



New Zealand AIDS Foundation
Te Tūāpapa Mate Āraikore o Aotearoa



Pūrongo-ā-tau

2019 Annual Report

Tēnā koutou

It is our great pleasure to jointly introduce the New Zealand AIDS Foundation (NZAF) Annual Report for 2019.

This report outlines achievements for the financial year ending 30 June 2019 and we trust you will enjoy digesting the highlights of another busy and successful year for NZAF.

First and foremost, we were delighted to note the further decrease in the number of new HIV infections in New Zealand when the AIDS Epidemiology Group released data for 2018. This data showed a 9.6% decrease in overall diagnoses and a 13.3% decrease among men who have sex with men. Encouragingly, this was the second decrease in a row after the highest number of new HIV infections in any one year was recorded in 2016.

We believe we can now confidently say that the adoption and implementation of a combination HIV prevention strategy is yielding results. Our Strategic Plan for 2016-2019 boldly adopted the range of tools we now have at our disposal to prevent the transmission of HIV and we have been busy educating communities and playing a leadership role in framing this new approach across the sector. We have increased knowledge and changed behaviours among those most impacted by HIV in New Zealand and have advocated strongly for a policy environment that will enable the greatest success.

It is worth acknowledging that communicating HIV prevention messaging in this new era is more complex than ever before. At the same time as communicating the ongoing need for condom use to prevent the transmission of HIV and most STIs, we have had to find ways to educate those most impacted by HIV about the roles of pre-exposure prophylaxis (PrEP) and undetectable viral load (U=U). The nuance in this messaging and the possibility for unintended consequences at a public health level is not lost on us. A key challenge as we move forward will be balancing the need to further drive down the number of new HIV infections with a desire to promote the broader sexual health and well-being of those most impacted. This is a challenge we are up for.

HIV testing is another core focus of our work and 2018 saw us exceed our strategic target of 6,000 tests per year. More important than the number of tests is how we have improved the quality of our testing. We have dedicated resources to ensuring that our services are as accessible and appropriate as possible and the data on pages 17-19 shows impressive results. Through innovation in testing modes and locations, we are reaching more diverse corners of impacted communities and individuals who have not traditionally accessed services. We will continue this work and advocate for it to be reflected in system-wide changes.

Maximising the well-being of those living with and most impacted by HIV remains a cornerstone of our work. The team delivered over 700 counselling sessions to 227 individuals. We integrated the powerful message of 'Undetectable equals Untransmittable' into our programmes and took this message on the road across the country. We continued to challenge HIV stigma at every opportunity and worked hard to further develop our partnership and collaboration with peer organisations such as Positive Women Inc. and Body Positive Inc.

To deliver the results we do requires a strong, robust and sustainable organisation. With careful oversight and further growth in our fundraising programme, we delivered a healthy surplus that resulted in zero debt at financial year end. This is a significant achievement given necessary strategic decisions at the time that resulted in debt levels reaching \$600,000 in 2016/17. As well as financial stewardship, we have continued to focus on attracting, retaining and developing our workforce. Highlights from our latest staff culture and satisfaction survey on page 28 of this report speak for themselves and we are continuing to roll out initiatives in this space.

At a governance level, 2019 was a year of significant transition following the departure of long-serving members David Friar (past Chair), Massimo Giola, Michael Moore (past Deputy Chair), David Ting, and Daniel Keys (past Deputy/Acting

Chair). These Trustees left significant legacies and the Board has worked hard to ensure that NZAF benefits from the consistently high-quality governance for which it is known. Within the financial year, the Board welcomed Ian Kaihe-Wetting, Edward Coughlan and Ben Mander, while previously co-opted members Carol Maibvisira-Lucas and Sam Humphrey (current Deputy Chair) became full Trustees. These great individuals bring a wealth of diverse skills and experience to the Board table and we feel well placed to lead NZAF forward.

