



New Zealand AIDS Foundation
Te Tūāpapa Mate Āraikore o Aotearoa



Pūrongo-ā-tau
2018 Annual Report

Thank You.

A special thanks to those who supported or contributed to our work this year.

- The communities we serve, including People Living with HIV
- NZAF staff and volunteers
- Generous individual and organisational donors, and granting bodies
- The Ministry of Health
- PHARMAC
- DHB sexual health and infectious diseases clinicians
- ACON
- Reckit Benckiser (Durex)
- Body Positive, Positive Women Inc and INA
- Dr Peter Saxton
- AIDS Epidemiology Group
- Michael Bancroft and all past members of the AIDS Memorial Quilt Committee

From NZAF's Chair

Tēnā koutou

It is my pleasure to introduce our Annual Report for 2018.

This is my last year as Chair, after almost six years on the NZAF Board and four years as Chair. In this time we have faced a number of significant challenges, but we have also been presented with many new opportunities. I am proud of our work to address these challenges and opportunities, including our revised strategy that has seen a reduction in new HIV infections and our restructure that has ensured that the organisation is financially sustainable.

The number of new HIV diagnoses in New Zealand had been steadily rising for a number of years. As a result, we fundamentally shifted our strategy in 2016. While condoms remain crucial in preventing the spread of HIV, we also committed to promoting PrEP and fighting for it to be publicly funded, we advocated for early treatment and removal of the CD4 threshold, we increased testing, and we committed to campaign against stigma towards people living with HIV.

We have had a number of significant wins as a result of this work, including the removal of the CD4 threshold for HIV treatment in 2017, the public funding for PrEP for those at high risk in 2018, and the announcement this year that the number of new HIV diagnoses in 2017 dropped by 20% over the previous year. While still early days, it is gratifying to see these results.

One of our other critical challenges has been the financial health and sustainability of the organisation, particularly given



that our funding from the Government has remained flat for the past decade. To address this, we undertook a comprehensive restructure in 2017, we targeted non-essential spending, and we are further developing our fundraising programme. As a result, I am pleased to report a surplus of \$305,000 for the 2017/18 financial year. This has enabled us to significantly reduce our debt, and one more year of similar performance would see our debt fully eliminated.

In the past year, we farewelled two Trustees: James Hudson and Tim Melville. I would like to acknowledge their contributions, particularly in relation to tikanga Māori at a governance level. In November, Michael Moore, Massimo Giola and I will also be leaving the Board. Massimo has brought invaluable clinical knowledge to the table, helping to ensure that our work is informed by the latest evidence. Michael has made an immeasurable contribution as Deputy Chair and Chair of the Finance and Human Resource sub-committees. Their commitment to the Board and our mission has been outstanding.

We also welcomed three new members to the Board: Sam Humphrey, Carol Lucas and Ian Kaihe-Wetting, who each bring a unique set of skills and experience.

Finally, it has been an honour to serve as a Trustee, Board Member and Chair of this organisation. NZAF makes a real difference in preventing the spread of HIV and supporting people living with HIV, and I am privileged to have been part of the team that makes this happen.

David Friar,
Trust Board Chair

From NZAF's Chief Executive

Tēnā koutou

It is with great pride that I introduce the 2018 Annual Report of the New Zealand AIDS Foundation. The team has worked tirelessly alongside community and our partners and the results spread across the pages of this report speak for themselves.

In the context of HIV prevention, we have consolidated an approach that embraces multiple tools to halt the spread of HIV. Condoms remain the cornerstone of our response and we distributed close to 800,000 condoms through over 150 venues across the country. At the same time, we educated the community about pre-exposure prophylaxis (PrEP) as an alternative prevention tool and led the work that resulted in PrEP being publicly funded for those who need it. Finally, we publicly endorsed the 'Undetectable = Untransmittable' campaign, celebrating the prevention benefits that can result from early and successful treatment for People Living with HIV (PLHIV).

Reducing the amount of undiagnosed HIV in the community is crucial both for the health of PLHIV and for HIV prevention. The number of HIV tests administered by NZAF continues to climb and we are on track to achieve our target of 6,000 per annum by 2019. Alongside increasing testing volumes, we continue to adapt our testing services to ensure that we are reaching the right people in the places that work best for them. Through taking testing beyond our clinics and into the community, we are testing more infrequent testers and diagnosing more HIV. The home testing pilot yielded such strong results that we have now integrated home testing into our standard suite of testing options for target groups.



