



Bobby Goldsmith

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Foundation

Helping  
people living  
with HIV  
to thrive.

Annual Report 2019







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# 1. About Us

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We are Australia's oldest community based HIV organisation, providing outstanding client services and health promotion programs in NSW and SA.

Established in 1984, we're here to provide practical and emotional support to people living with HIV who come from all walks of life. Young. Old. Gay. Straight. Non-binary. Male. Female. Every race. Every religion.

We're here to help anyone having difficulty living with HIV. Physically. Emotionally. Financially. We're here to support through our range of services and programs. We know that HIV can affect every part of life – from employment and relationships, to physical and mental health – and we can help with all of it. We'll meet you where you're at, and help you to move forward through practical, tailored support. So you can live the long and healthy life that modern HIV treatment has made possible. Our proven approach is guided by 35 years of experience and a team of trained experts.

People with HIV are living longer, healthier lives but they are also living with unique challenges regarding how to age well. We're here to support the lifelong health of those ageing with HIV.

We now have more diverse clients but the one thread that links them all is that they very often experience stigma and discrimination because of their HIV status. We're here to advocate with and for people living with HIV, and to make positive changes in our communities to help end HIV stigma.

Our head office is in Sydney, we have staff in the Northern Rivers region of NSW and SA and we provide services throughout NSW and SA.

We are here to provide a safe, open and inclusive environment for all members of gender, sexual minority and all communities. We are here to ensure that all people living with HIV feel welcome and supported.

We are a registered not-for-profit organisation, an equal opportunity employer and we have no political or religious affiliations.

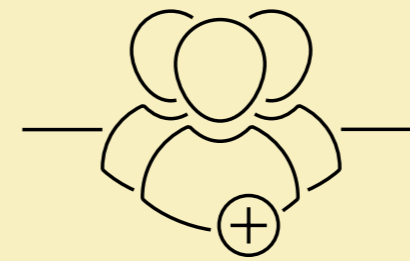




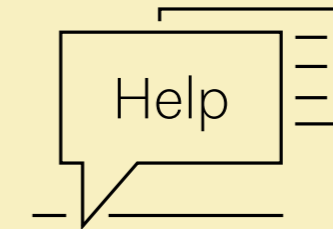


## 2. Our Year of Results

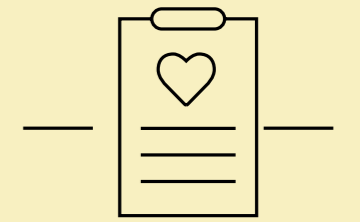
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55 new clients



Supported 758 clients



133 program participants



\$61,000 direct financial assistance



7,944 community support visits



90 outreach visits

## 3. Our Plans for the Future

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Our mission is to support and empower people living with HIV to thrive.

We focus on being agile and adapting to the changing needs of the people we support so that our services remain relevant and accessible to everyone, regardless of their sexual orientation, gender identity or cultural and linguistic background.

We appreciate that there are big challenges, but also real opportunities, ahead of us in supporting people living with HIV. Our approach to responding to these challenges is set out in our 2016 – 2020 Strategic Plan, which dovetails with the NSW Ministry of Health's HIV Strategy 2016-2020.

Our Strategic Plan gives us a clear focus to find new ways for our clients to access the support they need. Our five goals are:

1. To improve the health and wellbeing of all people living with HIV through high quality services and programs
2. To extend our programs and services to areas of geographic need
3. To contribute to the evidence base through data and research
4. To influence public policy to better meet the needs of all people with HIV
5. To ensure that BGF continues to be an effective and sustainable organisation





## 4. Presidents Review

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You may have noticed we look a little different! After years of planning, and engagement with clients, staff and the board, we have recently launched our new look.

As the faces of our clients change, we believe so should how we represent ourselves at BGF. The rebrand was undertaken for us pro bono by the very dedicated and delightful team at BMF. We are incredibly grateful for their work. Also, many thanks to Siobhan Reynolds, our Marketing and Fundraising Manager, for managing this complicated and lengthy process.

At last year's AGM our past President Lorraine Hall tendered her resignation after supporting BGF and our clients for many years. Lorraine and I worked very closely during that time, and I would like to personally thank her for her unwavering commitment and professionalism (which was always balanced with a great sense of humour!).

