





OUR ACCOMPLISHMENTS, WITH YOU

The year 2021 brought many challenges for San Francisco AIDS Foundation and our community, as we navigated the second year of the global COVID-19 pandemic. These challenges showcased the significant resilience of our organization and our community, and have highlighted the critically important ways our agency and staff are able to respond in times of crisis.

Last year, we experienced a surge in demand for sexual health services, PrEP, and HIV testing at our Magnet clinic, after many community members postponed their normal schedule for care during the first year of the pandemic. Meeting this increase in demand, while maintaining COVID-19 safety protocols and building out COVID-19 vaccine services became a focus for our clinical team. I am proud to report that our clinic has been able to safely remain open throughout the pandemic, ensuring that our community has access to HIV care, PrEP, sexual health care, gender-affirming care, and other essential health services.

As COVID-19 vaccines became available, we focused on reaching our communities of highest need: people experiencing homelessness or unstable housing in the SoMa/Tenderloin neighborhood, monolingual Spanish-speakers, BIPOC community members, long-term survivors, and transgender and non-binary folks. In collaboration with our Latinx Health program team, our Trans Care team, our Black Health team, and other community engagement staff, our clinical team provided priority vaccines and outreach to these communities.

Our substance use program The Stonewall Project and our community engagement programs innovated their models of care to provide virtual and telehealth delivery of one-on-one and group support. Investments in technology—for clients in addition to staff—have enabled us to reach clients and participants conveniently and safely during the pandemic. This year, we were also able to bring a limited number of in-person services to clients and community members, filling a significant need in the community for face-to-face harm reduction counseling, support services, and connection.

One of the most significant challenges we faced—and continue to face—is the overdose crisis. Last year, we lost more than 600 San Franciscans to drug overdose. Our harm reduction teams ramped up the delivery of overdose prevention education and resources, and created a new program for overdose prevention in shelter-in-place hotels. Our policy and advocacy team made strides in educating the community about the overdose crisis, and gathered support for the establishment of safe consumption services in San Francisco.

Thank you for your continued support as we enter a new year, and the fourth year of our five-year strategic plan. Although we have much to accomplish in the years ahead, we look forward with hope and optimism, as we welcome a new CEO at the helm. We are buoyed by the strength and devotion of our supporters, donors, volunteers, staff, board members, and event participants.

In service,

Kevin Rogers, interim CEO



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OUR VISION

San Francisco AIDS Foundation envisions a future where health justice is achieved for all people living with or at risk for HIV. Ultimately, San Francisco AIDS Foundation strives for a day when race is not a barrier to health and wellness, substance use is not stigmatized, HIV status does not determine the quality of one's life, and HIV transmission is eliminated.

Our mission is to promote health, wellness, and social justice for communities most impacted by HIV, through sexual health and substance use services, advocacy, and community partnerships.

In 2019, we launched a five-year strategic plan that describes how we will align our human and financial resources to the following strategic priorities, with a focus on ensuring equitable access and utilization by Black, Indigenous and all people of color and other priority communities.

- 1 Maintain, expand and pilot HIV, hepatitis C, and STI prevention and treatment, and other sexual health services to ensure equitable access and utilization by people of color.**
- 2 Maintain, expand and pilot substance use services, syringe access, and overdose prevention efforts including establishing safer injection sites.**
- 3 In partnership, create a comprehensive network of health and wellness services for people over the age of 50 who are living with HIV.**

For more about our strategic plan, please visit sfaf.org/about-us/our-mission.



OUR WORK

In 2021, we pushed forward in our work while we confronted a number of unprecedented challenges related to the global COVID-19 pandemic. We kept all of our programs, services, and virtual offerings open, free, and available to our community, and expanded and evolved our services in some key areas including in our COVID-19 response.

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. Last year, more than 21,000 people accessed our programs and services.