It has also been a big year for our work around care and support for PLHIV. Alongside the behaviour change work with individuals at high risk of acquiring HIV, our professional counselling team provided therapeutic support to PLHIV across the country. We also piloted meditation and mindfulness courses, building new connections between PLHIV and providing people practical tools to improve health and well-being. Finally, we challenged HIV stigma at every opportunity in our advocacy and media work. Strengthening this work even further will be a key focus of the year ahead.

Enabling these successes requires a robust organisation with a committed and skilful workforce. With careful management and the continued growth of our fundraising programme, we delivered the best financial result the organisation has seen in recent years. We built a workplace culture that champions collaboration and we continue to develop ways to ensure the voices of those we serve have space in our programme planning and delivery.

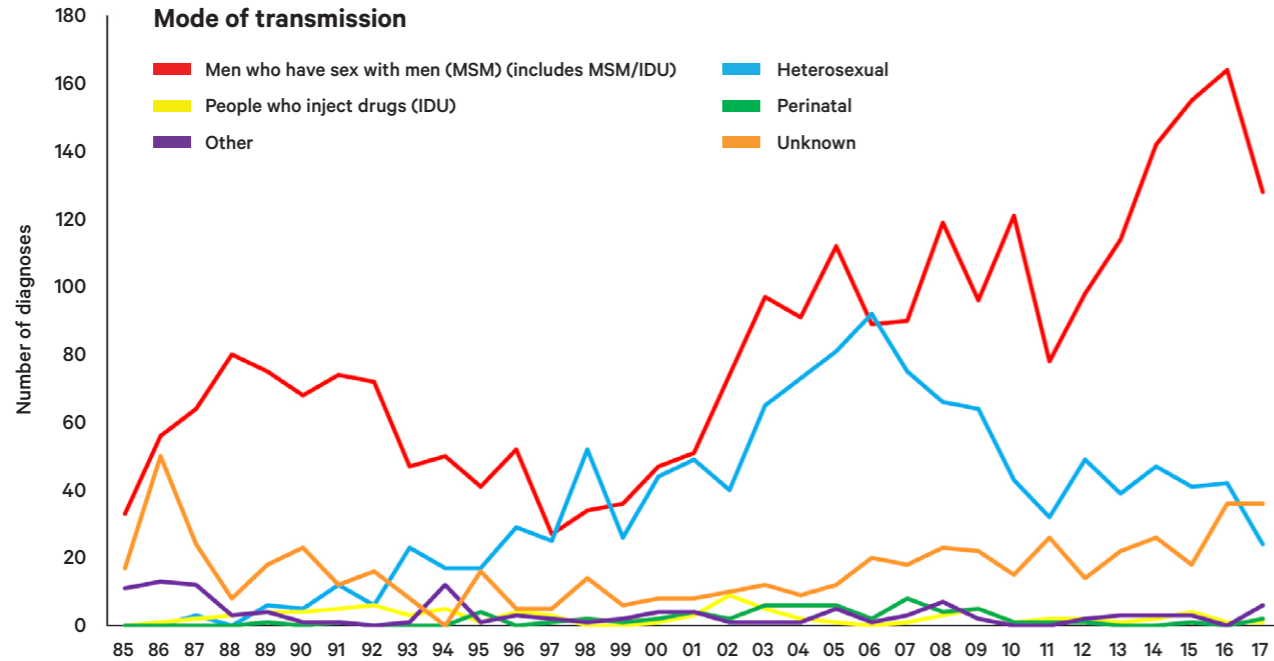
Thank you to all those who have contributed to our work. From key partners through to our amazing team of volunteers and generous donors, we couldn't do it without you. I also want to take this opportunity to thank the NZAF Board for their work and support. In particular, I single out David Friar, Michael Moore and Massimo Giola, who all stand down this year after extended terms of service. Thank you!

I hope you enjoy reading this report and I look forward to working with you in the year ahead.

Thank you.

