# leading to CO



# our mission and story

# our mission

AIDS Services
Foundation seeks
to end the AIDS
epidemic for men,
women and children
in Orange County
through effective HIV
prevention, linkage to
care and treatment,
while eliminating the
stigma of AIDS.

# our story

A small group of volunteers founded AIDS Services Foundation (ASF) Orange County in the late summer of 1985 because people were dying, had nowhere to turn and desperately needed help. ASF is now the largest and most comprehensive nonprofit HIV/AIDS service provider in Orange County with a staff of committed and caring individuals, a board of directors and advisory council of highly respected community leaders, and hundreds of dedicated volunteers.



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# a message from

Duane Vajgrt, MD, Board President Philip Yaeger, Executive Director/CEO

Since its founding in 1985 by a small and courageous group of individuals from Laguna Beach, California, AIDS Services Foundation (ASF) Orange County has evolved into a large community of compassionate and generous supporters determined to end the HIV/AIDS epidemic. Over the years we have made great strides in taking on the daunting challenge of an autoimmune deficiency disease for which decades ago there was little information as to its origin, human transmission or cure. And while we have undoubtedly gained considerable forward momentum, we are undeniably facing another unforeseen challenge: overcoming complacency. Due to the development and availability of lifesaving prescription medicines that make it possible to live with the disease, many people—particularly the younger generation—mistakenly believe the worst is behind us.

Continually focusing beyond the horizon, we recognize that eliminating the stigma associated with HIV/AIDS and encouraging everyone to know their HIV status are critical steps, but equally important is the need to simultaneously remind our community, as well as the world at large, that the fight to end AIDS has not yet been won. Statistics provided by the Orange County Health Care Agency reveal that 300 OC residents were newly diagnosed with HIV in 2015 and 55 were concurrently diagnosed with AIDS, which indicates that these individuals had been living with the disease yet were unaware.

We won't rest until we reach zero.

Thanks to your invaluable and unwavering support, ASF is now the oldest, largest and most comprehensive nonprofit AIDS service organization in Orange County. Through this year's annual report we once again make a heartfelt attempt to express our gratitude and recount the invaluable services our clients benefit from because of your care and contributions, both financially and emotionally. But most important, we hope this document serves as a testament to how likeminded individuals working together for a common cause can indeed change the world and save lives.

With you on our side, ASF is hopeful that one day—in the not-too-distant future—the AIDS epidemic will end and the services we provide will be solely dedicated to educating the community on prevention and helping those still living with the disease. Until then, our dedicated staff, volunteers and supporters will continue to work tenaciously to prevent the spread of HIV and ensure that everyone living with HIV/AIDS in Orange County has access to life-enhancing care, as well as a deep knowing that they are loved unconditionally.

Duane Vajgrt, MD, Board President

Philip Yaeger, Executive Director/CEO

# client and family services

#### focusing our sights on ending the AIDS epidemic

Since its founding in 1985, AIDS Services Foundation Orange County has concentrated its energy on providing care and comfort to those infected or affected by HIV/AIDS. Now, with new medications helping us win battles in the prevention war, much of the work that we do can help the agency and our clients focus on the end of the HIV/AIDS epidemic in Orange County. The first steps are prevention, education and testing. We need to keep those at risk from contracting the virus, and we need to identify those who do have the virus. Once we know their status, ASF can offer them lifesaving care that will reduce their viral load and make them less likely to transmit the virus to someone else.

#### health education and prevention

ASF's Health Education and Prevention programs seek to inform and teach the public to avoid contracting HIV. According to statistics, it is the most effective way to slow the spread of the virus that causes AIDS. ASF is looking forward to expansion of these programs in the near future with a focus on ending the AIDS epidemic in Orange County.

In addition to working with the general public and at-risk communities on prevention education, ASF health educators work with those already infected, instructing them on ways to prevent the spread of HIV. ASF offers individual-, group- and community-level interventions. The programs and activities are provided at no cost to participants. Group- and community-level interventions provide refreshments to all participants in attendance. In 2015 alone:



speaking engagements were offered through the Positively Speaking program, reaching more than



participants in junior high and high schools, colleges, universities and community settings, discussing real-life facts about HIV/AIDS in Orange County



S.H.A.P.E. (STDs, HIV/ AIDS Prevention Education) educational seminars were provided to



homeless adolescents in OC to reduce unwanted pregnancies and use of legal/illegal substances, as well as increase condom knowledge and skills



Mpowerment seminars, teaching condom negotiation skills and other safer sex techniques, were provided to



