SHine SA Annual Report

SEXUAL AND RELATIONSHIP WELLBEING FOR ALL

2012 TO 2013
SHine SA is the lead sexual health agency in South Australia, working in partnership with government, health, education, and community agencies and communities to improve the sexual health and wellbeing of South Australians.

SHine SA is funded primarily by the South Australian Government through the SA Health and various Commonwealth Government sources, with the remainder through organisation generated revenue, the organisation through its service provision. The annual operating budget is $5.9 million (2012–13). We provide:

• prevention, promotion and education programs that build the capacity of communities in greatest need
• education programs that build the capacity of workers across all sectors
• clinical services that target communities with health inequalities and poor sexual health
• therapeutic counselling services that target individuals who are unable to afford private providers
• information about sexual health and wellbeing
• resources and library services that are accessible to workers and the community
• opportunities for partnerships with workers, governments and agencies
• individuals and workers with links to relevant services and supports
• leadership and advocacy for sexual health
• opportunities for participation by our communities of interest
President’s Report

On behalf of Council, it is with pleasure that I present to you this Annual Report.

The past year has been one of change and growth for SHine SA. In January, Council appointed Jill Davidson as Chief Executive Officer, following the retirement of Kaisu Vartto. The success of this transition owes much to the efforts of SHine SA’s management team and Acting Chief Executive Desmond Ford, who provided continuity and stability to staff and clients, as well as support to Jill.

Council has also endorsed a new Strategic Framework 2013–16, to follow the Strategic Directions 2010–13. The Framework charts a course for SHine SA to grow and diversify its sexual health and relationship services, education, workforce development and advocacy. It builds on our leadership and service excellence using primary health care models and with regard to the social determinants of health. The Framework reflects our commitment to ensure that SHine SA remains responsive, agile, sustainable and effective.

Council has undergone change in the past year. Departing Council members include Dr Kylie O’Connell as ministerial nominee, and Ms Chris Horsell, who joined Council in October 2009 and served as President in 2011–12, presiding over SHine SA’s transitions to new funding arrangements and new leadership. Ms Angela Lawless will step down from Council after 5 years, during which she represented SHine SA on Sexual Health & Family Planning Australia. We also farewelled staff nominee Cara Taheny.

SHine SA is justifiably proud of its reputation for excellence and its service to South Australians.

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Council welcomed Matthew Rosenberg and Brigid Coombe. I am also pleased to announce that Vanessa Swan joins Council in August 2013 as ministerial nominee.

Council has strengthened its governance and strategic oversight role by establishing a Finance and Audit Committee. Work is underway to ensure that governance arrangements support the delivery of the Strategic Framework, respond to national regulatory reforms and enable community engagement.

SHine SA is justifiably proud of its reputation for excellence and its service to South Australians, particularly to communities of most need. I congratulate and thank Jill and her Executive Team, staff and Council Directors for their dedication, skill and service this past year.

Peta Smith
President, SHine SA Council

Council - 2012/13
Julian Roffe, Matthew Rosenberg, Brigid Coombe, Philip Jackson, Peta Smith, Barbara Power, Jill Davidson (CEO), Vanessa Swan.

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IN ATTENDANCE ○ APOLOGY

resigned November 2012
resigned November 2012
**Organisational Chart**

**SHINE SA COUNCIL**
- Manager
- Admin Support Worker
- Community Health Nurses
- Medical Officers
- Sexual Health Counsellor
- Clinic Receptionists
- Regional Schools Coordinators

**SHINE SA WORKFORCE DEVELOPMENT**
- Manager
- Admin Support Worker
- Coordinator
- Disability Education Coordinator
- Nurse Education Coordinator
- Medical Education Coordinator
- Coordinator
- Men’s Health Worker Education Coordinator
- Coordinator
- Women’s Health Worker Education Coordinator
- Coordinator
- Teacher Education Coordinator
- Health Promotion Coordinator
- Information Coordinator
- Library & Resource Centre Coordinator
- Youth Health Worker Education Coordinator
- Leaflet Distribution Officer

**SHINE SA NORTHERN PHC TEAM**
- Manager
- Admin Support Worker
- Community Health Nurses
- Medical Officers
- Sexual Health Counsellor
- Clinic Receptionists
- Regional Schools Coordinators

**SHINE SA SOUTHERN PHC TEAM**
- Manager
- Admin Support Worker
- Community Health Nurses
- Medical Officers
- Sexual Health Counsellor
- Clinic Receptionists
- Regional Schools Coordinators

**SHINE SA EAST/WEST PHC TEAM**
- Manager
- Admin Support Worker
- Community Health Nurses
- Medical Officers
- Sexual Health Counsellor
- Clinic Receptionists
- Regional Schools Coordinators

**SHINE SA SOUTH AUSTRALIAN E/W PHC TEAM**
- Manager
- Admin Support Worker
- Aboriginal Focus School
- Regional Schools Coordinators

**SHINE SA ADMINISTRATIVE TEAM**
- External Accountant
- Finance Officer
- Business Systems Development & Training Manager
- Admin Support Worker

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**Strategic Directions 2010–2013**

SHine SA’s Strategic Directions 2010–2013 provided the framework that drove SHine SA’s work. Our focus was to:

- promote open discussion about sexual health and relationships
- identify, acknowledge and seek to address the social, economic, political, legal and environmental determinants that contribute to poor sexual health, wellbeing and relationships
- build the capacity of individuals and communities to advocate for their own sexual health and wellbeing
- strengthen Primary Health Care and create health promoting settings that are responsive to people’s sexual health and wellbeing
- advocate and take leadership in the development of policy and strategy to improve the sexual health and wellbeing of South Australians
- work in partnership with relevant service providers to build their capacity to contribute to the promotion and improvement of sexual health and wellbeing
- provide a comprehensive range of sexual health services and programs

**Social determinants**

SHine SA applies a social determinant approach to its strategies and policies.

