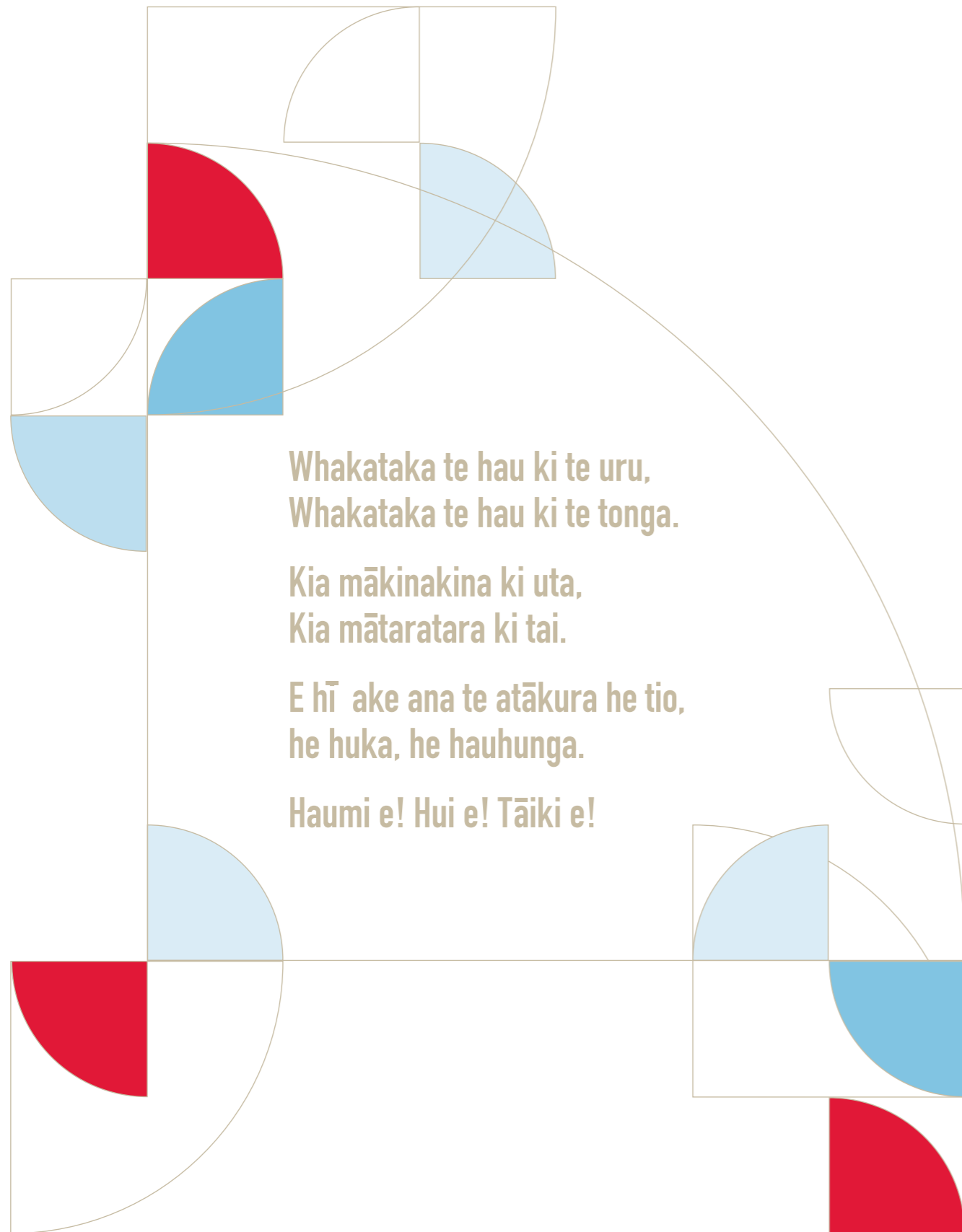




NEW ZEALAND AIDS FOUNDATION
Te Tūāpapa Mate Āraikore o Aotearoa

Annual Report 2012





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

Kia mākinakina ki uta,
Kia mātaratara ki tai.

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

Haumi e! Hui e! Tāiki e!

Mission

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



Koromakinga

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



Message from the Trust Board Chair

The last year has been one of great change and success for the New Zealand AIDS Foundation (NZAF). Most obvious and most encouraging has been the more than 33% drop in HIV diagnoses for gay and bi-sexual men in 2011 and the continued drop in the first half of 2012. It is also very pleasing to note that new HIV diagnoses amongst the African communities in New Zealand has remained at very low numbers. These are very substantial achievements. While it is too early to say that they represent a firm trend, or to claim direct cause and effect, these results give us real confidence that the NZAF's renewed prevention efforts are having an impact.

The last twelve months has seen solid increases in our activity across all areas of work. HIV testing increased by 40%, condom distribution rose to over 500,000, the *Get it On!* programme gained significant momentum as did the African programme and our highly regarded counselling and support services saw 27% more clients. This is no mean feat considering our funding has shrunk by 12% in real terms.

A key feature of the year has been a change in our relationships. Not only does the NZAF have operational partnerships with over 45 venues and organisations, but the Board has deepened its relationship with Body Positive's Board and the two organisations have signed a formal Memorandum of Understanding for co-operation and collaboration. This commitment to collaboration has also been seen in our relationships with Positive Women, INA and Outline. Operationally, the NZAF has worked with nearly 20 Māori organisations in the last year; we continue to work with Te Rōpū ki a Tau o te Waka, the Board's Māori advisory group, as we develop our understanding and relationships within Māori communities.

