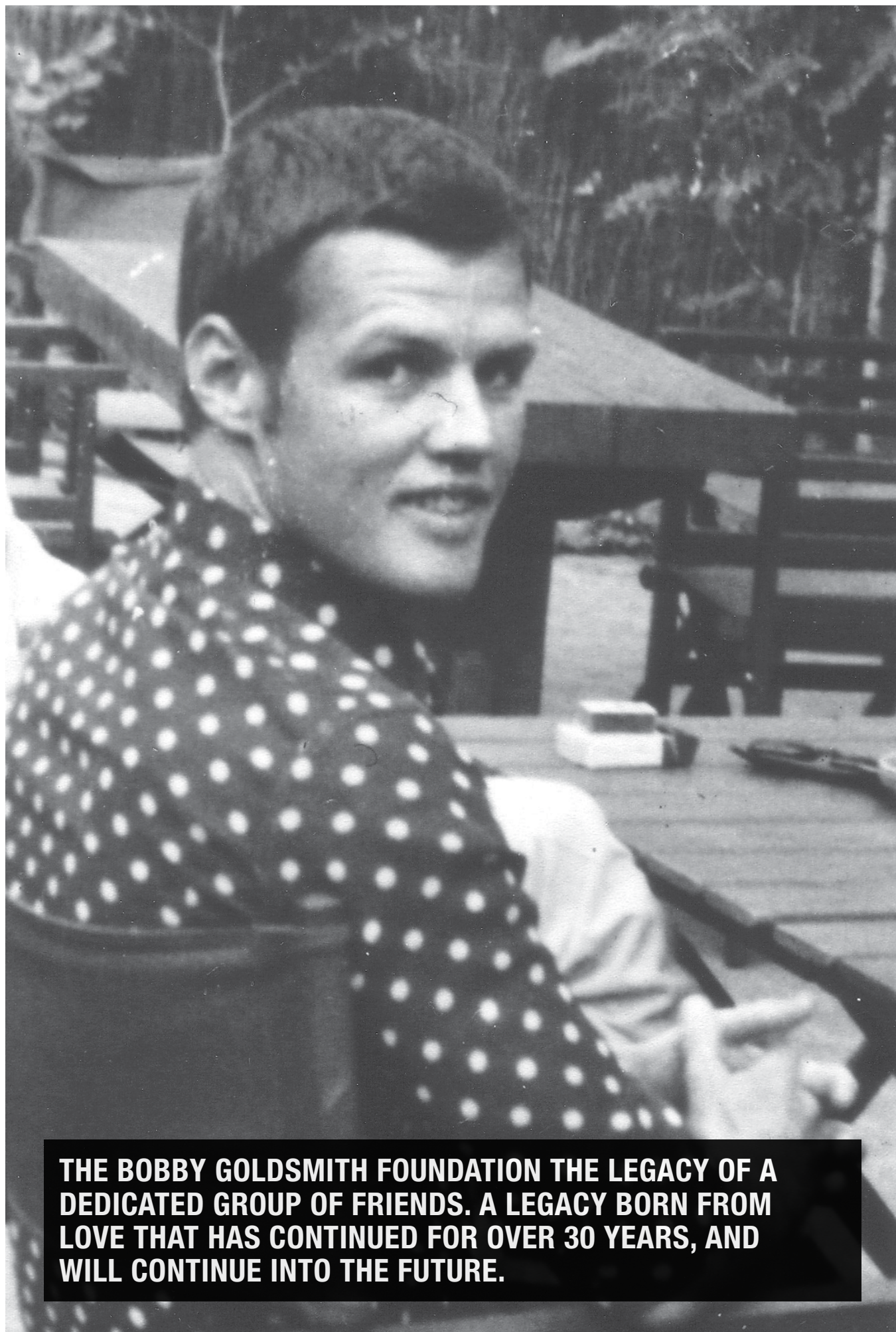


A large red graphic consisting of two thick diagonal lines forming a large 'V' shape, with the top point of the 'V' at the top center of the page.

2 BOBBY GOLDSMITH FOUNDATION IMPACT **2013** REPORT



bobby goldsmith foundation
practical emotional financial support



**THE BOBBY GOLDSMITH FOUNDATION THE LEGACY OF A
DEDICATED GROUP OF FRIENDS. A LEGACY BORN FROM
LOVE THAT HAS CONTINUED FOR OVER 30 YEARS, AND
WILL CONTINUE INTO THE FUTURE.**

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BGF SUMMARY

OUR CLIENTS

- 82.30% of our clients are people living in poverty with HIV
- BGF worked with 1305 clients encompassing the diversity of people living with HIV (PLHIV) in NSW
- 88% of BGF clients identify as male, 11% as female and less than 1% as transgender
- 32% of clients are from culturally and linguistically diverse (CALD) backgrounds and 4% identify as Aboriginal
- 56% of our clients live in five Local Government Areas across NSW
- 84% of our clients access six Local Health Districts across NSW
- 85% of our clients are aged between 35 and 65
- Clients range in age from 4 to 82 years
- 53% of current clients have been assisted by BGF for more than five years
- 685 clients received financial assistance in the FY 2013
- The average annual amount of financial assistance per client is \$250.

OUTCOMES

- 25,854 occasions of service for BGF clients
- \$170,900 distributed in financial assistance to 685 clients
- \$120,000 in Energy Accounts Payments Assistance to 364 clients
- \$424,848 of savings from creditors negotiated on behalf of clients by BGF's Financial Counsellor
- 685 clients received co-payments for HIV-related medications
- Improved health outcomes and reduced hospital admissions due to improved medication adherence

ABOUT US

AUSTRALIA'S OLDEST HIV CHARITY

The Bobby Goldsmith Foundation (BGF) is Australia's longest-running HIV charity. Founded in 1984, BGF undertakes a range of supports and interventions that address issues of long-term social and economic poverty.

BGF works holistically with clients to limit the challenging circumstances that are often detrimental to physical and emotional wellbeing. We keep our clients connected, supported and well.

The provision of services has a positive impact on the health of our clients through

- early intervention,
- medication adherence,
- supported accommodation and housing solutions
- advocacy with medical practitioners for PLHIV with complex health issues, and
- building greater awareness and skills in managing HIV health.

We provide direct financial and practical assistance, emotional support, financial counseling, housing, study and employment support to the most vulnerable and disadvantaged people living with HIV in New South Wales.

The Bobby Goldsmith Foundation works proactively to establish links with other HIV support organisations, such as ACON, Positive Life NSW, Ankali and the National Association of People Living with HIV (NAPWH). We also work with government agencies including the HIV and Related Programs Units across New South Wales and the AIDS Dementia & HIV Psychiatry Service (ADAHPS) team.

WHO WAS MY BROTHER ROBERT (BOBBY) GOLDSMITH?

There was a 3-year gap between Robert and I, which made it hard for us to connect in the earlier years. To be honest I regarded a cute, chubby baby/toddler as an annoying creature who enjoyed far too much family attention. It was probably not until we were sent away to school (he 6, me 9) that we bonded in adversity. I remember him as a stoic little fellow, a giggler with a serious side who seemed to charm everyone he encountered.

In his teenage years Robert developed a passion for swimming and general fitness, which would be lifelong, and he became a serious student. In adolescence he could be moody, a fact which the family was aware of as his face resembled a thundercloud. However, he had a great sense of humour. One of my vivid memories involved his being overcome by mirth in the back of the car as he had spotted a police car following Dad who was, as per usual, speeding but couldn't warn him because he was laughing too much. Dad was not impressed.

Robert's results in the Leaving Certificate were impressive and he decided on a teaching career, a decision that he doggedly stuck too despite having most unhappy practice teaching experiences. His first school, Captain's Flat, proved to him that teaching was not the best career for him and with the backing of the family he resigned.

Once Robert gave up teaching, settled into his job in the Public Service and worked out his sexual orientation, he seemed far happier and we saw far fewer "thundercloud" moments. We met infrequently due to distance as we were in the north west of the state and Robert was the quintessential city boy. He was an indulgent uncle, once carting a huge pink teddy bear up to Quirindi on the train and the kids loved visiting him in Sydney where I suspect they were spoiled rotten. As siblings we shared a love of opera, books and film and enjoyed debating politics and religion, although Robert bemoaned the fact that I didn't take either seriously enough. Some of our best bonding moments were lying on the beach admiring the bodies of the young men parading around.

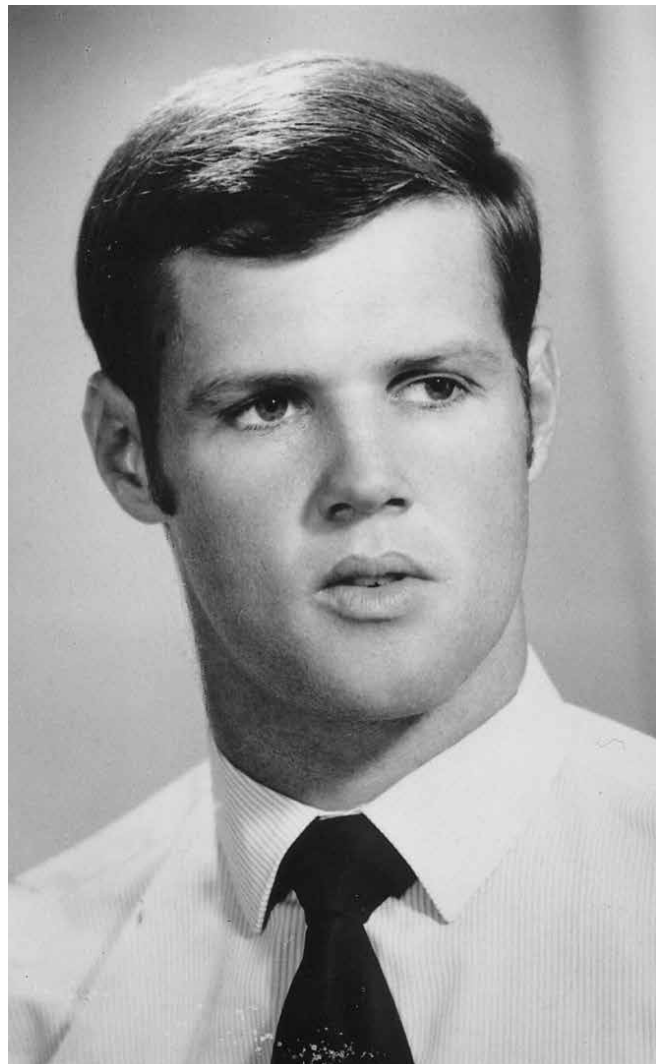
Robert enjoyed a very full gay life, partying, dancing and, as was the fashion then, enjoying many sexual adventures. I was always worried about the

possibility of STDs (something Robert seemed not to be concerned about) and was extremely fearful when I first heard of AIDS in America.

When Robert came to Dad's place for Christmas in 1983 his physical appearance was a shock and we realised that he was very ill. The next six months were very difficult for all who knew Robert due to the dire effects of AIDS and the hysteria surrounding it, but the love and care shown him by his partner and friends was truly inspirational and the one bright spot in a very dark time.

Robert died on 18th June 1984, one of the first of many young men whose lives were tragically cut short by that pernicious disease.

Wendy White



INTRODUCTION BY THE HON. MICHAEL KIRBY

PHOTO OF MICHAEL KIRBY BY MARCUS MOK



Another year comes around and I pen this introduction to the Annual Impact Report of the activities of the Bobby Goldsmith Foundation (BGF).

Once again, I offer congratulations and thanks for the outstanding work performed in the year past.

BGF worked with 1,305 clients during the past year, many of whom have experienced isolation and

poverty. BGF has adjusted services to meet the needs of people living with HIV (PLHIV) in NSW. BGF has promoted improved health outcomes and reduced hospital admissions on the basis of improved medication adherence. For the individuals affected, and for the public purse, BGF is truly a costs saver.

In the past year, whilst I have been watching the highly practical, and usually local, work of BGF, I have also been engaged in the international struggle against the spread of HIV.

In part, this struggle has been under the scrutiny of the UNAIDS Reference Group on HIV and Human Rights, on which I have served for the past 10 years. But, in part, the work has been involved in the new international commission established by UNAIDS, in concert with The Lancet, the medical journal published in Britain. This new Commission is one *On Defeating AIDS – Advancing Global Health*. The Commission has been created under the leadership of Michel Sidibé, Executive Director of UNAIDS.

The first meeting of the UNAIDS Commission took place in Lilongwe, Malawi. President Joyce Banda is the President of Malawi and she is one of the Co-Chairs of the Commission. The Commission has been addressing three questions:

- What will it take to end AIDS?
- How can lessons from the AIDS response inform global health?
- How must the AIDS and global health architecture be modernised to achieve sustainable global health?

To some extent we, who have been active in BGF, have insights to add in the response to these questions. We know that thinking globally, but acting locally, is the way to engage with HIV at the frontline. Certainly, BGF is at the very front of the front. It is dealing with the hard cases where often vulnerable and disadvantaged people are in desperate need of immediate medical, financial and other assistance.

BGF is also an illustration of the way in which communities can grow to respond to HIV and to ensure that no one is left out of the circle of assistance. It is sad to recall that, in part because of the huge challenge of HIV, communities of gay men, in the early frontline of the epidemic, formed themselves to assert their rights and demand respect for the dignity and equality as citizens and human beings. This demand is continuing and has spread to the LGBT community in Sydney and Australia. It has produced significant changes in the law, in social and political attitudes and in community perceptions. This was achieved not as a top-down consequence of legal change alone. It was achieved as a grass roots movement, growing out of actual day to day assistance and kindness to those in desperate need.

