

POSITIVE
RESOURCE
CENTER

ANNUAL REPORT 2006



POSITIVE RESOURCE CENTER (PRC) was founded in 1987 under the name AIDS Benefits Counselors to assist people living with HIV/AIDS in accessing financial assistance and medical benefits. In 1996, AIDS Benefits Counselors merged with Positive Resource, an employment service program for people living with HIV, and became Positive Resource Center. Our mission is to assist people affected by or at risk for HIV/AIDS through culturally appropriate counseling, education and advocacy in making informed choices that maximize available benefits and employment opportunities.

Through PRC's continuum of services, clients have no-cost access to

- 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 individuals who have had benefits ceased due to outstanding felony warrants or violations of probation or parole
- 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 advanced computer classes and an intensive Microsoft Office training program
- micro-enterprise/self-employment development.

Over the past year, our Benefits Counseling Program maintained a success rate of 89%. Our team of attorneys and legal support staff won 492 Social Security disability claims through initial filing and all three levels of appeal, guaranteeing more than \$1,053,000 in ongoing monthly benefits and \$4.3 million in retroactive benefits for our clients. Our Employment Services Program recorded 384 job placements, including 171 long-term placements. The average wage for clients placed in long-term jobs was \$16.81 per hour, and approximately 75% of those clients received employer-paid health insurance.



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.

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STATEMENT OF FINANCIAL POSITION / YEAR END 2006 AND 2005

<u>ASSETS</u>	<u>2006</u>	<u>2005</u>
<u>CURRENT ASSETS</u>		
Cash	\$530,012	\$236,872
Bequest Receivable	—	\$353,333
Government Grants Receivable	\$375,480	\$223,445
Pledges and Grants Receivable	\$23,460	\$24,892
Investment in Under One Roof	\$8,500	\$8,500
Prepaid Expenses	\$4,853	\$1,985
Total Current Assets	\$942,305	\$849,027
Property and Equipment – Net	\$3,465	\$6,214
<u>OTHER ASSETS</u>		
Deposits	\$26,391	\$21,991
Total Assets	\$972,161	\$877,232
<u>LIABILITIES AND NET ASSETS</u>		
<u>CURRENT LIABILITIES</u>		
Accounts Payable and Accrued Expenses	\$78,188	\$51,062
Refundable Advances	\$29,451	\$10,891
Total Current Liabilities	\$107,639	\$61,953
<u>NET ASSETS</u>		
Unrestricted	\$792,262	\$763,286
Temporarily Restricted	\$72,260	\$51,993
Total Net Assets	\$864,522	\$815,279
Total Liabilities and Net Assets	\$972,161	\$877,232

<u>REVENUE, GAINS AND OTHER SUPPORT</u>	<u>2006</u>	<u>2005</u>
Grants and Contributions	\$327,729	\$693,308
Government Grants	\$1,291,561	\$1,045,922
Special Events	\$29,522	\$25,509
Program Service Fees	\$441,194	\$348,745
In-Kind Donations	\$20,184	—
Interest Income	\$15,429	\$1,693
Other Income	\$100	\$88
Total Revenue	\$2,125,749	\$2,115,265

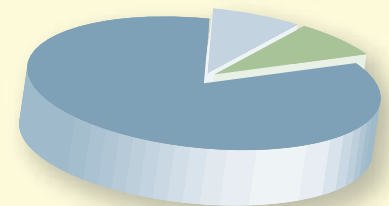
<u>EXPENSES</u>		
Program	\$1,750,884	\$1,319,221
General and Administrative	\$158,436	\$149,462
Fund-raising	\$167,186	\$124,984
Total Expenses	\$2,076,506	\$1,593,667

<u>CHANGE IN NET ASSETS</u>		
	\$49,243	\$521,598

<u>NET ASSETS</u>		
Beginning of year	\$815,279	\$293,681

<u>NET ASSETS</u>		
End of year	\$864,522	\$815,279

- 2006
- 84% Program
 - 8% General
 - 8% Fundraising



VANGUARD LEVEL:
\$150,000+

Dominic Scutti Trust
Ryan White CARE
Act Title I
San Francisco Department
of Public Health
State of California
Department of
Rehabilitation
State of California
Employment
Development Department

