

LOOKING FORWARD LOOKING BACK

Bobby Goldsmith Foundation Annual Report 2007-08



**bobby
goldsmith
foundation**
practical emotional
financial support

About Us

The Bobby Goldsmith Foundation is Australia’s oldest HIV charitable organisation. Founded in 1984, it provides direct financial and practical assistance, financial counselling, supported accommodation and employment support to people directly disadvantaged by HIV in New South Wales.

We support the diverse needs of people living with HIV so they can maintain their independence and improve their quality of life. It’s the kind of ongoing, unconditional support that usually only friends or family would provide.

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



Who was Bobby Goldsmith?

A popular and active member of Sydney’s gay community in the 1970s and early 1980s, Bobby Goldsmith was one of the first Australians to die from an AIDS-related illness back in 1984, when he was just 38 years old.

Bobby is best remembered as Australia’s swimming sensation at the world’s first Gay Games, held in San Francisco in 1982. He had been instrumental in fundraising to help send gay and lesbian athletes to the Games and his activities were rewarded with personal success. Bobby returned home a hero, winning 17 of the Australian team’s 21 medals.

When Bobby was diagnosed with HIV in 1983, he was admitted to hospital. Back then, hospitals were daunting places for people with this strange new disease.

However, Bobby’s friends got together to find a way of giving him the love and care he needed at home. They raised money and bought equipment to make his last weeks as comfortable as possible.

In June 1984, Bobby Goldsmith died with dignity at home, where he wanted to be.

By the time he passed away, Bobby and his friends had established the important principle of providing support and services for people living with HIV. After all, if it could be done for one person, it could be done for many.

Their legacy is the Bobby Goldsmith Foundation, which continues the work of Bobby’s dedicated group of friends.

Our Vision and Values

VISION – SHORT TERM

- To provide relevant and practical services to more people living with HIV in NSW
- To ensure these services:
 - Remain relevant to changing client needs
 - Are of the highest quality
 - Are always delivered in a professional and compassionate manner
- To maintain high operational standards of practice

VISION – LONG TERM

To reduce the impact of poverty on people in NSW living with HIV

CORE PURPOSE

To provide people living with HIV solutions for a better future by providing practical, emotional and financial support

OUR OPERATING PRINCIPLES

The Bobby Goldsmith Foundation’s client support services operate on the following principles:

- Respect and value for the rights, confidentiality and dignity of clients
- Sensitivity and responsiveness to individual needs
- Promotion of independence and participation
- Clients have the right to appeal or seek a review of any services provided
- Clients, advocates and staff have the right to make a complaint or grievance and have it addressed and resolved in a timely and appropriate way, which will not disadvantage them
- Information is provided to clients that is easily understood and allows them to make choices about the use of BGF’s services
- BGF services are accountable to the relevant Government funding bodies and donors through effective financial management and compliance with specified legislation, service quality standards and funding contracts

Our Clients

- Our clients are people living with HIV, many of whom live in poverty
- BGF currently has 1201 active clients encompassing the diversity of people living with HIV (PLWH) in NSW
- 91% of BGF clients identify as male, 8% as female and around 1% as transgender
- 11% of clients are from culturally and linguistically diverse (CALD) backgrounds and 2% identify as Aboriginal
- 64% of our clients are aged between 40 and 60
- Clients range in age from 8 to 77 years
- 57% live in the inner city
- Two thirds of current clients have been assisted by BGF for more than 5 years
- It is estimated approximately 90% of BGF’s clients live below the poverty line
- The average annual amount of financial assistance per client is \$472

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Introduction by Justice Michael Kirby



Once again, it is my privilege to introduce the Annual Report of the Bobby Goldsmith Foundation.

Once again, the Foundation has performed marvellous work for individuals and a community in need. I praise the Foundation and its officers. I honour the donors and supporters. Fortunate is our society in having people who are staying the course on HIV/AIDS and continuing to contribute voluntarily to helping others when they sorely need help. Ninety percent of the clients that BGF provides support and care for live in poverty.

Most of my involvement in the issues of HIV/AIDS are at the international level. I serve on the Global Panel of UNAIDS concerned with the human rights aspects of the epidemic. Recently, I delivered a paper at the conference of the International Society for the Reform of Criminal Law, meeting in Dublin, calling for initiatives, especially in Africa, similar to those that we have adopted in Australia. The burdens on individuals and whole nations in sub-Saharan Africa are devastating and daunting. Whilst the ethos of helping is present, the willingness to tackle the epidemic at its sources, which often lie in fear and stigma, is sadly often absent.

In Australia, we must count our blessings, therefore, in two respects. First, that as a nation, from virtually the start, we had the political and professional leadership and took the hard decisions to tackle HIV/AIDS head on in a frank, practical and compassionate way. Secondly, that we have organisations like the Bobby Goldsmith Foundation which, over the same time, have reached out and helped those in need by so many precious activities of practical humanitarianism.

My partner Johan and I are privileged to be associated with BGF as Patrons.

Justice Michael Kirby AC CMG

Patron of the Bobby Goldsmith Foundation

Letter from the Premier of NSW



**Premier of New South Wales
Australia**

Bobby Goldsmith Foundation 2007-08 Annual Report

It is my privilege to commend the efforts of the Bobby Goldsmith Foundation following another year of achievement and care.

The Foundation's ongoing existence is a good reminder that while HIV may not be the crisis it was two decades ago, it is still an issue that demands ongoing attention.

Our community needs to remember that 25 years since HIV was first clinically isolated, there is still no magic cure. Yes, combination therapies have been a godsend, but there are still many people with HIV who experience illness and debilitation – and they must not be left to make that journey alone.

That is precisely where BGF excels, providing practical help accompanied by a true sense of solidarity and compassion. The fact that this effort has been sustained unflaggingly for a quarter of a century only adds to the debt of gratitude the whole community owes to BGF.

In that spirit, I pay tribute to the staff, volunteers, sponsors and Friends of the Bobby Goldsmith Foundation for their commitment and generosity. May you continue to find energy and inspiration for your important work.

Nathan Rees, MP
Premier of New South Wales

President's Report



HIV isn't going to go away. Over the last seven years, the total number of people being infected with HIV has increased by around 5% each year. There are now over 10,000 people living with HIV in NSW. As more people are now living longer with HIV than ever before, there is a growing number of people that need our support: in 1989, the Bobby Goldsmith Foundation helped 120 clients; today we help more than 1,200 clients each year.

As this year's annual report demonstrates, the Bobby Goldsmith Foundation (BGF) continues to provide world-class services for people living with HIV in NSW.

This is the first full year of implementing a three-year strategic plan. I am pleased to report there has been much progress in the development of BGF's services and our service delivery. We have refined our financial assistance guidelines, supported accommodation options and training and personal development programs to ensure they are continuing to meet our clients' evolving needs. In addition, we have further broadened the reach of our services to support clients in greater NSW and those from culturally and linguistically diverse communities. Over 40% of our clients now live outside inner-city Sydney. In partnership with ACON, we have also undertaken to maintain the Luncheon Club project.

Unsurprisingly, given the global economic crisis, 2007-08 has been a financially challenging year for BGF. Along with all of the individuals and organisations exposed to the equity markets, we have seen a decline in the value of our investment portfolio. Fortunately, this was partially offset by a number of bequests and good fundraising results. However, the organisation is still reporting an operating loss of \$254,535. Despite this, our sound financial management and strong asset base meant that we were able to absorb this abnormal loss without any cutbacks to our client services or financial assistance.

In fact, the number of clients we reached and the amount of direct financial assistance we provided increased in the past year. During 2007-08, BGF distributed over \$400,000 in direct financial assistance to our clients – an 18% increase on the previous year. We also increased the number of interest-free loans we provided to clients to help them purchase items they would have otherwise gone without. It is in exactly these types of tough times that our clients need us most.

We also had a year of exceptionally well-executed fundraising events: the BGF Glamstand at the 30th anniversary Mardi Gras Parade, our annual Bake Off, and a very sophisticated Auction at the home of Malcolm and Lucy Turnbull. Many thanks must go to the staff, producers and volunteers who made these events so successful and memorable. In addition, I especially thank the MAC AIDS Fund for their wonderful and exceptionally generous ongoing support of BGF.

BGF's strong partnership with the NSW Government, particularly NSW Health and Housing NSW, should be acknowledged, not just for their financial contribution to our programs, but in the many areas they support our clients' health and housing needs.

Finally, on the eve of our 25th anniversary, I would like to thank BGF's staff, volunteers (past and present) and benefactors, whose generosity, hard work and dedication ensures that BGF continues to deliver outstanding services to the people of NSW living with HIV. I am proud of the work that they do and the exceptional passion and dedication they demonstrate in their jobs.

Fergus Kibble
President, Bobby Goldsmith Foundation

Chief Executive Officer's Report



As the Bobby Goldsmith Foundation (BGF) prepares to celebrate its 25th anniversary in 2009, the organisation is uniquely placed to continue our work with people living with HIV (PLWH) well into the future.

The 2007-08 Annual Report reflects the directions outlined in BGF's Strategic Plan and the Bobby Goldsmith

Foundation's commitment to reducing the impact of poverty on people living with HIV.

The implementation of the new service delivery model and associated staff structure has been very successful. The training of staff provided a strong base to work more holistically with clients and apply the principles of case management. The work of the new Client and Community Liaison Officer has resulted in a 100% increase in new clients to BGF and provided a consistent approach to the intake of new clients into the organisation. The Community Liaison aspect of this role has introduced new service providers to BGF as well as educating existing organisations on BGF's services and assistance.

The new service delivery model has had a positive impact on both clients and staff. Clients have responded very well to working with one caseworker, and the results of the client assistance and participation levels in vocational counselling are a testament to this holistic, tailored approach.

The change for staff is more strongly based in the difference they are seeing in their clients, and the substantial increase in the positive feedback received from both clients and service providers.

