

BC Persons With AIDS Society

Annual Report 2001/2002

time to count
the beans...

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Chair's Report

The past year has been one of uncertainty and challenges for BCPWA. The manner in which everyone — members, volunteers and staff — have collaborated to adapt to changing realities and make the best of limited resources in our quest to better fulfill our mission has been an inspiration to me and my fellow board members.

Among the uncertainties there has been a change of government in BC with an accompanying radical shift in ideology. The administration of community AIDS organizations has been transferred to regional authorities, and that has left a widening gap in provincial co-ordination of an effective response to the epidemic. So far, the funding for BCPWA and other agencies is largely intact for the 2002/03 fiscal year. The dissolution of the Pacific AIDS Resources Centre, changes at AIDS Vancouver and the concurrent expiration of our lease at 1107 Seymour St, were factors that all contributed to an evolving need to examine closely all that we do as a Society and how we do it.

Our collective struggle to respond as a community to HIV/AIDS has been valiant but in some aspects we are losing ground. This is particularly so on the prevention front. Increasing numbers of new infections in BC among gay men and others is very troubling. Globally, prevention efforts are in a shambles. AIDS awareness is not what it should be, particularly among young people.

BCPWA has been working on new initiatives to become more meaningfully engaged in HIV/AIDS prevention. We recognized that prevention, care, treatment and support are all part of a continuum that is best managed when taken as a whole. We therefore began planning a new pilot project to support HIV-positive people in their role in containing the epidemic. This should be the first stage in what we hope will become comprehensive prevention programming.

Glen Hillson



Executive Director's Report

The 2001/02 fiscal year was a challenging one on many fronts.

Of greatest impact on the Society was the death of our Finance Manager, long-time friend and tireless ally in the fight against HIV/AIDS and its ravages, John Cheetham. John died July 9 in consequence of a massive septicaemia. To call his death untimely and tragic is to understate; its impact on BCPWA was substantial, and it took much of the rest of the fiscal year to recover.

Of greatest impact on our members was unquestionably the final resolution of the "Schedule C" campaign. In October, the Liberals confirmed arrangements for a \$225 Monthly Nutritional Supplement Benefit for eligible BC Benefits recipients — and agreed to grandfather all previous "Schedule C" awards. It was one of the greatest triumphs in BCPWA's history.

With the new government's reorganization of health care delivery, BCPWA found itself no longer funded directly by or reporting to the provincial Ministry of Health Services. Rather, the Society's service-provision contract was transferred to the new Provincial Health Services Authority (PHSA). By fiscal year end there were still many questions unanswered about the PHSA, how it was to operate, what BCPWA's relationship would be with it, and how secure our future funding would be.

In February, AIDS Vancouver announced it was going to end the PARC relationship with BCPWA and re-locate to other premises. By fiscal year end the organization was still grappling with the financial, organizational and siting consequences of AV's decision. (Luckily, in the end, everything seems to have worked out rather well).

Ross Harvey



Communications and Education

The Communications and Education Department had over 50 active volunteers who worked a total of more than 1565 hours in 2001/02. The Department welcomed two new staff this year, Naomi Brunemeyer as the department's Director and Britt Permien as the Art Director.

living +

Under the direction of the Editorial Board and the Managing Editor, Jeff Rotin, the six issues of *living +* published contained almost entirely original content, covering issues such as housing, women's health, and children and HIV. *Living +* has both a stable base of writers from within BCPWA as well as health care professionals and national advocates. A new feature written by the Canadian Trials Network started appearing in the magazine this year. The design of the magazine and original artwork covers has improved its visual appeal.

Positive Living Manual

Work on the 3rd Edition of the Positive Living Manual was begun with the Editorial Board, composed of community groups and BCPWA representatives, determining content and assigning writers. Publication was scheduled for the fall of 2002.

www.bcpwa.org

In need of an overhaul, the BCPWA website was completely redesigned and re-launched in December. It included interactive features such as a chatroom for HIV+ people and Bulletin Boards to post questions. The subsequent increase in number of hits suggested the website was becoming a valuable resource to the membership and greater community.

