

Acknowledgements

The AIDS Trust relies on a broad range of supporters and agents to succeed in our work, and we'd like to sincerely thank all of the following:

Corporate sponsors and supporters

We'd like to acknowledge our corporate sponsors and supporters, including Mallesons, City of Sydney, Fairfax, Foxtel, The Works Sydney, Engine, Area 51, 32 Hundred Lighting, Standard Chartered Bank, the Mint Partners, Leuver Design, Constant Security, Evelyn Mason, Richard Green, VGM Media and Marketing, Midnight Shift, Slide, Investec, Tyro, Invision Promotions, Blue Mountains Natural Spring Waters, Mojo, Time to Vino, Investec, Breville, Lionheart, Gillespie Advertising, Australian Financial Review, Kinetic Media, Pia Smeaton and Tony Corke.

Individual donors

The ATA has many individual supporters who generously donate on an annual or more regular basis, and we thank all of these for their generosity.

Members

Thanks go to our members and fundraising partners, the state-based AIDS Councils and AFAO, who have supported us with short-term loans and in the case of ACON generously provided rent free accommodation and a range of support services.

Directors

We would like to acknowledge the current Directors for their contribution to the ATA as well as Directors who have resigned or retired during the year, which have included Tim Berry, Barry Horwood, and Ian Rankin.

Paid and voluntary staff

As a small organisation the AIDS Trust depends heavily on the support of skilled staff and volunteers to support its activities.

We would like to acknowledge and thank a number of existing and former staff and contractors who have contributed in the year under review:

- Current staff and contractors: Nick Toonen, Hao Chen and Andrew Birley
- Former staff and contractors: Ross Smith, Mark Orr, Mohamed Duar, Bob Stephens and Gayan Amarasinghe.

The work of the ATA couldn't take place without the contribution made by our volunteers who run the Sydney Food and Wine Fair and assist with key fundraising programs in the office. Our sincere thanks go to all of them.

Copies of the unabridged financial reports for the AIDS Trust of Australia and its trustee National AIDS Fundraising Limited are available from the AIDS Trust of Australia, email info@aidstrust.com.au, phone (02) 9285 4400 or post PO Box 1030, Darlinghurst NSW 1300.

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Annual Report 2007-2008



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Change and Renewal

2007/08 has been a year of great change as the AIDS Trust of Australia (ATA) proceeded to implement actions arising from the review process that commenced in December 2006. These changes have secured the position of the organisation in a strategic and financial/operational sense.

Key changes have included:

Governance

- Overhauling the governing documents of the ATA to create a membership base, consisting of the state-based AIDS Councils and the Australian Federation of AIDS Organisations (AFAO)
- The development and agreement of a fundraising partnership between the ATA and its members, formalised through a Memorandum of Understanding
- Clearer delegation of operational responsibility to the CEO.

A strategic focus on domestic fundraising

- Development of a strategic national fundraising plan which prioritises key areas of activity for the ATA in regular and major giving, sponsorship, bequests generation, and major events
- Steps have been taken to action this plan, with a particular focus on the development of a Gift Pyramid to support our major gift program
- Working to develop a strategic fundraising role for the AIDS Trust around World AIDS Day
- Strengthening the focus on domestic fundraising by transferring responsibility for the Cambodian Hope of Children orphanage to a dedicated Foundation
- Increased focus on strategic fundraising by ceasing Melbourne and Sydney regular street-based collections.

Relationships with members

- Regular face to face planning sessions with our members
- Regular email contact from the CEO to member organisations.

Reduced operational costs

- Reduction in staffing costs
- Relocation of offices from a separate building to a generous rent-free and support arrangement with ACON.

Branding and marketing

- A refresh of the AIDS Trust brand
- A substantial rebuild of www.aidstrust.com.au which is ongoing.

The Directors of the AIDS Trust are extremely optimistic about the future following the implementation of this broad range of positive changes.

Abridged Aggregated Financial Reports

Income Statement For The Year Ended 30 June 2008	2008 \$	2007 \$
Revenue		
Donation, fundraising & sponsorship Income	934,224	1,715,072
Management fees received	-	8,044
Other income	16,284	4,548
TOTAL REVENUE	950,508	1,727,664
Expenses		
Fundraising expenses	414,948	679,427
Operating expenses	364,788	465,888
Donations, grants & program expenditure	264,726	470,702
TOTAL EXPENSES	1,044,462	1,616,017
<i>Net (deficit) / surplus from ordinary activities</i>	(93,954)	111,647
<i>Distributions to beneficiaries</i>	-	(247,407)
<i>Deficit for year</i>	(93,954)	(135,760)

