



OUR LEADERSHIP



OUR VISION



OUR LOCATIONS



OUR WORK



OUR PARTNERS



OUR SUPPORTERS



OUR FINANCIALS



CLOSER THAN EVER

As 2019 begins, San Francisco is closer than ever to achieving our goal of zero: zero new HIV infections, zero AIDS-related deaths, and zero HIV stigma.

According to the San Francisco Department of Public Health, in 2017, there were 221 San Franciscans diagnosed with HIV—an incredible 58% decline over the last decade, and nearly three-quarters of the 16,000 people living with HIV in San Francisco are virally suppressed.

San Francisco AIDS Foundation is proud of the leadership we have provided to help end the AIDS epidemic throughout our 37 years of service to the community, including providing free-of-charge services to more than 25,000 people this past year. But, we also know that our work must continue to evolve in order to meet the changing needs of our community, especially in these times that are anything but normal.

The fight to end AIDS has never just been just a public health issue; it is and always has been a social justice issue. To achieve our ambitious goal of zero, our city must ensure that everyone can exercise the same rights. Rights like health care, housing and freedom from discrimination. In order to end the AIDS epidemic, we must fight to undo the systems of oppression that bar people from being healthy.

Guided by our commitment to health equity, this past year, we continued to expand our services for communities that experience disparities in HIV infections and deaths because we know that 221 diagnoses is still 221 too many. As you will read in the following report, we successfully engaged more people of color into our prevention programming and we provided more social support services for long-term survivors. We grew our syringe access and disposal efforts, and successfully advocated for housing and other policies that address the systemic barriers our community faces.

Our accomplishments would not be possible without our partners, volunteers and donors, who have made vital contributions toward our vision of ending AIDS. We look forward to deepening our work together in the years ahead as there is much to be excited about on the horizon.

In summer 2019, we look forward to sharing our new strategic plan with you. This bold plan will serve as a roadmap for addressing the disparities in sexual health and substance use through expanded services, advocacy and partnerships.

Then in July 2020, our city in collaboration with Oakland will host the International AIDS Conference. This will be the first time the conference will be back in the Bay Area in over 30 years. The conference will give us an incredible opportunity to celebrate our progress, build long-standing partnerships across the Bay, and remind the world that AIDS is not over.

Thank you for your support and partnership. Together, we will prove that anything is possible when we act together. Even ending AIDS.

With gratitude,

Joe Hollendoner, CEO

Mary Cha-Caswell, Chair, Board of Directors



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OUR VISION

San Francisco can be the first U.S. city to end the local HIV epidemic. Since 1982, we've worked to radically reduce new infections and help people living with HIV achieve viral suppression because we refuse to accept that HIV is inevitable.

Our work is guided by three ambitious, interconnected goals.

- 1 Build healthier communities**
by fostering personal resilience and social support.
- 2 Reduce new HIV diagnoses**
to fewer than 100 per year in San Francisco by 2019.
- 3 Ensure that at least 80%**
of all HIV-positive San Franciscans are virally suppressed in order to improve their health and lifespan.



OUR WORK

Our work in 2018 faced challenges in a changing landscape, as San Francisco saw two new mayors and a deepening opioid and overdose epidemic. Meanwhile, chaos in Washington, D.C. continued to threaten access to care for countless people living with or at risk for HIV.

Data released by the San Francisco Department of Public Health underscored local progress toward ending the HIV epidemic, but also showed growing health disparities related to new HIV infections and access to HIV treatment.

Disparities continue to be especially pronounced within communities of color, people experiencing poverty and homelessness, transgender and gender non-binary individuals and people who use drugs and alcohol.

In 2018, more than 25,000 people accessed our programs and services that are intentionally built to serve these priority communities.

Our work addresses these concerns through five interconnected program areas.

Sexual Health

Substance & Behavioral Health

Engagement & Retention

Social Support

Policy & Public Education



Sexual health screenings and express PrEP follow-ups for clients who:

ARE NOT	HAVE NOT	DON'T WANT
experiencing symptoms or seeking treatment	been exposed to a sexually transmitted infection (STI)	any vaccines, counseling, or treatment

Hours:

10am-1pm	2:30pm-4pm
10am-1pm	2:30pm-6pm
10am-1pm	3pm-4pm

**EXPRESS
CHECK-IN
ONLY**

SEXUAL HEALTH

Providing care specifically designed for our communities is what our sexual health services are known for. In 2018, we served more people than ever.

