

Our financials

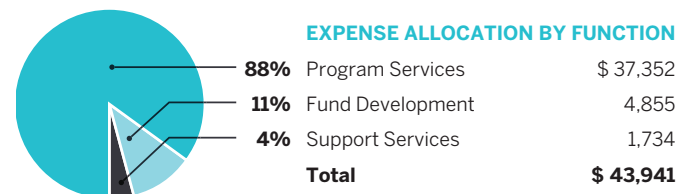
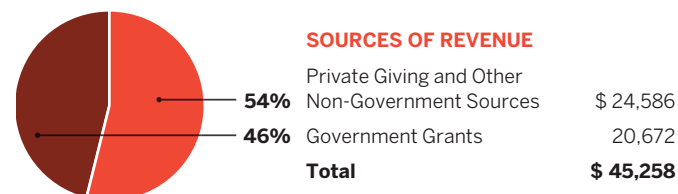
STATEMENT OF FINANCIAL POSITION

As of June 30, 2022 and June 30, 2021
\$000

	2022	2021
ASSETS		
Cash	\$ 2,404	\$ 2,054
Investments	19,011	22,418
Accounts receivable	10,651	4,982
Contributions receivable, net	884	549
Prepaid expenses	1,596	1,173
Security deposits and other assets	107	112
Property and equipment, net	1,393	2,719
Total Assets	\$ 36,046	\$ 34,007
LIABILITIES		
Accounts payable and accrued expenses	\$ 2,384	\$ 1,776
Accrued payroll and related liabilities	2,183	2,246
Deferred rent	154	163
Refundable advances & deferred revenue	661	457
Capital lease obligations	48	66
Total Liabilities	5,430	4,708
NET ASSETS		
Without donor restrictions	\$ 27,879	\$ 25,897
With donor restrictions	2,737	3,402
Total Net Assets	30,616	29,299
TOTAL LIABILITIES & NET ASSETS	\$ 36,046	\$ 34,007

AT A GLANCE

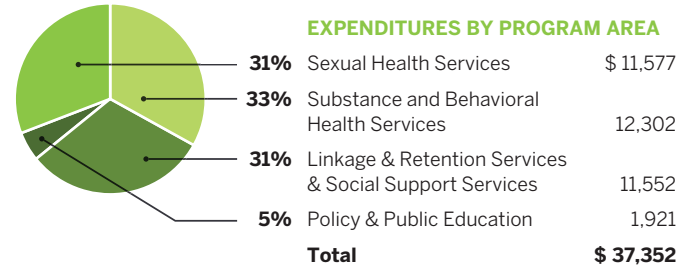
Year Ended June 30, 2022
\$000



STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Years Ended June 30, 2022 and 2021
\$000

	2022	2021
PUBLIC AND GOVERNMENT SUPPORT		
Government grants	\$ 20,672	\$ 17,929
Contributions and grants		
Individuals	1,243	1,207
Corporations and foundations	2,990	4,084
Donated goods and services	808	731
Special events (net)	8,762	2,064
Subtotal public and government support	34,475	26,015
REVENUES AND GAINS		
Net realized and unrealized gain (loss) on investments	\$ (1,982)	\$ 2,748
Investment income	357	130
340B drug pricing program	12,182	17,637
Other	226	380
Subtotal revenues and gains	10,783	20,895
Total public and government support, revenues and gains	45,258	46,910
EXPENSES		
Program services	\$ 37,352	\$ 42,129
Fund development	4,855	4,322
Support services	1,734	1,673
Total expenses	43,941	48,124
Change in net assets	1,317	(1,214)
NET ASSETS, BEGINNING OF YEAR	\$ 29,299	\$ 30,513
NET ASSETS, END OF YEAR	\$ 30,616	\$ 29,299



ANNUAL REPORT 2022

A reflection on an exciting—and difficult—year

Last year marked a time of change and transition at SFAF. As we recognized 40 years of impact here in San Francisco, we continued to navigate the current realities of our economic, political, and social environment. Despite these complexities, we focused on responding to a new and unexpected public health emergency, pushed forward our life-saving harm reduction work, and built up a strong foundation to best serve our community.

Just a month and a half into the year, I joined SFAF as the agency's first Black CEO—and the first in our 40-year history who is openly living with HIV. This is a profound moment in SFAF's journey to close the gap between our organizational values and actions. Throughout this year, I've reflected on my own experiences as a Black gay man, a movement leader, and as someone living with HIV, as I've witnessed the incredible impact that SFAF has on the people we serve. My very arrival underscores SFAF's commitment to long-term HIV survivors, the San Francisco Principles and its core philosophy—Nothing About Us, Without Us!

