LOOKING beyond the horizon
ASF’s Mission and Story

Our Mission
AIDS Services Foundations Orange County’s mission is to prevent the spread of HIV and improve the lives of men, women and children affected by HIV/AIDS in Orange County.

Our Story
A small group of volunteers founded AIDS Services Foundation Orange County (ASF) in the late summer of 1985 because people were dying, had nowhere to turn, and desperately needed help. ASF is now the largest and most comprehensive nonprofit HIV/AIDS service provider in Orange County with a staff of committed and caring individuals, a Board of Directors and Advisory Council of highly respected community leaders and hundreds of dedicated volunteers.
# Table of Contents

2  AIDS Services Foundation Orange County’s Mission and Story

4  Message from Duane Vajgrt, M.D., Board President, and Philip Yaeger, Executive Director/CEO

5  ASF Client and Family Services: Keeping Our Sights on Ending the AIDS Epidemic
   Introduction
   Health Education and Prevention
   Case Management
   Testing
   Nutrition Services
   Transportation
   Housing
   Mental Health Services
   Volunteers
   Wilbur May Family and Children’s Programs

11  ASF Support Resources: Changing the Future One Donor at a Time
   Introduction
   AIDS Walk Orange County
   Orange County Ride for AIDS
   ASF’s Annual Gala – Shaken Not Stirred
   Getting to Zero Guild
   ASF Donor Groups

15  Financial Statements

16  Donor Acknowledgements

23  Officers and Board List

23  Advisory Council
A Message from…

Duane Vajgrt, M.D., Board President, and Philip Yaeger, Executive Director/CEO

As a rule, our annual reports look back to the last fiscal year to report to the agency’s constituents the ways ASF has addressed the prevention and further spread of HIV/AIDS in our community as well as the care we have provided to clients already living with HIV/AIDS.

This document does exactly that. But it is also the beginning of our look ahead to the future. As we transition into our 30th anniversary year, ASF is beginning to look beyond the horizon of the present landscape of HIV/AIDS in Orange County.

Looking at HIV/AIDS today, we see a disease in transition. We are at a tipping point. Although, on average, we still see five HIV diagnoses per week in Orange County, that number has held steady for two years. With increased testing, increased educational outreach, increased percentages of infected individuals in care, and the wider acceptance of PrEP (Pre-Exposure Prophylaxis) as a prevention tool for at-risk populations, we can envision a future, just beyond the horizon, with year over year decreases in new HIV infections. With reduced new infections, we can end the epidemic.

As stated above, as you read through this report, you will learn how ASF used the funds graciously provided by you and all of our donors in our last fiscal year to assist our clients and prevent the further spread of HIV/AIDS in our community. Everything we do at ASF has led directly to a healthier community and reduced incidence of HIV/AIDS in Orange County.

In the near future, you will hear much more about what ASF is doing to end the AIDS epidemic in Orange County. In the meantime, we remain thankful for you, our treasured donors, and for your investment in the work we do. We hope you are inspired to take that journey beyond the horizon with us in the coming months and years.

Thank you.

Duane Vajgrt, M.D., Board President  Philip Yaeger, Executive Director/CEO
ASF Client and Family Services

Focusing Our Sights on Ending the AIDS Epidemic

For 29 years, AIDS Services Foundation Orange County has concentrated our energy on care and comfort. Now, with new medications helping us win battles in the prevention war, much of the work that we do can focus the agency and our clients toward an end of the HIV/AIDS epidemic in Orange County. The first step is prevention education and testing. We need to keep those at risk from contracting the virus and we need to identify those who do. Once we know their status, ASF can offer them life-saving care that will reduce their viral load and make them less likely to transmit the virus to someone else.

Health Education and Prevention

ASF’s Health Education and Prevention programs seek to inform and teach the public to avoid contracting HIV. According to statistics, it is the most effective way to slow the spread of the virus that causes AIDS. ASF is looking forward to expansion of these programs in the near future with a focus on ending the AIDS epidemic in Orange County.