We launched QTPOC (Queer & Trans People of Color) at Strut, a weekly health and wellness initiative aimed at leveraging the full availability of services to communities most affected by health disparities. We expanded sexual health service offerings at both our Mid-Market and 6th Street Harm Reduction Center locations and increased our mobile testing efforts. Our navigation and benefits team reduced barriers to PrEP through same-day access, insurance and benefits enrollment and ongoing client support. In 2018, this included adding a dedicated case manager to assist clients experiencing barriers to PrEP adherence.

15,791 HIV tests were provided at all sites, an increase of **17%** from the prior year

1120% increase in encounters at **Magnet Express**, our rapid sexual health screening service in the Castro

PrEP enrollment increased **32%** among Black clients, **36%** among Latino clients and **13%** overall



SUBSTANCE & BEHAVIORAL HEALTH

Substance use is one of many factors impacting HIV risk, and people living with HIV who inject drugs have the lowest viral suppression rate of any transmission category.

Our substance and behavioral health services are based on principles of harm reduction. We work in partnership with clients who use crystal meth, cocaine, heroin, alcohol and other drugs to help them create the goals that make sense in their lives.

In 2018, we increased citywide syringe disposal efforts, sending out teams 12 hours a day, 7 days a week. We expanded hepatitis C linkage to care efforts, increased hepatitis C treatment offerings at the 6th Street Harm Reduction Center — and launched a peer hepatitis C program designed to engage those who have completed treatment as partners in our work.

We expanded services available at our 6th Street Harm Reduction Center, increased substance use programming for people of color and armed community members with more overdose prevention supplies than ever before, resulting in more reported opioid reversals.

5,002 doses of the life-saving opioid overdose reversal medication **naloxone** were distributed

984 lives saved through overdose reversal training and distribution

96% of **The Stonewall Project** participants reported that the program helped them reach their harm reduction goals

52 people completed hepatitis C treatment and **were cured**

105 people enrolled in our hepatitis C **navigation services** to gain access to treatment

19% increase in clients participating in **PROP**, a contingency management program for gay, bi, queer and trans men who have sex with men and trans women who use methamphetamines

3 new groups were launched **for people who use substances**, specifically for people of color and people experiencing homelessness



ENGAGEMENT & RETENTION

A critical component of our work is ensuring people living with HIV have access to health care services, housing and public benefits. Through these services, we are helping people achieve viral suppression, ensuring better health outcomes and preventing new transmissions.

Our teams ensure access to housing through the provision of rental subsidies to people living with HIV and coordinate access to other public benefits including drug assistance programs, insurance and food services. Peer education, linkage to HIV care and ongoing support for newly diagnosed and out-of-care people living with HIV help increase or maintain viral suppression.

Our two Centers of Excellence work with clients who have co-occurring HIV, mental health and/or substance use diagnoses to provide intensive medical case management and other supportive services to improve viral suppression.

629 people gained access to **housing subsidies and benefits**

281 people received **1-on-1 support** to connect to medical services

91% of newly-diagnosed clients at SFAF were **linked to medical care**



SOCIAL SUPPORT

We cannot end the HIV epidemic in San Francisco until all communities have equal access to health care, housing, education and social support.

In San Francisco, African-American and Latino men have the highest rates of new HIV diagnoses and the lowest rates of viral suppression of any racial/ethnic group. Transgender and gender non-binary individuals experience high rates of HIV transmission and have lower rates of viral suppression, and 65 percent of people living with HIV are over age 50.

Our teams provide social support, health education, housing advocacy, and case management services in safe and supportive spaces that center Black and Latinx communities, transgender and gender non-binary people, and long-term HIV survivors over age 50. Our teams work across program areas to ensure that clients have access to the entire spectrum of services offered by the foundation.

