

2017



AGENCY
IMPACT
REPORT

MISSION

PRC helps 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 integrated services provide over 5,000 clients per year with a path toward long-term stability and success. Services include crisis care and emergency financial assistance for short-term security; legal advocacy for access to basic income and health care benefits for mid-term stabilization; and residential treatment, supportive housing, and employment training for longer-term social rehabilitation.

Dear Friend,

LIKE YOU, WE LOVE AND BELIEVE IN SAN FRANCISCO.

We believe in a San Francisco that welcomes newcomers and celebrates diversity. We believe in San Francisco as a city that solves problems and is the center of 21ST Century innovation. And last, but not least, as the city of Saint Francis, we love our vulnerable friends and neighbors in need and believe that we can never leave them behind.

We don't need to tell you our city is facing a real crisis. Today, 7,500 of our fellow city residents are living on our streets. Tragically, among the chronically homeless, 52% self-report substance use, 65% report mental health issues, and 18% identify as HIV positive. This crisis affects the quality of life for the entire city and, more importantly, thousands of human lives are at stake.

We decided the status quo needed to change. In 2017, we merged three nonprofits— Positive Resource Center, Baker Places, and AIDS Emergency Fund—into one new, powerful organization. Leveraging more than 50 years of experience, the new PRC is the region's only human service agency with the integrated legal, social, and health expertise to holistically address this crisis.

In the past year we've launched several new multi-million dollar initiatives, including the nation's first Homeless Navigation Center on a city hospital campus. We've also strengthened our core programs: Emergency Financial Aid, Residential Treatment and Housing, Legal Advocacy, and Workforce Development. Our budget has grown from \$4 million to \$24 million, and we now serve more than 5,000 people each year. In 2019—we are very happy to announce—we will be bringing all our direct services together under one roof in our new San Francisco Service Center!

Of course, none of this could have been achieved without you: our donors, supporters, and partners, and we thank you. Working together, we can safeguard our people and city, because we are the city—and agency—that knows how. We hope we can continue to count on your contributions of time, talent, and treasure both now and in the future.

Sincerely,



Brett Andrews
Chief Executive Officer



Doug Browning
President, Board of Directors



BRETT ANDREWS



DOUG BROWNING

FINANCIAL POSITION YEAR END 2017

STATEMENT OF FINANCIAL POSITION

ASSETS	2017
CURRENT ASSETS	
Cash and equivalents	4,242,871
Cash held by others	12,560
Accounts receivable	1,473,074
Government grants receivable	1,031,751
Pledges and grants receivable	64,626
Prepaid expenses	277,718
Restricted cash	45,801
Total current assets	7,148,401
OTHER ASSETS	
Investments	2,236,135
Property and equipment, net	15,602,662
Intangibles, net	807,323
Deposits	109,888
Total assets	25,904,409
LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES	
Accounts payable and accrued expenses	280,988
Accrued compensation	741,884
Deferred revenue	2,050,602
Unemployment trust	12,560
Current portion of capital leases	51,564
Current portion of long-term debt	33,588
Line of credit	410,000
Total current liabilities	3,581,186
Accrued interest	747,069
Deferred revenue, net of current portion	1,717,488
Deferred rent	189,696
Capital leases, net of current portion	52,030
Long-term debt, net of current	2,014,106
Other liabilities	458,613
Total liabilities	8,760,188
NET ASSETS	
Unrestricted	17,114,347
Temporarily restricted	29,874
Total net assets	17,144,221
Total liabilities and net assets	25,904,409

STATEMENT OF ACTIVITIES

SUPPORT AND REVENUE	2017
SUPPORT	
Government awards	13,323,991
Foundation and corporate grants	470,843
Contributions	454,304
Contributions from AEF and Baker Places	17,132,561
Fundraising event, net	179,670
Total support	31,561,369
REVENUE	
Program fees	957,448
Client rent	248,535
Interest	197,152
Other	91,698
Total revenue	1,494,833
Total support and revenue	33,056,202
EXPENSES	
Program	14,855,495
General and administrative	2,301,443
Fundraising	953,361
Total expenses	18,110,299
CHANGE IN NET ASSETS	
Net assets, beginning of year	2,198,318
Net assets, end of year	17,144,221

These 2017 financials reflect the audit report for PRC (Positive Resource Center) which is comprised of consolidated financial statements that include a financial accounting of Baker Places, Inc. (BP), a subsidiary of PRC. As PRC is a sole corporate member of BP due to having a controlling financial interest in BP, FASB ASC 958-810-25-2 requires that PRC consolidate financials with BP in order to remain in accordance with U.S GAAP. However, PRC and BP remain separate 501(c)(3) organizations with separate 990 filings.