Global questions may be best answered by considering them in a concrete and local context. The HIV epidemic is not over. But marvellous advances have been made through the ingenuity of the human brain. And through the generosity of the human heart and spirit, practical help has been given to ease the burden of HIV where it hurts most.

To all who have worked with, supported and given to BGF, I extend thanks and praise. To all who have worked in and been associated in other ways with BGF, I send the message of ongoing commitment.

**Michael Kirby,
Patron**

A REFLECTION FROM BGF'S TREASURER IN 1984

In 1984 there was no internet or mobile phones. Things were extremely basic but a new problem was coming into the lives of people around the world. It was then referred to in the media as 'AIDS the gay plague'.

When Bobby Goldsmith was diagnosed in 1982, he was one of the first in Australia to be so. Organisations like ACON, BGF, Ankali and others didn't exist to offer any assistance for people diagnosed in those early years.

When Bob came home for the last time, we needed a TV and a video recorder to keep him company while I was at work. In those days they were not cheap! So John G, John P, Terry P, Jimmie T, Kenny S, Jenny M and I, we organised a fund raising event at the Midnight Shift which raised \$6,000. When Bob finally succumbed, we used this money to form the BGF Committee and thus the Bobby Goldsmith Foundation.

Once a week on a Saturday, we would all gather upstairs at the Shift. I was the treasurer. We were not paid but donated our time. We would discuss the ways of raising money on that night.

We created "The Boys Own Bake Off" with the help of Allan Goodchild and it was held at The Oxford Hotel, which Peter Whittle let us use without charge. We had

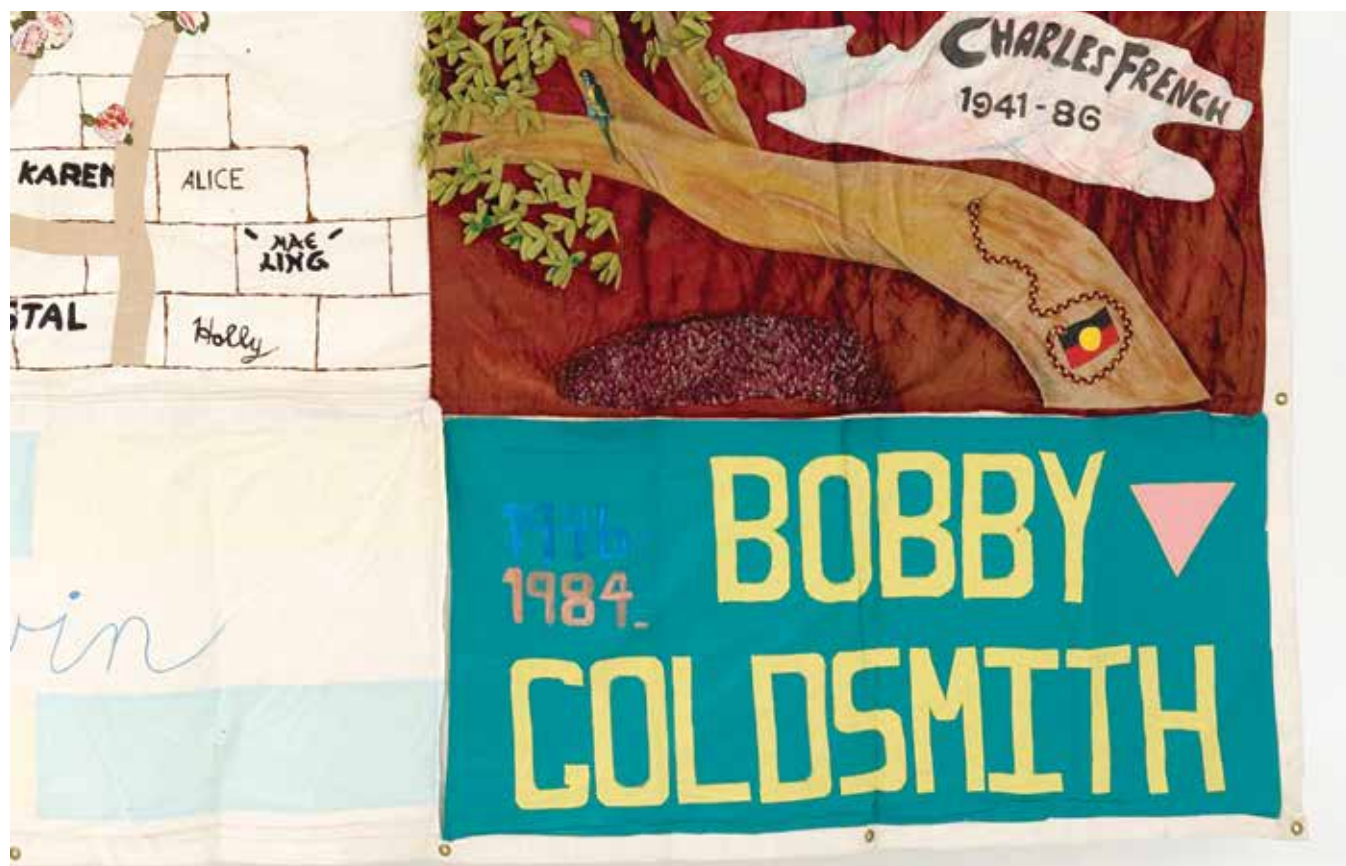
a fundraiser at Jools with help of Dawn O'Donnell and many others around the Golden Mile.

We had to learn a lot about running an organisation from making sure the money raised was given to the right people to running events and other fundraising ideas.

I was treasurer for two years but eventually stopped due to other commitments and a little burnout. I remember handing over the books to the accountant who was taking over from me. My accounting methods were rudimentary and, to the accountant's surprise, the books were accurate to the dollar, even though the receipts were in a shoebox, all two years of them! It worked for my Dad when he was a treasurer for a workers club in the UK in the 1960's. I laugh now but it was just the way it was back then.

Thirty years on and I see how far things have come and how much it has changed. I am so proud to see how BGF has developed into a strong charity caring for others. I know that Bobby would also be proud of this great organisation.

Ken Bryan
Treasurer, Bobby Goldsmith Foundation 1984



MESSAGES OF SUPPORT



The Hon Malcolm Turnbull MP

MINISTER FOR COMMUNICATIONS
FEDERAL MEMBER FOR WENTWORTH

MESSAGE FROM THE HON MALCOLM TURNBULL MP

THE BOBBY GOLDSMITH FOUNDATION

I am pleased to continue my support for the Bobby Goldsmith Foundation. Lucy and I have had a long association as supporters and contributors to the Foundation and we are both keen to continue our patronage long into the future.

The value of life and sense of community that the Bobby Goldsmith Foundation provides to those afflicted by HIV over such a long period is something with which I am very glad to associate myself.

The work the Foundation does in promoting wellness, longevity and quality of life for their clientele helps to alleviate loneliness, encourage social cohesion and empowers those who are affected by HIV to continue productive lives.

Of the roughly 1300 people who come to the Foundation for assistance every year only half come for financial assistance. Programs including counselling, communal support, outreach and chronic disease self-management that are organised through the Foundation provide a real benefit to those who reach out for help.

It speaks volumes that after nearly thirty years the Bobby Goldsmith Foundation is still a strong and supportive body which plays a vital role in a community of people at risk of being marginalised in our society.

I wish the Foundation well into the future.

Regards

A handwritten signature in dark ink, appearing to read 'M. Turnbull', with a stylized flourish at the end.

The Hon Malcolm Turnbull MP
Minister for Communications
Federal Member for Wentworth

Parliament House Canberra ACT 2600 | Telephone 6277 7480
287-289 New South Head Road, Edgecliff NSW 2027 | Telephone (02) 9327 3988 | Fax (02) 9327 2533



The Hon Jillian Skinner MP
Minister for Health
Minister for Medical Research

MESSAGE OF SUPPORT

BOBBY GOLDSMITH FOUNDATION

I am pleased to give recognition to the outcomes achieved by the Bobby Goldsmith Foundation in delivering services to people living with HIV in Sydney and across NSW. These services support healthy lifestyles, address poverty and stabilise people in safe housing. They have a wide impact and reduce the need for people with HIV to access hospital and other health services.

Since the 1980s, the Bobby Goldsmith Foundation has been a key participant in the NSW response to HIV. We are now in a new era where the initiation and maintenance of HIV treatment is recognised as being important for both the individual and for public health reasons; however, treatment requires effective management by individuals over their lifetime. The services of the Bobby Goldsmith Foundation contribute to treatment goals through supporting people in need with the cost of their medication, encouraging self-management of health and lifestyle issues and through enabling housing options for people with HIV who have complex support needs.

In recognising these services, I congratulate the staff, volunteers, sponsors and friends of the Bobby Goldsmith Foundation for their efforts, their innovation in service delivery and the outcomes they have achieved.

Jillian Skinner MP
Minister for Health
Minister for Medical Research

MESSAGES OF SUPPORT



ACON and BGF have a long history of working together to improve the health and wellbeing of people living with or affected by HIV.

The programs and services, which BGF has provided for close to 30 years, have provided vital support – be it practical, emotional and/or financial – for thousands of people throughout NSW.

The impact this support has had on the lives of BGF's clients has been critical in helping NSW deliver a world-leading response to the HIV epidemic over the last three decades.

In the years ahead we look forward to working with the clients, staff, volunteers and supporters of BGF as we strive to end the HIV epidemic in NSW, while continuing to provide support for people living with and affected by the virus.

A black and white image of a handwritten signature in dark ink, appearing to read 'Nicolas Parkhill'.

Nicolas Parkhill
Chief Executive Officer
ACON



The HIV community response in Australia has long been a driving force in the provision of high quality care and support service for people living with and affected by HIV in NSW.

Since the early days of the HIV epidemic, BGF has provided practical and financial support to the most vulnerable people with HIV in NSW. Although the prognosis for most

people with HIV has dramatically improved since the introduction of modern effective antiretroviral therapy in 1996, there are some who were infected before treatment was available, who stopped working due to physical and mental impairment and who now are reliant on government pensions and public housing.

Many of these individuals are older and not only live with HIV, but with a range of debilitating age-related health conditions. The cost of managing multiple chronic health conditions is associated with higher out-of-pocket health spending and BGF plays an important role and providing targeted financial assistance to these individuals to help them manage their health and sustain a reasonable quality of life.

Positive Life NSW supports the work of BGF in providing services to those who are vulnerable and most in need.

Sonny Williams
Chief Executive Officer
Positive Life NSW

PRESIDENT'S REPORT



For the past few years BGF has been undertaking a strategic review to ensure we continue to meet the needs of our clients and secure the future sustainability of the foundation.

In this, my first full year as President of BGF, I am pleased to announce that we are nearing the completion of this process and in doing so have secured our smallest loss to date of \$95,279

since the GFC. This is significant for the foundation, as it places us in a strong position as we go into a new strategic plan cycle to move the foundation to one of ongoing financial sustainability.

The BGF Treasurer has provided extensive detail on BGF's financial performance in her report in addition to the notes to the accounts in the financial statements. The unqualified audited statements reflect the organisation's governance and financial management procedures have been transparent and appropriate.

It is with regret that we mourn the passing of Malcolm Leech, a director of BGF from 2008 to 2012, and President of Positive Life. Malcolm lived at the forefront of HIV and AIDS during the height of the epidemic helping form the response that stopped HIV reaching the epic proportions it did in the rest of the world.

Malcolm passed away on 20 September 2013. I did not always agree with Malcolm, I don't think anybody did, but he changed our thinking on many things and guided us to do the right thing. Malcolm will be greatly missed by everyone who knew him.

I also welcome two new board members Lorraine Hall and Justin Cudmore. Lorraine and Justin bring a wealth of experience in government management and legal advisory which was lost with the retirement of our previous President Martin Walsh. I would also like to acknowledge and thank the significant contribution of past and current board directors have made to BGF in the FY2013.

This year BGF, following considerable efforts by management and the Board, generated a deficit of \$95,279 compared to \$494,873 in FY 2012.

The result this year is the culmination of the five years' work by the Board and management, with much of that work undertaken by Martin Walsh who oversaw BGF during a difficult transition from a benevolent to an empowerment organisation.

The significant reduction in the deficit for the year compared to last year was principally the result of three strategic revenue changes:

- Firstly, an improvement in grant income on FY 2012 of \$387,864 as we diversified our dependence on government grants as our main source of funding.
- Secondly, our decision to manage our investment portfolio for dividend and interest growth rather than capital growth producing an improvement on FY 2012 of \$105,771.
- Thirdly, an increase in the fair value of our investment portfolio of \$113,943 on FY 2012.

As a result of the improved management of our financial reserves and a revaluation of BG House overall reserves improved by \$255,739 on FY 2012.

This coming year we are continuing to move towards our longer-term objective to empower people living with HIV (PLHIV) to manage their own health through:

- the continued implementation of the Stanford University Chronic Disease Self Management program,
- the creation of on-line health management software for the working well, and
- the provision of long term aged housing support services, an alternate housing support.

The next two years are not without challenges, with the change in government health funding from FY 2014, and the growing demand for services with increased infection rates. However, I can now say that BGF is on track to break even by 2015 with a sustainable operating model and stable financial base.

Yours faithfully

A handwritten signature in dark ink, appearing to read 'Damien Hodgkinson'.

Damien Hodgkinson
President

CEO'S REPORT



HIV is now considered a chronic illness for most PLHIV. People are living longer and healthier lives than ever before. As a result, we have a larger number of clients and limited resources. We are prioritising programs and casework support that empowers the clients to take control of their situations and live as well as possible.

BGF experienced a 15% increase in demand

for access to support, and this combined with the increasing complexity of our client base means that staff now spend more time building connections and referrals to ensure PLHIV are well supported across a range of services.

