

Your gift today to  
 SAAF's  
 Food Program  
 will help someone tomorrow!

## Bowling for Tommy – January 14, 2012 at Bedroxx

By Ethan Smith Cox, Director of Development

Mark your calendars and join us for everyone's favorite night of bowling, fun, and fundraising for SAAF. Bowling for Tommy 2012 takes place on Saturday January 14, 2012 from 4:00-6:30 pm at Bedroxx. Individual bowlers can register for \$30; lanes for six bowlers can be purchased for \$180, and includes one large pizza, a pitcher of soda, and shoe rentals for six.

The 2012 Bowling for Tommy event is made possible by the following sponsors: Emcor, Cox Communications, Waterfall, Economidis, Caldwell, Hanshaw and Villmana, and Raytheon GLBTA.

To register, call (520) 628-7223 or go online to [www.sAAF.org/bowlingfortommy](http://www.sAAF.org/bowlingfortommy).

## Travis Wright Memorial Buyers' Club

Purchase vitamins and supplements for HIV/AIDS care and general health at the lowest possible cost.

Located at The Medicine Shoppe  
 305 S. Euclid Ave, next to SAAF

**Monday, Tuesday, Thursday, Friday**  
 9:00 am to 6:00 pm  
**Wednesday**  
 9:00 am to 8:00 pm

## YOUR GIFT IN ACTION

Below are just a few of the ways in which SAAF utilizes funds to support people in Southern Arizona.

### \$5

Can help to cover 1 Food for Life meal delivered to a homebound client. Last year, SAAF delivered more than 15,000 meals in Southern Arizona.

### \$10

Can help to cover the cost of 1 HIV test kit with supplies. If the test has a positive result, this cost goes up to \$200. This does not cover the administrative costs to conduct the test.

### \$15

Can help to support a family that receives a monthly supplemental food bag which includes 2 lbs. of meat, 1/4 lb. butter, 1 lb. cheese, and 1 loaf of bread. Last year more than 1,500 supplemental food bags were given out.

## Möda Provöcateūr 2012: Stand By Me New Location – Same Terrific Show

By Carol Cullivan, Associate Director of Development



Photo by Scott Griessel, Creatista

Join us for the 9th annual Möda Provöcateūr, Sunday March 4, 2012. This year's spectacle will be at a new location, the Tucson Convention Center Grand Ballroom.

New York City has nothing on Tucson when it comes to putting on a first-class hair, fashion, and style show. As always, we will showcase up-and-comers in the fashion scene and amazing performances. This year's Cele Peterson Award recipients are Paula Taylor and Erin Burke, former owners of Pour Moi Boutique. In addition to the wild hair and fashion you have come to expect, there will be a raffle with dozens of exciting prizes.

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## SAAF Food for Life Coordinator, Jefferson Bailey, Retires

By Beth Carey, Director of Care Services



Chef Jefferson "Chefferson" Bailey recently announced he will retire as the SAAF Food for Life Program Coordinator in January. He has been the coordinator since July 3, 2000.

Jefferson came to SAAF after a successful run as co-owner of Bowen and Bailey on 6th Avenue. Over his 11+ years with SAAF, the Food for Life Program has grown. At its inception, it provided one home-delivered meal per day. Now it delivers three fresh, quality meals daily to 30 or more clients. In addition, two of SAAF's weekly support groups enjoy a Food for Life meal as part of the group experience.

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## Visions Worth Sharing – Building Excellent Relationships to Transform Lives



Photo by David Barger, Cox Media

**For the past three years, the SAAF Board, management team, staff, and volunteers have set out to achieve some very big goals. These goals are especially ambitious because of the challenging economic conditions and funding cuts. Our success is due, in large part, to having a great 2009–2011 strategic plan.**

In 2008, in a nearly yearlong process, the staff and Board of Directors worked together to plan for the challenging times ahead. A number of steps in this process stand out. Contrary to prevailing practices, SAAF created its strategic plan from the bottom up, not top down. This was a truly collaborative process by all SAAF departments. Each department created a mission and a vision statement. These were based on the staff's intimate knowledge of the needs of our community, as well as our agency's resources. By the end of the collaboration, the staff had a strong sense of "buy-in." Subsequently, it was the board of directors' and my job to merge the departments' suggestions into one all-inclusive strategic plan.

The Board and staff were determined not to let the economic downturn deter us. Taking cues from Microsoft and FedEx, which were both started during a recession, we dared to dream big and adopted a "with challenges come opportunities" philosophy.