PROGRAMS AND SERVICES



Photo: Porter Gale

LAMAR | Client since 2016

One of ten brothers and sisters, Lamar grew up in an East Bay foster home. In adulthood, he found himself homeless, with no income and nowhere to go. Then he found PRC. First, **Legal Advocacy** helped Lamar access the funds he was eligible to receive through SSI. Then, he enrolled into **Residential Treatment** to seek help with mental health and substance use issues. With over a year of sobriety under his belt and the support of a sober living environment, Lamar was ready to go back to school. Aspiring to be a drug counselor so he can give back and help others, with **Workforce Development** help, Lamar is currently enrolled and succeeding at City College of San Francisco.

CRISIS CARE

In 2017, PRC Baker Places launched **Hummingbird Place**, a homeless navigation center at Zuckerberg San Francisco General Hospital in partnership with the City. Unique in focus, it offers people experiencing a psychiatric episode or struggling with substance use a safe, welcoming environment with experienced behavioral health specialists to help them see a path forward off the streets. Hummingbird is designed as an entry point for the most frequent users of crisis and inpatient services that are homeless and typically the hardest to engage in stabilizing treatment.

Currently equipped with 15 overnight residential beds, the program also offers additional day services for drop-in clients. With this significantly impaired population success is measured in increments, including providing safe respite for the day away from the dangers of street life. In the initial six months of operation, over 20 percent of residential clients transitioned to longer-term treatment or stable shelter and have not returned to homelessness.

Joe Healy Detox Center offered a life-saving 21-day stay for to 561 people last year. Urging abstinence or reduction of alcohol or drug use, its San Francisco's only medically managed residential detoxification center, launched to stop homeless street deaths resulting from substance abuse. 86% of clients successfully completed treatment or made satisfactory progress.

Grove Street House offered a 30-day crisis stabilization stay to 80 people last year who were exiting institutional settings and struggling to overcome a combination of psychiatric and addiction issues.

In 2017 Joe Healy Detox Center provided **11,781** days of individual client care.

In 2017 Grove Street House provided **4,015** days of individual client care.

Hummingbird Place is designed to serve up to **2,000** clients in 2018.



Photo: Porter Gale



Photo Provided by Client

EMERGENCY FINANCIAL ASSISTANCE

PRC AIDS Emergency Fund provides financial assistance to poverty-level San Francisco residents living with HIV/AIDS. In 2017, AEF had three programs: **Emergency Assistance, Eviction Prevention** and **Housing Stabilization**, and **Health Insurance Premium Payments**.

Emergency Assistance payments provide up to \$500 per year, and can be used to help with housing, medical expenses, and/or utility bills. Eviction Prevention financial assistance can and may be used either to prevent eviction, stabilizing a precarious housing situation and precluding one from becoming homeless, or to help pay move-in costs (i.e., deposit, 1st month), assisting a transition to a more permanent housing situation. This payment provides up to \$1,000 per year, depending on need, and can be combined with the Emergency Assistance payment, if eligible. The Health Insurance Premium Payment program can provide up to \$4,000 per year. The payment can also be used for other medical expenses beyond the scope of our Emergency Assistance.