347 long-term survivors gathered to attend sessions on aging with HIV, cultural events, service and volunteer projects, and advocacy activities through the Elizabeth Taylor 50-Plus Network

151 trans and non-binary people joined groups, workshops and trainings focused on resilience and building community

3,823 meals were provided during **Latino Programs** events

159 individuals **received testing** through partnerships with Black Brothers Esteem and the DREAM Project



POLICY & PUBLIC EDUCATION

We champion evidence-based HIV/AIDS policy at the local, state and federal levels, fighting every day to protect the human rights of people at risk of and living with HIV.

2018 brought both unprecedented policy challenges and windows of opportunity. Attacks on federal funding for HIV programs and on the Affordable Care Act threatened millions of lives. In Sacramento, lawmakers debated and ultimately passed a bill that would have allowed San Francisco to pilot overdose prevention services. Locally, voters overwhelmingly voted to tax corporations making over \$50 million in revenue annually in order to double the budget for housing.

Federally, our policy team served on the End of HIV/AIDS Community Plan team, which will influence federal policy and funding updates to the National HIV/AIDS Strategy and the End of HIV Plan, developed by the Trump Administration.

Our team increased awareness of the effectiveness of supervised consumption services (a.k.a. overdose prevention programs) through community education events in San Francisco, and made tremendous strides in securing legislative support for AB 186, which would have authorized a pilot program in San Francisco. Ultimately, AB 186 was vetoed by Governor Brown, but we look forward to trying again in 2019.

In 2018, our team also worked to expand California's PrEP Assistance Program so that more people across the state can access PrEP. And, we helped organize a statewide coalition of more than 130 organizations to call on Governor Newsom and the state legislature to convene a taskforce to end the HIV, hepatitis C (HCV) and STD epidemics in California.

Our public education initiatives brought information about viral suppression, HIV stigma, PrEP, sexual health and the latest news on HIV to audiences across the globe. Last summer, Douchie, our "spokescharacter" for anal health, brought a taboo topic into conversations for thousands of website visitors, and led many to services available at Strut.



POLICY & PUBLIC EDUCATION

\$5 million increase to **hepatitis C** funding for the Centers for Disease Control and Prevention (CDC)

\$19 million increase in the Housing Opportunities for People with AIDS (**HOPWA**)

Secured a **\$5 million increase** in **HIV prevention funding** in California

More than 300 letters of support were sent to Governor Brown in support of AB 186 by members of **our advocacy network**

3.6 million visitors read about **HIV health and new research** on one of our websites in 2018

Sexual health FAQs about PrEP created through the Building Healthy Online Communities initiative were viewed nearly **1 million** times by U.S. users of the Grindr app



OUR LOCATIONS

We provide services through three main sites in SoMa, Mid-Market/Tenderloin, and the Castro neighborhoods, through our mobile testing unit, and in several pop-up sites around San Francisco.

Strut

6th Street Harm Reduction Center

1035 Market Street

Mobile Testing

Satellite Outreach Sites



STRUT

Strut, our health and wellness center in the Castro, provides a center for sexual health services, substance & behavioral health groups and 1-on-1 counseling, social support programs and community events.



6TH STREET HARM REDUCTION CENTER

At the 6th Street Harm Reduction Center in the SoMa/Tenderloin neighborhood, community members can participate in drop-in programming and groups, health assessments and counseling, HIV/HCV testing and navigation as well as HCV treatment. Sterile syringes are available at the Harm Reduction Center which also serves as a main location for proper disposal and collection.



1035 MARKET STREET

Our main office at 1035 Market Street is home to several social support activities, sexual health services, substance and behavioral health programming, as well as our engagement & retention, operations, finance, marketing and fundraising teams.



MOBILE TESTING

Mobile HIV/STI testing lowers barriers to sexual health care by providing services outside traditional business hours in locations not served by brick-and-mortar clinics. Our mobile testing unit visits parks, bars and community centers around San Francisco. With mobile testing, our teams are able to reach priority community members and build partnerships with other community organizations.



SATELLITE OUTREACH SITES

One of the main principles of harm reduction is providing low-threshold, compassionate services that “meet people where they are at” without judgement. Our satellite syringe access sites allow us to do just that: Our teams operate in 6 different sites throughout the community at various times during the week.

Our Syringe Pick Up Crew works to keep San Francisco safer for everyone by picking up improperly discarded syringes from neighborhoods across San Francisco. The team is available to respond to community reports 84 hours per week.



