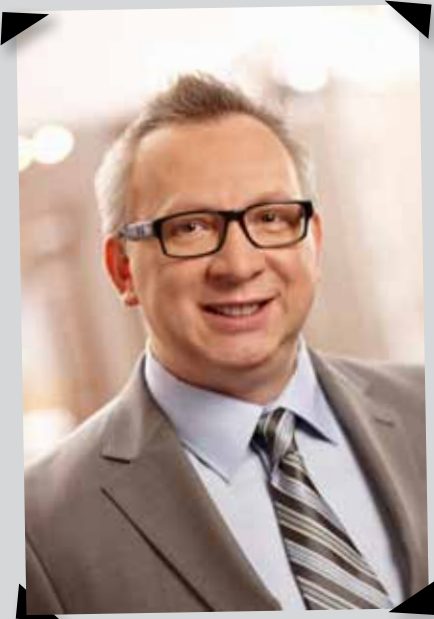




TORONTO PEOPLE WITH AIDS FOUNDATION
CHANGING THE MEANING OF HIV ONE PERSON AT A TIME
ANNUAL REPORT 2011-2012





Engaging, Building Capacity,

This past year, 2011-2012, Toronto People With AIDS Foundation (PWA), in partnership and collaboration with the broader community, completed a new five year strategic plan. You may recall that we were able to provide highlights part-way through the year at the 2011 AGM. This plan is an outline of how PWA is transforming and progressing into the future, using its current strengths as a foundation. I am not sure which impresses me more, the plan itself or the process of its development.

The strategic planning process involved literally hundreds of conversations with people who provided insight and direction on how PWA can continue to evolve. It involved reflection, story telling, interviews, summits, and conversations fueled by incredible passion and enthusiasm. Most importantly, the process was inspired, driven and guided by the voices and experiences of people living with HIV and AIDS – the heart and soul of PWA. For someone who has been involved in many strategic planning processes, this undertaking was by far the most interesting, inclusive and personally rewarding, and one that generated increased interest and energy throughout the process. The result is a plan that on the cover page boldly displays the following directions: Engaging, Building Capacity, and Empowering Dreams.

Engagement is intentionally threaded throughout PWA activities and its premise is based on people's own definition of meaningful involvement. Expanding on the foundation of practical and thera-

peutic program delivery in a welcoming, healing space, PWA has started to focus on meaningful engagement of people living with HIV and AIDS (GIPA/MIPA) through staff roles, volunteer involvement in the office and on the Board, and within programs like the Essential Market, Speakers Bureau, Poz Prevention and Peer Leader programs. We recognize the value of capacity building for individuals and its impact on people, the community and the broader social world. In addition, PWA will enhance our role as a creative connector – connecting people and communities while facilitating access to diverse services. Moreover, we will strive for a holistic approach to service delivery that enhances the health and wellbeing of people living with HIV and AIDS and to advocate for holistic care within our communities. A powerful example of this is PWA's leadership role in the CHIME study which explores the potential roles and impact of using PHAs as patient instructors in educating health care providers.

The development of the 2011-2012 PWA Strategic Plan coincided with our 25th anniversary planning. Although a great deal has changed over two and a half decades, PWA has adapted as different needs have emerged. It was humbling to reflect over the past twenty five years, the growth and impact that the organization has, as we were planning the next five years. I am honored to be a part of PWA's history and proud to be part of the immediate future as this Board is committed to ensuring PWA's execution of its mission and vision through our new strategic plan.

**Cory Garlough, President/ Chair,
Board of Directors**

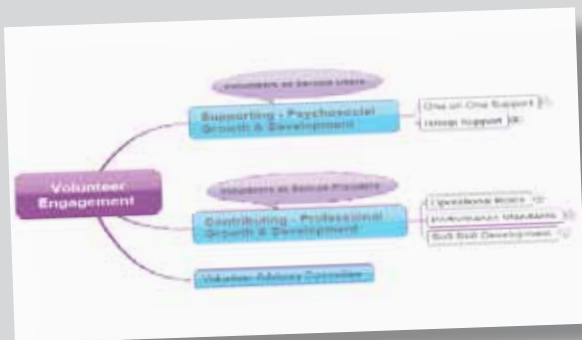
and Empowering Dreams.

