

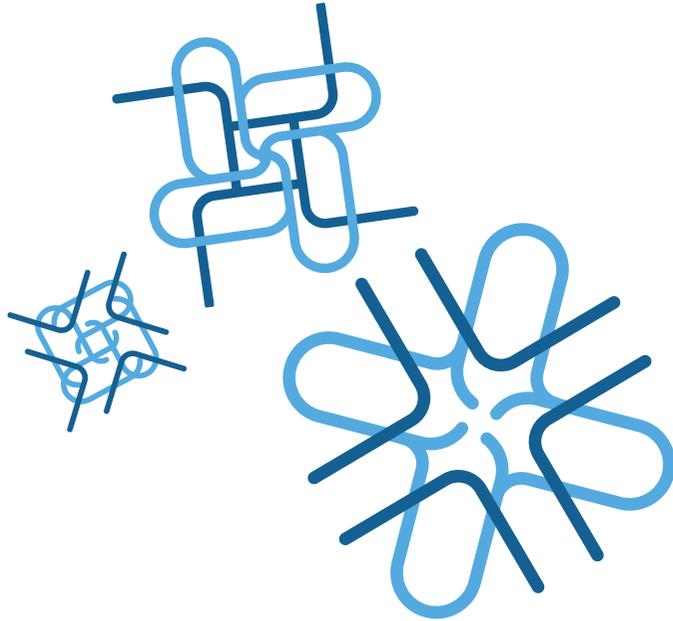


the voice of people
with HIV since 1988

PositiveLifeNSW

ANNUAL REPORT 2011-2012

The peak body in NSW for people living with & communities affected by HIV/AIDS for the past 24 years.



Positive Speakers Bureau

Talkabout Magazine

Health Promotion

Social Marketing

Life Mail E-News

Peer Education

Planet Positive

Fact Sheets

Campaigns

Fresh Start

Advocacy

Referrals

Genesis

Events

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the voice of people
with HIV since 1988

Positive
LifeNSW

Positive Life NSW has been the peak body in NSW for people living with and communities affected by HIV/AIDS for the past 24 years.

VISION

People with HIV have the capacity and opportunity to enhance their own quality of life and the quality of life of their partners and communities.

MISSION

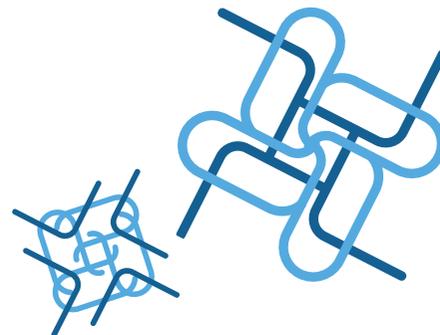
Positive Life NSW is a trusted, grass-roots, community organisation, an effective advocacy organisation and professional health promotion agency that makes a significant positive impact on the entire range of issues for people with HIV, their partners and communities.

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PRESIDENTS REPORT

Malcolm Leech



The past financial year has been one of change, renewal, the revitalising of Positive Life NSW and continually improving the way we work as we continue to meet the emerging needs of people with HIV (PLHIV). The Board has reviewed our Operational and Governance structures, budgets, programs, conducted board evaluations and evaluation processes. It has been a year where we have been on the move creating new history, a new space.

Our Annual General Meeting was held on Wednesday 24 November 2011. The elected Board included me as President, Jane Costello Vice President, Paul Ellis Treasurer and James Wilson Secretary. The Ordinary Directors include Cameron Cowell, David Crawford, Scott McKeown, Brian Rogers and Peter Schlosser. I would like to thank Craig Cooper and Brett Paradise who resigned during the year for personal reasons and Simon Chaplin and Peter Thoms who chose not to nominate again for personal reasons. I would also like to acknowledge and thank the work of all Board members I have worked with during the last financial year.

Sonny Williams joined Positive Life NSW as our Chief Executive Officer (CEO) in July. With a new CEO the Board commissioned an audit from the Australian Network on Disability regarding a site accessibility assessment of our office accommodation at Oxford Street. The Board understood this audit was appropriate to meet our Occupational Health & Safety obligations, and our offices must fit within NSW State guidelines i.e. spaces are accessible for people with disabilities and meet confidentiality needs. The report highlighted some areas of concern and required action from the organisation. Taking into account the Australian Network on Disability report and the changing needs of our office accommodation the Board agreed to investigating alternative spaces for the organisation, reviewing either "stand alone" or co-location options with other like-minded agencies.

In mid-March 2012 Positive Life NSW relocated to 414 Elizabeth Street, Surry Hills, a space occupied by a range of HIV/sector organisations. Relocation has allowed for better access, security, productivity and redefined efficiencies for

the agency, its constituents and members. I would like to take this opportunity to thank the City of Sydney our former landlords for all the support they gave us over the past 20 years.

The Board year started with a facilitated Governance and Induction Workshop informing directors how the Board operates within the Associations incorporation ACT (2009) and our relationships with staff and stakeholders. It also informed the board about its roles and responsibilities as Directors and other governance issues. As a result of the Workshop, position descriptions have been drafted and approved by the Board.

A further recommendation from the Workshop is that the Board commences a formal succession planning process. an issue many Boards avoid. While this has been done in an informal way in the past, the process needed to be formalised with the right structures in place. The Board has formed a Succession Planning Working Group (SPWG) whose purpose is to create a model and policy for succession planning. The members of the group include; David Crawford (Chair), Jane Costello, Peter Schlosser, Sonny Williams and myself.

The Administration Committee has changed its name to the Finance and Governance Committee although the actual role and purpose of the committee has not changed. The committee has a new terms of reference that clearly informs all Board members the purpose of the committee.

The Board determined not to hold the HIV Community Summit in the form as provided for in the strategic plan, but instead created a series of "Roadshows" known as the "Rural Roadshow" in Regional and Rural NSW and "Community Forums" in Sydney and Western Sydney. These Forums and Roadshows mean that we have greater access to the Body Positive throughout Sydney and rural and regional NSW.

The topics for the current roadshows include: Ageing, HIV and other Health conditions, mental health, the HIV response in Australia, the Enhanced Medical Access Scheme, legal issues and local issues.

The forums are conducted in partnership with NAPWA and the HIV/AIDS Legal Centre (HALC) and have proven to be interactive and a great success. Forums have been conducted in Dubbo and Bangalow with more to come in the next financial year in Tamworth, Newcastle, Albury, Sydney and Western Sydney. We are currently seeking funding for forums in Queanbeyan and Port Macquarie.

Kathy Triffit's work with the success of Sero Disco 1 – 'Why let HIV get in the way of a good relationship' identified the need for further work and resulted in a second campaign – Sero Disco 2. This has included a new magazine following on from the success of the last one.

Lance Feeney has commenced work on HIV and Ageing as it was determined that Positive Life NSW should take the lead on this issue. Funding is currently being sought for this purpose. A model similar to Mental Health & HIV will be used to develop this issue.

Lance also wrote a submission in response to the legislative issues paper relating to the PCEHR (Personally Controlled Electronic Health Records). The joint submission was prepared by Positive Life and HALC and extremely well received. Hepatitis NSW requested to become a co-signatory.

The Chief Health Officer (CHO) of the NSW Ministry of Health invited Positive Life NSW to respond to the new regulations regarding the NSW Public Health (Disposal of Bodies) Regulation 2011. Lance wrote a submission which was sent to the CHO commending the Ministry of Health on the removal of HIV and HCV from the prescribed infectious diseases listed in Part 3 of the new regulations. This means that "Infectious Disease-handle with care" will no longer be marked on body bags of people with HIV and HCV, body viewing (open coffins) will be permitted, as will embalming of bodies and burial in vaults. The proposed changes will offer the families of people with HIV or HCV burial options that were previously unavailable.

I would like to acknowledge the work that Kathy Triffit did during her time as acting CEO. Kathy's workload is great at the best of times and she is to be congratulated in the way she stepped up and performed her duties in both roles superbly.

Australia played a leading role in getting all UN Member States to endorse the new UN Political Declaration on HIV/AIDS. The declaration includes new HIV prevention targets. The UN Declaration on HIV/AIDS of which Australia has become a signatory, sets the following transmission targets:

- Reducing sexual transmission of HIV among MSM by 80% by 2015
- eliminating HIV transmission from injecting drug use by 2015
- eliminating HIV transmission among sex workers and clients by 2015.

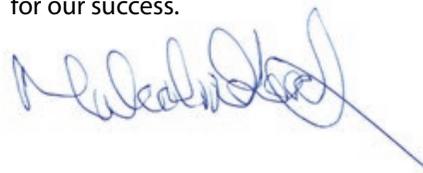
Prevention targets will be complemented by a treatment target of 90% by 2013. Positive Life NSW will be required to play a role in partnership with other HIV sector organisations. Positive Life NSW, NAPWA, ACON and ASHM have endorsed the proposed Australian targets and the HIV sector and health departments are currently discussing a range of issues in relation to implications for a policy and programmatic response. Positive Life NSW will engage with PLHIV and play an active role in this work in partnership with other HIV agencies in the sector.

On behalf of the Board, I would like to express my deep appreciation to our auditors, ESV Chartered Accountants, who always provide us with a thorough and detailed audit service on a pro bono basis.

I would like to acknowledge our volunteers who support us and the members of the Positive Speakers Bureau whose contribution is vital to the work we do.

For the staff it has been a year of "comings and goings". I would like to take the opportunity and thank Phillip McGrath for the years of service that he has provided to the agency and the work of Susan Ardill during the past year and wish both of them well for the future. I would like to thank Kathy, Lance, Hedimo and Harry for all the work they have done and to formally welcome Jonathon to the agency. I would like to make special mention of Sonny Williams who has not only performed in his role superbly but for all the support and sage advice that he continually provides me with.

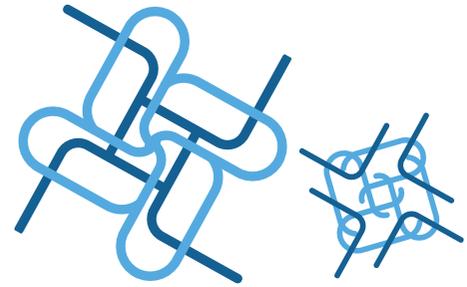
Finally and I always will say, Positive Life NSW would not be the effective voice of people living with HIV if it were not for the passion and commitment of all PLHIV and their associated communities who contribute to our work. I cannot thank you enough. You are and always will be the most significant part of our existence and a major reason for our success.



Malcolm Leech
President

CHIEF EXECUTIVE OFFICERS REPORT

Sonny Williams



As the CEO for Positive Life NSW, the past year has been one of challenge, reflection, development, and review, with the organisation undertaking a rebranding exercise, community reconnection and relocation to a shared services facility with comprehensive disability access. There has been a rewriting of position descriptions, restructuring of some roles, renegotiating contracts, budget reviews and with reaccreditation from the Quality Improvement Council (QIC) establishing new standards of operation and improvement.