In 2007-08, BGF has supported more PLWH, broadened and strengthened our working relationships with service providers, attracted more working PLWH to the organisation and continued to adjust our services to meet the ever-changing needs of PLWH in NSW.

BGF has worked closely with our key stakeholders and participated in a range of forums related to policy, planning and implementation with various Area Health Services and state-wide services. These include supported accommodation, community services, service delivery and health promotion.

Through a range of initiatives, BGF has improved its communications with donors, supporters, volunteers and clients.

The completion of our new brand guidelines has given BGF a more structured framework for producing email bulletins and newsletters, creating client services collateral and promoting fundraising activities.

A substantial increase in media activity was noted throughout the year which contributed to BGF's improved profile in both mainstream and gay and lesbian media. BGF better utilised its own website, the online forum, a range of external websites, social networking opportunities and other electronic devices to communicate key BGF messages.

Participation in both CALD and Aboriginal Cultural Competency training and the release of a CALD access paper demonstrates that BGF is in advance of many community, government and commercial organisations and assists our staff in working with the diversity of people living with HIV.

Policies and procedures across all aspects of the organisation have improved over the past twelve months to better guide staff in matters of OH&S, Human Resources, and corporate accountability. Integration of health and disability standards underpinning service delivery has guided the development and review of client services policies and procedures.

BGF continues to do great work with our clients every day and delivers services that meet their current needs while also helping them plan for the future. The strategic plan is the filter through which we run all programs and activities.

The program development that is being undertaken will further establish BGF as a charity of choice, an organisation of influence, an innovator and a preferred employer.

The Board's role in augmenting and value-adding to the work of the staff team in the areas of fundraising, government relations, implementation of the strategic plan and governance is essential to our growth.

The dedication and commitment of our staff and volunteers, the ongoing support of our community and the continued partnership with the NSW Government all contribute to BGF's purpose of delivering practical, emotional and financial support to people living with HIV in New South Wales.

Bev Lange
Chief Executive Officer, Bobby Goldsmith Foundation

The Bobby Goldsmith Foundation's Strategic Plan

The Bobby Goldsmith Foundation was formed by friends of Bobby Goldsmith who came together to help their dying friend. They helped him in a way that only friends can.

Friendship is the essence of the Bobby Goldsmith Foundation. It reflects our history of a deep, shared commitment that we can make a valuable difference in the lives of people living with HIV.

However, as the nature of HIV has changed, so have the services that the Bobby Goldsmith Foundation needs to provide to its clients.

The *HIV/AIDS Strategy for 2006-2009* developed by NSW Health identified key areas for the improvement of health outcomes for PLWH in the future. Consequently, BGF's Strategic Plan has been developed in line with the key NSW Health objectives of:

- The improved health of PLWH
- Reduced physical and psychological disorders and associated disabilities in PLWH
- Services to the identified priority populations
- Improved treatment, care and support including service delivery, partnerships, and supported accommodation
- Capacity building and knowledge growth

The transformation of BGF's operations that has resulted from the ongoing implementation of our Strategic Plan is ensuring the care and support we provide continues to meet our clients' evolving needs. Our dedication to helping people living with HIV will always be the foundation of our work, reminding us of our heritage and taking us into the future.

"BGF remains true to the cause of providing direct support for HIV-affected individuals. It is out there, actually facilitating change for the better, and many HIV-positive people would be lost without BGF's commitment. For that, we are eternally grateful."

Kim, BGF client

The Five Strategies of BGF 2007-10

Strategy 1

Deliver services that meet the current and future needs of PLWH

BGF's programs are best practice, innovative and accessible.

Research will inform the evolution of service changes in the future.

Strategy 2

Develop the knowledge of providing care and support to PLWH

BGF is a knowledgeable organisation on all aspects of HIV care and support. We understand the emerging trends and work with other partners to ensure this information is shared across the community sector.

Strategy 3

Build a capable organisation

BGF understands its purpose and values, employs and trains its staff, has appropriate governance policies and has the infrastructure to support its clients.

Strategy 4

Ensure that the organisation is financially sustainable

We are an organisation that can financially sustain our programs and services well into the future.

Strategy 5

Augment the reputation and support of the Bobby Goldsmith Foundation.

BGF has strong relationships with its stakeholders and has a reputation of an organisation that provides unique support.

We are highly valued by our donors and financial supporters.

1. How BGF has delivered services that meet the current and future needs of PLWH

BGF'S SERVICE DELIVERY MODEL

Since the introduction of antiretroviral medications in the mid-1990s, the number of deaths caused by AIDS-related illnesses has significantly decreased. There are now more people living with HIV than ever before so longer-term solutions are needed to meet both their current and future needs.

In response to this, BGF's programs are now based on the dual principles of early intervention, particularly for new clients, and capacity building, especially for people seeking to change their lives and plan for the future.

The core services that BGF provides are:

- financial assistance
- financial counselling and access to a No Interest Loans Scheme (NILS®)
- vocational guidance programs and counselling (Positive Futures program)
- capacity building workshops (Phoenix Workshops)
- a range of supported accommodation programs, and
- access to peer support networks

BGF recognises that every client faces a different and distinctive set of issues. Some lead complex, often chaotic lives while others are better equipped to take control of their affairs. Since clients vary greatly in their capacity to manage their circumstances, they require different levels and types of support. As well as being able to resolve the most pressing issues, which are usually the result of extreme financial stress, BGF also provides long-term, sustainable support and a more holistic approach to problem solving.

In the BGF service delivery model, each client is allocated to a specific caseworker who is their point of contact with the organisation. In consultation with their clients, BGF's caseworkers devise an individual service plan tailored to each client's situation and needs. It identifies their priorities, establishes attainable goals and allocates the resources necessary to achieve them. The results are improved client outcomes and more effective ongoing support.

PROVIDING SERVICES THAT REFLECT CURRENT CLIENT NEEDS

In its early years, BGF positioned itself primarily as a provider of financial assistance. The change in treatments and extended life expectancy has seen BGF review its services in order to meet our clients' changing needs and to ensure that we are providing the best assistance and support possible.

We continue to care for those who are ill and live in poverty, but we are also helping others return to work and study, manage their finances and regain control of their lives. While the provision of financial assistance remains a key activity, the foundation has seen an increasing demand on our capacity-building services that help clients to improve their quality of life, plan for their future needs, develop a positive outlook and maintain their independence.

These capacity-building programs will evolve in line with client needs to ensure equity and access across NSW.

Financial Assistance

Since 1984, the Bobby Goldsmith Foundation has provided financial support to help people directly disadvantaged by HIV pay for basic household, medical and other essential bills. The application of our Financial Assistance is flexible and based on the individual needs of each client.

Revising the financial assistance guidelines to improve their effectiveness was a key activity for BGF's Client Services Division. Through the application of individual service plans, our caseworkers tailored clients' financial assistance packages to fit their individual needs. We also broadened the financial assistance guidelines to include internet access, modified childcare assistance, offered support to clients who have recently arrived in Australia and extended assistance to clients who have newly returned to employment.

In the 2007-08 financial year, the Bobby Goldsmith Foundation distributed \$443,814 in direct financial assistance to our clients, which was an increase of \$75,812 from the previous year. However, the average amount per client was \$472, which is similar to last year. The increase in assistance was due to the foundation's improved information and outreach services and, in particular, the newly created role of Client and Community Liaison

"My troubles began when I suddenly got sick in May 2007 and I became too ill to stay at work. With no money coming in, I couldn't pay my bills. My health had spiralled downwards and I felt alone and helpless.

BGF gave me support with housing, medications and counselling. I have regained my health, life and self worth. I'm even thinking about enrolling in the Phoenix Workshops to prepare for returning to work. With BGF's aid, I feel safe and secure."

Amos Kitona, BGF client

Officer in improving awareness of and access to our services. The resulting growth in our client base meant that the number of clients receiving financial assistance increased by 18%.

The main areas of assistance largely remained the same as previous years and included help with utilities, medications and removal costs. However, we're seeing an increasing proportion of our financial assistance being allocated towards the costs of returning to work or study, which illustrates the increasing need to support capacity building for our clients.

Managing Money

The improved health outcomes and increased life expectancy of PLWH has financial implications. This issue has become increasingly important over the last financial year. The increased costs of living in a climate of slower macroeconomic growth have created adverse repercussions that affect everyone. For our clients, knowing how to manage their money in these difficult times is crucial because they are living on a fixed, low income.

The work of the Bobby Goldsmith Foundation's Financial Counselling service helps clients to organise their finances so that they can establish and maintain a sustainable lifestyle. We show them how to manage their money more effectively by working out a personal budget and reducing their expenses. Improving clients' financial management and cash flow, in turn, allows them to develop an increased sense of independence, control and self esteem.

In 2007-08, Financial Counselling was provided to 164 clients. Of these, 55 were new BGF clients. In the implementation of the new service delivery model, caseworkers are now dealing directly with their clients on more straightforward budgeting and financial management issues, which allows our Financial Counsellors to help clients with more substantial and complex matters such as debt negotiation and management, bankruptcy, tenancy-related issues, superannuation advice and taxation matters.

Debts continued to be principally related to rental arrears and credit card debt. This has required increased involvement by our Financial Counsellors with the Tenancy Tribunal and a range of banks and financial institutions. Our counsellors have helped clients to repay and renegotiate their debts, file for bankruptcy, and develop personal financial plans that enable them to become financially stable and able to live within a budget. All clients using the Financial Counselling service report greatly reduced levels of stress, anxiety and depression and a much improved quality of life.

Caseworkers have also helped clients to organise Centrepay deductions from their payments. For many clients, having regular direct deductions towards essential costs such as rent and utility bills makes a substantial difference in better managing their financial circumstances.

Our Financial Counselling service also manages the No Interest Loan Scheme (NILS®), which helps PLWH to improve their quality

of life through interest-free loans that provide credit for clients to purchase items they would otherwise have gone without. The NILS® Committee approves each loan on a case-by-case basis and repayments are deducted directly from Centrelink payments. The longer-term benefit of our NILS® scheme is that it allows clients to develop both a sense of financial independence and the idea of planning for the future.