One of the biggest pieces of work completed by the Board and Leadership was the development and launch of a new Strategic Plan. The new strategy will guide NZAF from 2019-2022 and includes a set of goals and actions that will edge us closer to

our vision of an Aotearoa with zero HIV transmissions where people living with or affected by HIV flourish. The plan was developed in close consultation with staff, partners, community and key stakeholders and we look forward to reporting on the first year of progress in 2020.

Thank you to all those who have contributed to our work over the past year. From key partners through to our amazing team of volunteers and generous donors, we simply could not do what we do without you. There is no doubt that we have achieved significant things. At the same time, we are very aware of the challenges that lie ahead. We look forward to continuing the journey alongside you and thank you in advance for your continued support.



A handwritten signature in black ink, appearing to read 'Anthony Fallon'.

**Anthony Fallon,
Trust Board Chair**



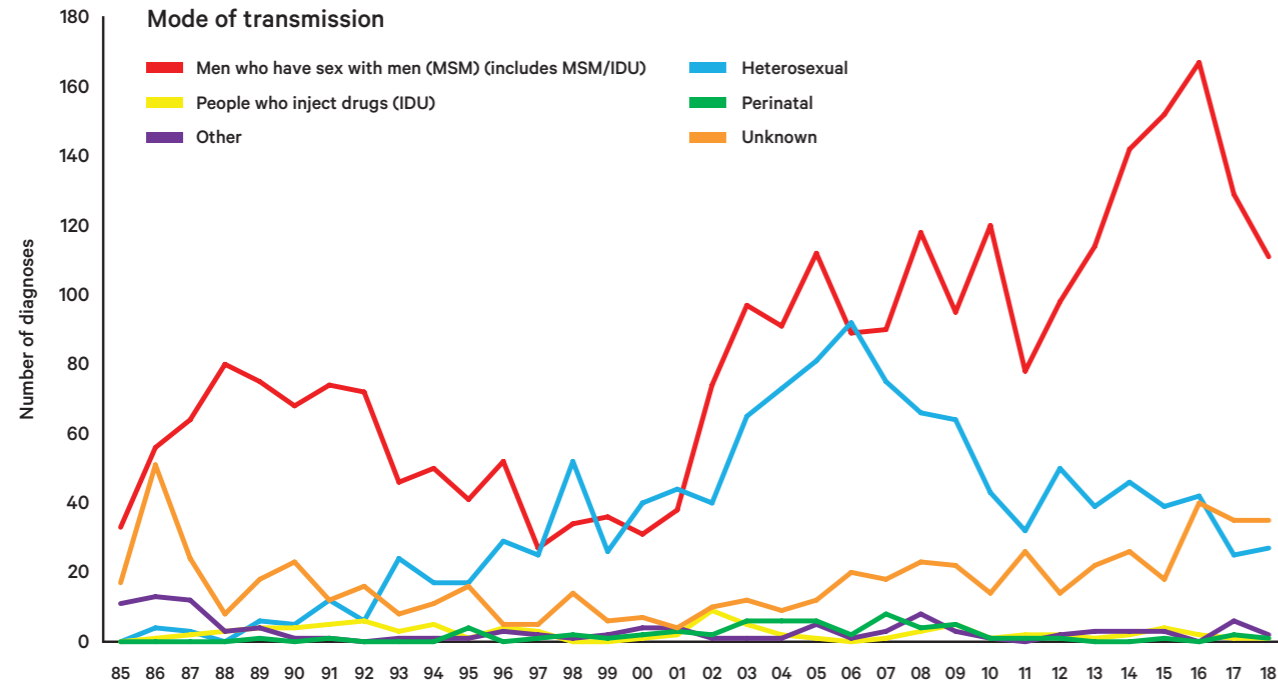
A handwritten signature in black ink, appearing to read 'Jason Myers'.