UTILIZATION OF SERVICES

- 1,631 for stabilization of permanent housing
- 680 for staying connected to support network
- 372 for emergency housing
- 384 for essential household utilities
- 278 for uninsured medical costs
- 68 for storage of belongings
- 192 for move-in assistance
- 75 for miscellaneous household necessities
- 19 for funeral expenses



Photos: Porter Gale

MELBA | Client since 2010

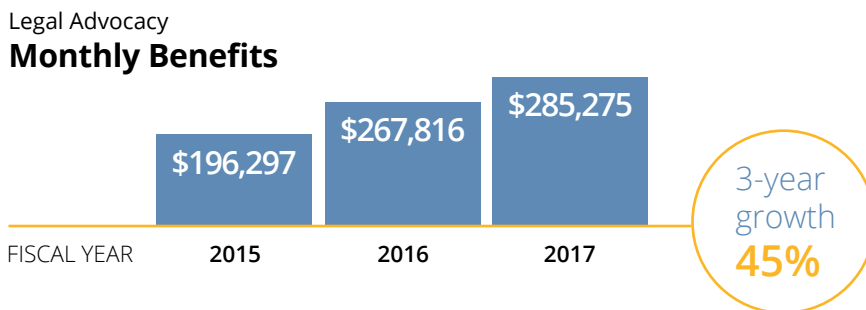
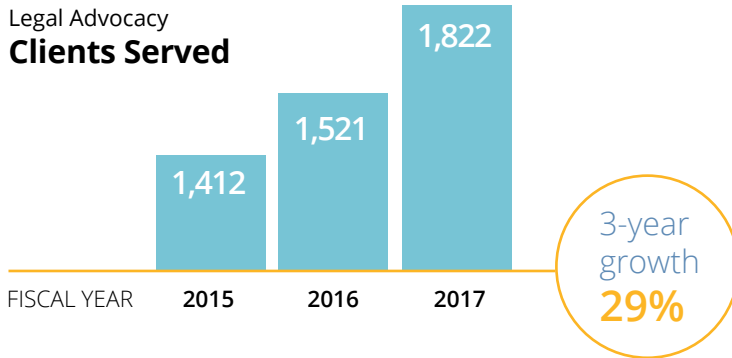
Melba came to the US in 2000 from the Philippines. She found work as a dishwasher, but after seven years of steady employment, she wanted more. Melba was also facing other challenges as she was threatened with eviction and harassed by her landlord. Seeking a better life, she came to **Workforce Development** for computer training and through **Legal Advocacy** received access to both SSI and SSDI. With her basic income stabilized, Melba attended City College to pursue a Community Mental Health Worker Certification. She first found an internship at the Department of Public Health focusing on transgender clients, and then later leveraged her education to work as an Administrative Assistant in the health field. Now she now resides at the Mary Elizabeth Inn, a supportive housing site, and proudly sends a portion of her earnings back home to help family there seize their opportunities for higher education.

LEGAL ADVOCACY

PRC's legal team provides Social Security disability and healthcare advocacy to San Francisco residents. PRC provides two kinds of legal services through the **Public Disability Advocacy Program (DAP)** and the **Equal Access to Healthcare Program (EAHP)**. DAP provides counseling and representation at the administrative levels on medical determination of public disability benefits, such as Supplemental Security Income, Social Security Disability Insurance, and Cash Assistance Program for Immigrants. EAHP provides representation, education, and counseling on matters related to healthcare access, such as Medi-Cal, Medicare, Healthcare Reform, the State of California's Office of AIDS programs, etc.

PRC uses a harm reduction model to provide legal services to the most vulnerable populations in the community, including homeless, non-English speaking, active drug-using, and other marginalized individuals. In-house legal services are available in English, Spanish, and Chinese. Interpretation services are available for other languages.

1,822 clients served
285 Notices of Award
\$4,388,029
in retroactive payments
\$285,275 ongoing
monthly benefits
851 enrollments by
providers, health workers,
and consumers in
trainings and workshops



WORKFORCE DEVELOPMENT

PRC **Employment Services** offers individualized supportive services for people with disabilities who want to pursue their vocational interests through career exploration, training and education, or a job search. Individual programs include **Career Assessment, Career Navigation, Computer Training Workshops, Support for Higher Education, and Job Search Assistance.**

Based upon assessment and identified vocational objectives, all clients receive an Individual Service Plan (ISP) that maps out a time-lined work plan with short-term and long-term goals, utilizing both program and referral resources to achieve objectives. Ongoing support include labor market research, skill interest testing, values and interest exploration, identification of workplace limitations, and assistance in defining a career goal.

PRC offers a range of Microsoft Office computer training courses and administrative skills classes with a low student-teacher ratio. The program partners with the California Department of Rehabilitation to support individual client enrollment in diverse training and education programs at the certificate level, 2-year college level, and 4-year college level. We also offer individualized job search assistance, tailored to each client's unique talents, skills, and abilities.