Social determinants look at the ‘causes of the causes’—the fundamental structures of social hierarchy and the socially determined conditions these structures create in which people grow, live, work and age—the social determinants of health … The vast majority of inequalities in health are avoidable and, hence, inequitable. Our success in improving health and reducing these inequities depends on serious attention to the underlying societal causes. Action on social determinants of health empowers people, communities and countries.

Social factors that are the underlying cause of sexual ‘ill-health’ issues and problems are all interconnected and include:

- poverty
- power inequalities
- social/cultural attitudes, beliefs and expectations about relationships, sexuality, pregnancy
- social isolation
- discrimination
- lack of access to information and education
- lack of access to health and other services and support

SHine SA aims to increase the empowerment and education of South Australians and of those serving them (in the work around health, law, families and communities, police, schools and so on), so that people can enjoy relationships and sexual health with safety, pleasure and respect.

**Communities in greatest need**

Reducing the current inequalities in sexual health status between population groups in South Australia can be achieved by directing resources and services to individuals and communities in greatest need. SHine SA identified and prioritised the following communities, to improve sexual health outcomes of South Australians:

- young people 19 years and under
- young adults 20–30 years
- Aboriginal and Torres Strait Islander people
- people from regional, rural and remote communities
- people from culturally and linguistically diverse (CALD) backgrounds
- people with disabilities
- gay, lesbian, bisexual, transgender, intersex, queer and same sex attracted (GLBTIQS) people
- workers in the health, education and community sectors

SHine SA works to minimise the risk factors impacting on the sexual health and wellbeing of the above communities of interest.
### Strategic Plan Achievements

**Working with priority populations and communities in need to mitigate poor relationships**

**Work to reduce the barriers to Aboriginal people accessing sexual health and wellbeing services**

**Reduce barriers for young people in rural and remote areas to information related to sexuality & relationships**

**Workforce Development**

**Partnerships, Quality & Service Development**

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**Increased services to:**

- Young people
- People with disabilities
- Young people in vulnerable relationships
- Women requiring contraception and pregnancy advice
- Men
- International students
- CALD communities
- Aboriginal and Torres Strait Islander people

**Created partnerships:**

- Aboriginal Health Council
  - SA
- PiYaminta YolnguNgulya Education Committee (PYEC)
- NTETP (Aboriginal tertiary education program)
- SAASTIC (South Australian Aboriginal Sports Training Institute)
- Arunta and Aboriginal communities
- SACI (South Australian Community Health Research Unit)
- ARIK Council of SA
- Department for Education and Child Development
- Relationships Australia SA

**Programs to target specific populations:**

- Aboriginal Focus Schools Program targeting Aboriginal and Torres Strait Islander young people
- Focus Schools Program for rural, remote, and high schools
- Worker training targeting specific work groups in rural locations

**Building workforce capacity in sexual health:**

- Doctors
- Medical students
- Registered Nurses and Midwives
- Nursing and Midwifery students
- Pharmacy students
- Teachers
- Pre-service teachers
- Collaboration with UniSA
- School Counsellors
- Disability workers
- Aboriginal and Torres Strait Islander Health Workers
- Youth Workers
- Strategies to build university research partnerships
- Mentorship program with UniSA
- Building sexual health awareness

**Further quality and service development activities:**

- Established a Clinical Governance Committee
- Achieved Accreditation through SAMS
- FIDA Knowledge Exchange Grant Project
- Online education resource
- Established a Clinical Governance Committee
- Achieved Accreditation through SAMS
- FIDA Knowledge Exchange Grant Project
- Online education resource

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**Increased sexual health education to:**

- SA state schools with a high school component
- Rural schools
- CALD communities
- Disability services
- Rural and remote Aboriginal schools
- International students at universities, TAFE, and high schools
- Workers who work with people around issues of sexual health and relationships

**Provided innovative training:**

- Sexwork of Close the Gap funding for specific programs targeting rural and remote Aboriginal communities
- Provision of training in rural and remote locations in SA including APY Lands
- Aboriginal traineeship program
- Suite of Aboriginal specific interactive resources
- Expansion into remote Aboriginal communities

**Information for workers:**

- Pamphlets and resources downloadable from website
- Library and Resource Centre
- Sexual Healthline support for rural doctors and nurses
- Website information for a range of workers
- SFSA run networks
- Sexual Health Nurses & Midwives Network
- Teachers Network
- Disability Network
- Youth Network
- Medical Officers Network

**Developed innovative education techniques:**

- Online education strategy commenced
- Moodle channel
- Update of the curriculum for teachers
- Development of the ICQ/MCA Curriculum Framework
- Development of the Primary School curriculum and resources (Years 5–7)

**Partnerships:**

- SA Health
- Department for Education and Child Development
- Sexual Health and Family Planning Australia
- Aboriginal Focus Schools
- Ongoing acquisition of relevant sexual health resources
- Relationships Australia SA
- Clinic 275
- BMWS

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**Provided health promotion/education activities:**

- Challenging homophobia workshops
- ICAN/FO programs
- TEACH and Banoa Festivals
- Blaz, 92.7 FM radio and TV
- White Ribbon Day, Wear It Purple
- School Nurse Week
- Sexual Health Awareness Week
- SHINE SA Youth Action Team
- ICAN community groups
- Humanitarian outreach
- Community meetings and events
- Peer education program with women from humanitarian refugee communities
- Promotion and support of various key health events

**Developed Aboriginal specific courses/ information:**

- Investing in Aboriginal Focus Schools training sessions
- Workshops for Aboriginal Community Education Officers
- Statewide youth worker training in Adelaide
- Statewide youth worker training in Warrakauny and Riverrand