**Dr Jason Myers,
Chief Executive**

**To all those who
contributed to
our work...**

**thank
you.**

Continued decrease in new HIV diagnoses



Across 2017 and 2018, there has been an encouraging decrease in the number of new HIV diagnoses in Aotearoa.

2018 saw the downward trend in new HIV diagnoses continue for a second year.

In 2018, 178 people were diagnosed with HIV and the number of infections acquired in NZ was 77 – down 30% on 2016.

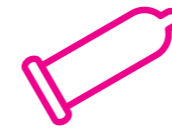
79% of the infections acquired in NZ were men who have sex with men (MSM) – down 10% on 2017.

27 people were diagnosed through heterosexual contact – 18 men and 9 women.

9.6%
Decrease in overall new HIV diagnoses from 2017

13.9%
Decrease in new HIV diagnoses among MSM from 2017

Several factors are likely to be contributing to a continued reduction:



CONDOM USE

97% of MSM know condoms are the most effective prevention for HIV & STIs.



HUGE JUMP IN PrEP UPTAKE

2,423 MSM had initiated funded PrEP at June 2019. A 186% increase on 900 in June 2018



NZAF TESTING NUMBERS INCREASE

Total testing numbers are up 33% on 2018, including self-testing.



THE ROLE OF TREATMENT

Promoting the benefits of early and consistent treatment has been a focus in the past year - 70% of MSM know that U=U.

“These new measures [PrEP & U=U], along with use of condoms, and regular and early HIV testing and screening are likely to have contributed to the decline. It is important to continue to utilise all these measures in order to see a further decline.”

– DR SUE MCALLISTER, AIDS EPIDEMIOLOGY GROUP LEADER

NZAF: a Snapshot



40
staff



2,600
active volunteers



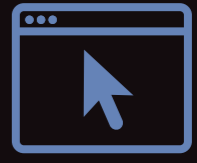
81%
of men who have
sex with men (MSM)
understand PrEP
prevents HIV



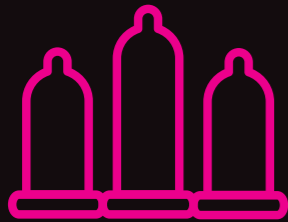
1,774
HIV self-tests
distributed



733
counselling
sessions
held



228,196
unique NZ-based
website visitors



792,000+
condoms
distributed



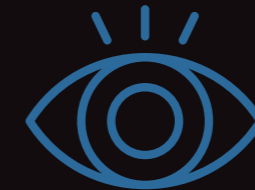
70%
of MSM know
that effective
treatment means
HIV cannot be
passed on via sex



6,172
total HIV
tests provided



7m+
video views



123m+
marketing
impressions



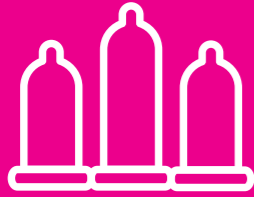
\$625,765
fundraising
income



Key Achievements

Condoms

Condoms remain the cornerstone of a public health response to HIV and STIs in New Zealand



792,000+

condoms distributed



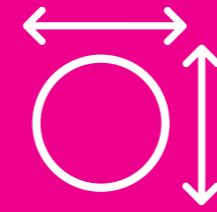
16,000+

condoms mailed out



40%

of condom mail-outs go to locations outside of the 3 major centres (Auckland, Christchurch, Wellington)



New Sizes

49mm and 60mm now distributed alongside the usual 56mm – finding the right fit has been proven to encourage more consistent condom use



78%

of men who have sex with men (MSM) who state condoms were their main form of HIV prevention, reported using them always or almost always



Condom Packing Event, Auckland

STAY SAFE

PHASE 1

CHOICE!

Phase 1 of Stay Safe, aptly named *Choice!*, was the first time NZAF had promoted all three HIV prevention tools together in combination. *Choice!* demonstrated how different HIV prevention tools can complement each other and empowered people to employ methods that work best for them.