Our work in the Pacific supporting LGBT organisations in Tonga, Samoa and across the region has overlapped with our New Zealand based work with Pacific peoples. We held a successful Love Life Fono this year and have extended our work to support human rights for Pacific people. All this has been supported by internal change to improve communication and collaboration within the NZAF. This has been ably led by our new Executive Director Shaun Robinson but has succeeded because of the motivation, skill and dedication of our staff.

I would like to thank all of you, our members, supporters and friends whose contributions in time, money and ideas are vital. I would also like to thank my colleagues on the board for their dedication and commitment. Special thanks to retiring board members Alastair Cameron (former Chair), Kaine Thompson and Christian Bimbola Ogbah.

The year past has been very encouraging, and the year ahead is exciting. We look forward to continuing to make further progress in partnership with the huge range of individuals and organisations whose support and co-operation is invaluable.

Andrew Sweet
Trust Board Chair



Looking Ahead Executive Director's Overview

The New Zealand AIDS Foundation (NZAF) must look ahead even as we consolidate the gains made in the last year. There are a range of important challenges that face us in prevention and support.

Protecting and enhancing New Zealand's condom culture is first and foremost. The community can be proud of our 80% use of condoms by gay men and bisexual for casual sex. Internationally this is a high standard and it is no coincidence that we also have the best record in the world for HIV control. This approach is threatened by strands of thinking that resist condoms, fetishise bareback sex and look for alternative prevention methods such as reliance on low viral load, PrEP, serosorting or even home testing for HIV. The challenge is to find the benefits in new science such as advances in treatment while not eroding our condom culture.

Responding to the changing needs of people affected by HIV is vital. With the emergence of treatment the experience of people living with HIV has changed dramatically. HIV is now a chronic illness and those with HIV are asserting their identity; wanting to influence their treatment and control their own lives. People's experiences vary considerably, as does the support available to them in different locations. The NZAF is challenged to work with the diversity of people's needs and experiences throughout the country, and to strengthen the ties with positive peer support groups. This involves getting our relationships and our services right for what is needed in each place.

The NZAF has been on a journey of strategic change since 2008. Many of the benefits are beginning to show in the epidemic statistics, but we can still do better. As we complete a formal update of our strategy in 2012/13 we need to answer important questions about our approach to: reducing undiagnosed HIV, combating discrimination, responding to Māori, responding to the changing ethnic make-up of the gay community, linking HIV and STI risks, and coordinating our services with positive peer support groups.

Having the money to make it all happen is becoming increasingly difficult. While we have worked hard to reduce costs, ultimately we must increase our income to match inflation. Government funding will always be important but we must also ask the community to contribute a greater share via fundraising.

I am not daunted by these challenges. With the talent and team work within the NZAF and the support of our community, I am convinced we can lead the world in ending HIV.

Shaun Robinson
NZAF Executive Director

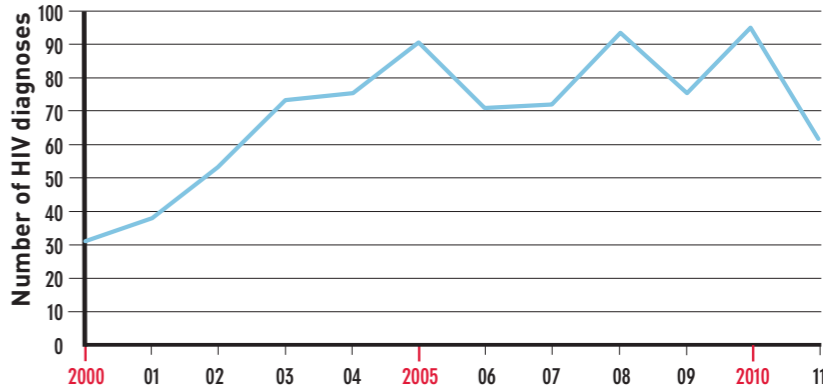


Goal 1 Whāinga Tuatahi

A significant reduction in the number of people contracting HIV.

There has been very encouraging achievements in this area in 2011/12. HIV diagnoses dropped by over 33% in 2011 and have continued to decline in 2012. While this is not yet an established trend it is very encouraging and corresponds to the roll out of the *Get it On!* social marketing approach and the continued ramp up of testing and counselling.

Annual HIV diagnoses in homosexual and bisexual men* by Western blot antibody testing, 2000-2011



* Includes both homosexual/bisexual and homosexual/bisexual/IDU, and does not distinguish between infections acquired in New Zealand, overseas and unknown place of infection.
 Source: Data provided by AIDS Epidemiology Group, Department of Preventive and Social Medicine, University of Otago. Graph produced by New Zealand AIDS Foundation 2012.

Signs are that New Zealand’s condom culture is strengthening which is key to the success of HIV prevention; nearly 90% of gay and bisexual men surveyed at the 2012 *Get it On!* Big Gay Out indicated their support of condom use. It remains imperative to increase rates of condom use for anal sex among gay and bisexual men and protect our condom culture. Internationally, many counties have abandoned condom promotion and a range of less effective, medically driven interventions are being lauded. New Zealand has much to lose if it follows suit without considering the impact on condom use and ultimately on the HIV epidemic.

- The NZAF’s prevention approach is succeeding and we will continue with the three-fold strategy:
- The *Get It On!* condom social marketing programme
 - The drive to increase HIV and STI testing
 - One-to-one safe sex counselling



Get it On! is a long-term social marketing programme that uses a wide range of marketing tools to achieve behaviour change and has just one objective; to create a culture where condom use is the norm. *Get it On!* is a separate brand from the NZAF brand and has continued to build the momentum of its success in 2011/12, engaging with more gay and bisexual men than ever before.