These include housing, physical and mental health services, community and HIV specific supports, financial and BGF's own suite of services.

The Stanford University Chronic Disease Self Management Programme (CDSMP) was brought on line after two staff were sent to California to become Master Trainers. This is a globally recognised and evidence based programme. BGF are the first organisation in Australia to offer the Positive Self Management Programme strand (PSMP) for PLHIV, their carers and supporters. I would like to thank the MAC AIDS Fund for their generosity in supporting this opportunity for BGF clients. And also to thank all of BGF's donors, partners and Friends for their continued commitment to the work we do.

Additionally, BGF staff undertook two key pieces of research – into dementia and HIV, and adherence issues amongst our most vulnerable clients with multiple and complex health issues, and social challenges. Both of these pieces of work were identified, initiated and followed through by BGF staff with support from management, external stakeholders and supervisors.

During the past year BGF undertook a complete revision of all job descriptions and HR policies. Key to this was the contribution of staff during the consultation and review process prior to agreement being reached.

The fundraising team has continued to augment revenue generation activities, which will see significant income generated for the organisation in subsequent financial years. Financial management services and integrated IT services have been brought back in-house bringing new skills to our team.

Katy Roy joined BGF as the new Client Services Manager. Katy brings a wealth of clinical, case management and organisational experience to the role. With Katy's guidance we have improved and streamlined our intake process for new and returning clients.

We have a great staff team who bring dedication and hard work to our workplace. I'm very proud to be part of this team.

The board welcomed two new directors and appointed a new CEO. That was me. It is a huge honour and privilege to sit in this role in this extraordinary and unique organisation, and continue the work of our founders and my predecessors.

In closing I would also like to acknowledge and thank the many volunteers, donors and businesses whose contribution is invaluable to our work.

Everyone at BGF is committed to making a difference and is determined that BGF will be around for as long as there is a need for care and support.

A handwritten signature in dark ink, appearing to read 'David Riddell', written over a light grey rectangular background.

David Riddell
Chief Executive Officer

CLIENT SERVICES REPORT



In 1996 Highly Active Anti Retroviral Therapy (HAART) was introduced and the life expectancy of people with HIV (PLHIV) improved dramatically. Gradually, there became a perception that the HIV epidemic was solved and an assumption that the need for organisations such as BGF would diminish.

However, the reality is that BGF's workload has increased. The PLHIV cohort

in NSW is ageing and their circumstances are becoming more complex. The average age of PLHIV will be over 50 by the end of this decade. This is reflected in BGF's client base with more than 43% of our clients already over 50 years of age.

The most vulnerable PLHIV often have no familial support in their lives and are consequently socially isolated, which expose people to greater risk of adverse physical and mental health outcomes. BGF acts alongside and in place of family or friends for our clients, keeping them connected, supported and well.

Many of BGF's clients experience premature ageing issues, poor physical and mental health, and have endured many years living below the poverty line. Additionally, many no longer have the capacity to re-join the workforce or return to study. This affects access to housing, health services and nutrition, all of which are prerequisites to good health.

Over the past decade, BGF has taken a more holistic, person-centred approach to service delivery using casework and case management models and is in the midst of a further evolution of this development. No longer just a provider of financial assistance, BGF undertakes a range of support and interventions that address issues of long-term social and economic poverty.

The provision of these services has a positive impact on the health of our clients through early intervention, medication adherence, supported accommodation and housing solutions, advocacy with medical practitioners for PLHIV with complex health issues, and building greater awareness and skills in managing HIV health.

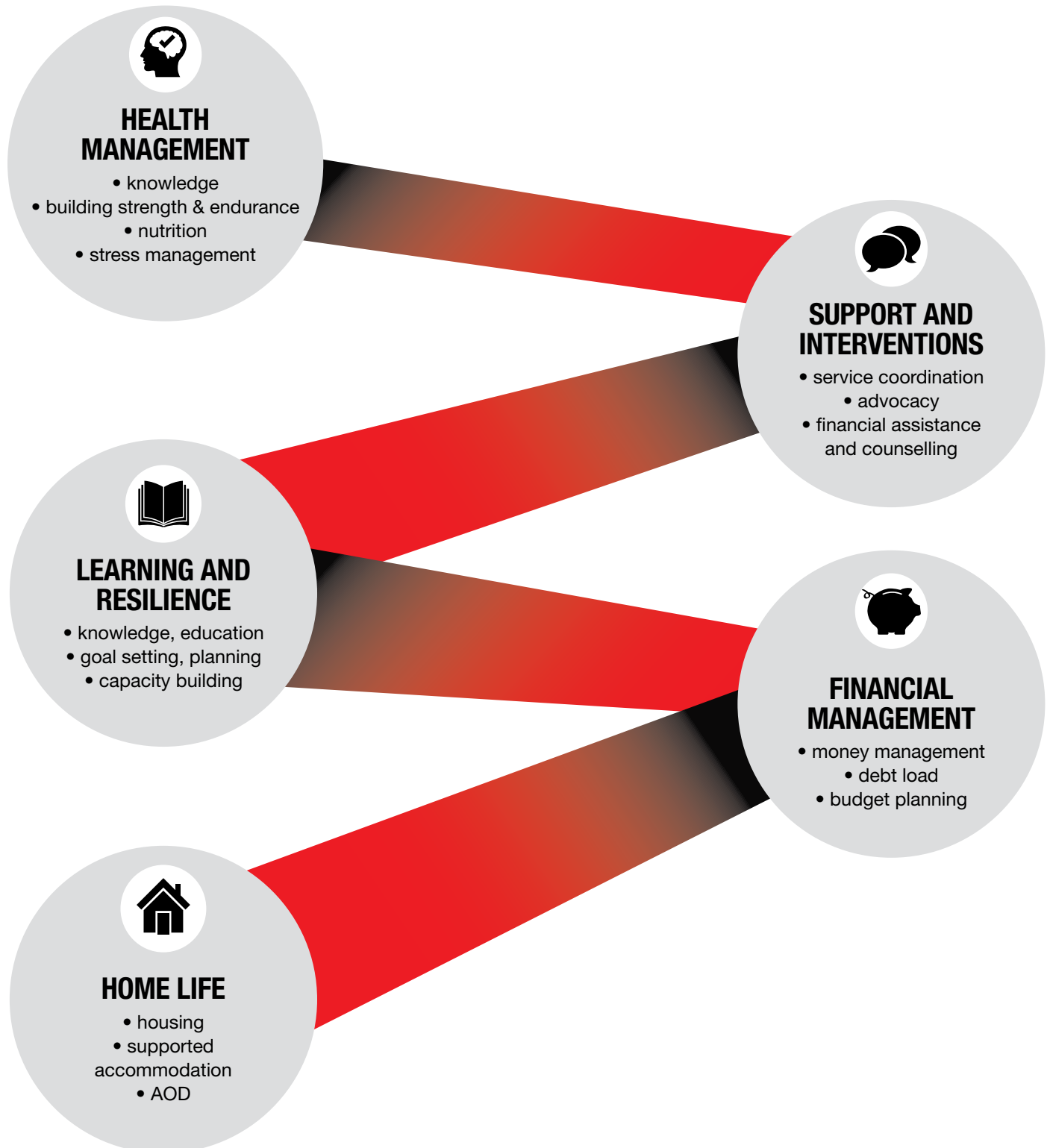
Rebuilding life skills and individual capacity are recognised anecdotally in the context of improved social outcomes, as are the significant savings to the health system. The next step is qualifying the extraordinary efforts of our caseworkers and clients.

A handwritten signature in black ink.

Katy Roy
Client Services Manager

CLIENT SERVICES (CARE AND SUPPORT)

BGF WELLNESS AND SUPPORT MODEL



The wellbeing and wellness of PLHIV has been at the heart of BGF's work for many years. BGF has worked holistically with clients as it recognises that challenging circumstances are often detrimental to physical and emotional wellbeing.

In 2013 this approach has been augmented with new and better programs, partnerships with other agencies, skills development and clinical supervision of our staff.

BGF's service delivery is a non-medical para-clinical model. This provides a support platform from which people can stabilise their physical and medical health, gain work and life skills, build strength and resilience and resolve other stressful issues such as financial concerns.

Research and data analysis has also been key to building a compelling evidence base that has given BGF improved understanding of the issues PLHIV face both day-to-day and in the longer term.

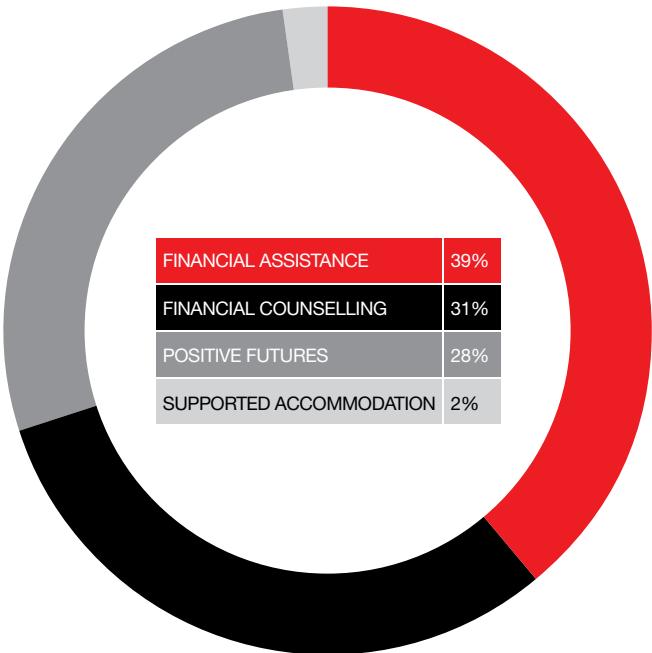
BGF has developed knowledge, skills and networks to inform its work. It's this model that has underpinned its intent for the management and interventions required for people living with mental ill health, alcohol and other drugs, homelessness and social and economic poverty.

Additionally, the model is supported by medication adherence strategies, capacity-building and critical interventions across the spectrum of need.

BGF's model encapsulates:

- Health Management
- Support and Interventions
- Financial
- Environmental
- Learning, Resilience and Personal Development

WHAT NEW CLIENTS ARE COMING TO US FOR



CLIENT SERVICES (CARE AND SUPPORT)

HEALTH MANAGEMENT

A new initiative that supports wellness is BGF's presentation of *Take Control of Your Health*. *Take Control of Your Health* is a series of workshops on better health management for PLHIV that has been developed by Stanford University of California. These evidence-based life-changing workshops have been running globally for 30 years and are designed for people living with HIV, their supporters, carers and partners. In the UK, it is known as the Expert Patient Program.

In December 2012, thanks to funding from the MAC AIDS Fund, BGF was accepted into the Stanford University program and now has two qualified master trainers to present the workshops with PLHIV in Australia and train participants to become facilitators.

Workshops are free. They create a unique learning environment for participants to develop confidence in their ability to better manage their health, have empowered conversations with care professionals, make decisions and maintain active and fulfilling lives.

Key workshop topics include:

- Integrating medication regimens into daily life;
- Learning to acknowledge frustration, fear, fatigue and pain;
- Discovering exercises for strength, flexibility and endurance;
- Finding strategies to communicate with health professionals;
- Building skills to help evaluate symptoms and treatments;
- Improving nutrition and energy levels; and
- Goal setting.

Take Control of Your Health is the touchstone of BGF's client services as it offers sustainable tools and improved health outcomes for PLHIV. *Take Control of Your Health* is relevant to people who are both newly and longer-term diagnosed, and those who are working, experiencing reasonable health and those who have endured periods of poor health.

IMPACT

- Three workshop series completed in FY 2013
- 42 participants
- 78% of participants agreed the workshops helped them with their emotional, mental or physical health
- Increased medication adherence
- Increased self esteem and reduced social isolation
- Greater strength and endurance

ADHERENCE – THE REALITY

Recent studies indicated that viral load increases drastically when adherence to HAART medication falls below 95%.

The reality of treatment adherence for the more marginalized PLHIV has been the subject of a research project undertaken with 300 of BGF's clients with the most complex issues.

Key findings:

- 75% of people with poor adherence are aged between 35 and 55
- Aboriginal people are over-represented
- Mental illness, social isolation, unstable housing and illicit drug use are key factors for poor adherence
- BGF pays for the medication of 70% of our complex clients.
- Of those people, almost 40% would stop taking their meds or only sometimes take their meds if BGF stopped paying.

BGF has begun a pilot using SMS for personally tailored medication prompts for clients with complex issues.

CASE STUDY

Geoff had issues arising from his illness. He agreed to participate in the workshop to learn how to better manage his health. The workshops provided him with new tools to set goals and manage tasks. It also improved his understanding of his medication and adherence. Geoff is now more focused, and has greater drive and motivation. He also believes the workshop has helped him be more organised and methodical.

"I certainly feel a lot more confident and in control of managing my symptoms and emotions, and take responsibility for my own health."

Andrew

"Making action plans each week and reporting back to the group on my success."

Ian

SUPPORT AND INTERVENTIONS

It is most common for PLHIV to seek support from BGF when they're in the midst of stressful situations, particularly financial and housing. It is well documented that sustained stress has a negative impact on health and wellbeing. BGF has established a range of support and interventions designed to help fix immediate issues, assess longer-term need, and provide counselling, tools and education to better manage stress in the future.

SERVICE COORDINATION

BGF's Caseworkers are a highly skilled and diverse group of practitioners who work closely with PLHIV. Applying case management principles, caseworkers determine the type, level and duration of support required for each of their clients, which may include development of money plans, links and referrals to other services, enrolment in workshops, and financial assistance.