During the year Clare Pearson and Stephen Gray also resigned from the board. Clare and

Stephen have both been devoted members of the board and the Fundraising Committee. Many thanks to Clare and Stephen for their hard work and contribution to our success.

In October 2018 we hosted our inaugural HalloQueen trivia night, which was a roaring success. It was a fun night engaging our clients and the community. It looks like this will be our annual community fundraising event. We also launched Phoenix Ink, a collection of short stories written by clients undertaking our creative writing program – just another example of the empowering work done by the team at BGF.

In November 2018 the board and management team spent a Saturday reviewing BGF's Strategic Plan, which runs to 2020. We found that the current plan should remain in place, with a few small tweaks. We will be spending

a weekend early in 2020 to undertake a thorough review and drafting a new plan for the years ahead.

One element of our current strategic plan is the reduction of stigma experienced by our clients. To that end, we hosted a very successful panel event in December to raise awareness of the issue and how it can be addressed, gaining attention of the media and representatives of government. Watch this space as BGF expands its work in this area.

In June this year we were very pleased to appoint Linda Bracken and John Walton as directors of BGF. Linda has many years of experience in media and communications, and John works in the pharmaceutical industry with particular emphasis on HIV. We're excited to have Linda and John on board, and are looking forward to continuing to work together.

I would like to thank all of the team at BGF, our volunteers, our committee members and my fellow board members for helping to ensure that people living with HIV are empowered and living well.

My thanks also goes to NSW Health, the MAC AIDS Fund, our Friends, donors, and those who bought a ticket to our auction or trivia night, a red ribbon, or dropped a couple of dollars in a bucket. All of you ensure that our work can continue.

**Justin Cudmore**  
President



## 5. From the CEO

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Where Bobby Goldsmith Foundation is today has been strongly underpinned by the quality of our strategic plan.

This past year, alongside the excellence and dedication of our staff, one of the key reasons that Bobby Goldsmith Foundation has been able to forge ahead with really relevant and innovative support to our clients, is the quality of our strategic plan. Developed in the latter part of 2016, it has provided a clear and open direction towards BGF's five ambitions: providing the highest quality client services we could; improving the health and well-being of people living with HIV (PLHIV) through geographic and demographic expansion; contributing to the

evidence base regarding the needs of PLHIV; contributing to public policy that best meets the need of PLHIV; and ensuring that we continue to be an effective and sustainable organisation.

It's exciting to be able to say that 2018/2019 has seen us build a very strong foundation towards these ambitions. Many of our activities have been new, and they have improved all sections of the organisation both externally towards our clients and internally to our functioning.

In amongst the important work of all of our client services, two new developments have occurred. First, we have begun providing services to clients who are supported by NDIS packages. Importantly this has allowed us to expand our focus to some of the most vulnerable members of our community. We work with these clients on a home-care basis allowing them, with a little support from us, to live independent and dignified lives. This new client services development also has the potential for greater regional expansion and we



look forward to getting it right in Sydney and then applying our model to areas of NSW and South Australia, where services sensitive to PLHIV may be more limited.

The second development has been the launch of Phoenix Ink. In June, an anthology of the best works of BGF's creative writing workshop was published thanks to a generous donation from a benefactor. Launched at the Stonewall Hotel in Sydney, the poignancy, talent (and pride) of the authors was on show and we look forward to further nurturing the creative potential of our clients.

Throughout the year, analysis and research has been undertaken so as to understand where BGF should be. We have recognised that there is an inequity between urban, regional and rural services for PLHIV, especially in services available for very complex clients. After consultation with many stakeholders, we have recognised that Western Sydney and the Mid-North Coast local health districts are our

key areas for expansion and we have engaged in positive negotiations with the state sexual health institutions in both locations. We are on track to establish case-management services in both of these locations and will look to support this BGF presence with the full suite of other client services.

In the realm of public policy, we recognise that although the pharmacology attendant to HIV has improved immeasurably and that people will live long and healthy lives, stigma and discrimination is still rife in Australian society. To that end in December we held a panel forum looking at stigma through the personal experiences of PLHIV and stigma researchers. It was a remarkable evening, attended by over 100 people, and it revealed that there is so much more to do in breaking down the most insidious aspect of HIV today.