Dr Jason Myers,
Chief Executive

Significant drop in HIV in New Zealand



From 2011 to 2016, the number of new HIV diagnoses in New Zealand steadily rose.

But in 2017 we were heartened to see the first decrease in 6 years.

197 people were diagnosed with HIV – almost a 20% drop from the 243 in 2016. While this is cause for celebration, it is still too many.

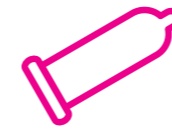
89% of the infections acquired in NZ were men who have sex with men (MSM) – this remains unchanged from 2016.

24 people were diagnosed through heterosexual contact – a decline to numbers last seen in the late 1990s.

DOWN
20%
Overall HIV diagnoses

DOWN
29%
HIV diagnoses among MSM

Several factors could be contributing to a reduction:



CONDOM USE

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



INCREASED PrEP UPTAKE

Nearly 900 MSM receiving funded PrEP (in July 2018).



MORE EFFECTIVE TESTING

Taking testing from the clinic into the community has increased the number of diagnoses by NZAF.



THE ROLE OF TREATMENT

Removal of barriers to treatment and dramatic increase in knowledge around treatment benefits.

“We need to see a steady consistent decrease over the next few years before we can confidently say we are on the right track. We also need the Government to reinstate funding for behavioural surveillance so we can actually understand what’s contributing to the changes in diagnoses.”

– DR JASON MYERS, NZAF CHIEF EXECUTIVE

NZAF: a Snapshot



38
staff



2,000
active volunteers



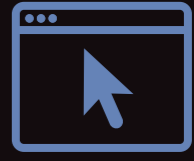
91%
of high-risk men who
have sex with men
(MSM) understand
role of PrEP



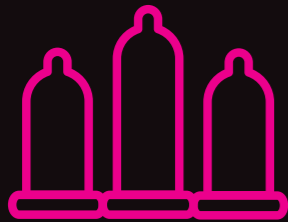
596
HIV self-tests



1,388
counselling
sessions



125,000+
unique NZ-based
website visitors



792,000
condoms
distributed



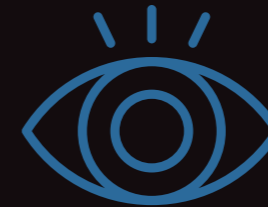
5,156
HIV tests
administered



81%
of MSM know the
health benefits of
early treatment



2m+
video views



84.9m
marketing
impressions



30,000+
resources
distributed



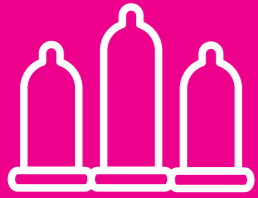
\$417,000+
fundraising
income



Key Achievements

Condoms

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



792,000+

condoms distributed



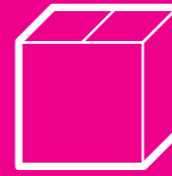
9,508

condoms mailed out



97%

of men who have sex with men (MSM) know condoms are the most effective prevention for HIV & STIs



10,000+

condoms packed and distributed in Auckland each week



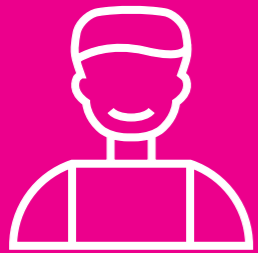
150+

volunteer condom packing events



10,000+

hours donated by volunteers to pack and distribute condoms



80%

of condoms sent to under-25s



193

events with condoms distributed



150+

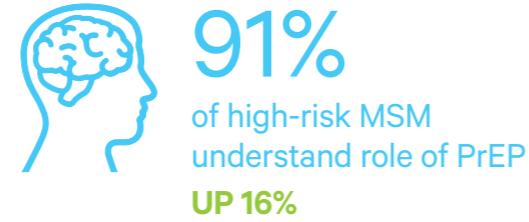
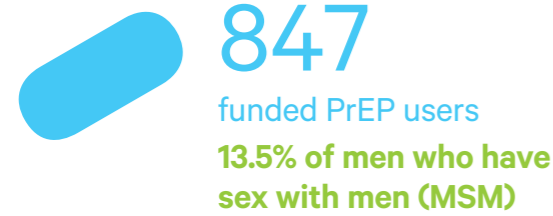
locations distributing condoms



I'm On campaign, February 2018, Auckland

NZAF led the charge to get PrEP funded and educated the community about its role in ending HIV transmission in New Zealand

Following an application from NZAF, PHARMAC funded pre-exposure prophylaxis (PrEP) from 1 March this year. Eligible individuals at highest risk of acquiring HIV can now access this safe and effective HIV prevention tool.



