

To Our ALRP Family & Friends,

Welcome to the ALRP 2011 Year-In-Review

Thank you for your support of ALRP and our efforts to help people with HIV/AIDS maintain or improve their health by resolving their legal issues. Your partnership and generosity enabled ALRP to once again meet the needs of the growing number of clients who came to our doorstep last year.

- ♥ In 2011, ALRP handled 2,240 legal matters for our clients in seven Bay Area counties - a 50% increase over the last eight years
- ♥ Last year's caseload included 584 housing cases, 333 insurance-related cases and 192 immigration cases
- ♥ 48% of our 2011 clients were people of color
- ♥ Almost 85% of our 2011 clients were low-income, with 74% having incomes under \$20,000
- ♥ Since our founding in 1983, ALRP has now handled more than 60,000 legal matters for people with HIV/AIDS in the San Francisco Bay Area

With your help, ALRP's staff and Panel attorneys prevented unlawful evictions, preserved employment, secured health and disability insurance, protected people's assets (and their children's future), reduced people's stress and improved their health while assuring their personal dignity.

2011 Highlights:

- ♥ Helped 1,469 clients who came to us for assistance
- ♥ Named an inaugural *Alexander Forger Award* recipient for Excellence in HIV Legal Services & Advocacy by the American Bar Association
- ♥ Leveraged over \$1.5 million in donated legal services
- ♥ Conducted 29 educational presentations for clients and 18 in-service presentations for staff of other health and human services agencies
- ♥ Presented 18 MCLE trainings to 216 volunteer attorneys; added 55 new Panel attorneys
- ♥ Launched a new agency website designed to enhance constituent communications

A special highlight was seeing *FAA vs. Cooper*, a right to privacy case referred by ALRP to Pro Bono Connections Initiative partner Reed Smith, argued before the Supreme Court. This case began in 2006 and now awaits the Supreme Court's ruling later this year. Special thanks to Jim Wood and his Reed Smith colleagues for their dedicated and tireless effort for this client.

Prudent Stewardship of Your Investment

Despite another year of difficult economic conditions, ALRP continues to be an efficient and well-managed steward of your contributions:

- ♥ ALRP has operated in the black in nine of the last ten years
- ♥ We maintained our Board Designated Fund designed to cover operating shortfalls in tough times, and continue to maintain a six month operating reserve
- ♥ ALRP responded to federal funding cutbacks for HIV services by increasing our private fundraising – government revenue now accounts for less than half of our program funding
- ♥ More than 80% of every dollar raised went directly to support client programs last year; more than 92% when Panel attorney donated legal services are included
- ♥ The fundraising cost of ALRP's 2011 Annual Reception was only 12.5% of event revenue

2012: Another Year of Challenge

The coming year promises to test ALRP's resolve once more. San Francisco's federal grant to fund services for people with HIV/AIDS will be slashed by 20% this year. And the number of people

seeking our help is expected to continue to grow. Our 2012 initiatives to meet these challenges include:

Growing ALRP's PBCI - ALRP is working to increase the number of law firms participating in our *Pro Bono Connections Initiative* (PBCI), to help meet our increasing client caseload.

Strengthening Program Partnerships - ALRP is enhancing our working partnerships with other agencies and advocates to ensure that essential legal, medical and financial services continue to be there for the clients who depend on them.

Developing New Revenue Initiatives - ALRP has launched new fundraising initiatives aimed at increasing long-term revenues to replace permanently lost federal government funding:

✧ ALRP Angels Planned Giving Program & Legacy Society – ALRP forged a partnership with Horizons Foundation that makes it easier for ALRP donors to include us in their estate plans, and is actively meeting with ALRP stakeholders to fine tune program materials.

✧ ALRP Cy Pres Program – After receiving several cy pres awards in the recent past, ALRP is working to develop relationships with other attorneys and firms that might be in a position to recommend us as a beneficiary of new cy pres funds.

Strategic Planning - ALRP's Board of Directors has initiated a new strategic planning process to create a blueprint for replacing government funding and ensuring that ALRP's programs continue to respond to the changing needs of people living with HIV/AIDS.

You're the One

We know there will be an urgent need for legal help for as long as HIV continues to affect our community—our partners, friends, relatives, and co-workers. Clients will call on ALRP when they have reached a moment of crisis that threatens their health and peace of mind: an eviction notice pinned to their door, or a letter in the mail that says their disability claim is under review. They will count on ALRP to provide them with an attorney who will stand up for them.

But we can't do it without you. You're the one who enables ALRP to help our clients keep their housing, their job, or their benefits. Your donation, your volunteer effort, your commitment is why ALRP's doors are still open.

While difficult economic conditions and fundraising challenges persist, with your continued support we will find a way to be there for the increasing number of people with HIV/AIDS who come to us when they need legal help. **Thank you.**

From the heart,



Bill Hirsh, Esq.
Executive Director