When we first announced Cycle to Zero, we knew we were asking our community to join us in embarking on something ambitious: We set out to build an AIDS/LifeCycle legacy event from scratch. Thank you to our community for trusting us and continuing to believe in our mission. We didn't just launch a new ride. Together, we made history.

In just seven months of preparation, this community came together to raise a very impactful $1.84 million.

Every mile you pedaled, every dollar you raised, and every hour you volunteered on the road to Guerneville directly fuels San Francisco AIDS Foundation's life-saving work. These funds are immediately providing integrated sexual health and substance use services while strengthening and building our community programs. To our cyclists and crew: thank you for pouring your hearts, bodies, and weekends into making this journey a safe and unforgettable success. To our donors and sponsors: thank you for your generosity and trusting us to turn your contributions into systemic change.

An inaugural event is always a leap of faith. Because of you, we have proven what is possible when a community rides with a shared mission. We have built a legendary community this year, and we're just getting started. Thank you for riding with us.

Here's to a future with Zero New HIV Diagnoses, Zero Stigma, Zero Inequity, Zero Overdose.

With deep gratitude,

Dr. Tyler TerMeer
CEO, San Francisco AIDS Foundation

# IMPACT OF YOUR DOLLARS

**Our clinic in the Castro**
Your funds directly support rapid HIV and STI testing services, the rollout of game-changing preventative tools like Doxy PEP and injectable PrEP, and our recently opened full-service pharmacy. With city and federal support constantly fluctuating, your donations ensure Strut remains a sanctuary of affirming, nonjudgmental healthcare for thousands of people every year.

**Black Brothers Esteem (BBE)**
Our Black and African American communities continue to experience disproportionate rates of new HIV diagnoses. BBE provides essential psychosocial support, health navigation, and safe community spaces specifically for Black gay, bisexual, trans, and same-gender-loving men. Your funding keeps BBE's support groups, case management, and stigma-reduction programs robust, active, and fully staffed.

**Programa Latino**
Our Latine Services provide case management, leadership development, support groups, and community-building events. These programs are lifelines for bilingual and monolingual Spanish speakers navigating HIV care, housing assistance, and legal benefits. Unrestricted funds ensure we never have to turn away community members due to language barriers or lack of culturally competent staff.

## FUNDING THE FIGHT:
## ADVOCACY & PROTECTING OUR BUDGETS

We don't just provide services, we fight to protect them. A portion of your funds powers our Public Policy team and the HIV Advocacy Network. Our public policy team works round the clock at every level of government to secure the public funding our community relies on and support legislation that improves healthcare access in our communities.

**At the City Level:** San Francisco Department of Public Health proposed massive, devastating cuts to community-based organizations. Our advocacy team mobilized, organized rallies, and lobbied the Board of Supervisors. Thanks to this community pressure, we successfully averted devastating city-wide HIV and LGBTQ+ program cuts during the city's budget add-back process, protecting critical services like our Community Health Assistants training program and securing brand-new funds for HIV and aging services.

**At the State Level:** We successfully organized through the End the Epidemics coalition to secure more than $500 million over four years in HIV-related funding for California. This funding will stabilize funding for HIV prevention, PrEP access, and STI clinic infrastructure.

**At the Federal Level:** With Lambda Legal and other HIV and LGBTQ organizations, we are the lead plaintiff in a federal lawsuit, SFAF v. Trump, challenging three of the Trump administration's executive orders that seek to end diversity, equity, and inclusion initiatives and seek to erase people who are transgender. We were successful in securing a preliminary injunction, and that protection remains in place while the federal government's appeal moves forward.

### UNRESTRICTED FUNDING IS THE ULTIMATE SHIELD

**When government grants are delayed, cut, or restricted by political red tape, your donations are the shield. The $1.84 million raised during Cycle to Zero ensures that even when public budgets shrink, our ability to care for, defend, and show up for our community never wavers.**

# RIDE HIGHLIGHTS

**285+**
**TOTAL MILES RIDDEN**

**569**
**TOTAL # CYCLISTS**

**55**
**OUT OF STATE CYCLISTS**

**170+**
**TOTAL # CREW**

# COMMUNITY HIGHLIGHTS

**Red Dress Fest/Candle Light Vigil**

Bringing the historic legacy of the Red Dress tradition to Guerneville integrated the town directly into the ride experience and drove monumental community support and local economic growth for the Russian River Valley.

Originating on the legendary AIDS/LifeCycle, the Red Dress tradition was successfully adapted to Guerneville for Cycle to Zero. We blocked off First Street to build an open-to-all town festival combining advocacy with celebration. Hundreds of CTZ participants, local business and residents dressed in red to honor the lives lost. The evening concluded with a beautiful, shared candlelight vigil across the Guerneville Bridge.

**750+**
**PARTICIPANTS**

**20+**
**LOCAL ARTISANS AND VENDORS**

**$12K+**
**IN ECONOMIC IMPACT**

# FINANCIAL SUMMARY

This report summarizes the estimated profit and loss for Cycle to Zero and translates it into the transparency metrics used in our impact report: total funds raised, total cost of fundraising, and net proceeds directed to mission.

Cycle to Zero generated $1,843,365 in cash revenue from sponsorships, registration, and peer-to-peer fundraising. After $772,265 in total event and fundraising costs, the ride delivered $1,071,100 in net proceeds—a 58.1% net proceeds margin. We will continuously aim to keep costs low while providing riders, crew and staff with an experience that is safe, fun, and enjoyable.

| | |
|---|---|
| Total Cash Revenue | $1,843,365 |
| Total Expenses | ($772,265) |
| Net Proceeds to SFAF | $1,071,100 |
| Net Proceeds Margin | 58.1% |
| Cost to Raise a Dollar (all-in) | $0.42 |

## REVENUE

| Revenue Source | Amount |
|---|---|
| Registrations, donations, and sponsorships | $1,843,365 |
| Total Cash Revenue | $1,843,365 |
| Donated Goods (in-kind, recorded in & out; no net cash effect) | $20,575 |

## EXPENSES BY CATEGORY

These expense line items are grouped below into three categories to make the cost structure easier to distinguish.

| Category | Amount | Includes |
|---|---|---|
| Event Production & Route Support | ($296,622) | Route equipment, route food, route services, fuel & repairs, equipment rental & maintenance, volunteer support & training |
| Fundraising, Marketing & Processing | ($253,438) | Advertising & promotion, online processing fees, community relations, other special event expense |
| Professional & Administrative Services | ($222,205) | Contract/temp services, professional services, staff support & travel, printing, postage, supplies, software, program materials, misc. |
| **Total Expenses** | **($772,265)** | |

# THANK YOU TO OUR PARTNERS

PRESENTING SPONSOR

GILEAD

PEDAL PUSHER SPONSOR

ThermoFisher SCIENTIFIC

MEDICAL SUPPLY SPONSOR

Stanford MEDICINE

COMMUNITY PARTNERS

BARRY'S

David

Different Spokes San Francisco Since 1982

The Edge

Face to Face

Liquid I.V.

Mike's Bikes

Powerade Power Water

Positive HIV Pedalers

Redwood Cycle House

SoulCycle

Sports Basement

Upshift Cycles

Valencia Cyclery

**A special thank you to the town of Guerneville and Sonoma County.**
**We couldn't have done it without you.**