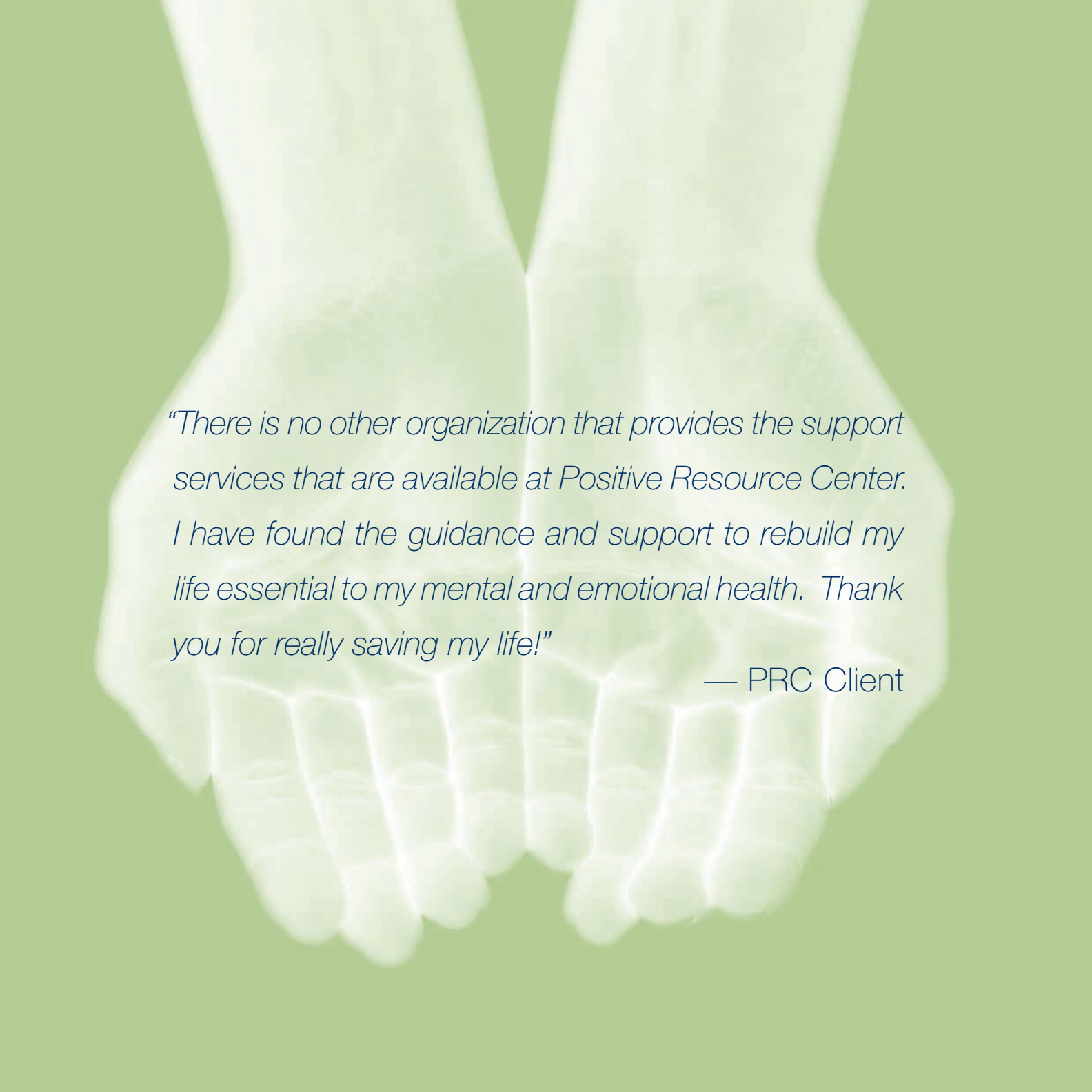




20  
ANNUAL REPORT  
07

**POSITIVE**  
**RESOURCE**  
CENTER

The image features two hands, one slightly larger than the other, clasped together in a supportive grip. The hands are rendered in a light, semi-transparent white color against a solid, muted green background. The fingers are interlaced, with the thumb of the larger hand resting over the fingers of the smaller hand. The overall composition is centered and conveys a sense of strength, care, and mutual support.