**Rural Initiatives:**

- Distribution of 20,000 condoms to Aboriginal communities in remote locations in partnership with Royal Flying Doctor Service
- STI testing campaigns coordinated for top areas
- $18,000 in grants distributed to grass roots community groups through SHAW
- 2,500 family violence safety packs and information distributed to ODEC Focus Schools
- Sexual health telephone counselling extended to rural areas

**Developed strong information resources:**

- Ongoing acquisition of relevant sexual health resources
- Relationships Australia SA
- Clinic 275
- BMWS

**Participation in committees includes:**

- 2013 – Reducing Low Birthweight Steering Committee
- 2013 – Emergency Contraception Network Group
- 2013 – SA Health Strategy
- 2013 – Aboriginal and Torres Strait Islander Women's Health Network
- 2013 – SHINE SA Cervix Screening
- 2013 – White Ribbon SA
- 2013 – Agents of YEAH
- 2013 – Relationships Australia SA
- 2013 – Clinic 275
- 2013 – FEAST & Barrio Festivals
- 2013 – LIFE OUT LOUD project

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**Increased access to services:**

- Free services for under 25 years of age
- Emergency contraception
- STI testing
- Information in multiple languages
- Clinics in South, North and Central
- Established drop-in clinics 9–5 in each region

**Special Youth programs:**

- Youth camps and programs with Wilga Residential Facility
- Girls program with Metropolitan Aboriginal Family Services
- Male and female program at Worongary Aboriginal School with Liu Community

**Focus Schools Program:**

- Reach into rural areas
- Increased sexual health education in isolated rural areas

**Supporting Clinical Placement Networks:**

- Establishment of the Shen Yun Clinical Placement Program (SYCPP) at SHINE SA
Chief Executive Officer’s Report

What a wonderful opportunity to come and lead an organisation like SHine SA – an organisation with a long and proud history, well known for its services to women since the 70s, and with a strong reputation across the public education sector in South Australia. Delivering services from six clinical sites and to over 130 schools, including the Anangu Pitjantjatjara Yankunytjatjara (APY) lands, SHine SA has a solid reputation for delivering sexual health and relationships education and clinical care across South Australia.

Since commencing in January 2013, the committed and dedicated team at SHine SA has taken me on a journey that has involved significant organisational re-engineering over the last year. The Health Reform Agenda was introduced in Australia with a range of new Commonwealth agencies established to re-invigorate the health system, create integrated services and ensure that primary care services were delivered to people where they live based on population needs identified by Medicare Locals.

As we consider the changes to our services, it is important to have evidence-based decision making in the context of effective, up-to-date and contemporary best practice.

The translation of these changes is reflected at the service delivery level with funding shifting from State sources to Commonwealth sources. This is of extreme importance to SHine SA as it re-positions for the future, to ensure that it is a viable, sustainable and responsive organisation that travels through this change and comes out with renewed and more seamless services – a stronger organisation, with a highly skilled and dedicated workforce, a high-performing organisation that delivers services to the community efficiently and effectively, achieving positive outcomes for the clients of SHine SA.

For the first time this year, SHine SA has been respondent to a SA Health Service Agreement that sets a range of targets, and these targets have been in areas significantly different to SHine SA’s historical core business. This significant paradigm shift has required enormous re-engineering of systems, collaboration with a multitude of services, new procedures and a new way of working with clients. It has also meant that many of the women who SHine SA normally provided services to were no longer eligible to access those services.

In the context of these changes, SHine SA has risen to the challenge and demonstrated its capacity to be flexible, responsive and astute to the needs of a changing health sector in South Australia. The organisation has outperformed many of the targets set in its Service Agreement with SA Health.

The Yarning On program, funded through the COAG National Partnership Agreement on Closing the Gap in Indigenous Health Outcomes, has had tremendous success during the last three years. Strong and vibrant relationships were built along with a solid reputation in the Aboriginal communities of Yalata, Ceduna and the APY lands. The interactive school resources developed in collaboration with Aboriginal communities have become highly sought after for other agencies’ programs. We are pleased to have been informed that SHine SA will continue to be funded to provide the Yarning On program for the next three years.

The Focus Schools Program is a first of its kind in Australia and sets the pace for the delivery of sexual health education in schools. With a presence in 90% of SA Department for Education and Child Development secondary schools, this year the Focus Schools Program has trained 360 teachers and Flexible Learning Options workers in a two-day course. The program provides teachers with a strong evidence-based education and curriculum that is now used by other organisations to deliver health education in schools. We are proud of the quality education we have provided in secondary schools and the positive impact that this has in encouraging respectful relationships and sexual health choices. We believe this program has contributed to the consistent downward trend in teen pregnancies in SA since 2002.

Strategic planning has required a stronger focus to identify the direction of the organisation for the next three years. Our intent was to ensure that a foundation was set to enable the organisation to extend its reach, deliver its existing services with more efficiency, grow new services and partnerships and embed quality in everything that we do. The Strategic Plan 2013–2016 calls for a Population Health Service Plan and new organisation structure and the introduction of stretch targets to build the financial strength of SHine SA.

Members of the Leadership Team

Jill Davidson
Chief Executive Officer

Young people are an important focus for our services and since the beginning of this reporting year services to young people under 25 have increased significantly. The SHine SA doctors, nurses, midwives and sexual health counsellors have been very committed to redesigning their practices to take on this cohort which has included more men, a major change for this clinical service. As we move towards 2013–14 our plans to shift part of the organisation into private practice will enable SHine SA to once again provide services to women of all ages who for decades were committed to have their health care provided by SHine SA.

As we consider the changes to our services, it is important to have evidence-based decision making in the context of effective, up-to-date and contemporary best practice. To this end we will launch the new Strategic Plan 2013–2016 at the AGM with the theme for the event being ‘Research’.

