A YEAR OF UNEXPECTED CHALLENGES AND OPPORTUNITIES

A new global pandemic, a racial reckoning, and the presidential election shaped our lives and work in 2020. In a year marked by uncertainty and injustice, one thing remained undeniably certain: Our vision of health justice and ending health disparities had significance like never before.

As we have done throughout our history, San Francisco AIDS Foundation responded to the COVID-19 pandemic in stride. Our teams provided uninterrupted clinical services during shelter-in-place, created online spaces for substance use treatment and social support services, and even launched new programs to address the urgent needs of people experiencing homelessness and people who inject drugs. Our staff applied four decades of knowledge from the HIV movement to build a sustained COVID-19 response plan that lends our expertise to the San Francisco Department of Public Health and other community-based organizations.

We forged new partnerships in 2020 and strengthened those already in place. We came together with partners to call for progressive policies to support racial justice, and we helped a community coalition born from our Elizabeth Taylor 50-Plus Network announce The San Francisco Principles. In partnership with SFAF, the Oakland LGBTQ Community Center was able to launch its sexual health clinic. Our contributions to the International AIDS Conference, AIDS 2020 Virtual, not only ensured that the world could see the impact of Bay Area researchers, community-based organizations, and activists, but that the partnership is sustained through Crossbay Together.

We made significant progress in becoming an anti-racist organization by establishing a Talent & Culture division within San Francisco AIDS Foundation. Led by practitioners skilled in equity and inclusion work, this new area of our organization allows us to advance our racial justice work and ensure that Black, Indigenous, and all people of color, whether they are a client or a staff person, receive the support they deserve.

These accomplishments prove yet again that even when faced with unprecedented challenges, our community’s resilience and commitment to caring for one another will allow us to advance our shared vision of health justice. In a time when we all continue to need hope and to see progress, I hope that our annual report energizes you about the year ahead and the impact that your support has on the lives of so many people.

With your continued support and our strategic plan continuing to serve as our north star in the year ahead, I have no doubt that San Francisco AIDS Foundation will overcome any obstacles we face and that our community will be healthier on account of our work.

With gratitude,

Joe Hollendonner, CEO

Written February 5, 2021
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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 saf.org/about-us/our-mission.
In 2020, we began Year 2 of our five-year strategic plan that realigned 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 like institutionalized racism and persistent health disparities which were in the spotlight throughout the events of 2020.

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. Each year, more than 25,000 people access our programs and services.

**Sexual Health**

**Substance & Behavioral Health**

**Long-term Survivors**

**COVID-19 Response**
Providing non-stigmatizing and sex-positive care is what our sexual health services are known for, and we know that these services are essential. By putting proper protocols in place during shelter-in-place, we kept our services open. Demand for appointments has remained high, and notably, we saw a 10% increase among the proportion of individuals served through sexual health services who identify as Black, Indigenous, or people of color.

Our policy team was successful in preventing budget cuts to California’s HIV, hepatitis and STD funding after COVID-19 upended the state budget session. We also continued to work to reduce barriers to PrEP and PEP access by working with state regulators on decreasing insurance barriers and costs.

Partnering with members of the local organizing committee for AIDS 2020, the 23rd International AIDS Conference, led to relationships bridging the Bay Area. Crossbay Together, the initiative for an equity-based plan to better serve and address the needs and concerns of people living with HIV, will take this collaboration into the future.

We are extremely proud to have worked with the Oakland LGBTQ Community Center, located in Oakland’s Lake Merritt district, to support the opening of their Glenn Burke Wellness Clinic, which offers sexual health and linkage to care services.

15,317 HIV tests were provided at all of our sites.

62 newly-diagnosed people started rapid treatment for HIV.

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

139 people living with HIV received interim HIV medications.
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 2020, after San Francisco declared a shelter-in-place order, The Stonewall Project, our substance use treatment program, pivoted to virtual counseling without missing a beat. Individual and group counseling sessions are available via video conferencing and phone in the adapted treatment model.

In the early months of shelter-in-place, many of our Syringe Access Services clients were relocated to temporary housing. In response, we established “drop sites” for harm reduction supplies throughout the Tenderloin and SoMa neighborhoods. Our teams routinely distributed masks, sterile supplies and overdose prevention tools like Narcan in an effort to reduce the number of drug overdose deaths.

Our policy team co-sponsored legislation to decriminalize syringe possession in California. AB 2077 was signed by Governor Newsom in 2020. Locally, SFAF joined the Mayor’s Alternatives to Policing Work Group.

26,000 doses of the life-saving opioid overdose reversal medication naloxone were distributed.

2,454 overdose reversals reported.