Finally, this past year has been underpinned by a regeneration of who BGF is. The face of HIV is broadening these days. HIV is impacting

more indigenous people, more women, more culturally and linguistically diverse people and more heterosexual men than ever before, alongside the community of men who have sex with men. Our approach is to include everyone and as such we have renewed and refreshed our brand to reflect the diversity of our community.

It's been a great year of new directions and services and it gives us an amazing foundation to continue with what we try to do best of all:

Helping people living with HIV to thrive.

Nick Lawson  
CEO



# 6. From the Client Services Manager

Unbelievable! A friend laughed at me the other day when I used this word. Now it's the word I've chosen to use to describe 2018/19 for Client Services at BGF.

We have had some wonderful staff move on to bigger and better things and we have had new staff come on board to bring even more flavour and energy to our growing team.

We have once again seen growth in our Community Support Program (CSP) Team through the increase of NDIS client hours of support, further support of clients living in Western Sydney and our continued solid relationship with ADAHPS.

As planned, we have placed an experienced Case Manager in a co-location community setting in Coffs Harbour. Our new Case Manager is now actively working to engage the HIV community in the area as well as connect with other professionals and stakeholders.

This year has also seen us transition into our new brand which complements the ongoing changes that BGF Client Services have been making to match the changing face of our clients.

As complexities rise we also have to look towards NDIS and My Aged Care as sources of support for our ageing community.



One of our new approaches to working with clients is a timed-intervention process. All new clients who come through our doors are assessed and we work with them to make a 12 month plan, which could include support via financial assistance through our Casework Team or practical support in the community via our CSP Team. Our three experienced Case Managers, who cover the Lismore, Coffs Harbour and Greater Sydney areas, have been implementing a 6 month timed approach that involves assisting clients with complex needs to identify and engage with the tasks and goals that really matter to them.

It was a delight to support our Alcohol & Other Drugs (AOD) Senior Caseworker to participate in ACON's annual Honour Awards where they were nominated for the HIV Hero award.

This year saw the revitalisation of our Financial Counselling Program and we have seen significant support and relief provided to clients to assist them with their financial stresses.

We have enjoyed our participation in forums both within the HIV sector and beyond and are grateful for the opportunity to put forward research and program evaluations conducted by BGF to the wider public.

Lastly, we have actively continued to take on students and interns to work with us and learn about the needs of our HIV community helping us to spread the message that reflects our re-brand:

HIV doesn't care but we do.

Wowzers indeed.

Elvis Caus  
Client Services Manager





Young, old, gay, straight,  
male, female, non-binary.  
Every race. Every religion.  
HIV doesn't care.

But we do.





# 7. Our Programs

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HIV can affect every aspect of a person's life – from their financial stability and employment status, through to their mental health and relationships with partners, family and friends.

This is why we provide a range of services and programs that empower and support people to live well.

From diagnosis onwards, we work with our clients to limit the challenging circumstances of social isolation, economic poverty and stigma that are often so detrimental to their physical and emotional wellbeing.

We use a strengths-oriented, evidence-based psychosocial client-centred model to help people living with HIV to thrive.

We work to ensure that all our clients are able to remain retained in HIV health care services and we provide strong advocacy and support to help them continue to be treatment adherent.

We achieve this through a range of services:

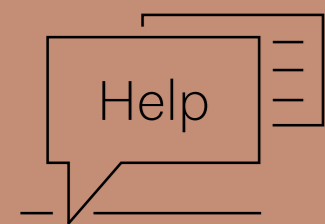
- Case Management
- Casework
- Alcohol & Other Drugs (AOD) Program
- Financial Advocacy
- Community Support Program (CSP)
- Health & Wellbeing Programs





# 7. Our Programs *continued*

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## Case Management

By coordinating all aspects of care for people living with HIV who have complex needs and challenges



## Casework

By offering:

- Direct practical, financial assistance with a focus on medical support including medications and treatments
- No Interest Loans through Good Shepherd Microfinance which allow our clients to affordably finance the everyday necessities of life
- Return to study and employment initiatives