OUR PARTNERS

We are stronger together. Working alongside dozens of community partners who share our goals, we are able to broaden the impact in our communities.

PARTNER SPOTLIGHT

In 2018, we served thousands of injecting and non-injecting drug users—many experiencing homelessness or housing insecurity—with critical health and syringe access services through our collaboration with Glide, Homeless Youth Alliance, San Francisco Drug Users' Union and St. James Infirmary as part of the Syringe Access Collaborative.

With funding from the San Francisco Department of Public Health (SFPDH) Community Health Equity & Promotion Section and in partnership with the Street Medicine team and other SFPDH departments, we substantially increased our street-based outreach, safer disposal services, low-threshold medication-assisted treatment, substance use counseling and treatment referrals, overdose prevention and Naloxone distribution and hepatitis C testing and treatment.

We are grateful to our Syringe Access Collaborative partners for continuing to prioritize the health and dignity of people who inject drugs and use substances in our community with passion and with empathy.



OUR COMMUNITY PARTNERS

The impact of our work would not be possible without collaborations with dozens of community partners.

AGUILAS	HIV Story Project	San Francisco Fire Department
AIDS Emergency Fund	Homeless Advocacy Project	San Francisco General Hospital, Positive Health Program
AIDS Legal Referral Panel	Homeless Youth Alliance	San Francisco LGBT Center
Alameda Point Collaborative	Horizons Unlimited	San Francisco Mayor's Office of Housing and Community Development
Alliance Health Project	Hospitality House	San Francisco Office of Economic and Workforce Development
Asia Pacific Islander Equality Northern California	Independent Living Resource Center of San Francisco	San Francisco State University Center for Research and Education on Gender and Sexuality
Baker Places, Inc.	Instituto Familiar de la Raza	San Francisco Suicide Prevention S.F. Juneteenth Celebration
Bay Area Legal Aid	La Casa de las Madres	The Shanti Project
Behavioral Health Access Center	La Clínica de la Raza	Shelter Plus Care
The Billys Foundation	Larkin Street Youth Services	South of Market Health Center
Brilliant Corners	The LGBT Asylum Project	Southeast Health Center
California Association of Free and Charitable Clinics	Lutheran Social Services	St. Anthony's Foundation
California HIV/AIDS Research Program	LYRIC	St. Francis Foundation
California State Office of AIDS	Lyon-Martin Health Services	St. James Infirmary
Carnaval San Francisco—Health Pavilion	Maitri-Compassionate Care	Street Level Health Project
Castro Cares	Mission Graduates	Tenderloin Health Improvement Partnership
Castro Community Business District	Mission Neighborhood Health Center	Tenderloin Tessie
Castro Country Club	Mission Neighborhood Resource Center	TGI Justice Project
Castro Merchants (MUMC)	MPact	Tiburcio Vasquez Health Center
Clínica Martín-Baro	National AIDS Memorial Grove	Tom Waddell Health Center
Catholic Charities	National Institute on Drug Abuse	Transgender Law Center
Centers for Disease Control and Prevention	Native American Health Center	Tri-City Health Center
César E. Chávez Institute	The Northern California Dr. Martin Luther King, Jr. Community Foundation (NorcalMLK)	Trikone
City of Refuge	Openhouse	UC Berkeley School of Public Health
Compass Family Services	Our Town SF	UCSF 360: The Positive Care Center
Covered California	On Lok Lifeways	UCSF Alliance Health Project
East Bay Advancing Care	PAWS	UCSF Center for AIDS Prevention Studies
Dignity Fund Coalition	Poder	UCSF Center of Excellence for Transgender Health
Dolores Street Community Services	Positive Resource Center	UCSF Golden Compass
DOPE Project	Positive Women's Network	UCSF School of Dentistry
Drug Policy Alliance	Progress Foundation	Universidad Nacional Autónoma de México
EFNIKS	Project Homeless Connect	University of the Pacific School of Dentistry
El/La Para TransLatinas	Project Inform	Universidad Pedagógica Nacional de México
Family Caregiver Alliance	Project Open Hand	Universidad Autónoma de Zacatecas
Frameline	Queer Lifespace	Ciencias de la Salud
Gay Asian Pacific Alliance Foundation (GAPA)	Rafiki Coalition for Health and Wellness	Westside Community Services
Getting to Zero	Red Envelope Giving Circle	Women's Community Clinic
GLIDE	Red and Orange House Foundation	YTH
Grand Ducal Council of San Francisco	Richmond Area Multi-Services Inc. (RAMS)	
Gubbio Project	San Francisco Community Health Center (formerly API Wellness)	
Habitat for Humanity	San Francisco Department of Aging & Adult Services	
Harm Reduction Coalition	San Francisco Department of Public Health	
Harm Reduction Therapy Center	San Francisco Drug Users' Union	
HealthRIGHT 360		
HIV/AIDS Provider Network (HAPN)		



