



bobby goldsmith foundation

HELPING PEOPLE LIVING
WITH HIV TO **THRIVE**

ANNUAL REPORT 2018



Our mission:

**To provide
client-centred
care to help
people living with
HIV to thrive.**

Contents:

About Us	04
Our Year of Results	06
Our Strategic Plan	07
President's Review	08
CEO's Review	10
Client Services Manager's Review	11
Our Programs	13
Board of Directors	16
Our Supporters	18
Our Thanks	20
Financials	22

About Us

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, emotional and financial support to people living with HIV who come from all walks of life. Young. Old. Gay. Straight. Intersex. Male. Female. Every race. Every religion.

The face of HIV is changing and different communities living with HIV are now emerging. We're here to adapt and respond to the widely divergent needs of our clients as they navigate the social, physical and emotional impacts of HIV.

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 to ensure that all people living with HIV feel welcome and supported.

We are a registered not-for-profit organisation and we have no political or religious affiliations.

"BGF makes me feel more confident about myself. They are always there if I need them. If I am too scared to call them, they always call me. My caseworker helps me to believe in myself."

Brady, BGF client



Our Year of Results



**\$160
THOUSAND**

Direct financial assistance to cover the cost of medication, medical expenses, vet bills and dental treatments.

15

OUTREACH VISITS

Face-to-face visits across the Northern Rivers, Blue Mountains, Central Coast and Western NSW.

44 (NILS)

No Interest Loans valued at an average cost of \$780, to buy essential items such as furniture and household appliances.

COMMUNITY SUPPORT VISITS

5,200

To help clients attend medical appointments; ensure medical prompting; assistance with shopping, cooking, cleaning, accommodation, moving house; general transportation support; and third-party advocacy at case meetings.

152



NEW CLIENTS

Our Strategic Plan

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**

President's Review



On 3 July 2017 we were delighted to welcome our new CEO, Nick Lawson, following a competitive search process. Nick was appointed after our former CEO, David Riddell, completed his five year contract in March of that year. Nick comes to BGF following an extensive career with Medecins Sans Frontieres (MSF) both in the field and most recently in New York, where he oversaw MSF's human resources policy and strategy across the globe. Nick has enthusiastically engaged with our organisation and stakeholders from day one and we are very excited to be working with him.

Under Nick's leadership we have appointed a new Marketing and Fundraising Manager, Siobhan Reynolds, who along with Nick is actively pursuing significantly increased individual and corporate fundraising targets, with a mandate to bring our organisation into operating surplus in the near future. A new Client Services Manager, Elvis Caus, has been appointed to lead our client services team and Ursula Walters has also joined us as Finance Manager. We welcome Nick, Siobhan, Elvis and Ursula who along with Andrew Buchanan, our Compliance, Research and Operations Manager, comprise BGF's management team.

In November 2017 we welcomed four new directors to our board - Ramon del Carmen, Linda Hansen, Mathew Paine and Clare Pearson. Each brings a wealth of experience which ensures that the board has a diverse range of skills and expertise necessary for effective governance.

In January 2018 we farewelled Jenny Nairne and in June 2018 we also farewelled Susan Darroch, both of whom had been valued board members for many years. I would like to personally thank both Jenny and Susan for their outstanding contributions to BGF and to people living with HIV in NSW and SA.

Looking Forward

We are excited to announce that as of 1 July 2018, BGF's funding with the NSW Ministry of Health has been secured for a three year term, in place of the previous one year. This reflects our strengthened relationship with the Ministry and follows sustained service delivery by BGF against agreed KPIs. The three year funding commitment will provide further opportunities to assist people living with HIV and we are grateful to the Ministry for their ongoing support of the important work being done by our organisation.

Now that our new CEO is on board and other senior roles have been filled, we look forward to renewed focus on our 2016-2020 Strategic Plan and taking the next step in supporting people living with HIV in NSW, South Australia and beyond. Our board and management team will be revisiting the Strategic Plan in November 2018 to ensure its ongoing relevance in the contemporary HIV landscape and to consider opportunities for BGF to provide services to people living with HIV in the Northern Territory and Tasmania. There are exciting opportunities ahead for us as Australia's oldest HIV organisation.

