

Our financials

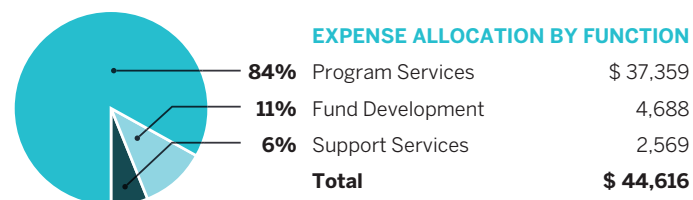
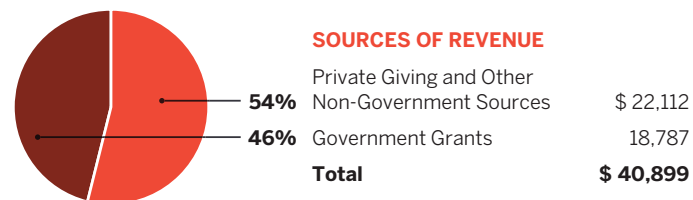
STATEMENT OF FINANCIAL POSITION

As of June 30, 2023 and June 30, 2022
\$000

	2023	2022
ASSETS		
Cash	\$ 429	\$ 2,404
Investments	20,359	19,011
Accounts receivable	10,093	10,651
Contributions receivable, net	242	884
Prepaid expenses	1,646	1,596
Security deposits and other assets	105	107
Right-of-use assets	6,253	–
Property and equipment, net	329	1,393
Total Assets	\$ 39,456	\$ 36,046
LIABILITIES		
Accounts payable and accrued expenses	\$ 3,306	\$ 2,384
Accrued payroll and related liabilities	2,297	2,183
Deferred rent	–	154
Refundable advances & deferred revenue	478	661
Lease liabilities	6,476	48
Total Liabilities	12,557	5,430
NET ASSETS		
Without donor restrictions	\$ 22,993	\$ 27,879
With donor restrictions	3,906	2,737
Total Net Assets	26,899	30,616
TOTAL LIABILITIES & NET ASSETS	\$ 39,456	\$ 36,046

AT A GLANCE

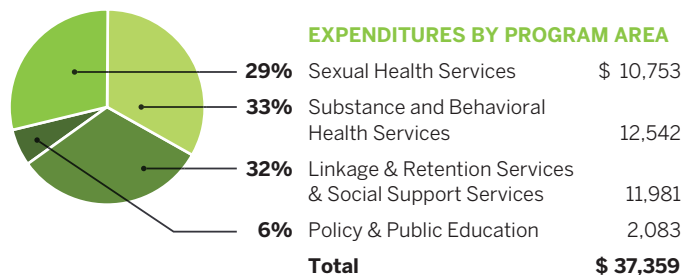
Year Ended June 30, 2023
\$000



STATEMENT OF ACTIVITIES AND CHANGES IN NET

Years Ended June 30, 2023 and 2022
\$000

	2023	2022
PUBLIC AND GOVERNMENT SUPPORT		
Government grants	\$ 18,787	\$ 20,672
Contributions and grants		
Individuals	861	1,243
Corporations and foundations	4,295	2,990
Donated goods and services	873	808
Special events (net)	5,394	8,762
Subtotal public and government support	30,210	34,475
REVENUES AND GAINS		
Net realized and unrealized gain (loss) on investments	\$ 800	\$ (1,982)
Investment income	752	357
340B drug pricing program	9,041	12,182
Other	96	226
Subtotal revenues and gains	10,689	10,783
Total public and government support, revenues and gains	40,899	45,258
EXPENSES		
Program services	\$ 37,359	\$ 37,352
Fund development	4,688	4,855
Support services	2,569	1,734
Total expenses	44,616	43,941
Change in net assets	(3,717)	1,317
NET ASSETS, BEGINNING OF YEAR	\$ 30,616	\$ 29,299
NET ASSETS, END OF YEAR	\$ 26,899	\$ 30,616



ANNUAL REPORT 2023

2023: Inspired, committed, hopeful

Last year marked my second year at the helm of San Francisco AIDS Foundation. Looking back, it was an exciting year of innovation and growth, and also a time marked by significant challenges to our work and the communities we serve.

On this page, you'll read more about the impact our programs and services have had on ending the HIV epidemic. City-wide, HIV infections continue to decline thanks to the consistent and ever-expanding access to HIV testing, prevention, care, and support provided by our agency and our partners. You'll also read more about how our programs and services are finding innovative ways to tackle issues that intersect with HIV: lending support to people aging with HIV and AIDS, ensuring that Queer people can easily access non-judgmental STI prevention and care, ensuring that people who use drugs have the harm reduction resources they need to prevent HIV, Hepatitis, and overdose, to name a few.

Significant investments in the foundations of our agency—our staff, our leadership, and our physical locations—have made it possible for these programs and services to continue and grow. In the past year, we re-assessed our space needs and, after more than a decade in the same building, made the decision to relocate our main office to a building that more closely matches the needs of our clients, volunteers, and our staff. With the closing of the city's Tenderloin Community Linkage Center in late-2022, we increased service provision through our Harm Reduction Center in the SoMa/Tenderloin neighborhood, and continue to plan for expansion of much-needed overdose prevention and harm reduction services.