I'm On campaign, March 2018, Auckland

Nationwide PrEP forums

These panel discussions were made up of NZAF staff, medical experts, PrEP users, and people living with HIV. Each forum was followed by a Q&A session – allowing community members to speak with experts and have their questions answered.



“I went to a PrEP forum and came away feeling empowered to talk to my GP.”

– JEFF



PrEP forum, November 2017, Wellington



PrEPing NZ at the 2018 Auckland Pride Parade

Testing

We have expanded testing from the clinic into the community and are getting great results



5,156

HIV tests provided
INCREASE OF 33%



596

HIV self-tests



2,422

STI tests provided
INCREASE OF 27%



78%

of MSM tested in last 12 months
INCREASE OF 36%



83%

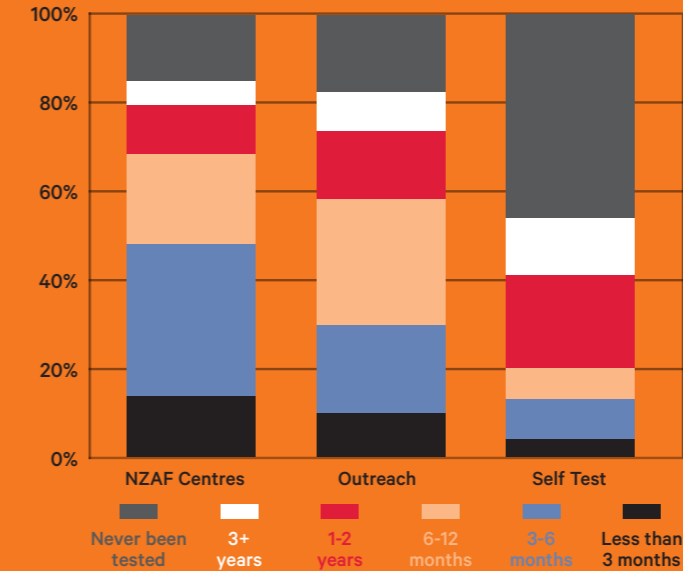
of high-risk MSM tested in last 12 months
INCREASE OF 15%



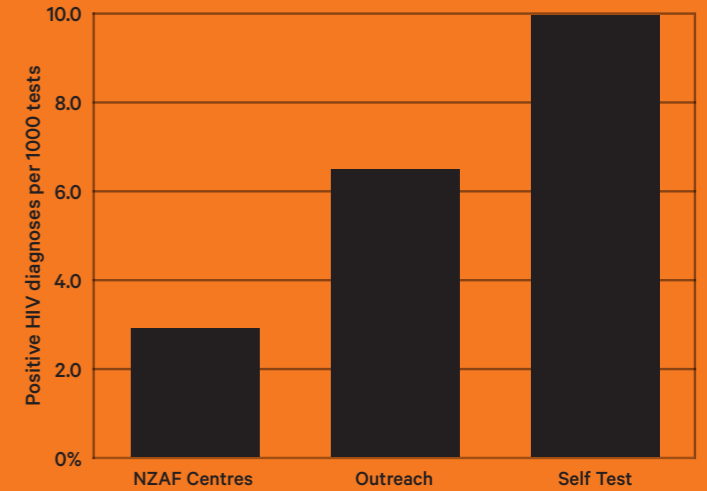
465,000+

video views

Past testing behaviour by mode of testing



HIV positivity rate by mode of testing



“Reducing undiagnosed HIV in the community is critical if we are to end HIV transmission in New Zealand. Continually learning and adapting our service, we are reaching less-frequent testers and finding more HIV.”

– DR JASON MYERS,
NZAF CHIEF EXECUTIVE



A still frame from our latest testing campaign video, “Good sex is more than just sex”.