## Alcohol & Other Drugs (AOD) Program

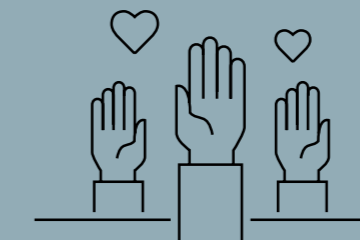
HIV/Alcohol & Other Drugs (AOD) Integrated Service: that provides AOD complex clients with a wide-range of HIV-related supports to address their physical, mental and social needs. In partnership we deliver:

- Support for transition to independent, sustainable tenancies in the community
- Support for HIV treatment adherence
- Referral to and support to access relevant community services, including drug health services
- Harm minimisation, including education and support to reduce risky injecting and sexual behaviours



## Financial Advocacy

That engages deeply with clients and institutions to seek relief from all types of financial stress and hardship.



## Community Support Program (CSP)

That delivers brokered care and disability support services through the NDIS to clients in their homes, enabling them to live independently and with dignity.



## Health & Wellbeing Programs

By running workshops and programs that offer opportunities for social engagement while providing the knowledge and skills needed to enable people living with HIV to take better control of their lives. Programs include:

- Positive Self-Management Program: a six week series of workshops focused on empowering people to take control of, and better manage, their health and well-being.
- Art Phoenix/Creative Writing: 6 week programs enabling clients to creatively express themselves through the medium of creative arts.
- Eat Well, Live Well: a 10 week series of hands-on workshops that focus on nutrition, diet, meal preparation, food security and practical advice.



# 8. Board of Directors



**Justin Cudmore**  
President

Justin is a commercial lawyer with over 20 years' experience, advising clients particularly in the retail and FMCG sectors. Justin is currently a partner at Marque Lawyers. Justin joined the BGF Board in 2013 and is a member of the Finance Committee.



**Lorraine Hall**  
Vice President: from 1st July 2018 – 27th November 2018

Lorraine is a corporate lawyer and company secretary with over 30 years' in-house, government and top tier law firm experience. Lorraine is currently the company secretary of The Law Society of New South Wales, providing strategic and governance advice to the board. Lorraine joined the BGF Board in 2013 and resigned November 2018.



**David Young**  
Treasurer: from 1st July 2018 – 27th November 2018.  
Vice President: from 27th November 2018

David is an experienced senior commercial company director and executive with over 30 years' experience in the travel, hospitality and finance industries. David was the Chief Operating Officer of the Qantas Catering Group and is now Executive Manager Commercial with Qantas Loyalty. David is active in the Qantas Diversity and Indigenous Programs. David joined the BGF Board in 2015. He is a member of both the Finance Committee and the Investment Committee.



**Ramon del Carmen**  
Treasurer: from 27th November 2018

Ramon is the CFO of Sydney North Primary Health Network (SNPHN). He is also currently a director of Northside Community Forum. Ramon is a Chartered Accountant, and a graduate of the Australian Institute of Company Directors. Ramon joined the BGF Board in 2017. He is Chair of Finance Committee and a member of the Investment Committee.



**Abby Landy**

Abby is an advocate for people living with HIV. She has attained a national and international profile through sharing her story and speaking about her experience of living with HIV. Abby is a solicitor. Abby joined the BGF Board in 2015 and is a member of the Risk & Audit Committee.



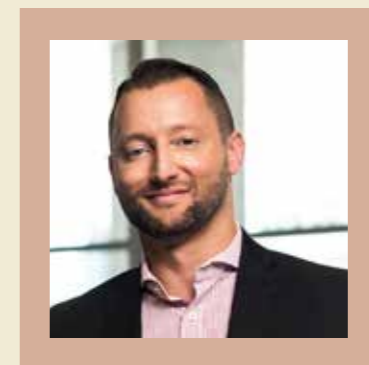
**Stephen Gray**  
Board Member 2015 – 2018

Stephen is the Marketing Manager for Neuroscience and Infectious Diseases at Janssen Australia (a pharmaceutical company of Johnson & Johnson). Stephen has a solid understanding of HIV and AIDS related issues having worked extensively in the area in both the UK and Australia. Stephen joined the BGF Board in 2015 and is a member of the Fundraising Committee.