VISIONARY LEVEL:
\$20,000–\$149,999

Bare Chest Calendar
Bothin Foundation
Centers for Medicare and
Medicaid Services
Macy's Passport Fund
The Mental Wellness
Foundation, Inc.
The Richmond/Ermet
AIDS Foundation
The San Francisco
Foundation
San Francisco Mayor's
Office of Community
Development
The Silva Watson
Moonwalk Fund
Wallis Foundation

INNOVATOR LEVEL:
\$5,000–\$19,999

AIDS Walk San Francisco
AT&T
Broadway Cares/Equity
Fights AIDS
Erisa Law Group
Imperial Council of
San Francisco, Inc.
Kaiser Permanente
Community Grants
Program
Lazy Bear Fund, Inc.
M.A.C AIDS Fund
Mairi McKeever, Esq.
and Chuck Lewkowitz
O'Shea Foundation
Pride Brunch
Under One Roof

PACESETTER LEVEL:
\$1,000–\$4,999

440 Castro
Dominick Albano
Robert Amparán, Esq.
Bob A. Ross Foundation
Michael Bories
Bristol-Myers Squibb Co.
Richard Campbell
The Castro Lions Club

Joseph Cincotta
Community Thrift Store
Lucius Conrad
and Jeffrey Stone
The Council of Grand
Dukes and Duchesses
of San Francisco
Rajat Dutta
The Edge
Kathy Ericksen
Patrick Fitzgerald
Ronald Gregoire
and Bryan Freedman

Holiday Leather Brunch
James C. Hormel
Law Office of Smith
& Baltaxe, LLP
Law Offices of
Anatole Zachs
Lewis, Feinbert, Renaker
& Jackson, P.C.

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and Jeffrey Hest
Bill Matheson, Esq.
and Tim Matheson
McKeever Realty
Hamilton Mixon
Doug Mylcraine
Jen Olson
Ken Pearce
Pfizer, Inc.
Joseph Rosenthal

Alisia Salters
Gregg Schoen
The Seligman
Family Foundation
Michael Shriver
Sisters of Perpetual
Indulgence, Inc.
United Way
of the Bay Area
Until There's a
Cure Foundation

INVESTOR LEVEL:
\$500–\$999

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and Michael Westrick
Brett Andrews
Peter Baga
David Bell
Michael Bell
Collin Burry
Capiraso Bing Consulting
Chemoil Corporation
Community Technology
Foundation
Henry Doering, Esq.
Flying Bear
Media/Energy 92.7 FM
Ann Gelfand
and Martin Gelfand

Girlstock
Grand Rapids
Community Foundation
Joe Granese
Scott Hirsch
Christina Ihm
and Patrice Rodda
Daro Inouye
Jim Leuker
Levi Strauss Foundation
Jennifer Levin, Esq.
and Edward Sklar
David Lilienstein, Esq.
Joseph MacDonald
Brandon Mark
Marlena's
Erin Matias and
Alexander Walley, MD
Katherine Anne
McStravick
Jamie Moran, LCSW
Edward Pope
and Scott Todd
San Francisco AIDS
Foundation
Ramon Santos
SF LGBT Pride Celebration
Committee, Inc.
SST Insurance Brokers
L. Julius M. Turman, Esq.
van Löben Sels –
RembeRock Foundation

PARTNER LEVEL:
\$250–\$499

Michael Ackerman
and Oliver Burgelman
Thorsten Anderson
Hooman Anvar
Alvin Baum, Jr.
Doug Beechen
Benefits Rights Project
Biotherm USA
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and John Levin
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William Corr
and Miguel Gomez
Brad Crowell
John B. Cunningham
Martha Ehrenfeld
Glenn Finch
Daniel Foley
Folsom Street Events
Wayne Forester
Gap Foundation
Kathleen Gilmeany
Findley Golod
Michael Greene
The Hafner-Glenn
Donor Advised Fund

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Denise Helfstein
and Todd Helfstein
Horizons Foundation
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Inter-Counties Realty Co.
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Neil Lang and Joe Pessa
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Diane Nutting
and Charles Sands
Pets Are
Wonderful Support
Pillsbury & Levinson, LLP
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Renaissance
Entrepreneurship Center
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and Chuck Anthony
Alix Rosenthal
Rebecca Ross
Judith Sensibar
Shanti
Chris Sinton
Samuel Thoron
and Julia Thoron
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Gary Virginia's
Easter Party
Peter Wong
and Glenn Wiggins