I would like to take this opportunity to thank the Council for their support since my arrival and to extend my thanks to the dedicated Leadership Team who have assisted me to become part of the SHine SA community and to the staff who are passionate and committed to education and clinical services.
The Year in Review

Northern Primary Health Care Team

During the past year the Northern Primary Health Care Team has seen a change in leadership with the resignation of Desmond Ford and the return of Susan Arwen as Manager. Over the year the team has maintained a full range of services, and in line with the reorientation of some clinical services has implemented a 9am – 5pm drop-in service targeting young people under 25 years of age. Increased advertising was successful, evident by the numbers of young people, and especially the increase in the number of young men, accessing the service.

The Focus Schools Coordinators have continued to expand the Focus Schools Program across the northern region with six new schools coming on board and the provision of training to ICAN/FLO workers.

There has also been a gradually increasing demand for sexual health and relationships counselling following increased promotion.

In the midst of a changing environment the team remains focused on effectively meeting the relationships and sexual health needs of South Australians living in the northern region.

Sue Arwen
Manager, Northern Primary Health Care Team

East/West Primary Health Care Team

Through a new service contract with SA Health effective from July 2012, SHine SA’s East/West Primary Health Care Team increased its prioritisation of services for young people. To meet contractual objectives, the team implemented a major reorientation of its clinical systems, in conjunction with a targeted communication strategy.

This work presented challenges to overcome, but the changes made have led to a range of successful outcomes. For example, record numbers of young people have since accessed SHine SA’s sexual health services. In 2012–13 the number of East/West (Woodville and Gilles Plains) clinic clients aged 25 and under was 3097. This was an increase of 1689 clients or 120% on the previous year.

Such results would not have been possible without the commitment, creativity and hard work of the East/West Primary Health Care Team. I take this opportunity to thank and acknowledge this extraordinary team of people who epitomise service excellence in sexual health.

The Federal Government’s health reform initiative is changing the ways in which health care is funded and delivered, bringing new opportunities for SHine SA. East/West Primary Health Care Team is excited by the possibilities and will take an active role in achieving the agency’s objectives.

Rob Kalka
Manager, East/West Primary Health Care Team

SHine SA is responsible for educating the community and professionals about sexual health matters
Southern Primary Health Care Team

The highlights of the past year for the Southern Primary Health Care Team included the consolidation of our clinical and counselling services in the GP Plus Super Clinic Noarlunga, with well established referral pathways to local services, in particular to the headspace youth mental health service. Clinic 275 has now co-located a southern outreach clinic in the Super Clinic which complements our services, together making drop-in sexual health services available to the southern suburbs Monday through Friday.

We have also continued to provide clinic and counselling services at the Marion GP Plus Health Care Centre, which is a convenient site for many young people to attend. Most recently we have established a nurse outreach service to the WAVE program at Wirreanda High School as part of that school's focus on student wellbeing.

Our staff have provided support and training for the iPOP peer education program in the Limestone Coast. We have worked with the undergraduate medical students from Flinders University who are based in the community in the south and are developing a student wellbeing hub at Christies Beach High School, in an initiative called The Cube. And finally, we have seen increased engagement and participation by schools in southern Adelaide and the southern region of the state in the Focus Schools Program.

Anne Nixon
Manager, Southern Primary Health Care Team

Yarning On: A Close The Gap on Aboriginal Sexual Health Inequalities initiative

Yarning On commenced in January 2010, funded through the COAG National Partnership Agreement on Closing the Gap in Indigenous Health Outcomes. The program aims to improve the sexual and reproductive health, wellbeing and safety of young Aboriginal South Australians.

There are two programs within Yarning On, the Aboriginal Focus Schools Program and Investing in Aboriginal Youth Program. Both programs aim to achieve the vision of ‘Aboriginal people having sexual health outcomes equal to the best in South Australia’.

2012–13 saw the program come to the conclusion of the 3½ year funding period. During that time a final evaluation was undertaken by SACHRU (South Australian Community Health Research Unit), based at Flinders University. SACHRU concluded:

“We found evidence that progress has been made in achieving all the short term outcomes. There was strong evidence that the program had increased knowledge and skills in the communities, and an increased capacity to talk about sexual health and wellbeing, safety and respectful relationships. In the case study sites, all participants we spoke to who had participated in the Investing in Aboriginal Youth or Aboriginal Focus Schools Programs identified that they had increased their knowledge and skills in the issues of sexual health, well-being, safety and respectful relationships, and communicating about these issues with young people. This was reinforced by the questionnaire results, in which the majority of respondents identified that they had increased their own knowledge and confidence in relation to discussing sexual health, well-being and safety with young Aboriginal people.

However, SACHRU also reported that:

All participants we spoke to reported needing more years into the future to work on this issue, and this was reinforced by the comments of questionnaire respondents. Capacity building in sexual health and well-being for young Aboriginal people requires long-term investment.

SA Health has committed a further 3 years funding to the Yarning On program. The program will continue to support the workers and community in rural and remote South Australian Aboriginal communities.

Sue Arwen
Manager, Close the Gap Team
Workforce Development & Resources Team

The Workforce Development & Resources Team continues to provide a range of sexual health educational courses for doctors; nurses and midwives; teachers; and Aboriginal health, disability and youth workers. We also contribute to the preparation of the future workforce with training for medical, nursing and pharmacy students as well as specific training opportunities for workers in other organisations. Ongoing network groups for current and former participants of our educational programs are provided both face-to-face and electronically to provide sexual health information updates.

