



Bobby Goldsmith

Foundation

Helping
people living
with HIV
to thrive.

Annual Report 2020





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1. About us

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

Founded in 1984, when a group of friends got together to give their dying mate Bobby Goldsmith the care he needed in the comfort of his home, we have gone on to provide that same individualised care to thousands of Australians.

And while HIV treatment has come a long way since 1984, the need for support remains.

Every week we're seeing more and more people from diverse backgrounds walk through our doors. Young. Old. Gay. Straight. Male. Female. Non-binary. Every race. Every religion. Many of them isolated, all of them in need of support.

From the first generation to age with HIV, to a diverse new generation of people facing stigma within their communities reminiscent of the 80s - we're here to help.

We have no political or religious affiliations, just a deep-seated desire to help people live well on their terms through practical, tailored assistance.

We're also an equal opportunity employer dedicated to providing a safe, inclusive workplace and services.

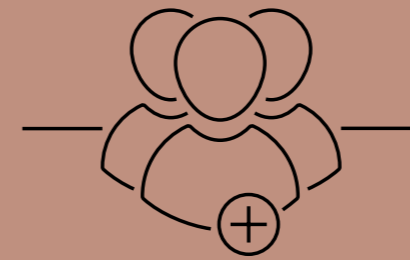
And last but not least, we're a registered not-for-profit. So every donation is tax deductible.

Together we can ensure no one has to face HIV alone.

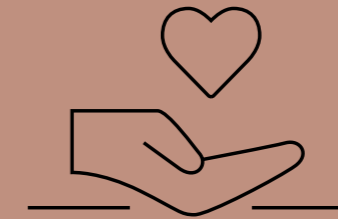




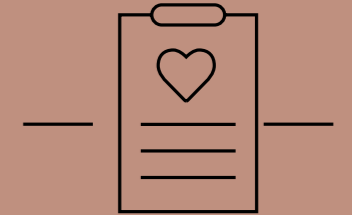
2. Our year of results



52 new clients



40 outreach visits



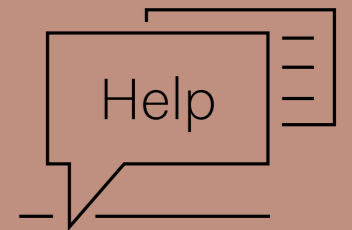
125 program participants



\$55,128 direct
financial assistance



5,203 community
support visits



Supported 697
individual clients

3. Our plans for the future

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. In response 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. President's review

To say that this year has not gone as planned is the understatement of 2020.

As I reflect on how BGF responded to the COVID-19 pandemic, I am filled with pride for how our staff, volunteers and most importantly clients adapted to vastly new ways of doing things quickly, innovatively, and without complaint. It is events like these that really test the mettle of organisations such as ours, and I believe we have weathered it exceptionally well, and always with our purpose of ensuring people living with HIV are living well at the front of our minds. The pandemic is far from over, and I'm sure more curve balls will come our way. However, I'm confident we can deal with them all.

During the year our much-loved board member Linda Hansen resigned. Linda was a great contributor to the board and has a wonderful sense of humour which we will sadly miss. I wish Linda all the best, and I know she will continue to be a friend of BGF.

While obviously we haven't been able to host our usual annual auction and HalloQueen trivia night in 2020, we did manage to squeeze them in in the second half of last year. The trivia night in October 2019 was a roaring success, building on the first we held the previous year. It is a great way to engage with our donors, staff, clients and volunteers. We held the auction for the first time at the Australian National Museum in August 2019, and the venue was fantastic. It is the pinnacle of our fundraising efforts each year, and fingers crossed we can all get together to celebrate BGF in style in 2021.

The pandemic has affected all areas of the organisation in different ways. Our client services team faced significant challenges in continuing to provide the services we have provided in largely the same way for many years. I thank them for working so hard and

patiently through all the challenges the pandemic placed on them. For the fundraising team, that meant moving away from in-real-life events (which are such a significant part of the way we raise funds and engage with the community) – a challenging task, and one the team met exceptionally. And for everyone else, working from home and dealing with the difficulties that involves.

In recent years we have been focusing more on reducing the stigma suffered by people living with HIV. This involves deeper engagement with government and other HIV organisations, advocating for policy and legal changes for the benefit of our community. You may have also noticed that we've been a lot more active on our social media channels, growing awareness and engagement around the issues our clients face.