In addition to working with the general public and at-risk communities on prevention education, ASF health educators work with those already infected, instructing them on ways to prevent the spread of HIV. ASF offers individual-, group-, and community-level interventions. The programs and activities are provided at no cost to participants. Group- and community-level interventions provide refreshments to all participants in attendance.

| 124 engagements provided through the Positively Speaking program, reaching more than 4,426 participants in junior high and high schools, colleges, universities, and community settings, discussing real-life facts about HIV/AIDS in Orange County. | 62 S.H.A.P.E. (STD’s, HIV/AIDS Prevention Education) educational seminars provided to 386 homeless adolescents in OC to reduce unwanted pregnancies and use of legal/illegal substances, increase condom knowledge and skills. | 12 Mpowerment seminars, the goals of which are to teach condom negotiation skills and other safer sex techniques that can be applied when engaging in sexual activity, were provided to 104 Spanish-speaking, Latino, gay/bisexual men aged 18-29. |
Looking forward to an Orange County beyond the AIDS epidemic, ASF knows that case management will play an integral part in keeping our community healthy. Case management is a comprehensive care program that addresses the complex needs of individuals and families living with HIV and breaks down barriers in the care system. ASF’s individualized case management approach to care ensures that each client receives assistance tailor-made to their personal needs.

ASF’s case managers link clients to the array of free services provided by the agency such as food, housing, transportation, mental health services, and family services. In addition, they assist in securing public and private benefits available in the wider community.

The overarching goal of case management is to keep clients in care and facilitate a client’s autonomy and movement toward self-advocacy so they can rejoin the community as healthy, productive individuals. Ranging from client connection to medical care to assistance with back-to-work programs, case management ensures clients focus on a future of maintained health and self-sufficiency.
ASF HIV and Hepatitis C Testing Services

In evaluating the likelihood of a future beyond the AIDS epidemic, testing ranks extremely high among known methods to stop the virus’ spread. Our statistics show that when a person is identified as HIV-positive by ASF and is linked with care through the agency, they become healthier and considerably less at risk to unknowingly spread the virus. In 2014, on average, 5 people per week were diagnosed with HIV in Orange County. ASF recognizes the importance of early and frequent testing and has responded with increased testing and outreach in at-risk communities and the community in general.

Nutrition Services

We cannot even begin to envision a future beyond the AIDS epidemic unless we strive to keep those who have tested positive adhering to their medications. Because of the toxicity and side effects of HIV medication regimens, having the right food available to help take medications is an important part of adherence. Nutrition Services is an integral part of treating the client as a whole to maintain a reduced viral load and reduce the chance that any of our clients will infect someone else.

ASF’s Nutrition Services program provides groceries, vitamins, and dietary and nutritional supplements through its on-site Food Pantry for people living with HIV/AIDS who lack the financial resources to purchase the items themselves.
Transportation

We cannot expect clients to reduce their viral loads and prevent the further spread of HIV without regular medical visits or visits to ASF for mental health sessions and/or to receive any of the many services we provide. Lack of transportation to and from these important appointments cannot be what prevents us and our clients from success over the horizon. So transportation is an integral part of ASF’s prevention methods.

ASF offers qualified clients a multi-tiered transportation system comprised of Orange County Transit Authority (OCTA) passes, subsidized coupons for use on the OCTA’s ACCESS bus system, subsidized taxi rides, and transportation provided on ASF vans and buses operated by ASF drivers. Depending on the client’s need as assessed by a case manager, any or all of these methods of transportation could be used.

Housing

Basic needs must be met before a person living with HIV can begin to think about their own well-being and that of others around them. Secure and reliable housing is part of the vision for a future without the HIV/AIDS epidemic. ASF offers financial assistance for rent and mortgage payments, utilities subsidies, rental deposits, and emergency and transitional housing so that clients can focus on their own current and future health. In addition, the STAR program (Short-Term Assistance for Rent) makes available direct rental subsidies to landlords on behalf of qualified persons with HIV/AIDS and their families.
Mental Health

A future without the HIV/AIDS epidemic definitely depends upon openness and honesty. Being open and honest with yourself, your family, your friends, and your sexual partners is not always easy. These relationships are sometimes most at-risk when it comes to an HIV-positive diagnosis. The risk isn’t always physical, as in the threat of transmission. There is also emotional risk. Feelings of uncertainty, hopelessness, and sometimes even deceit can affect someone personally and deeply affect a person’s closest relationships. Clients may not even know how to disclose their status to sexual partners to prevent further infection.

Thanks to the support that you provide, ASF clients and their families don’t have to face the uncertainty alone. Through the agency’s mental health program, targeted support groups and individual counseling are made available for clients and their families.

All services are provided free of charge and are conducted by licensed therapists and psychologists with an acute understanding of the needs of HIV-positive individuals.

Volunteers

ASF could not have become the success that it is today, nor could it look toward a brighter future without the HIV/AIDS epidemic, if not for our dedicated and compassionate corps of volunteers. Whether performing office tasks, assisting in the food pantry fulfilling orders or making deliveries, providing HIV testing or helping at events, ASF volunteers continued to prove they’re a vital defense in the fight to prevent transmission of HIV/AIDS.