General Communications

Communications was active in responding to over 100 media requests. The department was active in: promoting the AIDS Walk and AccolAIDS, community outreach such as PRIDE, organizing BCPWA's participation in rallies, and maintaining the BC HIV/AIDS News List and Advocacy posts informing the community of relevant issues.

Fund Development

During the 2001/02 fiscal year, BCPWA's Fund Development Department introduced and implemented some innovative fundraising strategies in an effort to expand our existing database of donors and diversify sources of revenue. In the 2000/01 fiscal year, almost \$760,000 was donated by individuals, groups, charitable foundations and corporations. We are hopeful that the 2002/03 year will be even more rewarding from a fundraising perspective.

AIDS Walk 2001

Proceeds from AIDS Walk declined slightly (about 2%) from the previous record year; gross revenue on the day of the Walk totaled \$413,000, and an additional \$44,000 was received following the event. Fortunately, this enabled BCPWA to maintain the monthly CHF allowance to eligible members at \$100 throughout the remainder of the fiscal year.

AccolAIDS

During the 2001/02 fiscal year, BCPWA developed a second signature fundraising event. AccolAIDS, an awards banquet honouring the achievements of individuals in the BC AIDS movement, will be an annual event coordinated in partnership with Granville Island – CMHC and The Public Market. Sponsorship, marketing and promotions, the nomination and awards selection process, and logistics related to the inaugural event on April 28, 2002 were undertaken.

Direct Mail

Three direct mail campaigns were launched: Spring, Fall and Winter. Although each appeal presented a compelling case for support, revenues

fell considerably short of our objectives. Two direct mail solicitations were planned for 2002/03 – a target-specific prospecting campaign to recruit new donors and a Christmas-time appeal to our existing supporters.

Monthly Giving

A telephone solicitation campaign aimed at converting AIDS Walk donors into BCPWA monthly donors was undertaken by an energetic team of volunteers from Starbucks Coffee Company. The campaign was extremely successful, achieving an over 18% rate of response and more than 20 new monthly donors.

Major Gifts

A series of informal socials were coordinated last year to recognize some of our most generous individual and corporate supporters and to introduce prospective donors to the range of programs and services provided by BCPWA. These events were also attended by various BCPWA Board Members and Department Heads who were able to discuss the work of the Society and respond to questions.

Planned Giving and In Memoriam Donations

BCPWA occasionally receives planned gifts (bequests) from individuals who wish to leave a legacy to ensure that others may benefit from BCPWA's programs and services.

Other Initiatives

Fundraised revenue was received last year through a range of additional sources including: various charitable Foundations, the pharmaceutical industry, and supportive businesses providing corporate matching funds and coordinating 3rd party special events.

Individual Advocacy Services Department

The Advocacy Department had a busy year. After BCPWA lobbied government for 5 years for welfare reform for HIV+ people, a new health benefit was introduced which replaced the onerous and infamous "Schedule C" appeal process. With this legislative reform, the Department was relieved of the overwhelming waitlist (approx. 500 members) for advocacy services. Consequently, the Department has been able to focus on more diverse issues for our members.

In the last year, the Department's work has secured for our members over \$2.25 million in monthly health allowances, \$118,700 in debt relief, and \$60,000 in other benefits. The Department opened over 400 new files and answered advocacy questions for over 800 members and community workers. A handful of dedicated volunteers put in over 2000 hours working with the staff to address our members' advocacy needs.

The Department provided 8 day-long advocacy training workshops to over 40 different organizations throughout BC. Over 150 community workers and members participated in the workshops. The training provided a detailed advocacy manual that addressed many of the current advocacy problems faced by persons living with HIV/AIDS.

The Department has gone through a number of structural changes. With the welfare reform to Schedule C, the Buddy Program was a victim of its own success. Now that members no longer are required to argue their case at all levels of appeal, as was required by the "old Schedule C process", there is no more work for the Buddy Program. In the future, the Department hopes to develop a new volunteer program that can address other advocacy issues of our members.