- Condom distribution achieved the aim of 500,000 condom and lube packs – a 47% increase on last year
- *Get it On!* is in its second phase. Love Your Condom (LYC) is a visible and popular presence at community events, bars, clubs and in eleven sex on site venues around the country
- Unique visitors to www.getiton.co.nz have increased from 7,700 a month in 2009/10 to 14,000 in 2010/11 to nearly 25,000 a month in 2011/12
- *Get it On!* Big Gay Out was evaluated in 2012 and emerged as very important in sustaining a strong LGBT community and was seen as successfully educating gay and bisexual men about safe sex by over 80% of men
- The Love Your Condom message has expanded its delivery and is now on grindr, scruff and twenty other mobile apps, and in new ways such as billboards, clothing, fake tattoos, projections in urban areas, branded products and event sponsorship. The next year will see us taking the condom culture message to even more places in fresh ways!

Testing is vital to the control of the HIV epidemic. In the last year the NZAF collaborated with Otago University to establish that 1 in 5 gay and bisexual men in Auckland who have HIV do not know it. International evidence points to a significant proportion of new HIV infections being driven by undiagnosed HIV so bringing this figure down is critical.

- The NZAF pioneered rapid HIV testing in New Zealand five years ago and has had a 600% increase in testing since then
- Over 1,900 tests were administered by the NZAF in the last year; a 40% increase. We aim to increase this again by at least 10% in the next twelve months
- In the last year we have extended our pioneering of testing technology by successfully trialling the P24 Antigen test for HIV. This technology can detect HIV much closer to a risky sexual encounter than current testing and has the potential to be a powerful prevention tool

free FASTests
for HIV, syphilis and hep C

www.nzaf.org.nz
0800 88 2437



- Outreach testing has continued to expand with a new clinic in South Auckland and HIV testing at the *Get it On!* Big Gay Out. Testing in sex on site venues continues in Wellington and discussions are underway with Auckland venue owners
- The ultimate aim is for New Zealand to have a fast, responsive HIV testing system available wherever people choose to test. We are pleased that the NZAF has been able to feed into the development of Ministry of Health testing guidelines and to advocate for rapid testing in that context.

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

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

African Programme

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

- Over 11,000 condoms were distributed at sports tournaments, venues and community events in the last year
- NZAF African Community Engagement staff participated in more than 160 African community events and meetings which provided an opportunity to engage with more than 10,000 people
- Eighteen additional Community Educators were recruited and trained to disseminate information and knowledge about HIV prevention and condom promotion to the many diverse African communities across New Zealand. The total number of active community educators is 52
- Religious leaders, both Muslim and Christian, from the African communities have been engaged in workshops and discussions and voiced their endorsement of the NZAF's culturally appropriate promotion of condoms to prevent HIV and STIs
- A significant shift to online engagement with African communities has been developed with the website www.lovecoverprotect.co.nz which has had more than 3000 users in the last year.