Last year, 599 people volunteered 24,278 hours of service for ASF. The dollar value of this assistance, based on the valuation of $26.34 per hour for volunteer time in California, as established by Independent Sector, totaled $639,482.52. ASF registered 82 new volunteers this year and utilized 33 undergraduate interns.
Wilbur May Family and Children’s Programs

Family and Children’s Programs offer children infected and affected by HIV a safe place to share their feelings about living with the disease without discrimination or judgment. The programs also aim to give families impacted by HIV/AIDS access to services and activities that will ease their financial burden and provide them fun, family outings and enrichment opportunities.

Last fiscal year, 88 families were served by programs and activities made possible in large part through generous donations by Anita May Rosenstein and the Wilbur May Foundation. Services were once again provided through a partnership with the Segerstrom Center for the Arts and through gifts from other private donors. 255 unduplicated individuals benefited from Family Services programs.

- 110 clients and their families participated in a day of family fun at Boomers
- 102 school-aged children of clients were provided with backpacks and basic back-to-school supplies and gift cards for new shoes and school clothes.
- 12 children participated in 6 Animation Workshops with animator and instructor Lynn Okimura provided by Segerstrom Center for the Arts.
- 97 clients and family members enjoyed relaxation and exhaustve fun at Family Camp.
- 7 children attended a week-long arts camp at Camp Hollywood Heart in Malibu with other HIV/AIDS infected and affected youths.
- 15 varied outings provided to positive youth clients, who even volunteered their own time at a community service event.
- 20 children accessed enrichment opportunities including karate, baseball, guitar lessons, drum lessons, boxing, gymnastics, and summer camps.
- 53 client families used 212 movie passes to enjoy a holiday movie.
- 126 kids received new toys, clothing, electronics, and gift cards through the Holiday Gift program.
- 30 Kids Club sessions, supporting HIV infected and affected youth, were provided to 19 children.
ASF Support Resources

Changing the Future One Donor at a Time: Fund Development

Identifying and securing financial resources that support the agency’s vision for the future is the key goal of ASF’s Fund Development department. It is also tasked with the responsibility of increasing our visibility in the greater community. Included in this process is work with board, corporate, and civic and community leaders to produce events such as ASF’s Annual Gala, AIDS Walk Orange County, and the Orange County Ride for AIDS, as well as support of the efforts of the Getting to Zero fundraising guild.

Securing grants from foundations, corporations, and government agencies are also key responsibilities of ASF’s development team. In addition, the development department fosters relationships with individual donors through The Patron’s Council, Women’s Leadership Council and Partners for Life legacy program. The investment of these individuals and corporate and foundation entities provide essential funding that makes ASF’s work possible.

AIDS Walk Orange County 2014

Attendance on Saturday, May 17, at the 2014 AIDS Walk Orange County, the area’s oldest and largest fundraiser for HIV/AIDS, was logged at about 1,500. Over $325,000 was raised by participants and through corporate sponsors at the ASF-organized event which was held at the Orange County Great Park. Funds raised through the 2014 AIDS Walk Orange County were distributed among seven recipient agencies and ASF. Each agency must use the funds for services benefiting people living with HIV/AIDS.

Individual walkers and teams were drawn from area schools, civic organizations, family groups, and churches, synagogues, and temples. And many ASF corporate partners and other local companies, able to support the walk with a financial or in-kind gift or not, formed motivated and successful walk teams.
5th Annual Orange County Ride for AIDS

2014 saw a new start for the fifth annual Orange County Ride for AIDS (OCRA). The start and finish lines were moved to the William R. Mason Regional Park in Irvine and, by all accounts, the October 25th event was the best OCRA to date! Registered ridership and funds raised completely exceeded all expectations and set up OCRA to be an even greater event in the future! 125 riders showed up on the day of the event and cycled through our three routes. $125,000, solely benefiting services provided to ASF’s clients, was raised.

Each cyclist chooses from among three routes offering three levels of difficulty... the 100-mile Century route, the 100-meter (62 miles) Metric Century route, and the family- and beginner-friendly, 30-mile Taste of OCRA route. All routes were fully supported with chase vehicles and fully-staffed and outfitted pit stops.

ASF’s Annual Gala – Shaken Not Stirred

The Annual Gala is ASF’s signature fundraising event. It reminds us of our humble beginnings realized through the generosity of our donors and it’s a time of year when we can celebrate our founding, celebrate our successes, and celebrate our future. Taking over the reins of the event this year were co-chairs Jeffrey Elder and Karla Kjellin-Elder.