Member and Volunteer Services

Membership Registry

During the year two records-keeping Assistants, focusing on database management issues, were trained to work with the Registrar. The fol-

lowing was reported: 246 new Voting Members (total 3,717), 18 new Associate Members (total 870), and no new Group Members (total 50). 27 Voting Members died, bring the total number of Voting Members deceased since the Registry was developed to 1,177.

MVS Service Desk

The Service Desk is a focal point for members when they come into the building, referring members to the appropriate department and responding to over 800 enquires each month. This year the administrative procedures were computerized, using the *Project Talk* Database.

Lunch Program

There are currently nine local restaurants and one supermarket participating in the Lunch Program. More than 600 lunch vouchers were handed out every month, ensuring our volunteers, many of whom are HIV+, have nutritious meals.

Volunteer Recognition Event

Generously sponsored by BC Place Stadium, with door prizes donated by 16 local shops, the Volunteer Recognition Event occurred on May 9, 2002. 95 volunteers attended and a total of 122 length-of-service awards were presented:

3 month certificates	31
9 month pins	24
18 month pins	16
3 year pins	17
5 year pins	18
10 year awards	16

Vocational Rehabilitation

The Going Forward to Work Program offered career exploration assistance to persons with HIV interested in options for a return to school or work. Fifty-eight individuals participated. The Life Employment program provided members with a range of employment services (although IAM CARES decided to conclude the program in early 2002/03 the service is still available to members at the IAM CARES Burnaby office).

Project Talk Database

This year the design, development and implementation of a BCPWA-wide database, 'Project Talk', took place. The database is currently being used by BCPWA for the collection and collation of society data.

Human Resources – Volunteers

BCPWA's Volunteer Program continued to find valuable volunteer work placement for many people, the majority of whom are living with HIV. The active recruitment of PWAs is an important part of the volunteer program as it provides direct opportunity for empowerment to PWAs.

General volunteer orientations were held every two months. Between April 1, 2001 and March 31 2002 there were 6 orientations, training a total of 40 new volunteers. General trainings were presented on communication and assertiveness, diversity sensitivity and, office procedures, training a total 25 volunteers. These trainings were available to all BCPWA volunteers.

Through the volunteer program, BCPWA is part of a network of AIDS Service organizations called VISIT (Volunteer Initiatives and the Sharing of Information and Trainings). This network provides training to the volunteers of the member organizations. These training are done three times a year and there were 3 such trainings during 2001/02, training a total of 87 BCPWA volunteers. Topics covered by the VISIT trainings were conflict resolution, boundaries, ethics and diversity.

The volunteer program also participated in training sessions for individual departments. There were 9 of these trainings, covering diversity, objectives and agendas, experiential learning, public speaking, empa-

thy and empathetic response, conflict resolution, and effective communication. These training were tailored for the specific programs involved. 55 volunteers participated in these trainings.

Support Services Department

The Support Department volunteers contributed an impressive total of 7,567 hours throughout the year.

The much anticipated Internet Café opened in the fall with 552 visits in Jan-Mar and 212 volunteer hours. A new Complimentary Ticket volunteer has pumped up the program distributing over \$30,000 worth of free tickets over a six-month period. Healing and Spiritual Retreats continue to be valued by the members and retreat volunteers put in 1,714 hours over the year. An average of 250 shoppers visit Polli & Esther's each month. \$450 was raised at their annual flea market which went to purchase underwear and socks.

The peer-managed support groups and the unique Average Joe's social/support evening continue to be utilized on a consistent basis. The new GayPoz group has developed into a reliable touchstone for positive gay men. Appointments for free haircuts in the Salon are always full. 380 volunteer hours were contributed over the year.

The member's Lounge continues to be a hub of activity with over 16,000 visits. Volunteers logged 1,680 hours. The Coffee bar is an entry place for many new volunteers who often move onto other volunteer positions within Support.

The Complementary Health Fund involves a large CHF volunteer team who process applications, completes the administration work and serves the members out of the Support Office on a peer-to-peer basis. Close to 5,000 cheques were issued over the year with a total of \$315,543 distributed to members.