*“There is no other organization that provides the support services that are available at Positive Resource Center. I have found the guidance and support to rebuild my life essential to my mental and emotional health. Thank you for really saving my life!”*

— PRC Client

Dear Friend of PRC:

Last year we commemorated Positive Resource Center's first 20 years of service and the impact we have had on the lives of so many deserving individuals. We know that none of this would be possible without the support of the community, board members, and staff — all who believe whole-heartedly in our mission and generously share their unique gifts to help us fulfill that mission.

This 2007 Annual Report not only reflects the programmatic and financial state of the agency, but also provides a twenty-year perspective highlighting key events that shaped PRC's rich history. As we step back and reflect, we see that we have many achievements of which to be proud, but our proudest and most enduring achievements are our clients' outcomes.

PRC delivers a continuum of client-centered and culturally appropriate benefits counseling and employment services that consistently meet the needs of the HIV/AIDS and mental health communities. We are pleased to share one of the numerous client responses that we receive throughout the year:

*"I feel blessed to have had good friends who recommended that I pay Positive Resource Center a visit. Positive Resource Center, and their "class" act counselors, helped me get monthly income and even monthly COBRA payments. PRC has really helped me tremendously during this transition period in my life. They helped me find answers to my financial problems, which allowed me the time and space to focus on healing."*

Positive Resource Center's charge is to build on our legacy by continuing to provide these crucial, life-saving services. We extend our heartfelt gratitude to all of our supporters for your unwavering commitment and invite you to join us as we seek to shape our future.

Warmly,



Brett Andrews  
*Executive Director*



Jen Olson  
*Board President*

# OUR MISSION & VALUES

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 in making informed choices that maximize available benefits and employment opportunities

These **values**, together with the Mission Statement, guide our work. They are used to address issues that arise within the agency, both in ongoing operations and in strategic planning.

## **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.

# 2005–2007 STRATEGIC PLAN

In December of 2004, Positive Resource Center adopted a comprehensive strategic plan to chart its course for the next three years. The planning process involved retaining a consultant to facilitate Board of Directors and staff meetings, conduct external interviews, and provide technical assistance. The resulting plan identified six critical issues and developed seven goals to address those issues, including goals and objectives for client services, cultural competency, fundraising strategies, staff excellence, board development, public relations and infrastructure support.

## Key Achievements:

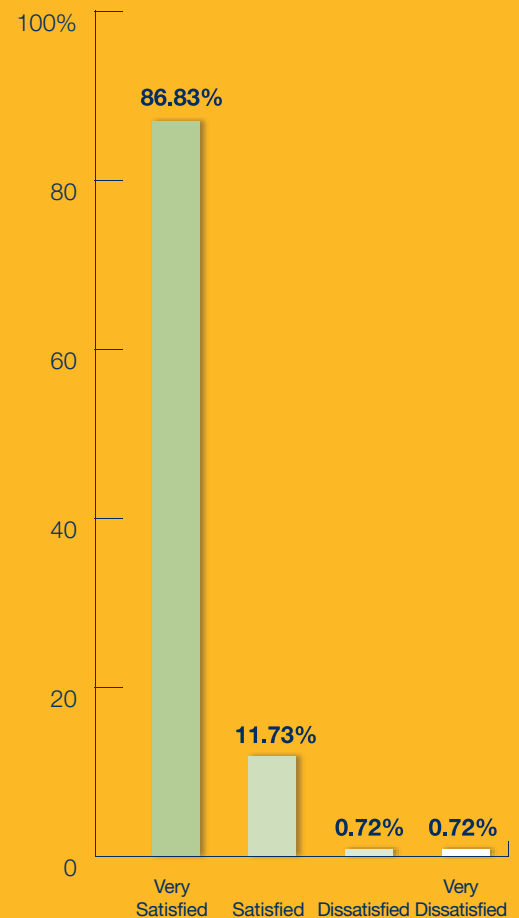
PRC modified our mission to serve individuals affected by or at risk for HIV/AIDS in order to respond to the evolution of the disease by reaching a broader population, including those with mental health disabilities.

The ongoing development of PRC's infrastructure, procedures and systems enabled the agency to respond to opportunities for growth and expansion.