The Library & Resource Centre continues to provide a specialist service of print-based and other resources to staff as an integral part of SHine SA’s work through education and other services and to the broader South Australian community. The development and production of high quality resources and provision of information on the SHine SA website is also an important part of the team’s work. These services ensure wide dissemination of high quality contemporary sexual health information to the community.

To meet the aim of broadening our education services to meet the needs and expectations of the workforce, the team is continuing with the development of online learning for courses; one-off webinars; and clinical updates as well as online websites for network members. This should continue to provide further reach and augment the work we currently do in rural areas of South Australia and beyond our borders. Over the last year, we have also implemented online registration forms for all of our courses to improve efficiency in course administration.

During the year we farewelled Dr Katrina Allen, who retired after 16 years of dedicated service to SHine SA, the medical workforce of South Australia and the national sexual and reproductive health field. As the Medical Educator, Dr Allen was an integral part of the team and played a vital role in the whole organisation. Her wealth of up-to-date medical knowledge was critical to nurses, doctors and all those involved in delivering training and in the production of resources.

I have continued my involvement with external groups including the Sexual Health and Family Planning Australia Professional Working Group; the Pregnancy Advisory Centre Advisory Committee; and SA Cervix Screening to ensure that the interests of SHine SA are represented in these forums.

In the year ahead, the team will continue to work hard to support the workforce to provide good sexual health outcomes for South Australians.

Dr Helen Calabretto
Manager, Workforce Development & Resources Team

New SHine SA Resources

Contraception … Is it working for you?
A series of film clips developed to address contraception myths and encourage women to access current information in their choices of contraception.

The Hon John Hill MP, Minister for Health and Ageing, launched the clips and accompanying resources on 7 September 2012. The project is a partnership between Flinders University, Flinders Medical Centre, Noarlunga Health Services, Southern Women’s Health and SHine SA.

Puberty pamphlets
Aboriginal-specific pamphlets produced as part of the Close The Gap program: Puberty for Boys; Puberty for Girls.

STIs and Contraception pamphlets
Aboriginal-specific pamphlets produced as part of the Close The Gap program: Sexually Transmitted Infections (STIs); Choices in Contraception.

Chatterboxes
Activity sheets produced in tear-off pads as part of the Close The Gap program. Five topics are covered: Relationships; Puberty for Boys; Puberty for Girls; Sexually Transmitted Infections; Contraception.

What Do You Know? board game
An informative board game on Relationships and Sexual Health produced as part of the Close The Gap program. Topics covered include: Puberty; Contraception; STIs; Relationships.
Health Promotion Events

‘TESTING too easy’ DVD launch
15 August 2012
This launch was the culmination of a project in which SHine SA partnered with the AIDS Council of SA and The Second Story Youth Health Service in the production of a DVD to raise awareness of the need for STI and HIV testing in same sex attracted young men. SHine SA staff provided key planning and development support for the project.

World Sexual Health Day Youth Event
4 September 2012
SHine SA conducted a youth event aimed at increasing knowledge about testing and treatment for STIs for young people and familiarising them with SHine SA services. Activities were designed to canvas views about the ways in which SHine SA can best engage with young people to increase testing and treatment for STIs. The event also provided the occasion for SA Health to deliver the Sexually Transmissible Infections Action Plan 2012–2015.

Wirreanda Secondary School: ‘Wear It Purple’ Campaign
12 September 2012
Wear It Purple is a national anti-homophobia campaign, in response to youth suicide due to homophobic bullying. SHine SA Focus Schools Program staff work with schools to build the capacity of school staff to be aware of, address and resolve issues of homophobic bullying in the school setting. The SHine SA southern Schools Coordinator provided key direction and support to Wirreanda Secondary School in creating a Wear It Purple event about saying no to homophobia and homophobic bullying.

The event became more public in the region and was attended by local VIPs, including Gaye Thompson, MP.

Regional and national newspapers found out about the campaign, which went public both on the internet and in print media. The school even received congratulatory letters from workers at the Australian Embassy in the USA. Australian public figure/singer Missy Higgins recently came forward and publicly congratulated the school on their anti-homophobia efforts, also covered in the South Australian print media.

p.s. Party Safe
19 September 2012
The City of Salisbury Youth Action Team requested support from SHine SA to be involved in a health promotion event to promote the idea of safe partying. SHine SA staff presented to young people in small groups to promote safe partying in the context of sexual health. The staff were on hand for the day to speak with young people informally and to promote a range of youth based resources to promote access to SHine SA clinical services, in particular the clinical services provided at Shopfront Youth Health & Information Service.

World Contraception Day
26 September 2012
SHine SA marked World Contraception Day with a reminder to our partner agencies and networks to encourage young people to exercise their right to search for accurate, unbiased information about contraception, to prevent an unplanned pregnancy or STI, and highlighted the range of contraception information and resources available from SHine SA.

FEAST Festival
November 2012
This health promotion activity aimed to highlight to the LGBTI community, and in particular young men who have sex with men, that testing for STIs is important and that SHine SA is a LGBTI friendly service offering drop-in appointments. Promotion of STI testing at SHine SA was via posters at the Feast Hub and advertising in the FEAST program and Blaze magazine. A large contingent of SHine SA staff and Youth Action Team members participated in the parade which opens the FEAST Festival.

Summer STI Testing - Young Adult Media Campaign
December 2012 – January 2013
This extensive 5 week media campaign included extensive air time on Fresh FM, advertising in Rip It Up magazine, and posters in night clubs, hotels, selected youth agencies and community agencies. The aim was to raise awareness of STIs, and encourage testing for STIs at SHine SA clinics by young adults aged 18–30. The event was timed to coincide with the peak period of socialising between December and early New Year, and resulted in a marked increase in attendance at SHine SA clinics.

Barrio – Adelaide Festival
2 March 2013
SHine SA participated in an opportunity for the Barrio event audience to discuss sexual health and sexual relationship matters with health professionals. Attendees participated in activities and were provided with sexual health information and resources.