Following the completion of the second External Accreditation in April 2012 and subsequent report in May 2012. Three Quality Improvement Council (QIC) Standards were exceeded (2.2 Services and Programs are provided in an effective, safe and responsive way to ensure positive outcomes for consumer and community, 2.4 Confirming Consumer Rights & 3.2 Collaboration and Strategic Positioning) and all others were met. A revised Quality Work Plan which spans 2012-2015 serves as the working document against which progress is reported on a six-monthly basis during the next three year review cycle. Quality Management Services acknowledged the ongoing work being carried out by Positive Life NSW and the organisations' commitment to continuous quality improvement.

ORGANISATIONAL BRANDING

For any agency or organisation, branding can be a painstaking and lengthy process, identifying which parts of the brand we need to refocus or remove and what can be achieved in-house or outsourced. While, the concept of 'branding' can be hard to pin down; during the process we had to look at the:

- Visual identity – all of the graphical elements that make up our communication.
- Verbal identity – the way we talk and write, key phrases or words etc.
- Behavioral identity – the way you manage the representation of your brand. Staff, advocates, supporters etc

Finally to round off the process, we focused on our immediate requirements and set out the scope of the rebrand as we envisaged, moving into the future.

FUNDING

Our main funding source for the organisation is State Government based, tied to service contracts and with clear, outcome focused links to strategic and business plans, and budgets. Built into our contracts are annual reporting and acquittal reviews to the Ministry of Health.

Over the course of the past year we have been identifying other potential sources of income, taking into account the different selection criteria and eligibility requirements, outcomes each funding body is seeking and looking at educational value and deliverables. What has become clear when investigating alternative funding avenues is that the "market place" is busy with other agencies and organisations competing within the same space. The challenge therefore is how to sell, promote or "showcase" your programs uniqueness, reach, educational benefits and overall contribution to building sustainable communities.

PEER SUPPORT REVIEW

Positive Life NSW and ACON undertook a peer support program review, both organisations collaborated to review the mix of peer support models and approaches being used, support the development of effective evaluation to build an evidence base for these programs and review the effectiveness of the peer support programs and make recommendations for further development. Part of the review process has been to investigate potential models of program delivery and ways to strengthen the working partnership utilising the expertise within both organisations. Peer support programs should promote a sense of wellness, community connection, and mentor, build resilience and leadership. We should acknowledge when a program has either achieved what we set out or is no longer meeting its purpose and make the changes required with confidence.

REPRESENTATION

PLHIV are represented on over sixty (60) government, non-government, clinical and research networks, agencies, committees, advisories, reference groups and task forces, by representatives within the organisation.

SYSTEMIC ADVOCACY

Further on in this report you will read some of the highlights and achievements in Systemic Advocacy. Very few changes happen in health policy without some form of advocacy and there have been significant contributions to addressing inequities and advocating for access, policy or procedural change. From the Enhanced Medication Access scheme, Supply of HIV medication and the Pharmaceutical Benefits Scheme, to the disposal of bodies infected with HIV to name just a few. Systemic advocacy takes time, requires a strategic vision and patience, along with the ability to develop effective networks and to bring people along with you. Positive Life NSW will continue reviewing the ways in which to advocate advances in HIV treatments that facilitate more accurate discussion around the realities of HIV treatments, and the benefits of removing any barriers to starting early treatment



The year ahead holds great opportunities for the organisation and for members.

SOCIAL MARKETING & EDUCATION

Our work in this area is built on a partnership of affected communities, community based organisations, researchers, health professionals and the government which underpins a number of collaborative actions. These partnerships are important to contributing to how we communicate and work effectively across programs creating new opportunities around health education, information and messaging.

Partnerships remain an essential component of our work. We have continued to build and use the internet and online environment along with other 'new technologies', at the same time balancing this with the need to still retain a traditional print media presence within a strict budget and planning process. There has been over the last year considerable interest and response in our social marketing and education activities and within this report are comprehensive details outlining the breadth and reach of our campaigns, programs and work.

REINVIGORATION & RESTRUCTURE OF THE POSITIVE SPEAKERS BUREAU (PSB)

The Positive Speaker's Bureau has been undergoing a significant year of change, reconnecting with speakers, sharing a new vision and a way forward to promote the Positive Speakers Bureau. The organisation remains committed to a training program to assist speakers to craft their talks, work through new messaging and keep speakers stories relevant and up to date. The Positive Speaker's Bureau continues to reflect the needs of speakers for ongoing development and updating of skills and we continue to train and support speakers who benefit from developing new skills and peer support through our program.

NEXT TWELVE MONTHS

The year ahead holds great opportunities for the organisation and for members. The next twelve months will see the organisation move forward with a new NSW HIV Strategy 2012-2015 due to be launched. Positive Life NSW as a participating organisation will review how our current and future work will intersect with the NSW strategy and the expectations related to service delivery, program outcomes and budget impacts. Positive Life NSW will:

- deliver awareness campaigns targeting people with HIV.
- continue to develop community education campaigns regarding the individual and preventative benefits of HIV treatment.
- work with Local Health Districts, professional medical organisations, and the Agency for Clinical Innovation (ACI) to promote policies and deliver education that reduces discrimination in health-care settings.
- continue to raise community awareness about the impact of stigma and discrimination on the lives of people with HIV.

Positive Life NSW is committed to working in partnership, and the centrality of the positive voice, our work continues to support people living with HIV (PLHIV), from the newly diagnosed to those living long-term with HIV and other health challenges.

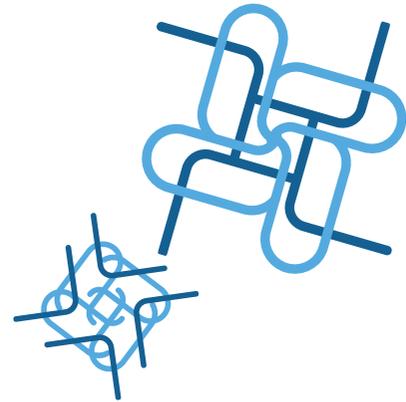
Finally I would like to thank the Positive Life Board, members, staff and service partners. All that we are able to achieve throughout the last financial year would not have been possible without your support.



Sonny Williams
Chief Executive Officer

TREASURERS REPORT

PAUL ELLIS



On behalf the Positive Life NSW Board I am pleased to present the 2011-2012 Annual Financial report for the organisation.

Positive Life NSW completed the 2011/12 financial year with \$93-00 deficit.

INCOME

The operating grant for the organisation is received from the Ministry of Health NSW and forms our main source of income. Supplementary income of a one-off nature is sourced from partnership programs (Local health Districts) Total income for received for the financial year was \$910,888

EXPENDITURE

Our organisational and employee related expenditure is in line with our program delivery. Core activities have increased which indicates an increased output of work and materials. I commend this and I hope through continued diligence that we have the capacity to keep building. Total expense for the organisation were \$910,981

... it was a productive year for the organisation and the activities of Positive Life NSW were managed with care...

BALANCE SHEET

The balance sheet illustrates the net worth of Positive Life NSW for the financial year 2011-2012

Current total assets are \$383,731

Liabilities for the period are \$134,352

The results are net assets of the organisation for the financial year end totalling \$249,379

In summary, it was a productive year for the organisation and the activities of Positive Life NSW were managed with care and due diligence. Our main obligation continues to be the costs of the day to day operation through the raised profile of the organisation and the range of work and programs being produced. I believe the organisation has managed its finances within realistic budget parameters and has built into its process robust review structures.

I would like to thank Matrix, Sonny Williams, Harry Richardson and the Positive Life Board for their due diligence and support during the financial year.

Finally, on behalf of the Board I would like to say thank you to ESV Chartered Accountants, who have provided a comprehensive and professional audit on a pro bono basis.

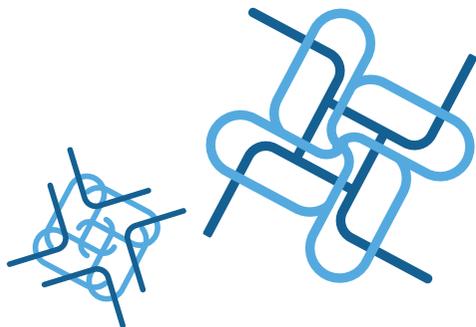
SYSTEMIC ADVOCACY

Lance Feeney

Very few changes happen in health policy without some form of advocacy. When these efforts succeed, the results can be transformative. Consider the convenience achieved by the EMA scheme where HIV medications can now be couriered to the address of choice and people no longer need to go to a hospital pharmacy; or the fact that the number of PBS co-payments and cost of HIV medications have effectively halved; or that the bodies of people infected with HIV no longer are treated differently, double bagged and marked "Infectious Disease – Handle with Care." Good ideas like these did not catch on by themselves. They happened because of HIV advocacy, political activity and changes in public policy. These are just a few of the issues that have been influenced successfully by Positive Life NSW.

The work to create those outcomes, and the actual results or signs of that progress, can be elusive. Advocacy by its nature is complicated and its impact is often indirect. HIV advocacy often evolves in a haphazard and non-linear way. That's because advocacy, even when based in research, is inherently political, and it's the nature of politics that events evolve - sometimes rapidly and in a nonlinear fashion. An effort that doesn't seem to be working can suddenly bear results or one that seemed to be on track can suddenly lose momentum.

The 2011/2012 year however, has seen a number of significant advocacy wins for Positive Life NSW and for HIV-positive people in NSW. These wins represent the culmination of sustained advocacy over a period longer than the time-frame reflected in this report.



Picking up your HIV meds has just become easier

The EMA is a new scheme that allows you to have your HIV medications delivered to your home, work, or a pharmacy of your choice.

The EMA is operating in both inner-city, outer metropolitan and regional areas of NSW.

To enrol in the scheme talk to your HIV prescribing doctor.

For more information, visit:

<http://www.positivelife.org.au/new-hiv-medication-access-scheme-nsw>



ENHANCED MEDICATION ACCESS SCHEME (EMA)

With limited hours of operation at hospital-based outpatient pharmacies and increasing numbers of people with HIV returning to work, a more convenient approach to HIV medication dispensing has urgently been needed in NSW. The Community Pharmacy Pilot Project in 2001, successfully allowed people with HIV to collect their medications from targeted metropolitan community pharmacies. Since that time, Positive Life has strongly advocated for a community pharmacy dispensing option. However, restrictive Commonwealth dispensing regulations and a hospital-based pharmacy sector that is powerful and conservative has delayed progress. A change in the NSW state government and the release of important new research into the potential health and transmission benefits of HIV treatment in 2011 provided the needed impetus for change, and in October 2011 a working group of community representatives (Positive Life NSW and ACON) together with health bureaucrats began brokering a new access model. On World AIDS Day 1 December 2011, Jillian Skinner, NSW Minister for Health announced the Enhanced Medication Access Scheme (EMA) and a new Ministerial HIV Treatment Access Taskforce charged with the role of exploring a range of strategies to address cost, travel, and timelines associated with the supply of HIV medications in NSW.

