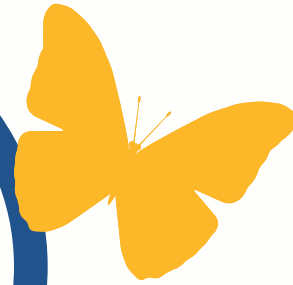


2010



10

Positive Resource Center
2010 Annual Report

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.

Dear Friends:

This June, we mark thirty years since the Centers for Disease Control documented the first cases of AIDS. Three decades ago, we couldn't have imagined that we would ever reach a time of hope and opportunity in the AIDS epidemic. But, as we look back and honor the many whom we have lost along the way, we at Positive Resource Center are proud and humbled to stand with the many heroes who are committed to ensuring that all San Franciscans have the resources they need to confront this epidemic and improve their circumstances.

Over the years, PRC has helped tens of thousands of people disabled by HIV or mental health issues to secure disability benefits and employment opportunities, affording them life-sustaining income and healthcare coverage. PRC's 2010 Annual Report reflects the continuing impact our vital services have on our clients' lives, the strength and adaptability of our agency, and the unwavering support of our community.

Our many committed donors and volunteers make our services possible. Looking over the list of supporters from just the last year, we see names of individuals and organizations that have been fighting the AIDS epidemic since the beginning, alongside others who are newer to the fight but no less committed. We are grateful for every single one.

When faced with the financial challenges that recent years have brought to all AIDS service providers, we must remember that we have faced greater struggles in the last thirty years and prevailed. Positive Resource Center resolves to meet new challenges head-on and to be here for our community for as long as we are needed. Thank you for helping us to ensure that we can be.

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

Financial Position Year End 2010/2009

Statement of Financial Position

Assets	2009	2010
Current Assets		
Cash and Equivalents	\$ 428,644	318,046
Government Grants Receivable	250,339	329,605
Pledges and Grants Receivable	23,206	29,125
Prepaid Expenses	14,430	40,951
Total Current Assets	\$ 716,619	\$ 717,727
Property and Equipment — Net	1,977	\$ 465
Other Assets		
Deposits	25,592	25,592
Total Assets	\$ 744,188	\$ 743,784
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	22,511	12,255
Accrued Expenses	49,261	49,426
Refundable Advances	394	65,750
Total Current Liabilities	\$ 72,166	\$ 127,431
Net Assets		
Unrestricted	625,098	580,978
Temporarily Restricted	46,924	35,375
Total Net Assets	\$ 672,022	\$ 616,353
Total Liabilities and Net Assets	\$ 744,188	\$ 743,784

Statement of Activities

Revenue, Gains, and Other Support	2009	2010
Grants and Contributions	\$ 376,089	324,612
Government Grants	1,679,925	1,629,120
Program Service Fees	430,156	529,821
In-Kind Donations	179,915	-
Interest Income	4,388	3,185
Other Income	55	-
Total Revenue	\$ 2,670,528	\$ 2,486,738
Expenses		
Program	2,358,539	1,982,784
General and Administrative	350,967	281,718
Fundraising	320,739	277,905
Total Expenses	\$ 3,030,245	\$ 2,542,407
Change in Net Assets	\$ (359,717)	\$ (55,669)
Net Assets		
Beginning of year	\$ 1,031,739	\$ 672,022
End of year	\$ 672,022	\$ 616,353

2010 Revenues

Government Grants	65.6%
Program Service Fees	21.3%
Grants and Contributions	13.0%
In-Kind Donations/Interest/Other	00.1%



2010 Expenses

Program	78.0%
General and Administrative	11.1%
Fundraising	10.9%



Benefits Counseling Program

When clients seek PRC's Benefits Counseling services, they are too disabled by HIV or mental health issues to work. Without regular income, these individuals struggle to make ends meet and maintain their housing, nutrition, and overall health. Some have been applying for disability benefits unsuccessfully on their own for years and many have become homeless.