I would like to thank all of the team at BGF, our volunteers, our committee members and my fellow directors for tackling the COVID-19 issues head on and accepting the challenges with grace. I also thank our partners, sponsors and government departments who were adaptable and approached any issues collaboratively. And particularly our clients, for their patience and understanding.

I'm very much looking forward to a 2021 where we can hopefully get together in person!

Justin Cudmore
President



5. From the CEO

2020 will likely be marked forever as one of the most extraordinary years many of us have ever lived through. Communities, tribes, families and friends have had their lives turned upside down.

This is not the first time that the community of people living with HIV in Australia has experienced a pandemic however, and I would like to acknowledge the resilience and grace that this community has exhibited in what has been a traumatizing event for so much of society. As one of our beloved ambassadors remarked..."We've seen this before."

Beyond the impact of COVID-19 though, it has been quite the year for BGF as well.

Most importantly, and in testament to our hard-working Client Services team, BGF continues to provide services and supports that, in 2019, 89% of our clients surveyed found satisfactory or highly satisfactory. At the end of the day, that is why we are here, and we are pleased that what we do resonates with the community. We are really looking forward, next year, to diving deeper into how we best help people living with HIV to thrive through the establishment of a face to face BGF Client Reference Group.



As with all organisations we have seen something of a changing of the guard over the past year. Colleagues and friends who have worked with BGF for a number of years have moved on and as we have celebrated their marvelous service and advancement of BGF's support, we have also welcomed new friends to the organization. New people means new ideas, and we have seen exciting new projects unfold in all areas of Client Services (notably BGF's Health and Wellbeing Programs and Financial Counselling service), whilst still maintaining excellence in the core activities of Case Work, Case Management and the Community Support Program (CSP).

To sustain these services, we have also this past year entirely revamped our Marketing and Fundraising team bringing in greater capacity and expertise. We very successfully held both of our signature events, the BGF Auction and HalloQueen Trivia in 2019, and we have developed a raft of new fundraising initiatives

in the corporate and donor realms. Our digital presence has reached new heights with a fantastic rebrand and a depth of content that looks very broadly across the HIV spectrum and is now both more engaging and informative than ever before, and our community fundraising was going from strength to strength before COVID-19 hit in March 2020.

And it is there that the ground shifted for all of us...

The value of a high ambiguity tolerance should never be underestimated. That is - how do you go forward when all in front of you is unclear?

The leadership of the Operations team at this time was exemplary. BGF didn't skip a beat and as our general society locked down, we were able to adapt, develop and drive forward on the

principle that our community of clients should not face any diminution of service. Endless guidelines and protocols were produced, and all the supports, from the Board through to the critical stakeholders and partners in the sector came together. It was a remarkable performance from the whole team, and meant that all of our clients, and especially those receiving in-home care through the CSP, were assured of our support.

It has been a challenging year and our clients' response to it has been remarkable. We have been fortunate to be able to absorb and be inspired by their resilience, as they have seen something they know all too well, again.

Nick Lawson
CEO

6. From the Client Services Manager



What a year of change and growth that was!

BGF has worked steadily over 2019/20 with planned expansion into geographical areas such as Coffs Harbour and Western Sydney to reach communities where there is a real need for our support.

BGF's Client Services Team has exceeded expectations especially as most of the year was overshadowed with COVID-19. The team went above and beyond to keep in touch with all of our people in the community in both NSW and SA. We ensured that we reached out to all of the allocated clients and also all of our other

hundreds of people we have on the books just to touch base and ensure that they knew we are there for them.

We worked swiftly to move our Health & Wellbeing Programs online and then assisted a wide range of people to learn to access these from their homes. These unprecedented times meant that staff had to dig deep in terms of their own resilience and strength in order to support our people.

One of the things that I was proudest of during this period is that 90% of CS staff completed the Mental Health First Aid (MHFA) training which supports them and those around them. We were lucky to receive a grant that enabled us to expand our financial counselling capacity – we now have two Financial Counsellors

working together to provide support to people in both metro and rural areas.

Significantly our Community Support Workers never stopped working and even when we all worked from home, they braved the uncertain environment and delivered outstanding and compassionate support to those most vulnerable and needing that human contact.