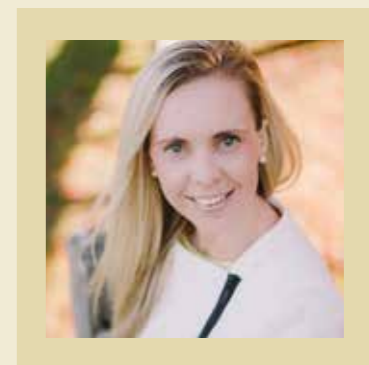
**Linda Hansen**

Linda is the Chief Executive Officer of Palliative Care NSW, the peak body for palliative care in NSW. Linda is an experienced manager in both the Commonwealth Public Service and in the community sector with extensive experience in management of physical and financial resources. Linda joined the BGF Board in 2017 and is Chair of the Fundraising Committee.



**Mathew Paine**

Mathew is the Director of Human Resources at International Convention Centre Sydney (ICC Sydney). Mathew is an HR practitioner with over 18 years of senior HR experience within the private and not for profit sectors in Australia and the UK. Mathew joined the BGF Board in 2017 and is a member of the Risk & Audit Committee.



**Clare Pearson**

Clare is the CEO at Project Futures. She is a qualified psychologist, specialising in child and adolescent welfare, and is passionate about working in community based projects. Clare has worked in positions of senior leadership in both Australia and the UK, establishing projects of purpose and development. Clare joined the BGF Board in 2017 and is a member of the Fundraising Committee.

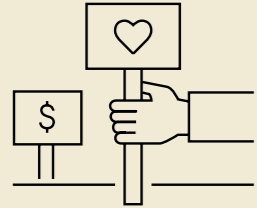


**Patron Hon. Justice Michael Kirby**

The Hon. Justice Michael Kirby is an Australian jurist and academic who is a former Justice of the High Court of Australia. With the advent of HIV, Justice Kirby became involved in a number of national and international activities, including the UNAIDS Reference Group on HIV and Human Rights. Justice Kirby became BGF's Patron in 2002.



# 9. Our Supporters



## Volunteers

Volunteers: 53  
Volunteers hours: 240



## HalloQueen Trivia

169 people attended  
Over \$11,000 raised



## Donors

\$218,800 raised in donations  
from generous individuals  
and businesses



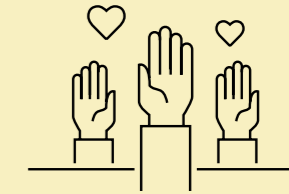
## Project funding/grants

\$1, 996, 724



## Bequests

\$11,000



## Community Fundraising

Over \$53,500 was raised by  
community groups & fundraisers



# 10. Our Thanks

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With heartfelt thanks to our major sponsors, prize donors and loyal supporters that make this work possible:

Our thanks also go out to our annual supporters and our regular individual donors who are the backbone of BGF and the work we do - we are immensely grateful for their ongoing support.

Finally, we are incredibly grateful for the tireless service and commitment of the BGF Board members and all our volunteers with special thanks to the Members of our Advisory Committees on Fundraising, Risk & Audit, Investment and Finance.

