Dear Friend,

Thank you for the love and support you have shown Positive Resource Center (PRC).

With your help, we have been transforming the Bay Area for decades, helping those affected by HIV/AIDS, substance use, or mental health issues to realize their best selves by providing the support and the services they need to reclaim their lives.

Over the years we have grown, and we have changed. And, we will continue to grow and change to meet the needs of our clients and our community.

In 2016, PRC announced strategic partnerships and mergers with Baker Places, Inc., which provides comprehensive residential treatment services to people with mental health, substance abuse, and HIV/AIDS-related issues, and with AIDS Emergency Fund, an emergency financial assistance provider for low-income residents affected by HIV/AIDS.

PRC began the 2016 fiscal year with a budget of slightly over $4 million. Because of our growth, today as we write this letter, the new PRC has an annual budget of over $22 million, employs 250 people, and delivers services to nearly 5,000 clients annually.

As we continue to strengthen our services, we will continue to find new partners to thrive alongside us. And through it all, we will remain committed to the same core ideals we began with:

- We will be welcoming and accepting of ALL people.
- We will stand up, speak out, and provide both urgent and long-term support for those who too often are marginalized or ignored.
- And we will never, ever stop working to empower our clients by helping the whole person – moving beyond merely addressing their health and tackling the larger social issues that affect them.

With your help, we assist our clients realize their best selves. By helping them stabilize their housing, and developing the skills to find and keep a job.

By overcoming substance and mental health issues, and securing income and healthcare benefits. And, most importantly, by giving them hope, and a path to new opportunities.

Together, we can shine a light on the causes that affect our clients and ensure they get the attention and respect they deserve. Because when people have the ability to realize their potential, to lead stronger and more productive lives, they add to – not take away from – the community.

Thank you for your continued commitment to PRC and to elevating our community by lifting up its most vulnerable members!

Sincerely,

Brett Andrews
Chief Executive Officer

Kent Roger
President, Board of Directors
STATEMENT OF FINANCIAL POSITION

ASSETS 2016

CURRENT ASSETS
Cash and Equivalents 1,258,315
Cash Held by Others 19,165
Accounts Receivable 124,511
Government Grants Receivable 575,680
Pledges and Grants Receivable 43,110
Prepaid Expenses 9,709
Total Current Assets 2,030,510

Property and Equipment - Net 0

OTHER ASSETS
Beneficial Interest in Trust 345,000
Deposits 25,503

Total Assets 2,401,013

STATEMENTS AND NET ASSETS

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES
Accounts Payable and Accrued Expenses 90,285
Vacation Accrual 93,245
Unemployment Trust Account 19,165
Total Liabilities 202,695

NET ASSETS
Unrestricted 1,773,976
Temporarily Restricted 424,342
Total Net Assets 2,198,318

Total Liabilities and Net Assets 2,401,013

STATEMENT OF ACTIVITIES

REVENUE, GAINS, AND OTHER SUPPORT 2016

Grants & Contributions 525,129
Government Grants 3,205,864
Program Service Fees 635,732
In-Kind Donations -
Interest Income 1,180
Other Income 16,500
Total Revenue 4,384,405

EXPENSES
Program 3,222,120
General and Administrative 694,446
Fundraising 414,719

Total Expenses 4,331,285

Change in Net Assets 53,120

NET ASSETS
Beginning of Year 2,145,198
End of Year 2,198,318

2016 REVENUE
GOVERNMENT GRANTS 73%
PROGRAM SERVICE FEES 14%
IN-KIND DONATIONS/INTEREST/OTHER <1%
PROGRAM 74%
GENERAL AND ADMINISTRATIVE 16%
FUNDRAISING 10%

CURRENT ASSETS / CURRENT LIABILITIES

($2,030,510 / $202,695)

This ratio represents the ability of a nonprofit to meet short term obligations. Generally speaking, current ratios exceeding 1 indicates an ability to meet current obligations.

The financial statements presented here reflect the finances of Positive Resource Center prior to its merger activities with AIDS Emergency Fund and Baker Places, Inc.
PRC’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.

