2019 was a big year for San Francisco AIDS Foundation, and more importantly, for the communities we serve.

According to the San Francisco Department of Public Health, San Francisco has achieved an incredible 50% decline in new HIV diagnoses over the last five years—only 197 people were diagnosed with HIV in 2018, the most recent year data is available. This milestone is especially significant when considering that the number of new HIV diagnoses nationally has shown no decline over the same time period.

We are proud of San Francisco AIDS Foundation’s contribution to this historic milestone, made possible by our deep commitment to prioritizing community needs. That commitment is outlined in detail in the new strategic plan we released in 2019, which serves as a roadmap for the next five years of impact.

The centerpiece of our strategic plan is a focus on health justice, the belief that every person should have the economic, social and political power they need to make decisions about their bodies and their health. Orienting our work toward health justice means understanding that what public health calls “disparities in HIV incidence and prevalence” are illuminations of injustice. And, calling injustice out into the light is long overdue.

The fight to end AIDS has never just been a public health issue; it is and always has been a social justice issue. To achieve our vision of health justice, everyone must have and be able to enjoy 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 impact individual and community health and well-being.

As you will read in the following report, our services, advocacy, and partnership efforts are growing in scope and impact. In 2019, we provided sexual health and substance use services to more than 25,000 people with a focus on expanding access and utilization by people of color and other members of priority communities. We successfully passed legislation in Sacramento that will make PrEP easier to access and we advocated for people who use methamphetamines at City Hall. We deepened partnerships, and built new ones, as we prepare for the Bay Area to host the 23rd International AIDS Conference, AIDS 2020, this coming July.

These accomplishments would not be possible without you—our collaborators, volunteers, and donors—who have made vital contributions towards our vision of the future. We look forward to deepening our work together in the years ahead as there is much to be excited about on the horizon.

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

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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 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 saf.org/about-us/our-mission.
In 2019, we launched a five-year strategic plan that realigns our work across three strategic priority areas in an effort to focus on and rise above new challenges. Our vision of achieving health justice requires us to confront systemic obstacles that have been in place and unacknowledged for too long.

Data released by the San Francisco Department of Public Health underscore local progress toward ending the HIV epidemic but also show persistent 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 non-binary individuals and people who use drugs and alcohol.

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. In 2019, more than 25,000 people accessed our programs and services.

Sexual Health

Substance & Behavioral Health

Long-term Survivors
Providing non-stigmatizing and sex-positive care is what our sexual health services are known for. In 2019, we served more people than ever.

We expanded our efforts to engage individuals newly diagnosed with HIV in same-day care and to provide individuals with interim HIV care support when barriers arise. In order to provide clients with a seamless connection to HIV prevention and care services, we integrated our PrEP navigation, HIV navigation, and Positive Force teams. Integrating these teams with social support groups like the DREAAM Project and TransLife ensures that these social support groups support retention in care. In 2019, our clinical team also began providing more gender-affirming care for trans and non-binary individuals through our locations.

We celebrated a big win in Sacramento last year with the passage of Senate Bill 159, a new law that will allow pharmacists to dispense PrEP and PEP, and prohibit insurance companies from requiring pre-authorizations that limit access to these effective HIV prevention tools.

In 2019, we also worked to develop and sustain partnerships to expand the availability of sexual health services in the region. Our support of AIDS 2020, the 23rd International AIDS Conference, has fostered relationships with organizations across the Bay Area which will lead to collaboration in the years ahead.

18,124 HIV tests were provided at all sites, an increase of 15% from the prior year.

313 individuals were engaged in HIV linkage to care services.

48 people were diagnosed with HIV at one of our testing sites.

27% more Black clients and 31% more Latinx clients were actively receiving PrEP through San Francisco AIDS Foundation.
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, fentanyl, alcohol and other drugs to help them create the goals that make sense in their lives.

In 2019, we served as active members of San Francisco Mayor London Breed’s Task Force on Methamphetamines that produced recommendations shaping the city’s response to rising use and overdose rates. Our contingency management program, called PROP, was mentioned as a model for people who are seeking to reduce or stop meth use. Since it’s founding, PROP was a place for gay and bi men to get support, but in 2019, the program expanded to allow others to benefit from this service at the Harm Reduction Center.