Spanish-speaking, Latino, gay/bisexual men ages 18-29



individuals participated in



HIV 101 educational seminars at the Newport Hoag Hospital Chemical Dependency Recovery Center

# 106

participants were reached through individualized risk-reduction HIV counseling sessions for HIV+ men who have sex with men (MSM) to improve their quality of life and increase their health literacy. Sessions provided in both English and Spanish

#### somos program

SOMOS is an HIV prevention social group for MSM youth ages 18-29, which uses an Mpowerment project model designed to address the needs of young gay/bisexual men. This program enacts a sex-positive intervention that teaches the participants about HIV and STIs, safe sex practices, HIV testing and PrEP medications. Programs and activities provided at no cost to participants in 2015 included those to the right.



#### Additionally,



#### case management

Looking forward to an Orange County beyond the AIDS epidemic, ASF knows that case management will play an integral part in keeping our community healthy. Case management is a comprehensive care program that addresses the complex needs of individuals and families living with HIV and breaks down barriers in the care system. ASF's individualized case management approach to care ensures that each client receives assistance tailor-made to his or her personal needs.

ASF's case managers link clients to the array of free services provided by the agency such as food, housing, transportation, mental health services and family services. In addition, they assist in securing public and private benefits available in the wider community.

#### case management, continued

The overarching goal of case management is to keep clients in care and facilitate a client's autonomy and movement toward self-advocacy so they can rejoin the community as healthy, productive individuals. Ranging from client connection to medical care to assistance with back-to-work programs, case management ensures clients focus on a future of maintained health and self-sufficiency.

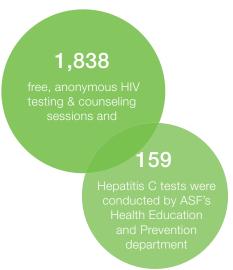






#### hiv and hepatitis c testing services

In evaluating the likelihood of a future beyond the AIDS epidemic, testing ranks extremely high among known methods to stop the virus's spread. Our statistics show that when a person is identified as HIV-positive by ASF and is linked with care through the agency, they become healthier and considerably less at risk of unknowingly spreading the virus. In 2015, almost six people per week were diagnosed with HIV in Orange County. ASF recognizes the importance of early and frequent testing and has responded with increased testing and outreach in at-risk communities and the community in general.



#### nutrition services

We cannot even begin to envision a future beyond the AIDS epidemic unless we strive to keep those who have tested positive adhering to their medications. Because of the toxicity and side effects of HIV medication regimens, having the right food available to help take medications is an important part of adherence. Nutrition Services is an integral part of treating the client as a whole to maintain a reduced viral load and reduce the chance that any of our clients will infect someone else.







#### nutrition services, continued

ASF's Nutrition Services program provides groceries, vitamins and dietary and nutritional supplements through its on-site food pantry for people living with HIV/AIDS who lack the financial resources to purchase the items themselves.







#### transportation

We cannot expect clients to reduce their viral loads and prevent the further spread of HIV without regular medical visits or visits to ASF for mental health sessions and/or to receive any of the many services we provide. Lack of transportation to and from these important appointments cannot be what prevents us and our clients from success over the horizon. So transportation is an integral part of ASF's prevention methods.

ASF offers qualified clients a multitiered transportation system composed of Orange County Transportation Authority (OCTA) passes, subsidized coupons for use on the OCTA's ACCESS bus system, subsidized taxi rides, and transportation provided on ASF vans and buses operated by ASF drivers. Depending on the client's need as assessed by a case manager, any or all of these methods of transportation could be used.











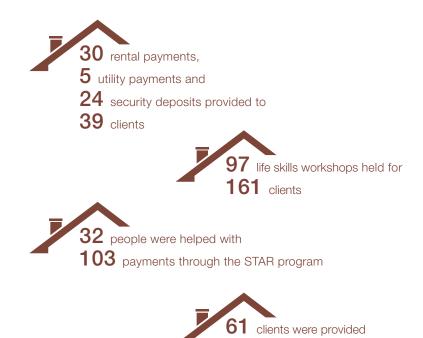


#### housing

Basic needs must be met before persons living with HIV can begin to think about their own well-being and that of others around them.

Secure and reliable housing is part of the vision for a future without the HIV/AIDS epidemic.

ASF offers financial assistance for rent and mortgage payments, utilities subsidies, rental deposits, and emergency and transitional housing so that clients can focus on their own current and future health. In addition, the STAR (Short-Term Assistance for Rent) program makes direct rental subsidies available to landlords on behalf of qualified persons with HIV/AIDS and their families.