Sexual Health

Substance & Behavioral Health

Long-term Survivors

COVID-19 Response



SEXUAL HEALTH

As one of the largest community-based providers of sexual health, HIV, and PrEP services in San Francisco, we know that it is critical for us to keep our doors open to anyone who needs these essential services. Although we experienced a dip in service utilization during the first year of the COVID-19 pandemic, the number of clients we served nearly returned to pre-pandemic levels by the summer, including in HIV testing and PrEP enrollments. With an eye towards equity, we ensured that our free services prioritized and centered Black, Indigenous, and People of Color (BIPOC) communities; last year, more than 50% of people who enrolled in our PrEP program identified as a person of color.

We made significant investments in our Trans Care program last year, a trans-led program providing sexual health services, gender-affirming care, and harm reduction services to transgender, non-binary, and intersex community members. We are filling a significant need in the community, by offering free gender-affirming hormones, safer injection assistance, and other services that are oftentimes overlooked by healthcare providers that don't specialize in trans healthcare.

Beyond the clinic, our policy and advocacy team was successful in securing \$10 million in additional funding for HIV, viral hepatitis, and STI prevention, treatment, and care services at the state level through the End the Epidemics coalition. We also supported the passage of AB 789, which mandates hepatitis B and C test offerings in primary care settings in California, and co-sponsored the successful SB 306, which improves sexually transmitted infection prevention services. On the local level, our policy team and HIV Advocacy Network members secured funding in the San Francisco City budget for HIV housing, prevention, and care.

10,483 HIV tests were provided at all sites.

41 newly-diagnosed people started **rapid treatment for HIV**.

29 people were **newly diagnosed with HIV** at one of our testing sites.

99 people living with HIV and out of care received **interim HIV medications**.



35,732 doses of the life-saving opioid overdose reversal medication **naloxone** were distributed.

6,322 overdose reversals reported.

21 people completed hepatitis C treatment and **were cured**.

SUBSTANCE & BEHAVIORAL HEALTH

We provide substance use support based on the principles of harm reduction. Meeting people “where they are,” our counselors, health educators, and frontline staff work with clients and participants to improve their health and meet their substance use goals.

Through The Stonewall Project, we served 420 community members with 5,000 individual hours of substance use counseling—helping clients reach goals including abstinence, managed use, targeted use, and reduced harm. We continued to expand our contingency management program (PROP), an easy-to-access program for people interested in changing their stimulant use. Last year, we offered drop-in PROP support at our Harm Reduction Center and also at our mobile syringe access site in the Bayview.

With the number of fatal overdoses in our City on the rise, overdose prevention became a central part of our client and advocacy work last year. Because solitary living conditions can amplify risk of overdose, we collaborated with shelter-in-place hotels to provide easily-accessible, round-the-clock harm reduction and overdose prevention supplies at “stations” in hotel common areas. And, we worked with hotel managers to educate them about the importance of these life-saving tools and strategies.

Through our physical locations, street outreach, and mobile sites, we distributed 35,732 doses of the overdose reversal medication Narcan to community members. Incredibly, more than 6,000 overdose reversals were reported back to our staff, and in a survey of participants, 60% reported that they had used Narcan to save a life in the previous year.

Last year our policy team, with our HIV Advocacy Network, pushed hard for the establishment of safe consumption services (SCS) in San Francisco, capitalizing on the momentum to implement these life-saving services across the country. We fought hard to pass legislation in order to allow the operation of SCS in California, and pressed City officials on establishing local protections for these services. Locally, we focused on educating our community about the ongoing overdose crisis through a well-publicized “die-in” outside City Hall, and the social marketing campaign “Justice for People Who Use Drugs.” Ultimately, the need to advocate for SCS in San Francisco continues, and we remain committed to establishing these services when sanctioned to do so.

Other policy and advocacy accomplishments include securing \$3 million in funding for the California Syringe Exchange Clearinghouse, a significant victory which will benefit syringe access programs across the state. And, we co-sponsored AB 1344, which protects crucial public health initiatives like syringe access programs across the state from being blocked.



LONG-TERM SURVIVORS

A growing proportion of our clients and community members living with HIV are over age 50, and confronting a unique set of challenges related to housing, isolation, social support, and health. Realizing the growing need to support long-term survivors, and others aging with HIV, we expanded upon our Elizabeth Taylor 50-Plus Network and formed an “Aging Services” department. An increase in staffing in this area has allowed us to serve an even greater number of clients with counseling and case management, linkage to health and social services, and social support (with both virtual and in-person offerings).