African Festival
9 March 2013
SHine SA provided a stall at this event in partnership with the AIDS Council of SA, targeting African youth aged 17–25. The focus was on educating this community about the services available and about sexual health issues.

Close the Gap Day
27 March 2013
SHine SA held a Close the Gap Day event to share with workers in the central and western suburbs SHine SA’s work to reduce the inequities in sexual and reproductive Aboriginal health outcomes. The event was opened by Kaurna Elder, Uncle Lewis O’Brien, who spoke about the importance of continuing the work on closing the gap in relationship, sexual and reproductive health and of his involvement in the Yarning On program over a 3 year period.

City of Salisbury Head of Family Health Event
20 April 2013
SHine SA facilitated a discussion forum and information session on sexual health issues impacting CALD youth. The forum participants invited were described as ‘heads of the family’ from humanitarian entrant communities.
Focus Schools Program

The Focus Schools Program continues to grow with 90% of Department for Education and Child Development (DECD) schools with a secondary component now engaged. This equates to 121 schools receiving support in areas of professional development, resources, curriculum and personnel to assist school communities to develop a comprehensive, whole of school approach in the area of Relationships and Sexual Health (R&SH) education.

Last year a total of 1297 teachers, school support officers, youth workers and pre-service teachers participated in professional education.

- 360 teachers and Flexible Learning Options workers participated in a 15-hour course
- 472 teachers participated in professional development staff update sessions through the Health & Physical Education faculty
- 465 school staff and other workers participated in other professional development sessions provided by SHine SA’s Focus Schools team, such as special education workshops, safety in our schools homophobia workshops and respectful relationships workshops

The 15-hour comprehensive training works towards building the confidence and capacity of teachers to deliver comprehensive R&SH curriculum to their students. At the start of training, 44% of participants indicated that they were confident or very confident to teach relationships and sexual health. This increased to 96% after they had completed the training.

Support for schools with Aboriginal students
The Close the Gap Aboriginal Focus Schools and Focus Schools teams are working closely to offer support for schools that have a high enrolment of Aboriginal students. Last year the Close the Gap team produced a number of new resources that are more culturally appropriate for Aboriginal students to complement the existing Years 8-10 curriculum.

Student evaluation
The number of Student Feedback forms submitted in 2012 was 2975. This was a significant increase from 1993 forms in 2011 and 1723 forms in 2010.

Each school that participates receives an individual summary report as well as the full report that reflects the cumulative data. This allows for comparisons and the results to be used to promote their program through school newsletter articles and in responding to queries from the school community.

Students have overwhelmingly endorsed the program with 91% of students providing an overall rating of good to excellent (cf. 87% in 2011). Also of significance was that an increased number of students (24% in 2012, up from 19% in 2011) spoke with their family about a program related topic as a result of the lessons they participated in.

Focus newsletter
The fifth edition of the Focus newsletter was produced and distributed to all DECD, Independent and Catholic schools with a secondary component. This edition included items on: Support for Flexible Learning Options students; Teaching about pornography; UniSA evaluation; Supporting sexual and gender diversity; and What focus schools are saying.

The newsletter is also available on our website along with further information about relationships and sexual health education, the Focus Schools Program and other resources for young people, parents and teachers.
Clinical Services

This past year has seen a significant organisational focus on the implementation of the South Australian STI Action Plan 2012–2015. We have focused our services primarily on STI testing and treatment for young people, particularly those under the age of 25, and a new fee structure was implemented. Chlamydia testing has been a specific focus and our clinics have been redesigned to make access for young people as easy as possible. We have developed a model of nurse-led drop-in clinics, available across all of our regions – North, East/West and South.

Our Sexual Healthline phone and email service has been advertised to young people via our Focus Schools Program in schools across the state.

The response from young people has been fantastic, with very large increases in the numbers of young people choosing to access a service at SHine SA. This has included an increasing proportion of young men seeking out our clinical services, which has been a notable change from a historical specialty in women's health services. Our clinicians' skill set has branched out to support this new client group.

We have also prioritised our clinical services for those with significant needs, who we call our 'communities of interest': Aboriginal clients, CALD clients, people with disabilities, LGBTI people.

Our nurses and midwives have developed and expanded their scope of practice with the introduction of Implanon NXT insertion training, so that our staff are better able to respond to the clinical needs of clients.

We continue to provide skills and training to other health professionals and GPs are now regularly trained in IUD insertion skills at SHine SA clinics.

Planning and development has been underway, for implementation later in 2013, of a new initiative: an online platform to assist young people to easily access free Chlamydia testing, statewide.

Counselling Services

The counselling team has addressed a number of sexual health issues this year.

- Vaginismus, a condition causing women pain with penetration, continues to be a top presenting issue. An education session was conducted for health workers on the topic of gender issues presenting (with Vaginismus), at Women’s Health Statewide in 2013.
- Gender and sexuality issues have increased, with a number of younger clients presenting in relation to gender questioning, gender transition or same-sex attraction. Counsellors have also supported parents and teachers in their important role with young people.
- There has been a continuing increase in the number of men using the counselling service for issues including erectile and ejaculatory concerns. There has been a reduction in men seeking services for sexual ‘addiction’.
- The number of couples presenting with mismatched desire has reduced somewhat, as counsellors continue to promote the SHine SA DVD ‘Out of Sync’. SHine SA presented this DVD at the First National Sexual and Reproductive Health Conference in November 2012.
- An increase in clients experiencing complex disadvantage is noticeable, including the interaction between mental health and sexual health issues. This has required more input to refer and link clients to other services and help, as needed.
- Sexual assault / sexual abuse remains an ongoing area for counselling at SHine SA.