The 2009-2011 strategic plan served as a dynamic blueprint. In the three fiscal years between 2009 and 2011, SAAF achieved more than 80% of its five goals and 19 objectives. The agency's budget increased from \$4.7 million in 2008-2009 to \$6.6 million in 2010-2011. These successes were not without growing pains. Most of these were space related – finding and rearranging office space to house staff for several new programs. Not a bad problem to have.

Most of our goals involved expansion. Although SAAF is an acronym for **Southern Arizona AIDS Foundation**, most of our work has been within Pima County. We wanted more programs and services to reach people outside of Pima, especially in underfunded, underserved rural counties.

The services we wanted to expand in Southern Arizona were more: housing for vulnerable people living with HIV and AIDS, programs for at-risk youth, hours for HIV testing, and visibility for SAAF and its programs.

While working to attain the goals and objectives of SAAF's strategic plan, the Board has embraced the guiding principal of well-managed, sustainable growth

### A few of the accomplishments of which I am most proud are:

- Expansion of youth programs that include the HYPE (HIV Youth Peer Education) program, RAPP (Reaching Adolescents Prevention Project), and ALLY (Arizona Life Links for Youth). SAAF also collaborates with SIROW's i-TEAM (Treatment Enhancement for Adolescents on the Move) and CODAC's Step Forward programs.
- Expansion of HIV testing services to include evening testing hours, testing at events such as **AIDSWALK**, and expanding testing services to seven rural Arizona counties.
- Providing statewide programs for people living with HIV/AIDS, such as prevention and risk reduction services, dental care, and health insurance coverage for the uninsured through ADAP (AIDS Drug Assistance Program- Now expanded to a more comprehensive pre-existing conditions insurance plan).
- Diversifying revenue streams through collaboration. One such venture is our partnership with The Medicine Shoppe that now houses the Travis Wright Memorial Buyers' Club.
- Formally networking with community government and nonprofits (such as Pima County for Project Action/HPRP and Wingspan) to increase and maintain services.

In 2011 we started work on a new strategic plan, for 2012-2014, which would build upon our accomplishments and provide continuity. To assist in this process, SAAF hired fundraising consultant Laura Alexander, of Alexander-Carrillo Associates, to guide the staff and Board through the yearlong process. Laura and her business partner have more than 30 year's experience in the Tucson nonprofit community.

Based on Laura's recommendation, we designed our plan using the "hedgehog" business model. In this model, strategy is based on answers to three key questions:

- What are we passionate about? (SAAF answer: transforming lives)
- What are we good at? (SAAF answer: building relationships)
- What drives our resource engine? (SAAF answer: excellence, tenacity, initiative, and agility)

Again, each department contributed to the plan.

Based on our responses, the guiding principle of the 2012-2014 plan is Building Excellent Relationships to Transform Lives. One lofty project carried over into 2012–2014 is a new housing complex for people living with AIDS. This will be in addition to the 7 housing properties SAAF currently owns and operates. To this end, SAAF has reached out to a community partner interested in providing housing for the homeless in our community.

A copy of the new strategic plan is available on the SAAF website ([www.saaf.org](http://www.saaf.org)). Please take a few minutes to look at it. We look forward to an exciting future and hope that you will be a part of it.

**May you be blessed with prosperity in all areas of your lives in this New Year!**

*Wendell Hicks*

Wendell Hicks, Executive Director

## Foundations for SAAF's Mission

By Evelyn Rens, SAAF Grants Coordinator

The following corporate and private foundations have made grants in support of SAAF. With their help, SAAF is able to operate programs and services that support human potential and improve the health and quality of life for those living with, affected by, or at risk for HIV.

**Armstrong McDonald Foundation** generously supports the Complementary Therapies Program. Their funding enables SAAF to offer wellness and alternative health care services and to provide pharmaceutical-grade vitamins and nutritional supplements.

**Macy's Passport Fund** continues to support the Voz Youth Prevention Program. Its most recent gift will enable SAAF to expand the program to youth in intensive juvenile probation.

**Tucson Electric Power Company** bestowed a generous grant to fund the Mobilizing Health Promotion Project for Underserved Tucson Women. Dequenes Community Health Clinic took the lead in a collaboration that includes SAAF, The University of Arizona College of Public Health, and Emerge! Centers Against Domestic Violence. The program provides HIV education and testing services to women affected by partner abuse and domestic violence.

**Collaboration creates synergy. The sum of our outcomes is greater due to the strengths of partnering community organizations.**



## Foundation Spotlight: Broadway Cares/Equity Fights AIDS

By Evelyn Rens, SAAF Grants Coordinator

Beth Carey, SAAF Director of Care Services recently returned from a trip to New York City. She reported that a highlight was "...the joy of seeing Billy Elliot live on Broadway. At the close of the show the actors came out and made an appeal for contributions to Broadway Cares/Equity Fights AIDS, (BC/EFA) a long-time supporter of people living with HIV/AIDS and the organizations and programs that serve them."