This year I have witnessed how we are supporting people in their greatest hour—or hours—of need. How our clinicians are delivering the news of an HIV diagnosis—and our teams are connecting people to resources, support, and care. How our programmatic scope is evolving and our services are becoming more accessible to our priority communities via the reach of our Black Health, Latinx Health, TransCare and Aging Services teams. How our counselors are compassionately supporting people who wish to change their relationships to drugs and alcohol and how our outreach workers are reversing overdoses, picking up thousands of syringes across the city, and saving lives.

Fighting for race equity in our quest for health justice remains at the forefront of our work, and will continue to be a top priority. This year, an unexpected public health emergency—mpox—emerged, and teams across the agency strategized on how to respond through a race equity framework. In the face of extreme vaccine shortages—where would our resources be directed? Who would our advertising campaigns reach? How could we ensure that Black and brown folx, people who speak Spanish, trans and non-binary folx, and people without easy access to traditional healthcare spaces be prioritized? I'm proud to say our mpox response centered our priority communities, in ways that were destigmatizing, compassionate, and affirming.

Many of you are aware of the challenges San Francisco is confronting around the overdose epidemic. Last year, we continued our lifesaving harm reduction and drug user health work: distributing thousands of doses of the overdose reversal medication naloxone, counseling thousands of people on overdose prevention and safer use, rolling out a new drug checking program, continuing to fight for safe consumption services, and so much more. We are proud to provide people who use drugs with the resources and support they need to best manage their health and prevent HIV, no matter their substance use goals or where they are in their journey with substances. And, we will continue this important work as long as it takes to end not only overdose-related death, but also stigma around drug use and those who choose to use substances.

You'll read about other notable achievements throughout this report, but the last one I'll highlight in this letter are the thoughtful changes we've made to the inner-workings of SFAF. We've recruited a diverse group of folks to our Board of Directors, have seeded and strengthened collaborations with important community-based organizations such as Rafiki Coalition, Instituto Familiar de la Raza, and LYRIC to expand our work via powerful strategic partnerships with organizations that have long relationships of trust and respect with our priority communities, and have revamped the structure of our organization with a renewed focus on our "People & Culture" team to focus on staff engagement, professional development, and race equity.

There is much to be thankful of, and much to look forward to in the coming years. Thank you for your generous support of San Francisco AIDS Foundation.

In gratitude,

Dr. Tyler TerMeer
Chief Executive Officer
San Francisco AIDS Foundation



Our work in 2022

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.

LONG-TERM SURVIVORS

Our Aging Services work expanded in exciting ways in 2022, with the establishment of a new program for Black women, a new focus on the needs of TGNCI+ folks over age 50, and the continued engagement of long-term survivors and other people over age 50 through our Elizabeth Taylor 50-Plus Network. Nearly 4,000 people received services through Aging Services programs, 439 received housing subsidies, and over 60% of clients accessing social support were over the age of 50.

MPOX & CONTINUED COVID-19 RESPONSE

Our work took an unexpected turn with the emergence of mpox late this past spring and summer. Our clinical teams quickly pivoted their work to focus on mpox vaccination, testing, and treatment, ultimately vaccinating nearly 3,000 individuals in the face of extreme vaccine shortages. Leaders at the organization focused on vaccine and treatment equity, advocating for increased vaccine supplies city-wide, and collaborating with other service providers, while other teams at the agency disseminated information about mpox prevention, treatment, and care. We sustained critical Covid-19 testing and vaccination outreach efforts in SROs, with a focus on engaging monolingual, Spanish-speaking communities in the Mission, SoMa, and Tenderloin neighborhoods.

SUBSTANCE & BEHAVIORAL HEALTH

In 2022, we supported people who use or used drugs with counseling, practical harm reduction information, and safer use supplies including the overdose reversal medication naloxone. We served about 600 clients with substance use counseling and support through the Stonewall Project, and were able to expand contingency management services to meet a growing need for stimulant use support. We provided 38,547 doses of the overdose reversal medication Narcan/naloxone, 5,127 overdose reversals were reported back to us, and we continued to provide on-demand disposal services through our Pick Up Crew. With a continued need to address the overdose crisis in San Francisco, our policy team focused on advocacy work to gain support or and open safe consumption services.



SEXUAL HEALTH

Last year, we continued to be a city-wide leader in HIV testing and diagnosis, PrEP, and other sexual health clinical services. We provided 12,108 HIV tests and engaged 2,906 people in our PrEP program, nearly 60% of whom identify as Black, Indigenous, and People of Color. We served 200 trans and non-binary clients through our TransCare program, and began providing the injectable PrEP medication CAB-PrEP. In just the last month of the calendar year, we provided 274 clients with Doxy PEP—a medication that prevents STIs.