Testing

Peer Testing

Our peer testing model has driven 24% growth in testing volumes this year. As members of the community, our team can engage and educate our clients about more than just testing, including safe sex education.

Self-Testing

Free HIV self-testing launched for MSM in regional New Zealand and those in our main centres who hadn't tested in the previous 12 months. The programme has been very successful in testing Māori, Pasifika and Asian MSM, as well as many men who have never had an HIV test. The majority of self-testers did so because of the convenience not previously available to them or because they didn't have to talk about their sex lives.

81%

of MSM self-testers hadn't tested in 12 months prior

51%

of testers were outside Auckland, Wellington and Christchurch

“Excellent option for me as I’m from the deep south and don’t feel comfortable going to a public setting to get tested.”

– PAUL



Outreach

Our outreach testing programme expanded further this year with the launch of the Mobile Testing Unit pilot programme. Taking rapid, anonymous HIV testing to high-risk MSM around Auckland, including local beats, has contributed to increased testing rates.

56%

of beat testers hadn't tested in 12 months prior

12

locations in Auckland

3.8%

testers were trans*, compared with 0.4% of Burnett Centre clients



Quick Prick van, February 2018, Auckland

Treatment



1.3m
video views

81%

of MSM know the health benefits of early treatment
INCREASE OF 25%



73%

of MSM understand that someone living with HIV who has an undetectable viral load cannot transmit HIV
INCREASE OF 11%

Signed on to U=U

NZAF signed on to the Prevention Access Campaign, declaring our support for the “Undetectable = Untransmittable” movement. If someone is living with HIV, is on treatment and has maintained an undetectable viral load for more than six months, HIV is not passed on through sex. We took this message and educated the community, increasing knowledge and challenging stigma.



“Of course my favorite country created the best video! Brilliant! I’m sending it to the big HIV agencies here in the US. We have 1.2 million people with HIV who need to know U=U, and we don’t have a decent video yet!”

– **THE FOUNDER OF THE U=U MOVEMENT, BRUCE RICHMAN**

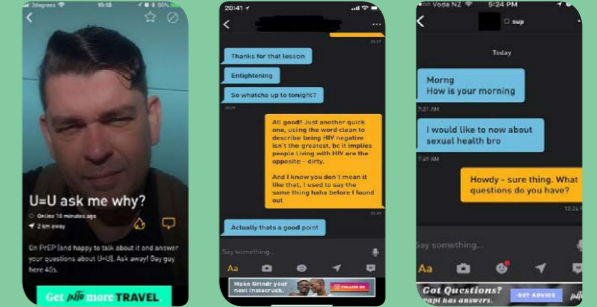
Peer education on hook-up apps

A key project that led to the significant increase in knowledge around the benefits of early treatment was our peer education pilot, empowering a network of volunteers to engage in conversations with their peers in hook-up apps.

3 dating apps

6 weeks

175 conversations



Drop Your Load party, August 2018, Christchurch

Pamoja

In March 2018, we launched Pamoja – an HIV prevention and support programme for Africans, by Africans, living in Aotearoa New Zealand. The programme aims to encourage safer sex, regular testing for HIV and provide support for people who are living with HIV. It does this by empowering the community in a culturally appropriate way through events, workshops and with community ambassadors.

- 15,000
condoms distributed
- 12
community education workshops
- 28
community events with HIV testing
- 4
meditation sessions for African PLHIV
- 4
support group meetings for African women living with HIV
- 2
support group meetings for men who have sex with women



“Pamoja has brought a magic back to the African community. Many African organisations didn’t feel comfortable having our logo or banners near their businesses, now it is different. Especially when we are testing for HIV in the community.”

– JUDITH, PAMOJA COORDINATOR



“The increasing number of Zimbabweans attending Pamoja functions is a clear testament to the appreciation for what NZAF is doing for the African Community in New Zealand.”

– MEMBER OF THE ZIMBABWEAN COMMUNITY



Counselling

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



1,388

counselling sessions



354

individuals



100%

of clients living with HIV reporting that they felt better equipped to manage living with HIV

“It gave me security and enabled me to keep things in perspective.”