Throughout the COVID-19 pandemic, the Elizabeth Taylor 50-Plus Network and Black Brothers Esteem have continued to offer a variety of virtual social support options, including book clubs, game nights, coffee meet-ups, and more. In more recent months, the groups have shifted towards more in-person gatherings with COVID-19 safety precautions in place.

On the policy and advocacy side, we were successful in advocating for people living with HIV in the San Francisco City budget, securing \$750,000 in HIV housing subsidies and \$200,000 for mental health for long-term survivors. As an integral part of the End the Epidemics Coalition, we secured \$5 million to establish HIV and aging demonstration projects in California. We also advocated for and helped to pass SB 258, the HIV and Aging Act, which designates older people living with HIV as a population “of greatest need,” and will help to improve access to a wide range of services for older adults with HIV.

82% of clients in social support programs were **over age 50** in 2021.

347 individuals living with HIV **received housing subsidies** to help maintain their housing.



COVID-19 RESPONSE

We deepened and refined our COVID-19 response work during the second year of the pandemic, continuing to prioritize communities who may be excluded from “traditional” healthcare services.

Our Latinx Health department worked closely with the Clinical Services team to provide invaluable expertise in reaching Spanish-speaking communities in San Francisco. The bilingual team served as case investigators and contact tracers earlier in the year, reaching individuals in congregate settings in the Mission, Tenderloin, and SoMa neighborhoods. As active participants in the city-wide Latinx COVID-19 Response and Recovery Working Group, the team strategized and implemented COVID-19 mitigation strategies for Latinx essential workers and their families.

Once COVID-19 vaccines became available, we pivoted to Spanish-language vaccine outreach and education. With staff and community member “Promotores de Salud,” the team engaged thousands of people in single room occupancy (SRO) hotels, on the street, and at community gatherings with information and linkage to COVID-19 vaccines.

Transgender and non-binary communities are another population we have centered in our COVID-19 vaccine outreach. In honor of Trans Day of Visibility, we provided priority COVID-19 vaccines to people who identify as transgender, gender non-conforming, and intersex (TGNCI).



OUR LOCATIONS

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

Strut

6th Street Harm Reduction Center

1035 Market Street

Mobile Syringe & Health Service Sites



STRUT

Strut, our health and wellness center in the Castro, provides a center for sexual health services, substance and 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 check in with a health educator, access harm reduction and overdose prevention supplies, as well as dispose of used works properly.

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 policy, operations, finance, marketing, and fundraising teams.

MOBILE SYRINGE & HEALTH SERVICE SITES

One of the main principles of harm reduction is providing low-threshold, compassionate services that “meet people where they are at” without judgment. Our mobile syringe and health service sites allow us to do just that: Our teams operate in a dozen 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.



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Crystal MacKenzie
David Madfes
Robin Mamlet
Mark Manasse & Janet Mohle-Boetani
Anna Martin
Kathleen Matteucci
Katharine Mayfield
Jonathan Mayo
Luciana & Mario Mazzola
Christopher McCarthy
Brad McCarty & Chris Brown
Patrick McCleskey
Circe McDonald
Todd McElhatton
Jeffrey McGovern
Catherine McGuire
Molly McLaughlin
Mary McLeod
Scott McMillen
Ernest McNabb
David McNatt
Michael McShane
Sonal Mehta
Kenneth Meislin
Dennis Meiss
Ian Menzies
Joerg Meyer
Kenneth Miguel
Jonathan Millard
Richard Miller
Scott Mills
Jean Mitchell
Blake Mitchell
Daniel Mohl
Elena Moliterno
Michael Moore
Kris Moore
Otis Morgan
Linda Morrow
Nathan Moya