- |                                  |                                    |                               |                                  |
|----------------------------------|------------------------------------|-------------------------------|----------------------------------|
| ACME Picture Framing             | Consort 8                          | MAC AIDS Fund                 | State Street                     |
| AESOP                            | Cork and Chroma                    | MAC Cosmetics                 | Studio Kink                      |
| Alex Greenwich                   | Darren Palmer                      | Merivale                      | Surry Hills Neighbourhood Centre |
| Aussie Boys                      | Dr Fiona Crago & Georgia Singleton | Milkman Grooming Company      | Sydney Chamber Choir             |
| Aussie Bum                       | Eastside FM Radio 89.7             | NAB                           | Sydney Counsellors               |
| Australian Brandenburg Orchestra | Eden Corporate Travel              | Nautica                       | Sydney Dance Company             |
| Australian Chamber Orchestra     | Elton John AIDS Foundation         | New Energi                    | Sydney Theatre Company           |
| Australian Haydn Ensemble        | Ezybidz                            | New Theatre                   | The Australian Ballet            |
| B. Lucky & Sons                  | Fitbit Ionic                       | Opera Australia               | The Beresford                    |
| Bakers Delight                   | Fitness First Darlinghurst         | Otto Ristorante               | The Colombian                    |
| Beds n Dreams                    | GAYLE                              | Parlour Group                 | The Hon Michael Kirby            |
| Bennelong                        | Gelato Messina                     | Perno Ricard                  | The Imperial Erskineville        |
| Bills                            | Gilead                             | Peter Brennan                 | The Moso Vanuatu                 |
| Bistro Rex                       | Glasshouse                         | PlanetDwellers                | The Muffat Collective            |
| BMF                              | Google                             | PlusFitness 24/7 Darlinghurst | The Record Store                 |
| Brad Ngata                       | Grand Royal Barbers                | RAW Anthony Nader             | Todd McKenney                    |
| Brick Lane                       | Harvey Norman                      | Red Balloon                   | Trevor Ashley Productions        |
| Bourke Street Bakery             | Healthy Habit Fitness              | Rockpool Dining Group         | Tropical Fruits                  |
| Captain Cook Cruises             | Holdsworth House Medical Practice  | Rod Spark Photography         | Twisted River Wines              |
| Café Sydney                      | International Convention Centre    | Ryan Sommer Massage           | UGG                              |
| Citizen Wolf                     | Jasper Corner Federal              | Qantas Epicure                | Verve Portraits                  |
| City of Sydney                   | Justin Cudmore                     | Sai Daeng Resort              | ViiV Healthcare                  |
| City Gym                         | Lacoste                            | Sparkke                       | Walter and Eliza Hall Trust      |
| Claire de Lune                   | Lisa McGuigan                      | Speedo                        | With Integrity Australia         |