SUPPLY OF HIV MEDICATION AND THE PHARMACEUTICAL BENEFITS SCHEME (PBS)

In July 2011, the Commonwealth held an inquiry into the Government's administration of the Pharmaceutical Benefits Scheme (PBS). The government changed the approval process for drugs recommended by the Pharmaceutical Benefits Advisory Committee from the Minister of Health to the Cabinet. Positive Life NSW submitted that the change would have serious negative consequences for people with HIV who had limited prescribing options due to HIV drug resistance or interactions with other medications. Timely access to new HIV medications was essential to prevent disease progression, morbidity and mortality and additional costs to primary and acute health care. In addition, we submitted that research and development of new HIV medications would be negatively impacted as a result of deferrals by cabinet and that lack of confidence in the approvals process would hinder applications for the supply of new drugs by pharmaceutical companies. The Commonwealth Government reversed the decision.

... because of HIV advocacy, political activity and changes in public policy.

REDUCED COST OF HIV MEDICATION AND INCREASED CONVENIENCE

In 2009, the Commonwealth reviewed arrangements for the supply of Highly Specialised Drugs (HSDs). HIV medications are classed as HSDs and dispensed according to the Commonwealth HSD Guidelines. Positive Life NSW together with the National Association of People Living with HIV/AIDS (NAPWA) submitted that the historical premise for their listing under the HSD program was now redundant and that since the majority of HIV clinical management and maintenance occurred within a community GP prescriber context, better options were needed to support the dispensing of HIV medications - such as dual listing (s85 and s100). It was further submitted that while maintaining

prescribing rigour was essential, enhancing patient access to medications through community pharmacy dispensing was viewed as the baseline from which options needed to be explored and considered.

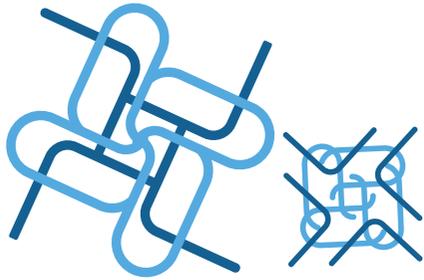
It was also made clear to the Commonwealth that the cost of HIV medications was impacting negatively on adherence and the commencement of treatment for those people who required access to large amounts of HIV and non-HIV medications over life-long time-frames. This included those under both concessional and full cost arrangements. The number of repeats and maximum quantity of drugs supplied, needed to support people with HIV who were attempting to normalise health maintenance in a chronic disease context. In response the Commonwealth announced in 2011 that the supply of two months medication with five repeats would be supported. Although NSW hospital pharmacies were slow to implement the changed policy, roll-out in NSW was hastened by two NSW Health Policy Directives in 2012. The first supported two months' supply of HIV medication for each co-payment, and the second supported the supply of four months medication subject to prescriber authorisation. The changes in policy has effectively halved the co-payment cost of HIV medications to patients each year and effectively means that people who are stable on therapy need to only get HIV medication 3 times a year.

SUPPORT FOR THE COST OF MEDICATION FOR THOSE EMPLOYED AND ON LOW INCOMES

Difficulty meeting the costs of HIV and non-HIV medications for those employed on low incomes and not eligible for concession payments, has produced disincentives to return to work and significant financial disadvantage. Support packages through the Bobby Goldsmith Foundation have historically been limited to those who were not working and receiving benefits. Positive Life NSW has advocated strongly for fairer access to financial support mechanisms that include employed people on low incomes. BGF has agreed to develop new guidelines for financial assistance for those people who fall within this category.

THE DISPOSAL OF BODIES INFECTED WITH HIV

The marking of body bags "Infectious Disease – Handle with Care" for deceased people with HIV has been a source of embarrassment and emotional distress to the loved ones and family members of people with HIV for decades. It has also been a source of unwanted disclosure. There is broad agreement that the risk of HIV transmission via occupational exposure during the transportation, preparation and disposal of bodies infected with HIV or hepatitis C is low. This is due



to universal infection control procedures and the current efficacy of HIV antiretroviral medication. In this environment, we have advocated for the removal of HIV from the prescribed infectious diseases list in the regulations. Positive Life NSW commended the NSW Ministry of Health on the removal of HIV and HCV from the list in the latest regulations (2012). The policy change provides family members with a less distress and with a range of burial options that were previously unavailable to people with HIV and HCV.

HIV DISCRIMINATION IN NSW

During the last decade, HIV-related discrimination has been self-reported in national research surveys in areas of accommodation, health services and employment. The rates of perceived discrimination have concerned Positive Life NSW, particularly in relation to the provision of health care services (10% of respondent experienced discrimination in the last 2 years). We have also noted that very few complaints are brought to the NSW Anti-Discrimination Board (ADB) in relation to HIV discrimination. NSW HIV discrimination data was presented to the ADB. They wrote to the Health Care Complaints Commission about our concerns, particularly in relation to matters that fall across both jurisdictions. A referral agreement has been implemented between the two agencies.

The ADB also wrote to the NSW Minister of Health raising the issue of HIV discrimination in health care settings and assurances were provided that discrimination in health services were unacceptable and would be investigated. In response to disclosure of the HIV status of witnesses appearing at a coronial inquest in regional NSW and the inappropriate reporting by the local press of the sexuality and HIV status of witnesses, Positive Life NSW with assistance from the HIV/AIDS Legal Centre, successfully sought suppression of the HIV status and identity of witnesses before the inquest. Positive Life NSW continues to work with HALC to promote the use of suppression orders in HIV related legal matters in NSW and protect the privacy of people with HIV.

HIV TREATMENT – HEALTH AND TRANSMISSION BENEFITS

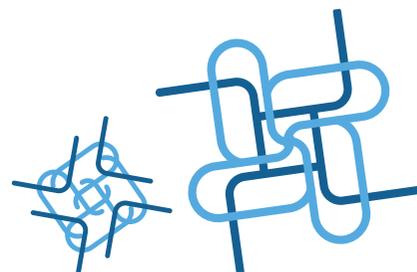
Positive Life NSW has kept abreast of recent research showing the benefits of early treatment of HIV in slowing HIV related disease progression and inhibiting immune activation and inflammation associated with immune destruction, opportunistic infection and increased rates of cardiovascular, renal, hepatic and neurological diseases. Recent research demonstrating the efficacy of HIV treatment to reduce infectivity and the onward sexual transmission of HIV has also been noted. While agencies such as ACON and the clinical sector will play an active role in the development of strategies to increase the proportion of at risk populations being tested for HIV, it will fall to Positive Life NSW and peak agencies such as NAPWA to provide timely information about the health benefits of HIV therapy and the corresponding reduction in infectivity and transmission of HIV. This work has been scheduled for the 2012/13 financial year.

HIV AND AGEING

Community concerns in relation to issues associated with HIV and ageing continue. The impacts and effects of ageing and HIV are an evolving area of research and understanding for clinical and support services. Positive Life NSW has monitored research and provided analysis and submissions to groups such as the South Eastern Sydney Complex Care and Ageing Working Group. Increasingly, recent research is dispelling some of the issues surrounding premature ageing and HIV. It appears that HIV like many other chronic illnesses (such as diabetes) sometimes triggers or worsens other health issues, many of which people with HIV are at greater risk of developing as they get older. There is also mounting evidence that genetic and life-style factors and decisions, contribute to play a significant role in the development of age-related disease.

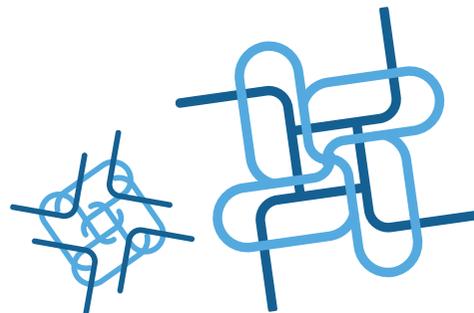
REPRESENTATION

Positive Life represents people with HIV and their issues on approximately 60 government, non-government, clinical and research networks and agencies. While the majority of these networks are NSW based, some representative engagement occurs with national peak agencies and with Commonwealth Government Departments.



SOCIAL MARKETING & EDUCATION REPORT

Kathy Triffitt



SOCIAL MARKETING & EDUCATION

Research tells us that early treatment keeps people with HIV healthy and passing on HIV is reduced significantly if they have an undetectable viral load sustained over six months or more. Positive Life NSW is currently reviewing the ways in which advances in HIV treatments are communicated, and planning initiatives that facilitate more accurate discussion around the realities of HIV treatments, and the benefits of early treatment.

'Treatment as prevention' has changed the way that some gay men manage sexual risk. Negotiating whether to use condoms or not involves understanding the risks and how to reduce them. With this in mind our campaign www.wrappedorraw.org.au 2 looks at choices made by HIV-positive gay men about using condoms in sero-concordant (pos-pos) relationships and offers options to minimise risk (maximise pleasure), manage disclosure and have great sex.

Significant reductions in HIV transmission may be achieved from combining existing prevention approaches (condom reinforcement campaigns) along-side targeted education (non-condom-based risk reduction strategies such as viral load monitoring with emerging biomedical and technological innovation. Positive Life NSW found that new partnerships including sexual/social networking sites (e.g. MANHUNT) are integral to this work. They are also critical to the success of campaigns to target 'hard to reach' populations such as young gay men or those living in remote NSW.

Balancing wellbeing and living issues with our prevention efforts are key features of our social marketing and education activities. For example, the 'Health Promotion Fact Sheets' have been updated, redesigned and renamed the 'HIV Health Series'. Available online, fact sheets include: 'Balancing Act: HIV and Cancer'; 'Living with HIV and hep C'; 'Disclosing to your child'; 'Dealing with Diarrhoea' and 'HIV and your mouth'. We are also working on mental health resources following the 'Making Sense of Mental Health' consultations with HIV positive people.

By adapting to the changing dynamics around the meaning of HIV in people's lives we not only present new opportunities for learning but also prevention and health promotion messages which are credible and motivating. In this work personal stories and perspectives define what living with HIV and health mean to them.

Campaigns

SERO DISCO 2 WHY LET HIV GET IN THE WAY OF A GOOD RELATIONSHIP?

'SERO DISCO 2' aims to help people in serodiscordant relationships (where one partner is HIV-positive, the other HIV-negative) to negotiate safe and satisfying sexual lives, overcome some of the fears about HIV status and to answer questions about issues like undetectable viral load and infectivity.

Campaign topics also include: starting and maintaining a relationship, sexual pleasure and intimacy, disclosure, risk assessment, clearer information on non-condom based risk reduction practices (such as viral load and HIV treatment, PEP, PrEP), relationship dynamics and agreements, testing for HIV, STI awareness and more.



'Treatment as prevention'
has changed the way that some
gay men manage sexual risk.

CAMPAIGN DEVELOPMENT (STAGE 2)

A prior evaluation of 'SERO DISCO' (released in 2010) guided the development of stage 2 – specifically, one-off lifestyle magazine and ongoing peer support opportunities for gay men in, starting or thinking about serodiscordant relationships.

In summary, focus group and survey participants (GAYDAR members) responded well to the lifestyle magazine format because of its capacity to:

- address issues in more depth (e.g. viral load monitoring)
- include a blend of lived experiences and ways to enhance quality of life outside of just talking about negotiating sex (i.e. capacity to address HIV issues in a broader context)
- reproduce stories and photographs of 'real people', peers.