Development efforts specifically focused on fund diversification resulted in a 217% increase in our capacity to serve clients.

Both programs consistently received "commendable" ratings (often 100%) on our government contract monitorings, which measure program performance, client satisfaction, cultural competency and fiscal management.

## CLIENT SATISFACTION

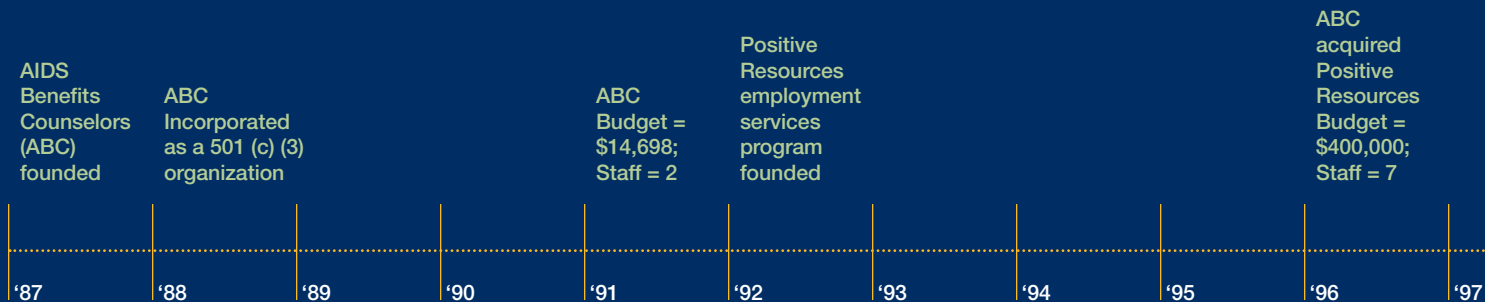


# HISTORY IN THE MAKING

Like many organizations in the Bay Area, Positive Resource Center (PRC) had a noble and humble beginning. In 1987, a former Social Security employee named Patrick James, along with a small cadre of committed volunteers, founded AIDS Benefits Counselors (ABC). Driven by a deep desire to help those affected by HIV navigate their way through the cumbersome disability process, volunteer-based ABC operated out of people's homes for months without financial support. In 1988, with a modest but meaningful gift of \$500 from People with AIDS - San Francisco, along with pro bono legal services provided by Pettit & Martin, ABC filed for its incorporation and tax exempt status.

Over the next year, ABC remained home-based and survived on small contributions from clients and friends, operating on about \$200 monthly. In March of 1989, founder and key volunteer Patrick James died of complications from AIDS. ABC was devastated by the loss, but did its best to regroup and find creative ways to continue to provide the same level of service using legal interns and volunteers. Over the next few years, ABC moved from California Street to the Castro District, hired staff, and received first-time local government funding from the Department of Public Health and first-time Federal funding through the Ryan White CARE Act. By the end of 1991, ABC had an operating budget of \$14,698 and two full-time staff members.