Service Coordination supports PLHIV with complex needs to navigate clinical and community services, short-term accommodation, longer-term housing, legal, mental health and AOD services.

ADVOCACY

BGF has established relationships with providers across the HIV, housing, health and mental health sectors. On behalf of clients, and with their permission, BGF's Caseworkers advocate, liaise and plan with these organisations and work with prescribers, public hospital HIV staff, outpatient clinics and pharmacies, community health teams, homelessness services, youth services, refugee and migrant services.

Advocacy is particularly important for people with complex needs to be appropriately represented and supported, and to have their voices heard and their needs met.

FINANCIAL ASSISTANCE

The financial assistance program seeks to improve health outcomes and alleviate poverty and its impacts. The program focuses on HIV medications and related costs, capacity-building assistance such as return to study and work costs, residential assistance for homeless PLHIV and emergency costs.

However, prior to financial assistance being granted, clients evaluate their spending patterns, create a money plan and determine any areas where assistance was needed with their caseworker.

The Client Services Advisory Committee provides advice and feedback on the content and relevance of the financial assistance guidelines. In consultation with the Committee, the guidelines have been revised to ensure support is prioritised to those living in financial hardship.

Additional funds of \$35,000 were received in the FY 2013 to provide assistance for HIV-related co-morbid health conditions including diabetes, heart and liver disease, osteoporosis and oncology.

BGF is an approved provider for the Energy Accounts Payments Assistance (EAPA) scheme and distributed vouchers to the value of \$120,000 to 364 clients in FY 2013 to offset energy bill costs.

IMPACT

- 685 clients received financial assistance
- \$170,900 dispersed to BGF's clients
- Primary purposes of assistance include HIV and related medications, vitamins and supplements, dental, course fees and materials
- 16% of financial assistance was granted for securing and keeping people in stable housing

CLIENT SERVICES (CARE AND SUPPORT)

FINANCIAL COUNSELING

Financial counseling is a program that leads to better health outcomes for BGF's clients, who suffer high levels of stress as they struggle to manage financial issues. As 50% of our clients live by themselves, the impacts of financial stress are amplified emotionally and financially. Many PLHIV have experienced interrupted employment, extended periods of unemployment and health costs beyond their means. These factors resulted in high debt levels, which were unable to be serviced on limited incomes.

BGF's Financial Counselors have resolved the immediate problem through advocacy with creditors on behalf of 174 clients. Financial Counselors have negotiated significant reductions in interest payments, loan settlements, credit card debt and other financial arrangements. Financial Counselors also advocate with institutions for early release of superannuation.

BGF has invested in improving financial literacy with PLHIV through Phoenix Workshops, *Take Control of Your Health* and individual education to embed sound money management behaviours.

BGF's Financial Counselors are accredited members of the FCAN (Financial Counselors Association NSW).

IMPACT

- 174 clients received financial counseling services
- Reduced stress and improved health and wellbeing
- Improved financial literacy and capacity to plan
- \$425K in reduced payments negotiated with creditors

"I am forever grateful to you (Craig), for the incredible assistance you engineered over the past year. I really hate to think where things may have gone if you and BGF hadn't been there to offer such relief of stress."

Ross

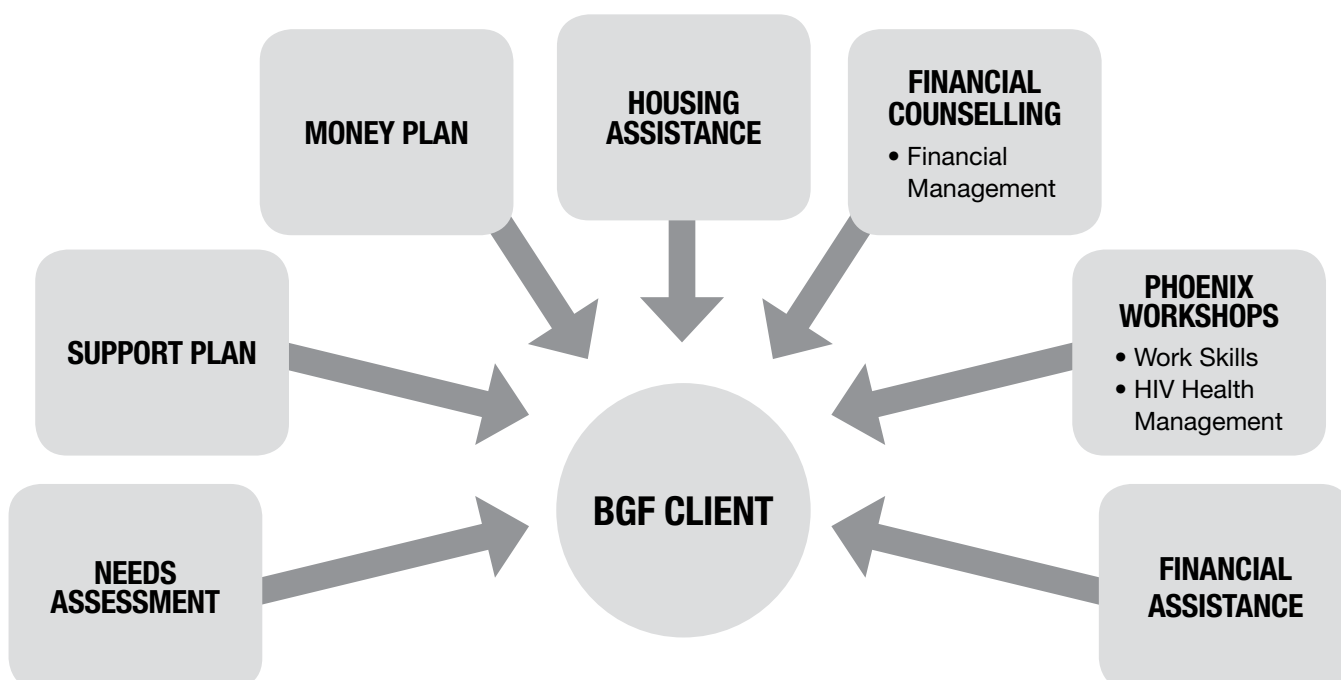
"I feel so empowered now and like a huge weight has lifted knowing I have a plan to put into place."

Jason

"I honestly don't know how to thank you for your guidance, patience and what seems to me, tireless effort representing and advocating for me."

Jonathan

CLIENT SUPPORT



CASE STUDY

Robbie (not his real name) is a 34-year-old Aboriginal man. He was working in a hospital as an orderly when he was diagnosed HIV positive in September 2011. He then had a fall and injured his back and was unable to work. He ended up living in a boarding house in Bondi and was on a Newstart allowance. He was very depressed and came to BGF seeking help as he barely had enough money for food.

With the help of Client Services, he got on the priority housing list and eventually got a flat in Redfern, but he literally had nothing more than a bag of clothes and a few books. He applied for a NILS for a fridge, washing machine and microwave, but was having trouble getting quotes which he suspected was not only because he wasn't used to shopping for new items for himself but because of his colour. I took him to The Good Guys and together we got the quotes. When I explained his situation, he was given a discount, free delivery and extended warranties. The discount was so substantial that Robbie could also afford to include a toaster and CD player in his purchase – all for under \$1200. The NILS Approval Committee approved this 'multiple-item loan' given his circumstances and Robbie was thrilled as it was the first time that he had ever owned new items and set up home by himself.

He repaid the loan successfully and has just been approved for a new TV. Robbie is currently studying in his Certificate IV in Aged Care at TAFE, thanks to a grant from BGF for Study purposes.

NO INTEREST LOAN SCHEME ®

NILS® has been operating for over 30 years in Australia, established by the Good Shepherd Youth and Family Service in Victoria. It remains Australia's most trusted microfinance program, and creates a strong sense of pride and financial control to people on low incomes. The No Interest Loan Scheme ® (NILS) has provided 74 PLHIV with an opportunity to purchase items such as beds, fridges, televisions, furniture, computers, vet fees for companion animals and essential repairs to cars.

The administration of the scheme has been reviewed to ensure greater transparency and accountability. Skills development of staff has resulted in improved assessment and monitoring of the program.

In FY 2013, the National Australia Bank (NAB) support NILS® by establishing a banking facility valued at \$80,000 without fees or charges. NAB granted this facility due to the high number of people on low incomes and the effective management of this statewide program. Minimal bad debt was recorded during FY 2013.

IMPACT

- Reduced social isolation and poverty
- Reduced stress and therefore improved health and wellbeing.
- Capacity to purchase energy efficient appliances and reduce electricity costs

CLIENT SERVICES (CARE AND SUPPORT)

LEARNING AND RESILIENCE

Phoenix Workshops help PLHIV to face life's challenges, build confidence and initiate positive change. The workshops engage with participants in areas such as:

- Mood disorders and resilience
- Stress, anxiety and managing change
- Returning to work, study or volunteering
- Learning new skills such as art and short story writing
- Social housing issues
- Legal concerns

Phoenix Workshops have had a profound effect on improving participants' sense of wellbeing, social inclusion and quality of life.

ART PHOENIX DISCOVERY

Art Phoenix Discovery is a new workshop at the Museum of Contemporary Art that explores exhibitions, cultivates new skills and encourages participants to enjoy these free art-making workshops. Participants gain skills and confidence in visual literacy, creative and imagination skills and the expression of ideas.

Art Phoenix Discovery Workshop is made possible with the generous support of the Museum of Contemporary Art.

CREATING ART PHOENIX

Art Phoenix was originally introduced in 2011 and continues with workshops that encourage PLHIV to learn how to draw and paint in a supportive environment. Regardless of skill or experience, people are encouraged to create work with guidance from experienced artists. Working in a variety of mediums, topics offered in these workshops cover still life, abstract, surrealism, drawing outdoors, and landscape drawing and painting.

A number of Art Phoenix's participants exhibited their work in the World AIDS Day exhibition hosted at the Kings Cross Library.

BGF acknowledges and thanks Ian Barnett and Greg Mallyon for their contribution to these Art Phoenix programs. Both are artists and teachers who have created and facilitated these workshops.

PHOENIX STORY WRITING

Phoenix Story Writing is a recent addition to the Phoenix Program. Six workshops encourage people to find their voices as short story writers. These new writers explore different genres, create vivid characters, and intrigue their readers with compelling, compact stories. "All that's needed is imagination and something to write on."

BGF acknowledges and thanks Linden Wilkinson who devised and facilitated this program.

PHOENIX HOUSING

Phoenix Housing are very practical workshops that address a range of housing issues people face, particularly in relation to social and community housing. Representatives from relevant housing authorities and government agencies provide information on policy changes, tenant rights and responsibilities, information on the Private Rental Subsidy scheme and access to social housing.

PHOENIX RESILIENCE

Phoenix Resilience is directed to people considering positive personal change in safe and non-threatening workshops. These workshops explore new ways to face life's challenges including mood disorders, resilience, negative thinking, change, stress, anxiety and mindfulness, with tools and strategies to make a difference.

The Black Dog Institute, Albion Centre and ACON have supported these workshops. In particular, BGF would like to acknowledge Ruth Hennessy and Trisha Watts from the Albion Centre, and Angela Trevaskos from ACON.

POZQUEST FOR WOMEN

The Bobby Goldsmith Foundation, in conjunction with Petrea King's Quest for Life Foundation, conducted a specific workshop for women at Bundanoon in March 2013. PozQuest workshops have been provided by BGF in partnership with Quest for Life since 2008. Workshops address the challenges of HIV, grief, depression and other trauma, and provide practical self-help strategies for increasing wellbeing and peace of mind.

Petrea is best known for her work with people living with cancer and other life-threatening illnesses, helping them to build their resilience.

**“IT IS NOT THE STRONGEST
OF THE SPECIES THAT
SURVIVES, NOR THE
MOST INTELLIGENT THAT
SURVIVES. IT IS THE
ONE THAT IS THE MOST
ADAPTABLE TO CHANGE.”
CHARLES DARWIN**

PHOENIX DIRECTIONS

Phoenix Directions was one of the original workshops that supported PLHIV return to work and is a practical first option for support, skills development and career ideas for BGF's clients seeking to return to paid and unpaid work. Directions participants are encouraged to prepare a resume and job application, consider career options, develop interview skills, understand how to present at a job interview and discover alternatives to paid work.

Directions creates the foundation for change. PLHIV are then linked with caseworkers who build capacity and self-esteem, improve decision-making and set achievable goals. This forms the basis of the relationship between our caseworkers and clients. Caseworkers operate collegiately to identify potential employment networks (including disability support services), internships and employment opportunities.

Further, BGF provides financial assistance for course fees and materials, and an allocation for essential items when returning to work.

IMPACT

- 98 people participated in Workshops
- Greater confidence and sense of place
- Employment pathways created for PLHIV
- Improved adherence
- Capacity to plan and live

FINANCIAL MANAGEMENT

It is widely acknowledged that sound financial management for individuals and families reduces stress and improves general well being. It is listed as the biggest single concern for the majority of clients surveyed.

As part of BGF's commitment to support PLHIV, it has created a booklet to give practical advice on managing money called *'Your Money Your Way'*.

This guide offers tips on:

- Reducing everyday expenses;
- Creating and tracking a money plan; and
- Understanding, avoiding and managing debt.

It also provides a list of organisations that can support and advise PLHIV on a range of financial issues.

BGF's Financial Counsellors and Caseworkers work closely with PLHIV to empower and assist clients to gain control of their financial situation and develop skills and financial literacy.

“While money may not buy happiness, it is an important means to achieving higher living standards and thus greater well-being.”

OECD's Better Life Index

“The personal wellbeing of people aged 26-55 years is highly sensitive to low income. Between the ages of 36-55 years, low income is associated with lower wellbeing for males than for females.”