Significantly, half of the respondents (i.e. HIV negative gay men) strongly agreed or agreed the first phase of the campaign raised their awareness of the issues facing gay men in serodiscordant relationships and strongly agreed or agreed that they have become more aware of the issues facing people with HIV.

CAMPAIGN LAUNCH

On June 4 (2012), a coordinated email broadcast, banners and blog/video launched 'SERO DISCO 2' across Manhunt, Manhunt Daily, and Manhunt Cares (23,000 NSW members). The online campaign ran until December 2012 with banners changing every two months to generate new messages and interest.

MANHUNT advertising coincided with a media campaign which ran over five weeks on www.samesame.com.au to reach younger gay men increasingly engaging with our work, in particular SERO DISCO 2. Along with print ads and online banners, 'SERO DISCO 2' magazine articles were also published online (e.g. SSO, SX and Same Same).

The first campaign ad on samesame.com.au displayed 1700 times, with a Click through Rate (CTR) of 0.47% - which is very high. The industry average is around 0.03-0.06%. Subsequent ads also generated good interest with high CTRs.

SERO DISCO 2 DINNER FORUM

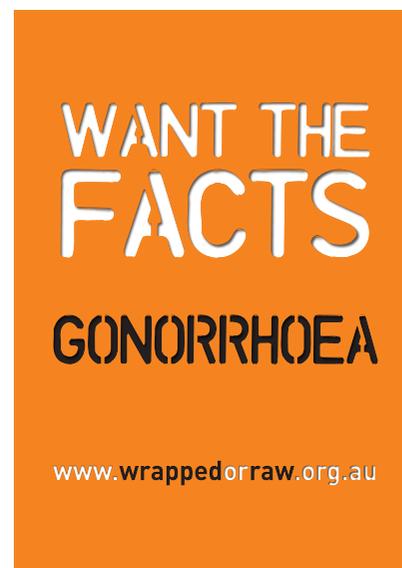
Firstly, this forum provided the opportunity for gay men in or thinking about serodiscordant relationships to talk about topics like managing risk, PrEP, PEP, starting and maintaining a relationship, disclosure, condoms, relationship agreements, testing for HIV, STI awareness and more. Secondly, Positive Life NSW used this opportunity to carry out a needs assessment which will inform future health promotion and peer support needs.

This event also acted as a catalyst to network couples in serodiscordant relationships, and to raise awareness of existing social networks and ongoing support mechanisms.

WWW.WRAPPEDORRAW.ORG.AU 2

With the advent of technologies such as viral load monitoring (on which to base an assessment of sexual risk) gay men have adapted their sexual behaviours. Positive Life NSW designed a web-based campaign that looks at the choices made by HIV positive men about using condoms in seroconcordant relationships. Developed in line with the Positive Life NSW/ ACON 'Risk Reduction Framework' it offers options to minimise risk (like STIs [sexually transmissible infections], passing on HIV), manage disclosure and have great sex.

A prior evaluation of the campaign 'SEX PIGS: DARK AND DIRTY SEX AND MANAGING YOUR HEALTH' (2009) highlighted the challenges in developing targeted HIV prevention and education messages.



This evaluation assessed:

- the impact condom reinforcement messages had on the credibility or believability of a campaign targeting men who had made a decision not to use condoms in preference to other risk reduction practices (e.g. sero sorting) [and]
- the effectiveness of online strategies to engage and reach these men.

And found the challenge is to develop prevention campaigns that:

- adapt to HIV positive gay men's sexual practices
- include the way new understandings of risk and safety (e.g. non-condom based risk reduction strategies such as viral load monitoring or sero-sorting) are incorporated in their sexual lives [and]
- integrate online strategies to enhance traditional 'information- dissemination' and evaluation.

Balancing ... living issues with our prevention efforts are key features of our ... activities.

CAMPAIGN DEVELOPMENT (PHASE 2)

Drawing on formative research (1:1, group interviews) and campaign development (website, video stories) Positive Life NSW, in collaboration with Online Buddies (MANHUNT), Inc.'s OLB Research Institute, launched "Wrapped or Raw – POS-POS Sex" (WoR). Via a coordinated email broadcast, banners and blog/video 'WoR' was viewed across Manhunt, Manhunt Daily, and Manhunt Cares.

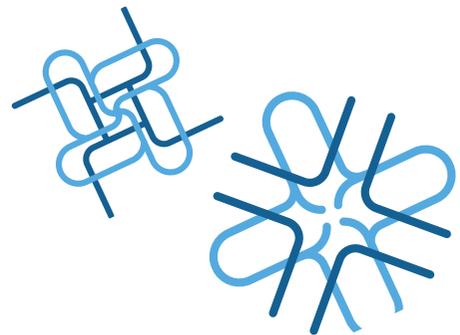
After an eight month promotion a formal evaluation was performed. An email broadcast campaign evaluation consisting of 23 multiple choice and one open-ended question was sent to all active (past year) Manhunt NSW members (20,000). Campaign evaluation revealed 1,533 unique visits to the online survey and 1,326 (85%) completed responses.

Analyses consisted of health campaign distribution metrics and evaluation responses with a focus on type of media consumed, message type, and perceived effectiveness across men with and without HIV.

FINDINGS

From 11/2010-7/2011 campaign promotion results revealed a total of 10,455 unique visits (8, 254 Australia, 6,669 NSW) to the 'WoR' website: 7,345(70.5%) from Manhunt, 2,120 (20.3%) from Manhunt Daily, 953 (9.2%) from Manhunt Cares and 15,500 views of the 'Disclosure' video - 13,095 (97%) from Manhunt Cares.

- NSW accounts for 64 per cent of all websites visits, with Australia accounting for 79 per cent of all visits. Internationally, North America accounts for 11 per cent of all website visits.
- Of the NSW visits - total page views (26,404); average page views (3.96); bounce rate (39.69%); average time on site (3.04); percentage new visits (77.36%)



RECOMMENDATIONS

Campaign and evaluation research highlighted the:

- significant role of sexual/social networking sites to target populations such as young gay men and those living in rural and regional NSW
- capacity of video stories to enhance traditional information- dissemination [and]
- need to continue to explore and trial strategies to facilitate online engagement with campaigns, particularly strategies to facilitate interactivity.

Evaluation outcomes also supported the campaign's focus to:

- address the issue of risk reduction strategies used by HIV positive men when having sex with other HIV positive men, as the target audience identifies it as a relevant issue to address
- continue to move beyond information-provision; harnessing the interactive features of the internet; using multi-media such as video stories; and, ensuring the voice and experiences of people with HIV are a central component of the campaign
- continue to address issues related to hepatitis C, syphilis and other STIs, and their impact on people with HIV as this information was seen as highly relevant.

WEBSITE RE-DEVELOPMENT

Drawing on the evaluation recommendations, in particular increasing online engagement, Positive Life commissioned a SEO (Search Engine Optimisation) report which analysed 'WoR's' current online presence and provided feedback on ways to increase visitors to the website (e.g. increase ranking in search engine result pages via relevant keywords and terms that describe 'WoR').

SEO analysis is crucial to increasing online presence and providing feedback on ways to target populations and maximise campaign reach.

Redevelopment of 'WoR' included:

- rewriting 'WoR' content to include key words and terms identified in the SEO report
- website redesign with a focus on video content and personal stories and perspectives
- facilitation of a video workshop to develop new video content
- update of technical information and the production of a new booklet 'WANT THE FACTS – GONNORHOEA'

Health Promotion Resources

HIV HEALTH SERIES (HEALTH PROMOTION FACT SHEET REDESIGN AND UPDATES)

The series is designed to help people with HIV to easily access information and raise their awareness and knowledge of issues that impact on their health and wellbeing. We engage in partnerships to bring together current information from researchers, healthcare professionals and people with HIV to produce these resources.

Community Consultations

'MAKING SENSE OF MENTAL HEALTH - CONSULTATION WITH HIV POSITIVE PEOPLE'

In response to concerns around the high prevalence of depression and anxiety experienced by people with HIV, Positive Life NSW facilitated a community consultation with the aims of finding out the mental health needs of people with HIV, their resilience or otherwise in meeting challenges and the barriers to achieving good mental health. We also investigated the assessment and management of mental health to identify gaps in services.

This consultation focused on depression and anxiety rather than more severe mental health illness, which is consistent with a preventative approach. Recommendations were made in the following areas: (a) intervention, care and support (both in community and clinical settings); (b) advocacy; (c) professional development; (d) social marketing/ health promotion and (e) research.

We also ran 'HIV and Mental Health: Where to now?' to:

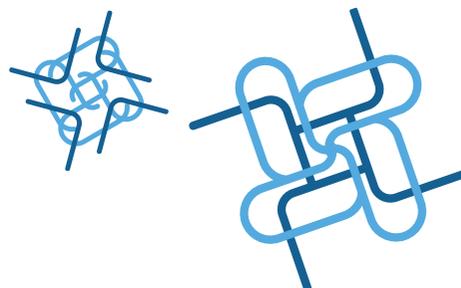
- report on the mental health needs of people with HIV (barriers to achieving good mental health, assessment and management, gaps in services) and the consultation recommendations
- facilitate discussion on the recommendations and consider the implications for community and clinical interventions, care and support, advocacy and health promotion
- develop an agreed sector response to the recommendations.

Attended by 40 participants, a number of recommendations were made across health promotion, care and support (both in community and clinical settings); community development and advocacy.

Drawing on these consultations (both community and sector) proposed health promotion resources will:

- raise awareness of the importance of early intervention and treatment of anxiety and depression
- outline strategies to get the best outcomes from the therapeutic relationship (finding the right therapeutic match), the goals of psychological interventions (e.g. the differences between cognitive behavioural therapy, counselling and psychiatry); identify triggers for depression and anxiety and where to get help
- promote positive representations to reduce stigma and to also 'normalise the experience of mental health (e.g. promote success stories on dealing with depression)

Resources will be available online and promoted as part of the 'HIV Health Series'.



COLLABORATING WITH PARTNERS

The work of Social Marketing and Education is supported by a number of important partnerships including HIV/AIDS Related Programs Unit (HARP- SESIAHS) and Gay Men's Intergency (MGM).