This year, 164 clients were granted NILS® with a total value of \$98,604. This was an increase of over \$18,000 from last year's figures.

Supported Accommodation

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

Bobby Goldsmith House

Bobby Goldsmith House has been operating for 11 years as a service that enables PLWH to retain a degree of independence within a supported accommodation environment. During 2007-08, BG House was home to 13 clients. All tenants are supported by a BGF caseworker as well as being linked to external case management services and other providers. They are maintaining and improving their living skills which resulted in five clients being able to move out and live independently.

The improved health situation of BG House tenants contributed to an increased sense of independence on their part and a consequent decreased need for direct help from house staff. This, in turn, meant that house staff could offer more targeted and effective support to tenants when it was needed.

This year also saw an increase in short-term tenancies at BG House. Unable to access other accommodation and facing homelessness, several clients were housed in BG House and then given the time and support needed to establish independent tenancies within the community.



Bake Off judges Claire De Lune, Julia Morris, Christine Manfield and Patrick Collins

Floating Care

Floating Care focuses on people living with HIV who have challenging behaviours. These clients need specific support to sustain successful independent tenancies in community housing and gain access to a range of eligible community services.

In 2007-08, Floating Care supported 24 clients. Of these, six were new clients. 25% of Floating Care clients were from Culturally and Linguistically Diverse (CALD) backgrounds and 12% were female. The program achieved a 96% success rate in maintaining stable, independent tenancies, with only one client being unable to maintain a tenancy. Two other clients exited the program to live independently.

Floating Care caseworkers helped their clients to maintain their individual service plans, accompanied them to appointments, assisted with their health management skills and to maintain their HIV treatment regimes, improved their independent living and social skills, helped them to develop financial management skills, supported their emotional and mental health needs and monitored any other ongoing needs.

During the same period, workers across the HIV sector identified an increasing number of people with significant alcohol and other drugs (AOD) issues and mental health diagnoses. A pilot program was established and a proposal for a new service delivery model was created where our caseworkers would work collaboratively with other relevant service providers to offer more effective support to these clients.

Community Support Program

The Community Support Program (also known as Brokered Care) helps people living with HIV who have complex needs or exhibit challenging behaviours. Community Support clients already have secure and affordable accommodation but need additional support in order to remain living independently in the community.

Our Community Support Workers assist clients with daily living tasks such as meal preparation, going shopping, basic cleaning and

assisting in their HIV management through medication prompts. They are also on hand to offer the emotional support required to help clients remain active members of their local community.

This year, BGF's Community Support program provided an average of 40 hours of care per week to our clients. BGF's Community Support staff are also used by other government agencies to provide support to mutual clients.

NEW SERVICES AND ASSISTANCE

Vocational Guidance and Capacity Building

More HIV-positive people are living longer, more productive and fulfilling lives than ever before. Success with their treatments means many people are now eager to consider returning to work, volunteering or study.

As a result, there has been an increasing demand by our clients for support in achieving these goals. BGF's vocational guidance program (Positive Futures) and capacity-building workshops (Phoenix Workshops) are designed for clients who want to embrace such positive changes in their lives.

Positive Futures

Positive Futures is our vocational guidance service for people who are considering their future options but not yet ready to approach mainstream services. It provides practical assistance, information, advice and support on how to return to paid work, undertake study or use volunteer work as a way of re-engaging with the community, rebuild self esteem, make informed decisions and set achievable goals.

In 2007-08, we helped 135 clients who wanted to return to work or study, take up volunteer work or undertake personal development. 73 clients received Financial Assistance for course fees, course materials or the costs of returning to work and 54 new BGF clients primarily accessed our services for assistance or advice about returning to work or employment.

"I was homeless and living on the streets when I first turned up at BGF. I was also a heavy drug user. No matter what happened, my BGF caseworker never gave up on me. I now have secure accommodation in a Floating Care unit and I'm on a waiting list for a drug rehabilitation program. Because I feel supported in so many ways by BGF, for the first time in ages I can really plan for the future."

Adel, BGF client

Phoenix Workshops

Our Phoenix Workshop program helps PLWH feel more optimistic about the future, build confidence and initiate positive changes. It provides information about returning to work or study, learning new skills, finding alternatives to paid work and initiating some other "life change". Workshop participants report that they result in a profound improvement in their sense of wellbeing and quality of life.

In 2007-08, BGF conducted three Phoenix workshops with 24 clients taking part. Once again, the results were very encouraging with 75% of participants commencing work, study or volunteering commitments either during or on completion of the workshops.

Increasingly, BGF's caseworkers have received feedback from clients and service providers about the need to expand the Phoenix Workshop program into regional areas. In response, strategic partnerships were established with a range of regional service providers to develop these services. We conducted a successful capacity-building workshop in Port Macquarie and commenced plans for another in the Northern Rivers in late 2008. We've also partnered with Positive Life NSW and the Quest for Life Centre to create a new PozQuest course specifically designed for our clients, which will be held over five days in Bundanoon from 28 July to 1 August.

Our Client Services team also decided that the workshops needed to become more flexible in order to meet the individual needs of our clients. Some clients want to undertake the entire program; others are only interested in specific workshops. Consequently, the workshops were remodelled to enable clients to participate in

individual sessions as well as the entire course. The first series of Phoenix Workshops in this revised format will take place at the Luncheon Club in late 2008.

Understanding the specific needs for CALD and indigenous PLWH

A key goal of BGF's Strategic Plan is to increase our client base from Culturally and Linguistically Diverse (CALD) communities.

As the first step in implementing our CALD access plan, BGF developed a strategic partnership with the Multicultural HIV/AIDS and Hepatitis C Service (MHAHS) to help make our services more accessible to CALD communities. BGF staff underwent Cultural Competency Training for CALD Communities provided by the MHAHS and are integrating the knowledge gained through the course into their daily work.

Our Client and Community Liaison Officer established relationships with relevant service providers to improve awareness of BGF services and induct new CALD clients into BGF. Caseworkers have all been allocated individual CALD clients and the foundation has revised its Financial Assistance Guidelines to reflect the specific needs of people from CALD backgrounds.

The MHAHS has also become involved in the production of our client communications material by assessing it for plain English and ensuring that it communicates effectively with CALD communities.

Similarly, BGF identified the need to reach out more consistently to indigenous PLWH as another priority. The organisation undertook Cultural Competency Training for Aboriginal Communities in the early part of 2008. The Client and Community Liaison Officer has also established relationships with indigenous service providers to provide staff briefings on BGF services and induct new indigenous clients into BGF.

The Luncheon Club

On 1 June 2008, BGF and ACON partnered to take over the management of the Luncheon Club. Established in 1993 by Carole Ann King, the Luncheon Club serves warm, nutritious meals in a friendly atmosphere twice a week to people living with HIV, as well as providing them with basic food supplies through the Larder.

"I'm very proud to have established a service that so many people have needed over the years," said Carole Ann King. "I have now asked ACON and BGF to take over the Luncheon Club because they have the resources and capacity to maintain essential services to these very marginalised people in our community."

Existing Luncheon Club services such as the Monday and Wednesday lunches and the Larder are continuing. BGF and ACON staff have worked closely with Luncheon Club volunteers and clients to offer a wider range of menu choices, increase the range of groceries available through the Larder and improve the look of the room

to make it more appealing. As a result of these initiatives, an increasing number of clients are using these important services.

BGF and ACON are currently undertaking a review of how to ensure these services for PLWH can be sustained in the long term.

BROADENING THE GEOGRAPHICAL PROVISION OF SERVICES AND IMPROVING SERVICE DELIVERY

Client Intake and Assessment

The creation of a new Client and Community Liaison Officer role has allowed BGF to implement a more consistent and comprehensive intake and assessment process as well as improve our provision of information about BGF services to other agencies. The new individual care and support plans have enabled our caseworkers to make their clients more aware of the range of BGF services available to them.

Taken together, both of these developments have greatly improved equitable access to our services. During 2007-08, the number of new clients increased by 100%.

Outreach Program

With over 40% of BGF's clients living outside the inner-Sydney metropolitan area, it is essential that PLWH in these areas can have effective and equitable access to our services.

The continued expansion of our outreach activities in 2007-08 was built upon the dedicated work of our caseworkers in the previous year. BGF staff made over 60 visits to outer metropolitan services including The Haven (Western Sydney) and Bigge Park Centre (South West Sydney). Over 30 trips were made to regional service providers and clients in such key areas as the Northern Rivers, Illawarra, Coffs Harbour, Tweed Valley, Central Coast and the Blue Mountains. The Outreach services provided by our caseworkers included individual consultations, group meetings, workshops and participation in retreats.



BGF Glamstand patrons



Guests at the BGF Auction at the Turnbills'

"I have been a BGF client for almost 5 years. I wouldn't be where I am today if it wasn't for BGF. They organised community housing for me and helped me with counselling and treatments. Through BGF, I also went to retreats where I met other positive people and heard their stories which I could relate to. If you need help in any area, BGF will bend over backwards to find the answer."

Louise Temple, BGF client

"I'm very involved with BGF's Outreach program. A lot of our clients are isolated across New South Wales. The great advantage of Outreach is that it allows us to get to know people's situations and needs first hand. It also reinforces to clients that we are a service organisation for them – not just for Sydney. It makes us visible in the community and gives us a chance to create rapport with service agencies in rural and regional areas."

Kit Ayers, Senior Caseworker, Bobby Goldsmith Foundation

2. How BGF has developed the knowledge of providing care and support to PLWH

OUR RESEARCH WORK

The research work undertaken by our organisation provides the essential knowledge that, in turn, underpins the development of the best and most effective care and support programs for PLWH.

In 2006, BGF undertook research work with our clients by organising an extensive survey and a series of focus groups. The results were of crucial importance in devising and implementing the new service delivery model discussed earlier. They enabled us to continue developing new and better ways of working with our clients and meeting their needs through the establishment of our case management model and individual service plans. For example, as a direct result of the research information gained through the client survey, our financial assistance guidelines were modified to ensure more equitable, targeted assistance was received.