39 people completed hepatitis C treatment and were cured.
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. In 2020, people over age 65 were among the highest risk for severe COVID-19. For people living with HIV over age 65, COVID-19 and shelter-in-place restrictions surfaced the trauma of the early days of the AIDS epidemic.

In response to COVID-19, our social support programming for people living with HIV over the age of 50 pivoted to an online and telephone-based support. Black Brothers Esteem program managers developed innovative ways to ensure members had access to phones and the internet.

Our policy team also supported a group of long-term survivors who developed The San Francisco Principles and is currently working on developing a local budget advocacy agenda based on those principles.

75% of clients in social support programs were over age 50 in 2020.

351 individuals living with HIV received housing subsidies to help maintain their housing.
COVID-19 RESPONSE

Leveraging four decades of experience mobilizing community resources to address the HIV epidemic, we built a sustained plan to respond to the COVID-19 pandemic.

The San Francisco Department of Public Health tapped many of our staff to bolster culturally-competent efforts at contract tracing and case investigation. Our staff began cross-training these essential functions as well, which created new insights on building community trust and slowing the spread of COVID-19. After demonstrating our success, SFAF staff were asked to build partnerships with other community-based organizations to build additional capacity.

We also participated in the COVID-19 vaccine clinical trial protocol review at the National Institute of Allergy and Infectious Diseases (NIAID). A core component of the reviews was ensuring that cohorts of adults over age 65 and over age 75 are supported through the clinical trial process by taking their unique conditions and circumstances into consideration for trial creation and implementation.
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 Syringe & Health Service Sites
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 check in with a health educator, access harm reduction 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.
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.
OUR PARTNERS

Working with 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 confirms 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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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, which were mostly virtual throughout 2020 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
Dining Out For Life
Santa Skivvies Run
Do It Yourself Events
The COVID-19 pandemic led to the cancellation of AIDS/LifeCycle 2020. The move to a virtual event, AIDS/LifeCycle@Home, led to a contribution of $0.8 million for SFAF.

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

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Kelly Liu
George Loftis
Jeremiah Mayfield
Donald Novo
John Ockerbloom
Kat Palermo
Brian Popplewell
Ed Quick
David Rappel
Gareth Rose
Daniel Rosenwasser
Borach Schmell
Eric Stahl
Domitilla Torres
Harry Turner & Brian Keil
Thomas Weber
Matthew White
Chris Wilson
Belinda Wong
DINING OUT FOR LIFE

For the first time ever, Dining Out For Life became Dining IN For Life. While COVID-19 prevented community members from dining out in April 2020, dedicated volunteer Ambassadors promoted partner restaurants, shared critical information about San Francisco AIDS Foundation programs and services and raised critical funds for our work.

Thank you to the 2020 Dining IN For Life Ambassadors and donors for their commitment to the cause.

INDIVIDUAL AMBASSADORS: $5,000+
Sean Harris
Joseph Hollendoner
Jacob Ittycheria
Peter Ohm
James Pincow

INDIVIDUAL AMBASSADORS: $1,500–$4,999
Keri Brooke
David Cowell
Sean Livingston
Travis Monson
Santa Skivvies Run became Santa Skivvies Challenge in 2020, a festive Do It Yourself virtual fundraiser that raised funds for our HIV prevention, support and care services.

These participants and donors went above and beyond in 2020, so we extend a very merry thanks to them all!

PARTICIPANTS: $1,500–$4,999
Joseph Hollendoner
Zelly Lodin
Manny Nungaray
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. We are extremely grateful for their significant impact and for the donors who supported their efforts.

PARTICIPANTS: $1,500+
Nate Bourg
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

Volunteers
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.
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.

$50,000–$99,999
The Bank of America Foundation
The Elizabeth Taylor AIDS Foundation
Levi Strauss Foundation
PwC Charitable Foundation
Salesforce.com

$25,000–$49,999
MAC AIDS Fund
Wells Fargo Foundation

$10,000–$24,999
Broadway Cares/Equity Fights AIDS
Chan Zuckerberg Initiative
Chevron Humankind
Cisco Systems
Harm Reduction Coalition
JP Morgan Chase Foundation
Ten Fingers Foundation
The Coca Cola Foundation
VMWare Foundation
Walt Disney Company Foundation

$5,000–$9,999
ADP Foundation
Bill & Melinda Gates Foundation
eBay Foundation
GE Foundation
The Morrison & Foerster Foundation
The PG&E Corporation Foundation
Verizon 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+
Google
Morrison & Foerster LLP
NASEN

$50,000–$99,999
SFMTA
Shartsis Friese LLP

$25,000–$49,999
Asana
Q.Digital

$10,000–24,999
7x7
Cycling Sports Group
The San Francisco Chronicle/SFGATE

$5,000–$9,999
San Francisco Giants
In 2020, our in-person volunteer opportunities were sadly put on hold due to the COVID-19 pandemic, but our volunteers persisted! Many volunteers served in a remote capacity this year by creating online resources for clients, moderating online groups and developing new ways to serve. We know we can count on all of our volunteers because these passionate, fierce advocates for our mission make our community stronger every day.