1,521 clients served
224 notices of award
$192,995 ongoing monthly benefits
$3,424,161 in retroactive payments
555 providers, health workers and consumers attended our 32 Medical Benefits Counseling workshops on subjects including Healthcare Reform; Income Benefits & Medicare; Accessing Healthcare; and, Returning to Work, Long-Term Disabilities & Medicare

"The services provided by my pro-bono attorney at Positive Resource Center have been nothing short of a life-line and a life-saver. It would have been utterly impossible for me to have handled the SSDI/SSI application, review, examination and hearing process without her advocacy and support. I would have continued to suffer in the absence of the benefits rightfully due to me. This organization has secured my life position and family’s well-being."

– Benefits Counseling Program Client
Our Work

Employment Services

PRC’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, career coaching, interview preparations, and communication skills workshops as well. Our Employment Specialists have direct access to employers, recruiters, short- and long-term employment opportunities throughout the Bay Area. Employment not only provides people with a means of earning, but it gives people with chronic illnesses a structure and purpose, providing a source of self-esteem, social interaction, interest, and satisfaction.

It is a fact that the Employment Specialists I have worked with know how to listen as well as teach. They care about the success of their clients, and enjoy their jobs. I have enjoyed learning what I need to know to get back into the workforce. San Francisco is very fortunate to have an organization like PRC. I would recommend PRC to anyone that would qualify to receive their services.

- Employment Services Program Client

525 clients served

85 clients participated in PRC’s NextStep computer skills training

56% of clients attended job search training workshops

$19.93 is the average wage of clients placed in employment (over 53% higher than the 2016 San Francisco minimum wage of $13.00 per hour)

40% of jobseekers placed successfully in long-term employment
“San Francisco is very fortunate to have an organization like PRC...”
AIDS Emergency Fund (AEF) offers immediate relief for HIV-positive individuals facing a monetary obligation they cannot meet. Such obligations include one-time rent subsidies and support with other essentials including utilities, household necessities, uninsured medical expenses, storage for belongings, move-in assistance, and even funeral expenses. Targeted efforts focus on eviction prevention and housing stabilization, as unstable housing is associated with elevated rates of preventable morbidity and mortality. Seventy-five (75) percent of clients receiving eviction prevention and housing stabilization support remain stably housed after 90 days. In 2016, 1,734 clients were served with $910,697 made in emergency assistance via 3,244 payments.

Thank you so much for helping me out in this nightmare of a dental issue. I don’t know what I’d have done without you and AIDS Emergency Fund. If there is ever anything I can do to return your kindness, please contact me. God bless.

- AEF Program Client

<table>
<thead>
<tr>
<th>Service</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Permanent housing</td>
<td>1,448</td>
</tr>
<tr>
<td>Staying connected to support network</td>
<td>571</td>
</tr>
<tr>
<td>Emergency housing</td>
<td>477</td>
</tr>
<tr>
<td>Essential household necessities (utilities)</td>
<td>297</td>
</tr>
<tr>
<td>Uninsured medical expenses</td>
<td>266</td>
</tr>
<tr>
<td>Storage for belongings</td>
<td>125</td>
</tr>
<tr>
<td>Move-in assistance</td>
<td>14</td>
</tr>
<tr>
<td>Miscellaneous household necessities</td>
<td>34</td>
</tr>
</tbody>
</table>
Residential Treatment

Baker Places’ residential treatment for substance use and mental health disorders meets immediate needs for detoxification, aids in recovery and stabilization, and provides opportunities for long-term supported housing. Individuals with serious substance use, mental health, and co-occurring disorders must achieve stabilization before accessing support services to move toward self-sufficiency. From the Joe Healy Detox Center and Grove Street for crisis residential treatment to specialized care in houses like Ferguson Place (for people living with HIV/AIDS) and Acceptance Place (for gay and bisexual men), Baker Places provides eleven alternatives for community-based treatment and long-term residential care.