All Individual Donors, continued

Susan Muck
Ellen Mulberg
Rudolph Muller
Rudolph & Andrea Muller
Tracy Murphy
Regina Myers
Lisa Nakamoto
Jeff Nanney
Larry Nash
David Needleman
Kenneth Nehmer
Peter Neiger
Mitch Nelson
Larry Newhard
Taylor Nguyen
Greg Nichols
Franklin Nieman
Mio Nitta
Allison Noeller
David Noeller
Manny Nungaray &
Shawn Sherburne
Nancy O'Brien
John Ockerbloom
Kenneth Okin
Elizabeth O'Rourke
Don Otvos
Jack Padovano
Joel Palefsky
Dave Parker
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Christine Pulito-Colbert

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Andrew Schapiro
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Jason Seifer
Andrew Selbie
Michael Shah

Tim Shaughnessy
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Patricia Silva
Alfredo Silva &
Seth Mickenberg
Travis Silver
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Arnold Sisk
Annette Skowron
Terri Slagle
David Slattengren
Dan Slaughter
Maureen Smith
Mary Ann Smith
Deborah Smith
Derrick Smith
Ron Smithson
Bill Smullin
Warren Snaider
Gary Snow
Raymond Souza
Linda Springsteen
Gregory Sroda
Eric Stahl
Christopher Stein
Kathryn Stivers
Benny Strebel &
Kathy Klausner
Thomas Stromberg
Taylor Sublett
Brad Sullivan
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Stephen Taylor &
Lori Sarkisian Taylor
Randy Taylor
Timothy Tenute
The Magic Beans
Madeline Thompson
Beau Thomson
Denise Tingley
Eisaku Tokuyama

Elizabeth Trame
Jeffrey Trescott
William Turner
Alex Unger
Paul Valerio
Eric Valko
Fred Van Den Bosch
Jacco Van Der Kooij
Leroy Vaughn
Liz Venema
Sophia Vicent
David Waitrovich
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Bruce Walker
Jeremy Walls
John Wang &
Jennifer Leong
Robert Warren
Linda Watt
Alistair Weddell
Jeannette & Robert
Wineland
Doyle White
David Whitehead
David Whiting
Elizabeth Whitson
Judith Wilber &
Robert Miller
John Williams
Scott Williams
Chris Wilson
Mark Witko
Kevin Wong
Jeremy Wong
Roger Wu
Camo Bortman &
Dwayne Schanz
Susan Young
John Zigrang
Christopher Zolezzi
Salim Zoubaa
Anonymous



CATALYST MULTI-YEAR GIVING SOCIETY

Catalyst Multi-Year Giving Society is a community of major donors who choose to activate their commitment to health justice through multi-year donations. These five-year commitments from our Catalyst members are critical to moving us closer to the ambitious vision outlined in our strategic plan.

VISIONARY LEVEL (\$50,000+)

Chris Benson*
 Douglas M. Brooks, MSW*
 Philip Hodges & Scott Nevins*
 Joseph Hollendoner & William Marsland*
 Michael Kinsley & Aaron Walter*
 Matthew Marquis*
 Dr. Lorna Thornton*

EMPOWER LEVEL (\$25,000+)

Francis Duff, MD & John Okuloski*
 Ferdinand Garcia*
 Sean Livingston & Jeremy Pelkey*
 Katrina Reid*
 Alfredo Silva & Seth Mickenberg*

CARE LEVEL (\$5,000+)

Jeff Alley*
 Lazaro Aparicio*
 Leo Balambao
 Bessey Benson*
 Jeff Bharkhda*
 Peter Borkon & Kristofer Konietzko*
 Keri Brooke*
 Darryl Carbonaro
 Mary Cha-Caswell*
 Ross Chrystall & Mark McDonald*
 Terry Clark-Hurley*
 Christopher J. Cowen*
 Jerry Duck*
 Laura Durakovich*
 Colin Frankland*
 Jean Gibson*
 LB & Kadeidra Honey-Brooks*
 Kenneth Katz*
 Jonathan Millard
 Megan & Alex Minkiewicz*
 Rick Mordesovich*
 Manny Nungaray & Shawn Sherburne*
 James Pincow*
 Dr. Dana Pizzuti & Stella Pizzuti*
 Robert Quon, MD & Marc Oliver*
 Adam Roberts*
 Kevin Rogers*
 Russell Roybal*
 Aubrey Shelton*
 Jordan Smith & Jennie Nicholls-Smith*
 Josephine Smith*
 Billy Sountornsorn
 Spoon*
 Gregory Sroda*
 Adam Taylor*
 Stephen & Lori Taylor*
 Sophia Vicent*
 Maureen Watson*
 Christian Williams*
 Christopher Zolezzi*
 Anonymous*