A key focus in 2011-2012 was the completion of our exciting new strategic plan and starting of its implementation. The fortuitous timing allowed us to submit grant proposals to the City of Toronto and the federal AIDS Community Action Program. These reflected new program needs requiring a full response to the opportunities identified in the strategic plan. Creation of an Engagement & Opportunities team, significant changes to our Volunteer Program and introduction of Food Access support for complex care needs were some key results. Last year we have focused on connecting further with volunteers, clients, staff and community to identify the most effective structures and specific programs to implement the strategic plan. As implementation naturally unfolded, we committed to fully documenting this exciting new work to ensure sustainability, enable comprehensive evaluation and share the learnings with community partners. As we move into 2012-2013, the focus is on a more holistic approach to engaging people living with and affected by HIV/AIDS along the continuum of lived experiences. Initial models such as the graphic below highlight some of the work and planning for new program needs.



A second key focus in 2011-2012 was beginning of the exploration of 25 years of support for the HIV+, and broader community in Toronto. As you can imagine it was, and continues to be, an incredibly intense, emotional, humbling and conflicting experience. We reviewed old newspaper articles, highlighting how PWA paused operations after 16 deaths in one week, and read memorials for people who have died and whose actions inspired PWA and in many cases, myself. From its inception, PWA was developed by and for people living with HIV/AIDS (PHAs) and has always placed immense importance on honouring and keeping alive the stories of our past. With this in mind, we have planned numerous anniversary events and activities for the current year (2012-2013) from May (the month of PWA's incorporation) through Dec 1st (World AIDS Day). These events will provide a combination of smaller, intimate opportunities to share and discuss common experiences as well as a larger Finale event and some projects that will result in permanent records (i.e. written narrative and video) of the powerful history of PWA.

Murray Jose, Executive Director



In 2011/2012, financial assistance was accessed by 902 clients or 37% of all clients. With 30% increase in access to all income support services, financial assistance was offered throughout the fiscal year with no interruptions. Projected budget of \$190,000 was surpassed (\$208,762)



Access to income and community supports for clients of PWA includes social assistance, housing, employment insurance and other referrals to community resources. Our Income and Community Liaisons work closely with Ontario Disability Support Program (ODSP), Ontario Works (OW), Employment Insurance, Canadian Pension Plan and Old Age Security to ensure clients have access to income. They also maintain a strong partnership with Fife House and McEwan House to address issues of housing, mental health and substance use. The Income and Community team recognized that these partnerships are crucial to providing effective client-centered support which led to the consideration of a job title that more accurately reflects the interactions they have with their clients. This past year, they reflected on the level of support and advocacy they provide to clients and determined that a job title change was necessary to represent their work with greater accuracy. As of this current fiscal year, the Benefits and Assistance Case Managers are now the Income and Community Liaisons.

Jag Parmar, Income and Community Liaison

During the past year, volunteers of the Speakers Bureau conducted 252 speaking engagements to 7,352 audience members

The Toronto People With AIDS Foundation offers a free service to the Toronto community: Speaker's Bureau. A diverse team of volunteers have come forward to share their lived experiences with HIV to the community.

Their goal is to challenge the stigma and discrimination that still exists more than 25 years after HIV was first discovered.

They hope to overcome the myths and misconceptions that result in people being infected or that lead to fear and stigma. Above all they hope to prevent infections and put a human face on the virus.

Since its inception in 1989, our speakers have told our stories over 50,000 times to well over 1/4 million Torontonians. The Speakers Bureau is 100% funded by the City of Toronto AIDS Prevention Community Investment Program.



The 2011-12 fiscal year saw some significant growth in our food programs. An increase in number of PWA clients, using the service, amounted to 12% over last year. The biggest increase was among female clients with children under the age of 18.

Along with the increased numbers of participants we were also able to grow the program itself. The Essentials Market picked up two new food donation sources. We have also introduced two new projects.

We have secured two locations for community gardens which we were able to plant in the spring of 2012. These two gardens

produced a large quantity of fresh organic produce for our Essentials Market. It is not only a great way to introduce more nutritional food to our clients' diets; it also provides an alternate way for participants to socialize and gives them a purposeful occupation. The participants who work in the garden are enthusiastic and find it therapeutic in a holistic sense.