Australian Unity Wellbeing Index,
Survey 29, Report 29, April 2013

“Through BGF's Financial Counsellor, I managed to sort out numerous financial problems.”

Kim, BGF client



CLIENT SERVICES (CARE AND SUPPORT)

HOME LIFE

The Bobby Goldsmith Foundation's supported accommodation programs offer a range of housing options and support services that allow people living with HIV to maintain their independence by living in the community.

HIV AOD INTEGRATED SERVICE

The HIV AOD Integrated Service combines housing support, HIV-related support and alcohol and other drug support. The Program is responsible for providing services to PLHIV who have multiple complex needs that cannot be met under existing service arrangements.

The service model has five key partner agencies: the Haymarket Foundation, BGF, Positive Central, HIV Outreach Team and the AIDS Dementia & HIV Psychiatry Service (ADAHPS).

All clients in this program had been homeless and were non compliant with HIV and related medications. Options provided by this program have resulted in improved mental and physical health, significantly improved adherence to medication and more stable housing circumstances.

In the first year (FY 2010) this program operated, 20 clients were supported. In FY 2013, 25 clients participated, which placed significant pressure on all agencies involved in the program.

IMPACT

- 25 clients in the HIV AOD Integrated Service
- 12 clients were housed with the Haymarket Foundation
- 46 clients received other assistance with AOD issues
- 25 clients received brokered care

CASE STUDY

When Pablo was accepted into the HIV Integrated AOD Program in March 2012, he was destitute, homeless, suffering mental illness and had been living illegally in Australia for 10 years. He was unable to receive any income or benefits and couldn't work.

The package of support that the Program provided was:

- The Haymarket Foundation waived his rent;
- Following a referral to the HIV/AIDS Legal Centre (HALC), an appeal was submitted to the immigration minister;
- Australian Red Cross provided an allowance following BGF's advocacy; and
- BGF provided brokered care to support his emotional and social needs.

In time he moved out of Haymarket and into community housing. He continued to be supported with brokered care whilst he looked for employment.

Pablo was granted a visa with a work permit, gained employment and has maintained stable housing. He no longer needs BGF's assistance for medication.

"From BGF management to its caseworkers there is a mutual respect and commitment to achieve the very best outcomes for the client. Haymarket is very pleased to partner with BGF."

Kay Elson, Chief Executive Officer,
Haymarket Foundation

BOBBY GOLDSMITH HOUSE

Bobby Goldsmith House has been operating for 16 years as a service that enables PLHIV to retain a degree of independence within a supported accommodation environment. BGF caseworkers are the link to external case management services and other supports for all tenants.

Tenants reside in BG House on a combination of long-term tenancies and short-term and respite care. All tenants are encouraged to maintain and improve their living skills so that, if their health permits, they can move out and live independently in the community with appropriate support.

FLOATING CARE

The Floating Care program focuses on up to 20 PLHIV who have challenging behaviour. These clients need specific support to sustain successful independent tenancies in community housing and gain access to a range of eligible community services. BGF partners for this program are the Office of Community Housing, St George Housing, Bridge Housing, Link Housing and Hume Community Housing.

In conjunction with other HIV and health services, Floating Care caseworkers helped their clients to improve their independent living and social skills, assisted with their health management skills and to maintain their HIV treatment regimes, helped them to develop financial management skills, supported their emotional and mental health needs, and monitored any other ongoing needs.

BROUGHAM STREET

Brougham Street is a block of 12 supported accommodation units jointly managed by St. George Community Housing, ADAHPS and BGF under the Port Jackson Program. The support offered to clients in Brougham Street is identical to the Floating Care program and all residents have a BGF caseworker.

BROKERED CARE

BGF's Brokered Care program (BCP) is designed to help clients maintain independent living in the community and provides a range of services linked to the tasks of daily living. Brokered Care is a fee-for-service program for which BGF is engaged by other organisations for clients with complex and multiple needs. PLHIV who are eligible for the HIV AOD Integrated Service, BG House, Floating Care and Brougham St programs can receive brokered care.

The partner for BCP is ADAHPS in addition to the Office of Community Housing and a range of housing providers.

"ADAHPS has had a long and valued working relationship with the Bobby Goldsmith Foundation, partnering together on a number of initiatives to provide holistic care to clients. These initiatives have included Floating Care, Supported Accommodation and the HIV/AOD Integrated Care Project, in addition BGF brokered care workers are employed by ADAHPS to enhance the case management of ADAHPS clients."

Jennifer Thompson, A/Manager ADAHPS



ABBY LANDY, BGF CLIENT

EVALUATION OF BROKERED CARE SERVICES FOR PEOPLE LIVING WITH HIV ASSOCIATED NEUROCOGNITIVE DISORDER (HAND) OR EARLY ONSET DEMENTIA

The Human Research Ethics Committee (HREC) at University of NSW approved this evaluation (HREC Ref # HC 12617) of BGF's Brokered Care Program (BCP) for clients with complex needs including HIV, dementia and memory impairment.

All clients (eighteen) of the program were invited to participate and six agreed to take part in the evaluation. Of the six participants, three were living with diagnosed dementia and all but one had been diagnosed with a mental health condition. Three of the men had been diagnosed with hepatitis C. All had been prescribed with HAART, and one indicated that he had difficulty taking the medication as prescribed.

The project aimed to evaluate their quality of life using a range of measures that included the World Health Organisation Quality of Life questionnaire and the Diener Satisfaction with Life Scale.

Structured interviews were conducted in addition to a survey and responses were compared and contrasted with the lived experience of those living with dementia and those without.

The average age was 45 and participants were aged between 29 and 65. All had been living with HIV for an average of almost 16 years.

The evaluation provided important information, which will prove useful for providers of services to PLHIV diagnosed with dementia, particularly in the context of an increased number of clients who are likely to benefit from a home-based service. These include:

- Crisis management assistance is needed
- BCP is important for medication adherence with this cohort
- More targeted, individualised financial assistance sought
- Barriers to services had been overcome and more could be achieved with further staff development
- Links between service providers is highly valued

This evaluation represents the first time the service has been examined. Although a small sample, it indicates the BCP is widely appreciated by clients and provides services that may not be offered elsewhere.

OUTREACH

BGF is a statewide service and has a robust Outreach program to provide much needed support in rural and regional areas in New South Wales. Many clients face social isolation, stigma and lack of access to medical supports, with people often having to travel long distances to see S100 doctors and specialists.

Outreach activities connect PLHIV to all of BGF's services and creates referral pathways with its extensive support networks. Caseworkers have allocated outreach areas and regularly visit Lismore, Brunswick Heads, Tweed Heads, Coffs Harbour, Tamworth, Newcastle and Dubbo.

Caseworkers have also introduced the use of video conferencing tools to reduce call costs, stay connected with their clients and build better rapport.

CASE STUDY

On outreach to Coffs Harbour, caseworkers met with a client who appeared to be very isolated. After his HIV diagnosis, his family disowned him and financially cut him out of the family business.

'David' lived in a remote part of NSW, didn't trust people and was unaware of BGF's services. He was eager to make changes but he thought he was "too old to try something new" and couldn't afford to study.

BGF informed him of study entitlements with Centrelink and provided a grant to assist with course fees and text books. He was also referred to BGF's Financial Counselor to address some outstanding financial issues that were causing him stress.

David has since enrolled in TAFE, completed a qualification in community services, and enrolled in a computing course to improve his employment options in the future. This has given him contact with other people and he has been able to make friends.

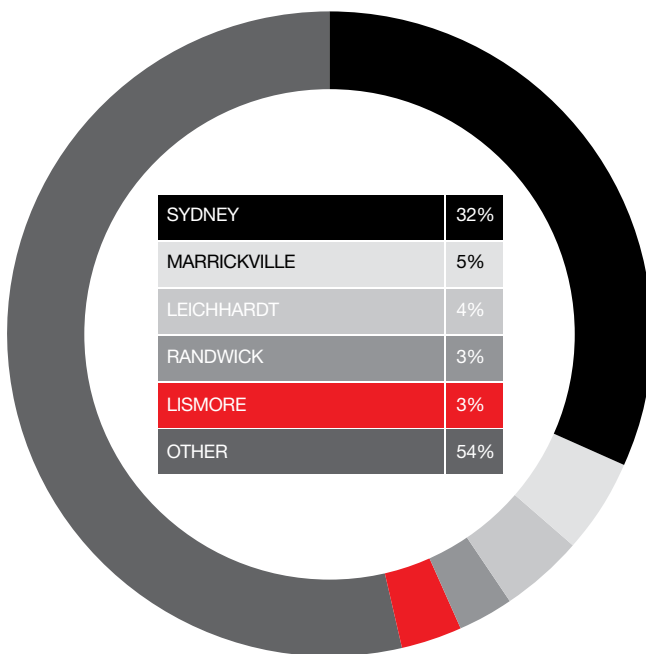
"I now have a new perspective of the world and I'm looking forward to the future. Thank you BGF for your help and support."

David, Coffs Harbour

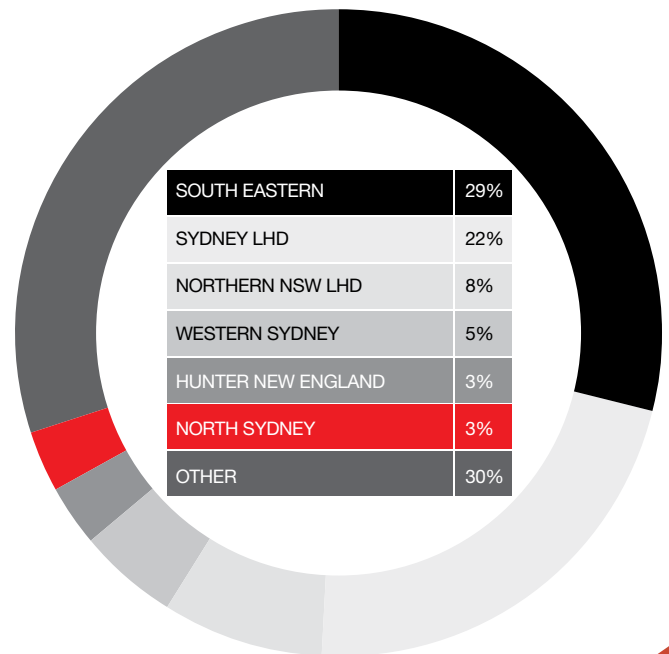
IMPACT

- 25 clients in HIV AOD Integrated Service
- 14 people housed in BG House over the year, four people successfully transitioned to other housing
- 16 clients in the Floating Care program
- 12 people housed in Brougham St
- Number of people who exited supported accommodation programs and moved into longer term accommodation, living independently
- 52 completed housing applications as part of caseworker support

CLIENTS BY LOCAL GOVERNMENT AREA



CLIENTS BY LOCAL HEALTH DISTRICT



MESSAGE FROM MAC AIDS FUND



The M•A•C AIDS Fund (MAF); the heart and soul of M•A•C Cosmetics, was established in 1994 to support men, women and children affected by HIV/AIDS on a global scale. Since its inception, M•A•C and its employees have embodied the true philanthropic spirit, passionately working for the welfare of others, advocating for social reform and leading the battle against HIV/AIDS.

As the largest corporate non-pharmaceutical provider in the arena, the MAF is committed to supporting diverse organisations around the world, like the Bobby Goldsmith Foundation, that provide a wide range of services to people living with the HIV/AIDS. To date, the MAF has raised over \$285 million (U.S.) globally exclusively through the sale of M•A•C's VIVA GLAM lipstick and lipglass, donating 100 percent of the sale price to fight HIV/AIDS.

The Bobby Goldsmith Foundation (BGF) has been a leader in providing services and support to people living with HIV in NSW for 30 years. We are honoured to be a long-standing partner with them in the fight against HIV/AIDS. The MAF have been working with BGF as early as 1998. Since 2009, the MAF have raised over \$1.0 million (AUD) for BGF from the sales of Viva Glam products within NSW. This money has been used to provide life-saving HIV medications to BGF's clients, providing housing and funds for essential services like financial counselling, vocational guidance and capacity-building workshops for those who need help coming to terms with their illness. As a result, many of BGF's clients can survive the more difficult periods of their illness and be healthy enough to gain the confidence and skills to return to work, study or volunteering.

M•A•C's relationship with BGF extends beyond just fundraising. We provide makeup artistry for events, heat up a mouth watering BBQ at BGF house and support any volunteer opportunities which help raise awareness. These shared activities between M•A•C and BGF fortifies the passion and commitment we have in continuing the fight against HIV/AIDS.

It is more important than ever to maintain the focus on raising funds and awareness for BGF in the fight against HIV/AIDS. In 1989, BGF helped 120 clients. In 2013, they now assist over 1300. There are more people in Australia living with HIV than ever before. Every day, almost 4 people in Australia are diagnosed with HIV.

Organisations like the M•A•C AIDS Fund and BGF are dedicated to raising awareness to stop the spread of this disease. We truly believe everyday is World AIDS Day at M•A•C and we look forward to continuing our partnership with the Bobby Goldsmith Foundation in the fight against HIV/AIDS.

Best Regards,

Jodie Matthews
Brand General Manager
M•A•C Cosmetics

FUNDRAISING

FUNDRAISING ACTIVITY

The revenue derived from fundraising, along with grants received from NSW Health, continues to underpin the very existence of the Bobby Goldsmith Foundation. Whilst the NSW Health grant funds a number of staff positions, all programs such as Financial Assistance, Phoenix Workshops, Outreach and Financial Counselling are funded by donations, event revenues, bequests and corporate partnerships.

The foundation's fundraising activities continue to generate dependable revenue for these programs.