I would like to thank the BGF management team, staff and volunteers, including the Board and committee members, for their support of BGF this year. It is a team effort and your support of our organisation is very much appreciated. I also wish to thank the NSW Ministry of Health, the MAC AIDS Fund and our numerous other supporters without whom our work would not be possible.

Lorraine Hall
President



From the CEO

When I accepted my role at BGF back in July 2017, I was inspired by a number of things – the great fortune to continue working in a social justice context, the ability to put some of my prior experience and education in HIV to work in a developed country setting, the chance to work with a Board that was motivated and engaged enough to put together a clear and progressive strategic plan, and the opportunity to work with a core team who – by virtue of

their commitment to BGF through some challenging times – demonstrated their unwavering solidarity with our family of clients. I found all these to be helpful, but the reward has come in what we have been so fortunate to learn as we have looked to stabilise and rebuild BGF to a stronger future in support of people living with HIV.

In July 2017, things were a little challenging. It's nominally very tough to run a frontline community service, balancing client need with all the administrative and financial challenges that entails, with a very limited management structure. But that's what the team was doing and when I arrived, in the absence (with one very important exception, and a hugely important engagement of the Board) of a clear managerial culture, I was struck by their enthusiasm and ambition to look forward and find new and better ways to support our clients.

And with that attitude underpinning everything, it has been an amazing year. Since July 2017, BGF has been on quite the journey.

It has been a year of rebuilding. We now have a full management complement and have restructured the team to achieve the

most effective and efficient support of our clients. We have explored what the name Bobby Goldsmith means and we are looking to renew our voice as a true advocate for our clients, borne of the credibility our daily work with them affords us.

It has also been a clarifying year. We have analysed our service offering and we are clear about the streams of service that will offer people living with HIV (PLHIV) the most holistic support we can consider. We are inspired to create an empowering model of care that will look to support every stage of a person's experience with HIV.

And it's been a learning year. We have engaged in conferences and fora, meetings and strategy sessions. We have seen the impact of Pre-Exposure Prophylaxis (PrEP) enter the mainstream, we have begun to start understanding the inequity of urban versus rural and regional access to support and to dive more deeply into the consequences of HIV and ageing; and we are looking to understand the increasing impact of HIV in emerging communities – Indigenous, heterosexual and Culturally and Linguistically Diverse (CALD). We recognise that we must develop the skills and tools to support PLHIV more broadly both geographically and

demographically than BGF has focused upon in the past.

It has been a year of re-acquainting ourselves with allies and partners. From the strong support of ACON and Positive Life NSW, to the service partners across the state at ADAHPS, and Northern NSW, South East Sydney and Sydney LHD's with whom we work on a daily basis, BGF has strong opportunities to engage, participate in and advocate for the best support for PLHIV.

There is much we wish to achieve in support of our family of clients and all PLHIV. Their dignity and right to thrive is closest to our hearts. Looking back on this past year of rebuilding, clarifying and learning, I am struck by how inspiring the ambition of the team and the Board has been to ensure that we are able to take powerful new steps in the coming years to support PLHIV.

Nick Lawson - CEO

From the Client Services Manager

Ikigai is a Japanese word which roughly translates to mean *a reason of being, encompassing joy, a sense of purpose and meaning and a feeling of well-being.*

This was one of the things I saw when I first started working for BGF – it was written on a board in one of our meeting rooms. After 10 months in my role as Client Services Manager, I believe I have found my ikigai.

I first learnt about the work of BGF when I was volunteering for the Victorian AIDS Council in Melbourne. Through my own adversity in growing up in a new country, learning a new language and later coming out to be part of the LGBTIQ+ community, I have always known that I wanted to be at the forefront of supporting justice, equality and human rights and I believe that I have found this at BGF.

Since coming into this role, I have discovered that BGF's goal to provide successful and supportive client services to our people is at the centre of our being. We recognise that we need to strengthen our best practice services and programs and to respond to this, BGF's Client Services Team has seen several changes over the last 12 months.