Our second project is the partnership with Food Share's good food box program. This program allows us to provide additional fresh produce to our clients at a reduced price. This program is subsidized by PWA in order to make it affordable.

Kevin Borden, Food Programs Coordinator



**\$1,270,894 raised through
the efforts of over
400 riders and crew and over
13,000 individual donors**

The 13th Annual Friends For Life Bike Rally celebrated some great successes in 2011. On July 24, we left Toronto with over 400 participants, including riders and crew. After the challenges of moving our small village across southern Ontario and Quebec, we exceeded our 2010 fundraising record when we finished the year with over \$1.26 million in funds raised. This year saw more of our crew members making strong efforts to fundraise alongside riders, and we were so pleased to approach a \$10 million total overall going into Toronto PWA's 25th year.

Increased local media along the route gave us excellent opportunities for awareness raising throughout the regions that we visited, in addition to the media support we enjoyed in Toronto from Proud FM, both before and the during the ride.

Year 13 felt like a landmark year in the Bike Rally's road to maturity as an event, as we made huge strides toward comprehensive documentation across the event, with the support of PWA staff, creating a solid base for growth. The event was marked by the return of one of the event's original founders, David Linton, after a number of years' absence; his involvement this year encouraged us to reflect on how far we've come in 13 years, and how much need there remains for our event.

**Sherri Byer, Co-Chair,
13th Friends for Life Bike Rally**



engaging Pride day

698 appointments/consultations,
365 medication access clients,
101 clients accessed medicinal
marijuana, 66 Trillium Drug
Program applications, 52 advocacy
interventions, 112 referrals

Since its inception, the Treatment Access and Treatment Resources programs have evolved from a local Toronto-only project, to providing medication access province wide. In 2011-12 the Treatment Access program continues to assist clients in temporary access to much needed medications. It also supports clients in application to the Trillium Drug Program and continues to provide confidential Harm Reduction supplies. In addition, the program now also supports a HIV/HEP C Peer support group.

The Treatment Resources program held five workshops and published five treatment bulletins on topics ranging from Accelerated Aging & HIV to Understanding Your Bloodwork. Every year, the Treatment Resources program continues to expand and take on new and exciting projects. This past fiscal year, the Community Treatment Liaison Pilot Project was launched. The pilot project brings PWA's treatment staff onsite to HIV medical clinics to meet with HIV+ patients one-to-one to discuss issues related to HIV treatment as well as communicating with their doctor. As part of the pilot project a new tool, titled "Preparing for your Visit", was developed to assist PHA's in organizing themselves and preparing for their visit with their health care provider. The tool has received much positive feedback from both PHA's using the tool as well as other ASO's who have requested copies for their clients.

Jennifer Ann Grochocinski,
Treatment Resources Coordinator

In 2011-2012 PWA supplied more than 138,000 services including approximately 47,000 significant and unique practical support services accessed by over 2,400 people living with HIV/AIDS

Service Access (SA) at PWA became a formalized program in 2009. It currently consists of two distinct teams of volunteers; one which conducts new client intakes and another that provide support to clients without an appointment.

Prior to 2009 there was a core team of 5 peers providing about 8 new client intakes each week and that team reported to the Volunteer Coordinator. The intake team now works with the Service Access Manager and has grown to 8 peers with the capacity to conduct 12 new client intakes each week; SA performed 375 intakes in the fiscal 2011-12.

Since 2009, the Service Access at PWA has grown from one person to a team of 10 peers providing front line client support when they arrive without an appointment.

A newly-introduced function this year is an Intake Follow Up call. The intake team strive to reconnect with the clients and this year 62 meaningful post-intake conversations happened. The purpose is to find out if the individuals' immediate needs have been met and if there are any new pressing issues. This has taken client service at PWA to a new level.

Each month the Service Access team of 18 meet to discuss their roles and review the impact they are making. Most of the team members are PHA's and a living proof of PWA's implementation of the GIPA/MIPA principles.