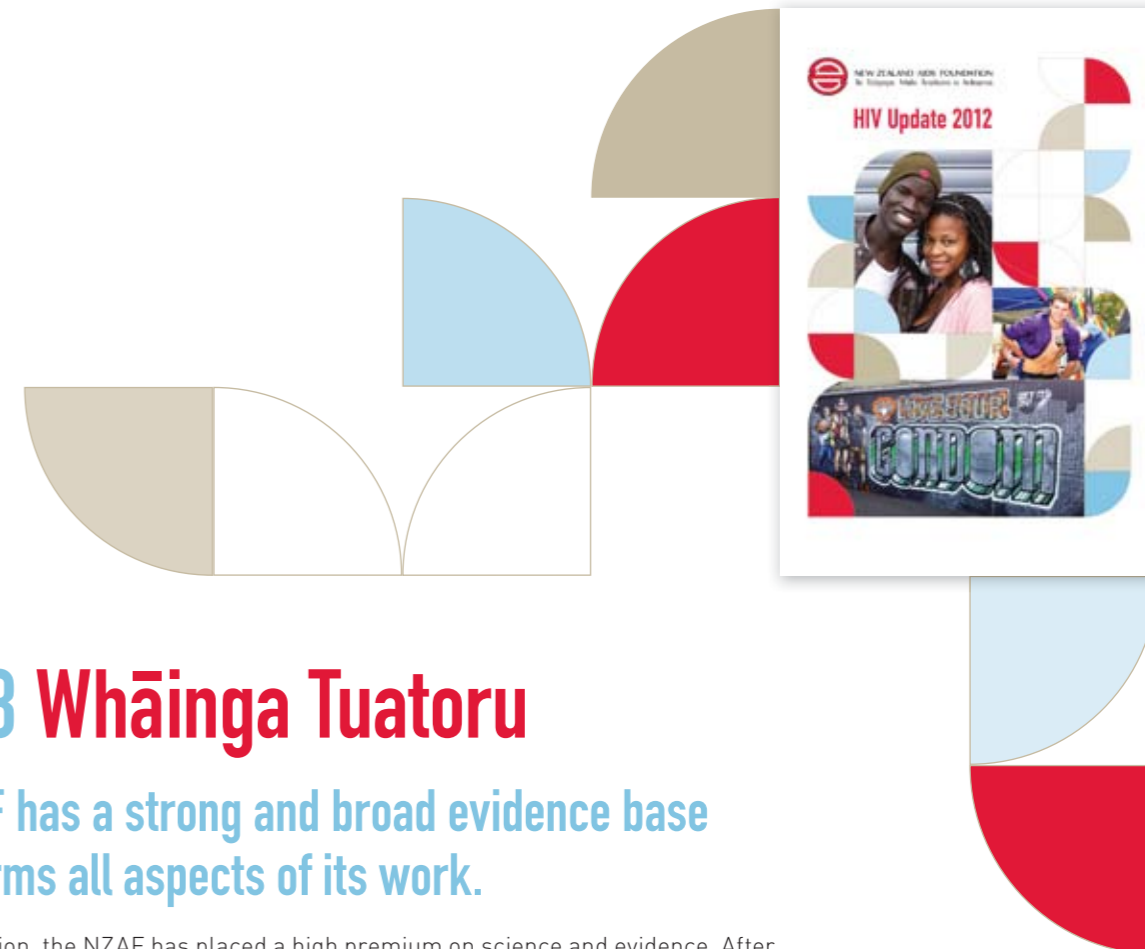


Goal 2 Whāinga Tuarua

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

The roots of the NZAF are in supporting people affected by HIV and AIDS. The development of antiretroviral therapy (ART) has significantly changed the nature of this role – very few people now die of AIDS and the majority of people living with HIV report a good state of wellbeing. In addition to these changes, HIV peer support organisations like Body Positive, Positive Women and INA, have strengthened. This is an area that will continue to evolve and change as the experience of living long term with HIV continues to break new boundaries. The NZAF now plays a range of roles that work in collaboration with other organisations to enhance services and provide opportunities for people living with HIV.

- In the last year, 2,800 counselling and support sessions were provided to NZAF Health Services clients
- NZAF Health Services and our Scientific Director provided input into the Body Positive Treatments Update
- NZAF staff supported and collaborated with Positive Women in developing events and responding to individual women's needs
- NZAF worked with the collective of positive people's support groups (Body Positive, Positive Women and INA) on issues of criminalisation, the World AIDS Day collection and the redevelopment of Collective Thinking, the magazine for people living with HIV
- Following the earthquakes, NZAF Te Toka's staff were able to sustain service delivery quickly and support the positive community through the on-going trauma
- Through a range of hui, African community events and fono, the Community Engagement teams engaged with people living with HIV and with their whānau and families, providing information and promoting safe sex
- *Get It On!* has contributed to the safety and wellbeing of people living with HIV through the condom promotion message.



Goal 3 Whāinga Tuatoru

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

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

- The NZAF has undertaken significant analysis of the literature and issues of the role of HIV testing, treatment and undetectable viral load in reducing the spread of HIV. Our analysis highlighted some serious areas for caution in adopting this approach as a community prevention strategy. This analysis continues to be presented to a range of audiences
- We continue to attend leading international conferences on HIV, including the 16th International AIDS Conference in Washington DC in July 2012, and the Australasian HIV/AIDS Conference in October 2012, and the 4th Botswana International HIV Conference in Botswana in September 2012
- The NZAF also partnered with the University of Otago AIDS Epidemiology Group (AEG) to co-ordinate an anonymous oral fluid sampling as part of GAPSS field work. The results gave the first indication of levels of undiagnosed HIV amongst gay and bisexual men and showed that 1 in 5 men with HIV in Auckland do not know they have it
- In 2010/11 we partnered with the AEG to carry out a further round of the Gay Auckland Periodic Sex Survey (GAPSS) and the Gay Online Sex Survey (GOSS). The results have been very useful in guiding the tactics of our work
- The organisation has been collaborating with Otago University and the Ministry of Health to encourage behavioural surveillance to be undertaken among New Zealand's African communities. Our African team has been active in advising researchers as that project rolls out
- The NZAF has maintained a commitment to evaluating its work with evaluations of the *Get it On!* Big Gay Out, Bro Online, the Love Life Fono. We are working towards the evaluation of *Get it On!* and of behaviour change counselling.



Photo: Kirsty Griffin



Goal 4 Whāinga Tuawhā

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

The HIV epidemic cannot be stopped by the NZAF alone. As both the epidemic and community have changed, a range of organisations, groups and individuals have developed with a passion for the issues around HIV. A key theme of the last 12 months has been the NZAF's increasing collaborative work to advance our dual mission of prevention and support.

- The NZAF has signed a Memorandum of Understanding with Body Positive under which both organisations are working collaboratively on both prevention and support issues
- A collaborative process between Body Positive, Positive Women, INA and the NZAF is underway to produce the Collective Thinking magazine
- The NZAF and INA are working towards a written relationship agreement
- The NZAF has strengthened its relationships with OUTLine NZ in considering how best to align each of our services to meet the community's needs
- NZAF staff have presented on key topics at the HIV Forum, the ASHAM Clinicians Update, the Body Positive Treatments Update and the Positive Women winter meeting
- We have worked in collaboration with Auckland Sexual Health Services and Laboratories to respond to an outbreak of gonorrhoea amongst Auckland gay and bisexual men
- Our Community Engagement staff have partnered with 11 sex on site venues throughout the country and across NZAF activity we work collaboratively with another 30 organisations and services
- 239 people are now acting as *Get it On!* Champions, using their social networks to promote and talk about condom use
- Our work with tāngata whenua communities continues with preparation for another Hui Takatāpui and increased engagement with 20 iwi and Māori health organisations. It was very encouraging to have some of these agencies run a *Get it On!* stall at the Rhythm and Vines festival this year without the NZAF having to be present
- We have co-ordinated the HIV Forum which brings together a range of clinicians, academics and people from health services, the Ministry of Health and community organisations to collaborate on a national approach to HIV. We are proud that the effort of the NZAF has contributed to the Ministry of Health taking a fresh look at the Sexual and Reproductive Health Strategy, a national approach to HIV, and at discrimination and legal issues for people living with HIV
- We continue to collaborate with the NZ Prostitutes Collective on a response to the Auckland Council (Regulation of Prostitution in Specified Places) Bill
- We have supported the NZ AIDS Memorial Quilt project as an important tribute to the communities we serve. It is very fitting that the Quilt is now at Te Papa as a national treasure
- Through our International Development work we support capacity-building activities for local organisations in Samoa, Tonga and with the Pacific Sexual Diversity Network and create strong links to the New Zealand Pacific communities.