COLLABORATING IN RESEARCH

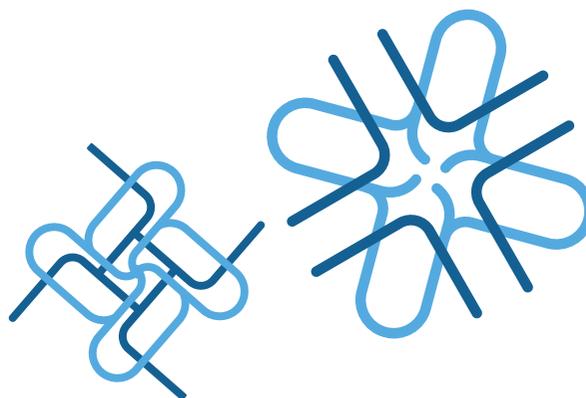
- "Opposites Attract": Serodiscordant Relationships Study (Viral load, HIV treatment, and HIV transmission in serodiscordant male homosexual couples), Kirby Institute. (co-investigator, advised on survey development, community-based recruitment and retention strategies and the ethical framework of the study).
- CONNECT Study, Kirby Institute (Advisory Group - advised on community-based recruitment and retention strategies and the ethical framework of the study)
- SPANK Anal Cancer Study, Kirby Institute (Advisory Group)
- HealthMap, a cluster randomised trial of interactive self-care plans to prevent and manage chronic conditions by people living with HIV, Monash University (key informant Interview)
- Disclosure & stigma proposed study, Kirby Institute (investigator, contributed to proposal development).
- Seroconversion Study, Kirby Institute (reviewed current studies and also considered new research questions which included emerging biomedical and technological innovation in HIV prevention. Co-author on 'Experiences of HIV - Seroconversion Study Report')
- HIV Knowledge, Attitudes, and Beliefs of Gay Men, Kirby Institute (community representation and investigator).
- There has been considerable interest in social marketing and education activities (both nationally and internationally) with papers presented at:



- 'Men, Men, Sex and HIV' (FEMP 2011, Stockholm): A ROUGH GUIDE TO DIRTY SEX: HIV Prevention in 2011
- 'Silences & Articulation' -12th Social Research Conference on HIV, Hepatitis C and Related Diseases, NCHECR, UNSW, 'Negotiating invisible boundaries - Repositioning the positive voice in health promotion'
- AFAO's 'Positive Services Forum 2012' (19-20 March, Melbourne), 'Making Sense of mental health' (invited speaker)
- AFAO Educator's Conference- 'www.wrappedorraw.org.au' (paper) and 'SERO DISCO 2: Why let HIV get in the way of a good relationship?'
- The Global Forum on MSM & HIV (MSMGF) Washington - Pre-Conference (AIDS 2012) -'Internet-Based Interventions- HIV Prevention in 2012: New technologies, New partnerships', Washington 2012 (invited paper)

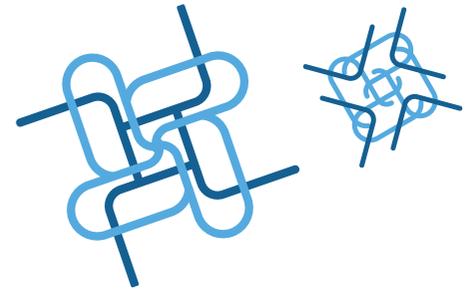
Thank you to all the men and women who have taken part in the work discussed in this report. It is an act of generosity on their part to share their stories with us.

...we not only present new opportunities for learning but also prevention and health promotion...



COMMUNICATIONS

Susan Ardill / Jonathon Street



TALKABOUT MAGAZINE - “WHERE WE SPEAK FOR OURSELVES”

Talkabout is Positive Life NSW’s cornerstone publication for people in NSW living with HIV.

With the commencement of a new worker in the role of Senior Project Officer – Communications (April 2011) it was decided to update the layout and some of the design elements used to produce Talkabout. The design changes included a new masthead along with more stylised fonts for headings and some improved navigation elements within the page layouts.

The new look for Talkabout has been incorporated into the magazine for the 5 issues over the 2011/12 year.

Talkabout encourages contributions from people with HIV as the basis for the majority of its content. Additional content that is relevant to the target audience is sourced from HIV sector organisations and service providers.

The content for the publications focuses on personal perspectives of any aspect of living with HIV but also features articles on preventative health, lifestyle, nutrition, medical research and programs and services for people living with HIV.

In the 2011/12 financial year Positive Life NSW published and distributed 20,000 copies of Talkabout through more than 500 distribution sites.

Our distribution sites are organisations including ACON Branches, Pozhets, Multicultural HIV and Hepatitis Service, Australasian Society of HIV Medicine, community and community health organisations, migrant resource centres, Positive Living Centres, sexual health clinics, doctors’ surgeries and hospitals. The street distribution includes sex on premises venues, bars, gyms, cafes, cinemas, bookshops, music and video shops and chemists.

Talkabout is published in digital format, extending the potential reach of the publication and prolonging its life beyond the 3 month publication life cycle while also providing an archive of the publication that is easily accessible via the web.

The publication is hosted on Issuu.com and online periodical and magazine hosting and distribution site. Here the publication appears in an identical format to the printed publication allowing readers to ‘turn’ the pages while being able to access all of the content of the printed publication, including all of the advertising.





The 2012 Talkabout Reader Survey was conducted in the March/April edition of the magazine (Issue #176). The number of responses was down from the previous year and feedback would indicate that the updated design of the publication was not embraced by the readership - the new script masthead (which was continued within the publication for the article headlines) was, for some respondents, hard to read.

With the commencement of a new worker in the role of Senior Project Officer Communications (May 2012), and constructive feedback on the design of the publication from the 2012 Talkabout Reader Survey, new design changes are being developed for Talkabout . These will be implemented in the 2012/13 year from September 2012 edition of the magazine (Issue 178).

LIFE MAIL

Life Mail is Positive Life NSW's electronic direct mail opt-in e-newsletter. Individuals and organisations can subscribe to Life.Mail by supplying an email address and subscribers can unsubscribe at any time via email link.Life.Mail was published 4 times in the 2011/12 financial year and was used to keep members and stakeholders informed about Positive Life NSW activities between publication dates of Talkabout.

The content of Life.Mail is consistent with that of Talkabout, with contributions from people living with HIV as the basis for the majority of its content and additional content sourced from HIV sector organisations and service providers.

Content of life mail varies but includes:

- PL announcements recent work, board reports, notice of meetings
- Community and HIV organisation announcements forums and research surveys
- In brief – a news section with teasers and links to HIV news from external sources
- Links to Talkabout articles
- News articles on stories of interest not covered by Talkabout

POSITIVE LIFE NSW WEBSITE:

www.positivelife.org.au

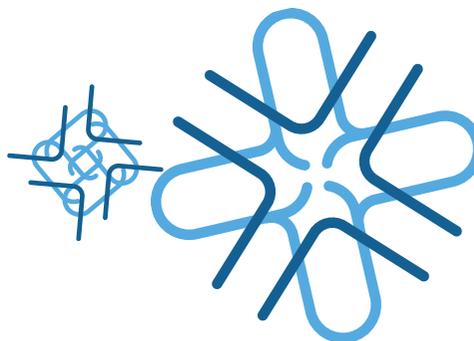
Positive Life NSW maintains a website presence to inform the public and HIV-positive people about our organisation and programs. It includes information on our structure, membership, Board and strategic plan; our health promotion campaign work and fact sheets; our peer support programs; the Positive Speakers Bureau; our systemic advocacy projects and government submissions; and feature articles from Talkabout magazine.

The site also provides a directory of HIV-related services, links to the Australasian Society of HIV Medicine's S100 prescriber directory and a list of outpatient pharmacies in public hospitals and sexual health clinics in NSW that dispense HIV medicines. We promote other organisations' programs and online surveys through banner advertising, which is provided free of charge.

To date, the website content has been updated as new resources and publications have been released. The home page content was updated every two months following the publication of Talkabout. The Life.Mail page was also updated every two months, while internal pages such as peer support were updated monthly as program dates and details change. Other updates include our health promotion campaigns, but these occur quarterly or less.

As we do not have the resources to create regular (daily or weekly) content, our challenge is how to make the website relevant and encourage people to visit and use the site regularly.

The website review from the 2009/10 year was implemented in June 2010. The site is reviewed and refined as issues are encountered and feedback received. There are still a number of small mainly technical issues that are to be resolved. Work on these issues will continue throughout the 2012/13 year.



COMMUNITY DEVELOPMENT & HEALTH PROMOTION

Hédimo Santana

Community Development

THE POSITIVE SPEAKERS BUREAU

A total of 125 presentations were delivered to a number of organisations throughout NSW in the financial year 2011-2012, an average of 10 presentations per month. Traditionally the majority of talks are delivered to schools, however, there was a sharp increase in the number of talks delivered to the medical/HIV sector and community sector when compared to talks delivered to schools.

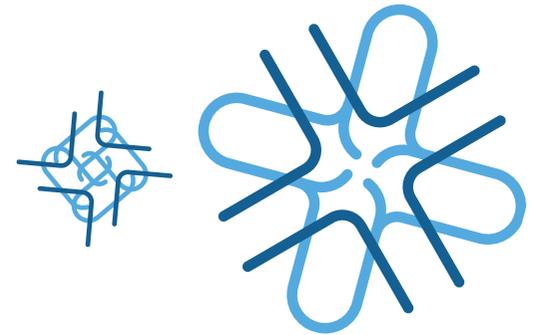
In July 2011, we provided speakers with the opportunity to attend the Short Course in HIV Medicine for Community which is organised by ASHM/NAPWA. In June 2012 we offered the first round of training for current and new speakers. This training will be followed by an advanced skills and communication training later in the year.

Throughout the year, Positive Life continued to work with ASHM and NAPWA to provide skilled speakers for both presentation and small group work as part of training for S100 providers, shared care GPs and other health workers. We also collaborated with the HARP Units and NSW Local Health Districts in training new nurses and other health care workers, particularly with the subjects of blood borne viruses, patient care, stigma and discrimination.

Positive Peer Education & Support

Positive Life NSW provides a range of opportunities for people with HIV to get together in formal and informal settings; some of these are done in partnership with other agencies like ACON, BGF, HALC and PozHet.

These peer and health promotion programs include are based on different approaches and represent a chance for participants to build friendship networks, meet others and share information and strategies to enhance their health and wellbeing. Peer support programs include:



729
HIV positive and getting on with it?

Would you like to meet with other gay men living longer with HIV?

729 is a social discussion night for you!
Thursdays, monthly from 7pm

Contact Hédimo on 9361 6011
Email: hedimos@positivelife.org.au

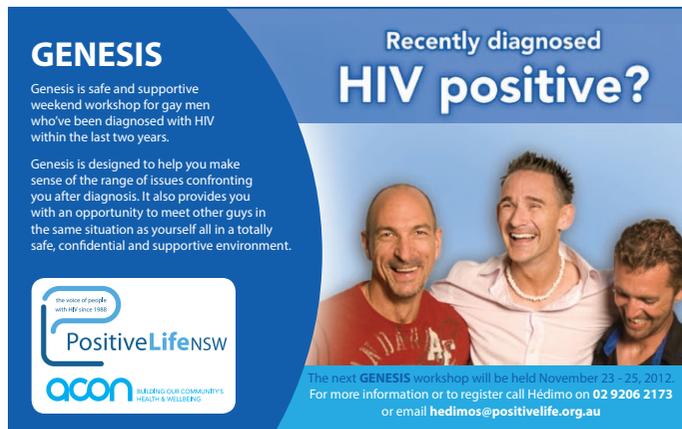
PositiveLifeNSW
the voice of people with HIV since 1988

729

729, a monthly discussion group for those living long term with HIV. This peer support group aims to reduce feeling of isolation by building a sense of community; to increase self-esteem by enhancing social and support networks; to promote greater awareness of sexual health by educating; to empower by developing communication strategies including disclosure with other gay men and allied health professionals. The group is also an avenue for participants to be informed on the main topics discussed at conferences such as ASHM and the Gay Educators Conference.