Safe to say, despite all the trials and tribulations, the Client Services Team continued to care, support and offer kindness to our clients because that is why BGF is here.

Elvis Caus
Client Services Manager





7. Our services and programs

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.

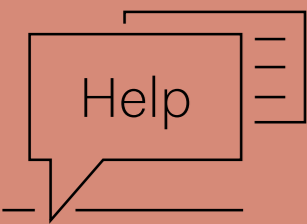
We use a psychosocial client-centered model to help people living with HIV to thrive.

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/Counselling
- Community Support Program (CSP)
- Health & Wellbeing Programs

7. Our programs *continued*



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.
- Work Development Orders (WDO)
- Filling The Gap dental program



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: six 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 & Audit Committee.



David Young
Vice President:

David is an experienced senior executive manager and director with over 30 years' experience in the travel, hospitality and finance industries globally. His current role with the Qantas Group is as Executive Manager Sustainability & Future Planet and he is actively involved in the Airlines Diversity & Indigenous programs.

David joined the BGF Board in 2015 and is currently the Chair of the Investment Committee and a member of the Finance & Audit Committee.



Ramon del Carmen
Treasurer

Ramon is the CFO of Sydney North Health Network (SNHN). 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 and is a member of the Investment and Finance & Audit Committees.



Abby Landy

Abby is an advocate for people living with HIV, and a corporate lawyer. Abby has attained a media profile through sharing her story and speaking about her experience of living with HIV since she was diagnosed with HIV in 2012. Abby joined the BGF Board in 2015 and is the chair of the Risk and Compliance Committee.



Heath Paynter

Heath is an experienced public health policy analyst and advocate. He has over ten years' experience in cancer control, LGBTIQ+ health and blood-borne viruses, with a focus on HIV. He is currently the Deputy CEO of Australia's peak community-controlled HIV organisation, the Australian Federation of AIDS Organisations (AFAO).

Prior to joining the public health sector, Heath practiced law in Melbourne and, before this, was a community development worker in the alcohol and other drug sector.



John Walton

John has worked for over 20 years in healthcare and pharmaceuticals. Currently John is employed in sales and marketing at ViiV Healthcare. He has an MBA (marketing) and a Masters of Business from the University of Technology Sydney.

John is passionate about social justice, diversity, access to healthcare, and supporting marginalised populations. John joined the BGF Board in July 2019 and has been a member of the Fundraising Committee since 2015.



Linda Bracken

Linda runs her own digital strategy and creative leadership consultancy and is an experienced Non-Executive Director. Previously, Linda was a Senior Executive at the ABC leading audience strategy and digital experience. Linda has been a Member of the Advisory Council of the Centre for Social Research (formally the National Centre for HIV Social Research) at UNSW. Linda is a member of the BGF Fundraising committee and the Deputy Chair of The Australian Horse Industry.



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 an Executive Director, Human Resources at the NSW Government Department of Planning, Industry and Environment. Mathew brings over 20 years of senior HR experience within the private, not for profit and government sectors in Australia and the UK. Mathew joined the BGF Board in 2017 and is a member of the Risk & Compliance 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.



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

But we do.