Danny Whitman, director of communications and development for BC/EFA, explained how the program works. "Collections are done on a voluntary basis by companies for Broadway and off-Broadway shows and national touring companies over six weeks in each the spring and fall," he explained. "There are lots of generous people in the arts. Theater companies raise half of our annual budget." In 2010 BC/EFA made grants totaling \$9,968,560. The rest of the funding is raised through special events, auctions, and sales of merchandise from their online store Shop for the Cause ([www.broadwaycares.org/store](http://www.broadwaycares.org/store)).



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## Support Groups

### Mondays

**P.A.T.H. – Positive Attitudes Towards Health and HIV:**  
Open to anyone living with or concerned about HIV/AIDS  
4:00 pm - 5:30 pm @ SAAF

### Wednesdays

**SAAF Haven Support Group**  
(lunch included)  
11:00 am - 12:30 pm @ SAAF

### Thursdays

**Heterosexual Support Group**  
(lunch included)  
11:00 am - 12:30 pm @ SAAF  
(except for third Thursday of the month)

*Support Group schedules may vary. Please call SAAF for more information.*

*"At the close of the show the actors came out and made an appeal for contributions to Broadway Cares/Equity Fights AIDS, a long-time supporter of people living with HIV/AIDS and the organizations and programs that serve them."*

— Beth Carey,  
SAAF Director of Care Services



## AIDSWALK 2011 – A Big Success

By Monique Vallery, Events Coordinator

More than 3,500 walkers, runners, and pets, plus 500 volunteers participated in this year's **AIDSWALK**. On Sunday October 16, 2011 the University of Arizona campus was filled with SAAF supporters helping with the festivities. They helped open quilt panels that are a part of the National AIDS Memorial Project, got free HIV testing, and participated in the 10K fun run and 5K walk.



**A special thank you from SAAF to our title sponsor, Desert Diamond Casino and Entertainment, and congratulations to this year's top fundraisers. Without all of your help we would not have been able to raise \$130,000 for SAAF programs and services:**

- Top Fundraiser:** ..... Michael Steinberg
- Top Individual Fundraiser - Youth:** ..... Anna Jean White
- Top School Team K-12:** ..... Marana High School Key Club
- Top College/University Team:** ..... University of Arizona Pharm Cats
- Top Friends/Family/Pets Team:** ..... Run for the Red
- Top Corporate Team:** ..... Raytheon
- Top Small Business Team:** ..... Avalon for Hair, Skin, and Nails Salon

**See you October 2012 for the 24th annual AIDSWALK!**

## 2011 Jerôme Beillard Festival for Life – Eat, Sip, Bid

By Carol Cullivan, Associate Director of Development

The Long Realty Cares Foundation sponsored this year's 23rd annual Jerôme Beillard Festival for Life, raising more than \$90,000 for SAAF. On Saturday November 19 the Tucson Chinese Cultural Center was filled with over 650 people bidding for more than 500 items. The vast array of silent auction gifts included hundreds of items donated by local artists, businesses, framers, and individuals. The variety and quality were outstanding.



Flam Chen performance group, The Street Minstrels, and classical guitarist Jose Luis Puerta provided the entertainment. Guests enjoyed delicious appetizers prepared by Pastiche Modern Eatery and a no-host bar.

SAAF Executive Director Wendell Hicks began the live auction with a warm welcome and introduced Lupita Murillo (KVOA TV) and Bobby Rich (Mix FM Radio), the evening's emcees. The auction featured eleven fantastic items that helped raise a quick \$10,600.

The Festival for Life committee works throughout the year to ensure the event is a showcase for the wonderful artists and businesses in our community. In addition, over 100 volunteers come together to help make it happen.

**Thanks to all of you for your contributions!**

## Jell-O Wrestling is Almost Here... And We Need YOU!

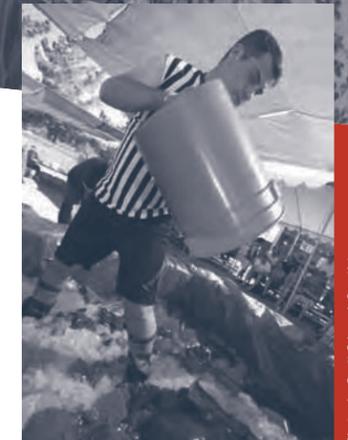
By Monique Vallery, SAAF Events Coordinator

The Reno Gannon Memorial Jell-O Wrestling Extravaganza and Benefit Auction will be held on Saturday, May 12, 2012 at Kennedy Fiesta Park. This year marks a quarter of a century since SAAF began raising money in support of its programs and services through Jell-O Wrestling. We're planning some big surprises to honor this anniversary, so come help us celebrate.