592 clients served

335 clients participated in a job search workshop or a computer training class or series

113 clients completed Next Step computer classes and/or Administrative Skills trainings

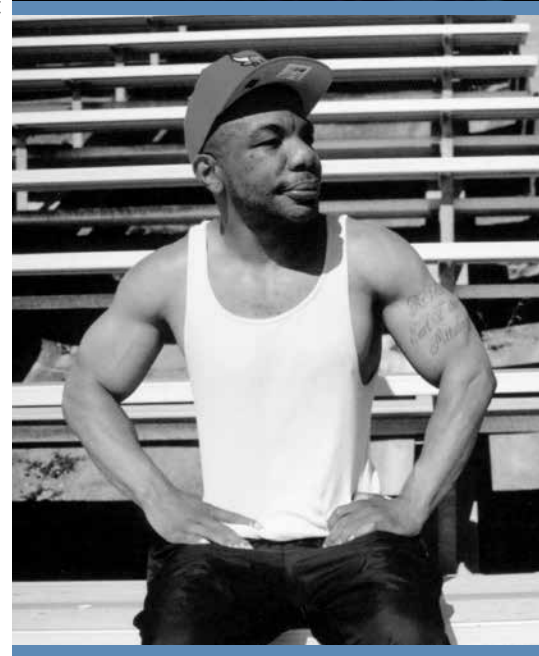
\$20.74 – average wage of clients placed in employment (over 48% higher than the 2017 San Francisco minimum wage of \$14.00 per hour)

34% of disabled jobseekers placed successfully in long-term employment (compared to 14% statewide average)

Photo Provided by Client



Photo: Porter Gale



RESIDENTIAL TREATMENT AND HOUSING

PRC Baker Places residential treatment in six separate locations provide 450 individuals each year the support to overcome substance use, mental illness, and co-occurring disorders in service-rich, homelike environments. Each site is specialized and offers a 90-day stay. **Acceptance Place** works to reduce the negative impacts of chemical dependency on men who identify as gay or bisexual, for instance, and **Ferguson Place** was the first of its kind to serve adults struggling with HIV/AIDS, psychiatric, and addiction issues. At **Jo Ruffin Place**, **Baker Street House**, **Robertson Place**, and **San Jose Place**, residents develop support systems, practice self-regulation, and build independent living skills.

Transitional Supportive Housing enables 200 people each year, living in 20-plus, scattered site, PRC-managed apartments citywide, to move beyond their psychiatric or substance abuse histories and take their next steps into healthy, independent living. Connecting residents to vocational, educational, social service, and recreational resources, case managers help residents grow and thrive for up to 18 months in small, communal environments.

Odyssey House is unique in San Francisco, giving 10 African American adults with extensive histories of institutionalization, homelessness, mental illness, and substance abuse **Permanent Supportive Housing**. The program maximizes independence and stability through 24-hour staffing, strong community linkages, and 3,650 days of care.

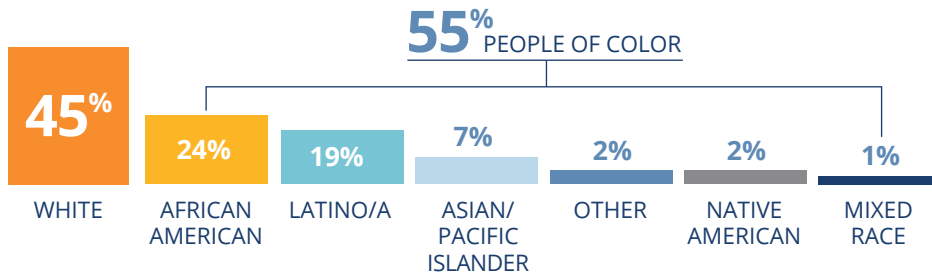
Nearly $\frac{3}{4}$ of mental health clients made significant progress on their treatment plans

482 clients transitioned from homelessness to housing after accessing PRC Baker Places services