The client survey also identified that the demographic profile of our client base had changed, with more PLWH coming from CALD backgrounds and living outside the inner-city suburbs of Sydney. Consequently, we recognised our service delivery model needed to become more relevant to these clients.

Finally, through the creation of *Positive Links* (our client newsletter) and the Online Forum, we responded to the desire on the part of our clients for better communication with them about the services we provide as well as offering them a platform for peer support.

In the 2008-09 financial year, the BGF client services division will undertake a follow-up survey with our clients. The foundation is also planning to establish partnerships with specialist research organisations to expand our knowledge base of the issues facing PLWH.

BGF'S ACCREDITATION AND PROGRAM REVIEW

As part of the implementation of the Strategic Plan, the full development of BGF's accreditation and program review will be undertaken during the 2008-09 financial year.

A Policy Framework has already been developed to identify the review process for policy and procedure across the Client Services division. The Client Services Manager is developing a range of client service policies linked to health and disability service standards. These include policies relating to access, complaints, privacy and confidentiality, and information provision.

Both client and service provider surveys will be undertaken in the first quarter of 2008-09, which will contribute to the accreditation and program review process.

Our client services programs are all monitored by other health agencies and service providers with whom partnerships exist. Specifically:

- Our Financial Counsellors are accredited with the Financial Counsellors' Association of NSW. BGF liaises with other accredited agencies to ensure compliance and current knowledge across areas relating to taxation, superannuation, bankruptcy and relevant legislation
- The NILS® program, which operates in conjunction with the Financial Counselling program, is also required to report each year to the National NILS® Coordinating Association
- Phoenix Workshops are evaluated after each weekly session. Informal feedback from clients has also resulted in a planned review of the workshops

"I work with clients to identify what they need, as well as informing our service partners about how they can access our services on behalf of clients. I'm inspired by the fact that I work in a place where I can see commitment from everyone who works there. It's good to see an organisation that has remained relevant and held onto its cultural identity."

Peter Thoms, Client and Community Liaison Officer, Bobby Goldsmith Foundation



3. How BGF has built a capable organisation

HOW BGF HAS BUILT CAPACITY IN ITS STAFF TEAM AND INFRASTRUCTURE

The Bobby Goldsmith Foundation is committed to building the capacity of our staff. The ongoing training of our staff provides a strong base for them to work more holistically with clients while simultaneously applying the principles of case management in their day-to-day work.

All BGF staff have formulated annual workplans based around the Strategic and Operational Plans. Our organisation has identified the specialist training required for each role and created individual training plans to ensure that the appropriate personal development process for each staff member takes place.

During 2007-08, our client services team undertook courses in Mental Health First Aid, St John's First Aid, HIV Medicine, and Women and HIV. Several staff graduated in the Certificate IV in Case Management from TAFE and others completed courses in Accidental Counselling and Financial Counselling.

All BGF staff participated in operational training by the NSW Ombudsman's Office in Complaints Handling, Cultural Competency Training for CALD Communities and Aboriginal Communities, a Self-Leadership and Time Management course and a Resilience Training course. Our Business Development team undertook training in the MS Project software package and attended Pareto Fundraising workshops on fundraising appeals and bequest programs.

"If I hadn't found secure accommodation through BGF, I seriously hate to think what could have happened to me. Without BGF, I truly believe I would have given up. Instead, I was able to get back on my feet and for that I will forever feel grateful."

Carolyn, BGF client

We recognise that our staff operate in an emotional and often challenging work environment. The workplace training that BGF provides equips them to deal with these challenges appropriately and continue supporting their clients in an effective and sensitive manner.

IT DEVELOPMENT

An efficient information technology environment is crucial to our ability to deliver the best possible support and services to clients, staff and supporters. The foundation's IT department supports our growing range of services by maintaining the security of electronic information, providing a more holistic view of client interactions and enabling us to communicate effectively with clients and partners.

One of the more significant IT projects for 2007-08 was the redesign of the Bobby Goldsmith Foundation's website. Our existing website providers Techsupply were engaged to create a new-look BGF website that would:

- accommodate both the foundation's client services and business development aims
- ensure that our brand communicates successfully online, by creating a visually appealing design that inspires and develops an experience that engages the user
- improve the look, feel, navigation and useability from that of the existing site
- provide easily accessible information for clients, supporters, media and other stakeholders

The other purpose of the project was to create a self-managed marketing application custom built to suit the needs of BGF. This took two forms:

- integration of the existing shopping cart, once-off and monthly donation systems to ensure that the website remained a core fundraising tool for online donations, regular giving programs, appeals and event information
- creation and deployment of a Content Management System (CMS) to manage general pages, new news and resources sections, upload documents and maintain event listings

On the new website, the client services section has been renamed **Helping You**, with separate pages dedicated to information about financial assistance, managing money, our supported

"I'm a senior case manager at the Bobby Goldsmith Foundation. The most rewarding aspect of my job is when someone comes to you in incredibly difficult circumstances and you're able to turn their life around. I've had the privilege of watching clients change from being scared and lost to hopeful and optimistic about the future."

James Fraser, Senior Caseworker, Bobby Goldsmith Foundation

accommodation program, vocational guidance program and peer support services. The fundraising activities and programs are now found in the **Helping Us** and **Events** sections and there are two new sections called **Resources** and **News**.

The project took over six months to plan and implement and the new-look website was officially unveiled on 4 March 2008.

During 2007-08, our IT department also continued to improve and update the Client Services Management database. By enhancing the database’s functionality and reporting capabilities, our IT department assisted in the creation and development of the new client service plans and provided more effective reporting tools and analysis of data. It also undertook regular upgrades to our internal IT infrastructure to meet our organisational requirements, as well as continuing to provide the technology expertise required to support initiatives such as the Online Forum.

THE GOVERNANCE OF BGF

The maintenance of good governance processes is a critical component in BGF’s mission to provide essential support and services to PLWH.

Following the completion of the Strategic Plan, a number of improved governance measures were introduced to the Board, including a consent agenda, a board project plan, performance monitoring and more strategic reporting. Consent agendas, in particular, have proven remarkably successful in expediting general business in Board meetings, thereby enabling Board members to spend more time on strategic planning and analysis.

In 2007-08, BGF will once again present audited statements that are unqualified, which is an indication of our strong, transparent governance and financial management. Improved policies and procedures have been developed in the areas of Occupational Health and Safety, Human Resources, Client Services and Corporate Accountability. Our administrative record-keeping processes have also been improved with the expansion of our centralised file-management system.

The BGF Board, Finance Committee and executive team will continue to refine these good governance procedures throughout the 2008-09 financial year in order to develop our organisation-wide compliance requirements and to promote our strategic directions, values and mission in all aspects of our work.

BOBBY GOLDSMITH FOUNDATION BOARD



Fergus Kibble
President
Appointed: 24 October 2005
Appointed President:
30 October 2006
Board meetings attended: 9/11

Fergus has been a member of the Bobby Goldsmith Foundation Board since 2005. Fergus has 20 years’ commercial experience in consumer marketing, advertising and business management across a number of industries in Australia. He has also lived and worked in England and Japan. During 2002-04, as part of ongoing professional development, Fergus studied Law full time at Sydney University, graduating with First Class Honours.



Tracey Hamilton
Vice-President
Appointed: 30 October 2006
Appointed Vice President:
30 July 2007
Board meetings attended: 9/11

Tracey brings expertise in brand management, marketing strategy and implementation, and channel and retail marketing to the board. Tracey’s marketing career has included positions with organisations such as Johnson & Johnson, Diageo, Telstra, Michel’s Patisserie and Goodman Fielder.



Martin Walsh
Treasurer
Appointed: 27 November 2006
Appointed Treasurer:
30 July 2007
Board meetings attended: 11/11

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. From 1999 to 2000, Martin was the Director of Special Projects for HIA Australia. Between 2003-2006, Martin was Chairman of the NSW Industrial Relations and Legal Services Committee of HIA. In 2007, Martin was elected Vice President of the HIA in NSW. He remains a member of 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.



Alan Kuczynski
Secretary
Appointed: 30 October 2006
Appointed Secretary:
30 July 2007
Board meetings attended: 10/11

Alan is a business and marketing consultant with more than 30 years’ experience in the marketing and communications industries. He began his marketing career at Cadbury, later moving to Nabisco, where he later became Marketing Director. In 1985, he started Australia’s first integrated marketing communications agency, Kuczynski & Zeigler. It was later sold to advertising agency DDB, and Alan was appointed Director of Integrated Communications for DDB, as well as Executive Director of Rapp & Collins. In 1995, he acquired APM Training Institute, which he sold in 2007.

Alan is a past board member of the Australian Marketing Institute, the Australasian Promotion Marketing Association and the NSW Sports Federation. He is a leader and facilitator of the Youth Insearch Foundation, and a trainer for the Oasis Youth Support Group.



Rob Lake
Appointed: 29 May 2006
Board meetings attended: 8/11
Rob has more than three decades’ experience working as a volunteer in the Wellington, NZ and Sydney community sector. He has worked in

organisations including ACON, Fairfield Family Resource Centre, People with Disability Australia and NSW Ministry of Transport. Between 1997 and 2003, he was a Board Member of the NSW Council of Social Services (NCOSS). From 2002-2007, Rob was the Convenor of the Care and Support Portfolio for NAPWA (National Association of People living with HIV/AIDS). He has also been a member of the NSW Disability Advisory Council. Rob is the CEO of Positive Life NSW and a previous President of the organisation. Rob is the current nominee of Positive Life NSW to the Bobby Goldsmith Foundation Board.