Choice! campaign bus artwork



"U=U with Bruce Richman" Choice! campaign video

PHASE 2

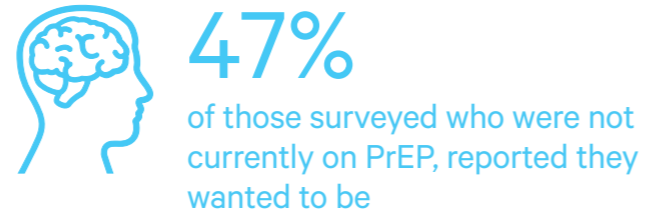
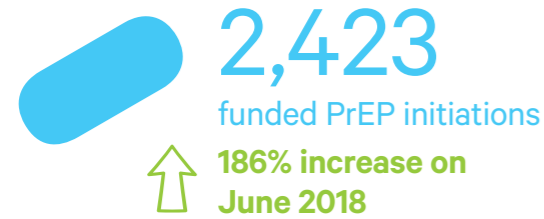
RULES OF A F***BUDDY

Phase 2 of the Stay Safe campaign focused on HIV prevention tool use among casual sex partners. Using the language of the community (hence "f***buddy") and beautiful, sex-positive imagery of real community members, this campaign pushed some boundaries and targeted groups that had reported relying on one another's prevention use or HIV status to keep themselves safe. This campaign stepped in and asked the community to share the rules they already use in their casual sexual relationships. Then put them alongside specific prevention rules to create the behaviour of keeping prevention on the list when they're already setting up the rules of encounters or relationships.



PrEP has been funded in New Zealand since March 2018 and access and uptake are increasing.

Awareness of PrEP is growing and there are more people than ever accessing PHARMAC-funded PrEP in Aotearoa. With an over 180% increase on June last year, more high-risk MSM are getting access to this incredibly effective HIV prevention tool. Not only this, but our most recent survey showed an increasing desire to be on PrEP among those who were not yet accessing it. NZAF is committed to playing its part in addressing barriers to access and ensuring PrEP meets its full potential.



Choice! campaign, February 2019

Testing

By continuing to diversify and target our testing services, we aim to ensure we can reach people who need it the most, as well as raise general awareness and acceptability of regular HIV testing.



6,172

total HIV tests provided
20% INCREASE



1,774

HIV self-tests
197% INCREASE



2,748

STI tests provided
13% INCREASE

Testing

Outreach – Summer Beat Project

The Summer Beat Outreach Project began with the aim of reaching MSM engaging in high-risk behaviour at known cruising spots - especially those who struggle to access HIV testing services for any reason. By offering free HIV Self-Test kits in these locations we were able to support men who may not be engaging with our clinic or web services, or who need to remain discreet, thus increasing testing among these populations and encouraging testing to know HIV status as a habit, as well as reducing transmission risk.



6%

of beat testers had never tested for HIV before



3%

of beat testers had not tested for HIV in 5 years or more



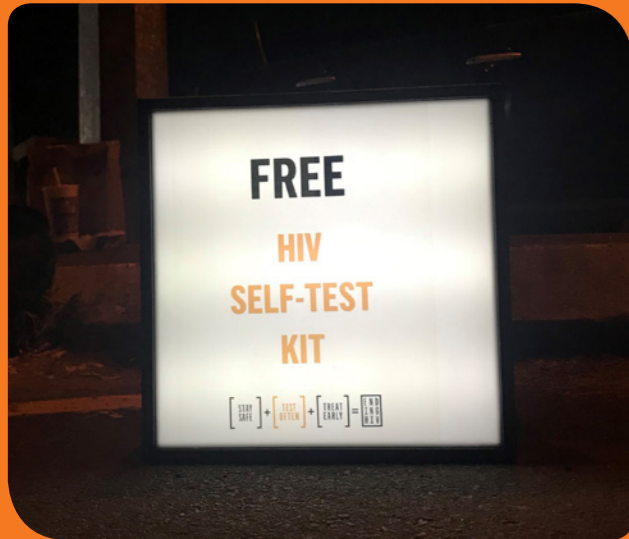
26%

of beat testers had not tested for HIV in 1-2 years before



69%

of testers reported their results, which is even higher than our online requesting services (65%)