A significant amount of work has been undertaken to assess the Financial Assistance Program and changes have been made to ensure continued support for the most vital assistance for the health and wellbeing of our clients living in their communities.

A review and update of our model of care has been initiated which is looking to further strengthen and incorporate a client-centred care approach to our services. A pivotal part of this review is to ensure that our clients are helping to drive our learning, development and progress. The Community Support Service Team has had a rapid period of growth to respond to the increase in clients receiving approval for self-managed and plan-managed NDIS packages.

Other significant issues like ageing and support around trauma-informed care are central to our development and will help to ensure that we remain relevant to our clients and their changing needs.

It continues to be a privilege for me to lead the Client Services Team through this period of growth and learning and I'm looking forward to being part of the team that creates a sustainable, resilient and

adaptable BGF so that we are there now and in the future for all people living with HIV, their loved ones and their families.

Elvis Caus - Client Services Manager





Our 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 client-centred model of care 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 remain on the HIV treatment which keeps their health in check.



Zainab Ali Kahiye, 52

Zainab fled to Australia in 1998, having endured child marriage and genital mutilation in her early teens, only to discover she was HIV positive while detained at Villawood. When she was released from detention, BGF gave her funding for a microwave, chairs and a washing machine. The support she received from BGF helped her back on her feet at a very vulnerable time in her life.



Zainab has since completed a number of BGF's programs – including the Positive Self-Management Program – to learn about how to achieve better health outcomes as someone living with HIV.

“Today I am not ashamed of being HIV positive. I am my own woman and I deserve to live my life accordingly. I am much happier and much healthier than I have ever been, so why should I be ashamed of being HIV positive?”

David Polson, 63

David, a long-term client of BGF, has been HIV positive for 34 years and has put himself through 28 drug trials to help advance the search for an HIV treatment or cure. He represents a generation who lived too long without drugs and is now one of the first to face what ageing with HIV looks like.



For over 30 years, BGF has provided emotional and financial assistance to David.

“BGF has supported the HIV/AIDS community for over 30 years, but today it is even more important that BGF is here to continue its vital work.”

We achieve this through a range of services:

1. Case Management: by coordinating all aspects of care for people living with HIV who have complex needs and challenges.
2. 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
3. HIV/Alcohol & Other Drugs (AOD) Integrated Service: Provides complex clients dealing with alcohol and drug abuse 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
4. Community Support Service: that delivers brokered care and disability support services through the NDIS to clients in their homes, enabling them to live independently and with dignity.
5. Financial Advocacy and Counselling: that engages deeply with clients and institutions to seek relief from all types of financial stress and hardship.

6. 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 ten week series of hands-on workshops that focus on nutrition, diet, meal preparation, food security and practical advice



Abby Landy, 29



Abby became HIV positive six years ago after a relationship ended and she found out she had been infected by her ex. As an HIV positive woman, Abby felt like a minority within a minority. She was put in touch with BGF who sent her away on a retreat exclusively for positive women. Abby has been a powerful advocate for HIV+ women ever since.

“I find any chance I get to spend time with other positive people. It’s always very eye opening and empowering. It makes me feel really lucky to have these people as support and to put my situation in context.”



Board of Directors



Lorraine Hall
President

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 is the Chair of the Investment Committee.



Justin Cudmore
Vice 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 and Chair of the Risk & Audit Committee.



David Young
Treasurer

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 and is Chair of the Finance Committee.



Stephen Gray

Stephen is 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 Chair of the Fundraising 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 at the commercial law firm, Addisons.

Abby joined the BGF Board in 2015 and is a member of the Risk & Audit and Fundraising Committees.



Ramon del Carmen

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 and is a member of the Investment and Finance Committees.



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.



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.



Susan Darroch

Susan is an investment management professional with over 20 years' experience in financial markets, in both equities and money markets. Susan is currently the Head of Global Equity Beta Solutions at State Street Global Advisors.

Susan collaborates within the industry to mentor and promote women in finance and for diversity in general.

Susan joined the BGF Board in 2011 and was a member of the Finance Committee.

Susan retired from the BGF Board in June 2018.