Big changes were in store for the event with new leadership. The event was moved from the open air venue in Laguna Beach to the more intimate setting at the Marconi Automotive Museum in Tustin. The collection of gorgeous American, Italian, and British cars in the museum lent itself well to the evening’s theme... ASF’s Annual Gala – Shaken Not Stirred. Indeed, surrounded by a few of his signature Aston Martins, James Bond would have happily joined in the festivities!

Guests enjoyed deliciously decadent food stations created by Tim Haskell of Soiree, a martini luge and signature cocktails by Tito’s Handmade Vodka, hosted bar, and a champagne lounge.

Entertainment was provided by accomplished artist Stephen Fishwick who offered guests a live,
A high-energy, speed-painting show. Also offered were slot car races, a photo booth, and live and silent auctions with a professional auctioneer. Of course, guests were also given the full red carpet treatment!

Many people and organizations donated money and in-kind services to ASF through this event. In gratitude, listed below are the major donors of ASF’s Annual Gala – Shaken Not Stirred.

<table>
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<td>Jeffrey D. Elder and Karla Kjellin-Elder</td>
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<td>Howard Gleicher and Damon Chen</td>
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<td>Cynthia Koulax and Lorraine Ferrini</td>
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<td>Robert and Norma Thornton</td>
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<td>Maria I. Marquez, MFT</td>
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<td>Morgan Stanley Foundation</td>
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<td>Richard W. Silver and Robert Hayden</td>
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<td>Trojan Battery Company</td>
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<td>Philip Yaeger</td>
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<td>Roger Nabedian and Megan Gorman</td>
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<td>Michelle K. Williams and Cheryl Nault</td>
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<td>Marc Aarons / Money Managers, Inc.</td>
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<td>Joe Baker, DMD and Elliott Kornhauser, MD /</td>
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<td>Hung Fan, PhD and Michael Feldman</td>
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<td>Mark A. Gonzales and Gary Lefebvre /</td>
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<td>Erik Buzzard and Sunny Sanchez</td>
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<td>Randy J. Harmat and Eugenio Vazquez</td>
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<td>Room and Board</td>
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<td>Jason Steiner</td>
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<td>David Thomas and Kevin Mundt</td>
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Getting to Zero Guild

ASF’s Getting to Zero Guild, which took its name from the national World AIDS Day theme, became an official, membership-driven entity last fiscal year. The committee and guild members continue their commitment to the principles of the Getting to Zero campaign: zero new infections, zero deaths, zero discrimination.

The guild began their fundraising and membership season with the presentation of the documentary film Blood Brother. The season continued with their signature Fashion Show presented and hosted by Marc Pridmore Designs. And closing out the year, Getting to Zero took on the responsibility for hosting what was ASF’s annual Holiday party.

All told, the Getting to Zero Guild raised a total of $57,141 through tickets sales, auctions, and memberships last fiscal year! ASF looks forward to the continued partnership with the Getting to Zero Guild and its steering committee!

Donor Groups

ASF has three distinct major donor groups allowing supporters a significant positive influence in the lives of people living with HIV/AIDS. These groups are essential in ensuring ASF has the operating resources to provide care and treatment. For its part, ASF encourages active engagement by donors with the agency.

The Patron’s Council is comprised of donors who annually make major gifts to ASF not related to underwriting or fundraising events. Donations are made at six different levels, beginning at $1,200.

Women’s Leadership Council meets a few times a year to discuss issues pertaining to women and HIV in Orange County. The group is comprised of concerned women from our community who donate at least $1,000 annually to participate.

Partners for Life allows donors the opportunity to provide ASF with a substantial monetary gift through a bequest, life insurance or retirement plan benefit. Since we know that on-going prevention efforts, in all their forms as listed in this document, are the only way to end HIV in our community, long-term financial support is critical. Partners for Life helps ASF ensure its ability to provide care and treatment to people living with HIV/AIDS far into the future.
## Financial Statements
### For year ended February 28, 2015

### Statement of Financial Position

<table>
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<th>Assets</th>
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<td><strong>Total Current Assets</strong></td>
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<td>Property &amp; equipment, less accumulated depreciation of $618,490 and $587,018, respectively</td>
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<td><strong>Other Assets</strong></td>
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<td>Deposits</td>
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<td><strong>Total Assets</strong></td>
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<tr>
<th>Liabilities &amp; Net Assets</th>
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<td>Accrued compensated absences</td>
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<td><strong>Total Net Assets</strong></td>
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<th><strong>Total Liabilities &amp; Net Assets</strong></th>
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### Statement of Activities