**4.183** bed nights

#### mental health

105

individual and

group counseling sessions provided

A future without the HIV/AIDS epidemic definitely depends upon openness and honesty. Being open and honest with self, family, friends and sexual partners is not always easy. These relationships are sometimes most at risk when it comes to an HIV-positive diagnosis. The risk isn't always physical, as in the threat of

transmission; there is also emotional risk, along with feelings of uncertainty, hopelessness

and sometimes deceit, all of which can deeply affect a person's closest

relationships. Clients may not even know how to disclose their status to sexual partners to prevent further infection.

Thanks to the support of generous donors, ASF clients and their families don't have to face the uncertainty alone. Through the agency's mental health program, targeted support groups and individual counseling are made available for clients and their families. All services are provided free of charge and are conducted by licensed therapists and psychologists with an acute understanding of the needs of HIV-positive individuals.

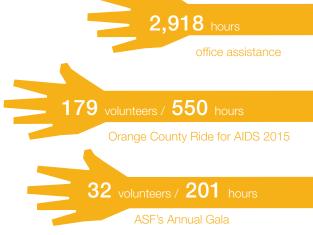
#### volunteers

ASF could not have become the success that it is today nor could it look toward a brighter future void of the HIV/AIDS epidemic without our dedicated and compassionate corps of volunteers. Whether assisting in the food pantry fulfilling orders or making deliveries, performing office tasks, providing HIV testing or helping at events, ASF volunteers continue to prove they're a vital defense in the fight to prevent transmission of HIV/AIDS.



#### volunteers, continued

In 2015, 350 people volunteered 25,159 hours of service for ASF. The dollar value of this assistance, based on the valuation of \$27.59 per hour for volunteer time in California as established by Independent Sector, totaled \$694,137. ASF registered 89 new volunteers this year and utilized 31 undergraduate interns.



Kids Club, where 20 children

received their new bikes; the

directly to recipients' homes,

thanks to ASF volunteers and

remainder were delivered

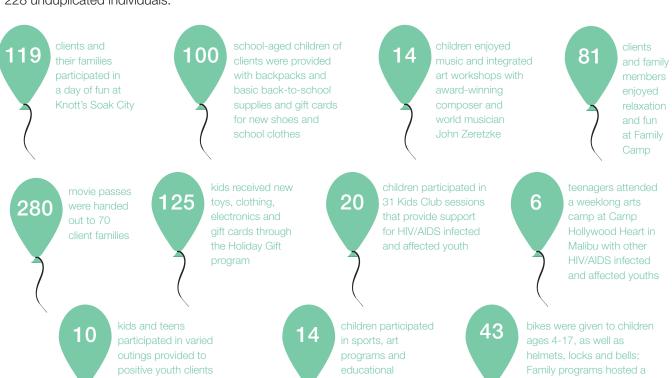
#### wilbur may family and children's programs

their own time at a

community service

Family and Children's programs offer children infected and affected by HIV a safe place to share their feelings about living with the disease without discrimination or judgment. The programs also aim to give families impacted by HIV/AIDS access to services and activities that will ease their financial burden and provide them fun family outings and enrichment opportunities.

Last fiscal year, 80 families were served by programs and activities made possible in large part through generous donations by Anita May Rosenstein and the Wilbur May Foundation. Services were once again provided through a partnership with the Segerstrom Center for the Arts and through gifts from other private donors, which benefited 228 unduplicated individuals.



summer camps and

pitch, Little League

baseball and soccer

retreats, karate,

hip-hop, piano,

# support resources

#### changing the future one donor at a time: fund development

Identifying and securing financial resources that support the agency's vision for the future is the key goal of ASF's Fund Development department. Also tasked with increasing our visibility in the greater community, the department tenaciously works year-round with board members, as well as corporate, civic and community leaders, to produce ASF events such as ASF's Annual Gala, AIDS Walk Orange County, Orange County Ride for AIDS and Dining Out For Life.

Securing grants from foundations, corporations and government agencies are also key responsibilities of ASF's development team. In addition, the department fosters relationships with individual donors through the Patron's Council and Partners for Life legacy program. These individuals and corporate and foundation entities provide essential funding that makes ASF's work possible.