<table>
<thead>
<tr>
<th>IN OUR SUBSTANCE USE FACILITIES (BAKER SUPPORTED LIVING PROGRAM; FERGUSON PLACE):</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>100%</strong> of clients assessed annually for primary medical care, medical case management, and mental health and substance use treatment needs</td>
</tr>
<tr>
<td><strong>87%</strong> of clients in service accomplished at least one major goal established in their Individual Service Plan</td>
</tr>
<tr>
<td><strong>98%</strong> of clients who exit residential treatment secured housing appropriate to their needs</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IN OUR SUBSTANCE USE FACILITIES (JOE HEALY DETOX CENTER; ACCEPTANCE PLACE):</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>83%</strong> of clients maintain abstinence or show a reduction of alcohol and other drug use</td>
</tr>
<tr>
<td><strong>66%</strong> of clients successfully complete treatment or leave before completion with satisfactory progress (as measured by discharge codes)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IN OUR MENTAL HEALTH FACILITIES:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>87%</strong> of clients have an initial Treatment Plan of Care finalized within 60 days</td>
</tr>
<tr>
<td><strong>62%</strong> of clients showed improvement in behavioral health, life domain functioning, or risk behaviors or strengths</td>
</tr>
</tbody>
</table>

All clients reduced acute psychiatric inpatient hospital episodes by at least **15%** compared to the number of episodes by the same clients in the previous year (Assisted Independent Living Program; Odyssey House)
PRC DONORS

**$100,000 +**
- Mayor’s Office of Economic and Workforce Development
- San Francisco Department of Public Health
- The San Francisco Foundation
- San Francisco Office of Economic & Workforce Development
- State of California Department of Rehabilitation

**$25,000 - $99,999**
- AIDS United
- Catholic Charities
- Fresno Regional Workforce Investment Board
- Gilead Sciences
- Human Services Agency of San Francisco
- Legal Services Trust Fund of the State Bar of California
- Gary Virginia & Donna Sachet’s 18th Annual Pride Brunch
- Wallis Foundation
- Wells Fargo Foundation

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- Academy of Friends
- AIDS Walk San Francisco Foundation
- Bare Chest Calendar
- Cisco Foundation
- The Elizabeth Taylor AIDS Foundation
- Genentech Foundation

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- Kent Harvey
- Mark Johnson & Linda Khym
- Tailer Jones-Brown
  - In Honor of my cousin
- Patrick James who started this wonderful cause when it was just ABC. He would be so proud to see how many people have been blessed.
- Jason Kinney
- Jonathan Mangosing
- Jacques Michaels
- Demetri Moshoynannis & Joshua Sparks
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- Daryl M. Walker & Jim Bracken
- Diane L. Webb
- Ingu Yun

Thank you to our generous donors for their support of our work on behalf of people living with HIV/AIDS, substance use, and mental health conditions. Please accept our apologies for any omissions or misspellings.
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  Thanks again Lee and AEF
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The client demographics presented here reflect all three parts of the merged agency - Positive Resource Center, AIDS Emergency Fund, and Baker Places. In all, 4,716 clients were served.

Client Demographics

**GENDER**
- 78% Male
- 19% Female
- 3% Transgender

**AGE**
- 92% 25-64
- 5% 65+
- 3% 18-24

**SEXUAL ORIENTATION**
- 44% Heterosexual
- 42% Gay/Homosexual
- 7% Bisexual
- 4% Decline to State
- 3% Other

**INCOME**
- 43% Less than $600
- 33% More than $1200
- 13% $900 to $1200
- 11% $600 to $900

**RACE/ETHNICITY**
- 46% European-American
- 25% African American
- 18% Latino/a
- 13% Asian Pacific Islander
- 3% Other
- 2% Native American

**NEIGHBORHOODS**
- 23% Tenderloin
- 19% Other
- 17% SoMa
- 9% Mission
- 7% Nob Hill
- 6% Haight-Ashbury
- 6% Western Addition
- 4% Castro
- 4% Sunset
- 3% Ingleside-Excelsior
- 3% Bayview-Hunters Point

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THE MISSION OF PRC is to help people affected by HIV/AIDS, substance use, or mental health issues better realize opportunities by providing integrated legal, social, and health services that address the broad range of social risk factors that impact wellness and limit potential.

OUR INTERCONNECTED SERVICES help provide nearly 5,000 clients per year with a path toward long-term stability and success. Services include emergency financial assistance for short-term security; legal representation for access to basic income and health care benefits for mid-term stabilization; and residential treatment, housing, and employment training for longer-term social rehabilitation.