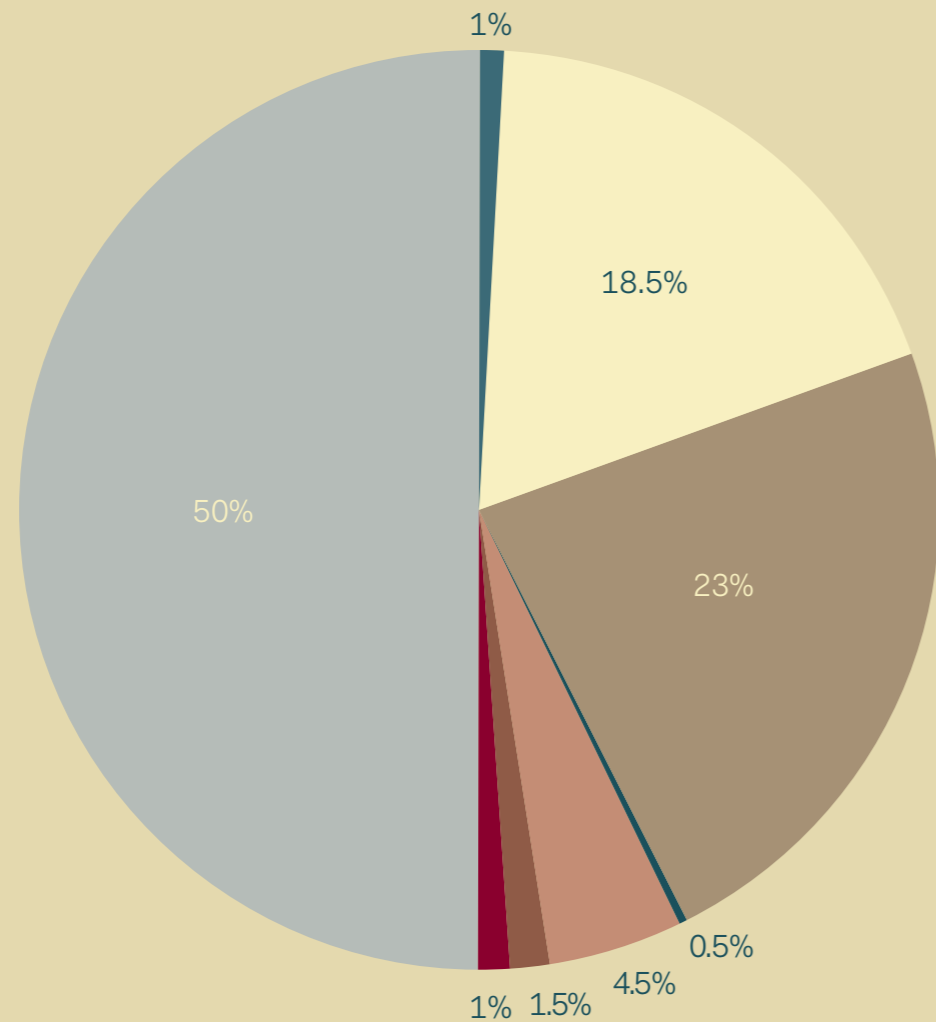
# 11. Financial Information

## Directors' Benefits:

The President and all other Board Directors did not receive payment or benefit of any kind.

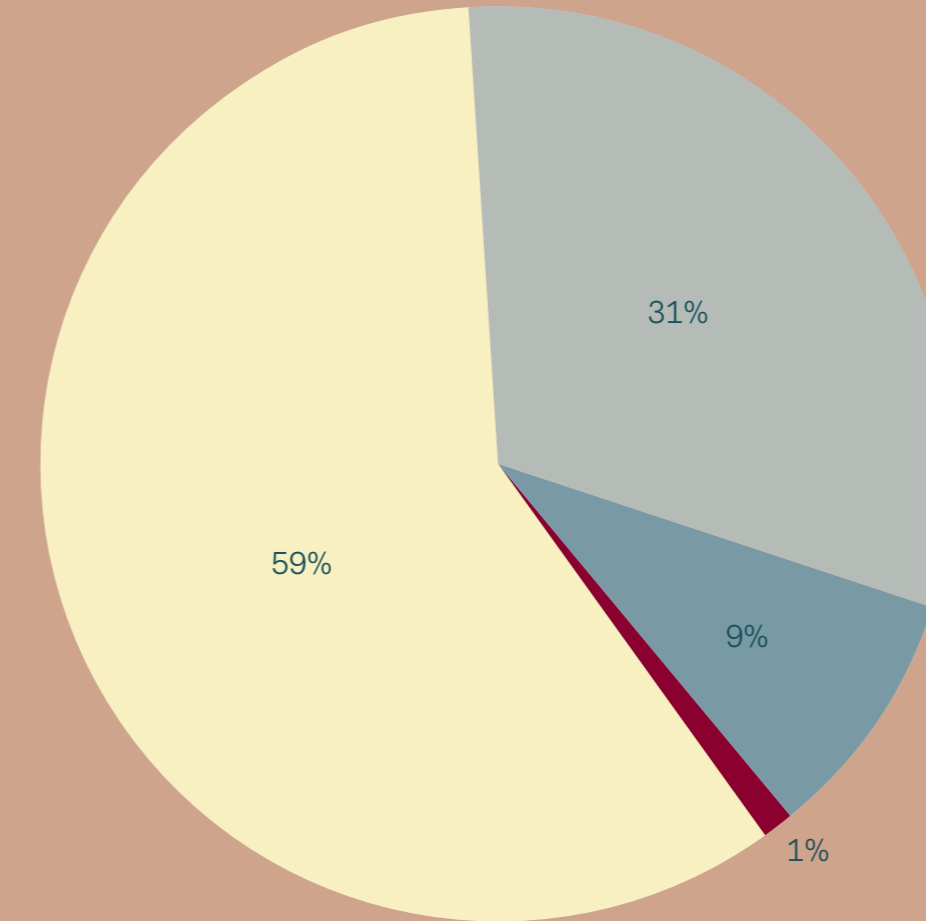
## Accountability:

A copy of the full statutory audit report for 2018/19 is available on BGF's website at: [www.bgf.org.au](http://www.bgf.org.au) or on request from BGF's office.