GENESIS

Held every 3 months, and attended by an average of 10 to 12 participants, Genesis is a weekend workshop for newly diagnosed gay men and is a partnership project between ACON and Positive Life NSW. Genesis workshop themes include telling your story, the basics of HIV, treatments, the doctor/patient relationship, sexual risk taking and STIs, disclosure.



GENESIS

Genesis is safe and supportive weekend workshop for gay men who've been diagnosed with HIV within the last two years.

Genesis is designed to help you make sense of the range of issues confronting you after diagnosis. It also provides you with an opportunity to meet other guys in the same situation as yourself all in a totally safe, confidential and supportive environment.

Recently diagnosed
HIV positive?

The next GENESIS workshop will be held November 23-25, 2012. For more information or to register call Hédimó on 02 9206 2173 or email hedimos@positivelife.org.au

the voice of people with HIV since 1988
PositiveLifeNSW
acon BUILDING OUR COMMUNITY'S HEALTH & WELLBEING

PLANET POSITIVE

Planet Positive, a regular event to support social networking for positive people and their friends, and is a partnership project between ACON and Positive Life NSW. In the previous year, this social group has attracted an increasing number of new participants, with an average of 120 participants per event.



Planet Positive

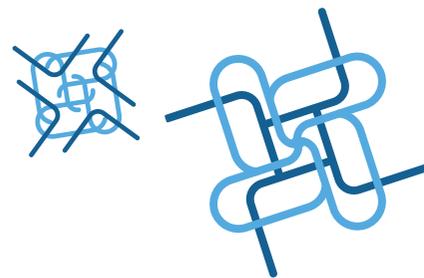
A social night full of music and laughter for HIV positive people and their friends

When
Friday March 2, 6-10pm

Where
Level One, The Midnight Shift,
85 Oxford St, Darlinghurst

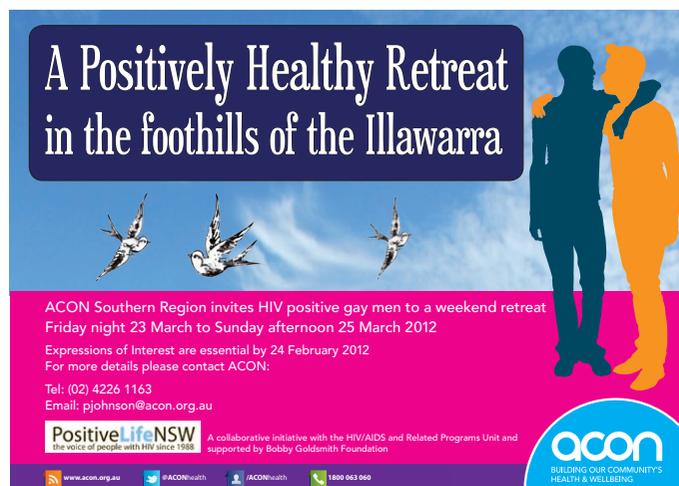
Contact
Hédimo on 9361 6011
or ACON 9206 2000

PositiveLifeNSW the voice of people with HIV since 1988
acon BUILDING OUR COMMUNITY'S HEALTH & WELLBEING
the voice of people with HIV since 1988



REGIONAL RETREATS

Regional retreats, designed to bring together those living in rural areas of NSW to help reduce isolation, exchange experiences, increase self esteem and enhance social networks. These regional retreats, including a specific Aboriginal retreat, are held annually in Northern Rivers, Mid-North Coast, Hunter and Illawarra regions and attracted an average of 75 participants.



A Positively Healthy Retreat in the foothills of the Illawarra

ACON Southern Region invites HIV positive gay men to a weekend retreat Friday night 23 March to Sunday afternoon 25 March 2012
Expressions of Interest are essential by 24 February 2012
For more details please contact ACON:
Tel: (02) 4226 1163
Email: pjohnson@acon.org.au

PositiveLifeNSW the voice of people with HIV since 1988
A collaborative initiative with the HIV/AIDS and Related Programs Unit and supported by Bobby Goldsmith Foundation

acon BUILDING OUR COMMUNITY'S HEALTH & WELLBEING

www.acon.org.au @ACONhealth #ACONhealth 1800 963 060

POSITIVE PEER SUPPORT EVALUATION IMPLEMENTATION

The Positive Peer Support Working Group was set up in May 2011 to review and discuss current peer support models, assess current and potential peer support needs and provide community-based feedback on existing, revised and future peer support models.

In April 2012 it provided a report identifying existing gaps in the provision of peer support as well as suggesting a number of ways to complement existing peer programs.

BOARD OF DIRECTORS

STATEMENTS OF INTERESTS

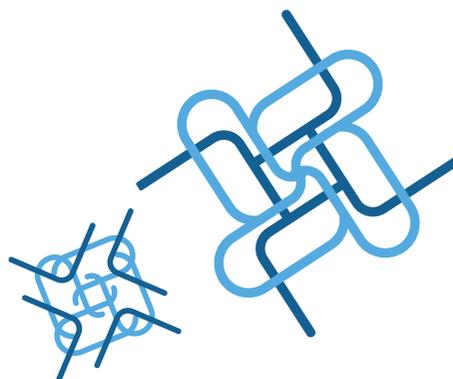
Malcolm Leech first became involved with Positive Life NSW as a speaker for the Positive Speaker's Bureau in 2005 and has been a Director of the Association since 2006. He became the Positive Life NSW Representative on the BGF Board in November 2008 until February 2012.

Jane Costello has been involved with Positive Life NSW since 2008 firstly as a speaker and presenter for the Positive Life HIV Media Project and in 2009 became a member and Director of the Board. She is also a member of the Positive Speakers Bureau, and has participated in a number of Board working committees and advisory groups.

Paul Ellis first became involved with Positive Life in 2007 when he was employed as Manager Organisation & Team Development. After resigning in 2008, he was a volunteer with Positive Life NSW helping with the accounts. Paul was appointed to the board as Treasurer in 2009.

James Wilson was first elected as an Ordinary Director and was elected the organisations secretary in 2010. James has been a speaker with the Positive Speakers Bureau since mid-2008

Scott McKeown joined Positive Life NSW in 2010 as a Director and has been for 2 years. Previously he had a declared interest as the Head of Sales for Star Observer from which he resigned in July 2012. I remain committed to serving the Positive community of NSW and would like to continue as a Board member of Positive Life NSW.



David Crawford Since becoming a Director on the Positive Life NSW Board for his first term in 2012 he has been able to utilize 27 years professional experience as a nurse, now retired. He has a Masters in International Public Health with experience working overseas. and is passionate about the need to address discrimination, isolation, mental health, disability and suicide as primary concerns, with the emerging generation of those who are now aging with HIV. He also brings the perspective of living with HIV in a rural setting and take great pride in being the first Director that resides west of the Great Divide where the level and choice of services are minimal for a growing number of people with HIV.

Peter Schlosser became a Positive Life member, volunteer and Positive speaker in 1996. He has been a contributor to Talkabout Magazine. Since 2011 Peter has held a position on The Board of Positive Life as Ordinary Director."

Brian Rogers Since 2011 Brian has held a position on The Board of Positive Life as Ordinary Director."

Cameron Colwell Since 2011 Cameron has held a position on The Board of Positive Life as Ordinary Director." a member of the Positive Speakers Bureau, and has participated in a number of Board working committees and advisory groups

Lance Feeney is the Senior Project Officer, Systemic Advocacy with Positive Life NSW. Lance has been the staff representative since 2010.

EXTERNAL REPRESENTATION

- ACON Ethics Committee
- ACON/NAPWA/AFAO/Positive Life NSW Combination Treatment Group
- AFAO Education Managers Forum
- AFAO HIV Discrimination Reference Group
- Australian Federation of Disability Organisations Board
- BGF Board
- BGF Client Services Advisory Group
- Bridge Transition Committee
- CAS & CAS Health Promotion Sub-Committee
- Case Management Project-SESIAHS
- Centrelink
- CONNECT Study Advisory Group (Kirby Institute)
- Department of Families, Housing, Community Services and Indigenous Affairs
- Department of Health and Ageing
- Eastern Sydney Medicare Local Community Services and NGO's
- Enhanced Medication Access Scheme Steering Committee
- E-test steering Committee-UNSW
- Futures Study Reference Group
- Gay Men's Interagency Peer Education Working Group
- HARP Case Management
- HARP Planning Performance and Services Development Committee
- Health Care Complaints Commission Consumer Representative Committee
- HealthMap (Monash University)
- Heterosexual HIV/AIDS Service (PozHet) HHAS Advisory Group
- Heterosexual HIV/AIDS Service (Pozhets) Web and Peer Connectivity Working Group
- Heterosexual HIV/AIDS Service Straight Forward Wellness Working Group
- HIV & STI Clinical Services Planning Committee- Ministry of Health
- HIV Case Management Project Implementation Group-SSWAH
- HIV Consultative Committee - St Vincents Hospital
- HIV partnership meeting-ACON, Positive Life NSW
- HIV Treatment Access Taskforce- Ministry of Health
- HIV/AIDS Legal Centre Management Committee
- HIV+ Health Promotion Interagency Meeting
- Insurance Council of Australia National Consumer Reference Group
- MACAS Health Promotion Sub Committee
- Metro Men's HIV/STI Interagency
- Metropolitan Gay Men's Working Group
- NAPWHA State Delegate
- National Association of People Living with HIV, Australia
- National E-Health Transition Authority
- National Prescribing Service Pharmaceutical-Decision Support
- NCOSS Health Policy Advisory Group
- NSW Aboriginal STI, HIV and Hepatitis Advisory Committee (ASHHAC).
- NSW Anti-discrimination Board of NSW Lesbian, Gay and Bisexual Consultation
- NSW Attorney General's Department Disability Advisory Council
- NSW Council of Social Services Health Policy Advisory Group
- NSW Harm Reduction Alliance
- NSW HIV and STI Clinical Services Planning Project
- NSW HIV Health Promotion Interagency
- NSW HIV Surveillance Think Tank
- NSW HIV/HCV Social Research Consortium Board
- NSW Housing Appeals Committee
- NSW Ministerial Advisory Committee on AIDS Strategy & CAS Health Promotion Sub Committee
- NSW Oral Health Alliance
- Opposites Attract: Serodiscordant Relationships Study
- Oral Health and Special Needs and Specialists Advisory Group
- Periodic Survey (NCHSR, UNSW)
- Planning, Performance and Service Development Committee – SESIAHS
- Positive Life NSW Board (staff representative)
- PozHets Serodisco Update working Group
- Priority Populations Reference Group- SESIAHS
- S100 pharmacy interagency and strategy meetings
- Seroconversion Study (Kirby Institute)
- SESIAHS HIV Community Team Advisory Group
- SESIAHS Priority Populations Reference Group
- SESIAHS/SSWAHS Partnership Forum
- SESLHD HIV Complex Care and Ageing Working Group
- SESLHD Oral Health Promotion Working Group
- Sexual Health Advisory Committee- Sydney Local Health District Community Health Executive
- St. Vincent's Hospital HIV Consultative Committee
- STIGMA Committee
- Supported Accommodation Panel Working Group - BGF
- World AIDS Day Coordinating Committee
- SPANK Anal Cancer Study (Kirby Institute) Advisory Group