Treatment Information Program

The Treatment Information Program's mandate is to empower PWAs with current treatment information. Our peer-based education programs reach under-serviced PWAs across the province of BC. Boasting 27 volunteers, the department logged 5790 volunteer hours in 2001/2002. To further increase the capacity of our volunteers and hence our members, volunteers participated in 113 hours of training and skills-building. The TIP program has subscriptions to 14 journals and purchased 12 books specific to HIV/AIDS treatment. TIP volunteers attended 7 national and international conferences and presented workshops at 5 of these.

The Prison Outreach Program said good bye to long term coordinator Michael Linhart and welcomed Dvara Malkin to the team. Approximately 3000 calls were answered on the 1-800 POP Line for positive inmates. POP has visited 9 federal institutions, 30 pre-trial centres and 6 provincial institutions. The IMPACT Report was completed, a partnership initiative to evaluate access to health care for prisoners living with HIV/AIDS on a local, provincial, and national level. The Regional Advisory Committee was formed and will be running in the next fiscal year. Further, a pamphlet was developed to plan for an offender's release entitled "*An Essential Guide*."

The Outreach and ABCs program visited 22 communities throughout the BC region. The number of community-based participants reached was 1767. The program continues to work successfully with the BC Centre for Excellence in HIV/AIDS. Accreditation with the College of Family Physicians has been secured. This will ensure higher attendance and interest of doctors in smaller communities. A Training Guide and CD Rom for HIV Educators was completed and distributed to over 600 organizations. A French translation was launched at the NATAF Conference in December 2001.



AUDITOR'S REPORT

To the members of Persons With AIDS Society of British Columbia

I have audited the statement of financial position of Persons With AIDS Society of British Columbia as at March 31, 2002 and the statements of operations and changes in net assets for the year then ended. These financial statements are the responsibility of the Society's management. My responsibility is to express an opinion on these financial statements based on my audit.

Except as explained in the following paragraph, I conducted my audit in accordance with generally accepted auditing standards. These standards require that I plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In common with many charitable organisations, the Society derives revenue from donations and fundraising, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, my verification of this revenue was limited to the amounts recorded in the books of the Society and I was not able to determine whether any adjustments might be necessary to donations and fundraising revenue, excess of revenue over expenses, financial position and net assets.

In my opinion, except for the effect of adjustment, if any, which I might have determined to be necessary had I been able to satisfy myself concerning the completeness of the donations and fundraising revenues referred to in the preceding paragraph, these financial statements present fairly, in all material respects, the financial position of the Society as at March 31 2002 and the results of its operations for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year. As required by the Society Act of British Columbia, I report that, in my opinion, these principles have been applied on a basis consistent with that of the preceding year.

Mahmoud Virani Inc

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July 31, 2002

STATEMENT OF FINANCIAL POSITION

March 31		2002	2001
	note	\$	\$
Assets			
Current Cash		46,478	201,750
Accounts receivable		4,500	12,688
Grants receivable		20,000	46,633
Advances to PARC		13,037	37,775
GST recoverable		10,642	26,926
Prepaid expenses		7,343	4,177
Investments		1,650	1,650
		103,650	331,599
Capital assets	3	24,519	31,526
		128,169	363,125
Liabilities			
Current Accounts payable		21,190	26,224
Employee costs payable		49,103	55,187
Deferred contributions	7	107,324	205,629
		177,617	287,040
Net assets			
Invested in capital assets		24,519	31,526
Internally restricted	6	—	100,000
Unrestricted		(73,967)	(55,441)
		(49,448)	76,085
		128,169	363,125