Investments in staff and retention of talent continue to be a priority for our newly-formed People & Culture team, along with Justice, Diversity, Equity, and Inclusion policies and programs that build a diverse workforce representative of the communities we serve. Our Black staff meet the needs of Black women through the newly-established HUES program and our long-lived Black Brothers Esteem group; transgender and genderqueer staff provide counseling, case management, and support to clients who are part of our TransLife and TransCare programs; and Spanish-speaking staff connect monolingual Spanish-speaking community members to health care and social services. As the HIV epidemic shifts continues to disproportionately impact our priority communities, we are here to respond with nuance and care.

Investments in recruitment and hiring have also reflected recent priorities to diversify our staff and Board. For the first time ever, the majority of chief executives at SFAF are people of color, and our Board of Directors is composed of more than 50% people of color. These changes are representative of the historic shifts our organization is undergoing to ensure that we remain nimble, flexible, and responsive to the communities we need to serve through our work.

As we look to the future of SFAF, we remain inspired, committed, and hopeful. We are inspired by the many leaders, activists, long-term survivors, and allies who have pushed this work forward for more than 40 years. We are committed to our communities, who make this work meaningful and personal each and every day. We are hopeful for a future where health justice for all is a reality.

Thank you for supporting San Francisco AIDS Foundation.

In gratitude,

Dr. Tyler TerMeer
Chief Executive Officer
San Francisco AIDS Foundation



Our work

Our work promotes health, wellness, and social justice for communities most impacted by HIV, through sexual health and substance use services, advocacy, and community partnerships. And none of this work would be possible without the support of our administrative staff who works behind the scenes.

SEXUAL HEALTH

Last year, we continued to be a city-wide leader in the HIV, PrEP, and sexual health clinical services we are known for — and as a result, saw the number of new HIV infections diagnosed city-wide decline to 157 infections. We provided 12,615 HIV tests and engaged 3,100 people in our PrEP program. More than 14% of our sexual health clients identify as transgender, non-binary, or gender non-conforming, and a total of 158 clients received services through our TransCare program. New this year, we provided Doxy PEP for sexually transmitted infection prevention to 2,381 clients, and launched a visible Doxy PEP marketing campaign in Queer bars and clubs to raise awareness about this innovative prevention strategy. We continued our provision of injectable long-acting CAB-PrEP, continued our Mpox information-sharing and services, and expanded our PrEP program to include telehealth services for people who live beyond the Bay Area.

LONG-TERM SURVIVORS & COMMUNITY PROGRAMS

In 2023, we expanded our services for people over age 50, serving new communities through our HUES (Healing and Uniting Every Sista) program for Black women and through new programming with transgender, non-binary, and gender non-conforming community members with our TransLife program. Our Aging Services team, in collaboration with other San Francisco agencies, hosted an intergenerational brunch for hundreds of transgender community members during Pride, elevating and honoring the experiences of our TGNCI+ elders, and hosted a variety of large community gatherings for long-term survivors and other community elders throughout the year. We re-launched a clinical internship program for people interested in building skills related to direct clinical services and community engagement, with 12 interns working across our sexual health clinic and community programs. Serving Latinx Spanish-speaking community members, our Latinx Health team continued Covid-19 mitigation outreach, linkage and connection to care through community health “promotores,” and community celebrations at Carnaval and Pride.

SUBSTANCE USE & BEHAVIORAL HEALTH

In 2023, we continued to respond with compassion and care to the overdose epidemic and to improve the health and wellness of people who use substances. Our substance use counseling and treatment program The Stonewall Project expanded services to trans feminine and non-binary individuals and tripled our Spanish-language capacity. Our contingency management program, PROP, expanded to 12 full-time staff members, increasing our availability of services for people interested in changing their use of meth and other stimulants. With the closure of the city’s Tenderloin Center, we saw an influx of need for harm reduction services and care in the Tenderloin/SoMa neighborhood, with our Harm Reduction Center on 6th Street seeing hundreds of participants on a daily basis. Through our Pick Up Crew, mobile outreach teams, and staff at the Harm Reduction Center, we distributed more than 54,746 doses of the overdose reversal medication naloxone. We continued our drug checking service to help raise awareness about the San Francisco drug supply, and launched a program to connect people to medication assisted treatment (MAT) services. We also developed and launched two community education and media campaigns to increase awareness of overdose prevention strategies and resources, and connect people to safer use and harm reduction services, with the campaign gaining over 1.1 million impressions.

Our Supporters

Thank you to all of our donors, event participants, and corporate and institutional partners and volunteers. Your contributions make our work possible and advance progress towards achieving health justice for all.

DINING OUT FOR LIFE, held in April, was made possible by participating restaurants, diners, sponsors, ambassadors, and volunteers. With your support, we raised \$160,000 to support the free programs and services of San Francisco AIDS Foundation.

AIDS/LIFECYCLE, held in June, was supported by thousands of Riders, their supporters, the Roadies, our sponsors, and many volunteers who contributed their time and effort across the year. The 2023 Ride raised \$11.8 million to support San Francisco AIDS Foundation and the LA LGBT Center.

TRIBUTE GALA, held in September, successfully raised \$740,000 to support the work of San Francisco AIDS Foundation. Our many thanks go to attendees, sponsors, and volunteers who made this celebration a night to remember.

SANTA SKIVVIES, held in December, was a festive way to celebrate the holidays. Thank you to our participants, sponsors, volunteers, and everyone who contributed to the success of this event, which raised \$85,000.