9. Our supporters



Volunteers

Volunteers: 84
Volunteer hours: 336





Auction & HalloQueen Trivia

368 people attended
Over \$73,000 raised



Donors

\$181,000 raised in donations from generous individuals and businesses





Bequests

\$149,000



Project funding/grants

\$1,976,000





Community Fundraising

Over \$32,500 was raised by community groups and fundraisers



10. Our thanks

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	Cornersmith	MAC Cosmetics	Shout
Alex Greenwich	Cracking Creative	Mardi Gras	Sparkke
aussieBum	Darren Palmer	Mark Alsop	Speedo
Australian Brandenburg Orchestra	Dive Centre Manly	Mark Jensen	State Street
Australian Chamber Orchestra	Dr Fiona Crago & Georgia Singleton	Merivale	Studio Kink
Australian Haydn Ensemble	Eastside FM Radio 89.7	Milkman Grooming Company	Surry Hills Neighbourhood Centre
B. Lucky & Sons	Eden Corporate Travel	NAB	Sydney Chamber Choir
Baccomatto Osteria	Elton John AIDS Foundation	Nautica	Sydney Dance Company
Beds n Dreams	Ezybidz	Nell Schofield	Sydney Philharmonic Choir
Bell Shakespeare	Fitbit Ionic	Opera Australia	Sydney Theatre Company
Ben Sherman	Fitness First Darlinghurst	Otto Ristorante	The Australian Ballet
Bett's Shoes	Get On A Boat Charters	Peter Alexander	The Beresford
Bistro Rex	Glasshouse	Peter Brennan	The Colombian
BMF	Google	Peter Reeve	The Hon Michael Kirby
Bob Downe	Harvey Norman	PlanetDwellers	The Imperial Erskineville
Brad Ngata	Healthy Habit Fitness	PlusFitness 24/7 Darlinghurst	The Moso Vanuatu
Brendan McLean	Hero Huggers	Pullman Hotels and Resorts	The Muffat Collective
Brick Lane	Holdsworth House Medical Practice	PVHBA	Todd McKenney
Bourke Street Bakery	International Convention Centre	RAW Anthony Nader	Trevor Ashley Productions
Café Sydney	Jasper Corner Federal	Rockpool Dining Group	Tropical Fruits
Captain Cook Cruises	Joyce Maynge	Rod Spark Photography	Twisted River Wines
Chicago	Justin Cudmore	Romany Brooks	UGG
City of Sydney	Kindness Café	Ryan Sommer Massage	Verve Portraits
City Gym	Lacoste	Qantas Epicure	Walter and Eliza Hall Trust
Claire de Lune	Lisa McGuigan	Sai Daeng Resort Koh Tao	Xplicit Assist
Consort 8	Loluk Bistro	SBS	Young Henry's
Cork and Chroma	MAC AIDS Fund	Shauna Jensen	Ziggys Salons





11. Financial information

Top Line Financial Comparison:

A copy of the full statutory audit report for 2019/20 is available on BGF's website at: www.bgf.org.au or on request from BGF's office.

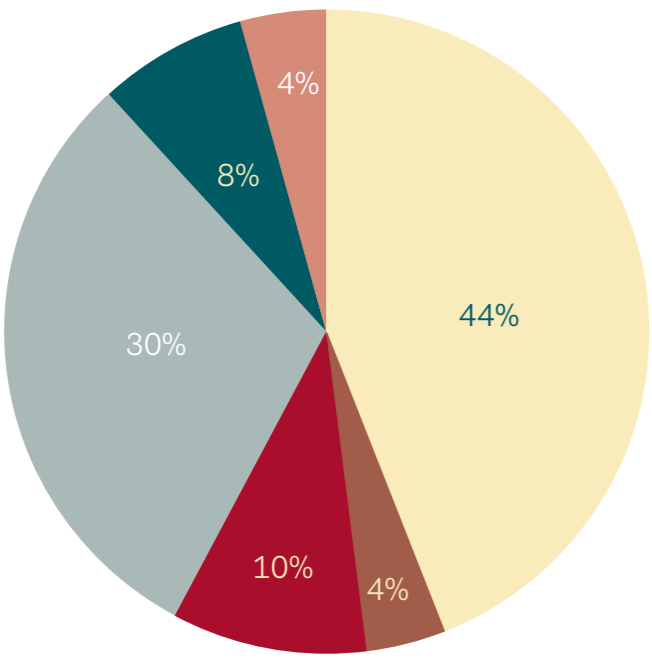
	2019-20	2018-19	2017-18	2016-17	2015-16
Income and Expenditure					
Operating Revenue*	3,957	2,960	2,616	2,531	2,348
Operating Expenses	(4,196)	(3,752)	(3,733)	(3,094)	(2,896)
Operating Surplus/(Deficit)	(240)	(791)	(1,117)	(563)	(549)
Financial Income/(Loss)	25	673	884	1,181	48
Profit/(Loss) on Sale of Assets	0	0	0	0	1,248
Bequests	149	11	293	554	5,400
Net Surplus/(Deficit)	(65)	(107)	59	1,173	6,147
Assets and Liabilities					
Total Assets	9,794	9,277	9,843	9,384	8,224
Total Liabilities	993	411	870	470	482
Total Equity	8,801	8,866	8,973	8,914	7,741
Cash Flows					
Net Cash from Operating Activities	87	(1,320)	(445)	441	5,021
Net Cash from Investing Activities	205	1,536	307	(299)	(4,971)
Net Cash from Financing Activities	(153)	0	0	0	0
Cash and Cash Equivalents at 30 June	417	279	63	201	59
Ratios					
Current Assets/Current Liabilities	12.2:1	24.4:1	12.6:1	23.7:1	21:1
Cost of Client Services/Total Expenditure	62%	59%	59%	53%	49%
Cost of Admin/Total Expenditure	31%	32%	31%	36%	40%
Billable Services/Total Operating Revenue	32%	28%	12%	8%	3%

* Operating revenue excludes bequests, profit or loss on sale of assets and financial investment revenue.