Bill Bowtell
Appointed: 7 May 2007
Board meetings attended: 8/11
Currently the Director of the HIV/AIDS Project at the Lowy Institute, Bill was senior advisor to the Federal Health Minister from 1983-87. During

this time, he played a central role in implementing Medicare and was one of the key architects of Australia’s successful and well-regarded response to HIV/AIDS. Bill has continued to maintain a close interest in the HIV/AIDS epidemic. He was the President of the Australian Federation of AIDS Organisations in 1992-93, a

trustee of the AIDS Trust of Australia for several years and has been a member of many HIV/AIDS national bodies, including the National Advisory Council on AIDS (NACAIDS). Bill was also a senior political advisor to Prime Minister Paul Keating from 1994-96.



Howard Glenn
Appointed: 28 May 2007
Board meetings attended: 9/11
Howard combines contract executive work with roles in community campaigns for human rights in Australia. He founded the national

refugee reform group Australians for Just Refugee Programs in 2001, and is currently Chairperson of the Board of Rights Australia, a national advocacy group. In this role, he is a regular non-government delegate to UN human rights conferences in Geneva and New York, and has actively contributed to initiatives to put sexual orientation and gender identity on the international human rights agenda. Howard held executive positions with the Commonwealth and NSW Governments throughout the 1980s and 1990s. Since the 1970s, Howard has held key roles in social justice and public sector campaigns, with decades of experience in community sector organisations for education, human rights, international aid and disarmament. In 1982 he helped form the NSW Homosexual Law Reform Coalition.

Investment Committee

Fergus Kibble
Martin Walsh

Finance Committee

Fergus Kibble
Martin Walsh
Esther Dunford (PKF)
Lauren Hollis (PKF)

Bev Lange

CEO in Attendance
Board meetings attended: 10/11

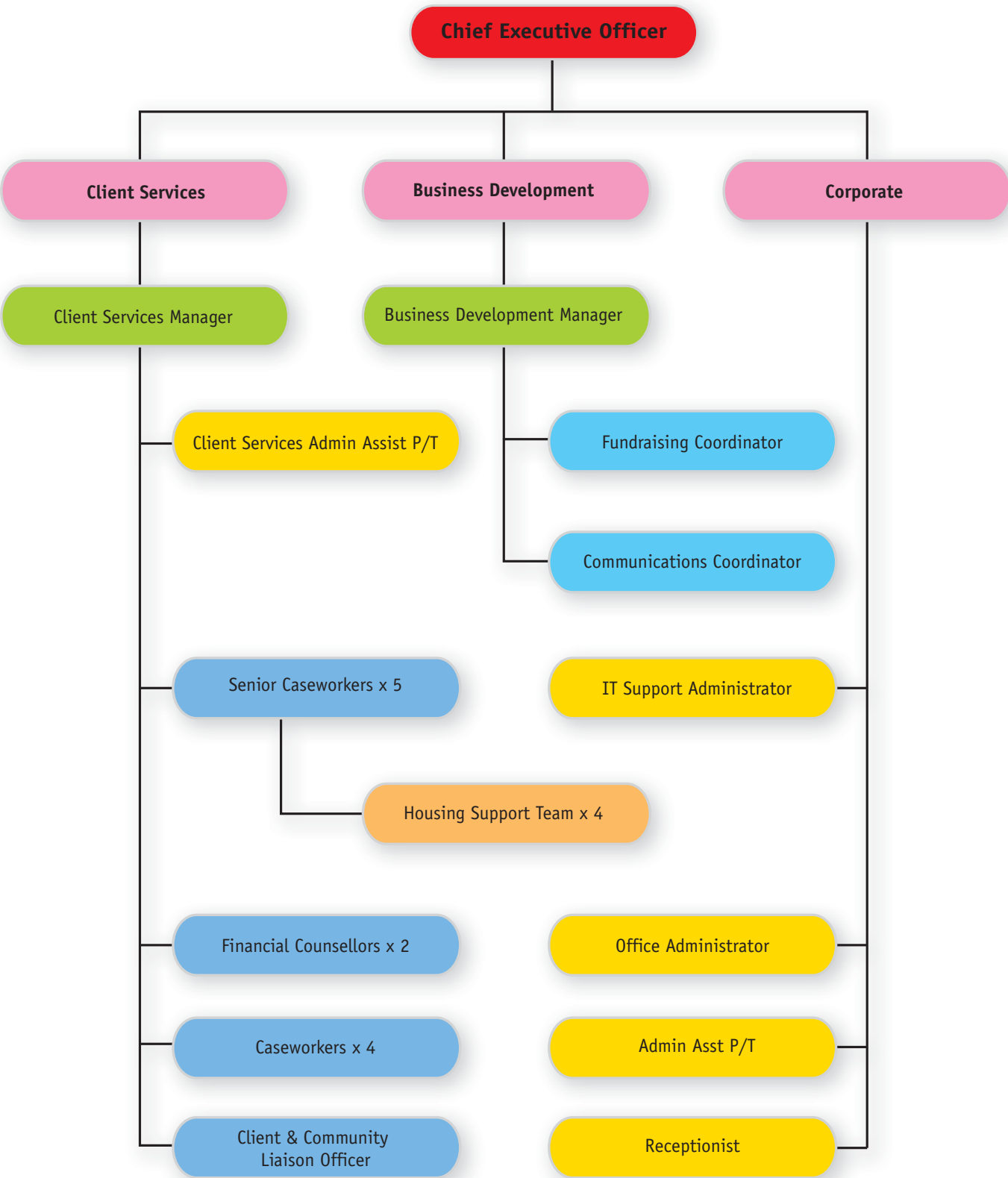
Esther Dunford

Company Accountant – PKF in Attendance
Board meetings attended: 5/11

Bill Sweeney

Company Accountant – PKF in Attendance
Board meetings attended: 2/11

Organisational Structure



4. How BGF has ensured that the organisation is financially sustainable



Julie Otter, General Brand Manager, M.A.C Cosmetics and Bev Lange

"It is easy to fall off the ladder of opportunity and prosperity but much harder to climb back up the rungs. BGF works to prevent sick people falling into poverty, misery and homelessness and helps them to reconnect socially and succeed with happy and independent living."

John Goldbaum, BGF donor

Financial sustainability and stability is essential for the Bobby Goldsmith Foundation to achieve its long-term planning goals. The organisation's ongoing commitment to the sensible and conservative management of its investments is more important than ever now that we are entering more uncertain economic times and seeing increasingly volatile global stock markets. As the Treasurer's Report explains, by conservatively and prudently managing our exposure to this volatility, the foundation's financial and investment committees have ensured that BGF remains well positioned for future growth.

The foundation's fundraising activities continue to generate substantial revenue for our clients. While these activities have remained essentially the same in the 2007-08 financial year, the foundation has been working on plans to improve the return on investment of our fundraising activities in the future, managing the challenges of fundraising in an increasingly competitive market and exploring new fundraising channels. These plans will begin to be implemented in the next financial year.

THE RESPONSIBLE FINANCIAL MANAGEMENT OF BGF

The Bobby Goldsmith Foundation's accounting continues to be contracted out to external consultants PKF Chartered Accountants. This relationship has been extended with a new three-year agreement where PKF will continue to work closely with the Bobby Goldsmith Foundation to provide accurate and timely financial information to help management and the Board make informed business decisions. PKF also provides assistance to ensure the Bobby Goldsmith Foundation complies with its financial, legal and statutory requirements.

PKF continues to support the Galaxy Client Management Database by integrating accounting software with the database, which helps the foundation provide Financial Assistance to clients in a timely manner. During the 2008 financial year, 7,019 transactions were processed, with 58% of these paid electronically.

PKF continues to work closely with the Bobby Goldsmith Foundation to implement the Strategic Plan and has developed long-term forecasts to assist the Bobby Goldsmith Foundation in managing the implementation and assessing the performance of their strategic direction.

PKF attended all finance committee meetings during 2007-08 and Board meetings as required.

OUR DIVERSE REVENUE SOURCES

The revenue derived from community support underpins the very existence of the Bobby Goldsmith Foundation.

Since its inception in 1984, BGF has relied on the support of many generous individuals, community groups, companies, organisations and the NSW Government. Without this support, we simply wouldn't be able to help the many hundreds of people with HIV we see each year. Nor could we ensure that our work will continue in the long term.

Our diverse revenue sources not only allow us to provide assistance to our clients but they also allow us to undertake strategic planning for the creation and development of future programs.

Our Appeals

Each year, the Bobby Goldsmith Foundation organises two direct-mail appeals. The Winter Appeal raises funds for our clients during the challenging colder months and the Christmas Appeal helps our clients who often suffer additional financial hardships and increased social isolation during the festive season.

Both of our appeals in 2007-08 told the stories of how we transformed the lives of four clients, who all took the courageous step of agreeing to be photographed and becoming the human face of the appeals.

In the Christmas Appeal, David Polson and Manny Fenech told supporters how the Bobby Goldsmith Foundation had directly improved their lives. Clients like David and Manny still need help to pay for such essential items as gas and electricity bills, and antiretroviral medications. But now they also need our support and encouragement to return to work, undertake study and develop enough personal confidence to break out of their cycle of isolation.

This year, our Winter Appeal broke new ground by raising funds for a specific service: our Supported Accommodation Program. We told the stories of Amos and Carolyn who found themselves homeless only because they suddenly became ill. Our Supported Accommodation Program found them a place to live and gave them the chance to rebuild their lives. "The support was unbelievable," said Carolyn. "It was more like going to see friends than an organisation."

Hundreds of loyal supporters responded to our clients' moving stories, generously contributing \$32,850 to our Christmas Appeal and \$37,378 to the Winter Appeal (\$26,688 before 30 June 2008 and \$10,690 in the 2008-09 financial year). We thank them for their support.

The Bobby Goldsmith Foundation would also like to give our sincere thanks to Manny, David, Amos and Carolyn for agreeing to share their stories for our two Appeals.

Our Friends Program

The Friends regular giving program is a crucial element of the Bobby Goldsmith Foundation's fundraising activities. Our Friends give a long-term commitment to making regular donations that BGF can rely on. This ongoing support allows us to plan more effectively for the long-term support and care of our clients.