OUR SUPPORTERS

We are grateful for the strong support of our donors, event participants, corporate and institutional partners and volunteers. Their contribution not only makes our work possible, it affirms our belief that we can achieve our goal of zero new HIV infections, zero AIDS-related deaths and zero HIV stigma.



DONORS

The generosity of our individual donors not only makes our work possible, it affirms our belief that we are in it together. San Francisco AIDS Foundation acknowledges the leadership and commitment of those dedicated to empowering our work.

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Thank you to all those who donated.

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San Francisco can be the first city to achieve zero new HIV infections, zero AIDS-related deaths and zero HIV stigma. The First City Club is a community of our major donors whose members contribute \$1,000 or more directly to the Annual Fund, ensuring ongoing direct services to clients. First City Club members receive special invitations to events and discussions hosted by San Francisco AIDS Foundation.

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Year round, events like AIDS/LifeCycle, Dining Out For Life, Santa Skivvies Run and Do It Yourself Events bring the broader community into our efforts to end AIDS. These events raise awareness around what HIV means today, how our community is driving progress forward and how each of us can play our part in making that progress possible.

AIDS/LifeCycle

Dining Out For Life

Santa Skivvies Run

Do It Yourself Events



AIDS/LIFECYCLE

AIDS/LifeCycle is a seven-day, 545-mile bike ride from San Francisco to Los Angeles.

In 2018, AIDS/LifeCycle participants and donors raised \$16.7 million for the HIV-related services of San Francisco AIDS Foundation and the Los Angeles LGBT Center.

10K CLUB

Thanks and congratulations to AIDS/LifeCycle participants who raised \$10,000 or more.

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Each year, dedicated volunteers host participating restaurants for Dining Out For Life San Francisco. These Ambassadors share information about San Francisco AIDS Foundation programs and services and raise critical funds for our work.

Thank you to the 2017 Dining Out for Life Ambassadors and donors for their commitment to the cause.

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Sean Harris

Joe Hollendoner
Leora Lerba
Melissa Lewis
Sean Livingston
Matthew Marquis
Chip McAllister
Travis Monson
Natasha Moses
Bonnie Nozawa
Russell Roybal
Eric Rozendahl
Alfredo Silva
Gary Snow
Lisa Sterman, MPH, MD
Clyde Stormont
A.J. Summa
Christopher Vasquez
Scott Ward



SANTA SKIVVIES RUN

Santa Skivvies Run is a festive one-mile run through the Castro that raises funds for our HIV prevention, support and care services. These participants and donors went above and beyond in 2017, so we extend a very merry thanks to them all!

PARTICIPANTS: \$1,500–\$4,999

Kevin Atkinson
Sai-Wing Chan
Joshua Edwards
Steffen Gauss
Christopher Hall
Jared Hemming
Steven Huang
Alex Locust
Alfredo Silva



DO IT YOURSELF EVENTS

Throughout the year, our supporters create their own opportunities to raise funds and awareness for our work. In 2017, these participants took on the Santa Cruz Triathlon, threw parties for their friends, and for the first time, a dedicated group of runners participated in the San Francisco Marathon as Team SFAF. We are extremely grateful for their significant impact and for the donors who supported their efforts.

PARTICIPANTS: \$1,500+

Jason Barnard
Helen Faith
Max Hamilton



PARTNERS

Our work counts on support from all parts of the community, especially leaders of business and philanthropy. Our development team works closely with corporate partners to identify partnership opportunities focused on volunteer engagement, programmatic support and much more.