Our staff attorneys and advocates provide free legal representation to help these disabled individuals secure regular monthly income through disability benefits. Our attorneys represent clients throughout the entire administrative process of obtaining Social Security benefits, from gathering medical evidence for initial claims, to advocating on their behalf in front of Administrative Law Judges, to filing appeals for denied claims. In addition to helping our disabled clients secure income, the Benefits Counseling Program helps them access healthcare coverage through Medi-Cal and Medicare, ensuring that they can manage their disabilities as well as receive routine, preventive medical care. With the disability benefits PRC helps them secure, our clients are finally able to find the stability necessary to maintain their health and well-being and access basic resources like clothing, nutritious food, and housing.

PRC is also well known as a leader in the field of benefits advocacy, providing training to service providers throughout California.

"The world of benefits is a maze that is next to impossible to navigate. I have PRC to thank for seeing me through the fog to the light of day."

—Benefits Counseling Program client

In 2010...

1,370 clients received legal representation

90% success rate through PRC representation

353 notices of Social Security awards

\$330,454 in monthly benefits secured

\$4,259,180 in retroactive benefits secured

100% clients with income benefits also received Medi-Cal and/or Medicare

5:1 San Francisco Department of Public Health's return on investment in our service

Employment Services Program

During these challenging economic times, with 26.5% of all disabled people unemployed and leaving the workforce at three times the rate of the non-disabled population, individuals with disabilities need up-to-date professional skills and guidance from people who are knowledgeable about their unique vocational needs so they can succeed in this difficult job market.

Positive Resource Center offers training in the latest technology and workplace issues. We provide vocational counseling to help clients focus their career goals, and job placement assistance to help disabled clients integrate back into competitive employment. Whether clients have been out of work for many years or are recently unemployed, our highly trained staff offers one-on-one job counseling, group workshops, and computer skills training tailored to meet their needs wherever they are in the disability cycle. Even in a challenging job market, our clients are able to find work successfully. Most importantly, our disabled clients regularly find jobs that pay a living wage and provide medical benefits, ensuring they can maintain or improve their housing and health, and meet other basic needs.

"I felt received by PRC as a unique individual who had a place there. I could go at my own pace, while reconstructing a future that was full of possibilities."

— Employment Services Program client

In 2010...

620 clients served

25% of clients were placed in jobs

\$20.29 per hour—average wage of client placed in long-term jobs (San Francisco minimum wage = \$9.92/hour)

55% of clients placed obtained positions with benefits

33% with two or more placements moved from part-time to full-time positions

72% remained employed after 180 days

2010 Donors

Positive Resource Center gratefully acknowledges these individual and institutional donors for their support of our work on behalf of people affected by or at risk for HIV/AIDS.

Vanguard

\$100,000 +

Human Services Agency
of San Francisco
San Francisco Department
of Public Health
State of California Department of
Rehabilitation

Visionary

\$25,000 - \$99,999

Bare Chest Calendar
Pride Brunch
The Regents of the University of
California, California HIV/AIDS
Research Program
Ryan White CARE Act Part A
San Francisco Office of Economic
and Workforce Development
Wallis Foundation

Luminary

\$10,000 - \$24,999

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Asian & Pacific Islander Wellness
Center and the California
Department of Health Services
Cheer San Francisco
George H. Sandy Foundation
Kaiser Permanente
Macy's Foundation
The Silva Watson Moonwalk Fund
van Löben Sels/RembeRock
Foundation
Wells Fargo Foundation

Innovator

\$5,000 - \$9,999

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

Pacesetter

\$1,000 - \$4,999

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Holiday Leather Brunch
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and Michael P. Nguyen
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in honor of Dennis Reilly
Under One Roof
Daryl M. Walker

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Oliver P. Cleary
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and Brian Fearnow
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Ingu Yun

Matching Gift Program

Bank of America
Chevron Humankind
Hewlett Packard
Levi Strauss
Microsoft
TIBCO Software

Our sincere apologies for any misspellings or omissions

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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