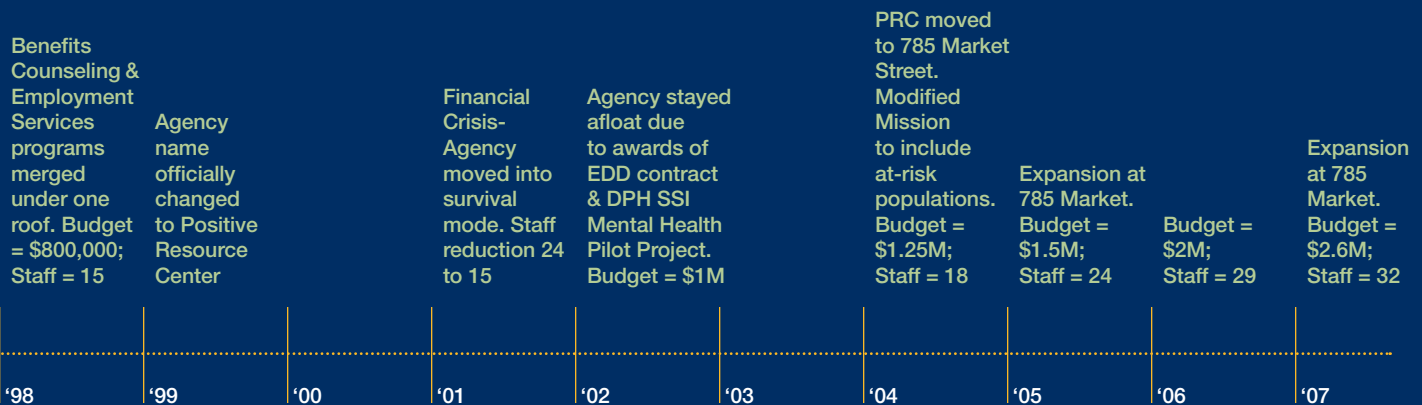
Meanwhile in 1992, the Life Center, a local HIV/AIDS service provider, was approached by community members to help develop employment resources for people living with HIV/AIDS and Positive Resources was founded. Four years after the program's formation, the Life Center fell on hard financial times. The Life Center's Board of Directors put the Positive Resources program out to bid and entertained offers from various non profits, ultimately accepting ABC's offer in 1996. After operating in separate locations for two years, ABC and Positive Resources came together under one roof in 1998 at 973 Market Street. The agency officially changed its name to Positive Resource Center in 1999.





While San Francisco was suffering from an economic downturn, in great part due to the dot com bust, PRC experienced its own financial crisis. After a three-year period of development, the end of a large government contract in 2001 necessitated a staff reduction of 37%. For the next two years, the community rallied around PRC, donating professional services and hosting beer busts and other third party fundraisers while PRC worked hard to replace the lost funding. The combined efforts kept the agency afloat long enough to secure state funding to support Employment Services and local government funding to support a mental health pilot project for the Benefits Counseling Program.

Over the past five years, PRC has experienced extraordinary growth. We modified our Mission Statement in 2004 to expand services to people at risk for HIV/AIDS including those with mental health disabilities. Despite periods of a weak economy, government cutbacks and an overall shrinkage in private funding, PRC has been successful in identifying new streams of revenue that support our continuum of comprehensive, client-centered HIV/AIDS and mental health services. We have controlled our expenses while successfully meeting our revenue goals and have made a concerted effort to build a strong infrastructure that supports our growing programs. Through all areas of the agency, PRC has strived to be culturally competent, represented by a diverse Board and staff that mirror the broad spectrum of our clients and the community. Ultimately, the defining measurements of our success are the life changing outcomes we have obtained for our clients in both the Benefits Counseling and Employment Services Programs over our twenty year history.

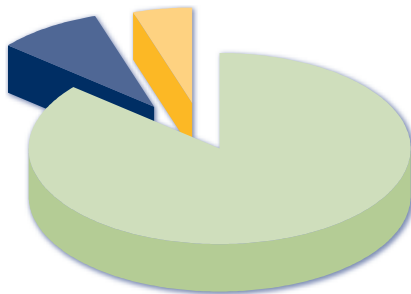


# FINANCIAL POSITION YEAR END 2007/2006

## STATEMENT OF FINANCIAL POSITION

<b>Assets</b>	<b>2007</b>	<b>2006</b>
<b>Current Assets</b>		
Cash and Equivalents	\$ 698,059	\$ 530,012
Government Grants Receivable	335,085	375,480
Pledges and Grants Receivable	47,225	23,460
Investment — Under One Roof	8,500	8,500
Prepaid Expenses	3,925	4,853
<b>Total Current Assets</b>	<b>\$ 1,092,794</b>	<b>\$ 942,305</b>
<b>Property and Equipment — Net</b>	<b>3,911</b>	<b>3,465</b>
<b>Other Assets</b>		
Deposits	26,391	26,391
<b>Total Assets</b>	<b>\$ 1,123,096</b>	<b>\$ 972,161</b>