BGF's events are much loved by the community and continue to receive outstanding and ongoing support from both members of the BGF community and the business sector, without which these events couldn't proceed. However, events are labour-intensive compared to the return on investment for other corporate and donor programs. FY 2013 was a year of development and re-building the fundraising activities with consideration given to greater return on investment and diversity of revenue.

For the third year, The Fink Group was the Principal Event Partner for the BGF Auction at Otto Ristorante. Todd McKenney was again the Master of Ceremonies and guests were encouraged to bid for some unique opportunities. BGF acknowledges Ita Buttrose and

Christine Foster who hosted a dinner for six people and Lisa McGuigan who offered her house for a dinner party with matched wines hosted by chef Martin Boetz.

The 2013 Bake Off was again hosted at Slide, with great support from media partners SSO and SX, and Claire's Kitchen at Le Salon, Gaydar, Iced Affair and MAC Cosmetics. Verushka and Candy Box were our wonderful hosts with great performances from the legendary Toni Lamond, Phil Scott and El Circo. BGF thanks the many entrants and volunteers who made this a memorable event.

It is very encouraging that appeal donations remain consistent with the average gift from an appeal increasing by 17% from the previous year.

In FY2013, BGF's regular giving program, Friends of the Bobby Goldsmith Foundation, has matured to become the backbone of BGF's privately-donated revenue. Attrition from the program has been minimal and individual gifts have increased through respectful and tactful appeals. The Friends program provides BGF with the highest return on investment of all its fundraising activities and provides a consistent and expected cash flow throughout the year.

In the last quarter of FY 2013, BGF developed a plan that addresses changes in event revenues, aims to increase corporate partners and sponsors, and introduces new donor acquisition strategies.



FUNDRAISING

GOVERNMENT SUPPORT

In FY 2013, the Bobby Goldsmith Foundation received one non-government organisation (NGO) grant of \$1,296,200 from the South Eastern Sydney and Illawarra Area Health Service (SESIAHS). The foundation also received a separate grant of \$160,500 from the SESIAHS specifically for the HIV Integrated AOD Care Program. BGF submits annual reports about our services to the SESIAHS as a condition of receiving this grant.

This annual grant covers our staff costs and other on-costs. Without it, BGF would not be able provide the range of services to the diverse, and often marginalised, PLHIV community across NSW including:

- Implementing a more consistent and comprehensive intake and assessment process which has led to a further 10% increase in new clients in the FY 2013
- Supporting the HIV health management regime needed by clients compromised by ongoing ill health, mental health issues and AOD problems
- Providing capacity-building services that encourage clients to rebuild their lives
- Developing our Outreach program in Western Sydney and regional NSW

M.A.C AIDS FUND

The M.A.C AIDS Fund was specifically established as a global fund to support organisations provide care and support for PLHIV. The Fund generates revenue from the sale of VIVA Glam lipstick and lip-gloss.

In FY 2013, the M.A.C AIDS Fund provided a grant of \$218,492 to BGF for the stated purpose of:

- Emergency assistance
- Funding for Highly Active Anti-Retroviral Treatments (HAART), for co-morbid conditions and other medical costs
- Unique responses to clients with other areas of hardship including but not limited to dental and optical care, vitamins, child-related expenses and complimentary therapies
- Assistance with course fees and materials
- Caseworkers on outreach to clients in remote and rural NSW
- Phoenix Programs that deliver workshops on financial and legal issues, resilience, mental health, housing and law

- To deliver the Stanford University Chronic Disease Self Management Programme for PLHIV, an Australian-first
- Mental health training for staff and support to identify clients at risk of harm.
- Maintenance, repairs and refurbishment to our 10-unit residential facility
- Some admin costs and salaries in support of our various programmes

Since 1998, BGF has been supported by the M.A.C AIDS Fund, and on behalf of our clients, past and present, BGF honours its tireless efforts to raise awareness and funds for PLHIV across the world.

ViiV HEALTHCARE

In FY 2012, ViiV donated \$15,000 for the Pozquest Women's workshop, which was held in FY 2013.

ViiV has continued its support of BGF in FY 2013 with sponsorship of an education resource for primary healthcare nurses. *What Happens Next?* was developed for practices with a low HIV caseload. It also provides valuable information on services, which is highly relevant for people who are newly diagnosed. This resource is now available in 800 general practices and clinics.

TRUSTS AND FOUNDATIONS SUPPORT

In FY 2013 grants from Trusts and Foundations were mostly tied to Phoenix Art Phoenix, Resilience and PozQuest for Women.

With 32% of BGF's clients living in the City of Sydney local government area (LGA), the City of Sydney has again recognised the contribution BGF has made to its community. In FY 2013 the City awarded BGF a grant of \$15,000 for its Art Phoenix and Resilience workshops.

The Sydney Gay and Lesbian Business Association donated \$1,000 for Art Phoenix.

The Twin Towns Club generously donated a total of \$5,000 across two grants for an Art Phoenix workshop in the Northern Rivers area. Clients living in the Lismore LGA represent 3% of our total clients. It should be noted that whilst the funding was received in the FY 2013, it won't be acquitted until FY 2014.

BGF acknowledges and thanks all the organisations who support us to care and support for PLHIV.

BEQUESTS

In FY 2013 BGF was fortunate to receive \$127,000 from a single bequest. When people remember BGF in their will, they can make a bigger contribution to the cause of helping PLHIV than they could generally afford to do during their lifetime. A bequest can have more far-reaching benefits than regular donations.

The establishment of our first supported accommodation project (Bobby Goldsmith House) was the result of a generous bequest. BGF continues to benefit from the forethought and generosity of people who name the foundation in their wills.

IMPACT FY2013	\$
Friends	141,037
Bequests	134,336
Donations	92,114
MAC AIDS Fund	218,492
Appeals	53,664
Events	65,304
Grant Income (incl trusts and foundations)	1,534,944

RECOGNISING OUR VOLUNTEERS

The Bobby Goldsmith Foundation was created by community volunteers so the concept of volunteering remains at the centre of our work.

Our events, in particular, rely heavily on the work of over 40 dedicated volunteers who generously donate their time and expertise to help them run smoothly. Most of these people have demonstrated a deep and abiding commitment to our cause by volunteering for our events for many years. In the BGF office, volunteers are used to support data entry, database management and other general administrative tasks. Volunteers complete an induction process and are given training where necessary. Students on placement with BGF have also assisted with the program.

Client volunteers continued to help with the regular mail-outs for our appeals and newsletters, distributing promotional posters and flyers for our events and maintaining the Online Forum.

The Bobby Goldsmith Foundation would like to express a huge thank you to our valued team of volunteers.

CORPORATE GOVERNANCE

THE GOVERNANCE OF BGF

The Board and Management of BGF has continued to apply contemporary corporate governance practices and procedures to ensure BGF remains in a sound position to provide essential support and services to PLHIV.

BGF continues to comply with its statutory requirements including financial management, auditing and annual reporting. In FY 2013, BGF once again presents audited statements that are unqualified, which is an indication of our robust and transparent governance and financial management.

All client and staff policies were revised to reflect the move to the Modern Award pay scheme SCHADS from the old SCAS award.

Our database management systems and administrative record-keeping processes have been upgraded to provide greater information for caseworkers, administrative staff and management.

The BGF Board, Finance Committee and executive team have adopted continuous quality improvement practices in relation to:

- Leadership and Management;
- Human and Physical Resources;
- Financial Management;
- Knowledge Management;
- Risk Assessment and Management;
- Legal and Regulatory compliance;
- Identifying and meeting community needs
- Focusing on positive outcomes;
- Rights and empowerment of consumers;
- Coordinating services and programs;
- Service agreements and partnerships;
- Collaboration and strategic positioning; and
- Community and professional capacity building.

The Board and management of BGF are preparing to transition to the new Australian Charities and Not-for-Profit Commission (ACNC) for compliance and reporting in the FY 2014.

BGF's new strategic plan encapsulates the Board's commitment to improving the organisation's performance and to promote our strategic directions, values and mission in all aspects of our work.

FINANCIAL MANAGEMENT

After nine years of outsourcing its financial services, the Board agreed to bring the majority of its financial services in-house. The principal reasons for this change were cost savings, efficiencies and access to real-time data for BGF management.

The transition was staged in 2012 and was completed during FY 2013. Minimal disruption to client payments occurred during this transition. BGF staff undertake acquittals, client payments, management of profit and loss and financial reporting.

Quarterly accounts are reviewed by BDO (formerly PKF) and adjusted for the Finance Committee. BDO liaised with BGF's accounts management staff and CEO as required.

The recruitment of a part-time accountant and staff development has assured the provision of accurate and timely financial information to assist the Management and Board make informed business decisions.

A new accounting platform has been introduced which provides online and real-time access to its financial position. Financial assistance payments have been integrated with the Galaxy Client Management Database.

BDO continue to be engaged for financial management tasks such as financial planning, quarterly and end-of-financial-year reporting, audit compliance and coordination, and the establishment of the annual budget. BDO continues to work closely with BGF to implement the strategic plan and develop long-term forecasts.

The Finance Committee and the Board oversee BGF's financial and statutory requirements.

A partner at BDO, Jennifer Nairne, chairs the Finance Committee.

2013-2015 STRATEGIC PLAN

Our strategic plan for the next three years covers four broad areas that position BGF to deliver key responses and high-quality services, while preparing the organization to embrace new and complimentary areas of work that augment our expertise and strength.

BGF's purpose is to empower and support people living with HIV to live well.

BGF achieves trust by being transparent, accountable, reliable and accepting of our clients and their circumstances.

Our Strategic Directions over the next three years are:

Strategy No. 1: Increase our reach and relevance to PLHIV in NSW and their changing needs

Strategy No. 2: Influence to build services and support for PLHIV

Strategy No. 3: Retain, grow and diversify our revenue

Strategy No. 4: A well-run and sustainable organisation

This strategic plan will ensure BGF continues to provide care and support to the most vulnerable and marginalised PLHIV in ways that respond to the changing nature of the HIV epidemic in Australia, and in alignment with the State and Federal Government HIV strategies.

The *NSW HIV Strategy 2013-15 A New Era* makes clear that antiretroviral (ARV) treatment is a critical prevention measure to maintain health and wellbeing, and reduce the risk of HIV transmission.

The key areas of responsibility for BGF to meet the NSW HIV Strategy are:

- Promote treatment uptake, make access to treatment easy and support treatment adherence; and
- Provide treatment, care and support services in the community.

It is expected that PLHIV aged over 55 will grow by approximately 40% over the next five years, and this will likely represent an increase of 25-30% in the number of BGF clients.

PLHIV increasingly present or return to the service with a set of complex needs arising from the impacts of long-term HIV diagnosis and ageing.

STRATEGY NO. 1

Increase our reach and relevance to PLHIV in NSW and their changing needs

STRATEGY NO. 2

Influence to build services and support for PLHIV

STRATEGY NO. 3

Retain, grow and diversify our revenue

STRATEGY NO. 4

A well-run and sustainable organisation

CORPORATE GOVERNANCE

STAFF DEVELOPMENT

BGF remains committed to building the capacity of our staff. We identified courses, training and conferences to ensure that the appropriate personal development process for each staff member took place.

BGF introduced Mental Health Training and Clinical Supervision for all casework staff during FY 2013. This was funded by MAC AIDS Fund initially and has now become a key part of staff professional development, sustaining staff to deliver our programs and services. According to one UK study, as many as 33% of PLHIV live with some form of Post Traumatic Stress Disorder. It is critical that BGF staff are able to understand the nature of trauma-based responses and interventions to ensure client safety and to avoid their own burn out.

Other staff undertook training in IT, Fundraising and Accountancy to develop their personal skill sets and enhance BGF's ability to support clients.

Training courses included:

- Mental Health First Aid, St John's First Aid, EEO Awareness, Harrassment and Bullying Prevention, First 5 Minutes, ASK Training, Managing Aggressive Client Behaviour, Presentation Plus, The Chronic Disease Self Management Program (Stanford University), Good Shepherd Microfinance and ADAHPS Neurosych In-service; and
- Microsoft Certified IT Professional, Cisco Certified Network Associate, Microsoft Exchange, Linux, Information Technology Infrastructure Library and VmWare certification

IT AND INFRASTRUCTURE DEVELOPMENT

BGF has undertaken a range of enhancements to its information technology environment to deliver the best possible support and services to clients, staff and supporters. The foundation's IT strategy facilitates our growing range of services by maintaining the security of electronic information, supporting a more holistic view of client interactions and enabling us to communicate effectively with clients and partners.