#### aids walk orange county 2015

The 2015 AIDS Walk Orange County, the area's oldest and largest fundraiser for HIV/AIDS, took place at William R. Mason Regional Park on Saturday, May 9, drawing 1,200 participants who with generous support of corporate sponsors raised over \$305,000. The diverse group of individual walkers and teams represented area schools, civic organizations, family groups, and churches, synagogues and temples. ASF corporate partners and area businesses formed motivated and successful teams as well, many supporting the walk with a financial or in-kind gift. Funds from the ASF-organized event were distributed between ASF and five recipient agencies that must use the funds exclusively for services benefiting people living with HIV/AIDS.

#### 6th annual orange county ride for aids

The October 24, 2015, Orange County Ride for AIDS (OCRA) once again exceeded all expectations, with a record-breaking 185 registered riders cycling through some of Orange County's most breathtaking scenery while raising \$120,000 for ASF! With start and finish lines established at William R. Mason Regional Park in Irvine, the cyclists chose from among three designated routes offering three levels of difficulty: the 100-mile Century route, the 100-kilometer (62-mile) Metric Century route, and the family- and beginner-friendly, 30-mile Taste of OCRA route. All routes were fully supported with chase vehicles and fully staffed and outfitted with pit stops.





#### 2016 annual gala - puttin' on the ritz

On Saturday, January 23, ASF held its 30th Annual Gala at the Marconi Automotive Museum in Tustin with a goal to raise \$350,000 to support the agency's invaluable services to this community. It's an annual gala that has gone through many incarnations since its inception in 1985 when, at a nine-minute backyard Busby Berkeley-style swimming pool extravaganza, Al Roberts and Ken Jillson coined the signature fundraiser "Splash." Building on its tremendous success, which helped raise the funds to launch ASF, "Splash" gave way nearly a quarter century later to "Red Ball," which finally segued to today's "Annual Gala." Through decades and changes in name, theme and style, the annual event has always served to remind us of the agency's humble beginnings and that small group of volunteers who saw a need and worked to find a way to fulfill it.

This year's theme, *PUTTIN' ON THE RITZ*, was poignantly chosen, representing the sentiment of the 1927 song written by Irving Berlin that was later recorded by Fred Astaire and featured in the movie "Blue Skies" (1946). As it was then, the song continues to invoke a universal theme for celebrating life, thinking positively when facing adversity and living fully. And, so, it's no coincidence that, in honor of 30 years of service, ASF delivered on nearly every one of its monikers and themes since 1985. The event made a big splash, raising \$440,000 for the county's oldest and largest AIDS service organization, and the 365 guests in attendance had a ball, arriving to a red-carpet welcome at the annual gala.

The evening began with a martini luge provided by Tito's Handmade Vodka and pre-dinner entertainment from wandering "table magicians" who performed their own brand of magic, up close and personal. Guests enjoyed a magnificent dinner catered by Bruno Serato and the Anaheim White House—the only restaurant in the world that serves 1,000 free dinners to homeless motel kids every night! Guests generously participated in a live and silent

#### annual gala, continued

auction before celebrating with post-dinner music and dancing provided by Da Capo Players.

"Blue Skies" are, indeed, ahead for ASF. Our thanks to the extraordinary volunteers and ASF team members, and especially the annual gala committee and event chairs, Jeff Elder and Karla Kjellin-Elder, whose countless volunteer hours and imaginative creativity resulted in tremendous success. It's nothin' but blue skies from now on.









#### annual gala major donors

\$25,000+

Heidi Cortese
Al Roberts and Kenneth Jillson
Lawrence W. Will DDS and Michael Shapiro

\$10,000+

Marilyn C. Brewer and Lou Romano
Roya Cole and Charles P. View
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Francois Leclair
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\$5,000+

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#### annual gala major donors, continued

Richard W. Silver and Robert E. Hayden III

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Kevin Mundt and David Thomas

Link Newcomb and Antonio Lemes

Kevin T. Nordine

Leonard R. Olds and Hugh Rouse

Ali and Karyn Salman

Robert and Norma Thornton

#### dining out for life®

In 2015, ASF partnered with Dining Out For Life, a nationwide program created in 1991 at Action AIDS in Philadelphia, Pennsylvania, where restaurants donate a minimum of 25 percent of their food and beverage sales to a specified organization. Assembling a dedicated and energetic group of volunteers and staff members who were instrumental in creating relationships with the 20 local restaurants that participated in this unique charitable event that feeds—and heals—the soul, the agency received over \$25,000 from hundreds of diner donations! With such great success in our inaugural year, we look forward to many years with Dining Out For Life.