Corporate Partners

Institutional Partners

In-kind Contributions

Campaign for Health & Wellness



CORPORATE PARTNERS

Without contributions from business leaders, we would not be where we are today in addressing the needs of those affected by HIV. We are grateful for the continual innovation and commitment demonstrated by our corporate partners.

\$100,000+

Chevron Corporation
Gilead Sciences, Inc.
Google
Anonymous

\$50,000–\$99,999

Bank of America
Tito's Handmade Vodka
Wells Fargo

\$25,000–\$49,999

FedEx Corporation
Janssen Scientific Affairs, LLC
Napo Pharmaceuticals, Inc.
United Airlines

\$15,000–\$24,999

Adobe Systems, Inc.
Cisco Systems
Facebook
Morrison & Foerster LLP
Uber
Visa International

\$10,000–\$14,999

AbbVie
Alto Pharmacy
BlackRock
Cycling Sports Group
EY
Gap Foundation
Genentech, Inc.
Hellman & Friedman
IBM
JPMorgan Chase
Netflix
Sports Basement
The Lam Research Corporation
Walgreens

\$5,000–\$9,999

Airbnb
Atlassian Inc.
Bayer
Bloomberg L.P.
Cornerstone Research, Inc.
E&J Gallo Winery
Eaze
Electronic Arts
Hamilton Group
Hercules Technology Growth Capital, Inc.
Intel
Johnson & Johnson
LinkedIn Matching Gifts Program
McKesson Corporation
Microsoft Corporation
PayPal Giving Fund
PwC
Rigel Pharmaceuticals, Inc.
The Charles Schwab Corporation
Thera Technologies
Walt Disney Company Foundation
Zuni Cafe



INSTITUTIONAL PARTNERS

The continuation of our work relies on the investment of other organizations who share our focus on improving the health and wellbeing of our community. These vital partnerships fund some of our most essential programs and services.

\$100,000–\$299,999

Salesforce.org

\$50,000–\$99,999

Kaiser Permanente
Levi Strauss Foundation
M.A.C. AIDS Fund

\$25,000–\$49,999

Broadway Cares/Equity Fights AIDS
PwC Charitable Foundation
The Coca Cola Foundation
The Richard Grand Foundation

\$10,000–\$24,999

Chevron Humankind
Ring-Miscikowski Foundation
The PG&E Corporation Foundation
Walmart Foundation
Community Thrift Store
VMWare Foundation

\$5,000–\$9,999

AIDS Walk San Francisco
America's Best Local Charities (ABLC)
eBay Foundation
Feather Foundation
GE Foundation
The John and Marcia Goldman Foundation



IN-KIND CONTRIBUTIONS

These companies and businesses have provided goods and services necessary to support and continue the work of San Francisco AIDS Foundation.

\$100,000+

McDermott Will & Emory LLP
Morrison & Foerster LLP
NASEN

\$50,000–\$99,999

CLIF Bar, Inc.
Cycling Sports Group
Grindr
Peet's Coffee
The Coca-Cola Co.
Southern California University of Health

\$20,000–\$49,999

American Medical Response
Jakroo
Toyota Motor Sales USA, Inc.

\$5,000–\$19,999

Boudin Bakery
FedEx Corporation
GoHealth Urgent Care
Nuun and Company
RockTape
Shartsis Friese LLP
Sports Basement
University of California San Francisco
Uber
Uber Health



VOLUNTEERS

Volunteers, with their generosity of time and talent, are an integral and indispensable cornerstone to our work. They are committed, passionate and fierce advocates for our mission who are positively and powerfully making our community stronger every day. We are a better organization because of their vital contribution.

Last year, more than 2,400 volunteers contributed nearly 79,000 hours of service to the organization. They provided HIV test counseling, distributed the lifesaving overdose reversal drug Narcan, supported AIDS/LifeCycle riders, assembled hygiene kits and so much more.

Inspired? Learn more about our exceptional volunteering opportunities for individuals or groups at sfaf.org/volunteer.