How we *raised* our funds in 2018–2019

Events	1%
Investment Income	18.5%
Other Income	23%
Bequests	0.5%
Donations	4.5%
Sponsorship	1.5%
Community Fundraising	1%
Grant Income	50%



How we *spent* our funds in 2018–2019

Programme Expenditure & Support Cost	59%
Administration Cost	31%
Fundraising Cost	9%
Investment Cost	1%



# 11. Financial Information

## Income statement:

Statement of profit or loss and other comprehensive income for the year ended 30 June 2019.

	30-Jun-19	30-Jun-18		30-Jun-19	30-Jun-18
<b>Revenue:</b>			<b>Client services costs:</b>		
Fundraising:			Client payments	69,521	159,759
Charitable	274,931	424,593	Employee benefits expense	1,880,130	1,834,516
Commercial	27,093	77,750	Other expenses	269,465	269,321
Grant income	1,828,062	1,765,998	Corporate services costs		
Bequests	11,054	292,542	Employee benefits expense	707,525	573,461
Investment income	548,512	304,846	Other expenses	455,058	505,520
Net gain on disposal of investments	39,363	475,678	Other investment costs	38,240	39,938
Increase in fair value of financial assets	85,591	103,502	Total expenses	3,751,909	3,733,413
Other income	830,334	347,750	<b>Profit before income tax:</b>	<b>(106,969)</b>	<b>59,246</b>
Total revenue	3,644,940	3,792,659	Income tax expense	-	-
<b>Expenses:</b>			<b>Profit for the year</b>	<b>(106,969)</b>	<b>59,246</b>
Fundraising costs:			<b>Other comprehensive income:</b>		
Charitable			Other comprehensive income for the year, net of tax	-	-
Employee benefits expense	196,516	139,768	Total comprehensive income for the year	0	0
Other expenses	77,125	125,137	Total comprehensive surplus attributable to members	(106,969)	59,246
Commercial					
Employee benefits expense	50,729	25,594			
Other expenses	7,600	60,401			

## Balance sheet:

Statement of financial position as at 30 June 2019.

	30-Jun-19	30-Jun-18		30-Jun-19	30-Jun-18
<b>Current assets:</b>			<b>Non-current liabilities:</b>		
Cash and cash equivalents	278,904	80,828	Provisions	125,751	95,293
Trade and other receivables	271,321	152,953	Total non-current liabilities	125,751	95,293
Financial assets	8,577,099	9,475,383	Total liabilities	411,282	869,648
Other assets	27,296	25,898	Net assets	8,866,012	8,972,981
Total current assets	9,154,620	9,735,061	<b>Funds:</b>		
<b>Non-current assets:</b>			Retained surplus	4,943,178	5,050,147
Property, plant and equipment	122,674	107,568	Reserves	3,922,834	3,922,834
Total non-current assets	122,674	107,568	Total funds	8,866,012	8,972,981
Total assets	9,277,294	9,842,629			
<b>Current liabilities:</b>					
Trade and other payables	63,716	542,014			
Bank overdraft	13,960	17,497			
Provisions	167,661	163,960			
Dental grant	3,615	-			
Grants in advance	36,579	50,884			
Total current liabilities	285,531	774,355			



# How you can help

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You can help to make a difference to people living with HIV in the following ways:



## Join as a Friend:

Our Friends are crucial to our development – we are a community based organisation and rely on a pool of talented supporters to provide expertise, inspiration and assistance. We hold regular events and keep Friends informed through our Positive News newsletter and updates to our website.



## Make a Donation:

All donations to BGF are greatly appreciated, and can be made online or by post. Donations of \$2 or more are tax deductible.



## Make a Bequest:

Remember BGF in your will and your bequest will be a promise for a better life for people living and growing older with HIV.

→ Contact details:  
PO Box 1444,  
Strawberry Hills, NSW 2012  
P: (02) 9283 8666  
E: [bgf@bgf.org.au](mailto:bgf@bgf.org.au)  
W: [www.bgf.org.au](http://www.bgf.org.au)





Bobby Goldsmith

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Foundation

PO Box 1444,  
Strawberry Hills, NSW 2012

P: (02) 9283 8666

E: [bgf@bgf.org.au](mailto:bgf@bgf.org.au)

W: [www.bgf.org.au](http://www.bgf.org.au)