We also grew our Hep C Wellness program, providing much-needed treatment and support to people living with hepatitis C, many of whom have been denied treatment because of their substance use.

**6,832** doses of the life-saving opioid overdose reversal medication **naloxone** were distributed.

**1,052** overdose reversals reported.

**97%** of **Stonewall Project** participants reported that the program helped them reach their harm reduction goals.

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

**9** weekly mobile syringe and health service sites.
LONG-TERM SURVIVORS

Long-term survivors face challenges that constitute an emerging public health crisis just as severe as HIV in the 1980s and ‘90s. The public health system has failed this generation once, and we will not let this community down again.

We provide sexual health and substance use services as well as social support programming for people living with HIV over the age of 50. We’re establishing case management and other behavioral health services for long-term survivors to help keep them in ongoing HIV care that helps them maintain viral suppression ensuring better health outcomes. We also manage the disbursement of rental subsidies to people living with HIV during a time of unprecedented housing instability in San Francisco. 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.

Demand for social support programming for long-term survivors has grown steadily since we piloted the first Elizabeth Taylor 50-Plus Network group six years ago. In 2019, we began designing case management services for 50-Plus and Black Brothers Esteem members so that long-term survivors who come to us for help can receive support related to their health, housing, and basic needs.

534 Elizabeth Taylor 50-Plus Network and 245 Black Brothers Esteem members engaged in social support programming.

23% of SFAF clients were over age 50 in 2019.

353 individuals living with HIV received support to stay housed through our housing program.
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 Unit

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.
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, sexual health services and navigation, including HCV treatment. Sterile syringes are available at the Harm Reduction Center which also serves as the main location for proper disposal and collection.
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 TESTING UNIT

Offering sexual health services aboard the mobile testing unit lowers barriers to health care by extending outside traditional business hours in locations not served by brick-and-mortar clinics. Our mobile testing unit visits parks, bars, schools, and community centers around San Francisco. With mobile testing, our teams are able to reach members of our priority communities and build partnerships with other community organizations.
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 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.
We are stronger together. Working alongside dozens of community partners who share our goals, we are able to broaden the impact in our communities. The impact of our work would not be possible without collaborations with these partners.
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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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St. Lee Patterson
Sheri Paulo
Paul Pedersen
TJ Pempel
Nancy Perata
Eric Peruino
David Philipp & Joseph Concannon
Everett Phillips
Michael Phillips
David & Janice Phillips
John Plane
David Piantkowsky
Merri Pittman
Scott Player
Joe Poch
John Podolsky
Claudia Pohos
Bill & Mary Poland
Allan Pollock
Kenneth Powell & Rona Foster
Robert Powell
Beth Power
Theodore Preusch
Mike Proctor
Christine Pulito-Colbert
Robert Quayle
Derrick Que
Jonathan Racine
Sandi Radley
Ruxandra Radu-Radulescu
Dario Ramos
Nageswara Rao
Mary Jane Rasmussen
Karl Rauch
Erwin Ravago
Thomas A. Ray
John Raygoza
Ali Rayl
Jeff Raynor & Thomas Woo
Keith Reams
Grant Rector
Jeanne Reed
Kevin Reed
Jan Reed
James Reese
Walt Reimers
Gretchen Retteghieri
Victor Reyes
Cecile Riberorzo
Kathi Ridley
Walter Riemann
Daniel Riple &
Rivie Rivas