Approved by the board

----- *J.D. Anderson* ----- Director

----- *JL* ----- Director

STATEMENT OF OPERATIONS

For the year ended March 31	2002	2001 (restated)
Revenue	\$	\$
Grants — Canada	165,633	170,633
— British Columbia	1,095,605	1,054,210
— Other	—	23,260
BC Gaming Commission revenue	194,408	195,000
Donations and fundraising	758,942	761,653
Recoveries	43,424	48,510
Memberships	10	184
Bank interest and other	34,742	43,568
	<u>2,292,764</u>	<u>2,297,018</u>
Expenses		
Advertising	42,772	45,129
Amortization	21,122	21,039
Automobile	8,543	9,201
Bank charges and interest	8,281	7,798
Community organization grants	46,917	39,783
Consulting	56,746	60,475
Dues and insurance	12,820	10,521
Equipment rental	10,852	10,751
Mailing service	2,509	5,355
Health funds.	306,226	197,734
Library	12,125	12,761
Occupancy costs	388,192	381,883
Miscellaneous	6,797	7,339
Office supplies	37,110	27,989
Printing, postage and delivery	115,605	108,278
Professional	18,622	14,371
Rent and utilities	4,437	6,233
Repairs and maintenance	12,236	5,895
Security	6,231	21,092
Staff development	7,724	9,422
Subcontractors	70,977	103,339
Materials and supplies	22,555	16,176
Telephone and fax	19,430	13,040
Travel, conferences and meetings	57,069	71,534
Volunteer development	69,329	59,911
Wages and benefits	1,003,413	912,259
	<u>2,368,640</u>	<u>2,179,308</u>
Excess/(deficiency) of revenue over expenses	(75,876)	117,710
less: Deferral of AIDS Walk revenue	49,657	175,629
Excess/(deficiency) of revenue over expenses for the year	<u>(125,533)</u>	<u>(57,919)</u>



NOTES TO THE FINANCIAL STATEMENTS

March 31, 2002

1. Society operations

The Society is incorporated under the Society Act of British Columbia and is a registered charity under the Income Tax Act. The purpose of the Society is to promote and encourage the exclusively charitable activities of persons with HIV/AIDS in British Columbia including the following:

- to create a positive attitude and feeling of hope in persons with HIV and AIDS;
- to provide support services, activities and facilities to persons with HIV and AIDS for the purpose of self-help and self-care;
- to assist in creating a positive image of persons with HIV and AIDS to the general public

2. Accounting policies

Revenue recognition

The Society follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred.

Unrestricted contributions are recognized as revenue when received or receivable, if the amount to be received can be reasonably estimated and collection is reasonably assured.

Capital assets

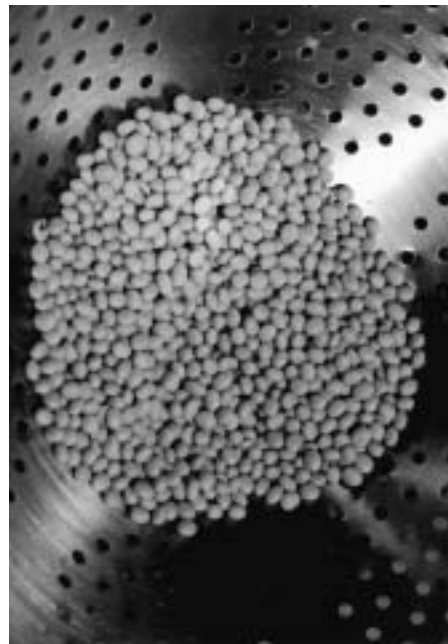
Capital assets are recorded at cost and amortized over the life of the assets. Computer equipment is amortized over 3 years on a straight line basis. Furniture & equipment is amortized over 5 years.

Contributed services and materials

Volunteers contributed in excess of 35,000 hours of their time during the year to assist the Society in carrying out its activities. Due to the difficulty in determining the fair value of such services and materials, the Society does not include the monetary value of these services in its financial statements

Financial instruments

The Society's financial instruments consist of accounts receivable, and accounts payable. The fair values of these financial instruments approximate their carrying values because of their immediate or short term maturity.





NOTES TO THE FINANCIAL STATEMENTS

March 31, 2002

3. Capital assets

	Cost	Accumulated amortization	2002	2001
Furniture and equipment	\$ 49,642	41,779	7,863	11,544
Computer equipment	\$ 124,003	107,347	16,656	19,982
	<u>\$ 173,645</u>	<u>149,126</u>	<u>24,519</u>	<u>31,526</u>

4. Contingent liability

The Society has signed a lease for its premises for a ten year period from October 2002 to October 2012. Under the terms of the lease, the Society is required to pay \$15,750 per month to September 2007 and \$17,250 thereafter. A portion of the premises have been sub-leased for a monthly rent of \$4,277 plus its share of operating costs. The sub-lease commences in October 2002 and expires in September 2007.