CLIENT DEMOGRAPHICS

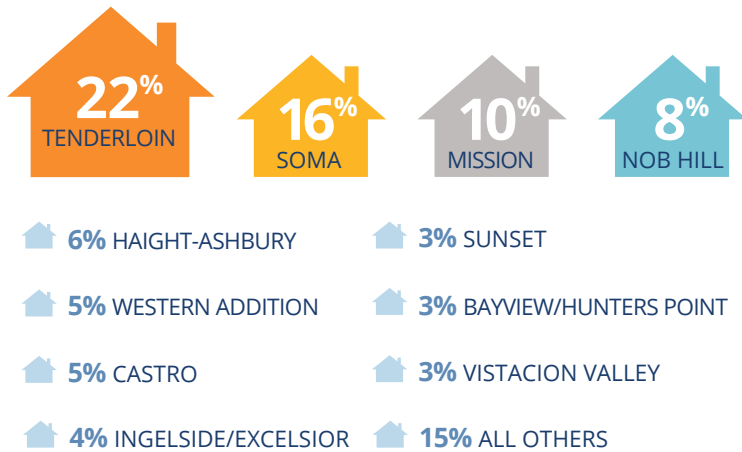
The client demographics presented here reflect all parts of the merged PRC, including AIDS Emergency Fund, Baker Places, and Positive Resource Center. **In all, 5,344 clients were served.**

Race/Ethnicity

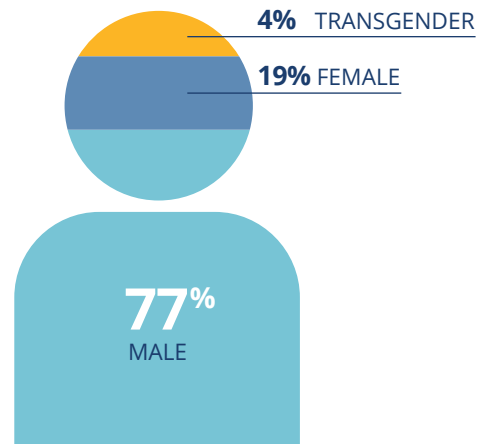


96% of clients live in San Francisco with an income of \$24,120 or less ("Extremely Low Income" according to 2017 Federal Poverty Guidelines)

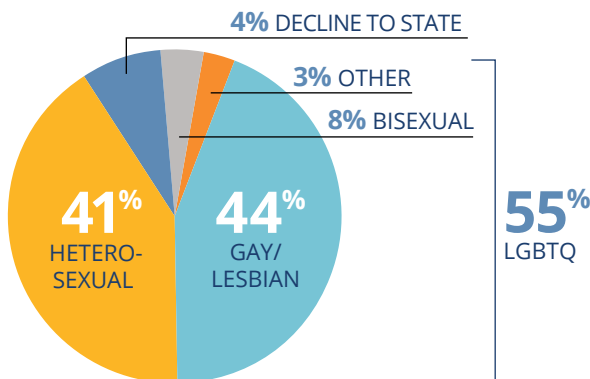
Neighborhoods



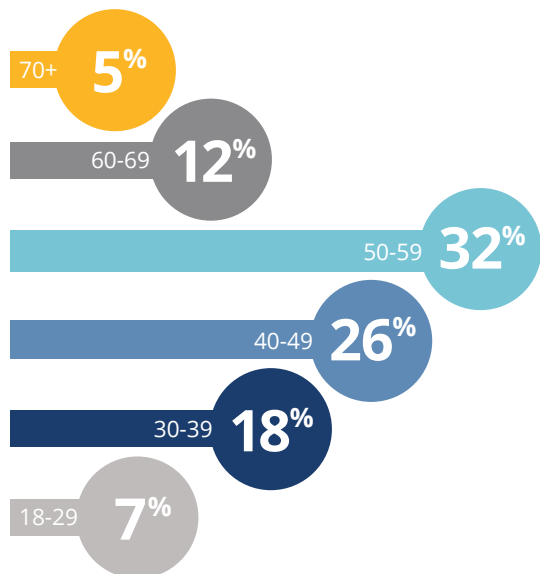
Gender



Sexual Orientation



Age



HIV Status



2017 DONORS

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.