## financial statements

for year ended february 28, 2016 statement of financial position

#### assets

Current Assets
Cash & cash equivalents \$ 715,033
Investments
Grants receivable582,747
Pledges receivable 0
Inventory12,382
Prepaid expenses & other current assets
Total Current Assets \$2,248,741
Property & equipment, less accumulated depreciation of \$668,457 and \$618,490, respectively 342,503
Other Assets
Deposits22,413
total assets \$2,613,657
total assets \$2,613,657 liabilities & net assets
liabilities & net assets
liabilities & net assets Current Liabilities
liabilities & net assets  Current Liabilities  Accounts payable
liabilities & net assets  Current Liabilities  Accounts payable
liabilities & net assets  Current Liabilities  Accounts payable
liabilities & net assets  Current Liabilities  Accounts payable
liabilities & net assets  Current Liabilities  Accounts payable
liabilities & net assets  Current Liabilities  Accounts payable
liabilities & net assets  Current Liabilities  Accounts payable

#### statement of activities

#### revenues & support

Public grants & contracts \$3,028,48
Private grants & contracts
Contributions
Fundraising856,67
Investment gain (loss)
In-kind15,07
Other

#### total revenues & support . . . . . . \$4,758,062

#### expenses

expenses
Interdisciplinary case management \$1,514,724
Housing services477,393
Mental health116,801
Health education
Nutrition services356,644
Transportation302,011
Communications143,985
Volunteer services
Public policy
Family programs88,094
AIDS Walk distribution
Management & general41,792
Fundraising
total operating expenses \$4,433,919
changes in net assets \$ 324,143
net assets at beginning of year \$1,919,602
net assets at end of year \$2,243,745

#### operating expenses

ASF continues our dedication of allocating as much of our donor's gifts as possible to the provision of quality care, education, and prevention services for people in Orange County affected by HIV/AIDS. During the 2015–2016



fiscal year, 81.93% of funds received were expended on those programs and services. Fundraising efforts and administrative costs necessary to support the agency's work accounted for the remaining 18.07%.

# our donors 2015 - 16

Thank you to our generous donors who support AIDS Services Foundation Orange County to prevent the spread of HIV and improve the lives of men, women and children affected by HIV/AIDS in Orange County.

\$100,000+

Centers of Disease Control and Prevention

County of Orange / HIV Housing

County of Orange / HIV Prevention

County of Orange / HIV Services

The Estate of Robert Heikes

\$50,000 - \$99,999

County of Orange / HIV Testing

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Marlene Woodworth

Sandy L. Wright

Heidi Von Tilsit

Robert Young

Karen Zfaty

# top fundraisers 2015 – 16

Thank you to all those individuals who, through their participation in AIDS Walk Orange County and Orange County Ride for AIDS, help support AIDS Services Foundation and its mission.

#### 29th annual AIDS walk orange county top teams / walkers

#### corporate walk teams

- 1. Team PIMCO
- 2. MS Newport Beach
- 3. Team RGCS (Reliant General Claims Services)
- 4. MAC Cosmetics
- 5. Team Starbucks Area 99

#### individual walkers

- 1. David Hanson & Frans Van Overeem
- 2. Deborah Reed
- 3. Roya Cole
- 4. Wesley Sasser-Brandt
- 5. Theresa Andrade
- 6. Jeff Stuckhardt
- 7. Duane Vajgrt
- 8. Mihir Worah
- 9. Frances Marquez
- 10. Michelle Williams

#### friends and family walk teams

- 1. Altrusa Club
- 2. Team Zero
- 3. Bynx's Boys & Babes
- 4. Maleficent Minions
- 5. Ric's Clique



### 29th annual AIDS walk orange county top teams / walkers, continued

#### clubs and organizations walk teams

- 1. Team ASF
- 2. Shanti Strutters
- 3. LGBT Center OC
- 4. Men Alive
- 5. Straight Talking Walkers

#### faith-based walk teams

- 1. IUCC Walk the Walkers
- 2. St. Mark Marchers
- 3. Laguna Beach United Methodist Church
- 4. Orange County Unitarian Universalists
- 5. St. Wilfrid of York Episcopal Church

## 6th annual orange county ride for AIDS top fundraisers

- 1. Duane Vajgrt, M.D.
- 2. Kevin Broadwater
- 3. Jeff Benedick
- 4. David Fisher
- 5. David Mershimer
- 6. Jeffrey Butcher
- 7. Mark Boll
- 8. Sal Fazio
- 9. Rain Lane
- 10. Janet Calvert



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