TICOT and its representatives have supported us since the inception

**Greg Downer,
Service Access Manager**

Clients received 2,913
therapeutic care sessions
including 993 yoga
and 783 massage sessions



one of the ways we raised money over the 25 years

Recognizing the strong agency wide references to Health Promotion especially in light of our new Strategic Plan, we took the opportunity to re-evaluate what was the Health Promotion program. At the core of this department are the therapeutic services PWA offers including yoga, massage, acupuncture, reiki, cranio-sacral therapy and shiatsu. These programs have vastly expanded in the last three years allowing us to work with clients toward very tangible and intentional health related outcomes because they are able to seek care much more regularly and more dynamically. Based on this transition toward very real therapeutic outcomes, we re-named the department Therapeutic Care. This change has also resulted in moving some programming (including our much loved Theatre Access Program, the annual holiday party 'Starry Night', our haircutting program and pet program) to the Holistic Engagement program, where it will continue to thrive.

We are very pleased with these exciting changes and are confident that our client service will be notably strengthened by them..

Shane Patey, Service Access
Manager, frmr Therapeutic
Care Coordinator



Reflections on marking PWA's 25th Anniversary: 1987-2012

Joan Anderson

In planning the 25th Anniversary, we wanted to show the strength of the community that responded to HIV/AIDS, the passion and determination of the people who built PWA. We have interviewed people from every stage of PWA's history, collected materials and pondered many milestones identified. We are grateful to the story-tellers who shared powerful stories of people they knew, times of pain, laughter and solidarity.

The first steps took place in 1986, as the community was mobilizing against AIDS in an environment of fear, stigma and death. A few men with AIDS, members of a support group at ACT, wanted a place 'of their own' to help address poverty and social isolation. They began the Toronto PWA Coalition, met anywhere they could and were helped by community-based fundraising in local bars. Incorporated as the Toronto People With AIDS Foundation in 1987, they struggled as members got sick and died. That tragic October (1987) 16 of the members died. Against the odds, in January 1988, there was an office at the top of the stairs at 464 Yonge St. next to ACT. 'PWA' helped with the most basic needs: gave out money on the days they had it to give, helped PHAs get social assistance, housing and advocated for their rights. There was a drop-in, social activities, practical services – and most importantly, a safe space. Initial Board and staff, most HIV+ themselves; spoke to us of it being a crazily busy time, punctuated by frequent funerals. As the medical breakthroughs of HAART therapy in 1996 changed the

landscape of HIV and AIDS, new possibilities opened for PHAs. PWA focused on helping their clients live better with their health issues and expanded its therapeutic and treatment information programs. We heard stories of people with HIV/AIDS coming to PWA for help and often returning to volunteer. Some went on to further studies, re-employment and even became PWA staff members.

PWA is still hands-on and practical in its services delivery, but for a much larger and more diverse group of PHAs and with more partnerships to help meet complex needs. Programs and advocacy help PHAs face today's issues of income disparity, isolation and multiple forms of stigma. Outgrowing its 399 Church St. space, PWA created a new "welcoming space" at 200 Gerrard St. E. To our storytellers, PWA exemplifies the principles of GIPA and MIPA – the greater and meaningful involvement of people with HIV/AIDS. Our past, present and future are grounded in the transformative power of the PHAs engagement.

More stories are being shared and collected and will culminate in a narrative 'scrapbook' and events leading to a finale on November 30, 2012, the night before World AIDS Day. Join us in continuing to "Make a positive difference" beyond the first 25 years of Toronto People With AIDS Foundation – for however long we are needed by our community.

Community

Interviews by Drew Rowsome

The list of organizations and people who have raised money to keep PWA going is huge. The coin box -"Please give a quarter for a quarter century of making a positive difference" -program is being ramped up, and the MLT, Pie in the Sky, the Pride and Remembrance Run, the Tightly Whitey Car Wash, MCC, the Joy Drive and other programs have also contributed.

"We're all either infected or affected," says Dwayne Bryk. "I became aware of PWAs Speakers Bureau program in 1995 or 1986 as a result of the progression of my HIV. What it gave me was aspects of emotional and spiritual healing I became a storyteller of my experience." Bryk was a schoolteacher when he discovered he was HIV-positive more than 30 years ago "I was living with HIV in a classroom and a workplace at a time when HIV/ AIDS could not be openly spoken of. The ramifications could be termination. The birth of the Toronto People with AIDS Foundation in 1987 was the day that I no longer felt alone." Bryk has been active in Spearhead for even longer. "It's a brotherhood of men not only wanting to be together socially, but asking, 'How can we help?'... As Mr. Spearhead 2011, Bryk devoted a lot of energy to fundraising for PWA "I made a plea to stay on as a fundraiser for food programs. Last year we raised \$7,000, and every penny counts. I want to raise more this year but also to have some fun." Bryk pulls out a Friend of the Foundation Award from PWA that he received for his work. He laughs, "And they gave me this for having fun." Bryk says, "The most exciting moment when I became Mr. Spearhead 2011 was when I was invited to come down to the Essentials Market. What I envisioned and what I experienced were totally different. What PWA has done is humanize the experience of living with HIV by making it possible to access something as basic as food and humanizing it by making it shopping and interacting with the staff. It should be a model for that type of service."

The Imperial Court of Toronto (TICOT), also celebrating its 25th anniversary, has raised \$28,453.56 for PWA as of May 22, 2012. Reigning Empress Candice Kelly was also Empress IX: "I remember friends saying, 'Can you help me?' and all I could do was take them to PWA and ask for help. We didn't know where to turn. That's how I got involved." Raising money for food for PWA has been a constant for Kelly. "When I first became empress, the founder of TICOT gave me a job. All of the past empresses were weighed and timed by three. That was the amount of food I had to collect. Over 9,000 pounds, and back then it was really tough. But my kitchen was full of food, and we finally collected almost 22,000 pounds. I went to the food bank as empress in my crown and gown and helped give out coupons. I've been ill most of my life -I had polio, but I've never been HIV-positive -and I was helped out so much during my childhood that I enjoy the charity side of things. Different empresses pick different charities, but PWA and Food for Life really need the money. Let's have a good time and raise money. I want people to laugh, 'cause if you don't you're just going to cry. And I spent enough time sitting at home and crying." The empress has got down and dirty, with stints as kitchen help at AIDS Ottawa and calling Bingo at Traxx. "A lot of customers were clients of PWA, and they didn't push me aside because I wasn't sick. They weren't afraid to hold and be held. They treated me as part of the family. ...I don't hesitate to tell anyone to go to PWA and talk to them. There's not as many sick now, thank god, but I do have lots of friends who have been ill forever. We lost a lot in the '90s, but now the pills are better. Twenty-five years is a celebration -a celebration of keeping people alive."



Thank you

Some of PWA donors for the period from April 1, 2011 to March 31, 2012

Government Funders

AIDS Bureau, Ontario Ministry of Health
City of Toronto
Public Health Agency of Canada, AIDS Community Action Program
Toronto Central Local Health Integration Networks

Corporate & Foundation Donors

\$10,000+

J+J Shared Services
Sue Cox Community Action Fund
Sunnyside Community Corp
TICOT Social Society

\$5,000+

Abbott Laboratories Limited
Crews & Tangos Restaurant & Bar
Spearhead LDSC

\$2,000+

Alexander Interiors and Design Inc.
Anne and David Ward
Bentall Kennedy Limited Partnership
CHUM Charitable Foundation
Corporate Specialty Services Inc.
DESSAU Inc
Galloway Birch Properties
Hair of the Dog
International Financial Data Services
J.P. Bickell Foundation
Manulife Financial
Mincorp Ltd
Raymond Stein
Roehampton Birch Properties

Individual Donors

\$10,000+

Zahid Somani

\$2,000+

Anonymous
Bill Graham
Gary Akenhead
Lawrence Bennett
Victor Scaletchi

Community Donors

Dwayne Bryk: Mr. Spearhead 2011
Jeffrey Stolberg
Miss Conception
Steamworks
Toronto Historical Bowling Society

Estates

The Estate of Robert Townshend
The Estate of Syed Shahid Kamal
The Estate of John Max Pembleton for making the
2009 office relocation possible

Agency Partners

Visionary MAC AIDS Fund, Scotiabank

Leader VIA Rail Canada

Major Bristol-Myers Squibb Canada Co., Gilead, Janssen,
Merck, P&G Canada, Sheraton Centre Toronto Hotel,
Storage Stadium, Timothy's World Coffee,
ViiV Healthcare Shire, Whole Foods Market

Media fab, IN Toronto, Proud FM, Shaun Proulx Media, Xtra!