At 30 June 2008, the Bobby Goldsmith Foundation had 259 Friends and their generous donations contributed \$120,739 to the organisation and our clients.

Bequests

When people remember BGF in their will, they can make a bigger contribution to the cause of helping PLWH than they could generally afford 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.

In the 2007-08 financial year, the Bobby Goldsmith Foundation received a total of \$1,057,723 in bequest income. This comprised bequests from the Tivey Estate (\$689,857), the Sheehan Estate (\$234,442), the Williams Estate (\$112,908), the Pritchard Estate (\$18,422), the Michod Estate (\$1,200) and the Warren Estate (\$870).

Other Donations

In addition to the support from Friends, Appeal donors and Bequests, the Bobby Goldsmith Foundation also received \$109,710 from the Charity Housie program run by NSW registered clubs and \$74,587 in additional gifts and donations.

Government Support

In 2007-08, the Bobby Goldsmith Foundation received one non-government organisation (NGO) grant of \$1,114,100 from the South Eastern Sydney and Illawarra Area Health Service (SESIAHS).

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

- implementing a more consistent and comprehensive intake and assessment process which has seen a 100% increase in new clients in the 2007-08 financial year
- overseeing 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
- developing our specific services aimed at CALD and indigenous communities.

Trusts And Foundations Support

The Bobby Goldsmith Foundation continues to be the beneficiary of the extraordinary generosity and commitment of the M·A·C AIDS Fund, which has been supporting the foundation since 1998. All the money raised from the sales of VIVA Glam Lipstick and Lipglass in NSW is donated to BGF to help us provide direct assistance to people living with HIV.

In 2007-08, the M·A·C AIDS Fund donated \$146,346 to the Bobby Goldsmith Foundation. \$100,000 of that amount was presented to Fergus Kibble, President of BGF, by M·A·C AIDS Fund Viva Glam spokesperson and hip-hop icon Eve in a special appearance at the Rosemount Wine Bar in the Overseas Passenger Terminal on Tuesday 29 April as part of Australian Fashion Week.

During the 2007-08 financial year, additional trusts and foundations support came from an AOD Project Grant (\$69,509), a Phoenix Grant (\$19,200), the Mayble Franklyn Barrett Trust (\$12,500), Positive Life NSW (\$8,000 for the Quest for Life project) and the Mary Potter Foundation (\$7,500).

OUR EVENTS

Events have always been at the core of the Bobby Goldsmith Foundation. The foundation actually grew out of a fundraising event on 13 May 1984 which was organised by Bobby Goldsmith's friends to raise money for his care. The event was successful beyond all expectations, raising far more than was required for Bobby's own needs. The organisers decided to continue the group's work to assist other people with HIV and the Bobby Goldsmith Foundation was established in July 1984, barely one month after Bobby's death.

The community support for BGF's events remains as strong as ever, with thousands of people attending our key events every year. In 2007-08, our events program raised \$491,310 to assist our clients.

"I am very honored and grateful to have M·A·C as BGF's premier corporate partner. M·A·C's ongoing commitment and belief in our cause through the M·A·C AIDS Fund is an incredible example of corporate social responsibility that is unparalleled. It was truly exciting to meet Eve and receive the cheque for \$100,000 from her. Congratulations and thanks must go to Julie Otter and her team at M·A·C for all their support and help. We literally could not do what we do without them!"

Fergus Kibble, President, Bobby Goldsmith Foundation



Glamstand

The BGF Glamstand is our tiered grandstand of reserved seating and viewing areas overlooking the Sydney Gay and Lesbian Mardi Gras Parade route. 2008 was the 30th anniversary of the Sydney Gay and Lesbian Mardi Gras and interest in the event was greater than ever. On Saturday 1 March, almost 3,000 people teemed into the stands to enjoy the best view of the parade, the finest hospitality and our exclusive line-up of pre-parade entertainment, headed up by ARIA-Award-nominated soul singer Jade MacRae. Both the Glamstand Reserved Seating and Viva Glam Bar tickets sold out two weeks before the parade and the General Admission standing-room-only section also sold out several days prior to the event.

Bake Off

The BGF Bake Off is the Bobby Goldsmith Foundation's oldest and best-loved event, tracing its origins back to the inaugural Boys Own Bake-Off, held at the Oxford Hotel in July 1985.

In 2008, this baking and cake-decorating competition and auction celebrated its 21st birthday and people responded to the community spirit of celebration by setting a new record of 137 entries – a huge increase of 90% on last year's previous record of 71. Our four judges – comedian Julia Morris, celebrity chefs Christine Manfield and Patrick Collins and iconic Sydney drag queen Claire De Lune – had the difficult task of sampling all 137 entries and selecting awards for the eight categories. Once again, Glen Lewis (aka Miss 3D of Sweet Art), took out the Bake Off crown as overall winner for his entry *The Joker*.

BGF Auction at the Turnbulls'

Over 100 people raised their hands to join us for the BGF Auction at the home of Malcolm and Lucy Turnbull on Thursday 10 April. This invitation-only event turned out to be a very entertaining evening for all who attended. All the money raised in the BGF Auction at the Turnbulls' was allocated to our Positive Futures programs and No Interest Loan Scheme (NILS®) – projects that offer capacity building and vocational guidance opportunities to our clients.

"I've been BGF's photographer for a couple of years now. I have really enjoyed meeting lots of good people in my contact with BGF and believe my support might encourage others to support BGF too. BGF is all about helping people in need to find the means to lead a life less difficult. Something I think most of us hope for."

Cameron Mills, photographer



The Viva Glam team from M-A-C Cosmetics at the 2008 Glamstand

5. How BGF has augmented its reputation and support

DEVELOPING THE BGF BRAND

The Bobby Goldsmith Foundation was born out of the real needs of people living with HIV. Since 1984, the BGF brand has been associated with this man, his name, his mates and the care that they gave.

However, the brand is more than the man or the organisation. It is a symbolic embodiment of everything we do. It is a statement of the beliefs, values and commitment to the people that make the Bobby Goldsmith Foundation.

Strong brands build an emotional connection with their stakeholders. The stronger the trust and connection between our brand and all those that it touches, the greater our ability to achieve our objectives.

Redefining the BGF Brand

Redefining how the BGF brand would be presented became a major focus of our communications program in 2007-08.

The existing BGF logo and tagline of "practical, emotional and financial support" was created in 2005. However, the foundation felt it was time to develop a broader and more wide-ranging set of guiding principles about how we wanted to represent ourselves.

Greg Logan from McMann & Tate was engaged to create and develop a new set of brand guidelines that would:

- define what the BGF organisation is, what it isn't and what we want it to be
- allow us to speak with one voice
- inspire us to ensure that all we do connects with our clients, our donors, our community and our staff

The new guidelines incorporated a new typeface (Officina Sans), the use of seven transparent colour bars as ownable graphic devices and a recommendation to use more photography in our designs to create the warmth, empathy, emotion and human connection our organisation needs. The new brand guidelines were officially adopted in January 2008.

Communicating with supporters

Alongside this brand development work, BGF continued with its regular communications activities. Our new brand guidelines were reflected in the design of the supporter newsletter, *Positive News*, which became a quarterly publication.

Our regular e-news bulletins continued to complement *Positive News* but are now sent out through the Campaign Master email marketing delivery system, which enables us to track the specific response rates and traffic to our website.

Two external PR agencies worked with the foundation during 2007-08 to increase our profile in both the gay and lesbian community press and mainstream media. As a result of their work, the extent of press coverage for the foundation's work, especially Glamstand, the BGF Auction and Bake Off, was unprecedented.

"Having been in the BGF offices and seen the staff at work, it's a small team of people doing a huge amount of work but that doesn't stop them from taking the time to care for clients."

It's a very hands-on organisation where everyone does matter. I have huge respect for BGF and what it does."

Graeme Browning, aka Mitzi Macintosh,
BGF supporter and volunteer

Communicating with clients

In 2007-08, BGF continued to nurture its peer support platforms for our clients. The Online Forum, our unique internet peer support service, saw improvements in content management and functionality. The Forum's capacity to offer interactive online resources and personal experience sharing has proved to be extremely helpful for the clients involved.

Our other peer support project is *Positive Links*, our client newsletter. Our new brand guidelines were once again reflected in the design of the newsletter, which also became a quarterly publication. Feedback from caseworkers and clients alike was positive to both the content and design.

We also started delivering the email version of *Positive Links* through the Campaign Master system, which offered an additional avenue to promote the Online Forum to clients. Traffic to the Forum was significantly increased as a result of this initiative.

Recognising our volunteers

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

Our events, in particular, rely heavily on the work of dedicated volunteers who generously donate their time and expertise to help them run smoothly. In the BGF office, volunteers are used to support general administrative tasks. Volunteers complete an induction process and are given training where necessary. One volunteer (a previous Phoenix participant) was involved in assisting with the third Phoenix Workshop for 2008. 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.



Volunteers at the BGF Glamstand

"As most of my circle of friends were infected, and subsequently passed away during the early years of the AIDS crisis, I know first hand how important the financial and emotional support provided by BGF is. That's why I've been a supporter of BGF for over 10 years."

Shauna Jensen, singer and BGF volunteer

"I have been volunteering to help out at BGF's events for 2 years. I really love the feeling that I get when I am able to give something back to the GLBT community. BGF makes a huge difference to so many people living with HIV that helping them out really is a no-brainer."

Marcus Bear, BGF volunteer

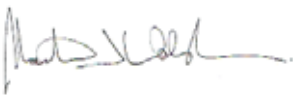
Treasurer's Report

2008 was a challenging year for the Bobby Goldsmith Foundation. Whilst the foundation has continued to expand its operations in assisting more clients and offering more services to those in need, the foundation incurred an operating loss of \$254,535 during 2008. This result arose after taking into account additional bequest income from the Tivey and Sheehan estates, largely offset by large losses on investments. The deteriorating nature of the financial markets saw the foundation lose over \$750,000 in 2008 on the value of its investment portfolio.