– JOE

Meditation sessions

NZAF ran meditation and mindfulness sessions in Auckland and Christchurch which built new connections between people living with HIV, and provided attendees new techniques to improve their health and wellbeing.

“After six meditation sessions there has been an improvement in my mood and I can see that if I continue meditating it will improve the quality of my life.”

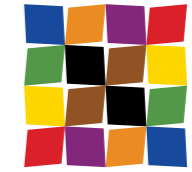
– SAM

12

meditation and mindfulness sessions for PLHIV

AIDS Quilt website

Guardianship of the New Zealand AIDS Memorial Quilt was passed to NZAF in 2018. The Quilt is a commemorative display started in the late 80's, remembering New Zealanders who have passed from AIDS related illnesses.



New Zealand AIDS Memorial Quilt

A new website launched to:

- Create a lasting memory of those who passed, and showcase the work of loved ones who created quilt panels
- Create a permanent record of The Quilt and a powerful visual reminder of the history and cultural significance of the AIDS epidemic in New Zealand and around the world
- Facilitate compassionate and educational dialogue about HIV/ AIDS prevention

aidsquilt.org.nz



Fundraising

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



UP 32%

\$42,000
World AIDS Day
income



UP 100%

\$116,000
regular giving
income



UP 64%

\$61,000
one-off and in-kind
donations

NZAF is thankful to the individuals and organisations who have supported our work this year with a financial contribution, big or small. Without this generosity many of our achievements this year may not have been possible.

Special thanks to the Albert-Eden Local Grant, Auckland Regional Event Fund, BlueSky Community Trust, Foundation North, Grassroots Trust, Lottery Community National, Mainland Foundation, Mt Wellington Foundation, One Foundation, Pelorus Trust, Pub Charity, and the Rata Foundation.



Our team

We will only ever be as good as our people and we have worked hard over the past 12 months to make sure we have a happy, healthy and engaged workforce.



89%

of staff agree that their work is valued.



94%

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



100%

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



80%

of staff agree different teams communicate well with each other.

Figures from April 2018 NZAF staff survey



Volunteers

Our volunteer network are part of our team. Without them, we couldn't achieve what we do. Thank you to every person who donated their time this year to pack condoms, collect donations on World AIDS Day, set up Big Gay Out, or in any other way. Together we can end HIV transmission.



“NZAF was my safe place when I came out. Since joining my first condom packing more than 7 years ago, I have built life-long relationships. It really is like a family here. Plus I get to see and support the work of NZAF first hand.”

– TREVOR, VOLUNTEER

Statement of Comprehensive Revenue and Expense

New Zealand AIDS Foundation for year ended 30 June 2018

	2018	2017
	\$	\$
Revenue from exchange transactions		
Ministry of Health	4,230,387	4,230,387
Fundraising NZAF Events	16,321	19,182
Other Income	83,286	37,316
Interest income	25,980	3,650
	<u>4,355,974</u>	<u>4,290,535</u>
Revenue from non-exchange transactions		
Grants - Operating	48,081	79,663
Fundraising NZAF Events	175,451	188,899
Donations/Bequests	177,212	115,951
Funding from Pharmac	73,480	76,392
Other Income	1,050	5,817
	<u>475,274</u>	<u>466,723</u>
Total Revenue	<u>4,831,248</u>	<u>4,757,258</u>
Office Resourcing	371,101	382,624
Board Expenses	21,540	25,024
Communications, Fundraising & Events	344,979	405,742
Depreciation	76,752	73,246
HIV Prevention	1,050,738	1,061,224
Health Services	132,483	104,280
Policy and Science (formerly Research, Analysis & Information)	79,630	57,368
Personnel	2,283,308	2,546,846
National Support Services	55,066	54,435
Travel	110,767	114,283
	<u>4,526,364</u>	<u>4,825,072</u>
Total Expense	<u>4,526,364</u>	<u>4,825,072</u>
Total surplus/(deficit) for the year	<u>304,884</u>	<u>(67,814)</u>
Total comprehensive revenue & expense for the year	<u>304,884</u>	<u>(67,814)</u>