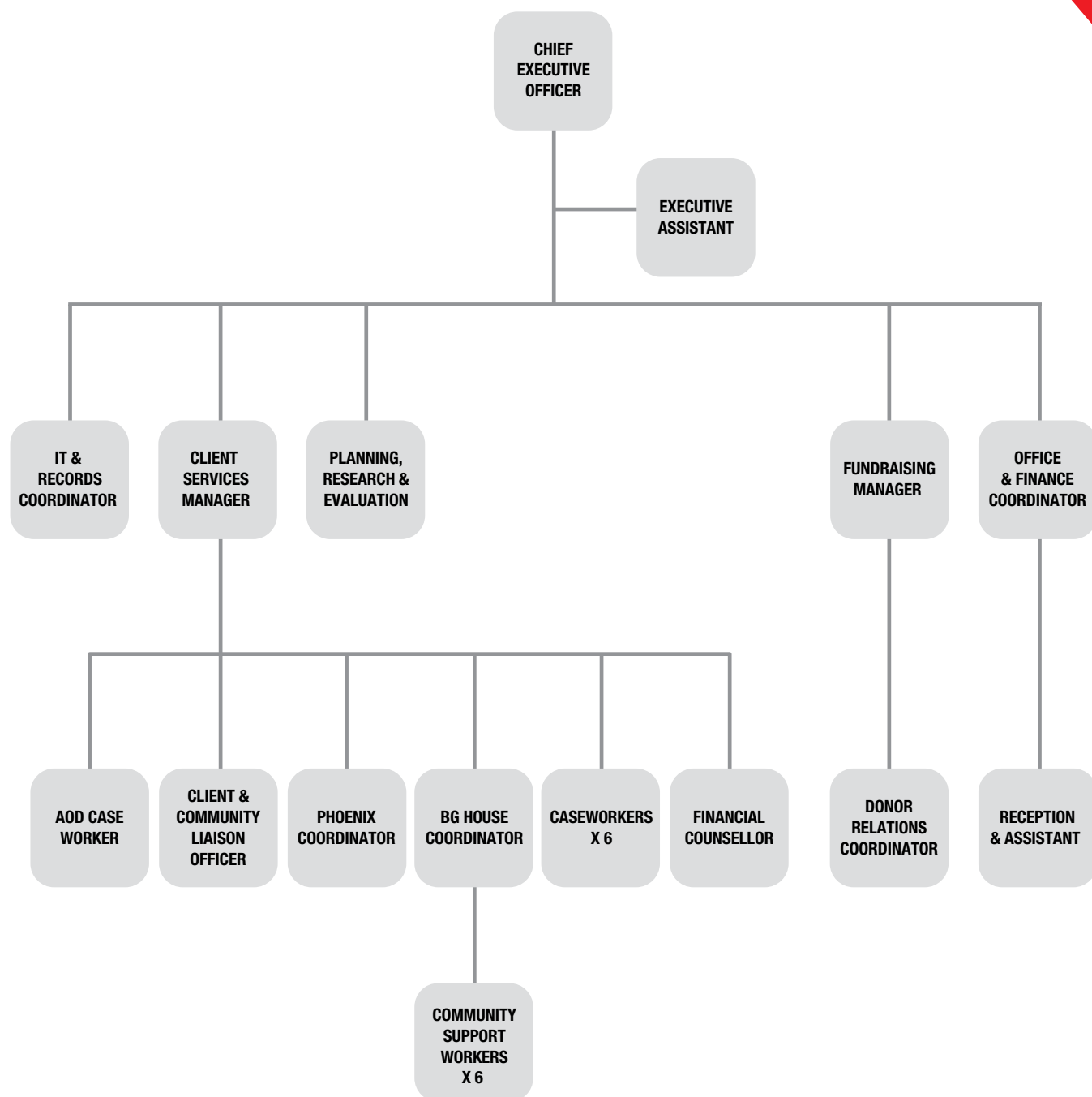
The in-house IT management has reduced costs, improved efficiencies for staff, supporters and clients, and increased the computer skills of BGF's staff.

During FY 2013 systems have become mobile, allowing staff to access key client and donor information on mobiles and laptops. Communications with clients are now fully integrated with the Client Management System. Upgrades to hardware and software have been implemented to provide greater efficiency, capacity and speed.

A new website has improved utility, is more user-friendly and the browser has upgraded search functionality.

Our policies and procedures recognise that people increasingly wish to communicate through a range of channels such as online, email, social media platforms (Facebook, Twitter) and SMS.

CURRENT ORGANISATIONAL STRUCTURE



TREASURER'S REPORT

Whilst I've been associated with BGF for a number of years, this is the first year I have reported to members as Treasurer. I am very proud to be a Director of this organisation, which has such a strong heritage and reputation.

On behalf of the Board, I present the summarised financial statements. The complete audited statutory financial statements with accompanying notes are available on BGF's website.

The independent audit of BGF's financial performance and management has again resulted in an unqualified audit opinion. This outcome is particularly significant and pleasing as many of the financial functions previously outsourced were brought in-house during this financial year to reduce costs and broaden staff skills.

As noted in the President's Report the Bobby Goldsmith Foundation generated a loss of \$95,279 for the FY2013. However, the overall financial performance has demonstrated resilience and growth, whilst maintaining service standards for PLHIV. It also reflects the commitment of our donors and sponsors to support the organisation's purpose and vision.

Revenue from fundraising activities, investment income and grant income significantly increased in FY2013, whilst costs were contained and closely monitored across the organisation. The following is duly noted:

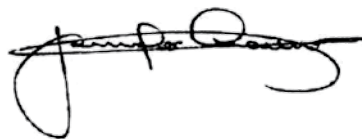
- For FY2013 BGF's net margin from fundraising appeals under the Charitable Fundraising Act was 63%, which compares favourably to the OLGR best practice guideline of 50%.
- BGF's net profit in FY2013 from all fundraising activities (both charitable and commercial) amounted to \$360,348. These funds were applied to our client financial assistance payments, program development and implementation, and against the cost of providing services to PLHIV.
- Charity Housie had generated reasonable income for the foundation over a number of years. However, due to reduced revenue and increased compliance costs, the Board agreed to end its involvement with Charity Housie. The program ceased as at 31 July 2013.

- Whilst events continue to under-perform as compared to past years, the Board and Management have developed new fundraising activities to strengthen and diversify revenue.
- The Supported Housing Project (SHP) had been treated for financial reporting purposes as a separate entity responsible for BGF's supported accommodation programs in previous years. The Board agreed to consolidate this entity with the Bobby Goldsmith Foundation effective from 1 July 2012. Accordingly all expenses previously recorded as SHP, including staff and ongoing maintenance costs are now recorded for financial reporting purposes by BGF.

I would like to acknowledge the contribution of the Finance, Risk and Audit, Fundraising and Investment Committee members who have met regularly throughout FY2013 to ensure the organisation meets its corporate, legislative and community mandates and obligations.

While we are ultimately targeting a profit from our operations, we are determined to ensure that BGF reinvests its operating surplus funds in new services and programs, which continue to meet our clients' changing needs.

The Board remains committed to implementing further cost reductions in order to ensure that the maximum amount of funds raised from donors and provided by our government grants are used to fund our client programs and support services.



Jennifer Nairne
Treasurer

SUMMARISED FINANCIAL STATEMENTS

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2013

	30-Jun-13 \$	30-Jun-12 \$
Revenue		
Fundraising		
Charitable	505,307	459,257
Commercial	70,262	241,757
Grant income	1,534,944	1,147,080
Bequests	134,336	-
Investment income	259,645	153,874
Net gain on disposal of investments	24,866	-
Increase in fair value of financial assets	94,856	-
Other income	10,964	4,310
Total Revenue	2,635,180	2,006,278
Expenses		
Fundraising costs		
Charitable		
Employee benefits expense	115,867	42,206
Other expenses	23,480	103,847
Commercial		
Employee benefits expense	16,115	139,711
Other expenses	59,759	122,610
Client services costs		
Client payments	183,070	175,864
Employee benefits expense	1,067,659	744,417
Other expenses	188,437	128,867
Corporate services costs		
Employee benefits expense	418,790	385,910
Other expenses	648,113	586,255
Decrease in fair value of financial assets	-	19,087
Net loss on disposal of investments	-	41,594
Other investment costs	9,169	10,783
Total Expenses	2,730,459	2,501,151

SUMMARISED FINANCIAL STATEMENTS

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2013 (CONTINUED)

	30-Jun-13	30-Jun-12
	\$	\$
(Deficit) before income tax	(95,279)	(494,873)
Income tax expense	-	-
(Deficit) for the year	(95,279)	(494,873)
Other comprehensive income		
Other comprehensive income for the year, net of tax	-	-
Total comprehensive income for the year	-	-
Total comprehensive loss attributable to members	(95,279)	(494,873)

STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2013

	30-Jun-13	30-Jun-12
	\$	\$
Assets		
Current Assets		
Cash and cash equivalents	31,813	34,619
Trade and other receivables	71,511	259,751
Financial assets	2,183,495	1,966,020
Inventories	-	4,147
Other assets	12,623	22,423
Total Current Assets	2,299,442	2,286,960
Non-Current Assets		
Property, plant and equipment	1,264,320	1,080,774
Total Non-Current Assets	1,264,320	1,080,774
Total Assets	3,563,762	3,367,734
Liabilities		
Current Liabilities		
Trade and other payables	349,311	280,715
Lease Liability	52,203	48,426
Grants in advance	36,706	50,902
Total Current Liabilities	438,220	380,043

STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2013 (CONTINUED)

	30-Jun-13	30-Jun-12
	\$	\$
Non-Current Liabilities		
Provisions	50,928	21,334
Lease Liability	22,866	75,069
Total Non-Current Liabilities	73,794	96,403
Total Liabilities	512,014	476,446
Net Assets	3,051,748	2,891,288
Funds		
Accumulated losses	(1,126,825)	(1,031,546)
Reserves	4,178,573	3,922,834
Total Funds	3,051,748	2,891,288

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2013

	30-Jun-13	30-Jun-12
	\$	\$
Comparative figures are for the year		
Cash flows from operating activities		
Receipt of grants	1,534,943	1,143,642
Other receipts	1,068,592	733,042
Payments to suppliers and employees	(2,542,207)	(2,446,167)
Interest received	69,765	90,764
Dividends received	59,401	63,109
Interest Paid	(7,396)	(6,057)
Net cash provided by/(used in) operating activities	183,098	(421,667)
Cash flows from investing activities		
Acquisitions of property, plant and equipment	(11,082)	(161,487)
Net (additions)/disposals of investments	(122,619)	451,456
Net cash (used in)/provided by investing activities	(133,701)	289,969
Cash flows from financing activities		
Proceeds from borrowings	-	150,000
Lease payments	(52,203)	(32,563)
Net cash (used in)/provided by financing activities	(52,203)	117,437

SUMMARISED FINANCIAL STATEMENTS

STATEMENT OF CASH FLOWS (CONTINUED)

	30-Jun-13	30-Jun-12
	\$	\$
Net (decrease) in cash and cash equivalents	(2,806)	(14,261)
Opening cash and cash equivalents	34,619	48,880
Closing cash and cash equivalents	31,813	34,619

STATEMENT OF CHANGES IN EQUITY AS AT 30 JUNE 2013

	Reserves (\$)	Asset Revaluation Reserve (\$)	Accumulated Losses (\$)	Total (\$)
Balance at 1st July 2011	3,922,834	-	(536,673)	3,386,161
Loss Attributable to Members	-	-	(494,873)	(494,873)
Closing balance at 30 June 2012	3,922,834	-	(1,031,546)	2,891,288
Balance at 1st July 2012	3,922,834	-	(1,031,546)	2,891,288
Revaluation of land and buildings to fair value based on valuation undertaken as at 30 June 2012	-	255,739	-	255,739
Loss Attributable to Members	-	-	(95,279)	(95,279)
Closing balance at 30 June 2013	3,922,834	255,739	(1,126,825)	3,051,748

The Summarised Financial Report information is obtained from the full financial report. The 2012-2013 full statutory financial report is available on request or by visiting www.bgf.org.au/annualreport.

CONSOLIDATION OF SHP INC

As at 1 July 2013 BGF consolidated in the operations of SHP Inc a separate foundation which manages the operational costs of BG House, but which is financially dependent on grants from BGF. This was the first full year of consolidation of those operations which reflected SHP costs in the BGF accounts relating to staff salaries at the house, are included in employee entitlements, and the additional costs of maintaining the property are included in other corporate expenses. Members should note that BG House does and always has operated at a financial loss as the costs of maintaining staff support, and the property are not fully covered by the grants from NSW Health in respect to staff or rent paid by tenant clients under the supported housing programme.

FUNDRAISING ACTIVITIES

APPLICATION OF FUNDS FOR CHARITABLE PURPOSES

During the reporting year, Bobby Goldsmith Foundation (BGF) achieved a net surplus of \$365,960 from fundraising activities defined under the Charitable Fundraising Act. BGF received income from four sources of activity, namely Corporate Responsibility (MAC AIDS Fund), Friends program, direct donations, and direct mail appeals. The gross proceeds from these activities amounting to \$505,307 are disclosed in Note 3 in the full financial statements on BGF's website. The costs associated with these activities, which included the pro-rata cost of direct fundraising staff was \$139,347.

As a reporting requirement of the OLGR in New South Wales for Charities, BGF is required for reporting purposes in its financial accounts to allocate the indirect costs of its fundraising team across both its fundraising and commercial activities. This is done by the allocation of indirect fundraising costs including staff salaries on the basis of gross revenue in the particular reporting year. What this allocation does not allow for is consideration of investment in fundraising activities, which will not or may not yield a return until future financial reporting periods. For 2012-2013 this allocation has therefore resulted in a reporting loss from commercial activities of \$5,612.

The full proceeds from our commercial activities being the Otto Auction and Bake Off (subject to some direct costs) go to our client service and financial assistance programmes, and remain an important part of the way in which our donors assist the organisation, and raise and maintain the profile of our services within the community.

As part of its strategic plan BGF is investing in the development of fundraising programmes which will provide a longer term benefit to the organisation and that will allow it to invest in new programmes over a longer time horizon than the current reporting period. Accordingly, while for financial reporting purposes commercial activities shows a loss of \$5,612 the Board considers this an investment in the organisations future which will yield far greater dividends to the organisation and its clients.