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<th>Revenues &amp; Support</th>
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<td>Public grants &amp; contracts</td>
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<td><strong>Total Revenues &amp; Support</strong></td>
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<td>Interdisciplinary case management</td>
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<td>Housing services</td>
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<th>Net Assets at End of Year</th>
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ASF continues our dedication of allocating as much of our donor’s gifts as possible to the provision of quality care, education, and prevention services for people in Orange County affected by HIV/AIDS. During the 2014–2015 fiscal year, 83.4% of funds received were expended on those programs and services. Fundraising efforts and administrative costs necessary to support the agency’s work accounted for the remaining 16.6%.
Our Donors 2014 – 2015

Thank you to our generous donors who support AIDS Services Foundation Orange County to prevent the spread of HIV and improve the lives of men, women and children affected by HIV/AIDS in Orange County.

$100,000+
The Sue and Bill Gross Family Foundation
County of Orange / HIV Housing
County of Orange / HIV Prevention
County of Orange / HIV Services
State of California – MCW

Macy’s Foundation
Orange County Bar Foundation
Orange County United Way
ROCKHARBOR Church
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Top Fundraisers 2014 – 2015

Thank you to our all those individuals who, through their participation in AIDS Walk Orange County and Orange County Ride for AIDS, help support AIDS Services Foundation and its mission.

<table>
<thead>
<tr>
<th>5th Annual Orange County Ride for AIDS Top Fundraisers</th>
<th>School Walk Teams</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Duane Vajgrt, MD</td>
<td>1. Orange County School of the Arts (OCSA)</td>
</tr>
<tr>
<td>2. Kevin Broadwater</td>
<td>2. Kennedy Volunteers</td>
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<tr>
<td>3. Frank Elschner</td>
<td>3. Ai-Orange County</td>
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<td>4. Kevin Lukomski</td>
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<tr>
<td>5. Jeffrey Benedick</td>
<td>Friends and Family Walk Teams</td>
</tr>
<tr>
<td>6. Mark Boll</td>
<td>1. Altrusa Club</td>
</tr>
<tr>
<td>7. Jon Paradise</td>
<td>2. MS Newport Beach</td>
</tr>
<tr>
<td>8. Michelle Williams</td>
<td>3. Bynx’s Boys and Babes</td>
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<tr>
<td>10. Kevin Nordine</td>
<td>5. Team BriGuy and Jonnyboi</td>
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</tbody>
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<tr>
<th>28th Annual AIDS Walk Orange County Top Teams / Walkers</th>
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<tr>
<th>Corporate Walk Teams</th>
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<tbody>
<tr>
<td>1. Team PIMCO</td>
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<td>2. Team RGCS (Reliant General Claims Services)</td>
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<tr>
<td>3. Ernst &amp; Young</td>
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<tr>
<td>4. Team Trojan Battery</td>
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<tr>
<td>5. Infectious Disease Associates of Orange County</td>
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</tbody>
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<tr>
<th>Faith-Based Walk Teams</th>
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<tbody>
<tr>
<td>1. IUCC Walk the Walkers</td>
</tr>
<tr>
<td>2. St. Mark Marchers</td>
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<tr>
<td>3. St. Wilfred of York Episcopal Church</td>
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<tr>
<td>4. OC Catholics AIDS Walk Team</td>
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<tr>
<td>5. A&amp;H Ministry</td>
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<tr>
<th>Individual Walkers</th>
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<tbody>
<tr>
<td>1. Deborah Reed</td>
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<tr>
<td>2. Roya Cole</td>
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<tr>
<td>3. Jeff Stuckhardt</td>
</tr>
<tr>
<td>4. Wesley Sasser</td>
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<tr>
<td>5. Joe and Paul Cook-Giles</td>
</tr>
<tr>
<td>6. Duane Vajgrt</td>
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<tr>
<td>7. Theresa Andrade</td>
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<tr>
<td>8. Brian Schneider</td>
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<td>9. Frances Marquez</td>
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<td>10. Elizabeth Castro</td>
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</tbody>
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<tr>
<th>Clubs and Organizations Walk Teams</th>
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<tbody>
<tr>
<td>1. Team ASF</td>
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<tr>
<td>2. Shanti Strutters</td>
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<tr>
<td>3. Mercy House</td>
</tr>
<tr>
<td>4. Team Zero</td>
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<tr>
<td>5. Team Shelly Virkstis (Men Alive)</td>
</tr>
</tbody>
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