Adam Roberts
William Robinson
Tray Robinson
Alexandra Robinson
Pat Rock
Kevin Rogers
Leslie Rogers
Barbara Rogers
Kim Roper
Paul Rosas
Marc Rosen
Izak Ross
Makie Rothschild
Koushik Roy
Eric Rozendahl
Jeff Zimmar & Ken Rubush
Jason Ruggiero
Paul Rumsey
Gordon Russell
Charles Russell-
Schesinger
M Duane Rultedgen
Samanah Sadri
Robert Saken
Lucas Salinas
Bryan Saltzburg
Matt Salwasser
Nicholas Sanchez
Harshal Sanghavi
Robert Sass
Dale Sause
Kurt Schaarschmidt
William Hebert &
Lori Schechter
Anjie Schell
Nancy Scherr
Carolyn Schlueter
Mike Schmitt
Glenn Schnell
Nicky Schoneman
Robert Schorfheide
Derek Schrier
Mary Schroll
Brian Schultz
Mike Schuman
Michael Schumann
Christian Scott
Charles Scott
Rosemary Semprez
Stacy Serber
Chuchi Serrano
Joseph Shackleford
Keval Shah
Nicole Shanahan
Jyoti Shandil
Jeffrey Sharp
David Shellen
Aubrey Shelton
Lisa Sherratt & Lisa Sherratt
Brianne Shew
Greg Short
Alan Shriro
Megan Shutzer
Stacey Signorelli
June Silva
Simon Silverman
David Slattengren
Cheryl Slavensky
Josephine Smith
Mary Ann Smith
Christina Smith
Suzanne Smith
Warren Snaider
Marco Soldano
Dave Hendrickson & Daniel Sonnenfeld
Kenya Spearman
Linda Springsteen
Katherine Spurlock
Andrew Spurr
Jo Ann Sroda
Shelby Stark
Kathleen Starkey
Robin Steele
Frank Stelter
Jack Stephenson
Eire Stewart
Kathryn Stivers
David Stocker
Bradley Stow
Richard & Jo Anna Strawbridge
Kathleen Stucker
Todd Suchevits
Nicole Sue
Patrick Sullivan
Mikkel Svane
Matthew Swain
Harold & Gwendolyn Sweeney
Allan Syiek
Ben Sykes
Kevin Systrom
Vincent Tamariz
Paul B. Tan, DMD
Ryan Tankoos
Barry Taylor
Timothy Tenute
Adrienne Thomas
James Thommes
Laurie Thompson & Rebecca Weil
Gary Thompson
James Thompson
Cory Thrasher
Lisa Tobasco
Elizabet Tobin
Saim Tokatli
Benson Toy
John Tran
Joe Trapasso
Alex Unger
Kathryn Vallencourt
Christine Van Wagner
Hursty Vanderpool
Christopher Vandervert
Olivia Vanistendael
Michael Vanni
Brian Vansacker
Joshua Van Zee
Robert Vasquez
Rick Vaughn
Fernando Ventresca
Sophia Vicent
Rob Vichich
Marcos Vigil
Amber Villalobos
Genecar Vivo
Garrett Voge
Ben Walter
Jan Wannock
Linda Watt
Timothy & Cristina Weaver
Frances Weinberg
Susan Weldy
Michael West
Gregory Whitaker
Isabel White
Jason White
David Whitehead
Yancy Widmer
Theodore Wigger
Jim & Peggy Wiggett
Tommy Wiles
Brenda Wiley
Douglas Will
John Williams
David Williams
Lisa Williams
Christian Williams
Chris Wilson
Ryan Wilson
Shannon Wilson
Celia Wing
Darin Winter
Travis Wise
Chandler Wonderly
Maria Wong
Theresa Wong
Frank Woo
Robert Wood
Dj Wozniak
Tyler Wozny
Thomas Wright
Cindy Wright
Roger Wu
Robert Wygand
Stasha Wyskiel
Miao Xing
Clinton Yara
Clifford Samuel & Lisa Yetzer-Samuel
Martin Yeung
Spencer Young
Alfred Yue
Todd Zabelle
Max Zadvornyy
Jamshad Zarnegar
John Ziprang
Marc Zimman & Dr. Sarah Zimman
Sarah Zimman
T. G. Zimmerman
Korab Zuka

All Individual Donors, continued
CATALYST GIVING SOCIETY

Catalyst Giving Society, founded in 2019, 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 founding members are critical to moving us closer to the ambitious vision outlined in our strategic plan.