COMPARISON OF MONETARY FIGURES AND PERCENTAGES		30 JUNE 2013
Total cost of fundraising / Gross proceeds from fundraising		215,221 / 575,569 = 37%
Net Surplus from fundraising / Gross proceeds from fundraising		360,348 / 575,569 = 63%
Total cost of services / Total expenditure		1,439,166 / 2,730,459 = 53%
Total cost of services / Total income		1,439,166 / 2,635,180 = 55%

ACKNOWLEDGEMENTS

BOBBY GOLDSMITH FOUNDATION FRIENDS AND DONORS

We need Friends like you. You really do make a difference to those living with HIV. Friendship has been a long-standing foundation of BGF, it is what we're based on. Bobby Goldsmith Foundation Friends make a huge contribution to our organisation and to our clients; not only financially, but by making an ongoing commitment to what we stand for and allowing us to count on their regular support.

Thank you to all of our Friends and donors who contributed so much to enable our practical, financial and emotional support of people living with HIV in NSW.

Patrons

The Hon. Justice Michael Kirby QC and Johan van Vloten and Todd McKenny

Honorary Solicitors

Makinson and d'Apice, which have provided pro bono advice and assistance to BGF since it was founded.



BOBBY GOLDSMITH FOUNDATION BOARD



Damien Hodgkinson President

Appointed: 24 November 2008
Appointed Treasurer:
27 April 2009
Appointed President:
24 September 2012
Board meetings attended
in FY 2013: 8/8

Damien is Managing Director of DEM Australasia. Damien is a Chartered Accountant and a former partner at KPMG. He began his career in corporate insolvency with Arthur Young (Ernst & Young) in Melbourne in 1988 before moving to Sydney with boutique insolvency advisers Ferrier Hodgson. In 1996 he relocated to Hong Kong where he was a senior partner of one of Asia's largest corporate restructuring firms RSM Nelson Wheeler where he oversaw the restructuring of Akai Electric Japan, and OMC Asia (Johnson & Evinsrude). Since returning to Australia in 2003, he has advised a number of not-for-profit organisations on director liability issues and restructuring as well as acting as Treasurer of the Glitter Charity Ball which raised funds for Breast Cancer Network Australia and the Royal Women's Hospital Melbourne.

Martin Walsh



President (Resigned)

Appointed: 27 November 2006
Appointed President:
30 November 2009
Resigned: 24 September 2012
Board meetings attended
in FY 2013: 2/2

Martin is a barrister who practices in building and general commercial and contractual disputes in New South Wales. After completing a Bachelor of Laws at the University of Sydney in 1992, Martin started his career as Legal Counsel to the NSW Division of the Housing Industry Association (HIA), where he soon rose to Chief Executive of the ACT Division, then in 1999, Regional Director of HIA in South Australia and the Northern Territory. Since leaving HIA in early 2000, Martin has practised as a barrister. In 2009, Martin was elected President of the HIA in NSW, chairing the NSW Regional Executive Committee of HIA, a cross-portfolio body within HIA NSW that deals with planning, land supply, housing affordability, education, training and taxation policy issues.



Amanda Millar
Vice President

Appointed: October 2010
Board meetings attended
in FY 2013: 7/8

Amanda is a specialist in public relations, corporate communications and marketing with over 12 years' experience

managing global brands. Currently the Director of Communications and Trade Marketing for Yahoo!7, Amanda has provided strategic advice at a senior executive level for global companies including Oracle, Microsoft (including Ninemsn) and Yahoo!.

Amanda has a Bachelor of Arts from the University of Queensland and a Masters in Communications from UTS.



Tracey Hamilton

Appointed: 30 October 2006
Appointed Vice-President:
30 July 2007
Resigned Vice-President:
February 2011
Board meetings attended
in FY 2013: 6/8

Tracey is a marketing and sales professional, with expertise in Brand Development, Marketing Strategy, Retail Marketing and Category Management. She commenced her career in FMCG as a Marketing Graduate at Johnson and Johnson. This led to senior roles with Retail Adventures, Telstra, Goodman Fielder and Diageo. In 2011, Tracey resigned from the BGF Board and spent 10 months leading Marketing and Fundraising for BGF. At the AGM in November 2011, Tracey re-joined the BGF Board.

Tracey has completed an Executive MBA at the Australian Graduate School of Management.



Jennifer Nairne

Appointed Treasurer:
24 September 2012
Board meetings attended
in FY 2013: 6/6

Jennifer is a Chartered Accountant and Registered Company Auditor, and currently is a partner in the BDO Private

Clients team. Jennifer has extensive expertise and industry experience garnered over a 30-year period, including wide-ranging experience gained in a Big Four accounting firm. She has been involved with the undertaking of audit and internal control and process reviews for many years and is completely familiar with the processes involved and the necessary reporting to regulatory authorities.

In addition to Jennifer's career expertise, Jennifer has been an activist of the Sporting Chance Foundation, a not-for-profit organisation with a focus on Children with Cancer. Jennifer is a Director and acts as the honorary administrator of the Foundation.



Warrick Saunders

Appointed: October 2010
Board meetings attended
in FY 2013: 8/8

Warrick has 20 years' experience as a marketing and communications specialist and has worked for large national corporations developing a range

of successful marketing strategies and campaigns for companies such as Optus Communications and Telstra. He specialises in delivering professional communications, research, marketing campaigns, exhibitions, events and product launches and has worked for the last 9 years in the not-for-profit sector providing strategic direction and business planning for organisations such as Amnesty International, the National Heart Foundation and WWF to maximise their fundraising opportunities. He is currently the Marketing Manager at Medecins San Frontieres Australia, the world's leading independent organisation for medical humanitarian aid.

ACKNOWLEDGEMENTS

**Susan Darroch**

Appointed: November 2011
Board meetings attended
in FY 2013: 7/8

Susan is an investment management professional with over 20 years experience in financial markets, in both equities and money markets.

Currently the Head of Global Equity Beta Solutions for Asia Pacific ex Japan at State Street Global Advisors, her past experience includes positions at Commonwealth Funds Management, Rothschild Australia and Chuo Trust and Banking in London. Susan has been instrumental in collaborating within the industry to mentor and promote women in finance and has worked extensively in the philanthropic field with various partners to improve the lives of minority groups and animals.

Susan holds a Bachelor of Economics from Macquarie University and has been admitted as a fellow of the Financial Services Institute of Australasia.

**Dr Mark Cross**

Appointed: November 2011
Board meetings attended
in FY 2013: 8/8

Mark is a medical specialist in mental health and is currently the Clinical Director of the Liverpool and Fairfield Mental Health Service, based at Liverpool

Hospital in NSW, part of the South West Sydney LHD. He graduated as a medical doctor from the University of Cape Town in South Africa in 1990 and worked as a general practitioner before deciding to specialise in Psychiatry. He specialised in London, UK, where he lived and practiced for 13 years, including the Andrews HIV unit at St Bartholomew's Hospital, before moving to Australia and taking up his current post at Liverpool Hospital in 2005.

His interests include quality of life in people with chronic illnesses, multi-cultural mental health and HIV. He has previous board experience in HIV charities in South Africa as well as a mental health charity in London.

**Justin Cudmore**

Appointed: June 2013
Board meetings attended in FY
2013: 2/2

Justin is a commercial lawyer with over 15 years of experience, advising clients particularly in the retail and FMCG sectors. He also has extensive commercial

property experience. Currently a partner at Marque Lawyers, he was formerly a partner at Meyer Vandenberg Lawyers, Canberra's largest independent law firm.

Justin was a director of Galilee Inc., a not-for-profit providing assistance to young people in need in Canberra, primarily through facilitating foster care and operating a small secondary school.

He has a Bachelor of Laws (with honours) and a Bachelor of Science from the Australian National University.

**Lorraine Hall**

Appointed: June 2013
Board meetings attended
in FY 2013: 2/2

Lorraine is a corporate lawyer and company secretary with almost 30 years' in-house, government and top-tier law firm experience. She began her career with Allens

Arthur Robinson (now Allens Linklaters) in 1986 before moving to Freehills (Herbert Smith Freehills), where she was engaged in a wide range of commercial transactions and corporate advisory work. After spending several years as a commercial lawyer with the CSIRO, Lorraine moved to CSC Australia as deputy general counsel and company secretary to the group's Australian subsidiaries, providing strategic advice to the board on corporate governance issues and negotiating a variety of large-scale contracts with government and private sector organisations.

Lorraine holds a Bachelor of Arts/Bachelor of Laws (Hons) from the Australian National University and is a graduate of the Australian Institute of Company Directors.

David Riddell**CEO in Attendance**

Board meetings attended: 8/8

FINANCE COMMITTEE

Martin Walsh 1/1
Damien Hodgkinson 3/5
Warwick Saunders 2/5
Jennifer Nairne 4/4
Susan Darroch 3/5
Amanda Millar 3/4
David Riddell 5/5

RISK & AUDIT COMMITTEE

Amanda Millar 4/4
Mark Cross 0/3
David Riddell 3/4
Katy Roy 4/4
Darryl Jones 3/4
Terry Armstrong 3/4
Sean Walker 1/1

INVESTMENT COMMITTEE

Susan Darroch 4/4
Martin Walsh 4/4
David Riddell 4/4
Bernadette Connolly (UBS) 4/4
Patrick Regan (UBS) 3/4

FUNDRAISING COMMITTEE

Tracey Hamilton 3/5
Warrick Saunders 5/5
Amanda Millar 1/2
Faycal Benabdellaziz 1/5
Troy Shiels 5/5
Mark Cross 3/5
David Riddell 4/5
Romany Brooks 4/5



ACKNOWLEDGEMENTS

BOBBY GOLDSMITH FOUNDATION STAFF

As at 30 June 2013

Chief Executive Officer	David Riddell
Information & Communication Technology Manager	Nitesh Kollapuri
Office and Finance Co-ordinator	Darryl Jones
Executive Assistant to the CEO and to the Board	Sue Meech
Planning, Research and Evaluation	Andrew Buchanan
Receptionist x 2	Jennifer Hawkins Tom Nannes
CLIENT SERVICES	
Client Services Manager	Katy Roy
Caseworkers	Terry Armstrong – Financial Assistance Team Leader Richard Kennedy (also Stanford Program coordinator) Kathryn Key – Caseworker & BG House Team Leader Emily Nannes – also NILS lead Roy Gonzalez Annette Forde Matthew Pawley

Phoenix Programs Co-ordinator	Kit Ayers
AOD Caseworker	Sylviane Vincent
Financial Counsellor	Craig Doyle
Client and Community Liaison Officer & Intake Officer	Peter Thoms
Community Support and Brokerage Workers	Angelo Laios Hugh Pape Daniel Rees Rueben Matheson Andrew Lewis Pauline Vanderwolf Jack Tsonis Jon Panther Tom Nannes Matthew Pawley
FUNDRAISING	
Fundraising Manager	Troy Shiels
Donor Relations Co-ordinator	Michelle Lesco



THANK YOU LIST FY 2013

INDIVIDUALS

Alan Cartwright
Ali Fish
Anthea Leonard
Candy Box
Chris Fewtell
Chris Patton
Christine Foster
Clare de Lune
El Circo
Graham Ackling
Greg Mallyon
Gunnedah Shire Brass Band
Ian Barnett
Ita Buttrose AO OBE
Jennifer Hawkins
Jodie Frew
Justin Knappick
Linden Wilkinson
Lisa McGuigan
Maria Venuti
Martin Boetz
Myra Gammal
Nicki Ayers
Peter Kingston
Petrea King
Phil Scott
Sarah Price
Shauna Jensen
Steve McLeer
Toni Lamond
Ulo Klemmer
Verushka Darling

CORPORATE PARTNERS

M.A.C AIDS Fund
ViiV Healthcare

COMMUNITY AND BUSINESSES

ACON
AIDS Dementia & HIV Psychiatry
Service (ADAHPS)
AIDS Trust of Australia
Albion Centre
Ankali
Belvoir Theatre
Becker Minty
Bodyline Spa and Sauna
Bradcorp
Bridge Housing
Centennial Smiles
City of Sydney
Colombian Hotel
Creative Productions
Felix
Fitness First
Gay Cakes
Gaydar
Gunnedah Shire Band
HIV Outreach Team
Hume Housing
Iced Affair
IGA Oxford Street
IGA Rosebery
Imagination
In-Corporate
Inside Out Tv
Karuma
KRC
Lion Nathan
Lizard
Longrain
Louis Vuitton
MAC Cosmetics

Magdalena Photography
Mondo
Marque Lawyers
Nepean Housing
NSW Health
Optus
Otto Ristorante
Oz Showbiz Cares
Peter Brew Bevan
Pine St Creative Arts Centre
Plus Fitness
Positive Central
Positive Life NSW
Quest for Life
Radisson Hotel Sydney
Rainbow Ceremonies
Same Love Photography
Slide
St George Community Housing
Stonewall
Super Deluxe Hair
SweetArt
Subway Mascot
Surry Hills Police
SWOP
SX
Sydney Mardi Gras
Sydney Star Observer
Sydney Swans
Sydney Theatre Company
The Fink Group
The Gender Centre
The Haymarket Foundation
The Toolshed
The Western Suburbs Haven
Tree of Hope
TTs Café
Western Sydney Sexual Health
Service



I SURVIVED

**"I BELIEVE THAT
WITHOUT THE HELP
OFFERED BY BGF,
MANY MORE PEOPLE
WOULD HAVE DIED
A LONG TIME AGO.
POSSIBLY FROM
THEIR ILLNESS, OR
POSSIBLY FROM
SUICIDE BECAUSE
THEY JUST WEREN'T
COPING WITH LIFE."
*ALLAN GOODCHILD***



Bobby Goldsmith Foundation
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111-117 Devonshire Street
Surry Hills 2010

PO Box 1444
Strawberry Hills NSW 2012

T: +612 9283 8666
Donations: +612 1800 651 011
F: +612 9283 8288
E: bgf@bgf.org.au
W: www.bgf.org.au



bobby goldsmith foundation
practical emotional financial support