The counsellors have very broad backgrounds and skill sets, allowing them to respond to an increasingly wide range of issues and also undertake an extensive range of activities, aside from counselling work. This includes advocacy, research, health promotion and also capacity building for workers and professionals (by way of consultancy, training and resource development).
Statutory Compliance

Work Health and Safety
The Work Health and Safety (WHS) Committee met six times in the 2012–13 financial year. The committee comprises representatives from:

- Northern Primary Health Care Team
- Woodville: East/West Primary Health Care Team and Executive
- Woodville: Workforce Development & Resources Team
- Southern Primary Health Care Team
- Close the Gap Team
- Management

Activities
The committee has overseen a range of proactive health and safety measures including:

- health and safety audits of SHine SA’s seven sites
- coordination of training: chief and fire warden, manual handling, child safe environments
- fire and duress drills
- four WHS newsletters with information on: stress management; organisational change; SHine SA Employee Assistance Provider; flu vaccine; car accident procedures; tips for keeping physically active; healthy recipes
- update of the Work, Health and Safety Policy and Procedures manual

Summary of incident reports
12 actual or potential incidents were recorded:

- 4 physical injuries:
  - needle stick injury (outcome of BBV tests currently not known)
  - burnt hand
  - sprained ankle
  - strained neck and shoulder
- 1 count of unsafe storage of used medical equipment
- 1 aggressive client
- 1 minor car accident
- 2 counts of vandalism
- 2 potential incidents of public access and safety:
  - blocked access to disability ramp
  - unsafe placement of metal signage in public space
- 1 community member collapsed in waiting area

The committee wishes to thank SHine SA staff for their role in maintaining a healthy and safe work environment.

In addition, SHine SA responds to the:

- Whistleblower’s Protection Act 1993 - protecting staff who make disclosures relating to dangerous or improper conduct.
- Privacy Act 1998 - ensuring that the personal and medical information of all clients, staff and patients’ families is protected.
- Freedom of Information Act 1991 - to ensure that public access to official documents and records is appropriate and in accordance with the Act.
- Workplace Gender Equality Act 2012 - in order to provide and improve gender equality in the workplace and eliminate discrimination.
### Service Performance Statistics

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients accessing STI screening under 25 years</td>
<td>63%</td>
<td>5091</td>
</tr>
<tr>
<td>Clients accessing STI screening under 35 years</td>
<td>75%</td>
<td></td>
</tr>
<tr>
<td>Clients accessing services who identify as ATSI</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Clients accessing STI screening services are male</td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>State schools engaged in Focus Schools program</td>
<td>90%</td>
<td></td>
</tr>
<tr>
<td>Nurses completed sexual health education courses</td>
<td>94%</td>
<td></td>
</tr>
<tr>
<td>Doctors completed sexual health education courses</td>
<td>104</td>
<td></td>
</tr>
<tr>
<td>Teachers completed sexual health education courses</td>
<td>294</td>
<td></td>
</tr>
<tr>
<td>Community service workers completed Fresh Course</td>
<td>373</td>
<td></td>
</tr>
<tr>
<td>State schools engaged in Focus Schools program</td>
<td>90%</td>
<td></td>
</tr>
</tbody>
</table>
Financial Report

Treasurer’s Report

I am pleased to deliver my first Annual Financial Statement for Shine SA for the year ended 30 June 2013.

Since my appointment to the Board last year, even with significant changes throughout the organisation, such as the appointment of our new Chief Executive Officer, Jill Davidson and Council Chair, Peta Smith, Shine SA has delivered well for its stakeholders for the year. Shine SA reports a surplus of $109,182 for the year, up from $7,405 in the previous period. The result reflects the organisation’s prudent financial discipline in achieving its objectives. I feel it is important to recognise the significant role that the management and finance team played in delivering the financial result ahead of the budget, for the year, and I thank them for that.

Also, I wish to thank the former and current Council Members for their ongoing support and professionalism over the past year.

Matthew Rosenberg FIPA CTA SSA
Treasurer, Shine SA Council

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<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Grant Income</td>
<td>5,191,917</td>
<td>5,708,100</td>
<td>5,812,221</td>
<td>5,399,153</td>
</tr>
<tr>
<td>• Trading Income</td>
<td>409,668</td>
<td>536,213</td>
<td>489,128</td>
<td>657,268</td>
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<tr>
<td>Total Income</td>
<td>5,601,585</td>
<td>6,244,313</td>
<td>6,301,349</td>
<td>6,056,421</td>
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<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Salaries &amp; Wages</td>
<td>4,046,079</td>
<td>4,516,760</td>
<td>4,710,835</td>
<td>4,588,386</td>
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<tr>
<td>• Goods &amp; Services</td>
<td>1,542,583</td>
<td>1,723,521</td>
<td>1,583,109</td>
<td>1,358,853</td>
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<tr>
<td>Total Expenses</td>
<td>5,588,662</td>
<td>6,240,281</td>
<td>6,293,944</td>
<td>5,947,239</td>
</tr>
<tr>
<td><strong>Net Operating Surplus/(Deficit)</strong></td>
<td>12,923</td>
<td>4,032</td>
<td>7,405</td>
<td>109,182</td>
</tr>
</tbody>
</table>
INDEPENDENT AUDITOR'S REPORT
Shine SA Inc.

We have audited the accompanying financial report of Shine SA Inc., which comprises the Balance Sheet as at 30 June 2013, and the Income Statement as well as supporting schedules and summary of significant accounting policies and other explanatory notes.

The Responsibility of Shine SA Inc. for the Financial Report

Shine SA Inc. are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations). This responsibility includes designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error, selecting and applying appropriate accounting policies, and making accounting estimates that are reasonable in the circumstances.