Free HIV Self-Test kits at public cruising beats



Preparing for your HIV Self-Test

Self-Testing

Now in the second year of promoting and distributing HIV Self-Test kits (HSTs) as an option for people who cannot access our services for whatever reason, we have seen further increased uptake. NZAF distributed nearly triple the amount of HSTs in 2019 than in 2018. By providing options beyond visiting our clinics, we aim to get testing into the hands of those who may not be testing regularly, or at all.

39%

of HIV Self-Test users hadn't ever tested before

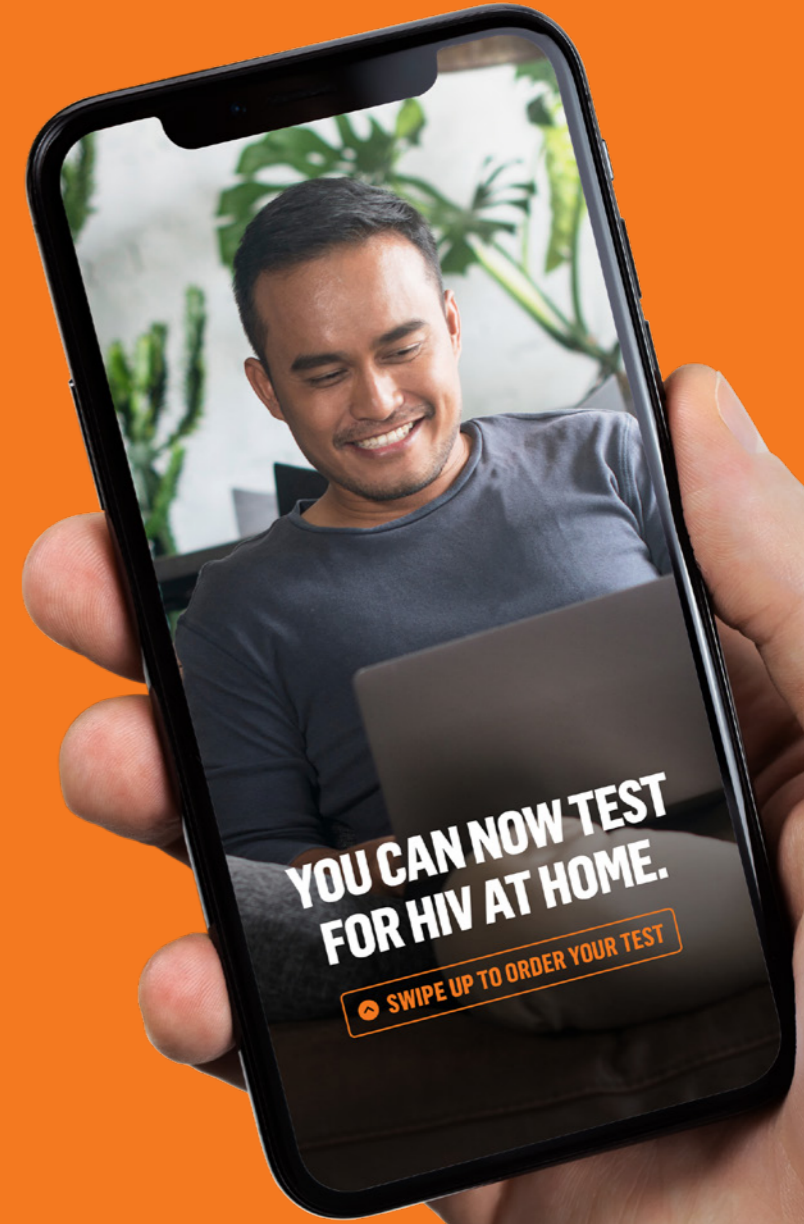
51%

of testers were outside Auckland, Wellington and Christchurch



“As people are more aware of the self-testing they have become more popular and we have explored more ways to distribute the tests. The main reason people want a home test is convenience.”