*Founding Catalyst Member



LEGACY SOCIETY GIFTS

Members of the Legacy Society have honored San Francisco AIDS Foundation by including us in their estate plans. We gratefully acknowledge the receipt of legacy gifts in 2021.

Estate of Edward Austin
Estate of Geneva Caspillo
The Mitchell Dill Revocable Trust
Estate of George Golds
The Dianne K. Harding Trust
Estate of Marilea Larm
The Joseph M. Liebling Trust
Estate of Gary H. Philipp
Estate of Dale Stancliff



EVENT PARTICIPANTS

Year round, events like AIDS/LifeCycle, Dining Out For Life, Santa Skivvies and Do It Yourself Events bring the broader community into our efforts to end the epidemic. These events, which were mostly virtual throughout 2021 due to COVID-19, raise awareness about 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: TogetheRide 2021

Dining Out For Life

Santa Skivvies

Do It Yourself Events



AIDS/LIFECYCLE: TOGETHERIDE 2021

AIDS/LifeCycle moved to a virtual event in 2021 due to COVID-19. The event, TogetherRide, raised \$2,637,795 million, with \$1,578,635 going directly to San Francisco AIDS Foundation. For the first time, participants were given the opportunity to track their own miles in any activity of their choosing and earn badges while raising life-saving funds for both San Francisco AIDS Foundation and the Los Angeles LGBT Center. In total, 1,971 individuals participated in the event, collectively logging nearly a million miles.

10K CLUB

Thanks and congratulations to TogetherRide participants who raised \$10,000 or more.

Frank Adair
Will Ajoy
Don Ball
Shannon Bayley
Gary Boston
Rod Bran
Rob Brouillard
Michael Brown
Ben Brummerhop
Michael Bryce
Emily Coles
Ken Cook
R. Scott Creighton
Art Desuyo
Adam Dubinsky
Frank Duff
Joanne Engel
Tracy Evans
Vaughn Frisby
Ferdinand Garcia
Ana M. Garcia
David Gaus
Patricia Gordon
Frankie Grande
Jeffrey Huang
Bob Katz
Russell Kieffer
Gabriel Lopez
Max Mason
John McNett
Megan Minkiewicz
Kelley Mobley
Otis Morgan
Donna Noeller
Frank Pancucci

Ed Quick

Robert Quon, MD
Sigrida Reinis
Michael Rola
Pauline Roothman
Marc Sanchis
Bill Shopoff
Bill Smullin
Lois Springsteen
Harry Stark
Lisa Stermann
David Stroud
Kevin Swank
Colleen Swank
Chris Wilson
Jeremy Yost
Anthony Zamudio

TOGETHERIDE DONORS

Our generous supporters who donated \$2,500 or more to TogetherRide.

\$10,000+

Adrian Aoun
Claude Bovet
Cory Lowther
Scott Patterson

\$5,000–\$7,499

Billy Bradford
Michael Bryce
Tim Butler
Joanne Engel
Andrew Goode
Daniel Gordon
Donna Noeller
Robert Quon, MD & Mark Oliver
Wayne P. Springsteen
Jeremy Yost

\$2,500–\$4,999

Steven Abbott & James Stephens
John Brown Sr.
Sandy Cademartori
Nicholas Cammack
Robert Carstensen
Frank Duff, MD & John Okuloski
Bill Evans
Ferdinand Garcia
David Gaus
Lisa Guinn
Serge Huard & Cris Christensen
Mark Huebner
Thomas Kocon
Diane Kopitsky
Daniel Meredith
Ed Quick
Michael Schumann
Pola Shvarts
Alex Sloan
Eric Stahl
Anonymous



DINING OUT FOR LIFE

We were thrilled to welcome back Dining Out for Life in 2021. Last year our volunteer Ambassadors worked closely with our partner restaurants to safely share meals while supporting San Francisco AIDS Foundation programs and services.