VISIONARY LEVEL ($50,000+)
Christopher Benson
Douglas M. Brooks, MSW
Philip Hodges & Scott Nevins
Joseph Hollendoner & William Marsland
Michael Kinsley & Aaron Walter
Matthew Marquis

EMPOWER LEVEL ($25,000+)
Frank Duff & John Okuloski
Ferdinand Garcia

CARE LEVEL ($1,000+)
Jeff Alley
Lazaro Aparicio
Andrew Belschner
Bessey Benson
Jeff Bharkhda
Peter Borkon
Keri Brooke
Jon Carroll
Mary Cha-Caswell
Ross Chrystall & Mark McDonald
Terry Clark-Hurley
Christopher J. Cowen
Laura Durakovich
Colin Frankland
Jean Gibson
Lara & Kadeidra Honey-Brooks
Sean Livingston & Jeremy Pelkey
Megan and Alex Minkiewicz
Rick Mordesovich
Manny Nungaray & Shawn Sherburne

Sassy Outwater-Wright
James Pincow
Dr. Dana Pizzuti & Stella Pizzuti
Robert Quon & Mark Oliver
Adam Roberts
Kevin Rogers
Russell Roybal
Josephine Smith
Jordan B. Smith & Jennie Nicholls-Smith
Gregory Sroda
Adam Taylor
Fernando Ventesca
Sophia Vicent
Maureen Watson
David Whitehead
Christian Williams
Michael Witherspoon
Christopher Zolezzi
FIRST CITY CLUB

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.

CURE GROUP: $10,000+
Kenneth Sloan & Michael Kidd
Maja Kristin
Lorna Thornton

ADVOCACY GROUP: $5,000–$7,499
Paul Aseinte & Ron Jenkins
John & Marcia Goldman
Andrew Goode
Amy Lyons
Neil MacPhail
Kat Reid
Anonymous

TREATMENT GROUP: $2,500–$4,999
Louis & Arlene Bates
Jennifer Bermudez
Christopher & Deborah Booth
Richard Fiory
Jerry Duck & Michael Hall
Heather Hanly & Daniel Purcell
Stanley & Monica Hayes
Kenneth Okin
Arthur Rangel
John Roese
Leslie Strauss
Steve and Lori Taylor

PREVENTION GROUP: $1,000–$2,499
Celestine Armenta
Christopher Benson
Norbert & Inger Bischofberger
Robert Bodzin
Richard Boudouette
Carol L. Brosnarch, MD & Joseph A. Gross
Anne & Jan Brown
Richard & Gina Asaro Busalacchi
John Carlson
Carol Causey
James Chang
Leona Chinn
Ann Chiga
Franklin Ching & Charley Kearns
Joseph Cincotta
Christopher Cowen
James Crumbacher
Bruno Delagneau, MD
Sharon Dillon
James Ely
Dr. Milton Estes
Michael Flynn
Andrea Fontana
Shirley Forbes
Guillaume Forget
Ellen Fujikawa
Michael Furlow
Kevin Gardner & Paul Morrill
Gloria Getty
Jonathan Gibbons
Richard Goble
Randall Goetzl
Allan Gold
Nicholas & Jean Hall
Elie Harari
Zoe Harris Lazare
Bruce Harter
Linda Hatcher
Rev. Edward Holsterhoff
Dennis Hopkins
Johnson Hsieh
Tim Jones
Lon Justice
Athanasios Kasapi

Ken Katz
Kurt Krebs
George LaBella Jr.
Valery Lawny, MD
Norman Lee
Jeffrey Leider
John LePage
Marie & Barry Lipman
Arkless & Phyllis Lloyd
Mark Manasse & Janet Mohle-Boetani
Michael McShane
Nicholas Medina
Dennis Meiss
Richard Miller
Jean Mitchell
Sharon Mullen
Rudolph Muller
Rudolph Muller
Christian Naumann
Kenneth Nehmer
Larry Newhard
Don Otvos
Jack Padovano
Barbara Paine
Zachary Papillon
Michael Phillips
John Piane
Kenneth Powell & Rona Foster
Christine Pulito-Colbert
Nageswara Rao
Thomas A. Ray
Kevin Reed
Walter Riemann
William Robinson
Alexandra Robinson
Russell Roybal
Charles Russell-Schlesinger
Josh Sassoon & Chris Carrington
William Hebert & Lori Schechter
Nancy Scherr
Brian Schultz
David Stattengren
Richard & Jo Anna Strawbridge
James Thompson
T. G. Zimmerman
Anonymous
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 from the following estates made in 2019.

