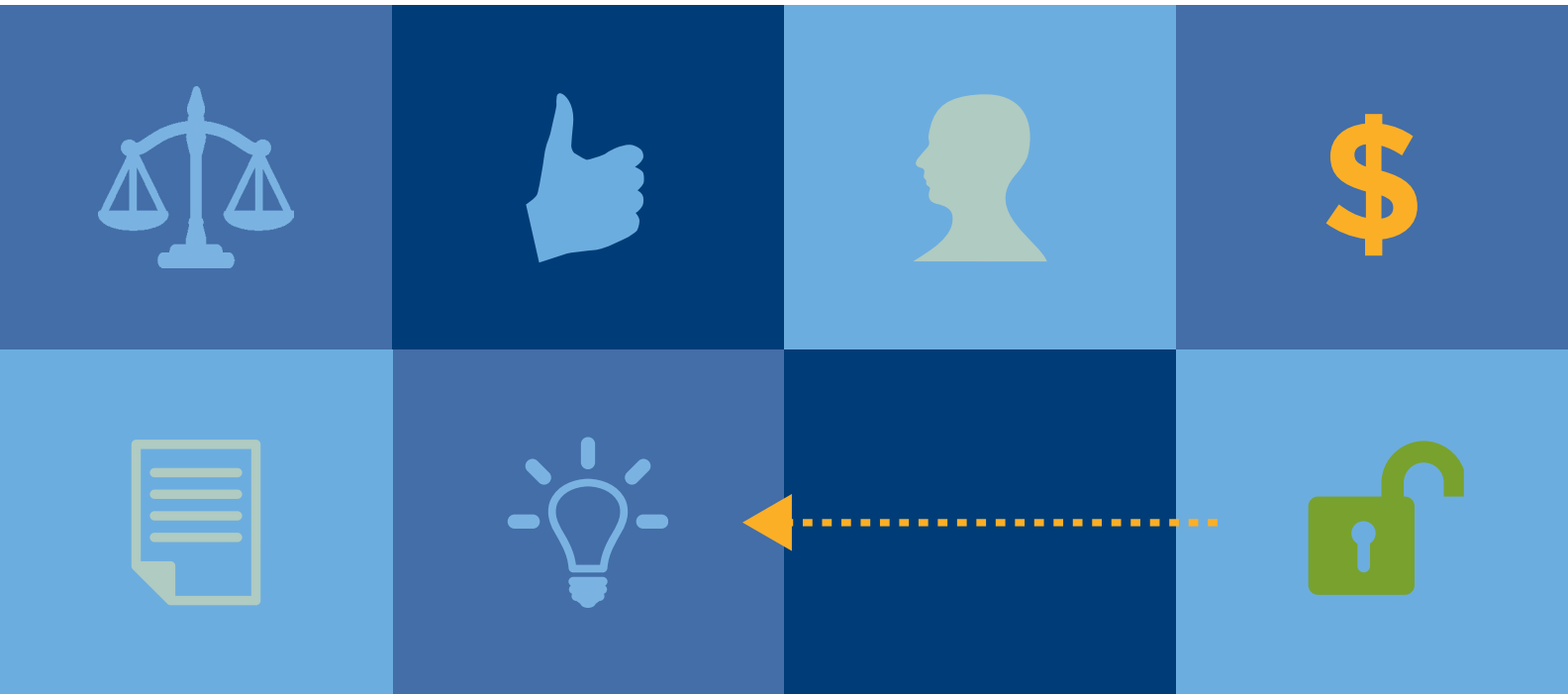




Positive Resource Center

2011 Annual Report



Dear Friend:

This year we celebrate Positive Resource Center's (PRC's) 25th Anniversary and we take this time to look back on what has brought us to where we are today. Our history is woven from many accomplishments, struggles, old friends, new friends, lost loved ones and a determined attitude to continue on our path of empathy and outcomes for those who need us for the work we do.

Even with significant advances in HIV/AIDS and mental health care, there are still many people who lack the resources to provide for their basic needs. PRC has remained flexible, adapting and growing in tandem with the shifts in the AIDS epidemic, and we continue to provide impactful tools and resources our clients need to address their income and healthcare needs. We are as relevant today as we were when we first opened our doors in 1987.

There are many reasons we are proud of PRC's accomplishments in 2011. Despite continued challenges to the economy and with many of our partner organizations facing severe cut-backs or closure, PRC strengthened its financial position and was able to meet its revenue goals in 2011. We balanced our budget, saw our Employment Services Program reach a 27% job placement rate (among the highest placement percentage in the City for a program of this kind) and achieved an over 90% success rate in winning Social Security claims in our Benefits Counseling Program.

While our track record of outstanding service assures PRC holds its place as a pillar of the community, we know that our success would not be possible without you, our donors. Your passion, dedication, and generosity have made it possible for us to continue to provide benefits counseling and employment services to those in need. Thank you for standing with us.

Sincerely,

A handwritten signature in blue ink, appearing to read "Brett Andrews".

Brett F. Andrews
Executive Director

A handwritten signature in blue ink, appearing to read "Kent Roger".

Kent M. Roger, Esq.
Board President

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. As a result, our clients can make more informed choices that maximize available benefits and employment opportunities.