Jennifer Nairne

Jennifer is a Chartered Accountant and Registered Company Auditor, and is currently a partner in the Fordham Private Clients team, being a specialist part of Perpetual. Jennifer has extensive expertise and industry experience garnered over a 35 year period.

Jennifer joined the BGF Board in 2012 and was Treasurer until January 2018 and a member of the Finance and Investment Committees.

Jennifer retired from the BGF Board in January 2018.




Hon. Justice Michael Kirby - Patron

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.



VOLUNTEERS
63





BEQUESTS
\$292,540





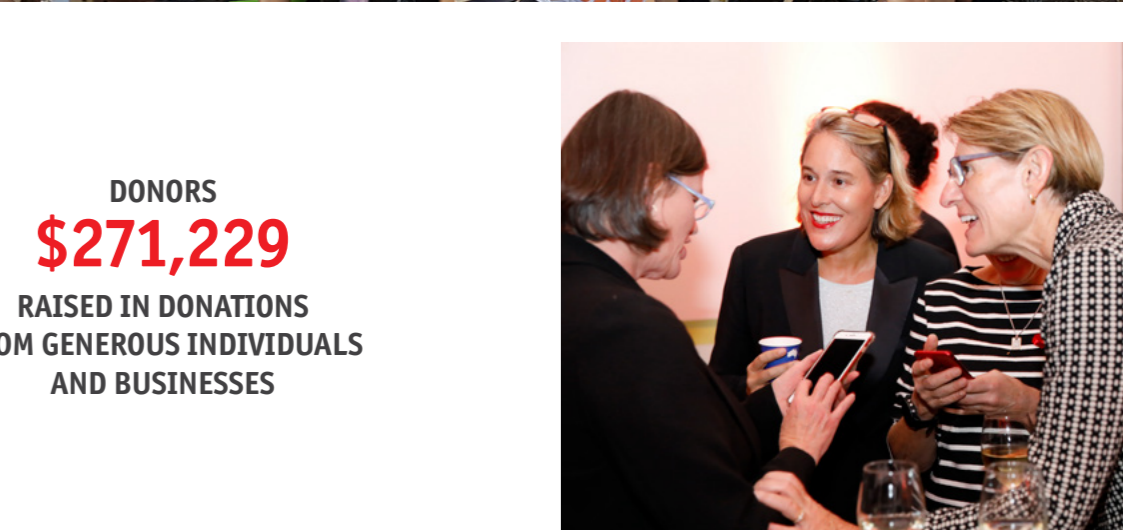
PROJECT FUNDING/GRANTS
\$2,268,341

AUCTION & BAKE OFF
440
PEOPLE ATTENDED




DONORS
\$271,229
RAISED IN DONATIONS
FROM GENEROUS INDIVIDUALS
AND BUSINESSES



RAISED OVER
\$84,700




COMMUNITY FUNDRAISING
OVER \$45,000
WAS RAISED BY COMMUNITY
GROUPS & FUNDRAISERS




VOLUNTEER HOURS
300

Our thanks

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

- | | | | | |
|---------------------------------|---------------------------------|-----------------------|-----------------------------------|-----------------------------|
| Alex Greenwich | Cornersmith | Johnson and Johnson | Queer Screen | ViiV Healthcare |
| Alice McCall | Darlinghurst Theatre Company | Lacoste | Renny Roccon | Walter and Eliza Hall Trust |
| Anew-Creations | Dive Centre Manly | Lisa McGuigan | Rockpool Dining Group | With Integrity Australia |
| aussieBum | Dowson Turco Lawyers | Lunchbox Productions | Sapphire Group | Yakkazoo |
| Australian Chamber Orchestra | Dykes on Bikes | MAC AIDS Fund | SBS Food Network | Young Henrys |
| Australian Therapeutic Supplies | Eastside FM Radio 89.7 | MAC Cosmetics | SGLBA | Zushi |
| Australian Turf Club | Eden Corporate Travel | Mark Kuzma | Show Group | |
| Baccomatto Osteria | Eleven Music | Mark Olive | Social Media College | |
| Beds n Dreams | Ensemble Theatre | Merivale | Sofitel Hotels | |
| Belvoir Theatre | Ezybidz | MU Australia | State Street | |
| Bills | Fitness First | NAB | STOMP | |
| Bistro Rex | Fitbit | Nautica | Surry Hills Neighbourhood Centre | |
| Black Olive | Four Seasons Hotel | NSW Health | Sydney Dance Company | |
| Black Velvet | For Benefits Medicine | Opera Australia | Sydney Gay and Lesbian Mardi Gras | |
| Bloody Mary's | Food Safari | Otto Ristorante | Sydney Theatre Company | |
| BMF | Gelato Messina | Parlour Group | Sydney Swans | |
| Bong Bong Picnic Race Club Ltd | Gourmet Safari | Pernod Ricard | Sydney Symphony Orchestra | |
| Bourke Street Bakery | Haighs | Peter Brennan | That Vegan Lady | |
| Brad Ngata Hair | Harvey Norman | Planetdwellers Travel | The Moso Vanuatu | |
| Café Sydney | Holdsworth House | Precinct | The Stranded Pearl | |
| City of Sydney | HR Expert | Pullman Hotels | Todd Alexander | |
| Christopher Lewis | Iced Affair | PVH Brands Australia | Todd McKenney | |
| Claire's Kitchen at Le Salon | International Convention Centre | Qantas Epicure | T Totaler | |
| Cork and Chroma | Jasper Corner Federal | Qantas Frequent Flyer | United Cellars | |

- 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.