Robert A. Blanchette
Lawrence Cook
Ian R. Cammall
Trust of James S. DeLoach
The Estate of Deborah Ann Farson
Marie M. Gesicke 1993 Revocable Trust
The David P. Kramer Revocable Trust
The Loyd H. Mulkey, Jr. Estate Bypass Trust
Diane Sciara
Dale Stancliff
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 the epidemic. 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 2019, AIDS/LifeCycle participants and donors raised $16.8 million for 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.

Frank Adair
Mickye Adams
Harley Alaniz
Sang An
Tom Baker
Sam Balilew
Alec Bates
Robert Barthrick & Riccardo Benavides
Richard Bennett
Jeff Barkhoda
Abel Bonilla-Ayala
Malcolm Bowles
Gene Boyle
Steven Bracco
Michael Brown
Donald Brown
Julie Brown
Scott Butcher
James Camou
Robert Carstensen
Victor Cembellin
Ramona Collins
Ken Cook
Linda Cullen
David Daniels
Larry Dark
Art Desuyo
Kathleen Dinetz
Adam Dubinsky
Scott Edelman
Barry Eisenberg
Rick Elefant
Stephen Engblom
Joanne Engel
Cody Enicke
Bill Evans
Patrick Fagan
Jacob Feder
Stephan Ferris
Dustin Finkle
Mary Ford
Jeffery Freitas
Justin Friend
Gunner Friesen
Vaughn Frisby
Ferdinand Garcia
Henry Garrido
Judy Gerber
Garland Godfrey
Keith Goodman
Trey Graham
Roman Gronkowski
Shane Hare
Tim Hayden
Carol Hedges
Eyan Hempler
Ron Hirsch
Joe Hollendonner
Jeffrey Huang
James Hudson
Dylan Inskeep
Bob Katz
Connor Kavanagh
Kerry Kenney
Armen Khachaturian
Deb Kinney
Michael Kinsley
Bryan Kline
Doug Leighton
Ron Lezell
Erick Lopez
Austin Lopez
Mauricio Lopez
Daniel Luther
Michael Mackie
Sasha Madfes
David Madfes
Chetan Mahadeswara
David Malespin
Roscoe Mapps
Matthew Marquis
Max Mason
Nikolas Medrano
Andy Miller
Steven Minning
Blake Mitchell
Aiden Mitchell
Otis Morgan
Macky Natha
David Needlemann
Will Nevius
Yen-Thao Nguyen
Donna Noeller
Vince Olson
Alvin Paez
Pat Palazzolo
Raymond Palko
Victor Phillips
Everett Phillips
David Plintkowski
Ed Quick
Robert Quon, MD
Sean Ray
Lance Relicke
Dan Ripley
Adam Robinson
Pauline Roothman
Izac Ross
Eric Rozendahl
Ken Ruebush
Joel Sale
Juan M. Sanchez
Marc Sanchis
Jaime Sancelillo
Ellen Schecter
Randy Simonson
Tif Siama
Jordan Smith
Daniel Sonnenfeld
Lois Springsteen
Eric Stahl
Harry Stark
Scott Stebleton
Dori Storbeck
Marek Szeszyci
Alex Talon
Vincent Tamariz
Kyle Temple
Holotta Tymes
Leonie Walker
Maureen Watson
Chris Wilson
Christof Wittig
Yu Wu
Brian Yamanaka
Jeremy Yost
Manuela Zavattaro
OUR SUPPORTERS 30

AIDS/LIFECYCLE DONORS
Our generous supporters who donated $2,500 or more to AIDS/LifeCycle.

$10,000+
Robert Carstensen
Rick Elefant
The Giljum-Cotterman Charitable Trust
Keith Goodman
Steven Heintz
Michael Kinsley & Aaron Walter
Jan Leschly
Cory Lowther
Matthew Marquis
Mark Oliver
Alex Sloan

$10,000+
Robert Carstensen
Rick Elefant
The Giljum-Cotterman Charitable Trust
Keith Goodman
Steven Heintz
Michael Kinsley & Aaron Walter
Jan Leschly
Cory Lowther
Matthew Marquis
Mark Oliver
Alex Sloan

$7,500–$9,999
Stephan Engblom & Lance Relicke
Ralph Lemke
Victor Martinez
Ed Quick
Sean Ray
Gareth Rose
Anonymous