Goal 5 Whāinga Tuarima

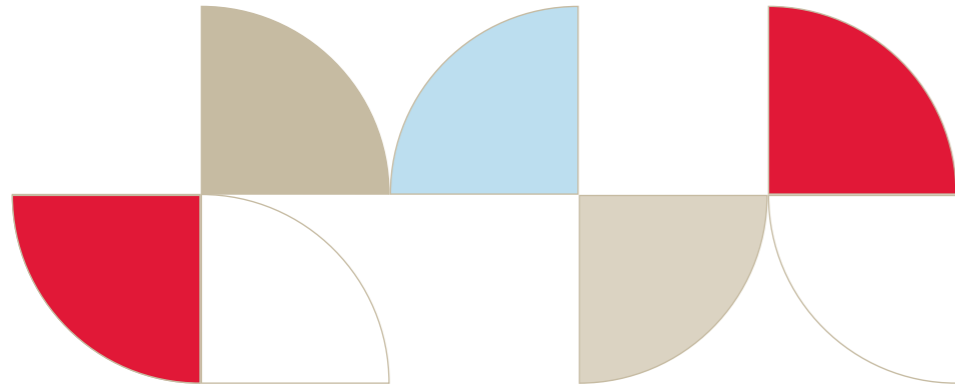
The NZAF is a stronger and more sustainable organisation.

The NZAF is undoubtedly a stronger organisation than it was a year ago. Our internal operations are more harmonious, collaborative and efficient. Externally we have enjoyed a growing understanding of the innovations in our work and support for the outcomes we are achieving. However, we continue to face challenges.

Financially these are difficult times. Government funding for the NZAF has not been increased for inflation for four years leaving us 12% or \$500,000 worse off in real terms. By 2014, we could face a 15% shortfall or more; a hole of at least \$600,000.

In the last year:

- The Executive Director has led a process of culture change within the NZAF which has focused on increased communication internally and externally, supporting the motivation of staff to focus on the epidemic together, and a recognition that the NZAF is one organisation with two key tasks: prevention and support. Everyone in the organisation contributes in some way to both tasks. The result is seen in the increased effectiveness of our work and the fact that 96% of staff feel valued and part of the NZAF as a team
- The leadership structure has been re-organised to support a more collaborative culture
- Significant savings have been made to costs while the volume of work has increased
- Fundraising efforts have been stepped up with the aim of substantially increasing non-governmental income
- Meaningful communication with external stakeholders has been increased and improved
- Media coverage has been markedly more favourable for both the organisation and issues related to HIV.



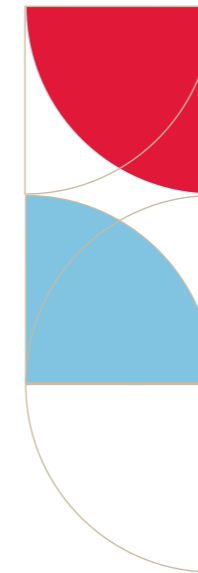
And for the year to come...

The NZAF has had an outstanding year of achievement, but there is no room for complacency. Despite the drop in 2011/12 new diagnosis of HIV are still significantly higher than a decade ago and every effort must be made to fight the epidemic. The prevention approach based in condom promotion and behaviour-change messaging within New Zealand is the right one; that is why we lead the world in HIV control and why we have had such a reduction in diagnoses in the last year. We must protect and expand the condom culture even as we embrace the benefits of improved treatments.

There is much to be done in the area of support for people living with HIV. Positive people and those who care about them are diverse in geographic location, age, ethnicity, and needs. The NZAF is not the only organisation that supports people affected by HIV but we are the only one with national coverage. We must ask ourselves what is the best thing we can do in each region to make the greatest contribution.

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

- *Get it On!* move into its third phase and increase condom use even more
- Growing momentum within Love Cover Protect and the African programme
- The roll out of the P24 Antigen HIV Test within NZAF Health Services
- More Outreach clinics from NZAF Health Services
- Collaboration growing stronger across the HIV sector
- Debate about international developments in responding to HIV
- An increased emphasis on the interrelationship between HIV and other STIs
- Work to respond to the growing cultural diversity of the communities we serve
- And, with the support and effort of all communities of interest, the continued reversal of the HIV epidemic.