\$100,000 and over

AIDS Walk San Francisco Foundation
Bare Chest Calendar
California Department of Rehabilitation
Gilead Sciences, Inc.
Human Services Agency of San Francisco
Mayor's Office of Housing Community
Development Division
San Francisco Department of Public Health
U.S. Department of Health and Human
Services Health Resources and
Services Administration
U.S. Department of Health and Human
Services Substance Abuse and
Mental Health Services Administration
U.S. Department of Veterans Affairs

\$25,000 - \$99,999

AIDS United
Genentech Foundation
Grass Roots Gay Rights Foundation
The Estate of Sylvester James
Legal Services Trust Fund
of The State of California
The Richmond/Ermet Aid Foundation
Donna Sachet's Songs of the Season
Gary Virginia & Donna Sachet's Pride Brunch
Wells Fargo Foundation

\$10,000 - \$24,999

AB Software/Big Muscle
Catholic Charities
Community Thrift Store
DBI Beverage / Miller Lite
Folsom Street Events
Google
Horizons Foundation
James Hormel & Michael Nguyen
Kaiser Permanente
Lazy Bear Fund Inc.
The Employees of Lucasfilm
Macy's Corporate Services, Inc.
San Francisco Community Health Center
William Karl Schwarze Trust of
the San Francisco Foundation

\$5,000 - \$9,999

Brett Andrews
Elizabeth "Liz" Baldwin
Broadway Cares/Equity Fights AIDS
Accelerate Foundation
Janssen Products
Morgan, Lewis & Bockius LLP
Laura Powell & Chuck Byce
Steve Silver Productions, Inc.
Anthony Solar & Bruce Mentzer
Sterling Bank & Trust
Sundance Association for
Country-Western Dancing
Target Corporation
Vanguard Charitable

\$1,000 - \$4,999

440 Castro
Fernando Aguayo-Garcia &
Jason Conyard
Warren Anderson
Archbishop Riordan High School
David Bell
Anna Benvenue
Warren Berman
Jan Berthold
Bon Appetit Management Company
Brakeley Briscoe Inc
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Anice Flesh
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Golden Gate Guards
Kara Goldin

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Paragon Real Estate Group
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Karel Polt
Powerhouse
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Kent Roger and Daniel Hancock
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David Slattengren
Dan Slaughter & Stephan Blachowski
Hillary Smith
Michael Smith
Sidney Stern Memorial Trust
Thomas Tarnowski
Joseph Tuohy
Merredith Treaster
L. Julius Turman
Vanguard Properties
J. Wessinger
Whalen, Hennig & Merritt
Thomas Whalen
Scott Williams & Scott Walton
Sondra Zambino

\$500 - \$999

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Henry Lamb
Cynthia & T. Wayne Lawrence in
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Larry & Norman Lunnen-Aleks
Jawn Marques
Mairi McKeever & Chuck Lewkowicz
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Nancy Pelosi for Congress
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Daniel Sonnenfeld & Dave Hendrickson
D. Gill Sperlein
Larry Steele
Seth Sundberg
Minna Tao
Donald Tarver
Lance Turcato
Twin Peaks Tavern
David Vincent
Daryl Walker & Jim Bracken
Holly Wallace
Jennifer Wedge
Bruce Williams & Holly Brown-Williams
Vanessa Woods
Dee Yavor

\$1-499

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Norm Abramson & David Beery
Mark Abramson
Brian Accardo
Luis Acoltzi
Alejandro Acosta
Stephen Adams
Dr. Marcia Adelman
Brandon Agenbroad
Sheila Aharoni
Billy Allen
Bruce Allen
Cathy Allen
Laura Allen
Grady Allison
Joseph Alter
Bernard Alter
Christopher Alvaro
AmazonSmile
Foundation
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Edward Armstrong
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Dean Austin
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Laura Avey in memory of
Bobby McCutchen
Phillip & Sofiane Babcock
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Chris Bain
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Edith Banducci
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Joseph Beaupre & Danny Rios
Ryan Beaver
Gerald Becerra
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Matthew Bell
Edward Bellber, Jr.
Matt Bellinger
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Mike Benning
Bradley Berg
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Marc Biala
Douglas Bibby & Annie Bailey
Timothy Biggett
Lori Bilella
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Abigale Blum
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Maury Boswell
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