**How to participate:** Want to be a part of SAAF's wildest fundraising event? For those considering wrestling now is the time to think about getting sticky. We are looking for ten teams of two to wrestle. Wrestlers raise funds by facing off in a pit of Jell-O, often bedecked in extraordinary costumes. Between fights our Drag Queen Hostesses run a live auction featuring a variety of crowd-pleasing items.

**To participate, please contact Monique Vallery at [mvallery@saaf.org](mailto:mvallery@saaf.org) or visit [www.jello-wrestling.org](http://www.jello-wrestling.org).**



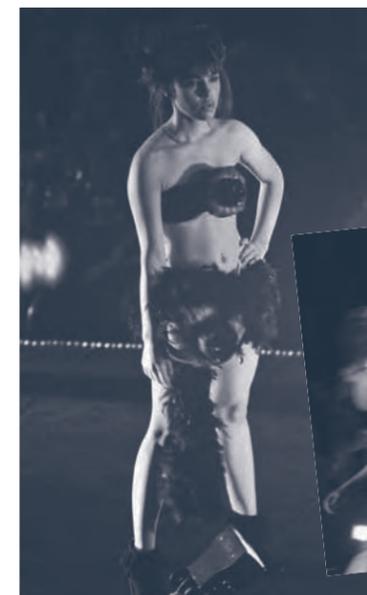
Photos by Scott Gressel, Creatista

## möda provöcateūr

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## Möda Provöcateūr 2012: Stand By Me New Location – Same Terrific Show

By Carol Cullivan, Associate Director of Development



Can't make it to the event? For the first time you can watch the show unfold at the public "Live Moda Rehearsal," on February 18 from 5:00-8:00 pm on 4th Avenue, next to BreakOut Studios (526 N. 4th Avenue). This event will be held in conjunction with Second Saturdays, drawing a big crowd and attracting more interest in Möda.

Tickets for Möda Provöcateūr are limited. Don't wait. **Order yours today at [www.saafmoda.org](http://www.saafmoda.org) or by calling SAAF at (520) 628-7223.**

## 2011/12 Fundraising Events

**Bowling for Tommy**  
Saturday January 14, 2012  
Bedroxx, 4385 West Ina Road  
[www.saaf.org/bowlingfortommy](http://www.saaf.org/bowlingfortommy)

**Möda Prövöcateūr**  
Sunday March 4, 2012  
**NEW LOCATION -**  
Tucson Convention Center  
Grand Ballroom  
[www.saafmoda.org](http://www.saafmoda.org)

**25th Annual Jell-O Wrestling**  
Saturday May 12, 2012  
Kennedy Fiesta Park  
[www.jello-wrestling.org](http://www.jello-wrestling.org)



# Volunteers Making a Difference

With the gracious help of volunteers, SAAF's two big fall fundraising events, AIDSWALK and Festival for Life, went off without a hitch!

More than 500 volunteers provided 2,200 hours of volunteer time for SAAF's largest fundraising event, AIDSWALK. In November, more than 100 volunteers helped with Festival for Life, SAAF's annual live and silent auction. Without the help of these volunteers, neither of these events would have been possible. Volunteers also played a crucial role at this year's World AIDS Day held at Hotel Congress on December 1.

Thanks to everyone who came out and made such a big difference in all of SAAF's fundraising efforts.



## Get involved with SAAF.

Join us for an upcoming volunteer orientation, the first step for anyone wanting to volunteer for SAAF.\* Orientations are from 5:30-8:30 pm at the SAAF office building, 375 South Euclid Avenue:

### Volunteer Orientation

- Tuesday, January 17
- Tuesday, February 21
- Tuesday, March 20

(\*No orientation is necessary for those volunteering for fundraising events and walk-in Wednesdays.)

To sign up for volunteer orientation, contact Courtney Kelly, SAAF Volunteer Coordinator, at (520) 628-7223 or ckelly@saaf.org

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## Foundation Spotlight: Broadway Cares/Equity Fights AIDS

By Evelyn Rens, SAAF Grants Coordinator

In addition to giving money, this fundraising mechanism personalizes the theater experience. Cast members emerge from their roles and talk to the audience. How to Succeed in Business Without Really Trying (starring Daniel Radcliffe of Harry Potter fame) was the top Broadway fundraising company this year, raising \$325,935. Hugh Jackman received kudos for going above and beyond in his one-man show. On December 8, Jackman tweeted, '2nite at the show we passed the \$1 million mark 4 funds raised for #broadwayCares!!! Thanks 2all who participated!'