SUPPORTER LEVEL:
\$100–\$249

Gaetano Amorosi
Sibil Baffoe
Bank of America
Matching Gifts
Derek Barnes
Roy Bateman
Patrick Batt
Ernest Bay and Ellen Bay
P. Robert Beatty, Ph.D.
William Bettencourt
David Bolt
Zoe Borkowski
Lenny Broberg
James Brown
Laura Buckley

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Steven Holt
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Entertainment, Inc.
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James Illig
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Alisa Jackson
Lisa Johnson
Lawrence Kim
Max Kirkeberg
John Koon
Jason Ladd
Christina Lau
The Leather Journal, Inc.
Bob Lehr
Mark Leno
Thomas LeNoble
Pamela Lichty
and Don Lichty
Elliott Linwood

Generosa Litton
John Lynch
Jason Macario
Albert Marez
Juan Marin
Steve Mayers
Jerel McCrary
Nion McEvoy
Patrick McGraw
Robert McLoud
Sharon Miller
and Alan Fisher
Mike Mohn
Robin Murray
Svetlana Permiakova
Tony Procaccini
Michael Proctor
and Eric Bernier
Joseph Pulice
Karl Rauch
Re-Elect Bevan
John Ribaudo
Laura Roberts
Fernando Robles
Mark Rogers
and Robert Rogers
John Rosenzweig
Richard Sablatara
Donna Sachet
Charles Sanderson
Keith Schroeder
Henry Schultz
Starr Seegmiller
Edwin Shapiro
Alan Smith
William Smith
Edward Steinforth
Strong Consulting
Bruce Sturzl
Mark Tangard
Thomas Taylor
Michael Tedesco
Laura Thomas
Don Tse
and Omar Moseley
Kevin Walsh
Beajaye Whittaker
Justyna Wilmore
and Scott Wilmore
Teddy Witherington
World Incentive
Nexus/Incentives
to Intrigue
Thomas Yaussy
Anthony Young
Ingu Yun
Zephyr Real Estate
Amy Zuckerman

VOICES OF CLIENTS



“Positive Resource Center has been so professional and comforting in managing my case and all the complexities that go with Social Security filing. I have full trust in your organization and I am very grateful for all of the guidance and help at a very stressful and pivotal time in my life due to my illness.”

“Positive Resource Center has been helpful in making an individual service plan for me, including seminars, workshops and planning long and short-term goals. I was very pleased that your staff got me work. Also, you helped me meet some of my vocational goals through the Department of Rehabilitation.”

“The services provided by the excellent staff of PRC have without exaggeration saved my life! Without their expert help, I would probably be homeless. I cannot say enough about the excellent professional and warm approach always taken by everyone at PRC.”

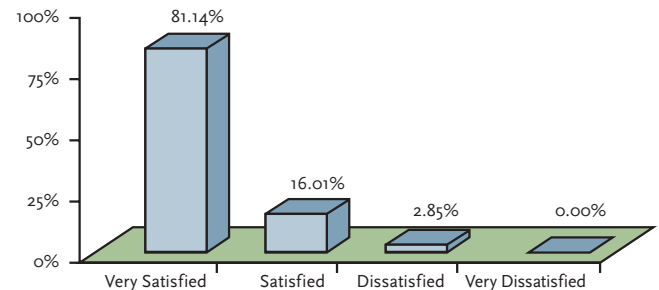
“I am impressed by the thoroughness of the information and the obvious care that is taken in presenting it. I think of PRC first when I have an employment challenge or Social Security problem.”

“Every time I visit PRC I get more confident that I will be successful and pleased with my job search. The staff understood the urgency of my case and was wonderful at getting me moving in the right direction. You all are great!”

“Thank you for all the time, work and attention you put to my case. I really appreciate your efforts and the dedication you had to see it to completion. Receiving benefits is making major improvements in my life and I sincerely thank you.”

“I am a single mom with a special needs son. It’s a great feeling to know there are other persons that can advocate for you and simplify one of the most complicated systems like Social Security. Had it not been for your agency, my son and I would not have SSI benefits.”

OVERALL CLIENT SATISFACTION 2006



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