Positive Life NSW

ABN 42 907 908 942

Audited Financial Statements

For the year ended 30 June 2012

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2012

	Notes	2012 \$	2011 \$
Revenue from grants	10	812,334	766,633
Other revenue		77,763	59,188
Interest income		20,791	20,682
Employee benefits expenses	15	(529,697)	(453,203)
Depreciation expense		(8,337)	(5,373)
Occupancy expenses		(40,449)	(19,143)
Finance costs		(6,007)	(6,107)
Core activity expenses	13	(326,491)	(360,757)
Surplus/(Deficit) before income tax		(93)	1,920
Income tax expense	1(a)	-	-
Surplus/(Deficit) after income tax		(93)	1,920
Other comprehensive income for the year			
Other comprehensive income for the year		-	-
Total comprehensive income for the year		(93)	1,920





STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2012

	Notes	2012 \$	2011 \$
CURRENT ASSETS			
Cash and cash equivalents	2	311,603	342,028
Trade and other receivables	3	10,666	13,219
Other assets	4	20,685	13,069
TOTAL CURRENT ASSETS		342,954	368,316
NON CURRENT ASSETS			
Property plant & equipment	5	40,777	9,657
TOTAL NON CURRENT ASSETS		40,777	9,657
TOTAL ASSETS		383,731	377,973
CURRENT LIABILITIES			
Trade and other payables	6	37,653	12,964
Provision - Annual Leave	7	47,074	35,678
Provision - Long Service Leave	7	21,625	16,041
Other liabilities	9	28,000	60,022
TOTAL CURRENT LIABILITIES		134,352	124,705
NON CURRENT LIABILITIES			
Provisions	7	-	3,796
TOTAL NON CURRENT LIABILITIES		-	3,796
TOTAL LIABILITIES		134,352	128,501
NET ASSETS		249,379	249,472
ACCUMULATED FUNDS			
Accumulated surplus at beginning of the year		249,472	247,552
Current Year surplus/(deficit)		(93)	1,920
TOTAL ACCUMULATED FUNDS		249,379	249,472

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2012

	Accumulated Funds	Total
	\$	\$
At 1 July 2010	247,552	247,552
Total comprehensive surplus/(deficit) for the year	1,920	1,920
At 30 June 2011	249,472	249,472
At 1 July 2011	249,472	249,472
Total comprehensive surplus/(deficit) for the year	(93)	(93)
At 30 June 2012	249,379	249,379

STATEMENT OF CASHFLOWS FOR THE YEAR ENDED 30 JUNE 2012

	Notes	2012	2011
		\$	\$
Cash flows from operating activities:			
Receipts from donors & granting bodies		978,364	928,089
Payments to suppliers & employees		(978,297)	(946,381)
Interest received		10,739	20,682
Interest and other costs of finance paid		-	(668)
Net cash from operating activities		10,806	1,722
Cash flows from investing activities:			
Payments for furniture & fittings and plant & equipment acquired		(41,231)	(4,973)
Net cash used in investing activities		(41,231)	(4,973)
Net increase in cash held		(30,425)	(3,251)
Cash at the beginning of the year		342,028	345,279
Cash at the end of the year	2(a)	311,603	342,028



NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

NOTE 1 - STATEMENT OF ACCOUNTING POLICIES

This financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards and other authoritative pronouncements of the Australian Accounting Standards Board and the requirements of the Associations Incorporation Act NSW and the Charitable Fundraising Act 1991.

Positive Life NSW Inc early adopted the Accounting Standard AASB 1053 - Reduced Disclosure Requirements in 2010. It also adopts the relevant standards that specify Tier 2 reporting requirements as outlined in AASB 2010-2.

The financial report is prepared on an accruals basis and is based on historical costs and does not take into account changing money values, or except where stated, current valuations of non-current assets. Cost is based on the fair values of the consideration given in exchange for assets. The accounting policies have been consistently applied, unless otherwise stated.

The financial statements were approved by the Board of Directors on the 26 September, 2012.

The following is a summary of the material accounting policies adopted by the Association in the preparation of the financial report:

(a) Income Tax

Positive Life NSW Inc. is a recognised public benevolent institution and is therefore exempt from paying income tax. No provision for income tax is made in this financial report.

(b) Property, Plant & Equipment

Property, plant and equipment is carried at cost less any accumulated depreciation.

The depreciable amount of all fixed assets are depreciated on a straight line basis over the useful lives of the assets to the association commencing from the time the asset is held ready for use.

The depreciation rates used for each class of depreciable asset are:

Class of Fixed Assets	Depreciation Rate
Furniture & Fittings	13 - 20 %
Office Equipment	20 - 40%
Software	25%
Leasehold Improvements	Lease Life

The carrying amount of fixed assets is reviewed annually by the Board of Directors to ensure it is not impaired. There is no such indication that impairment existed at balance date.

(c) Leases

Lease payments under operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred.

(d) Employee Entitlements

Provision is made for the Association's liability for employee entitlements arising from services rendered by employees to balance date. Employee entitlements expected to be settled including wages and salaries, annual leave and long service leave have been measured at their nominal amounts based on current remuneration rates.

Contributions are made by the Association to an employee superannuation fund and are charged as expenses when incurred.

(e) Grant Income

The Board of Directors recognises grant income on an accrual basis, therefore all grants committed for a financial year have been recorded as income for that year.

Any funds which have not been committed or expensed at the end of the financial year are recorded as a liability in the Statement of Financial Position.

(f) Cash

For the purposes of the Statement of Cash Flows, cash includes cash on hand, at banks and on deposit.

(g) Revenue

Revenue from advertising is recognised upon the invoicing to customers. Any advertising revenue which relates to future publications is taken up as a liability in the Statement of Financial Position and recognised as revenue at a future date.

Interest revenue is recognised when credited, taking into account the interest rates applicable to the financial assets.

(h) Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the Statement of Financial Position are shown inclusive of GST.

Cash flows are presented in the Cash Flow Statement on a gross basis, except for the GST component of investing and financing activities which are disclosed as operating cash flows.

(i) Comparatives

Where required by Accounting Standards or to correct disclosure, comparative figures have been adjusted to conform with changes in presentation of the current financial year.

(j) Statement of Compliance

Positive Life NSW Inc has elected to early adopt the Accounting Standard AASB 1053. It also adopts the relevant standards that specify Tier 2 reporting requirements.

(k) Impairment of Assets

The carrying value of plant and equipment is reviewed for impairment annually where change in circumstances indicate that the carrying value may not be recoverable. The Board of Directors are of the opinion that no such impairment indicators exist.

(l) Presentation and Functional Currency

These financial statements are presented in Australian Dollars, which is the Association's functional currency.

(m) Economic Dependence

Positive Life is dependent on the NSW Department of Health for the majority of its revenue used to operate the Association. At the date of this report the Board of Directors has no reason to believe the Department will not continue to support Positive Life but a review from the said Department will be made in 6 months.

(n) Financial Liabilities

At balance sheet date the Association has access to a business credit card facility totaling \$5,000 of which \$1,464 has been utilised. Funding to the Association is provided by Community Sector Banking, Bendigo Bank.

NOTE 2 - CASH AND CASH EQUIVALENTS

	2012	2011
	\$	\$
Cash at Bank:		
Bendigo Bank	11,102	341,246
Bendigo Debit Card	1	3
Bendigo Term Deposits	300,000	484
	<u>311,103</u>	<u>341,733</u>
Cash on Hand:		
Petty Cash	500	295
	<u>311,603</u>	<u>342,028</u>

(a) Reconciliation of cash

For the purposes of the statement of cash flows, cash includes cash on hand and at banks and investments in money market instruments. Cash at the end of the year as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows:

Cash	311,603	342,028
Bank overdraft	-	-
	<u>311,603</u>	<u>342,028</u>

(b) Reconciliation of net cash flows from operating activities to operating profit after income tax

Loss for the year	(93)	1,920
Non-cash flows in profit		
Depreciation	8,337	5,373
Write off of fixed assets	1,774	
Increase/(decrease) in assets		
Trade and other receivables	2,553	(6,130)
Accrued interest	(10,052)	
Other current assets	2,436	804
Increase/(decrease) in liabilities		
Trade and other payables	24,689	(1,902)
Other liabilities	(32,022)	24,722
Short-term provisions	16,980	(9,258)
Long-term provisions	(3,796)	(13,807)
Net cash provided by operating activities	<u>10,806</u>	<u>1,722</u>

NOTE 3 - TRADE AND OTHER RECEIVABLES

Other receivables	10,666	13,219
	<u>10,666</u>	<u>13,219</u>

NOTE 4 - OTHER ASSETS**CURRENT**

Other prepayments		2,000
Accrued Interests	10,883	
GST receivable	9,802	11,069
	<u>20,685</u>	<u>13,069</u>

NOTE 5 - PROPERTY, PLANT & EQUIPMENT

Furniture & Fittings - At Cost	3,234	4,307
Less: Accumulated Depreciation	(1,516)	(2,233)
	<u>1,718</u>	<u>2,074</u>
Office Equipment - At Cost	68,852	78,990
Less: Accumulated Depreciation	(34,028)	(72,291)
	<u>34,824</u>	<u>6,699</u>
Software - At Cost	7,342	3,293
Less: Accumulated Depreciation	(3,107)	(2,409)
	<u>4,235</u>	<u>884</u>
Leasehold Improvements - At Cost	-	13,636
Less: Accumulated Depreciation	-	(13,636)
	<u>-</u>	<u>-</u>
	<u>40,777</u>	<u>9,657</u>

(a) Movements in carrying amounts

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year

2011	Furniture & Fittings	Office Equipment	Software	Leasehold Improvement	Total
	\$	\$	\$	\$	\$
Balance at the beginning of year	2,517	6,297	1,243	(0)	10,057
Additions		4,973			4,973
Depreciation expense	(443)	(4,571)	(359)	-	(5,373)
Carrying amount at the end of the year	<u>2,074</u>	<u>6,699</u>	<u>884</u>	<u>(0)</u>	<u>9,657</u>

2012	Furniture & Fittings	Office Equipment	Software	Leasehold Improvement	Total
	\$	\$	\$	\$	\$
Balance at the beginning of year	2,074	6,699	884	(0)	9,657
Additions	1,822	35,361	4,048		41,231
Depreciation expense	(403)	(7,236)	(698)		(8,337)
Write off	(1,774)	-	-		(1,774)
Carrying amount at the end of the year	<u>1,718</u>	<u>34,824</u>	<u>4,234</u>	<u>(0)</u>	<u>40,777</u>

NOTE 6 - TRADE AND OTHER PAYABLES

	2012	2011
CURRENT	\$	\$
Trade Creditors	31,982	8,197
PAYG Withholding	5,671	4,767
	<u>37,653</u>	<u>12,965</u>

	2012	2011
NOTE 7 - PROVISIONS	\$	\$
Annual Leave (including loading) - Current	47,074	35,678
Long Service Leave - Current	21,625	16,041
Long Service Leave - Non-current	-	3,796
	<u>68,699</u>	<u>55,515</u>

In the Statement of Financial Position a statutory provision of accrued annual leave is made of \$47,074 (2011: \$35,678) and long service leave of \$21,625 (2011: \$19,837). These provisions are calculated on the basis of employees receiving 13 weeks long service leave after 10 years continual service in line with the policy of Positive Life. Accrual for the Long Service Leave provisions occurs after an employee has reached 5 years of continual service. It is acknowledged that no formal provision for accrued sick leave is made, however under the by-laws of Positive Life it should be anticipated that payments of accrued sick leave could arise. The total value of sick leave not recognised in the financial report was \$50,391 (2011: \$38,872).