"Five or six cast members volunteering from the Billy Elliot company," Danny told me, "each with a bucket in hand, raised a total of \$124,756."

Beth told us, "After I gave my contribution to the cast member at the exit, I thanked him for BC/EFA's support of the clients at SAAF."

In 2010, Tom Viola, the executive director for Broadway Cares/Equity Fights AIDS received a Tony® Honors for Excellence in Theater. Since 1997, SAAF has received more than \$100,000 for its Food Programs from Food Service and Meal Delivery grants made by Broadway Cares/Equity Fights AIDS.

*"I like working at SAAF because with all the hard work we do helping others, we also like to have fun. Whether at SAAF events or after work, my co-workers at SAAF aren't really my co-workers, they're my friends and family."*

— Dave Martinez  
SAAF's MSHAPE Program Manager



(left to right) Dave Martinez with partner Dario Villa Espinoza

## Staff Spotlight – Dave Martinez

By Ethan Smith Cox, Director of Development

Many of you may recognize the name Dave Martinez. Dave has been working in the Prevention Department of SAAF for nearly seven years, spreading the word about safer sex practices; thereby empowering his clients to make more informed decisions about their own well-being. Prior to this, he worked at SAAF as Health Sducation Specialist with the Syphilis Elimination Project and Gay Men's Health Project.

Dave currently serves as the SAAF MSHAPE (Men's Sexual Health and Personal Empowerment) program manager. MSHAPE is a community-building program for gay and bisexual men in Tucson. The program's clients meet at the MSHAPE lounge, on the south side of the SAAF office building. It is open weekdays from 3:00-8:00 pm.

### MSHAPE activities include:

- Social events (hiking, BBQs, baseball games)
- Movie nights
- Holiday parties
- Community volunteer opportunities
- Outreach
- Educational workshops (resume writing, goal setting, and going back to school).

Dave and his dedicated staff hope that these activities will help build community. If gay or bisexual men feel a part of a community, they will more likely make better decisions regarding safe sex and alcohol and drug use.

In the last two years, MSHAPE has been working to fill an increased need for basic services for men. Because necessities (such as showers, hygiene kits, food bags, and clothing) are hard to get in a safe non-judgmental atmosphere, many have turned to MSHAPE.

When asked why he enjoys working at SAAF and what has kept him here for nearly seven years, Dave responds, "I like working at SAAF because with all the hard work we do helping others, we also like to have fun. Whether at SAAF events or after work, my co-workers at SAAF aren't really my co-workers, they're my friends and family."

When he is not working, Dave enjoys relaxing with his partner, Dario, their two pugs Bruce and Marley; boxer Gaga; and working out.

## SAAF Food for Life Coordinator, Jefferson Bailey, Retires

Continued from page 1

By Beth Carey, Director of Care Services

Jefferson also hosts a quarterly sit-down meal for Food for Life participants and volunteers at the Food for Life kitchen, located at the St. Andrew's Episcopal Church in Armory Park. It now provides emergency meals for homeless clients at SAAF, and has instituted a "Dining Out" component through donations of prepared entrees from select Tucson Originals restaurants.

More accomplishments during Jefferson's tenure include: certification of the St. Andrew's kitchen by the Pima County Health Department and the addition of organic locally-grown foods to the meals.

Jefferson is an ordained deacon in the Episcopal Church and plans to continue his ministry through St. Andrew's Episcopal Church. Under his direction, St. Andrew's supports the Neighbors Feeding Neighbors program, which is modeled on Food for Life. It provides meals to low-income residents of Armory Park and needy congregation members.

**Please join the SAAF community in thanking Jefferson for a job well done. We are grateful for the meals he has prepared and the lives he has touched. We wish him well in his new adventures.**



Services Available for People Living with HIV/AIDS Include:

### CLINICAL SERVICES

- Case Management
- Peer Counseling

### SUPPORT SERVICES

- Complementary Therapies
- Dental Care
- Food Programs
- Holiday Project
- Medications Assistance
- Support Groups
- Telephone Assistance
- Transportation

### HOUSING SERVICES

- Housing Units Owned by SAAF
- Community-Based Subsidized Housing
- Emergency Rent, Mortgage, and Utility Assistance
- Move-in Deposits

### PREVENTION SERVICES

- Risk-Reduction Counseling