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

NZAF Trust Board

Andrew Sweet
Board Chair

Dr Paul Bohmer
Deputy Chair

Kathryn Leafe
Vaughan Meneses
Stephen Rainbow
Kaine Thompson

Abbott Laboratories
Anonymous Donors
Ashley Barratt
B Tyrrell
C R Barrett
C Wild
Christine Craig
Cole Griffiths
CPIT
Dan Coomey
Daniel Eakins
Debbie Bell
DNA Bar
Dr Graeme Carpenter
Dr Jeff Friis
Dr John Gates
Dr R G Poland
Duke Carvell's Trading Company Ltd
Duncan Finlayson
Edward Ewbank
Elaine Riley
Emma Gibbs
Estate of Joan Alaine Comer
Family Bar
Hamish Allardice
Isabel Cotter

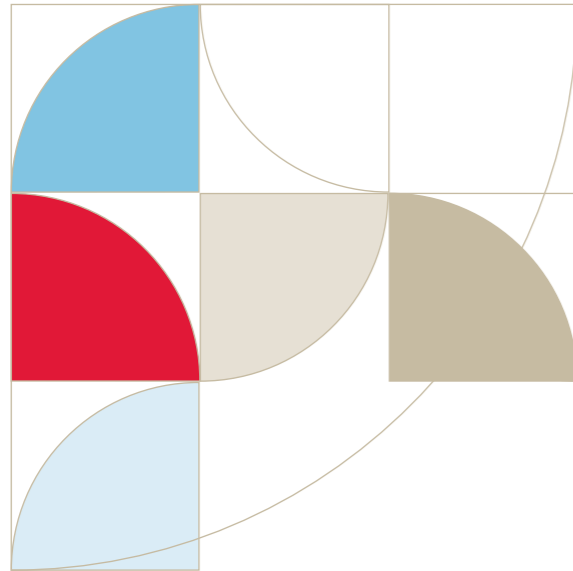
J L Cockburn
Janine Ryburn
Jevon Wright
Jilesh Mistry
John Lauer
Malaika Hannah
Neville Creighton
Nigel Raymond
Nigel Shanks
Paul Wyborn
Peter Browne
Peter Cowley
Peter Graham - Wingate Club
Peter Motion
Queen of the Whole Universe Trust
R J Lepper
S & M Lounge Bar
Sarah Metcalf
Serge Sablyak
Shaun Robinson
Society of Mary
Tim Meville Gallery
U3A Rolleston
Urge Bar
Z Shell Station
Zoe Twose

Grants

ANZ National Bank
Auckland Council
Durex (Reckitt Benckiser [NZ] Limited)
Infinity Foundation
Lottery Grants Board
Pelorus Trust Grant
Secretariat of the Pacific Community
The Southern Trust
Wellington City Council