	2012	2011
NOTE 8 - NUMBER OF EMPLOYEES		
Number of employees at year end	<u>6</u>	<u>6</u>

**NOTE 9 - OTHER LIABILITIES
CURRENT**

Grants in advance	<u>28,000</u>	<u>60,022</u>
	<u>28,000</u>	<u>60,022</u>

NOTE 10 - OPERATING GRANTS

Grant income recognised	749,200	715,378
	63,134	51,255
	<u>812,334</u>	<u>766,633</u>

**NOTE 11 - FUNDRAISING ACTIVITIES
Income from Fundraising Activities**

Miscellaneous Donations	<u>1,335</u>	<u>3,687</u>
	1,335	3,687

Less: Expenses of Fundraising Activities

Fundraising expense - Everyday Hero	<u>-</u>	<u>-</u>
	-	-

Surplus/(Loss) on Fundraising Activities

Miscellaneous Donations	<u>1,335</u>	<u>3,687</u>
	1,335	3,687

NET SURPLUS ON FUNDRAISING ACTIVITIES

The balance of fundraising income will be spent on activities which are ineligible for or unlikely to receive government funding or are most likely to enhance Positive Life NSW Inc. service provisions for its clients. With no fundraising expenses incurred, the net surplus margin on fundraising activities is 100%.

NOTE 12 - MEMBERSHIP SERVICES

Board Meeting, Annual Reports & Annual General Meeting Costs	<u>11,706</u>	<u>5,209</u>
	11,706	5,209

NOTE 13 - CORE ACTIVITY EXPENSES

Communications	45,462	42,137
Community Development	30,825	36,333
Health Promotion/Social Marketing	62,834	75,984
Advocacy	6,518	12,013
Administration Services	235,645	194,290
	<u>381,284</u>	<u>322,054</u>

Last financial year, Community Development activity was split into Community Development and Positive Speakers' Bureau; Health Promotion/Social Marketing was split between Health Promotion and HP-Sero Sort

NOTE 14 - AUDITOR'S REMUNERATION

Audit services were provided on a pro bono basis.

- -

NOTE 15 - EMPLOYEE RELATED COSTS

Salaries & wages	467,140	425,712
Employee leave entitlements	13,184	(23,065)
Superannuation	40,394	38,043
Workers' compensation insurance	3,329	3,131
Staff recruitment costs	5,650	9,382
	<u>529,697</u>	<u>453,203</u>

NOTE 16 - INSURANCE

The Association has the following insurance policies which were in place and current as at 30 June 2012.

Workers' Compensation insurance is disclosed separately in Note 15.

Specific & General Property, Crime, Primary

Liability, Protector Liability, Non-Owned Motor

Vehicles and Personal Accidents, Directors and Officers Insurance

Premium paid:

4,981 4,940

NOTE 17 - MEMBERS' LIABILITY

In accordance with The Constitution of The Association the members shall have no liability to contribute towards the payments of debts and liabilities of the Association or the costs, charges and expenses of the winding up of the Association except to the amount of any unpaid membership fees.

NOTE 18 - ASSOCIATION DETAILS

The Association was incorporated in Australia.

The principal place of business of the Association is: Level 5, Suite 5.2,
414 Elizabeth Street
Surry Hills, NSW, 2010

The principal activity of the Association is to represent people living with HIV in New South Wales and to promote a positive image of people affected by HIV with the aim of eliminating prejudice, isolation, stigmatisation and discrimination.

NOTE 19 - RELATED PARTIES

Key management personnel:

The following remuneration rates were paid to key management personnel

1. Sonny Williams

Appointed : 18/07/2011

Short term employee benefits:

Salaries & wages \$97,804

Superannuation \$8,654



NOTE 20 - Subsequent Events

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of Positive Life NSW Inc., the results of those operations or the state of affairs of the Association in future financial years.

NOTE 21 - CAPITAL AND LEASING COMMITMENTS**(a) Operating lease commitments**

	2012	2011
	\$	\$
Being for rent of premises & office equipment Payable:		
- not later than 1 year	5,916	17,430
- later than 1 year but not later than 5 years	12,638	11,189
- later than 5 years	-	-
	18,555	28,619

The Association has an MOU with ACON Health Limited for the lease of their premises. The term of the lease is not locked and either party can give the other 60 days notice to vacate the property.

(b) There were no material commitments requiring disclosure other than those already included under the notes to and forming part of the financial statements at balance date (2011: Nil).



STATEMENT BY THE BOARD OF DIRECTORS

In the opinion of the Board of Directors the financial statements as set out on pages 1 to 10:

- 1 Presents a true and fair view of the financial position of Positive Life NSW Inc. as at 30 June 2012 and its results, changes in equity and cash flows of the Association for the year ended on that date in accordance with Australian Accounting Standards
- 2 At the date of this statement, there are reasonable grounds to believe that Positive Life NSW Inc. will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Board of Directors and is signed for and on behalf of the Board of Directors by:



President
Malcolm Leech



Treasurer
Paul Ellis

Dated this 26th day of September, 2012

INFORMATION AND DECLARATIONS TO BE FURNISHED UNDER THE CHARITABLE FUNDRAISING ACT 1991 (the "Act") 30 JUNE 2012

Declaration to be made by the President in respect of fundraising appeals

I, Malcolm Leech, President of Positive Life NSW Inc. (the "Association") declare that in my opinion:

- (a) the financial statements present a true and fair view of all income and expenditure of the Association with respect to fundraising appeals; and
- (b) the Statement of Financial Position presents a true and fair view of the state of affairs of the Association with respect to fundraising appeals; and
- (c) the provisions of the Act, the regulations under the Act, and the conditions attached to the fundraising authority have been complied with by the Association; and
- (d) the internal controls exercised by the Association are appropriate and effective in accounting for all income received and applied by the Association from any of its fundraising appeals.



President
Malcolm Leech

Dated this 26th day of September, 2012

Independent Audit Report to the Members of Positive Life NSW Inc

Report on the Financial Report

We have audited the accompanying general purpose financial report of Positive Life NSW Incorporated, which comprises the statement of financial position as at 30 June 2012, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and a statement by the board of directors.

Directors' Responsibility for the Financial Report

The directors are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards and the *Associations Incorporations Act 2009 (NSW)*, and for such internal control as the directors determine is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Independence

In conducting our audit, we followed the applicable independence requirements of the Australian professional ethical pronouncements.

Opinion

In our opinion, the financial report presents fairly, in all material respects, the financial position of Positive Life NSW Incorporated as at 30 June 2012, and its financial performance and its cash flows for the year then ended in accordance with Australian Accounting Standards and other mandatory professional and statutory reporting requirements in Australia including section 24 of the *Charitable Fundraising Act (NSW) 1991*.

Dated at Sydney on the 27th day of September 2012.



ESV Chartered Accountants

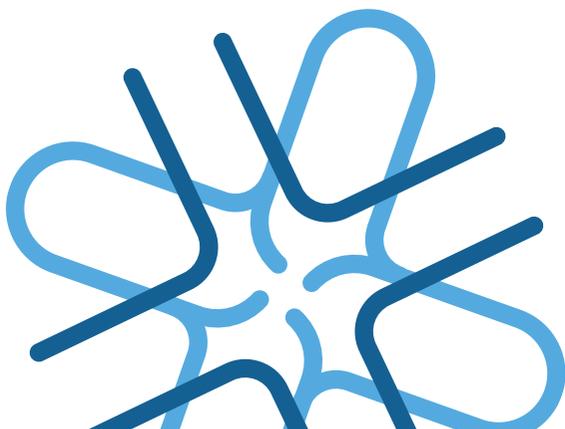
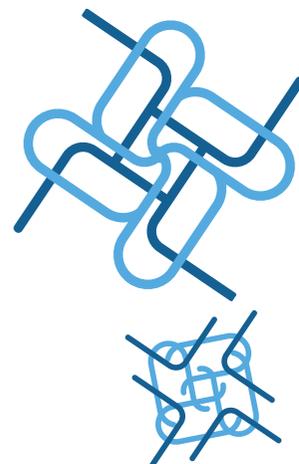


Tim Valtwies
Partner

THANK YOU

ACON Northern Rivers/Illawarra/Hunter
Adrian Ogier
Australian Federation of AIDS Organisations
Aldo Spina
All our members, subscribers and supporters
All those who have been willing to take part in the development of our campaigns and health promotion resources
Australian Research Centre in Sex, Health and Society
Australasian Society of HIV Medicine
Barry Edwards
Board members 2010 - 11: Malcolm Leech, Paul Ellis, Bernard Kealey, Russell Westacott, James Wilson, Timothy Parsons, Craig Cooper, Jane Costello, Peter Thoms, Simon Chaplin, Scott McKeown, Brett Paradise, staff representatives Lance Feeney and Hédimo Santana
Bobby Goldsmith Foundation
Brady from HIV/AIDS Legal Centre
Chris Bourne
City of Sydney
David Novak (Manhunt)
David Polson
Dermot Ryan
Douglas Jenkin
ESV Chartered Accountants
Garth Boulton
Garret Prestage
Graheme Newberry
Greg Page
Greater Western Local health District

Jae Condon
James DeVeres
Jeanne Ellard
Karress Rhodes of KL Graphics
Karumah
Kirby Institute
Kurt Andersson-Noorgard
Martin Holt
Matrix on Board
Max Niggel
Morgan Carpenter
Multicultural HIV & Hepatitis Service
National Association of People With HIV, Australia
National Centre in HIV Social Research
Neill Tidy
Nic Parkhill of ACON and his staff
Fred Oberg
Phil Mace
Positive Speakers Bureau speakers
Pozhets
Priyadi Prihaswan
Rene
Roderick Smith
Ruth Hennessy
South East Sydney Illawarra Local Health District
Slade Smith
Sydney South West Local Health District
South Eastern Sydney Local Health District
Spiro Haginikitas
SX
Sydney Star Observer
Talkabout's pseudonymous writers: you know who you are!
Tobin Saunders
Valerio Pradella



the voice of people
with HIV since 1988

**Positive
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Positive Speakers Bureau

Talkabout Magazine

Health Promotion

Social Marketing

Life Mail E-News

Peer Education

Planet Positive

Fact Sheets

Campaigns

Fresh Start

Advocacy

Referrals

Genesis

Events

www.positivelife.org.au