Additional Information For Financial Reports

Fundraising - Income & Expenses		
Donation, fundraising & sponsorship Income	934,224	1,715,072
Fundraising expenses -direct costs of fundraising	(414,948)	(679,427)
Gross Surplus from Fundraising	519,276	1,035,645
<i>Fundraising Expenses as % of Fundraising Income</i>	44.4%	39.6%
<i>Gross Surplus from fundraising as % of Fundraising Income</i>	55.6%	60.4%
Total Expenditure & Disbursements		
Total Expenses	1,044,462	1,616,017
Distributions to beneficiaries	-	247,407
Total Expenditure including Distributions to Beneficiaries	1,044,462	1,863,424
Charitable Purpose Expenditure & Distributions To Beneficiaries		
Donations, grants & program expenses	264,726	470,702
Distributions to beneficiaries	-	247,407
Total Charitable Purpose Disbursements (including Distributions to Beneficiaries)	264,726	718,109
<i>Total Charitable Purpose Disbursements as % of Total Expenditure including Distributions to Beneficiaries</i>	25.3%	38.5%
<i>Total Charitable Purpose Disbursements as % of Total Revenue</i>	27.9%	41.6%

Balance Sheet As At 30 June 2008	2008 \$	2007 \$
Current Assets		
Cash and cash equivalents	128,849	143,168
Trade and other receivables	-	133,709
Other financial assets	18,006	18,006
Other assets	17,608	37,591
Total Current Assets	164,463	332,474
Non-Current Assets		
Property, plant and equipment	7,525	19,239
Total Non-Current Assets	7,525	19,239
TOTAL ASSETS	171,988	351,713
Current Liabilities		
Trade and other payables	194,031	312,971
Provisions	-	22,331
Total Current Liabilities	194,031	335,302
Non-Current Liabilities		
Trade and other payables	55,500	-
Total Non-Current Liabilities	55,500	-
TOTAL LIABILITIES	249,531	335,302
NET ASSETS	(77,542)	16,411
Equity and Trust Funds		
Settled Sum (Trust)	100	100
Accumulated (Loss) / Retained Earnings	(77,643)	16,311
TOTAL (DEFICIENCY) / EQUITY	(77,543)	16,411

Project	Organisation	Grant
Assessment of the needs of HIV positive sex workers in Australia.	Scarlett Alliance	\$ 20,000
Digital Story telling project - 10 stories.	Straight Arrows	\$ 20,000
Community HIV/STI Prevention Initiative.	Victorian AIDS Council	\$ 19,843
Production of a resource which targets a highly sexualised core group. Research, develop and distribute a printed and electronic sexual health promotion resource.	Queensland Association for Healthy Communities	\$ 19,929
Australians Abroad HIV/AIDS Prevention Project aimed at travelers, particularly to SE Asia who are not modifying their behaviour.	Western Australian AIDS Council	\$ 20,000
Resilience skills project.	People Living with HIV/AIDS (NSW)	\$ 12,650
Total		\$112,422

Hope of Children Orphanage, Cambodia

Since 2004 the AIDS Trust has provided construction funds for the Hope of Children orphanage in Cambodia. The orphanage cares for orphans in need, most of who have been affected by HIV/AIDS.

Construction has now been completed, including school buildings, eight cottages for accommodation, a dining hall, and an administration office, and the AIDS Trust has also provided funds for ongoing costs including food, education, health and maintenance.

The AIDS Trust's involvement has always been time limited, and responsibility for the orphanage and fundraising for it has been handed over to a new Foundation dedicated to the orphanage.

Sydney Food and Wine Fair 2007

The 17th Sydney Food and Wine Fair provided Sydneysiders and visitors with an opportunity to once again tantalise their taste buds by sampling the cuisine of some of Sydney's top restaurants and enjoying a glass of wine from one of many great wineries participating, while enjoying the great environment of Hyde Park North.

The Food & Wine Fair is the AIDS Trust's flagship fundraiser and over the years has provided the means to distribute many hundreds of thousands of dollars to assist those living with HIV/AIDS and help prevent the spread of the virus.

The 2007 event raised almost \$100,000 with the assistance of over 100 stallholders who donated their products, time and skill, the City of Sydney and our many corporate supporters, our wonderful volunteers, and the tens of thousands of guests who came along to enjoy the day.

Our thanks go to all who made the day such an outstanding success.

Grant Activities

This year's grant activities consisted of a range of projects undertaken in partnership with the Elton John AIDS Foundation, and completion of the Hope for Cambodian Children Orphanage.

Elton John AIDS Foundation Partnership Projects

Distribution of direct assistance grants totaling \$108,787.67 to state and territory community HIV organisations was completed. These funds provide practical day to day support to people living with HIV/AIDS, such as paying bills, pharmaceutical & medical costs, rent and food.

Six projects were also completed as detailed below: