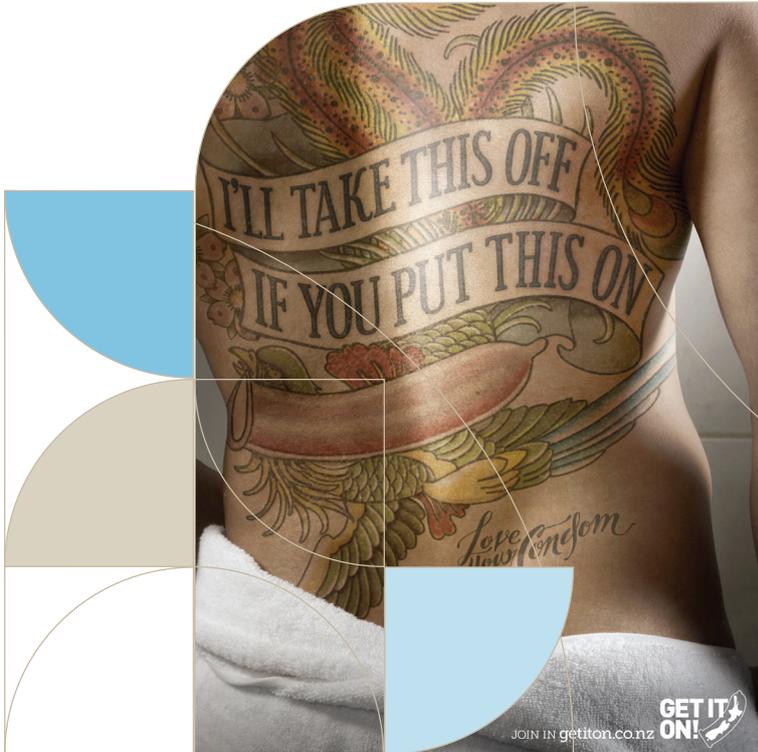
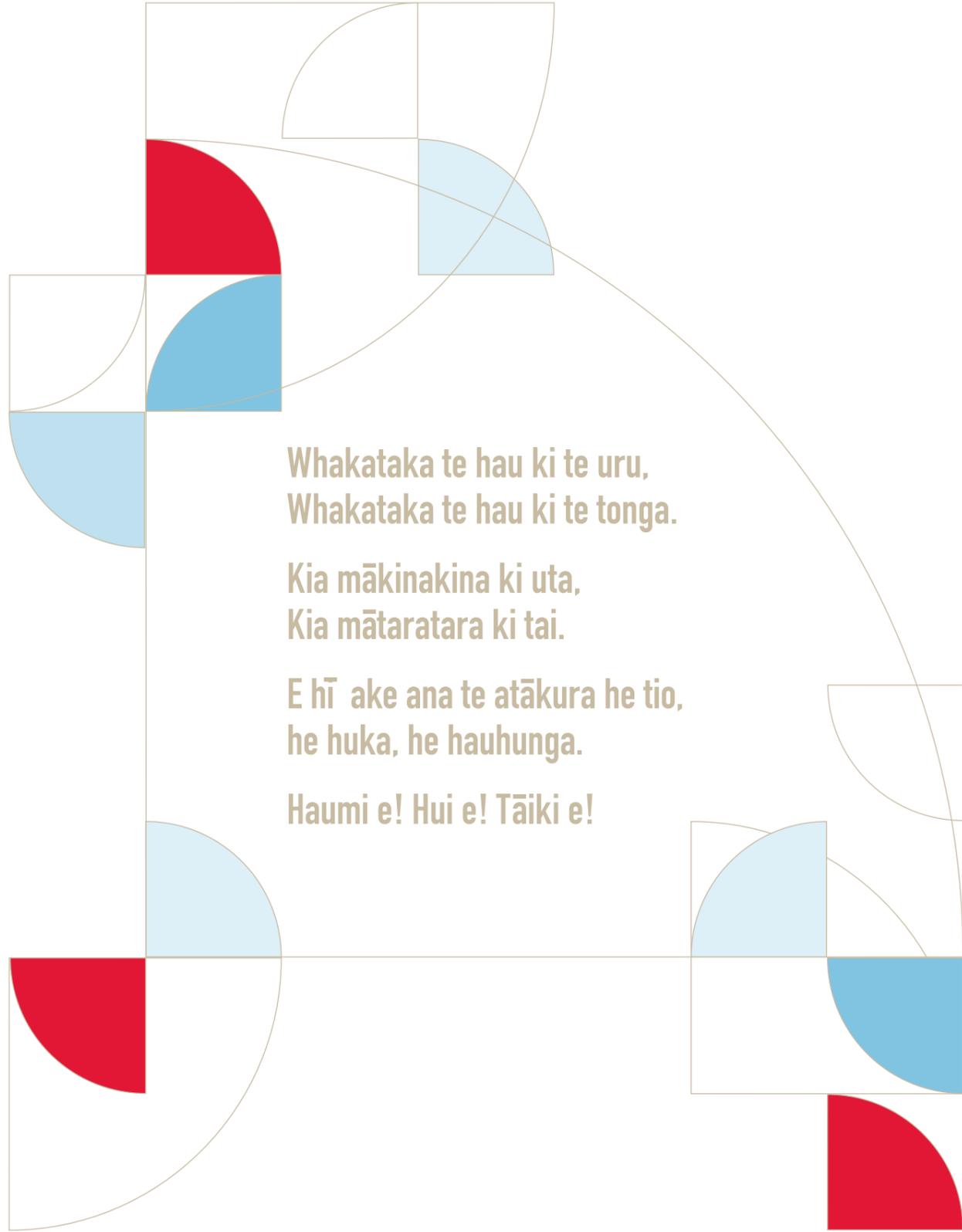




NEW ZEALAND AIDS FOUNDATION  
Te Tūāpapa Mate Āraikore o Aotearoa

# Annual Report 2011





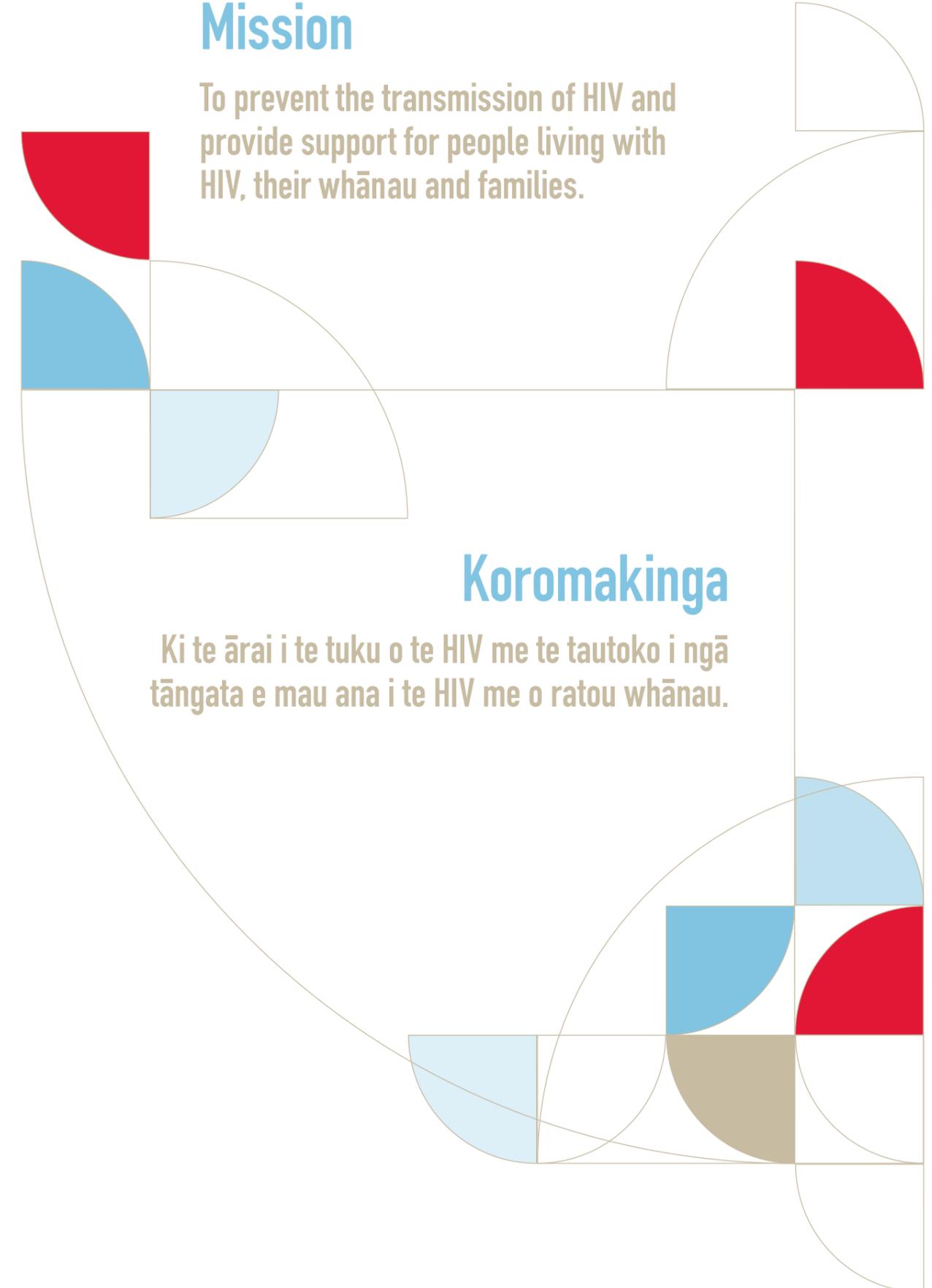
Whakataka te hau ki te uru,  
Whakataka te hau ki te tonga.

Kia mākinakina ki uta,  
Kia mātaratara ki tai.

E hī ake ana te atākura he tio,  
he huka, he hauhunga.

Haumi e! Hui e! Tāiki e!

## Mission



To prevent the transmission of HIV and  
provide support for people living with  
HIV, their whānau and families.

## Koromakinga

Ki te ārai i te tuku o te HIV me te tautoko i ngā  
tāngata e mau ana i te HIV me o ratou whānau.



## Message from the Trust Board Chair

The last year, 2010-11 has been significant for the New Zealand AIDS Foundation (NZAF). We farewelled Rachael Le Mesurier, our long serving Executive Director, after seven years of strong contribution to our work. Following a rigorous recruitment process with involvement from a cross-section of the community, the Board was pleased to appoint Shaun Robinson as the new Executive Director. Shaun comes with extensive experience in leading not-for-profit organisations in social justice settings.

Another milestone for the year was establishing the new NZAF Strategic Plan. The Board has been pleased to see Shaun and the NZAF team make energetic progress against the strategic goals outlined in the plan.

The Board has taken more steps in the journey of our organisational relationship with tangata whenua this year. The Māori Advisory Group has been re-convened and their input to the development of appropriate relationships and cultural responsiveness is being embraced.

At a time when HIV diagnoses rates are at an all time high for gay and bisexual men in New Zealand the Board is very aware of its responsibility to govern the NZAF wisely and well. In the past year, the Board has considered a number of issues having a significant impact on the NZAF's operating environment. Concerns about funding and the need to diversify income streams, improved and meaningful participation from internal and external stakeholders, and the position of NZAF services with the advent of developments like 'test and treat' have particularly occupied the Board's attention over the last year. The Board will continue to consider these and a variety of other matters, both challenging and comforting, affecting the NZAF's operations.

I am grateful for the contribution of all the Board members, especially Hamish Allardice and Cherry Sonderer who step down this year. I want to thank the NZAF Life Members, members, volunteers and staff for the fantastic work that you do. It is because of our collective efforts that New Zealand has one of the best records in the world in responding to HIV and has the potential to succeed in our mission.

Alastair Cameron  
Trust Board Chair



## Executive Director's Overview

It has been an honour and a challenge for me to become part of the New Zealand AIDS Foundation (NZAF) in 2011.

It is an honour because the NZAF is highly respected and highly effective; it has been and continues to be, one of the most successful HIV organisations in the world, contributing significantly to social justice for the gay and bisexual men's communities and enriching the whole of New Zealand society in the process. The community of staff, volunteers and supporters are one of the most creative, 'on to it' and dedicated groups I have ever had the privilege of working with.

My role is a challenge for many reasons; the epidemic is in a resurgent phase due to changes in treatment, community perceptions and sexual networking – new ways of working are required in this new environment. Change is always challenging and requires explanation; the NZAF has not always communicated what it is doing and why it is doing it as well as it could, although I am happy to say that this is improving. The community has also changed both in needs and in terms of the role of other organisations; the NZAF must continue to change, adapt and work collaboratively as we all respond to HIV in 2011 and beyond.

As the epidemic grows, our resources have shrunk. For the first time our Ministry of Health funding has effectively been reduced, leaving a \$250,000 hole in our budget. In the shadow of the global financial crisis and Christchurch earthquakes we can expect less, not more, in funding. The NZAF must redouble its efforts in fundraising to fill this gap. We must ensure that every dollar we spend is of maximum use to our cause.

The challenges are large, but the passion and commitment of the community is strong. I firmly believe that together we can turn around the HIV epidemic in Aotearoa New Zealand.

Shaun Robinson  
Executive Director

Love  
your Condom

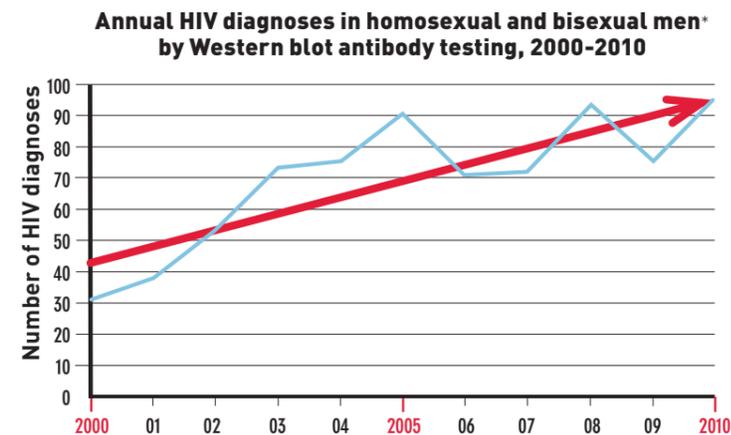
JOIN IN [getiton.co.nz](http://getiton.co.nz)



## Goal 1 Whāinga Tuatahi

A significant reduction in the number of people contracting HIV.

This is a fundamental challenge for the NZAF. HIV diagnoses have been increasing since 2000. Last year was the worst year on record for gay and bisexual men who have accounted for 77% of diagnoses in New Zealand in the last ten years.



\* Includes both homosexual/bisexual and homosexual/bisexual/IDU, and does not distinguish between infections acquired in New Zealand, overseas and unknown place of infection.

Source: Data provided by AIDS Epidemiology Group, Department of Preventive and Social Medicine, University of Otago. Graph produced by Research, Analysis and Information Unit, New Zealand AIDS Foundation 2011.

In this context, the absolute imperative is to increase rates of condom use for anal sex among gay and bisexual men. This will be a long-term process. Just as in the 1980s when the NZAF worked hard for seven years to turn the trend of the epidemic, so it will take several years of effort to reverse the current increase in HIV.

The NZAF's response is three-fold:

- The *Get It On!* condom social marketing programme
- The drive to increase HIV and STI testing
- One-to-one safe sex counselling



*Get It On!* is a long-term social marketing programme that uses a wide range of marketing tools to achieve behaviour change and has just one objective; to create a culture where condom use is the norm. *Get It On!* is a separate brand from the NZAF brand and has had unprecedented success in 2010-11, engaging with more gay and bisexual men than ever before.

- Condom distribution is at 350,000 per year - our aim is to reach 500,000
- *Get It On!* is a visible and popular presence at community events, bars, clubs and in eleven sex on site venues around the country
- Unique visitors on [www.getiton.co.nz](http://www.getiton.co.nz) have increased from 7,700 to 14,000 a month
- *Get It On!* has produced some amazing resources in the past year including *Pacific Voices*, *Tu Mai Takatāpui*, and the *Gay to Z*
- The Love Your Condom message is being delivered on grindr, scruff and twelve other mobile apps, and in new ways such as billboards, clothing, fake tattoos, projections in urban areas, branded products, events and television. The next year will see us taking the condom culture message to even more places!

Testing is vital to the control of the HIV epidemic. In 2010, 15% of the gay and bisexual men who were diagnosed with HIV, tested late in the course of their illness. This is bad for them personally because it means that they were diagnosed when they were already past the point when treatment should have begun and because they had an increased risk of transmitting HIV to their sexual partners.

- The NZAF pioneered **fast HIV testing** in New Zealand four years ago and has had a 600% increase in testing since then
- Over 1,500 tests were administered by NZAF staff and contractors in the last year and we aim to increase this by 10% in the next twelve months
- The ultimate aim is for New Zealand to have a fast, responsive, HIV testing system. We are excited that the NZAF's lobbying on this issue has led to a Ministry of Health project on HIV testing and we look forward to being influential in the course of the project.



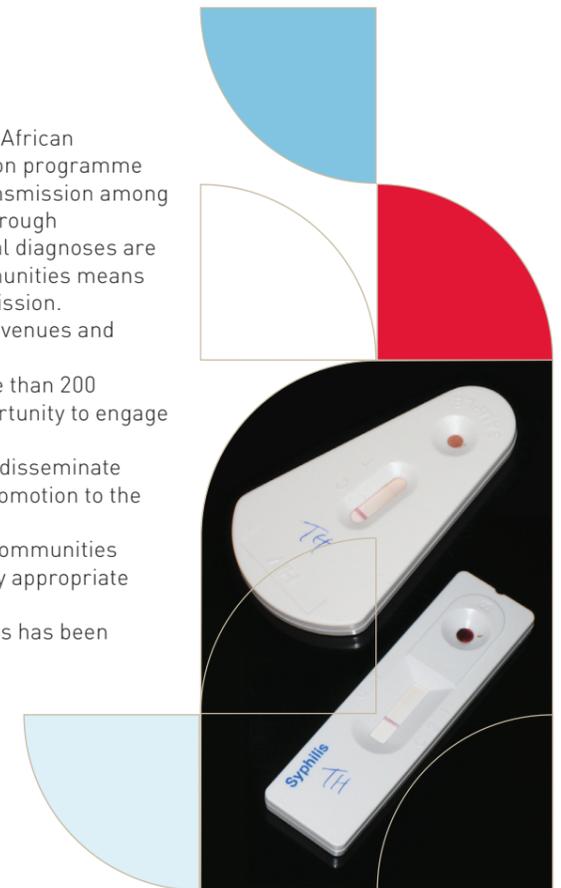
At some point in their life, many gay and bisexual men experience a range of personal issues associated with their sexuality and sexual behaviours. The NZAF encounters these men when they test for HIV and at that time we have the opportunity to engage professionally with them at a deeper level in a way that can also reduce unsafe sexual behaviours.

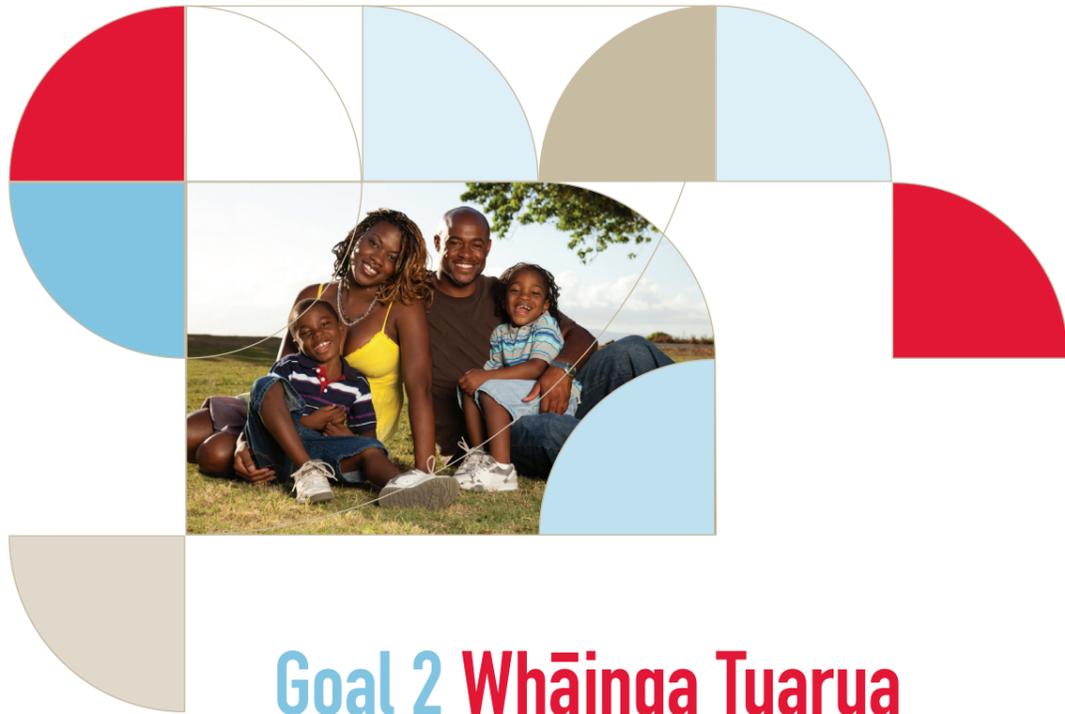
- NZAF Health Services provided support to more than 1,500 people last year. Whether they tested positive or negative for HIV, every person was offered professional pre- and post-test counselling and support that challenges unsafe sex and encourages behaviour change.

## African Programme

The second population most affected by HIV in New Zealand are our African communities. Since 2005, the NZAF has carried out an HIV prevention programme of health promotion and community development to prevent HIV transmission among Africans based in New Zealand. HIV is predominantly transmitted through heterosexual sex in African communities in New Zealand, and annual diagnoses are declining. However, the high level of prevalence in our African communities means that it is important to remain focused to prevent onward HIV transmission.

- Nearly 14,000 condoms were distributed at sports tournaments, venues and community events in the last year
- NZAF African Community Engagement staff participated in more than 200 African community events and meetings which provided an opportunity to engage with more than 10,000 people
- Almost 100 Community Educators were recruited and trained to disseminate information and knowledge about HIV prevention and condom promotion to the many diverse African communities across New Zealand.
- Religious leaders, both Muslim and Christian, from the African communities have unanimously supported and endorsed the NZAF's culturally appropriate promotion of condoms to prevent HIV and STIs
- A significant shift to online engagement with African communities has been developed with the website [www.lovecoverprotect.co.nz](http://www.lovecoverprotect.co.nz)





## Goal 2 Whāinga Tuarua

The NZAF provides responsive and culturally appropriate services that provide opportunities for people living with HIV, their whānau and families, to maximise their wellbeing.

The roots of the NZAF are in supporting people affected by HIV and AIDS. The development of antiretroviral therapy (ARVs) has significantly changed the nature of this role – very few people now die of AIDS and the majority of people living with HIV report a good state of wellbeing. In addition to these changes, HIV peer support organisations like Body Positive, Positive Women and INA, have strengthened. The NZAF now plays a range of roles that work in collaboration with other organisations to enhance services and provide opportunities for people living with HIV;

- In the last year, 3,400 counselling and support sessions were provided to NZAF Health Services clients
- Despite the earthquakes, NZAF South/Te Toka's staff were able to relocate, resume service delivery quickly and support the gay communities through the on-going trauma
- Through a range of hui, African community events and fono, the Community Engagement teams engaged with people living with HIV and with their whānau and families, providing information and promoting safe sex
- NZAF Health Services extended its network of contracted counsellors so that 95% of the country has access to services; the three remaining provincial centres will receive coverage in 2012
- Outreach testing services have extended into sex on site venues in Wellington and Christchurch (prior to the earthquake)
- *Get It On!* has contributed to the safety and wellbeing of people living with HIV through the condom promotion message.



## Goal 3 Whāinga Tuatoru

The NZAF has a strong and broad evidence base that informs all aspects of its work.

From its inception, the NZAF has placed a high premium on science and evidence. After 26 years, we have built up a considerable knowledge base. Understanding of the science of HIV, the social context of the epidemic and clinical responses to HIV have all evolved and will continue to change. In a world where more than 10,000 scientific papers are produced on HIV each year, staying on top of the evidence is a challenge. Even in this context there are aspects to the New Zealand epidemic where the best evidence is based on culture, experience and anecdote. The NZAF draws on all of these threads to inform what it does. Examples of work in this area include:

- The NZAF has undertaken significant analysis of the literature and issues of the role of HIV testing and ARVs in reducing the spread of HIV. This continues to be presented to a range of audiences
- In partnership with the AIDS Epidemiology Group at the University of Otago, research was carried out for the Gay Auckland Periodic Sex Survey (GAPSS) and the Gay Online Sex Survey (GOSS) – we are eagerly anticipating the results of this vital behavioural surveillance research
- The NZAF also partnered with the University of Otago to coordinate an anonymous oral fluid sampling as part of GAPSS field work. This will give very useful insights into the level of undiagnosed HIV in New Zealand's gay and bisexual men's communities
- The organisation has been collaborating with Otago University and the Ministry of Health, to encourage behavioural surveillance to be undertaken among New Zealand's African communities. Funding for the project was announced this year and the NZAF anticipates significant involvement in making the project successful
- The NZAF farewelled Dr Peter Saxton, Senior Researcher, last year but simultaneously welcomed him to the new Auckland Office of the University of Otago's AIDS Epidemiology Group. We anticipate that this move will strengthen our long-term partnership with the University and enhance the HIV research sector in New Zealand.

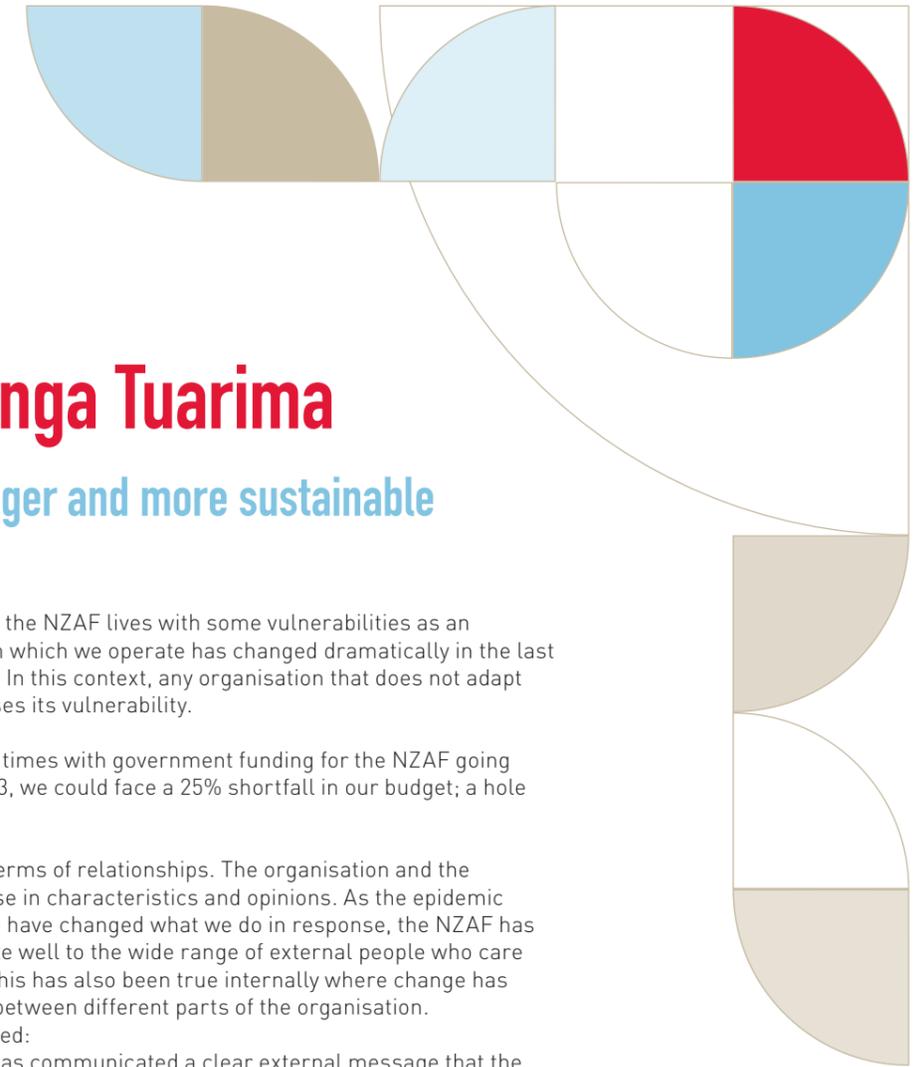


## Goal 4 Whāinga Tuawhā

The NZAF has a shared vision with organisations committed to HIV prevention and healthcare, and the communities most at risk of HIV have a sense of ownership of that vision.

The challenges of the resurgence of HIV among gay and bisexual men cannot be solved by the NZAF alone. In today's community there are a wide range of organisations, groups and individuals with a passion for the issues around HIV. The NZAF has been increasing its collaborative work to advance our dual mission of prevention and support.

- The NZAF has participated in training for more than 65 community groups, health and social service providers
- Professional social work is provided by a staff worker in Auckland who works for both the NZAF and Positive Women
- Our Community Engagement staff have partnered with eleven sex on site venues throughout the country and *Get It On!* is becoming increasingly prominent in these spaces
- 150 people have signed on as *Get It On!* champions in the last year
- We have coordinated the HIV Forum which brings together a range of clinicians, academics and people from health services, the Ministry of Health and community organisations to collaborate in a national approach to HIV. We are proud that the effort of the NZAF has contributed to the Ministry of Health taking a fresh look at the Sexual and Reproductive Health Strategy, a national approach to HIV, discrimination and legal issues
- Through *Get It On!*, the NZAF has sponsored or organised key community events including the Out Games, the Big Gay Out, Out Takes and Bear Week 2011
- Our work with tangata whenua communities continues with preparation for another Hui Takatāpui and increased engagement with iwi and Māori health organisations
- The NZAF handed over full responsibility for the Positive Speakers Bureau to Positive Women as part of the 2011 contracting round
- We also transferred the Wellness Fund to the National Collective of People Living with HIV
- Our relationship with Body Positive has grown to the point where a Memorandum of Understanding between the two organisations is imminent
- The NZAF was pleased to join the newly formed Aoteroa Rainbow Alliance committed to LGBTQ health issues
- We have collaborated with the New Zealand Prostitutes Collective on a response to the Manakau City Council (Regulation of Prostitution in Specified Places) Bill
- We continued to support the NZ AIDS Memorial Quilt project as an important tribute to the communities we serve
- Through our International Development work we support capacity-building activities for local organisations in Samoa, Tonga and with the Pacific Sexual Diversity Network
- The NZAF also successfully lobbied our government to advocate for the inclusion of men who have sex with men in the 2011 Political Declaration on HIV/AIDS at the 2011 UN High Level Meeting on AIDS.



## Goal 5 Whāinga Tuarima

### The NZAF is a stronger and more sustainable organisation.

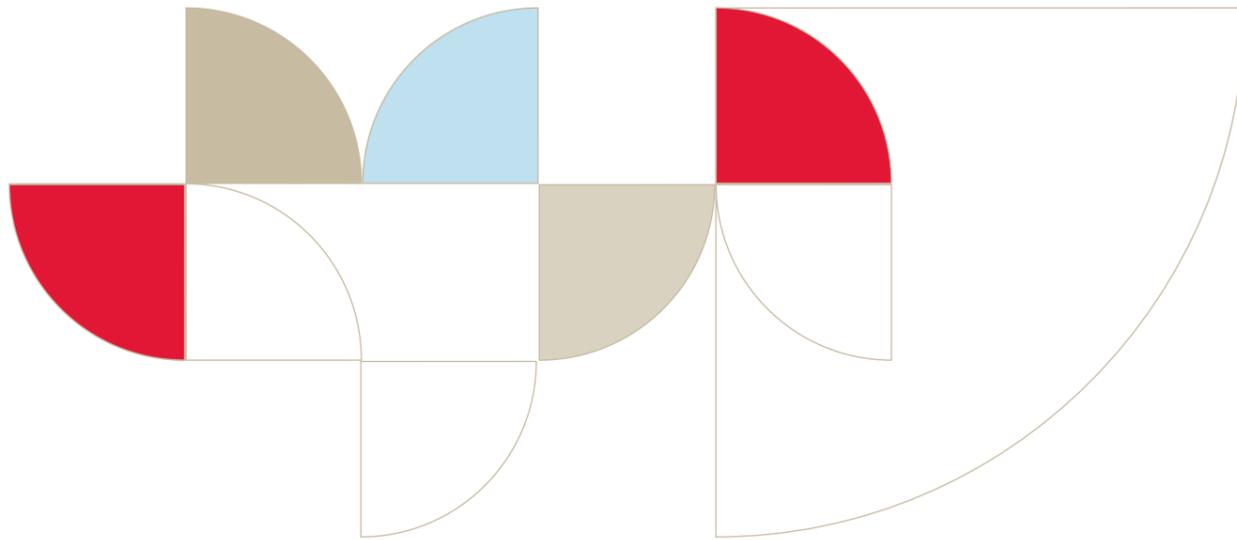
Despite its 26 years in existence, the NZAF lives with some vulnerabilities as an organisation. The environment in which we operate has changed dramatically in the last decade and continues to change. In this context, any organisation that does not adapt and manage change well increases its vulnerability.

Financially these are precarious times with government funding for the NZAF going backwards in real terms. By 2013, we could face a 25% shortfall in our budget; a hole of \$1,000,000.

The NZAF is also vulnerable in terms of relationships. The organisation and the communities we serve are diverse in characteristics and opinions. As the epidemic has got steadily worse and as we have changed what we do in response, the NZAF has sometimes failed to communicate well to the wide range of external people who care about us and about the issues. This has also been true internally where change has heightened stress and tensions between different parts of the organisation.

These issues are not being ignored:

- The new Executive Director has communicated a clear external message that the NZAF is totally focused on turning the epidemic around
- There is an equally clear internal message that the NZAF is one organisation with two key tasks: prevention and support. Everyone in the organisation contributes in some way to both tasks
- A substantial process of encouraging greater internal collaboration and communication has been initiated
- Fundraising efforts are being increased with the aim of substantially increasing non-governmental income
- Administration positions have been reduced significantly
- Meaningful communication with external stakeholders has been increased and improved
- Media coverage has been markedly more favourable for both the organisation and issues related to HIV.

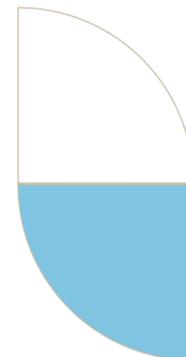


## And for the year to come...

The depth and breadth of the NZAF's work is impressive, but there is no room for complacency or even satisfaction. With HIV diagnoses at record levels among gay and bisexual men, every effort must be made to fight the epidemic. No epidemic is stopped overnight. It takes sound thinking and consistent, long-term strategy. Within this strategic approach the NZAF must be open and responsive to changes in the environment and we must be fleet footed in our tactics.

In real terms, people with an interest in our cause can expect to see;

- Growing momentum for the condom culture building via *Get It On!*
- Mounting emphasis on increasing the responsiveness of HIV testing in New Zealand's health systems
- NZAF Health Services working increasingly within models of partnership and outreach
- Collaboration growing stronger across the HIV sector
- Greater emphasis on understanding and responding to the cultural needs of our communities
- And, with the combined efforts of all communities of interest, the beginning of a reversal of the HIV epidemic.



## The NZAF is sincerely grateful to all those who contribute financially, or donate their time and talent to our mission.

Accor Hotels  
 Alcohol Advisory Council of New Zealand (ALAC)  
 Anonymous  
 ANZ  
 Noeline Arnott  
 art + object  
 ASB Community Trust  
 Bear Week NZ  
 Bears Christchurch  
 Jo Bridgman  
 Caluzzi Bar and Cabaret  
 Troy Carkeek  
 Dr Graeme Carpenter  
 Catalystwo Ltd  
 Checkmate Wellington  
 Joan Cockburn  
 Dan Coomey  
 Crane Bros  
 Stephen Donald  
 Eagles Nest  
 Paul Ellis  
 Dr John Gates  
 B Gibbison  
 Dr M Goodall  
 Graeme Thomson Antique and Estate Jewellery  
 Grassroots Trust  
 Miss D G Greenhill  
 Cole Griffiths  
 James Harper  
 Dr Mark Henrickson  
 Max Hoffman  
 I See Red Party  
 indice  
 Nigel Knapp  
 Cyrille Koolhaas

