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<tbody>
<tr>
<td>San Francisco Mayor's Office of Housing and Community Development</td>
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<tr>
<td>San Francisco Department of Public Health</td>
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<tr>
<td>San Francisco Foundation</td>
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<tr>
<td>San Francisco Office of Economic &amp; Workforce Development</td>
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<td>State of California Department of Rehabilitation</td>
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<table>
<thead>
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<th>VISIONARY $25,000-$99,999</th>
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<tr>
<td>Ryan White CARE Act Part A</td>
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<tr>
<td>Bare Chest Calendar</td>
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<tr>
<td>Catholic Charities</td>
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<tr>
<td>Fresno Regional Workforce Investment Board</td>
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<td>Gilead Sciences</td>
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<td>Human Services Agency of San Francisco</td>
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<tr>
<td>Legal Services Trust Fund of The State Bar of California</td>
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<tr>
<td>Gary Virginia &amp; Donna Sachet's 17th Annual Pride Brunch</td>
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<tr>
<td>Wells Fargo Foundation</td>
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<tr>
<td>William Karl Schwarze Trust of San Francisco Foundation</td>
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<table>
<thead>
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<th>LUMINARY $10,000-$24,999</th>
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<td>AIDS Walk</td>
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<td>Folson Street Events</td>
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<td>Genentech Foundation</td>
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<td>Van Loben Sels - RembeRock Foundation</td>
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<th>INNOVATOR $5,000-$9,999</th>
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<tr>
<td>Broadway Cares/Equity Fights AIDS</td>
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<tr>
<td>Lazy Bear Fund, Inc.</td>
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<td>Morgan, Lewis &amp; Bockius</td>
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<table>
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<th>PACESETTER $1,000-$4,999</th>
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<tr>
<td>440 Castro</td>
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<td>Academy of Friends</td>
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<tr>
<td>Anonymous</td>
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<tr>
<td>Randy Arnold &amp; Greg Knight</td>
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<tr>
<td>Asian &amp; Pacific Islander Wellness Center</td>
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<tr>
<td>Michael Bien &amp; Jane Kahn</td>
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<td>Collin Burry &amp; Milko Encinas</td>
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<tr>
<td>Karl Christiansen, Esq.</td>
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<tr>
<td>Community Thrift Store</td>
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<tr>
<td>Lucius Conrad &amp; Jeffrey Stone</td>
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<tr>
<td>Tom Doran</td>
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<tr>
<td>David Fink</td>
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<tr>
<td>Google</td>
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<tr>
<td>James Hormel &amp; Michael Nguyen</td>
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<td>Kaiser Permanente</td>
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<tr>
<td>Walter Leiss</td>
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<tr>
<td>Leslie Family Foundation</td>
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<tr>
<td>Bill &amp; Tim Matheson</td>
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<tr>
<td>Maximus Foundation</td>
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<tr>
<td>Thomas McCarthy &amp; Constance McCarthy/Inter-Counties Realty Co.</td>
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<tr>
<td>Michael Monagle</td>
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<td>Michael Montoya &amp; Kevin Shanahan</td>
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<tr>
<td>Mark Murphy &amp; David Allyn</td>
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<tr>
<td>Doug Mylcraine</td>
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<td>Thomas M. Peterson</td>
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<tr>
<td>Michael Proctor &amp; Eric Bernier</td>
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<td>The Richmond/Ermet Aid Foundation</td>
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<tr>
<td>Kent Roger, Esq. &amp; Daniel Hancock</td>
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<td>SF LGBT Pride Celebration Committee, Inc.</td>
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<td>The Silva Watson Moonwalk Fund</td>
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<td>Sterling Bank &amp; Trust</td>
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<tr>
<td>Sydney Stern Memorial Trust</td>
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<tr>
<td>L. Julius M. Turman, Esq.</td>
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<tr>
<td>Union Bank Foundation</td>
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<tr>
<td>Craig Zodikoff &amp; Jay Grant</td>
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**INVESTOR $500-$999**

Michelle Baker
Alvin Baum Jr. & Robert Holgate
Jennifer Bishop
Zoe Borkowski
Castro Lions Club
Andrew Chen & Dave McCrory
John Corey & David Fielder
William Corr & Miguel Gomez
Linda & George Cumming
Robert Dockendorff
Jason Dorn
Beth Feingold
Paul Giele
Mark Gorman & Michael Sporn
In Honor of L. Julius M. Turman
Kipp Hamilton & Lance Williams
Kent Harvey
Marc Hettenger
Alex Christian Khoo
Brian Lammers
Darrin Martin
Mairi McKeever & Chuck Lewkowitz
Jacques Michaels
Demetri Moshoyannis & Joshua Sparks
Massahi Niwano & Matthew Bandiera
Ingrid Oakley-Girvan
Jim Oerther
Tracy Elise Poole In Honor of L. Julius M. Turman
Penelope Prevolos & Richard Katemondahl
Rebecca Prozan
Mark & Robert Rogers
San Francisco Justice Fund of Horizons Foundation
Joe Tuohy