– **JILL BEAUMONT, NZAF HEALTH SERVICES REGIONAL MANAGER**



Treatment and U=U



95%

of PLHIV surveyed were either satisfied or very satisfied with their HIV treatment



90%

of PLHIV surveyed knew there were different HIV medications available and that many of them are funded



96%

of PLHIV surveyed who were on treatment had an undetectable viral load

U=U

We have integrated Undetectable = Untransmittable into prevention, treatment and stigma promotions throughout 2018 and will continue to incorporate the message of U=U into the work we do. Street posters, billboards, stage shows, forums, tours and videos with hundreds of thousands of views are helping us get the word out.



236,000+

video views of "U=U with Bruce Richman"



"We have the information, it's proven and this transforms their lives."

– FOUNDER OF THE U=U MOVEMENT, BRUCE RICHMAN

(QUOTE: "U=U WITH BRUCE RICHMAN" VIDEO)

Undetectable = Untransmittable – New Zealand Tour

U=U founder Bruce Richman and The Institute of Many founder Nic Holas came on tour with us around Aotearoa, to stand up and talk to people about the power of U=U. Together they discussed the importance of telling anyone who will listen, as well as those who won't, about what U=U can mean for people living with HIV as well as the battle against stigma around the world.



U=U Tour, November 2018, Auckland

THREE CITIES

Events in Christchurch, Wellington and Auckland

TWO INTERNATIONAL GUESTS

Bruce Richman and Nic Holas

A PANEL OF LOCAL EXPERTS

Including people living with HIV, peer organisation leaders and Infectious Diseases specialists.



U=U Tour, November 2018, Wellington

Pamoja's first full year has been a busy one filled with workshops, events, testing and more all around Aotearoa. The message of Pamoja, which means 'together' in Swahili, is one that encourages all members of the African community, no matter their HIV status, to work together to end HIV stigma and new transmissions.

11,000

condoms distributed

15

community education events & forums

19

community events

10

support group meetings for African women living with HIV

3

support group meetings for African men who have sex with women



"The good news is that the number of new HIV infection cases in the African community has been declining. Unfortunately, stigma is still the serious challenge for African people living with HIV. Pamoja has been focusing on the wellbeing of Africans living with or affected by HIV and tackling HIV stigma. We look forward to engaging people living with HIV and helping them to use their own voices, skills, and platforms to reduce stigma and encourage HIV prevention."

– JUDITH, PAMOJA COORDINATOR

"HIV and AIDS are less taboo and draw less stigma in our community because of Pamoja's visibility and passion. It plays a special role in increasing people's comfort in talking about it; and prompts our communities to get tested. People tend to put off going to their doctors for various reasons. Pamoja brings the service to our community in a warm and inviting way. Pamoja is invaluable. Pamoja is a key consistent organisation at our annual Africa Day Festival."

– CHINWE AKOMAH, AFRICAN COMMUNITIES FORUM INC. PRESIDENT



Counselling

Counselling

Our team of professional counsellors across the country continue to deliver behaviour-change counselling and sexual health support to those at high risk of acquiring HIV and therapeutic support for people living with HIV.



733

counselling sessions



227

individuals



100%

of clients who were gay, bisexual or other men who have sex with men (GBM) reported that they felt better equipped to reduce risk

Breakdown of eligible clients accessing counselling services

- People living with HIV – 39.6%
- GBM seeking risk reduction – 11.5%
- GBM other – 42.3%
- Partner or whānau living with HIV – 6.6%



AIDS Memorial Quilt Anniversary



New Zealand AIDS Memorial Quilt

November 2018 marked the 30th Anniversary of the first quilt being presented to the AIDS Memorial Quilt Project in 1988.