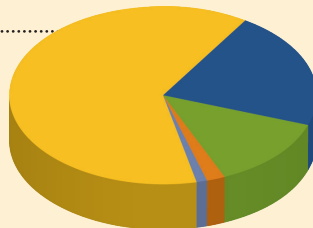
Financial Position Year End 2011

Statement of Financial Position

Assets	2010	2011
Current Assets		
Cash and Equivalents	\$ 318,046	553,411
Government Grants Receivable	329,605	237,185
Pledges and Grants Receivable	29,125	15,726
Prepaid Expenses	40,951	35,920
Total Current Assets	\$ 717,727	\$ 842,242
Property and Equipment — Net	465	\$ -
Other Assets		
Deposits	25,592	25,592
Total Assets	\$ 743,784	\$ 867,834
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	12,255	57,018
Accrued Expenses	49,426	51,189
Refundable Advances	65,750	77,118
Total Current Liabilities	\$ 127,431	\$ 185,325
Net Assets		
Unrestricted	580,978	594,283
Temporarily Restricted	35,375	88,226
Total Net Assets	\$ 616,353	\$ 682,509
Total Liabilities and Net Assets	\$ 743,784	\$ 867,834

2011 Revenues

Government Grants	62.7%
Program Service Fees	21.3%
Grants and Contributions	14.0%
Special Events	1.6%
In-Kind Donations/Interest/Other	.4%

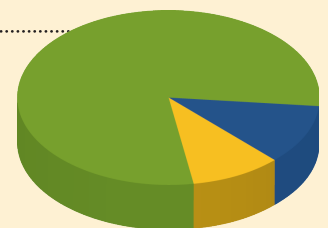


Statement of Activities

Revenue, Gains, and Other Support	2010	2011
Grants and Contributions	\$ 324,612	380,420
Government Grants	1,629,120	1,692,167
Program Service Fees	529,821	575,905
Special Events	-	42,898
In-Kind Donations	-	7,947
Interest Income	3,185	2,489
Other Income	-	-
Total Revenue	\$ 2,486,738	\$ 2,701,826
Expenses		
Program	1,982,784	2,088,885
General and Administrative	281,718	291,444
Fundraising	277,905	255,341
Total Expenses	\$ 2,542,407	\$ 2,635,670
Change in Net Assets	\$ (55,669)	\$ 66,156
Net Assets		
Beginning of year	\$ 672,022	\$ 616,353
End of year	\$ 616,353	\$ 682,509

2011 Expenses

Program	79.3%
General and Administrative	11%
Fundraising	9.7%



Benefits Counseling Program



PRC's staff attorneys and advocates are experts in Social Security law and provide free legal representation to help our clients secure regular monthly income and healthcare coverage. Last year, over 1,300 women and men turned to PRC because they had become too disabled to work and desperately needed our assistance with securing benefits to provide them with regular income and healthcare coverage. Almost half were homeless when they first came to us. Sixty-seven percent had incomes of less than \$422 per month—nowhere near enough to pay for a month of housing, even in an SRO hotel—and 65% had no healthcare coverage. But, with the Social Security Administration denying 3 out of 5 new claims for Supplemental Security Income (SSI) and Social Security Disability Insurance (SSDI), these disabled individuals needed PRC's expert legal representation to help them receive the financial and healthcare benefits that ensured they were able to afford housing, food, and medical care.

“ I am immensely grateful to Positive Resource Center because they helped me when I was most in need of guidance and support. They gave me hope that all would work out well. Now that my case has been approved I am much more calm, because I have the means to pay for my food, to pay for the place I live in, and with the confidence that I will always have my medical assistance. From the bottom of my heart, thank you very much.

— Benefits Counseling Program client (translated from Spanish) ”

In 2011...

1,331

CLIENTS RECEIVED LEGAL REPRESENTATION

410

NOTICES OF SOCIAL SECURITY AWARDS

\$397,774

IN ONGOING MONTHLY BENEFITS SECURED

6

LANGUAGES SPOKEN—ENGLISH, SPANISH, CANTONESE, MANDARIN, TAGALOG, AND VIETNAMESE

100%

OF CLIENTS RECEIVING BENEFITS INCREASED THEIR INCOME BY AT LEAST 100%

Employment Services Program



Our Employment Services Program is the only vocational rehabilitation and placement assistance service in the San Francisco Bay Area specifically developed to work with people with HIV/AIDS and mental health conditions. Our flexible services are provided at no cost to our clients and include comprehensive vocational evaluations, vocational rehabilitation, job readiness training, computer training, employment placement assistance, and retention services. While unemployment rates in San Francisco among the non-disabled population are currently at 7.4%, the unemployment rate for the disabled population is over 14%. For disabled people with adequate supports—vocational rehabilitation, education, job placement services, and soft skills training—employment outcomes are markedly improved. Our highly trained staff works one-on-one with clients to help ensure they have excellent outcomes. We are known for our outstanding job placement and retention rates, high average hourly wages, and superior client satisfaction rates.

“ I was very impressed and thought the (employment) services offered and the degree of skill and care were superb. I have spoken highly of PRC to many people and will continue to do so.

— Employment Services Program client ”

In 2011...

560

CLIENTS SERVED

27%

OF CLIENTS WERE PLACED IN JOBS

64%

OF CLIENTS PLACED WERE IN LONG-TERM POSITIONS

\$19.21

AVERAGE WAGE OF CLIENT PLACED IN LONG-TERM EMPLOYMENT (SAN FRANCISCO MINIMUM WAGE IN 2011 = \$9.92)

100%

OF CLIENTS IN NEXTSTEP COMPUTER TRAINING SHOWED IMPROVEMENT IN COMPUTER SKILLS BY AN AVERAGE OF 27%

2011 Donors

Positive Resource Center gratefully acknowledges these individual and institutional donors for their support of our work on behalf of people living with HIV/AIDS and/or mental health conditions.

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\$100,000 +

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Zuni Cafe

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

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