However, the overall financial position of the Bobby Goldsmith Foundation at 30 June 2008 is sound. The foundation has significant net assets of close to \$5 million. Members will note the financial statements contain a significant financial liability of approx \$1.45 million at 30 June 2008. This figure will not be paid out and will be offset by trade receivables to the same amount, resulting in no overall impact on the net assets of the foundation. It arose as a result of a pre-payment of funds out of a private company forming part of the Tivey estate. This liability should not be of concern to the members and stakeholders of the foundation.

The finance committee continues to meet monthly to review the investment performance and financial position of the foundation. The committee is extremely grateful for the attention senior management of the foundation place on ongoing fiscal restraint on the operational side of foundation activities. The emerging economic environment will place a premium on this careful and prudent management approach by the foundation.

Events in the financial markets in the first half of 2008 led the finance committee to shift away from large holdings in equities, as is now demonstrated by our large cash position. This reallocation limited our exposure to the more recent pronounced volatility of the Australian share market and significantly decreased the risk profile of the portfolio. Had this reallocation not occurred, the potential losses in early 2009 would have been significantly greater. The committee will continue to closely monitor the performance of the investment portfolio and the state of the share and financial markets to ensure that the foundation remains financially sound, which, in turn, enables it to continue its crucial work for people living in poverty with HIV.



Martin Walsh
Treasurer
Bobby Goldsmith Foundation

Summarised Financial Statements

PREPARED FROM THE AUDITED FINANCIAL REPORT FOR THE YEAR ENDED 30 JUNE 2008 –
BOBBY GOLDSMITH FOUNDATION INC & SUPPORTED HOUSING PROJECT INC

BOBBY GOLDSMITH FOUNDATION INC

INCOME STATEMENT FOR THE YEAR ENDED 30 JUNE 2008

| | 2008 | 2007 |
|----------------------------------------|-------------|-------------|
| | \$ | \$ |
| Revenue | 3,595,289 | 2,089,118 |
| Expenses: | | |
| Employee benefits expense | (1,242,036) | (834,755) |
| Depreciation and amortisation expenses | (46,808) | (35,814) |
| Client Support and Care | (443,814) | (368,002) |
| Realised gain (loss) on investments | (129,280) | 79,975 |
| Unrealised gain (loss) on investments | (623,676) | 129,620 |
| Other expenses | (1,364,210) | (1,036,566) |
| Profit (loss) before income tax | (254,535) | 23,576 |
| Income tax expense | - | - |
| Profit (loss) attributable to members | (254,535) | 23,576 |

These reports are summarised versions of the income statement, balance sheet and cash flow statement. Copies of the 2007-2008 audited statutory accounts can be obtained from the Committee.

BALANCE SHEET AS AT 30 JUNE 2008

| | 2008 | 2007 |
|----------------------------------|-----------|-----------|
| ASSETS | \$ | \$ |
| CURRENT ASSETS | | |
| Cash and cash equivalents | 1,626,142 | 133,456 |
| Trade and other receivables | 2,002,964 | 2,058,788 |
| Inventories | 18,426 | 19,424 |
| Financial assets | 2,016,637 | 2,269,489 |
| Other current assets | 8,177 | 17,946 |
| TOTAL CURRENT ASSETS | 5,672,346 | 4,499,103 |
| NON-CURRENT ASSETS | | |
| Property, plant and equipment | 1,007,225 | 1,007,020 |
| TOTAL NON-CURRENT ASSETS | 1,007,225 | 1,007,020 |
| TOTAL ASSETS | 6,679,571 | 5,506,123 |
| LIABILITIES | | |
| CURRENT LIABILITIES | | |
| Trade and other payables | 86,254 | 102,727 |
| Provisions | 97,789 | 76,286 |
| Short-term financial liabilities | 1,448,812 | - |
| Other | 46,689 | 77,580 |
| TOTAL CURRENT LIABILITIES | 1,679,544 | 256,593 |
| NON-CURRENT LIABILITIES | | |
| Long-term provisions | 13,259 | 8,246 |
| TOTAL NON-CURRENT LIABILITIES | 13,259 | 8,246 |
| TOTAL LIABILITIES | 1,692,803 | 264,839 |
| NET ASSETS | 4,986,768 | 5,241,284 |
| EQUITY | | |
| Reserves | 2,345,853 | 2,345,853 |
| Retained earnings | 2,640,916 | 2,895,431 |
| TOTAL EQUITY | 4,986,768 | 5,241,284 |

CASH FLOW STATEMENT FOR THE YEAR ENDED 30 JUNE 2008

| | | |
|-----------------------------------------------|-------------|-------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Receipts from customers and sponsorships | 3,420,833 | 2,625,754 |
| Payments to suppliers and employees | (3,027,972) | (2,365,959) |
| Dividends received | 165,519 | 128,167 |
| Interest received | 33,870 | 14,916 |
| Net cash provided by operating activities | 592,250 | 402,878 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Net proceeds (purchase) from (of) investments | (501,363) | (684,698) |
| Purchase of property, plant and equipment | (47,013) | (38,327) |
| Net cash used in investing activities | (548,376) | (723,025) |
| CASH FLOWS FROM FINANCING ACTIVITES | | |
| Proceeds from borrowings | 1,448,812 | - |
| Net cash provided by financing activities | 1,448,812 | - |
| Net increase in cash held | 1,492,686 | (320,147) |
| Cash at beginning of financial year | 133,456 | 453,603 |
| Cash at end of financial year | 1,626,142 | 133,456 |

These reports are summarised versions of the income statement, balance sheet and cash flow statement.
Copies of the 2007-2008 audited statutory accounts can be obtained from the Committee.



Walker Wayland NSW
Chartered Accountants

ABN 55 931 152 366

8th Floor,
55 Hunter Street
SYDNEY NSW 2000

GPO Box 4836
SYDNEY NSW 2001

Telephone: +61 2 9951 5400
Facsimile: +61 2 9951 5454
mail@wwwsw.com.au

Website www.wwww.com.au

INDEPENDENT AUDITOR’S REPORT TO THE MEMBERS OF
BOBBY GOLDSMITH FOUNDATION INC.

Report on the Financial Report

We have audited the accompanying summarised financial report of the Bobby Goldsmith Foundation Inc., comprising the summary balance sheet as at 30 June 2008, the summary income statement and the summary cash flow statement for the year then ended, which was derived from the financial report of Bobby Goldsmith Foundation Inc. for the year ended 30 June 2008. We expressed an unmodified auditor’s opinion on that financial report in our auditor’s report dated 29 September 2008.

Committee’s Responsibility for the Summarised Financial Report

The committee of the association are responsible for the preparation and presentation of the summarised financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Associations Incorporation Act 1984 (NSW).

Auditor’s Responsibility

Our responsibility is to express an opinion on the summarised financial report based on our procedures, which were conducted in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements.

Auditor’s Opinion

In our opinion, the financial information reported in the summarised financial report is consistent, in all material aspects, with the financial report from which it was derived. For a better understanding of the scope of our audit, this auditor’s report should be read in conjunction with our audit report on the financial report.

Walker Wayland NSW

Walker Wayland NSW
Chartered Accountants

A S Roger

A S Roger
Partner

Dated at Sydney on this 29th day of September 2008

Partners: AS Roger, HC Thomas, RS Woods, SE Arnold, TF Tyler, PW McLean, GD Allsopp
Consultant: PJ Longhurst

An independent member of BKR International
An independent member of Walker Wayland Australasia Limited

Liability limited by a scheme
approved under Professional
Standards Legislation

SUPPORTED HOUSING PROJECT INC

INCOME STATEMENT FOR THE YEAR ENDED 30 JUNE 2008

| | 2008 | 2007 |
|----------------------------------------------------------|-----------|-----------|
| | \$ | \$ |
| Revenue | 403,110 | 549,542 |
| Employee benefits expense | (343,317) | (464,121) |
| Depreciation and amortisation expenses | - | - |
| Other expenses | (59,793) | (85,421) |
| Profit (loss) before income tax | - | - |
| Income tax expense | - | - |
| Profit (loss) attributable to members of the Association | - | - |

BALANCE SHEET AS AT 30 JUNE 2008

| ASSETS | | |
|-------------------------------|--------|--------|
| CURRENT ASSETS | | |
| Cash and cash equivalents | 1,990 | 1,320 |
| Trade and other receivables | 33,165 | 37,287 |
| TOTAL CURRENT ASSETS | 35,155 | 38,607 |
| TOTAL ASSETS | 35,155 | 38,607 |
| CURRENT LIABILITIES | | |
| Trade and other payables | 12,868 | 12,470 |
| Provisions | 20,913 | 24,817 |
| TOTAL CURRENT LIABILITIES | 33,781 | 37,287 |
| NON-CURRENT LIABILITIES | | |
| Long-term provisions | 1,374 | 1,320 |
| TOTAL NON-CURRENT LIABILITIES | 1,374 | 1,320 |
| TOTAL LIABILITIES | 35,155 | 38,607 |
| NET ASSETS | - | - |

CASH FLOW STATEMENT FOR THE YEAR ENDED 30 JUNE 2008

| CASH FLOWS FROM OPERATING ACTIVITIES | | |
|-------------------------------------------|-----------|-----------|
| Receipts from customers and sponsorships | 407,232 | 573,104 |
| Payments to suppliers and employees | (406,562) | (572,500) |
| Net cash provided by operating activities | 670 | 604 |
| Net increase in cash held | 670 | 604 |
| Cash at beginning of financial year | 1,320 | 716 |
| Cash at end of financial year | 1,990 | 1,320 |

These reports are summarised versions of the income statement, balance sheet and cash flow statement.
Copies of the 2007-2008 audited statutory accounts can be obtained from the Committee.