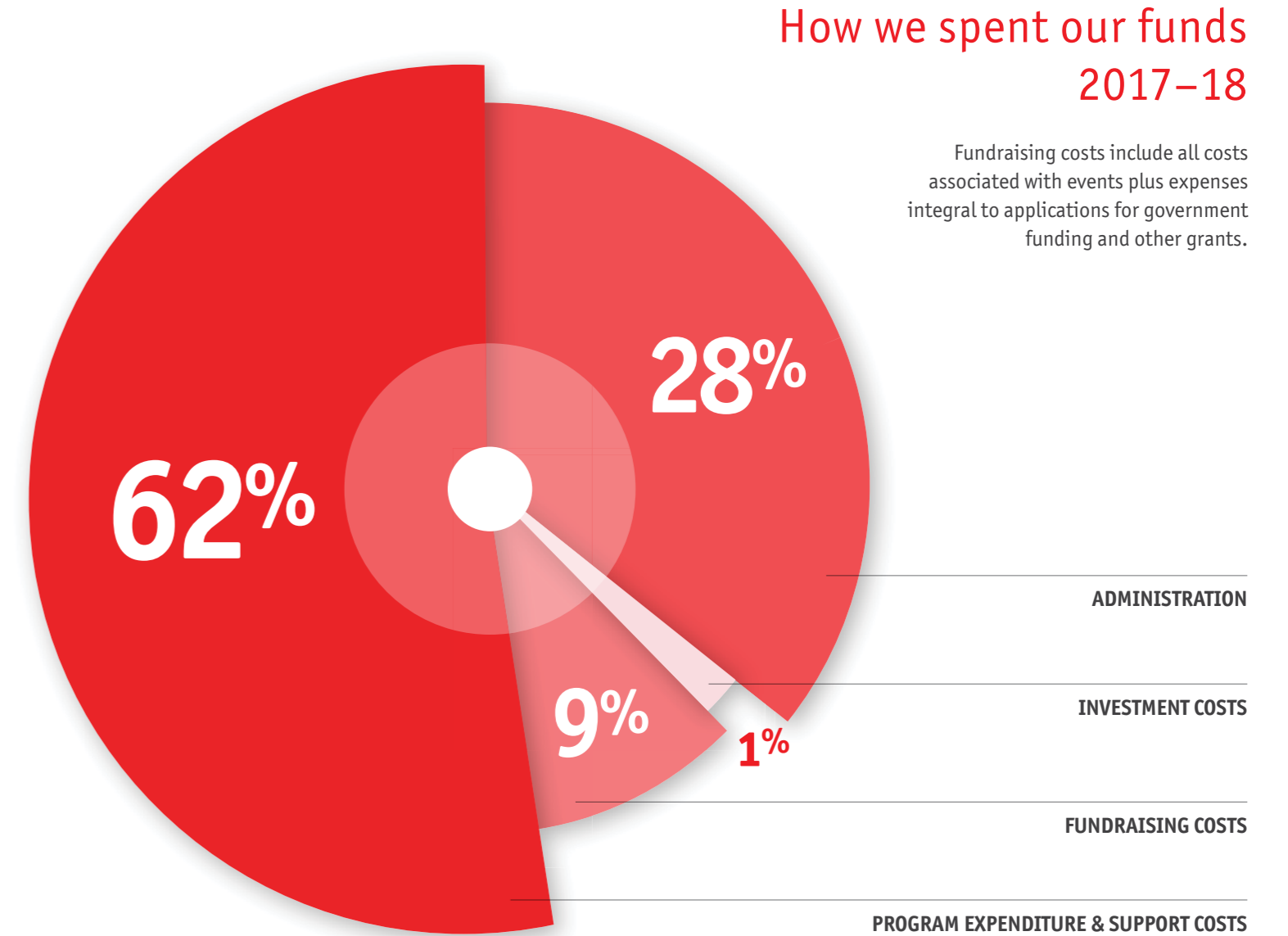