Visit sfaf.org/volunteer to learn more about future volunteering opportunities for individuals or groups.
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 2020, 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, 2020. A complete copy is available from sfaf.org/about-us/financial-information.
## STATEMENT OF FINANCIAL POSITION

As of June 30, 2020 and June 30, 2019

$000

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$2,518</td>
<td>$2,150</td>
</tr>
<tr>
<td>Investments</td>
<td>22,015</td>
<td>16,417</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>5,148</td>
<td>6,928</td>
</tr>
<tr>
<td>Contributions receivable, net</td>
<td>648</td>
<td>750</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>994</td>
<td>724</td>
</tr>
<tr>
<td>Security deposits and other assets</td>
<td>124</td>
<td>126</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>3,929</td>
<td>5,102</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$35,376</strong></td>
<td><strong>$32,197</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$1,908</td>
<td>$2,119</td>
</tr>
<tr>
<td>Accrued payroll and related liabilities</td>
<td>2,189</td>
<td>1,702</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>303</td>
<td>–</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>360</td>
<td>721</td>
</tr>
<tr>
<td>Refundable advances</td>
<td>99</td>
<td>158</td>
</tr>
<tr>
<td>Capital lease obligations</td>
<td>4</td>
<td>19</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>4,863</strong></td>
<td><strong>4,719</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td>$28,578</td>
<td>$25,378</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>1,935</td>
<td>2,100</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>30,513</strong></td>
<td><strong>27,478</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL LIABILITIES &amp; NET ASSETS</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$35,376</strong></td>
<td><strong>$32,197</strong></td>
<td></td>
</tr>
</tbody>
</table>
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**

Years Ended June 30, 2020 and 2019

$000

<table>
<thead>
<tr>
<th>Description</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PUBLIC AND GOVERNMENT SUPPORT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government grants</td>
<td>$18,220</td>
<td>$16,647</td>
</tr>
<tr>
<td>Contributions and grants</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Individuals</td>
<td>1,644</td>
<td>971</td>
</tr>
<tr>
<td>Corporations and foundations</td>
<td>2,220</td>
<td>2,048</td>
</tr>
<tr>
<td>Donated goods and services</td>
<td>924</td>
<td>1,048</td>
</tr>
<tr>
<td>Special events (net)</td>
<td>5,404</td>
<td>8,214</td>
</tr>
<tr>
<td><strong>Subtotal public and government support</strong></td>
<td>28,412</td>
<td>28,928</td>
</tr>
<tr>
<td><strong>REVENUES AND GAINS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net realized and unrealized gain on investments</td>
<td>$(70)</td>
<td>$182</td>
</tr>
<tr>
<td>Investment income</td>
<td>262</td>
<td>277</td>
</tr>
<tr>
<td>340B drug pricing program</td>
<td>23,078</td>
<td>18,614</td>
</tr>
<tr>
<td>Other</td>
<td>336</td>
<td>549</td>
</tr>
<tr>
<td><strong>Subtotal revenues and gains</strong></td>
<td>23,606</td>
<td>19,622</td>
</tr>
<tr>
<td><strong>Total public and government support, revenues and gains</strong></td>
<td>52,018</td>
<td>48,550</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>$43,244</td>
<td>$39,248</td>
</tr>
<tr>
<td>Fund development</td>
<td>4,345</td>
<td>4,299</td>
</tr>
<tr>
<td>Support services</td>
<td>1,394</td>
<td>977</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>48,983</td>
<td>44,524</td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td>3,035</td>
<td>4,026</td>
</tr>
<tr>
<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
<td>$27,478</td>
<td>$23,452</td>
</tr>
<tr>
<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td>$30,513</td>
<td>$27,478</td>
</tr>
</tbody>
</table>
AT A GLANCE

Year Ended June 30, 2020
$000

SOURCES OF REVENUE
- Private Giving and Other Non-Government Sources: $33,798
- Government Grants: $18,220
- Total: $52,018

EXPENSE ALLOCATION BY FUNCTION
- Program Services: $43,244
- Fund Development: $4,345
- Support Services: $1,394
- Total: $48,983

EXPENDITURES BY PROGRAM AREA
- Sexual Health Services: $19,343
- Substance and Behavioral Health Services: $12,295
- Linkage & Retention Services & Social Support Services: $9,148
- Policy & Public Education: $2,458
- Total: $43,244
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
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