Thank you to the 2021 Dining Out For Life Ambassadors for their commitment to the cause.

INDIVIDUAL AMBASSADORS: \$5,000+

Keri Brooke

INDIVIDUAL AMBASSADORS:

\$1,500–\$4,999

David Cowell
Emer Braddock
Sean Harris
Travis Monson
Peter Ohm
Maureen Watson



SANTA SKIVVIES

We were thankful to be able to hold an in-person Santa Skivvies in 2021, and thankful for the many community members and supporters who raised funds for our HIV prevention, support, and care services.

These participants went above and beyond in 2021. We extend a very merry thanks to them all!

PARTICIPANTS: \$5,000+

Alfredo Silva

PARTICIPANTS: \$1,500–\$4,999

Kevin Atkinson

Sai-Wing Chan

Anthony Saine

Taylor Sublett



DO IT YOURSELF EVENTS

Throughout the year, our supporters create their own opportunities to raise funds and awareness for our work. We are extremely grateful for their significant impact and for the donors who supported their efforts.

PARTICIPANTS: \$5,000+
Max Hamilton



OUR PARTNERS

SFAF relies on the support of dedicated partners from the business and philanthropy community. Our development team works closely with corporate partners to identify partnership opportunities focused on volunteer engagement, programmatic grant support, event sponsorship, and much more.

Corporate Partners & Institutional Partners

In-kind Contributions

Volunteers



CORPORATE & INSTITUTIONAL PARTNERS

In partnership with business leaders who share our vision for health justice for all, SFAF can address the needs of those affected by HIV. We are grateful for the continual innovation and commitment demonstrated by our corporate and institutional partners.

\$1,000,000+

Gilead Sciences, Inc.

\$100,000+

Chevron Corporation
Google, Inc.
JP Morgan Chase Foundation

\$50,000–\$99,999

Harm Reduction Coalition
Kaiser Permanente
Levi Strauss Foundation
Renegade Bio
The Bank of America Foundation
Tito's Handmade Vodka
ViiV Healthcare
Anonymous

\$25,000–\$49,999

Broadway Cares/
Equity Fights AIDS
Johnson & Johnson Family
of Companies
M.A.C. AIDS Fund
Ring-Miscikowski Foundation
Toyota
Twitter, Inc.
Uber Technologies, Inc.
United Airlines

\$10,000–\$24,999

AT&T
Avita Pharmacy
BlackRock
California Health Care Foundation
Cisco Systems
Community Thrift Store
FedEx Corporation
Horizons Foundation
Invest in Others Charitable
Foundation
LinkedIn Matching Gifts Program
Morrison & Foerster LLP
Netflix
PagerDuty
Salesforce
The Coca Cola Foundation
Tides Foundation
Visa International

\$5,000–\$9,999

AppDynamics, Inc.
Atlassian Inc.
Chevron Humankind
Cycling Sports Group
First Republic Bank
Fivepoint
Genentech, Inc.
Gong.io
IBM
Intel Foundation
Jenny Johnson Family
Foundation, Inc.
Komodo Health Household
Morgan Stanley Global Impact
Funding Trust
National Philanthropic Trust
TransAtlantic
PhRMA
Ropes & Gray LLP
Omidyar Network
Thrivent Financial
Wells Fargo



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+
NASEN

\$50,000–\$99,999
Morrison & Foerster LLP

\$10,000–\$24,999
FedEx Corporation
Arent Fox LLP
San Francisco Chronicle | SFGATE
7x7

\$5,000–\$9,999
Mangold Design



OUR VOLUNTEERS

We were fortunate to be able to safely bring back in-person volunteer opportunities during the second half of 2021. We welcomed volunteer groups back at the Syringe Access Services mobile site, Strut community events, and Santa Skivvies. Many remote volunteers continued to provide critical support by making supplies for our Harm Reduction Center and organizing resources for the community. We engaged volunteers through a monthly volunteer services newsletter and hosted virtual information group sessions for prospective volunteers. We are grateful for those who volunteered in 2021 and optimistic about a broader expansion of in-person volunteer opportunities in 2022.