Hoani Jeremy Lambert  
 Rachael Le Mesurier  
 Michelle Lim  
 Lola Bar  
 Lynch Phibbs Limited  
 Hannah Malaika  
 Mark Hutchins Gallery  
 MenFriends Chch  
 Nancy Joan Mills  
 JK Mistry  
 Neena Musalgaonkar  
 New Lynn Hardware  
 NT Craig Family Trust  
 Otago University Student Assoc  
 Partnership Health Canterbury  
 PHARMAC  
 Dr P G Poland  
 QWU Charitable Trust  
 Rainbow Youth Inc  
 Scotty and Mal's Cocktail and Lounge Bar  
 Secretariat of the Pacific Community (SPC)  
 Society of Mary  
 SSL New Zealand Ltd (Durex)  
 James Sule  
 The Body Shop  
 Peter Thornton  
 Zoe Twose  
 Brent Tyrrell  
 University of Otago  
 Urge Bar NZ  
 Simon Verbiest  
 Karen Walker  
 Terry Wang  
 Wellington City Council  
 Carla Wild  
 Paul Wyborn  
 Kevin Young

## NZAF Trust Board

Alastair Cameron  
 Chair

Dr Paul Bohmer  
 Deputy Chair

Hamish Allardice  
 Kathryn Leaf  
 Cherry Sonderer  
 Andrew Sweet  
 Kaine Thompson



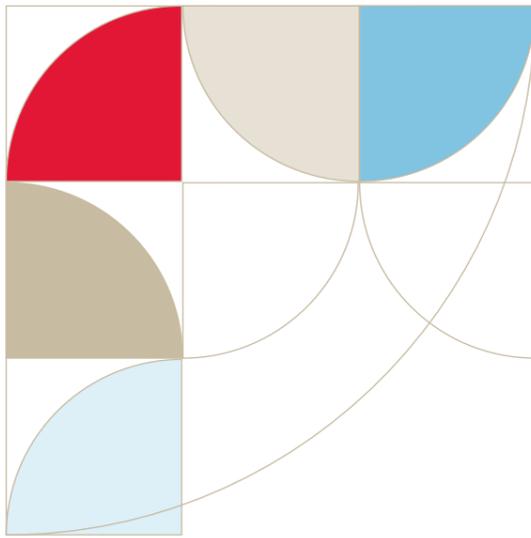
The NZAF would like to thank RSM Prince Chartered Accountants for their accounting services, and



for their help with World AIDS Day.



ASB Community Trust  
 Te Kaitiaki Putea o Tamaki o Tai Tokerau  
 supported by ASB



These figures are extracted from the full audited financial statements. A copy of the full audited Financial Statements can be obtained from NZAF National Office or at [www.nzaf.org.nz](http://www.nzaf.org.nz).

## STATEMENT OF FINANCIAL POSITION

As At 30 June 2011

	2011	2010
	\$	\$
<b>FUNDS</b>		
Accumulated Funds	1,519,286	1,910,726
Building Reserve	12,000	-
Research Reserve	61,600	-
General Wellness Funds	-	19,830
<b>TOTAL FUNDS</b>	<b>1,592,886</b>	<b>1,930,556</b>

Represented By:

### CURRENT ASSETS

Accounts Receivable	460,721	397,783
Other Assets	53,996	26,912
Kiwi Bank Accounts	619,708	711,550
	<b>1,134,425</b>	<b>1,136,245</b>

### LESS: CURRENT LIABILITIES

Accounts Payable	301,981	125,009
Other Creditors and Accruals	430,881	348,668
Kiwibank Term Loan - Current Portion	58,666	53,686
	<b>791,528</b>	<b>527,363</b>

### WORKING CAPITAL

342,897 608,882

### NON-CURRENT ASSETS

Property, Plant & Equipment	2,407,339	2,537,675
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### LESS: NON-CURRENT LIABILITIES

Kiwibank Term Loan - Non-current Portion	1,157,350	1,216,001
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<b>NET ASSETS</b>	<b>1,592,886</b>	<b>1,930,556</b>
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## STATEMENT OF MOVEMENTS IN TOTAL FUNDS

For the year ended 30 June 2011

	2011	2010
	\$	\$
Total Funds at start of year	1,930,556	1,708,908
Total comprehensive income for the year	(337,670)	221,648
Transferred (to) / from Research Reserve for the year	(61,600)	-
Transferred (to) / from Building Reserve for the year	(12,000)	-
Total recognised revenue and expense	(411,270)	221,648
<b>Total Funds at end of year</b>	<b>1,519,286</b>	<b>1,930,556</b>