5. Related party transactions

During the year the Society paid occupancy costs representing its share of office premises, personnel and equipment lease costs of \$388,192 to PARC Society (2001 — \$381,883)

6. Internally restricted net assets

The Society has resolved to remove the internal restriction of \$100,000 which had been set aside for specific use of the Complementary Health Fund. This amount has been transferred to unrestricted net assets.



NOTES TO THE FINANCIAL STATEMENTS

March 31, 2002

7. Deferred contributions

The Society has set aside \$49,657 from the AIDS Walk as deferred contributions as this revenue is specifically raised for the use of the Complimentary Health Fund. In addition, \$30,092 of deferred contributions relates to grants received which may only be used for the purpose of projects not yet completed

	2002	2001
	\$	\$
<i>The balance is made up as follows:</i>		
Balance beginning of year	205,629	195,138
Transfer from AIDS Walk 2001	49,657	175,629
Donations to AccolAIDS 2002	25,575	5,000
Donations to Support Services 2002	2,000	—
Transfer from grants received	30,092	25,000
Utilised during the year	(205,629)	(195,138)
	107,324	205,629

8. Subsequent events

Pacific AIDS Resource Centre is in the process of being wound up. The assets and liabilities of this Society will be distributed equitably between Vancouver AIDS Society and the Persons with AIDS Society of British Columbia.

9. Prior period error

The prior years' figures have been restated to reflect adjustments made to the vacation and overtime payable. The effect of this correction is to reduce the prior years' net assets by \$45,335.



NOTES TO THE FINANCIAL STATEMENTS

March 31, 2002

10. AIDS Walk fundraising

The following figures relate to Walk fundraising activities and are included in the Statement of Operations.

	2002 \$	2001 \$
Revenue		
Donations and fundraising	457,433	468,461
Expenses		
Advertising	6,619	6,416
Automobile	525	1,428
Consulting	13,538	31,029
Contract labour	24,428	29,736
Dues, licences and insurance	1,339	3,454
Equipment rental	10,186	10,205
Honorariums	200	579
Hospitality	1,335	2,704
Materials	5,584	2,820
Miscellaneous	—	632
Office	1,627	533
Postage and delivery	9,363	2,657
Printing and copying	24,042	15,480
Promotional supplies	28,595	25,715
Room rental	310	750
Telephone & faxes	4,127	3,669
Travel and taxis	2,895	1,757
Volunteer costs	1,297	1,054
Wages & Salaries	94,052	104,446
	230,062	245,064
Net revenue before community organization grants	227,371	223,397
Community organization grants	45,217	36,173
Net Walk proceeds	182,154	187,224
Less: amount deferred to subsequent year	49,657	175,629
Net walk revenue for the year	132,497	11,596

Corporate Support

There are a number of corporations and businesses that are leaders in philanthropic support to BCPWA. We are very much appreciative of the following companies for their generous support of the Society during the 2001/02 fiscal year:

Abbott Laboratories, Ltd.	Interactive Male
ALDO	Lounge Hair Studio and Spa
BC CTV	Merck Frosst
BC Lottery Corporation — Community Stage	MGM (Metro Goldwyn Mayer)
Boathouse Restaurant	Molson
Bristol-Myers Squibb	Pattison Outdoor
Capers Community Markets	Pfizer Canada in partnership with Agouron Pharmaceuticals
CKNW AM 980/NW2	Serono Canada
Creekhouse Gallery	Starbucks Coffee Company
Denman Fitness	TD Canada Trust
DuPont Pharma	Telus Mobility
Famous Players, Inc.	The Printing House Limited
Georgia Straight	The Province
GlaxoSmithKline in partnership with Shire BioChem	VanCity Credit Union
Granville Island - CMHC	WestEnder
Hoffmann-LaRoche	Xtra! West
IAMS Company	Z95.3 FM/650 CISL

The British Columbia Persons With AIDS Society exists to enable persons living with AIDS and HIV disease to empower themselves through mutual support and collective action. From our personal struggles and challenges come our courage and strength.

BCPWA Mission Statement