Statement of Changes in Net Assets/Equity

New Zealand AIDS Foundation for year ended 30 June 2018

	2018	2017
	\$	\$
Accumulated comprehensive revenue & expense		
Opening balance at start of year 01 July	1,615,979	1,599,873
Net surplus / (deficit) for the year	304,884	(67,814)
Transferred (to) / from Research Reserves for the year	-	23,920
Transferred (to) / from Ministry of Health reserve for the year	-	60,000
Total recognised revenue and expense	<u>304,884</u>	<u>16,106</u>
Total closing equity at the end of year 30 June	<u>1,920,863</u>	<u>1,615,979</u>
Research Reserves		
Total Research Reserves at the start of year	-	23,920
Payments for the year	-	(23,920)
Total Research Reserve at the end of year	<u>-</u>	<u>-</u>
Ministry of Health Reserve		
Total Ministry of Health Reserves at the start of the year	-	60,000
Payments for the year	-	(60,000)
Total Ministry of Health Reserve at the end of year	<u>-</u>	<u>-</u>
Closing equity 30 June	<u>1,920,863</u>	<u>1,615,979</u>

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

Statement of Financial Position

New Zealand AIDS Foundation as at 30 June 2018

	2018	2017
	\$	\$
Current Assets		
Cash & Cash equivalents	119,182	26,079
Receivables from exchange transactions	1,759	1,465
Receivables from non-exchange transactions	-	12,230
Prepayments	57,256	20,629
GST Receivable	48,216	34,991
	<u>226,413</u>	<u>95,393</u>
Non-Current Assets		
Property, plant & equipment	2,300,899	2,340,785
Intangible Assets	18,691	35,945
	<u>2,319,590</u>	<u>2,376,730</u>
Total Assets	<u>2,546,003</u>	<u>2,472,123</u>
Current Liabilities		
Trade & other creditors from exchange transactions	261,711	130,832
Employee benefits	89,782	86,912
Accrued Expenditure	31,947	29,094
Income in Advance	41,700	9,305
Borrowings	200,000	600,000
	<u>625,140</u>	<u>856,144</u>
Total Liabilities	<u>625,140</u>	<u>856,144</u>
Net Assets	<u>1,920,863</u>	<u>1,615,979</u>
Equity		
Accumulated comprehensive revenue and expense	1,920,863	1,615,979
	<u>1,920,863</u>	<u>1,615,979</u>
Total	<u>1,920,863</u>	<u>1,615,979</u>

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 2018

	2018	2017
	\$	\$
Cash flows from operating activities		
<i>Receipts</i>		
Ministry of Health	4,230,387	4,230,387
Fundraising NZAF Events	191,772	208,081
Donations & Grants	210,093	170,001
Interest received	25,980	3,650
Other Income	122,817	36,894
Net GST Received	(13,225)	12,655
	<u>4,767,824</u>	<u>4,661,668</u>
<i>Payments</i>		
Suppliers	1,952,927	2,172,389
Employees	2,279,964	2,536,099
Interest Paid	14,934	24,273
	<u>4,247,825</u>	<u>4,732,761</u>
Net cash inflow/(outflow) from operating activities	<u>519,999</u>	<u>(71,093)</u>
Cash flows from financing activities		
<i>Receipts</i>		
Funds (repaid)/received from borrowings	(400,000)	100,000
	<u>(400,000)</u>	<u>100,000</u>
Net cash inflow/(outflow) from financing activities	<u>(400,000)</u>	<u>100,000</u>
Cash flows from investing activities		
<i>Payments</i>		
Purchase of property, plant & equipment	26,896	13,294
Purchase of intangible assets	-	27,520
	<u>26,896</u>	<u>40,814</u>
Net cash inflow/(outflow) from investing activities	<u>(26,896)</u>	<u>(40,814)</u>
Net increase / (decrease) in cash & cash equivalents	93,103	(11,907)
Cash & cash equivalents at 01 July	26,079	37,986
Cash & cash equivalents at 30 June	<u>119,182</u>	<u>26,079</u>

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



"One of those chats" UVL campaign video

Another step closer to...

ENDING HIV

**...ending HIV transmission
in New Zealand by 2025.**

Ending HIV float in the 2018 Auckland Pride Parade



New Zealand AIDS Foundation
Te Tūāpapa Mate Āraikore o Aotearoa