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



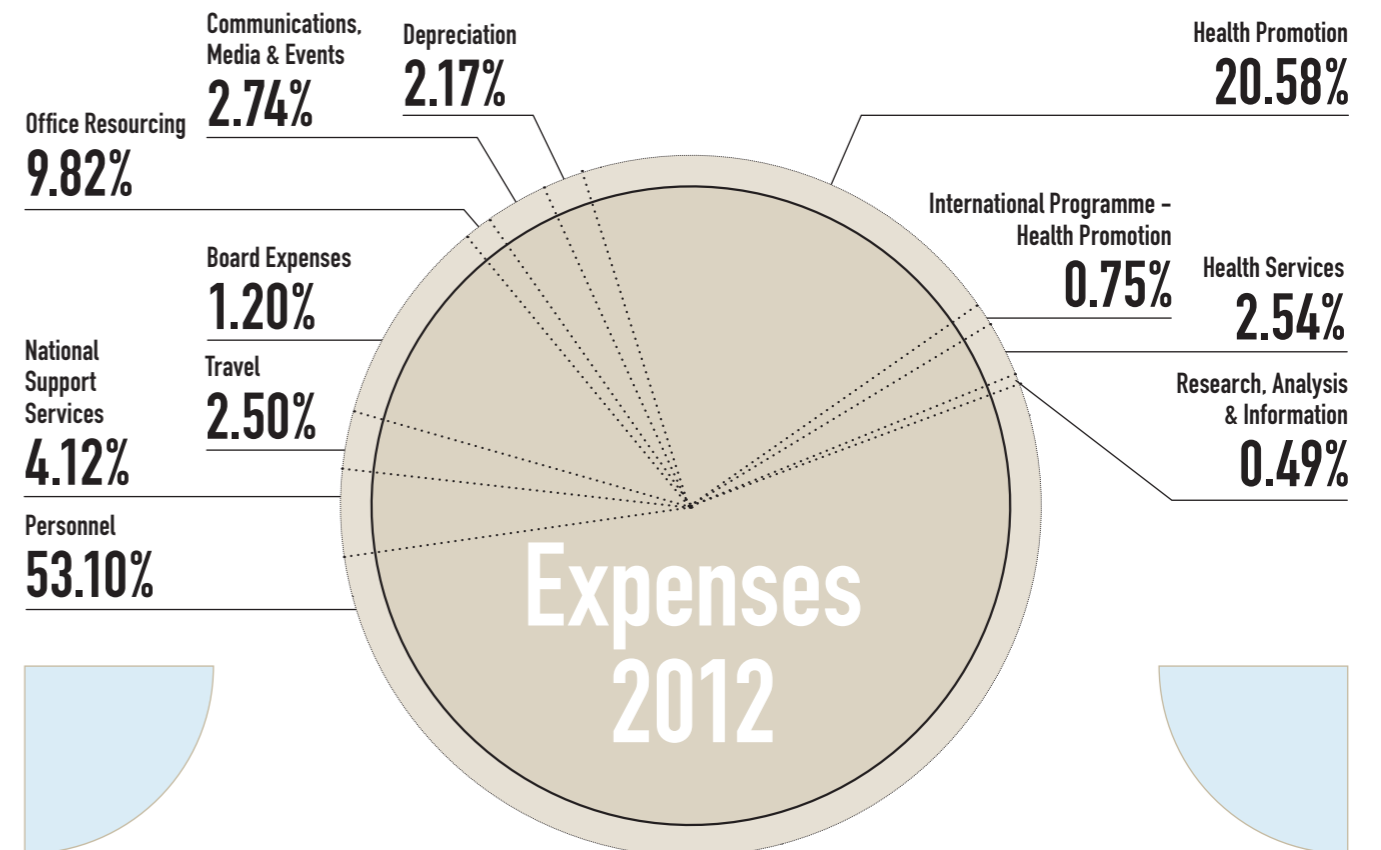
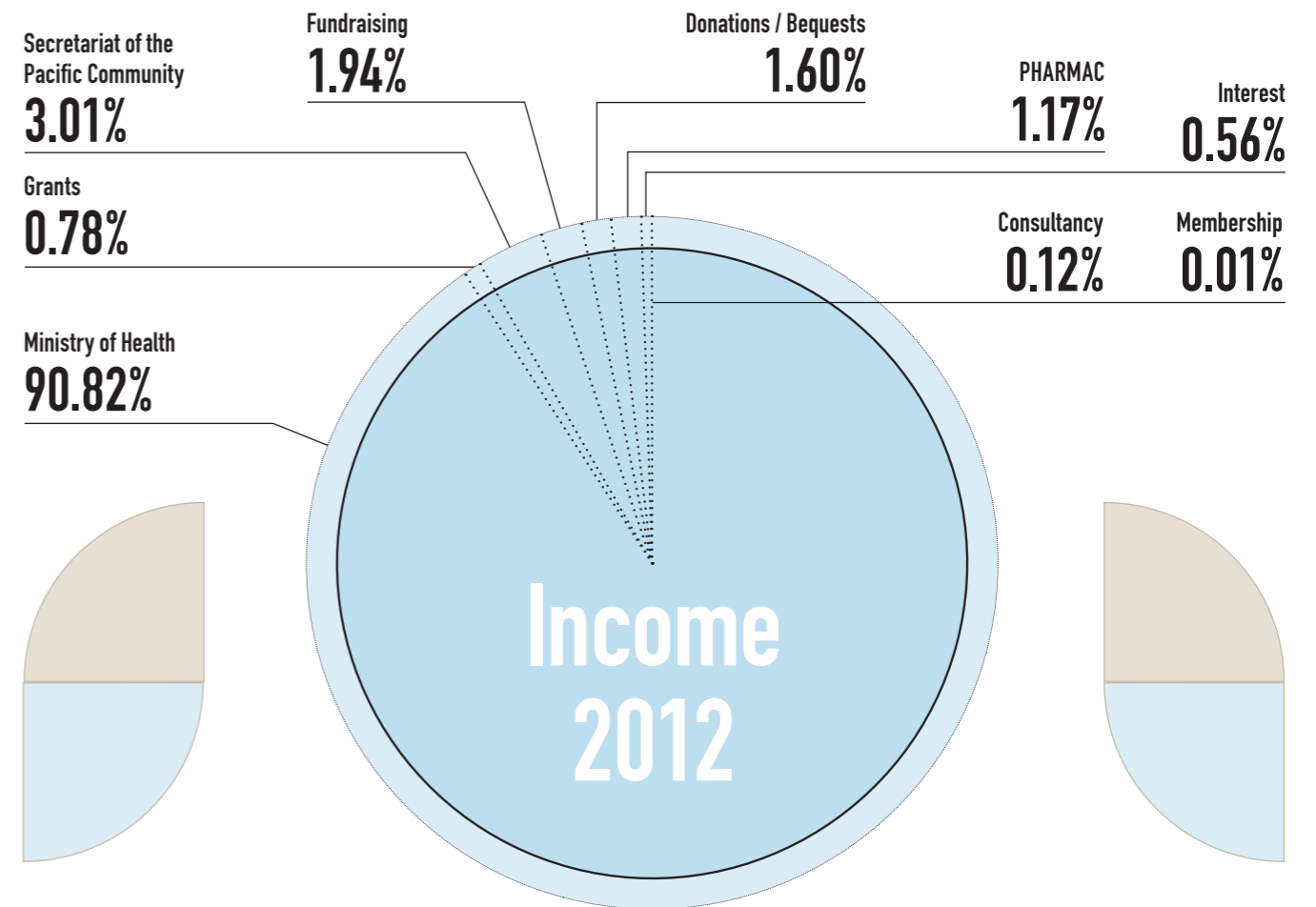


The figures are extracted from the full audited financial statements, a copy of which can be obtained from the NZAF National Office 09 303 3124 or at www.nzaf.org.nz

STATEMENT OF FINANCIAL POSITION		
For the Year Ended 30 June 2012		
	2012	2011
	\$	\$
FUNDS		
Accumulated Funds	1,661,725	1,519,286
Building Reserve	16,500	12,000
Research Reserve	61,600	61,600
TOTAL FUNDS	1,739,825	1,592,886
Represented By:		
CURRENT ASSETS		
Accounts Receivable	50,366	460,721
ANZ Bank Accounts	76,185	-
Kiwibank Bank Accounts	-	619,708
Other Assets	25,985	53,996
Tax Receivable	43,459	-
	195,995	1,134,425
LESS: CURRENT LIABILITIES		
Accounts Payable	181,286	301,981
Other Creditors and Accruals	325,781	430,881
ANZ Bank Loan	300,000	-
Kiwibank Term Loan - Current Position	-	58,666
	807,067	791,528
WORKING CAPITAL	(611,072)	342,897
NON-CURRENT ASSETS		
Property, Plant & Equipment	2,350,897	2,407,339
LESS: NON-CURRENT LIABILITIES		
Kiwibank Term Loan - Non-current Portion	-	1,157,350
NET ASSETS	1,739,825	1,592,886