11. Financial information *continued*



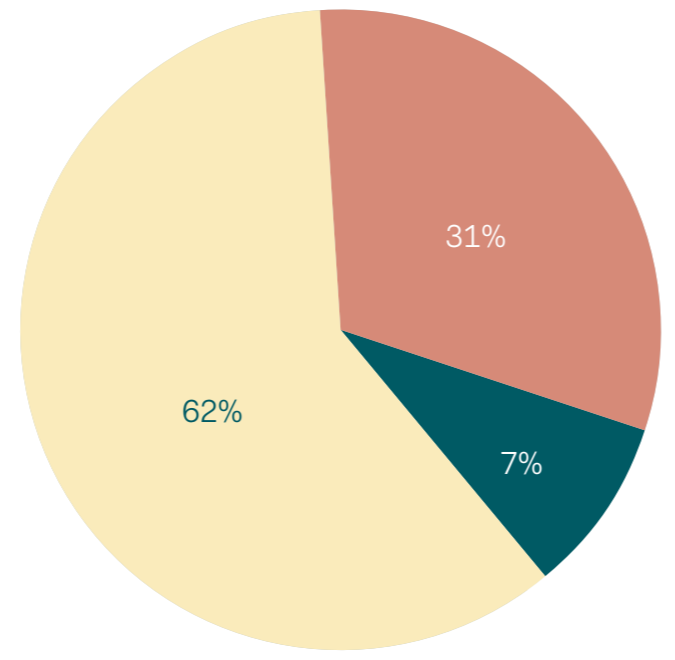
How we raised our funds in 2019-2020



- NDIS and other Service Fees
- Fundraising Income
- Other Grants
- Recurrent Funding from NSW Health
- Other Non Operating Income
- COVID-19 Support