OUR FINANCIALS

San Francisco AIDS Foundation is committed to ensuring funds are used responsibly and that financial information is made readily available. We are among a distinguished group of charitable organizations that have been awarded the highest rating—four out of four stars—by Charity Navigator, the largest independent charity evaluator in the U.S. A four star “exceptional” rating is given to the top 25% of rated charities for sound fiscal management and a commitment to accountability and transparency.

We are diligent about maximizing the impact of your donation. In 2018, 87 cents of every dollar donated went directly to the life-saving programs and services provided to our clients.

The financial information included here is derived from our audited financial statements for the fiscal year ended June 30, 2018. A complete copy is available at sfaf.org/about-us/financial-information.

STATEMENT OF FINANCIAL POSITION

As of June 30, 2018 and June 30, 2017
\$000

ASSETS

Cash	\$ 1,910	\$ 2,622
Investments	13,272	12,652
Accounts receivable	5,538	2,279
Contributions receivable, net	635	624
Prepaid expenses	611	572
Security deposits and other assets	123	125
Property and equipment, net	6,379	7,482

Total Assets	\$ 28,468	\$ 26,356
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LIABILITIES

Accounts payable and accrued expenses	\$ 2,348	\$ 2,143
Accrued payroll and related liabilities	1,427	1,236
Deferred rent	1,036	1,270
Refundable advances	161	165
Capital lease obligations	44	70

Total Liabilities	5,016	4,884
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NET ASSETS

Unrestricted	\$ 22,336	\$ 19,918
Temporarily restricted	696	1,134
Permanently restricted	420	420

Total Net Assets	23,452	21,472
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TOTAL LIABILITIES & NET ASSETS	\$ 28,468	\$ 26,356
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STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

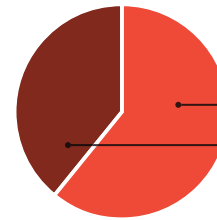
Years Ended June 30, 2018 and 2017
\$000

	2018	2017
PUBLIC AND GOVERNMENT SUPPORT		
Government grants	\$ 15,503	\$ 14,134
Contributions and grants		
Individuals	1,384	1,470
Corporations and foundations	1,331	1,032
Donated goods and services	1,393	949
Special events (net)	8,546	8,102
Subtotal public and government support	28,157	25,687
REVENUES AND GAINS		
Net realized and unrealized gain		
on investments	\$ 387	\$ 747
Investment income	223	176
340B drug pricing program	10,699	4,747
Other	434	1,391
Subtotal revenues and gains	11,743	7,061
Total public and government support, revenues and gains	39,900	32,748
EXPENSES		
Program services	\$ 33,183	\$ 27,221
Fund development	4,155	4,115
Support services	582	637
Total expenses	37,920	31,973
Transfer of net assets— termination of fiscal sponsorship	—	(177)
Change in net assets	1,980	598
NET ASSETS, BEGINNING OF YEAR	\$ 21,472	\$ 20,874
NET ASSETS, END OF YEAR	\$ 23,452	\$ 21,472



AT A GLANCE

Year Ended June 30, 2018
\$000



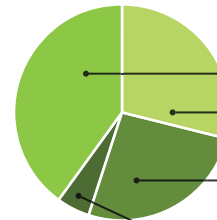
SOURCES OF REVENUE

Private Giving and Other Non-Government Sources	\$ 24,397
Government Grants	15,503
Total	\$ 39,900



EXPENSE ALLOCATION BY FUNCTION

87% Program Services	\$ 33,183
11% Fund Development	4,155
2% Support Services	582
Total	\$ 37,920



EXPENDITURES BY PROGRAM AREA

40% Sexual Health Services	\$ 13,402
29% Substance and Behavioral Health Services	9,703
26% Linkage & Retention Services & Social Support Services	8,632
5% Policy & Public Education	1,446
Total	\$ 33,183



San Francisco AIDS Foundation

1035 Market Street
San Francisco, CA 94103
(415) 487-3000

sfaf.org

Strut

460 Castro Street
San Francisco, CA 94114
(415) 437-3400

strutsf.org

Sixth Street Harm Reduction Center

117 6th Street
San Francisco, CA 94103

sfaf.org/client-services/syringe-access

This report is available online at
annualreport.sfaf.org