## 2007 EXPENSES

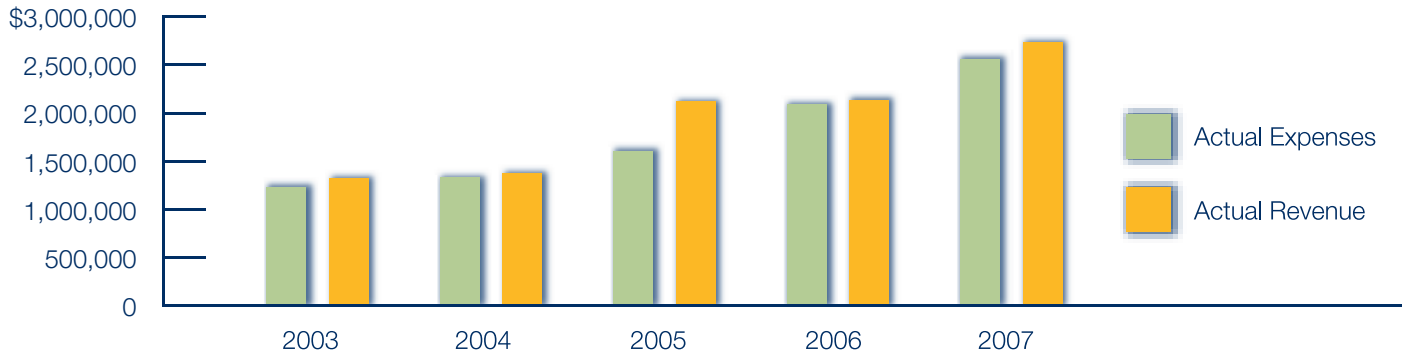


Programs	86%
Fundraising	9%
General and Administrative	5%

## Liabilities and Net Assets

<b>Current Liabilities</b>		
Accounts Payable	10,512	17,597
Accrued Expenses	66,055	60,591
Refundable Advances	15,525	29,451
<b>Total Current Liabilities</b>	<b>\$ 92,092</b>	<b>\$ 107,639</b>
<b>Net Assets</b>		
Unrestricted	895,328	792,262
Temporarily Restricted	135,676	72,260
<b>Total Net Assets</b>	<b>\$ 1,031,004</b>	<b>\$ 864,522</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 1,123,096</b>	<b>\$ 972,161</b>

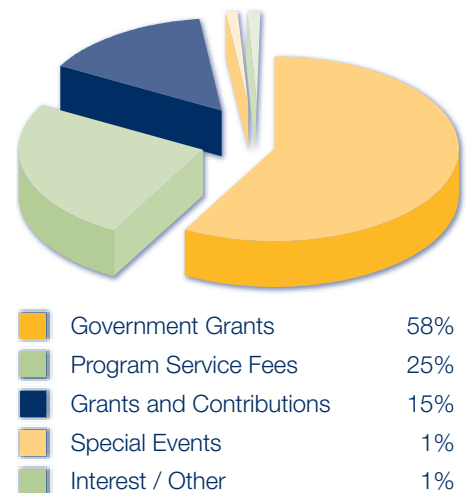
## EXPENSES/REVENUES — 5 YEAR COMPARISON



## STATEMENT OF ACTIVITIES

Revenue, Gains, and Other Support	2007	2006
Grants and Contributions	\$ 413,880	\$ 327,729
Government Grants	1,582,420	1,291,561
Special Events	\$ 98,396	
Less Direct Expenses	<u>69,257</u>	29,552
Program Service Fees	659,457	441,194
In-Kind Donations	—	20,184
Interest Income	26,570	15,429
Other Income	6,995	100
<b>Total Revenue</b>	<b>\$ 2,718,461</b>	<b>\$ 2,125,749</b>
<b>Expenses</b>		
Program	2,197,681	1,750,884
General and Administrative	127,012	158,436
Fundraising	227,286	167,186
<b>Total Expenses</b>	<b>\$ 2,551,979</b>	<b>\$ 2,076,506</b>
<b>Change in Net Assets</b>	<b>\$ 166,482</b>	<b>\$ 49,243</b>
<b>Net Assets</b>		
Beginning of year	\$ 864,522	\$ 815,279
End of year	\$ 1,031,004	\$ 864,522

## 2007 REVENUES



Comparative financial presentation is excerpted from the Fiscal Years 01.01.06–12.31.06 and 01.01.07–12.31.07 audited financial statements. Complete audited financial statements are available upon request from Positive Resource Center.