We held an intimate event in Auckland to honour and celebrate those loved ones we've lost to HIV and AIDS over the years and to receive the Cartier Trust Quilt – the first presentation of a new quilt to the project in over 15 years.

Many of the wonderful, dedicated people who have been involved with the quilt project and the production of the memorial quilts attended, and many spoke of the history of the quilts and shared stories of the early days of the HIV response in Aotearoa.



Ricky Te Akau, David Robertson, Lance Lee and Karen Ritchie present the Cartier Trust Quilt



Nicky Eddy, David Robertson and Peggy Dawson speak of their experiences as part of the Quilt project and early AIDS response

Fundraising

NZAF's government contract does not cover the cost of delivering all of our programmes and services. We are committed to diversifying our income through a growing and more sophisticated fundraising programme.



104%

\$26,716
NZAF events
income



40%

\$216,954
individual giving
income



34%

\$294,852
grants and
sponsorships

The NZAF sincerely thanks all those who made financial contributions to support our work in 2018/19; including regular donors and one off donors, large and small. Without this generosity, many of our achievements this year may not have been possible.

Special thanks to the American Embassy, ANZ Bank NZ Ltd, ASB Bank, Auckland Council, AUT University, Bluesky Community Trust Ltd, BNZ Bank, Central Lakes District, Chorus NZ, Dragon Community Trust, Fletcher Building, Foundation North, Grassroots Trust Ltd, Lion Foundation, Lottery Grants Board, MediaWorks, One Foundation, Oxford Sports Trust, Pelorus Trust, Pub Charity, Reckitt Benckiser (NZ) Ltd (Durex), The Southern Trust, The Warehouse Group, Vodafone, Westpac Bank.



Dedicated World AIDS Day volunteers street collecting, December 2018

Our team

We work consistently to attract, retain and develop the team that carries out the important mahi of NZAF. Our internal staff surveys continue to show a strong internal culture.



94%

of staff agree that their work is valued



90%

of staff feel they have the opportunity to share ideas and opinions and that they are heard



100%

of staff feel proud to be an NZAF employee and feel inspired to do their best work



87%

of staff agree that healthy disagreement and constructive criticism is welcomed

Figures from July 2019 NZAF staff survey



Volunteers

Our volunteer network is an important part of being able to pull off some of our bigger pieces of work. A massive thank you to every person who donated their time this year to pack condoms, collect donations on World AIDS Day and at Big Gay Out, or support events in any other way.



“I first started volunteering in Wellington a few years ago. It soon became my weekly social gathering hot-spot. It helps relieve stress from my hectic day-to-day workload, allows me to escape my other adulting responsibilities and keeps me out of mischief. Ever since moving up to Auckland, it still remains a great safe space for us to meet wonderful individuals, as well as helping NZAF.”

– BERNIE, VOLUNTEER



Statement of Comprehensive Revenue and Expense

New Zealand AIDS Foundation for year ended 30 June 2019

	2019	2018
Revenue from exchange transactions	\$	\$
Ministry of Health	4,250,387	4,230,387
Fundraising NZAF Events	35,170	16,321
Other Income	92,707	83,286
Interest income	7,500	25,980
	4,385,764	4,355,974
Revenue from non-exchange transactions		
Grants - Operating	95,888	48,081
Fundraising NZAF Events	188,228	175,451
Donations/Bequests	306,479	177,212
Funding from Pharmac	73,480	73,480
Other Income	1,140	1,050
	665,215	475,274
Total Revenue	5,050,979	4,831,248
Office Resourcing	390,974	371,101
Board Expenses	24,299	21,540
Communications, Fundraising & Events	509,021	344,979
Depreciation	66,640	76,752
HIV Prevention	1,018,477	1,050,738
Health Services	149,868	132,483
Policy and Science	138,163	79,630
Personnel	2,340,460	2,283,308
National Support Services	56,888	55,066
Travel	99,357	110,767
	4,794,147	4,526,364
Total Expense	4,794,147	4,526,364
Total surplus for the year	256,832	304,884
Total comprehensive revenue & expense for the year	256,832	304,884