OUR FINANCIALS

San Francisco AIDS Foundation is committed to ensuring that 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 Fiscal Year 2021, 88 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, 2021. A complete copy is available from sfaf.org/about-us/financial-information.

STATEMENT OF FINANCIAL POSITION

As of June 30, 2021 and June 30, 2020
\$000

ASSETS

Cash	\$ 2,054	\$ 2,518
Investments	22,418	22,015
Accounts receivable	4,982	5,148
Contributions receivable, net	549	648
Prepaid expenses	1,173	994
Security deposits and other assets	112	124
Property and equipment, net	2,719	3,929

Total Assets	\$ 34,007	\$ 35,376
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LIABILITIES

Accounts payable and accrued expenses	\$ 1,776	\$ 1,908
Accrued payroll and related liabilities	2,246	2,189
Deferred revenue	370	303
Deferred rent	163	360
Refundable advances	87	99
Capital lease obligations	66	4

Total Liabilities	4,708	4,863
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NET ASSETS

Without donor restrictions	\$ 25,897	\$ 28,578
With donor restrictions	3,402	1,935

Total Net Assets	29,299	30,513
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TOTAL LIABILITIES & NET ASSETS	\$ 34,007	\$ 35,376
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STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

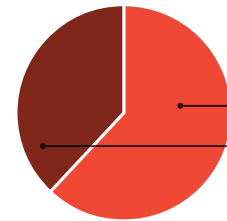
Years Ended June 30, 2021 and 2020
\$000

	2021	2020
PUBLIC AND GOVERNMENT SUPPORT		
Government grants	\$ 17,929	\$ 18,220
Contributions and grants		
Individuals	1,207	1,644
Corporations and foundations	4,084	2,220
Donated goods and services	731	924
Special events (net)	2,064	5,404
Subtotal public and government support	26,015	28,412
REVENUES AND GAINS		
Net realized and unrealized gain (loss)		
on investments	\$ 2,748	\$ (70)
Investment income	130	262
340B drug pricing program	17,637	23,078
Other	380	336
Subtotal revenues and gains	20,895	23,606
Total public and government support, revenues and gains	46,910	52,018
EXPENSES		
Program services	\$ 42,129	\$ 43,244
Fund development	4,322	4,345
Support services	1,673	1,394
Total expenses	48,124	48,983
Change in net assets	(1,214)	3,035
NET ASSETS, BEGINNING OF YEAR	\$ 30,513	\$ 27,478
NET ASSETS, END OF YEAR	\$ 29,299	\$ 30,513



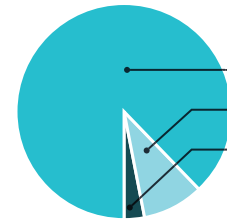
AT A GLANCE

Year Ended June 30, 2021
\$000



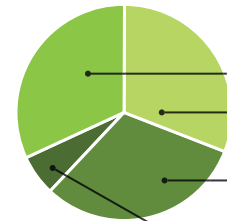
SOURCES OF REVENUE

Private Giving and Other Non-Government Sources	\$ 28,981
Government Grants	17,929
Total	\$ 46,910



EXPENSE ALLOCATION BY FUNCTION

88% Program Services	\$ 42,129
9% Fund Development	4,322
3% Support Services	1,673
Total	\$ 48,124



EXPENDITURES BY PROGRAM AREA

32% Sexual Health Services	\$ 13,549
31% Substance and Behavioral Health Services	13,105
31% Linkage & Retention Services & Social Support Services	12,965
6% Policy & Public Education	2,510
Total	\$ 42,129



San Francisco AIDS Foundation

1035 Market Street, Suite 400
San Francisco, CA 94103
(415) 487-3000

sfaf.org

Strut

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

sfaf.org/locations/strut

Sixth Street Harm Reduction Center

117 6th Street
San Francisco, CA 94103

sfaf.org/locations/harm-reduction-center

This report is available online at
annualreport.sfaf.org