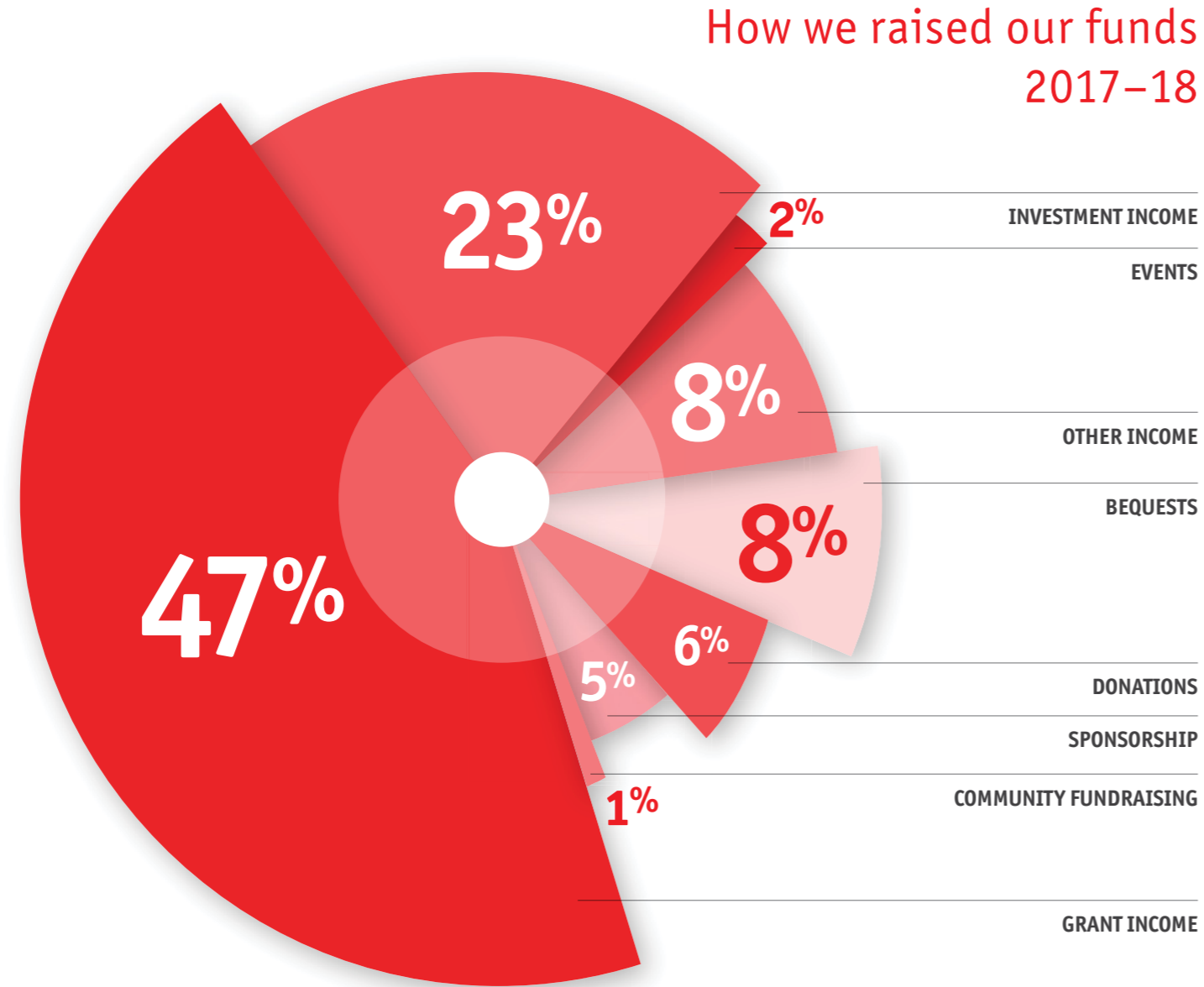
Financials