# BENEFITS COUNSELING

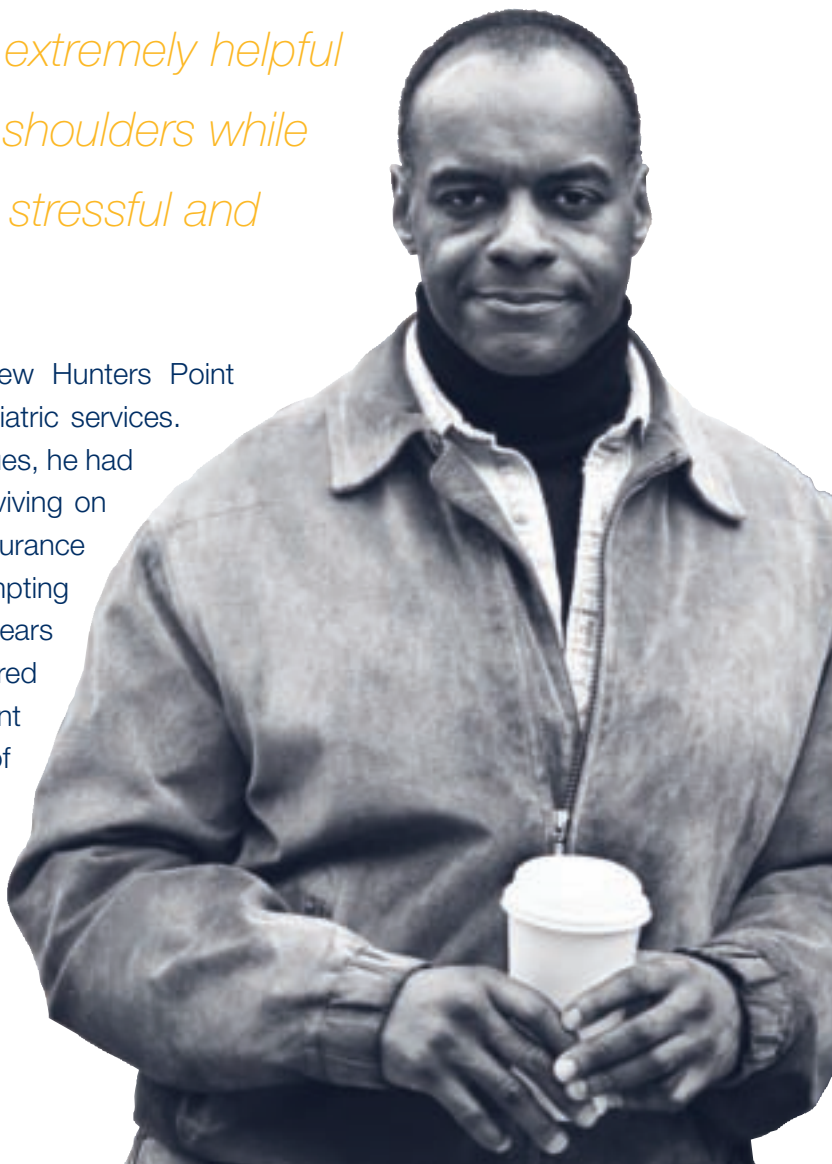
Our Benefits Counseling Program provides one-on-one legal representation to people living with HIV/AIDS and/or mental health issues to win life-sustaining disability income and health insurance. There are federal and state programs in place that can provide these individuals with entitlement income, but the Social Security Administration denies fully 80% of all claims for Supplemental Security Income, the most basic safety net income program offered by the federal government. What these individuals need is the expert legal representation provided by the attorneys in our Benefits Counseling Program. These services include:

- professional benefits analysis, advocacy and representation in order to obtain and maintain disability income and health insurance benefits, such as State Disability, Social Security, private health insurance and Medi-Cal
- representation for clients who are at the initial stage of filing for Social Security/SSI benefits
- representation through three levels of appeal for disability claims that have been denied
- representation for individuals who are undergoing continuing disability medical reviews under Social Security
- representation for immigrants with HIV/AIDS and/or mental health issues seeking access to California's Cash Assistance Program for Immigrants (CAPI)
- representation for individuals who have had benefits ceased due to outstanding felony warrants or violations of probation or parole

With a 90% success rate in 2007, our Benefits Counseling Program's attorneys and legal support staff won 963 Social Security disability claims guaranteeing \$1,104,210 in ongoing monthly benefits and \$5.7 million in retroactive benefits for our clients. Every one of these 963 clients also qualified for Medi-Cal and/or Medicare, giving them access to regular physician visits, preventive care, and prescription drugs.