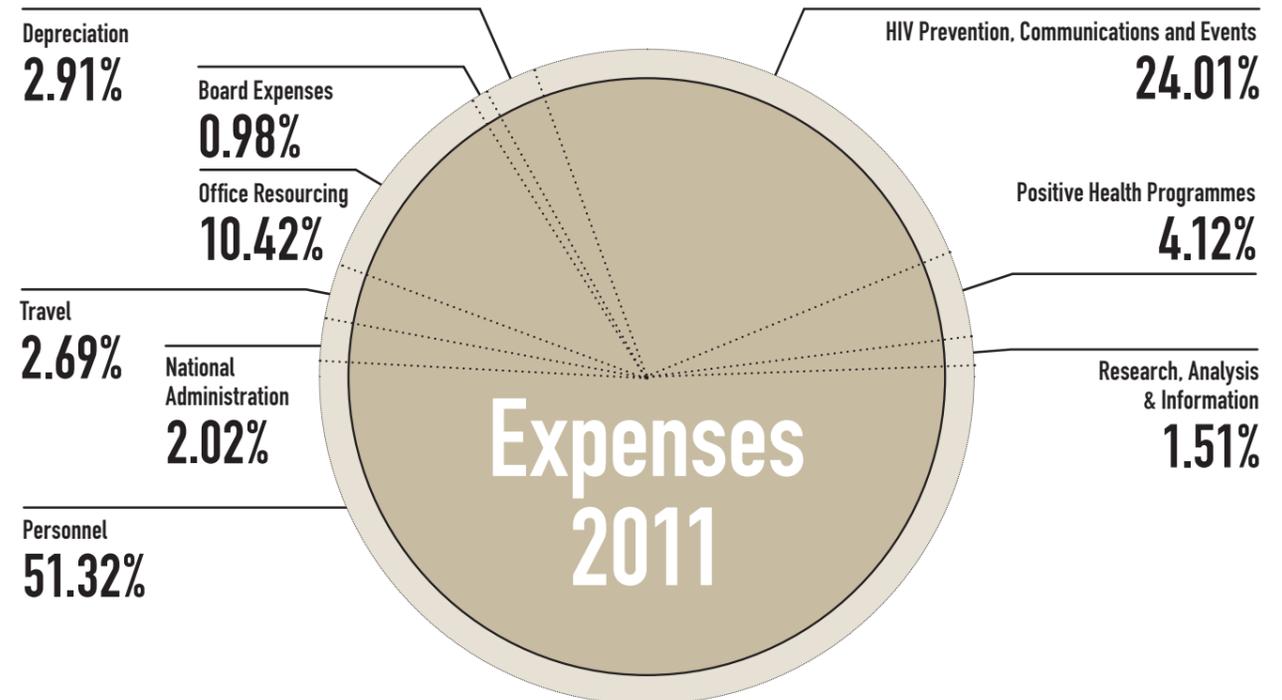
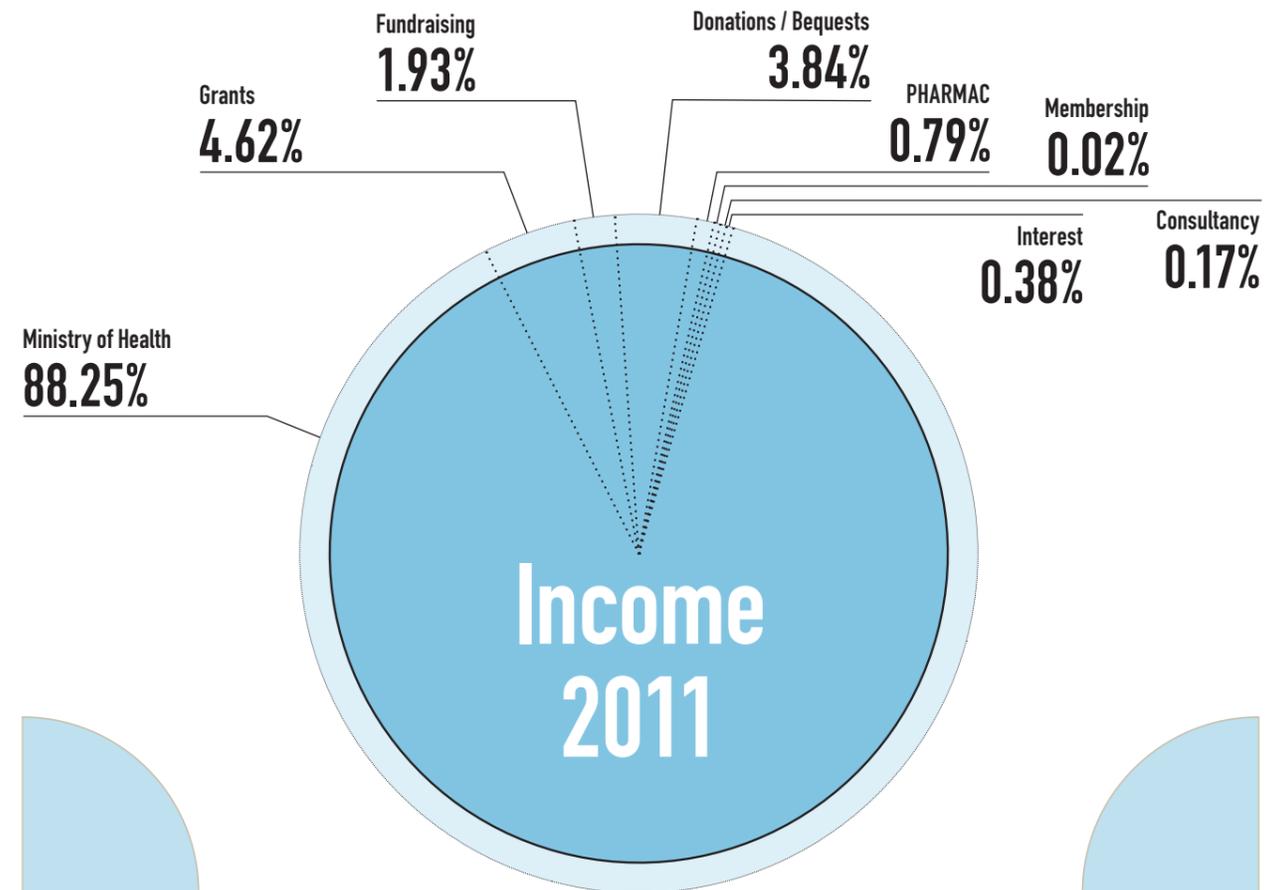
## STATEMENT OF COMPREHENSIVE INCOME

For the Year Ended 30 June 2011

	2011	2010
	\$	\$
<b>Income</b>		
Ministry of Health Income	4,112,376	4,244,654
Ministry of Social Development Income	-	10,000
Grants	215,311	157,846
Fundraising	89,858	71,680
Donations/Bequests	179,108	68,593
PHARMAC	36,860	36,646
Membership	788	1,578
Consultancy	7,745	856
Interest	17,643	9,485
<b>Total Income</b>	<b>4,659,689</b>	<b>4,601,338</b>

### Expenses

Office Resourcing	520,936	502,990
Board Expenses	48,889	35,400
HIV Prevention, Communications and Events	1,199,961	761,015
Depreciation	145,605	157,687
Positive Health Programmes	205,944	85,086
Research, Analysis & Information	75,588	25,405
Personnel	2,564,846	2,568,279
National Administration	101,025	73,792
Travel	134,565	170,036
<b>Total Expenses</b>	<b>4,997,359</b>	<b>4,379,690</b>
<b>Total comprehensive income for the year</b>	<b>(337,670)</b>	<b>221,648</b>



## New Zealand AIDS Foundation National Office

t 09 303 3124  
e [contact@nzaf.org.nz](mailto:contact@nzaf.org.nz)  
31 Hargreaves Street  
St Mary's Bay  
Auckland, 1011

## NZAF Burnett Centre

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Auckland, 1011

## NZAF Āwhina Centre

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## NZAF South/Te Toka

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