$7,500–$9,999
Stephan Engblom & Lance Relicke
Ralph Lemke
Victor Martinez
Ed Quick
Sean Ray
Gareth Rose
Anonymous

$5,000–$7,499
Tom Baker
Billy Bradford
John Brown Sr.
Giles Douglas
Nick Giovanni
Trevor Healy
Eyan Hempler
Jennifer Jacobs
Kelly Liu
Catherine Schwach
Eric Stahl
Spencer Young
Joseph Zils

$5,000–$7,499
Tom Baker
Billy Bradford
John Brown Sr.
Giles Douglas
Nick Giovanni
Trevor Healy
Eyan Hempler
Jennifer Jacobs
Kelly Liu
Catherine Schwach
Eric Stahl
Spencer Young
Joseph Zils

$2,500–$4,999
Chad Abbott
Mickye Adams & Anne Robert
Tyler Advancing Compassion Project
Harley Alaniz
Steve Barker
Stephen Barker
Laura Benz
Christopher Berini & Jeffrey Huang
Philip Besirof & Ryan Carter
Jeff Bharkhda
Philip Bowles
Malcolm Bowles
Jamie Bowles
Daniel Braun
Patrick Brewer
David Bronner & John Fachecco
Douglas Brooks
Tim Butler
Sandy Cademartori
Jef Caers
Christopher Calvert
James Camou
Paul Charron
Serge Huard & Cris Christensen
Ross Chrystall
Alfred Clark
Earl Co
Christopher Coleman
Michael Dantonio
Larry Dark
William & Cheryl Davidson
Julian Diaz
Dr. Frank Duff & John Okuloski
John Dunham
Joanne Engel
Matthew Epstein
Bruce Espenshade
Patrick Fagan
Robert Falcon
Rachel Frazier
Ferdinand Garcia
Henry Garrido
Matthew Hagenian
Brendan Hayes
Tammy & Stacy Haygood
William Heilman
Andrew Hindman
Ron Hirsch
Philip Hodges & Scott Nevis
Andrew Holliday
Victoria Hoppin
Wei Hu
James Hudson
Mark Huebner
Tracey Jaquith
Nicole Johnson
Dana Johnson
John Keiser
Miranda Kerr
David Kieffer
Thomas Kocon
Diane Kopitsky
Andrew Krech
Adrienne Kwok-Lundy
James LaTorre
Finn Lewis
Piper Lind
George Loftis
Daniel Luther
Mireille Mailouh
Nathan Maughan
Bob McDiarmid
Catherine McGuire
John Mitchell
Marcia Molina
Elena Moliterno
Susan Ogren
Kat Palermino
Scott Patterson
Gary Patterson
Shirley Phelan
Andrew Philips
Brian Popplewell
Daniel Quezada
Henry Rangel
Kevin Rasmussen
Adam Q. Robinson
Dean Sampson
Marc Sanchis
Borach Schnell
Sharon Shamma
Kitty Shiotani
Jason Snell
Denise R. Sobel
Jane Solomon
Eric Somerville
Wayne P. Springsteen
Thomas Stromberg
Nena Talcott
Stefan Thomas
Susan Torrano
Harry Turner & Brian Keil
Chad Upham
Michelle Van Curen
William Vastardis & Wolfgang Giesecke
Maureen Watson
Evan Weaver
Ryan Wilson
Belinda Wong
Craig Working
Yu Wu
Brian Yamanaka
Matt Yau
Barbara Young
DINING OUT FOR LIFE

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 2019 Dining Out for Life Ambassadors and donors for their commitment to the cause.

AMBASSADOR TEAMS: $5,000+
Steven Abbott, Chip McAllister,
Gary Snow & James Stephens
David Cowell & Peter Ohm

AMBASSADOR TEAMS: $1,500–$4,999
Christopher Cowen & Dante Reyes
Sean Hayes & Joseph Hollendonner
Laurie Hane & Matthew Marquis
Russell Roybal & A.J. Summa
John Melichar & Criss Romero
Erik Green, Jawn Marques,
Bobbee Mooreman & Manuel Ojeda
Vivian Huang & David Shih

INDIVIDUAL AMBASSADORS: $5,000+
David Guzman
Chip McAllister
Lisa Sterman, MPH, MD
Paul B. Tan, DMD

INDIVIDUAL AMBASSADORS: $1,500–$4,999
Steven Abbott
Anthony Arauza
David Cowell
Christopher Cowen
Matthew Denckla
Laura Durakovich
Ferdinand Garcia
Sean Harris
Maurice Kelly
Sean Livingston
Matthew Marquis
Travis Monson
Dominico Nguyen
Peter Ohm
Manuel Ojeda
Criss Orlando Romero
Gary Snow
Gregory Sroda
James Stephens
Aj Summa
Christopher Vasquez
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 2019, so we extend a very merry thanks to them all!