*“I had been stressed out already due to illness and trying to get together all the paperwork required applying for SS benefits. My attorneys were extremely helpful and took a lot of pressure off my shoulders while walking me through an extremely stressful and complicated process.”*

Tyrone, age 48, was referred to PRC by Bayview Hunters Point Foundation, a clinic that provides outpatient psychiatric services. Because he was living with severe mental health issues, he had been unable to work since 2001. Tyrone was surviving on County Assistance of \$422/month with no health insurance and had become homeless. He had been attempting to get disability benefits on his own for three years with no success. PRC's Benefits Attorneys secured an approval for his claim following a hearing in front of an Administrative Law Judge. As a result of PRC's successful representation, Tyrone received long-awaited and life-saving benefits including a retroactive payment of \$40,000, ongoing monthly income that enabled him to afford stable housing, and retroactive and ongoing Medi-Cal.



# EMPLOYMENT SERVICES

The main goal of our Employment Services Program is to help people with HIV throughout the San Francisco Bay Area find sustainable employment that provides them with a living wage and personal fulfillment. In San Francisco, it is projected that over half of the estimated 20,000 people living with HIV/AIDS are unemployed. The complexity of HIV requires a unique approach to vocational planning unavailable at any agency not specifically tailored to the needs of this population. With over 15 years experience in providing employment services to HIV positive individuals, our staff understands the barriers faced by our clients. We work with clients across the spectrum of work readiness and job-seeking, and offer:

- Individual vocational needs assessment, goal setting and service planning
- Individual job search planning, resume development, interview coaching, job development, job placement and post placement follow-up
- group workshops on job search strategies, managing disclosure, resume and cover letter writing, interview preparation and job retention
- computer training, including one-day introductory and intermediate computer classes and an intensive Microsoft Office training program
- micro-enterprise/self-employment development
- workshops designed for specific populations such as women and older workers with HIV/AIDS who have special needs when reentering the job market

The success of our work with clients is demonstrated in part by the program's successful job placement history. In 2007, our Employment Services Program recorded 486 job placements including 247 long-term placements. The average wage for clients placed in long-term jobs was \$18.61. This program also helps people with HIV gain access to quality health care: approximately 75% of the clients we placed in long-term jobs in 2007 were eligible to receive employer-paid health insurance.

*“Positive Resource Center has been a lifesaver for me, quite literally. At 56 years old with only a high school diploma, I found myself out of work. Some days I couldn’t drag myself out of bed! Then I found Positive Resource Center. The staff encouraged me to enroll in your Next Step computer training program and set me up with The California Department of Rehabilitation. Now thanks to Positive Resource Center and your amazing staff, I have a good-paying job. I am confident I will have a reasonably recession-proof career that will allow me to get my life back on track.”*



Susan, age 56, was diagnosed with disabling AIDS in 1997. She was living on Social Security Disability income of \$788/month. Susan worked with PRC’s Employment Services Program for two years, attending workshops and computer training classes, receiving employment preparation and utilizing Department of Rehabilitation resources to attend classes at San Francisco State University for CAD certification. Currently, Susan is employed as a CAD drafter at a local architectural firm with full benefits.

# 2007 DONORS

## Vanguard Level:

\$150,000 +

Ryan White CARE Act  
Title I  
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Department of Public  
Health  
State of California  
Department of  
Rehabilitation

## Visionary Level:

\$20,000 – \$149,999

Academy of Friends  
Bare Chest Calendar  
Folsom Street Events  
James C. Hormel  
Kaiser Permanente  
Northern California  
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M·A·C AIDS Fund  
Mayor's Office of  
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The San Francisco  
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The Silva Watson  
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State of California  
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Development  
Department  
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## Innovator Level:

\$5,000 – \$19,999

AIDS Walk San Francisco  
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Bob A. Ross Foundation  
Broadway Cares/Equity  
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