PWA acknowledges and thanks all the donors of amounts under \$2,000, not listed here because of the space constraints. Our 2011 Friends for Life Bike Rally alone relied on over 13,000 individual donations to generate \$1,27 million.

Every donation, no matter how large or small, makes our services to over 2,400 people annually, living with HIV and AIDS in Toronto, possible.

Robert Pierre Tomas, Director, Philanthropy & Communications

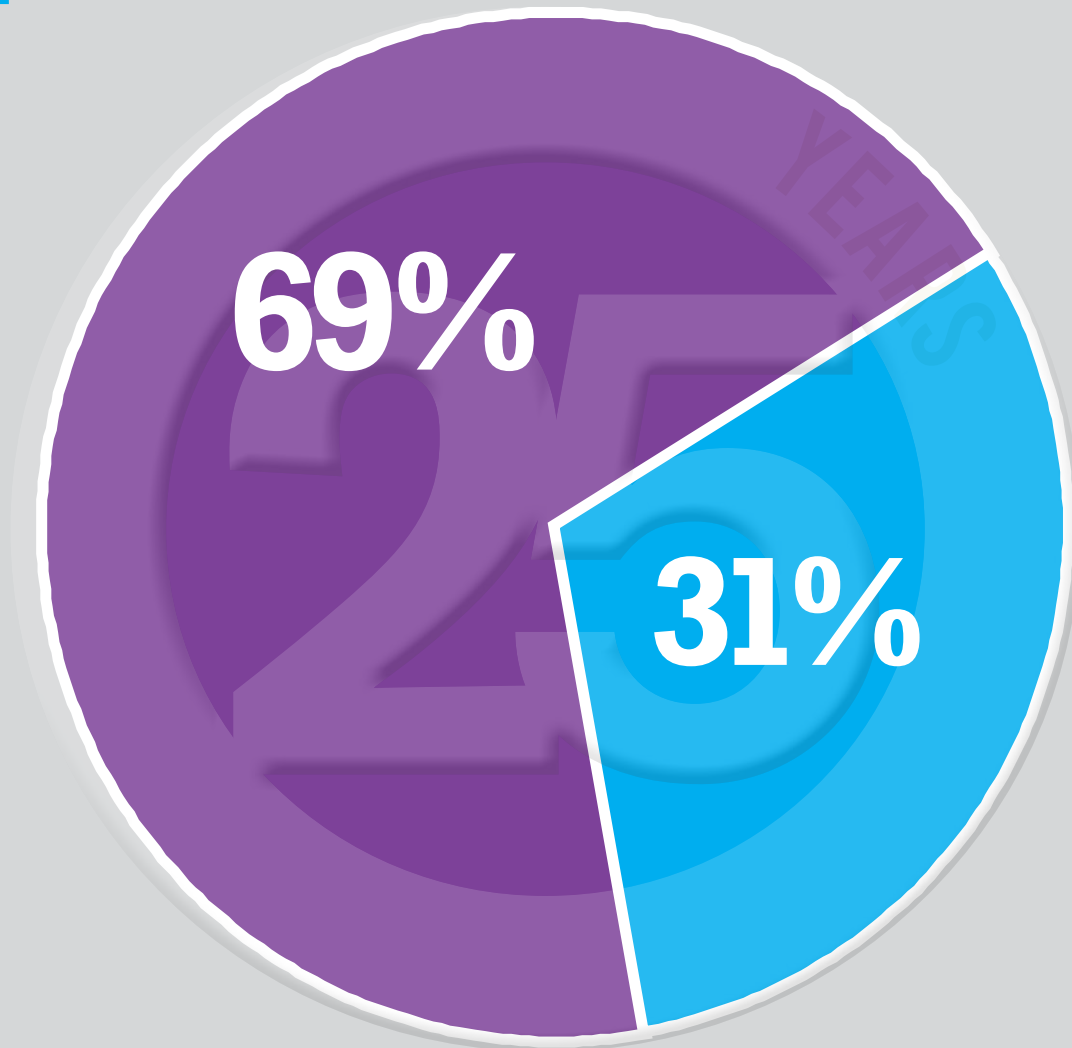
Toronto People With AIDS Foundation

Statement of Operations for the year ended March 31

	2012	2011
Revenue		
Grants	1,727,204	1,347,853
Fundraising and donations - bike rally	1,270,894	1,233,350
Fundraising and donations - general	512,461	367,092
Administrative fees, honoraria and other	42,996	48,290
Financial assistance contributions	18,895	16,170
Investment Income	10,188	5,740
Total Revenue	3,582,638	3,018,495
Expenses		
Client Services		
General programs	268,645	231,205
Benefits and assistance income support	218,213	222,748
Food For Life meal delivery program	107,581	150,719
Food programs	153,000	143,584
Treatment programs	140,000	142,081
Long-term care health promotion	132,395	136,144
Volunteer services	100,063	101,228
POZ Prevention	84,875	94,940
Education - Speakers Bureau	95,472	90,304
	1,300,244	1,312,953
Financial assistance		
Medical assistance	127,272	115,533
Medical disability	58,890	38,350
Family holiday gift certificates	9,000	8,720
Positive Seniors fund	7,800	6,600
Positive Children fund	5,800	5,200
	208,762	174,403
Total PWA Program expenses	1,509,006	1,487,356
Community Partners		
Community Circle of Care - womens programs	285,000	
Committee for Accessible AIDS Treatments	223,383	211,244
Toronto HIV/AIDS Network	107,504	109,244
CHIME Research Study	60,966	30,482
Latinos Positivos	52,544	28,361
Criminal Law & HIV Exposure	1,325	1,488
THN Opening Doors	44,747	41,465
	775,469	422,284
Total Program expenses	2,284,475	1,909,640
General		
Fundraising - bike rally	491,953	447,809
Administration	293,881	263,254
Fundraising and development	159,913	171,465
Communications	81,661	124,272
Amortization	98,347	93,207
	1,125,755	1,100,007
Total expenses	3,410,230	3,009,647
Excess (deficiency) of revenue over expenses	172,408	8,848