Statement of Changes in Net Assets/Equity

New Zealand AIDS Foundation for year ended 30 June 2019

	2019	2018
Accumulated comprehensive revenue & expense	\$	\$
Opening balance at start of year 01 July	1,920,863	1,615,979
Net surplus / (deficit) for the year	256,832	304,884
Total recognised revenue and expense	256,832	304,884
Total closing equity at the end of year 30 June	2,177,695	1,920,863
Closing equity 30 June	2,177,695	1,920,863



“Eliminating debt has been a key focus of our financial strategy in recent years. We were delighted to end the 2018/19 financial year debt-free.”

– DR JASON MYERS,
NZAF CHIEF EXECUTIVE

Statement of Financial Position

New Zealand AIDS Foundation as at 30 June 2019

	2019	2018
Current Assets	\$	\$
Cash & cash equivalents	233,768	119,182
Receivables from exchange transactions	278	1,759
Prepayments	50,525	57,256
GST Receivable	57,918	48,216
	342,489	226,413
Non-Current Assets		
Property, Plant & Equipment	2,278,514	2,300,900
Intangible Assets	18,590	18,691
	2,297,104	2,319,591
Total Assets	2,639,593	2,546,003
Current Liabilities		
Trade & other creditors from exchange transactions	304,812	261,711
Employee benefits	86,762	89,782
Accrued Expenditure	34,048	31,947
Income in Advance	36,276	41,700
Borrowings	-	200,000
	461,898	625,140
Total Liabilities		
Net Assets	2,177,695	1,920,863
Equity		
Accumulated comprehensive revenue and expense	2,177,695	1,920,863
Total	2,177,695	1,920,863

Please Note: These financial statements should be read in conjunction with the notes to the financial statements.

Statement of Cash Flow

New Zealand AIDS Foundation for year ended 30 June 2019

	2019	2018
Cash flows from operating activities	\$	\$
<i>Receipts</i>		
Ministry of Health	4,250,387	4,230,387
Fundraising NZAF Events	223,398	191,772
Donations & Grants	405,034	210,093
Interest received	7,500	25,980
Other Income	61,328	122,817
Net GST Received	(9,702)	(13,225)
	4,937,945	4,767,824
<i>Payments</i>		
Suppliers	2,228,199	1,952,927
Employees	2,338,216	2,279,964
Interest Paid	12,790	14,934
	4,579,205	4,247,825
Net cash inflow from operating activities	358,740	519,999
Cash flows from financing activities		
<i>Receipts</i>		
Funds (repaid) from borrowings	(200,000)	(400,000)
	(200,000)	(400,000)
Net cash (outflow) from financing activities	(200,000)	(400,000)
Cash flows from investing activities		
<i>Payments</i>		
Purchase of Property, Plant & Equipment	33,594	26,896
Purchase of intangible assets	10,560	-
	44,154	26,896
Net cash (outflow) from investing activities	(44,154)	(26,896)
Net increase in Cash & cash equivalents	114,586	93,103
Cash & cash equivalents at 01 July	119,182	26,079
Cash & cash equivalents at 30 June	233,768	119,182

The NZAF would like to thank RSM Hayes Audit for their audit services.

*The Man with the
Wrapped
Candy*

Together we can...

"The Man with the Wrapped Candy" Choice! campaign video

...end new HIV transmissions in Aotearoa.

GOOD SEX



Mainstage at the 2019 Big Gay Out



New Zealand AIDS Foundation
Te Tūāpapa Mate Āraikore o Aotearoa