Walker Wayland NSW
Chartered Accountants

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55 Hunter Street
SYDNEY NSW 2000

GPO Box 4836
SYDNEY NSW 2001

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Facsimile: +61 2 9951 5454
mail@wwnsw.com.au

Website: www.wwnsw.com.au

INDEPENDENT AUDITOR’S REPORT TO THE MEMBERS OF
SUPPORTED HOUSING PROJECT INC.

Report on the Financial Report

We have audited the accompanying summarised financial report of the Supported Housing Project Inc., comprising the summary balance sheet as at 30 June 2008, the summary income statement and the summary cash flow statement for the year then ended, which was derived from the financial report of Supported Housing Project Inc. for the year ended 30 June 2008. We expressed an unmodified auditor’s opinion on that financial report in our auditor’s report dated 29 September 2008.

Committee’s Responsibility for the Summarised Financial Report

The committee of the association are responsible for the preparation and presentation of the summarised financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Associations Incorporation Act 1984 (NSW).

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Walker Wayland n s w

Walker Wayland NSW
Chartered Accountants

A S Roger

A S Roger
Partner

Dated at Sydney on this 29th day of September 2008

Partners: AS Roger, HC Thomas, RS Woods, SE Arnold, TF Tyler, PW McLean, GD Allsopp
Consultant: PJ Longhurst

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Thank You

PATRONS

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

BOBBY GOLDSMITH FOUNDATION FRIENDS

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 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.

BOBBY GOLDSMITH FOUNDATION STAFF as at 30 June 2008

Chief Executive Officer

Bev Lange

IT Systems and Projects Specialist

Paul Beckman

Receptionist

Johnny Dawson

Client Services

Client Services Manager

Vicki Gibb

Senior Caseworkers

Kit Ayers
James Fraser
Carolina Carvallo
Max Greenhalgh
Katy Roy

Caseworkers

Richard Kennedy
Sue Wood
Kim Donohue
Henrique Da Costa

Financial Counsellors

Craig Doyle
Vicki Geraghty

HONORARY SOLICITORS

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

Client and Community Liaison Officer

Peter Thoms

Acting Client and Community Liaison Officer

Suzanne Sara

Administrative Assistant, Client Services

Darryl Jones

Community Support Workers

Sylviane Vincent
Gordon Fitzgerald
Angelo Laios
Hugh Pape
Jay Ramanathan
Romeo Recupido
Garry Rogl
James Tsonis
Daniel Rees

Business Development

Business Development Manager

Brad Timms

Communications Coordinator

Murray Black

Fundraising Coordinator

Nicole Kolotas

Accountants

PKF

Individuals

Michael Abbott
Amber Alge
Yvonne Anastas
Bryce Anderson
Audra Annakin
Trevor Ashley (Cleo Coupe)
Katharine Barker
Ricky Bartolotto
Jonny Bastin
Scott Batey
Marcus Bear
Faycal Benabdellaziz
Andrew Benson
Tim Berry
Lara Bevan
Ian Black
Heidi Bock
Jo Booth
Sandy Bottom
Peter Brember
Peter Brennan
Pat Brodie
Malcolm Brown
Graeme Browning (Mitzi Macintosh)
Andrew Bullen
Wayne Bullen
Peter Caldwell
Doug Callaghan
Julia Campbell
Patrick Campbell
Carolyn
Jessie Carter
Joe Catanzariti
Sally Chadwick
Ryan Chan
Catherine Clark
Joshua Cohen
Patrick Collins
Minnie Cooper
Kate Corner
Wayne Cox
Clarence Cruz
Claire de Lune
Benita de Vito
Renee Duff
Mel Duff
Anton Enus
Melinda Essey
Debbie Anne Evans
Peter Eyers
Claude Fabian
Dan Farrenc
Paula Farrugia
Heath Felton
Manny Fenech
Geoff Field
Tomàs Finnerty
Paul Finnigan
Judith Fletcher
Derek Foo
Rohan Forkner
Sue French
Wayne G
Martin Gale
Carmen Geddit
Paul Giles
Kitty Glitter
Michelle Gorzanelli
Lauren Green
Max Greenhalgh
Ben Greller
Katie Griffith
Sophia Habib
Angela Hall
Lesley (Rose) Hancock
Denise Hanlon
Linda Hansen
Rob Hill
Anthony Hillis
Steven Ho
Guy Houghton
Gail Howard

Eran James
Willem-Jan Jansen
Maggie Jennings
Shauna Jensen
Trudy Johnston
Darryl Jones
Colin Jowell
Jack Kanga
Kirsten Kennedy
June Keys
Amos Kitiona
Ulo Klemmer
Craig Kneebone
Marisa Lackmann
Carol Langley
Robyn Laverack
CC Le Jeune
Nicky Leap
Jason Lee
Robert Lee
Tony Lee
Robert Lengyel
Maria Levesque
Philby Lewis
Julia Lo Presti
Greg Logan
Andy Lopez
Melanie Louie
Michael Lynch
Rachel Maio
Andrew Male
Christine Manfield
Alison Martin
Joyce Maynge
Jade MacRae
Steve McAleer
Lee McAllistair
Georgia McDonnell-Adams
Todd McKenney
Michael McNaughton
Marla Minow
Rubens Miyazato
Wyness Mongrel Bitch
Clover Moore, MP
Julia Morris
Judith Morrison
David Moutou (Sandy Toggs)
Holly Murphy
Marika Nabung
Leigh Neal
Gary Oakley
Deb O’Flynn
Alexander Orgo
Toby Osmond
Will Osmond
Peter Ovenden
Hugh Pape
Russ Parker
Dana Partington
Eilleen Peck
Jeff Peng
Julianne Petersen
Peyton
The Hon. Tanya Plibersek, MP
David Polson
Michael Prosser
Rachael Prosser
Gail Prosser
James Pullen
Scott Pullen
Sarah Reynolds
Donna Richards
Martin Richardson
Amy Riley
Rob Robilliard
Stuart Rodriguez
Mathew Rosen
Kate Rowe
Clint Ryan
Grant Ryan
Julianne Sanders
Sandy Sanderson
Savva Savas
Sarah Sherbourne-Higgins

Rachael Sherriff
Maxi Shield
Megan Slinning
Rob Small
Nicole Smith
Will Smith
Lenore Smith-Jones
Ben Taylor
Jo-Anne Tee
Brad Timms
Penny Tration
The Hon. Malcolm Turnbull MP
Lucy Turnbull
Neil Turner
Trudi Valentine
Irmine Van Der Gest
Quentin Veavea
Prue Vercoe
Paul Wade
Vanessa Wagner
Wayne G
Janelle West
Anthony Whittle
David (Dot) Wilkins
Steve Wiggins
Jenny Willis-Smith
Sue Wood
Jappe Wouters
William Yang
Alison Young

Community and Corporate

2 ideas
2UE
407 Doctors
About Time for Clocks
Absolute Photography
ACON (AIDS Council of NSW)
Adultworld
AIDS Dementia & HIV Psychiatry Service (ADAHPS)
AIDS Trust of Australia
Albion Street Centre
All Gay Cruises (Navigaytion)
Ankali
Bangarra Dance Theatre
Beauchamp Hotel
Bellachara Boutique Hotel Gerringong
Bistro Moncur
Blue Mountains Sparadise
Bodum
Bodyline
Breville
BridgeClimb
Brother
Cameron Mills Photography
Captain Cook Cruises
Cellarbrations
Christopher’s Florist
Citizen
City of Sydney Council
City Steam
Club Crocodile Resort
Company B
Cook & Phillip Park Aquatic and Fitness Centre
Crew Hair Stylists
Darlinghurst Theatre
D’Cota Furniture
Dogue
Elysium Skin Body & Being
Emerald Valley Villa, Byron Bay
Emirates
European Catering
Glass Brasserie at the Hilton
Gold’s Gym
GQ Australia
Graham Stroud Events and Marketing
Greater Union
Griffin Theatre
Guillaume at Bennelong
Hepatitis C Council
Highlands Chauffeured Hire Cars
Holdsworth House Medical Practice
Hopscotch Films
IGA Rosebery
Ignite Health
Ikea
ISEC Security
Kaos Adult Concepts
Kartell Bondi Junction
Kirketon Road
Lesbians On The Loose (LOTL)
Links House Bowral
Luncheon Club
MAC AIDS Fund
Markson Sparks Publicity
Matilda Cruises
McMann & Tate
Megadeck
Midnight Shift Hotel
Multicultural HIV/AIDS and Hepatitis C Service (MHAHS)
New Mardi Gras
NSW Health
NSW Police
NSW Premiers Department
Out There Productions
Pacific Sailing
Palace Cinemas
PKF Accountants
Planet Cake
Plated
Positive Life (NSW)
Positive Living Centre (PLC)
Random House
Roads and Traffic Authority
SameSame
Sebel Reef House & Spa
Sex Workers Outreach Project (SWOP)
Skinny Dips
South Eastern Sydney Illawarra Area Health Service (SESAHS)
St Johns Ambulance
Stacks of Wax
Star Shots
Stedmans
SX
Sydney Opera House
Sydney Sexual Health Centre
Sydney Skywalk
Sydney South West Sexual Health Service
Sydney Star Observer (SSO)
Sydney Theatre Company
TAFE NSW South Western Sydney Institute
Tailored Events Catering
Taylor Square Private Clinic
Team Telstra
Team Toggs
TechSupply
The Bather’s Pavillion
The Bookshop Darlinghurst
The Classic Safari Company
The Flinders Hotel
The Frocks
The Gender Centre
The Haven
The Hatton Hotel
The Royal Botanic Gardens Trust
The Sanctuary
The Villas of Byron
Ticketmaster
Time Out magazine
Toolshed Darlinghurst
Top 3 By Design Bondi Junction
Tourism Authority of Thailand
Tuscany Wine Estate
Tyrell’s Wines
Ulladulla Guest House
Unilever Australasia
Watermark Restaurant
Westfield Bondi Junction
Westpac
Whitewater Rafting
Will & Tobys, Oxford St
Yoga To Go

Bobby Goldsmith Foundation

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