**PARTNER $250-$499**

Bernardo Aguayo-Garcia & Jason Conyard
Sheila Aharoni
Anderson Bros. Movers
Brett Andrews
Stan Arnold
Derek Barnes & Ted Hiscox
Roy Bateman
Larry Bolton, Jr. & Alberto Cardona
James Carlson In Honor of Mark Murphy
John Cunningham / National AIDS Memorial Grove
Balinda Dunlap
James Ernst & Les Gallahorn
David Fuganides
Fraenkel Gallery
David Frazee & Gary Loeb
Larry Friesen
Eric Hanson
Roger Herr
Joyce Hicks & Erick Behrens
In Honor of L. Julius M. Turman
Jeffrey Huang
Roy Huebner
Alan Kanczes
Twymon Keene & Jesse Ramirez
Brandon Lawrence
Jeffrey Lucas
Sara Malan
Josh Maniscalco
Mark McHale
Alex L. Nellas, MD
Gary Nichols
Michelle Park Chiu
Joe Ramirez-Forcier
Jim Skee & Ken Avery
Keith Smith
Dee Spencer & Cheryl Brown
Michelle Stewart
Bruce Sturzl
Tiffany Thomas
Sam & Julia Thorton
Diane L. Webb
Ingu Yun

**SUPPORTER $100-$249**

Kelle Aikin
Anonymous In Memory of John L.Colm
Carl Bailey
Gilberto Barajas
Katherine Bella
Bob Boemer
Anthony Burns
Braden Busch
Callaway & Wolf
Sonja Cargile
Joseph Cecere In Memory of John L.Colm
Cecilia Chung
Mikayla Connell
Henry Doering
Roger Doughty / Horizons Foundation
Lauren Downey
Susan Englander
Joel Evans
Kit Everts
Susan Feinley
Neil Figurelli
G. Finch
Paul & Anne Finigan
William Fox
Russell Gaspar
Gail Gilman / Community Housing Partnership
Steven Gilman
Findley Golod
Sean Greene & Daniel Hlad
Anthony Grumbach
Daniel Healy
David Herrera
Bill Hirsh / AIDS Legal Referral Panel
Lisa Hoffman
Philip Hwang
James Illig & Lawrence Dotz
Marsha Jurasin & Associates
Brian Kent
Seth Kilbourn / Openhouse
Lawrence Kim
Peter Kimmel
James Kvartit
Jennifer Kutz
Laura Lee & Andrew Clark
Theodora Lee / Theopolis Vineyards
Susann Lewald
Claire Lucas & Tisha Flortos
Jason Macario
Tamara Mack
Sasha Madique
Rafael Mandelman
Robert Mason, Esq. & Joel Jarvis
Kathryn & Thomas Mazzucco
Charles Chip McNeal & Micah Lubensky
Eve Meyer
Roger Mohamed & Jeremy Doughan
Candace Neal
J. Ellen Pace
Judy Paraventi
Sandra Phillips
Frederick Preyer
Tony Procaccini
David Randall
Alex Randolph
Dennis Reilly
Susan Revah
John Ribaudo
Michael Richter
Douglas Robson
Gerardo Rodriguez
Teena Rodriguez
Andy Scheer
Cristina Shea
William Smith
Joel Stahl
Scott Staub
Edward Steinforth
Sue Strang & Paul Carlile
Rheo Lee Tan
Mark Tangard
Rowena Tom
Lance Toma
Truist
Michael Uson
Jennifer Vana
Vaughn Villaverde
Ottilia & Andrew Wedding
In Honor of L. Julius M. Turman
Brian Whitford
David Wrubel

ADVOCATE $1-$99
Joel Abraham
AmazonSmile Foundation
Bryan Botha
JD Bray
Louis Bryan
James Campbell
Kenneth DeLong
Bette Epstein In Honor of L. Julius M. Turman
EScrip
Holli Fleischer
David Foreman
Jonathan Funk & John Arnold
Neela Gentile
Terence Hawley
Marty Huang
Craig Johnson
Mohammad Jurf
Max Kirkeberg & Gabriel Proo
Chaya Mandelbaum
Michael McGarry
Michael McKee & John Snead
Bill Noren
Peter Richter
Juan Roa
Laura Walker
Sallie Walker
Mark White & Rusty Best
William Wilson & Fernando Orlandi

IN-KIND
24 Hour Fitness, Inc.
Academy of Friends
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
Inglenukk Winery (The Family Coppola)
It’s All About You Salon
Kimpton Hotels and Restaurants
James Kravitz
La Mediterranea
Lagunitas Brewing Company
Laurel Inn
M Spa
Bill & Tim Matheson
Jacquies Michaels
Miyabi Sushi
Mudpuppy’s Castro
New Conservatory Theatre Center
Oakland East Bay Symphony
ODC Dance Company
Jan 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
Tag Bella
Titan Media
Under Glass Framing
Warwick Regis Hotel

WORKPLACE GIVING
Chevron Humankind Matching Gift Program
Cisco Systems Foundation
E & J Gallo Winery
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

STAFF
Fernando Aguayo-Garcia,
Senior Bilingual Benefits Advocate/
Quality Assurance Manager
Billy Allen, Employment Specialist
Brett Andrews, Executive Director
Eduardo Blount, Esq., Staff Attorney
Melissa Cardoza, Esq., Supervising Attorney
Eva Chan, Esq., Supervising Attorney
Symantha Chapman, Employment Specialist
Andy Chu, Esq., Managing Legal Director,
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Montrell Dorsey, Employment Services
Program Assistant
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Dennis Reilly, Supervising Employment Specialist
Pat Riley, Compliance Specialist
Teena Rodriguez, Operations &
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René Soto, Employment Specialist
Chuan Teng, Esq., Supervising Attorney
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Vaughn Villaverde, Senior Legal Assistant/
Training Coordinator
Jim Wegman, Director of Information Technology
Brian Whitford, Computer Training Manager
Dee Yavor, Supervising Employment Specialist
Mike Yang Zhang, Esq., Staff Attorney

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Jacques Michaels

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Michael F. Bell
Michael S. Bernick, Esq.
Karl H. Christiansen, Esq.
Laura A. Lee, Esq.
Donna Sachet
Gary Virginia
Daryl Walker
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.