PARTICIPANTS: $1,500–$4,999
Kevin Atkinson

PARTICIPANTS: $1,500–$4,999
Gary Barg
Angel Cordero
Steven Huang
Oscar Lara
Joshua Lippincott
Alex Locust
Alfredo Silva
Taylor Sublett
DO IT YOURSELF EVENTS

Throughout the year, our supporters create their own opportunities to raise funds and awareness for our work. In 2019, these participants took on the Santa Cruz Triathlon, threw parties for their friends, and 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+
Lara Brooks
Jean Gibson
Max Hamilton
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

Volunteers
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
Anonymous

$50,000–$99,999
Bank of America
ViiV Healthcare

$25,000–$49,999
BlackRock
Cisco Systems
FedEx Corporation
Genentech, Inc.
Janssen Scientific Affairs, LLC
Kaiser Permanente
Morrison Foerster
Tito’s Handmade Vodka
Twitter
Uber
United Airlines
Walgreens

$10,000–$24,999
Adobe Systems, Inc.
Cycling Sports Group
EY
Hellman Friedman
IBM
JP Morgan Chase
LinkedIn
Microsoft Corporation
Netflix
Visa International
Voler
Youth To The People

$5,000–$9,999
Airbnb
Autodesk
Avita Pharmacy
Bayer
Compass
Cornerstone Research Inc.
Goldman Sachs
Grindr
Intel
Medtronic
PABU
PayPal
Rigel Pharmaceuticals, Inc.
Social Bicycles
Sports Basement
Williams-Sonoma
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+
- Levi Strauss Foundation
- Open Society Foundations
- Salesforce.org

$50,000–$99,999
- Coca Cola Foundation
- PwC Charitable Foundation
- Wells Fargo Foundation

$25,000–$49,999
- Broadway Cares/Equity Fights AIDS
- The Richard Grand Foundation
- Ring-Miscikowski Foundation

$10,000–$24,999
- Battery Powered
- Chevron Humankind
- Community Thrift Store
- Gap Foundation
- Magellan Cares Foundation
- VMWare Foundation

$5,000–$9,999
- eBay Foundation
- Goldman Sachs Gives
- The James Irvine Foundation
- John W. Mooty Foundation Trust
- JP Morgan Chase Foundation
- The PG&E Corporation Foundation
- San Francisco Public Health Foundation
- The Ralston Family Fund
- Walmart 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+
Grindr
Morrison Foerster LLP
NASEN

$50,000–$99,999
The Coca-Cola Co.
Cycling Sports Group
Peet’s Coffee
Science in Sport
Southern California University of Health Sciences

$25,000–$49,999
American Medical Response
RXBar
SFMTA
Toyota Motor Sales USA, Inc.

$10,000–24,999
Boudin Bakery
CYM Lighting Services
FedEx Corporation
Nuun and Company
Paceline Products
Rio Crest Winery
Ropes Gray LLP
San Francisco Chronicle and SFGATE
Uber Health
University of California San Francisco

$5,000–$9,999
FabulousMe
RockTape
San Francisco Giants
Shartsis Friese LLP
Volunteers, with their generosity of time and talent, are an integral and indispensable cornerstone of our work. They are passionate, 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 3,350 volunteers contributed 73,500 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? Visit sfaf.org/volunteer to learn more about our exceptional volunteering opportunities for individuals or groups.
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 2019, 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, 2019. A complete copy is available from sfaf.org/about-us/financial-information.
### STATEMENT OF FINANCIAL POSITION