STATEMENT OF MOVEMENTS IN TOTAL FUNDS		
For the Year Ended 30 June 2012		
	2012	2011
	\$	\$
Total Funds at start of year	1,519,286	1,930,556
Net surplus / (deficit) for the year	146,939	(337,670)
Transferred (to) / from Research Reserve for the year	-	(61,600)
Transferred (to) / from Building Reserve for the year	(4,500)	(12,000)
TOTAL RECOGNISED REVENUE AND EXPENSE	142,439	(411,270)
TOTAL FUNDS AT END OF YEAR	1,661,725	1,519,286

STATEMENT OF FINANCIAL PERFORMANCE		
For the Year Ended 30 June 2012		
	2012	2011
	\$	\$
INCOME		
Ministry of Health Income	4,227,590	4,112,376
Grants	36,294	50,203
Secretariat of the Pacific Community	140,111	165,108
Fundraising	90,165	89,858
Donations / Bequests	74,530	179,108
Pharmac	54,277	36,860
Membership	457	788
Consultancy	5,674	7,745
Interest	26,015	17,643
TOTAL INCOME	4,655,113	4,659,689
EXPENSES		
Office Resourcing	442,621	520,936
Board Expenses	54,113	48,889
Communications, Media & Events	123,490	119,821
Depreciation	98,009	145,605
Health Promotion	927,638	1,027,386
International Programme - Health Promotion	34,017	52,754
Health Services	114,335	205,944
Research, Analysis & Information	22,027	75,588
Personnel	2,393,686	2,564,846
National Support Services	185,723	101,025
Travel	112,515	134,565
TOTAL EXPENSES	4,508,174	4,997,359
TOTAL INCOME/DEFICIT AT END OF YEAR	146,939	(337,670)



New Zealand AIDS Foundation National Office

t 09 303 3124
e contact@nzaf.org.nz
31 Hargreaves Street
St Mary's Bay
Auckland, 1011

NZAF Burnett Centre

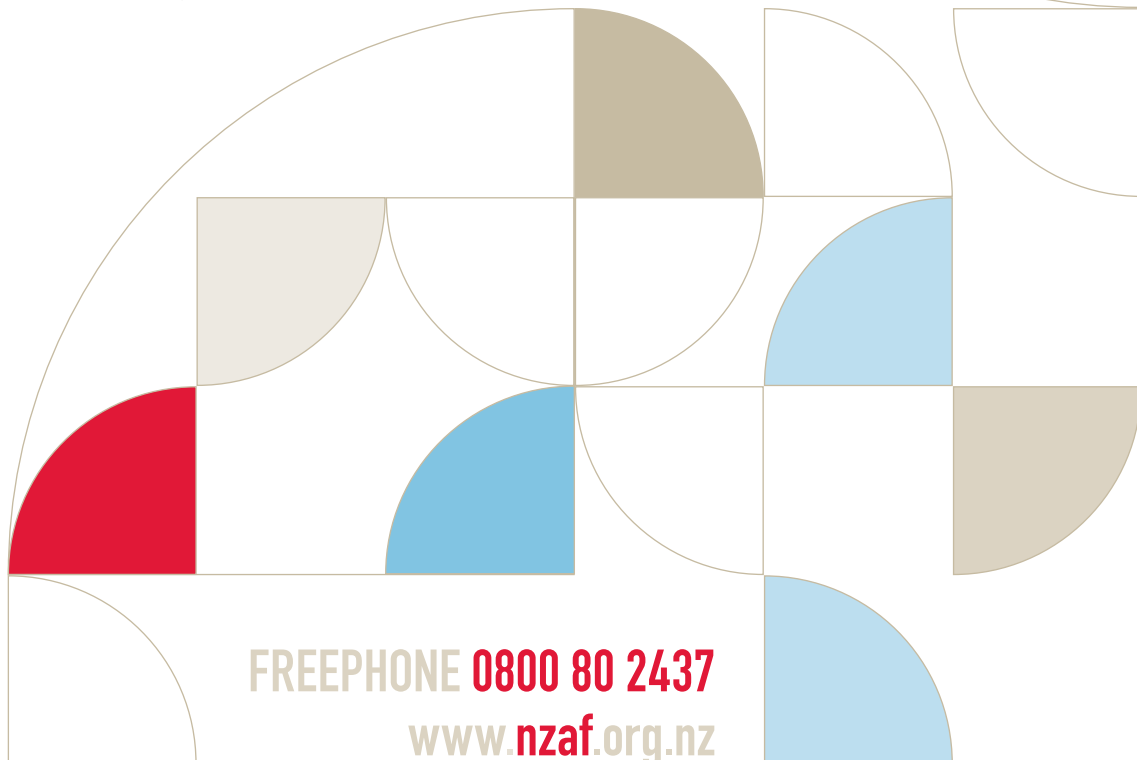
t 09 309 5560
e contact.burnett@nzaf.org.nz
35 Hargreaves Street
St Mary's Bay
Auckland, 1011

NZAF Āwhina Centre

t 04 381 6640
e contact.ahwhina@nzaf.org.nz
Level 1, 187 Willis Street
Wellington, 6011

NZAF Te Toka Centre

t 03 379 1953
e contact.tetoka@nzaf.org.nz
253 Cashel Street
Christchurch, 8011



FREEPHONE 0800 80 2437
www.nzaf.org.nz