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 2017/18 is available on BGF's website at: www.bgf.org.au or on request from BGF's office.



Income Statement

Statement of Profit or Loss
and Other Comprehensive Income
for the Year ended 30 June 2018

	30 JUNE 2018 (\$)	30 JUNE 2017 (\$)
REVENUE		
Fundraising	502,343	601,035
Grant income	1,765,998	1,713,500
Bequests	292,542	554,226
Investment income	304,846	416,765
Net gain on disposal of investments	475,678	447,578
Increase in fair value of financial assets	103,502	317,111
Other income	347,750	216,468
TOTAL REVENUE	3,792,659	4,266,684
EXPENSES		
Fundraising cost	350,899	335,320
Client services costs	2,263,595	1,626,143
Corporate services costs	1,078,981	1,089,856
Other investment costs	39,938	42,727
TOTAL EXPENSES	3,733,413	3,094,047
PROFIT BEFORE INCOME TAX	59,246	1,172,637
Income tax expense	-	-
PROFIT FOR THE YEAR	59,246	1,172,637
OTHER COMPREHENSIVE INCOME		
Other comprehensive income for the year, net of tax	-	-
Total comprehensive income for the year	0	0
Total comprehensive loss attributable to members	59,246	1,172,637

Balance Sheet

Statement of Financial Position
as at 30 June 2018

ASSETS	30 JUNE 2018	30 JUNE 2017
	(\$)	(\$)
Current assets		
Cash and cash equivalents	80,828	231,846
Trade and other receivables	152,953	115,632
Financial assets	9,475,383	8,946,283
Other assets	25,898	10,250
Total current assets	9,735,061	9,304,011
Non-current assets		
Property, plant and equipment	107,568	79,518
Total Non-Current Assets	107,568	79,518
Total Assets	9,842,629	9,383,530
Current Liabilities		
Trade and other payables	542,014	163,356
Bank overdraft	17,497	30,789
Provisions	163,960	110,402
Grants in advance	50,884	88,325
Total Current Liabilities	774,355	392,871
Non-Current Liabilities		
Provisions	95,293	76,922
Total Non-Current Liabilities	95,293	76,922
Total Liabilities	869,648	469,794
Net Assets	8,972,981	8,913,736
Funds		
Retained Surplus	5,050,147	4,990,902
Reserves	3,922,834	3,922,834
Total funds	8,972,981	8,913,736



“BGF has been really helpful in terms of helping me refinance, reconstruct myself and adapt to the changes in my life. BGF has helped me by being there in the background the whole time, like a family member, giving reassurance and strength.”

Michael, BGF client



“Through BGF, I saw the other side of being positive – it’s not so terrible, you know what I mean? I got into contact with people in the same situation and it changed my outlook completely.”

Romeo, BGF client

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.



bobby goldsmith foundation

PO Box 1444, Strawberry Hills, NSW

P (02) 9283 8666 **E** bgf@bgf.org.au **W** www.bgf.org.au