As of June 30, 2019 and June 30, 2018

$000

#### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$ 2,150</td>
<td>$ 1,910</td>
</tr>
<tr>
<td>Investments</td>
<td>$ 16,417</td>
<td>$ 13,272</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>$ 6,928</td>
<td>$ 5,538</td>
</tr>
<tr>
<td>Contributions receivable, net</td>
<td>$ 750</td>
<td>$ 635</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>$ 724</td>
<td>$ 611</td>
</tr>
<tr>
<td>Security deposits and other assets</td>
<td>$ 126</td>
<td>$ 123</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>$ 5,102</td>
<td>$ 6,379</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 32,197</strong></td>
<td><strong>$ 28,468</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$ 2,119</td>
<td>$ 2,348</td>
</tr>
<tr>
<td>Accrued payroll and related liabilities</td>
<td>$ 1,702</td>
<td>$ 1,427</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>$ 721</td>
<td>$ 1,036</td>
</tr>
<tr>
<td>Refundable advances</td>
<td>$ 158</td>
<td>$ 161</td>
</tr>
<tr>
<td>Capital lease obligations</td>
<td>$ 19</td>
<td>$ 44</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>4,719</strong></td>
<td><strong>5,016</strong></td>
</tr>
</tbody>
</table>

#### NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td>$ 25,378</td>
<td>$ 22,336</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>$ 2,100</td>
<td>$ 1,116</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>27,478</strong></td>
<td><strong>23,452</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities & Net Assets**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$ 32,197</strong></td>
<td><strong>$ 28,468</strong></td>
<td></td>
</tr>
</tbody>
</table>
# STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Years Ended June 30, 2019 and 2018

$000

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PUBLIC AND GOVERNMENT SUPPORT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government grants</td>
<td>$16,647</td>
<td>$15,503</td>
</tr>
<tr>
<td>Contributions and grants</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Individuals</td>
<td>971</td>
<td>1,384</td>
</tr>
<tr>
<td>Corporations and foundations</td>
<td>2,048</td>
<td>1,331</td>
</tr>
<tr>
<td>Donated goods and services</td>
<td>1,048</td>
<td>1,393</td>
</tr>
<tr>
<td>Special events (net)</td>
<td>8,214</td>
<td>8,546</td>
</tr>
<tr>
<td><strong>Subtotal public and government support</strong></td>
<td><strong>28,928</strong></td>
<td><strong>28,157</strong></td>
</tr>
<tr>
<td><strong>REVENUES AND GAINS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net realized and unrealized gain on investments</td>
<td>$182</td>
<td>$387</td>
</tr>
<tr>
<td>Investment income</td>
<td>277</td>
<td>177</td>
</tr>
<tr>
<td>340B drug pricing program</td>
<td>18,614</td>
<td>10,699</td>
</tr>
<tr>
<td>Other</td>
<td>549</td>
<td>434</td>
</tr>
<tr>
<td><strong>Subtotal revenues and gains</strong></td>
<td><strong>19,622</strong></td>
<td><strong>11,697</strong></td>
</tr>
<tr>
<td><strong>Total public and government support, revenues and gains</strong></td>
<td><strong>48,550</strong></td>
<td><strong>39,854</strong></td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>$39,248</td>
<td>$33,193</td>
</tr>
<tr>
<td>Fund development</td>
<td>4,299</td>
<td>4,110</td>
</tr>
<tr>
<td>Support services</td>
<td>977</td>
<td>571</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>44,524</td>
<td>37,874</td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td>4,026</td>
<td>1,980</td>
</tr>
<tr>
<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
<td><strong>$23,452</strong></td>
<td><strong>$21,472</strong></td>
</tr>
<tr>
<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td>$27,478</td>
<td>$23,452</td>
</tr>
</tbody>
</table>
AT A GLANCE

Year Ended June 30, 2019
$000

SOURCES OF REVENUE

Private Giving and Other Non-Government Sources $31,903
Government Grants 16,647
Total $48,550

EXPENSE ALLOCATION BY FUNCTION

Program Services $39,248
Fund Development 4,299
Support Services 977
Total $44,524

EXPENDITURES BY PROGRAM AREA

Sexual Health Services $17,247
Substance and Behavioral Health Services 11,301
Linkage & Retention Services & Social Support Services 9,026
Policy & Public Education 1,674
Total $39,248
This report is available online at
annualreport.sfaf.org