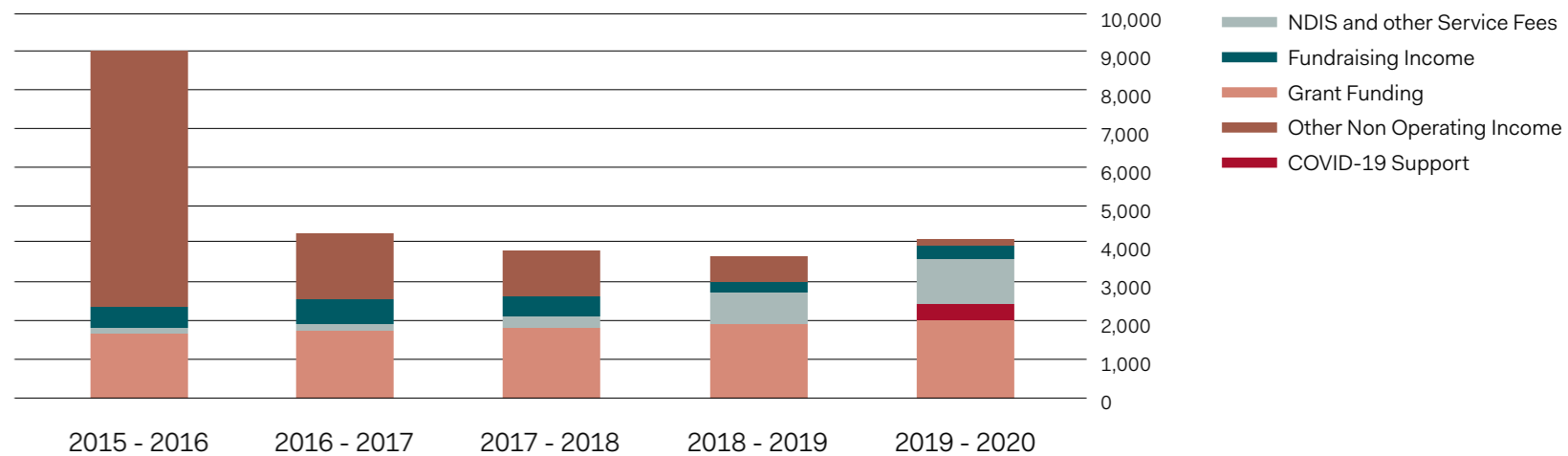


How we spent our funds in 2019-2020

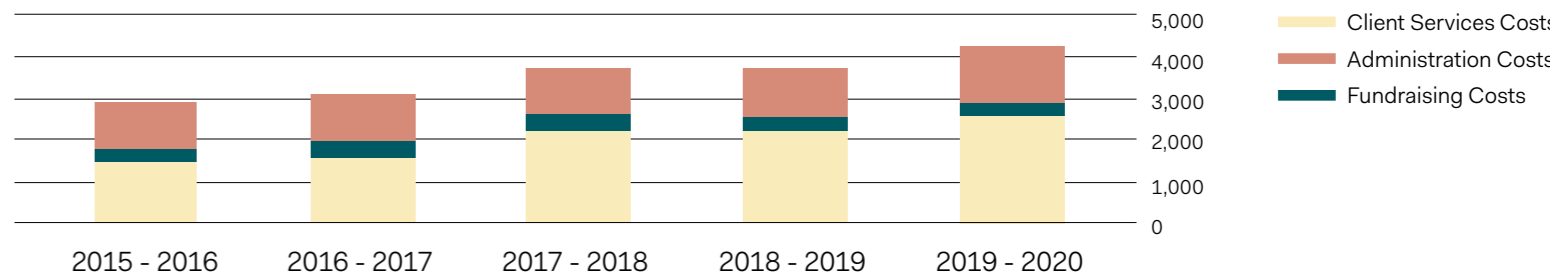


- Client Services Costs
- Administration Costs
- Fundraising Costs

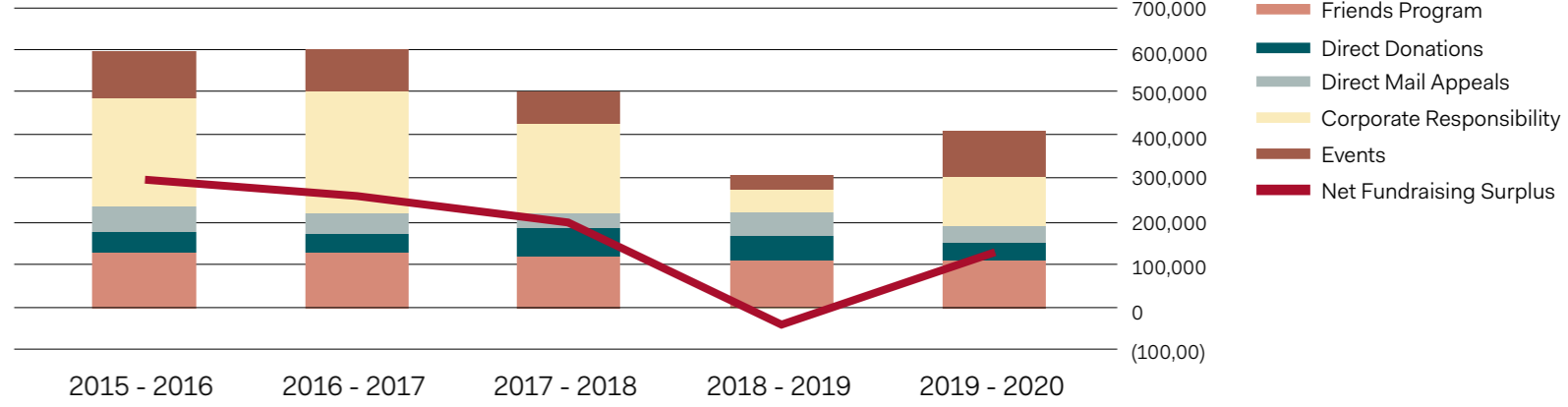
Our Sources of Revenue (\$'000)



Our Expenses (\$'000)



Fundraising (Excluding Bequests)



How you can help

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 newsletter and updates to our website and social media platforms.



Make a Donation:

All donations to the 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.

Bobby Goldsmith
Foundation



→ Contact details:
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