PWA was pleased to end the 2011-2012 fiscal year with a significant surplus due primarily to a generous bequest from the community. As always, PWA's Board of Directors will determine the most effective use of any available funds by referencing our recent strategic plan, a commitment to sustainability and other key factors and evidence.

Expenses



- Fundraising & Administration
- Programs & Services

At PWA we pride ourselves at financial transparency and the careful stewardship of donor resources. PWA strictly adheres to the Association of Fundraising Professionals' (AFP) Code of Ethical Principles and Standards of Professional Practice (the only enforced fundraising code in the world).

- PWA always includes all staff and operational expenses that directly relate to philanthropy and events.
- PWA does not utilize percentage or commission based fundraising.
- PWA does not have a separate legal foundation which would allow philanthropy expenses to be reported differently.
- Using these very conservative accounting practices, we are proud to confirm that PWA consistently meets or falls under Canada Revenue Agency recommended threshold of no more than 35% for expenses.

When it comes to assessing a charity's fundraising, CRA does not rely solely upon a fundraising ratio. Other important factors taken into consideration by the CRA include the size of the charity, charitable causes with limited appeal and organizations' internal fundraising evaluation processes.

Our mission

We engage people living with HIV/AIDS in enhancing their health and wellbeing through practical and therapeutic support services and broader social change, and we inspire them to live into their dreams and discoveries.

Our vision

We live in affirming, sustaining communities where we find inspiration and support for our dreams, health, well-being and meaningful contributions.



PWA Staff 2011-12

Our board

President

Cory Garlough

Vice President/Vice Chair

Scott Morrison

Treasurer

Brian Scott

Secretary

Brian Fior

Members at Large

Annie Thomas-Diceman

Mina Hunt

Susan Holita

Sachin Aggarwal

Andy Baldwin

Ian Mole

Michael Shreve

Stephen Zeidman

Ken King



making a positive difference

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