Auditor’s responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor’s judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion of the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Shine SA Inc. as well as evaluating the overall presentation of the financial report.

Peter Hall FCA
Chartered Accountant

Dated 25th September 2013

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Auditor’s Opinion

In our opinion, the financial report presents fairly, in all material respects, the financial position of Shine SA Inc. as at 30 June 2013, and of its financial performance and its cash flows for the year then ended in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations).
COUNCIL REPORT
The Council members submit the financial report of the Shine SA Inc. for the financial year ended 30 June 2013.

The names of the Council members at the date of this report are:
Ms Angela Lawless
Ms Chris Horsell
Mr Philip Jackson
Ms Peta Smith
Ms Barbara Power
Mr Julian Roffa
Mr Matthew Rosenberg
Ms Bridget Coombes

In accordance with Section 35(d) of the Associations Incorporations Act 1985, the Council of the Shine SA Inc. hereby states that during the financial year ended 30 June 2013:

(a) (i) No officer of the association;
(ii) No firm of which the officer is a member;
(iii) No body corporate in which an officer has a substantial financial interest;

Has received or become entitled to receive a benefit as a result of a contract between the officer, firm or body corporate and the association.

(b) No officer of the association has received directly or indirectly from the association any payment or other benefit of a pecuniary value.

This report is made in accordance with a resolution of the Council and is signed for and on behalf of the Council by:

Peta Smith
Council Chair
Dated this 23rd day of September 2013

Matthew Rosenberg
Treasurer
Dated this 23rd day of September 2013

Shine SA Inc.
FINANCIAL REPORT
FOR THE YEAR ENDED 30 JUNE 2013

STATEMENT BY MEMBERS OF THE COUNCIL OF MANAGEMENT

The Council have determined that the association is not a reporting entity.

The Council have determined that this special purpose financial report should be prepared in accordance with the accounting policies outlined in Note 1 to the financial report.

In the opinion of the Council, the financial report:

1. Presents fairly position of the Shine SA Inc. for the year ended 30th June 2013 and its performance for the year ended on that date.

2. At the date of this statement, there are reasonable grounds to believe that the Shine SA Inc. will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Council and is signed for and on behalf of the Council by:

Peta Smith
Council Chair
Dated this 23rd day of September 2013

Matthew Rosenberg
Treasurer
Dated this 23rd day of September 2013
SHINE SA Inc.

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS

Note 1: Summary of Significant Accounting Policies

The Association is not a reporting entity because in the Council’s opinion, there is unlikely to exist users who are unable to command the preparation of reports tailored so as to satisfy specifically all of their information needs and these Financial Statements are therefore “Special Purpose Financial Reports” that have been prepared solely to fulfil the requirements of the constitution of the Association.

The Association has applied the provisions of Miscellaneous Professional Statement APS 1 “Conformity with Statements of Accounting Concepts and Accounting Standards” relevant to Special Purpose Financial Reports. On this basis no Accounting Standards are applicable. Accounting Standards have only been applied to the extent that they coincide with the accounting policies set out below.

(a) Basis of Accounting

The accounts have been prepared on the basis of historical costs and except where stated do not take into account current valuations of non-current assets.

(b) Depreciation of Plant, Equipment and Buildings

Depreciation is calculated on a diminishing value basis so as to write off the cost of each depreciable non-current asset over its expected useful life.

(c) Income Tax

The Association is a non-profit organisation and is exempt from income tax pursuant to Section 23(6a) of the Income Tax Assessment Act.

(d) Going Concern

The financial report is prepared on a going concern basis, which is dependent on adequate and continued funding from Government Departments.

(e) Inventories

Inventories are valued at the lower of cost and not realisable value. Costs are assigned on an average basis.

SHINE SA Inc.

BALANCE SHEET AS AT 30TH JUNE 2013

Note 2013  2012

CURRENT ASSETS

Cash at Bank  3,490,099  3,460,935
Sundry Debtors & Accrued Income  121,457  132,473
Inventories  28,201  23,047
TOTAL CURRENT ASSETS  3,639,757  3,616,455

NON-CURRENT ASSETS

Land and Buildings  4,347,852  4,385,150
Equipment and Leasehold  271,131  275,798
Motor Vehicles  110,142  134,540
TOTAL NON CURRENT ASSETS  4,729,125  4,795,498

TOTAL ASSETS  8,368,882  8,414,953

CURRENT LIABILITIES

Sundry Creditors and Accruals  620,461  650,905
Employee Leave Liabilities  532,994  603,863
Income Received in Advance  19,993  13,867
Special Programs and Projects  914,432  903,527
TOTAL CURRENT LIABILITIES  2,076,880  2,232,162

TOTAL LIABILITIES  2,076,880  2,232,162

NET ASSETS  6,291,972  6,182,790

ACCUMULATED FUNDS  6,182,790  6,179,280
Surplus / (Deficit) YTD  109,182  7,405
TOTAL ACCUMULATED FUNDS  6,291,972  6,182,790
## SHINE SA Inc.
### STATEMENT OF INCOME AND EXPENDITURE
#### FOR THE YEAR ENDED 30TH JUNE 2013

<table>
<thead>
<tr>
<th>Note</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

### GRANT INCOME
- Department of Health Grant: $4,490,153, $4,872,221
- Close the Gap National Partnership: 900,000, 875,000
- Northern Clinic Expansion: - 65,000

Total Grant Income: 5,399,153, 5,812,221

### OPERATING INCOME
- Gross Profit (Loss) from Trading: 3 $22,600, $5,680
- Other Income: 679,068, 494,808

Total Operating Income: 657,688, 489,228

### EXPENDITURE
- Salary and Oncoasts: 4,588,386, 4,710,686
- Administration Costs: 161,713, 195,857
- Accreditation: - 645
- Buildings: 327,692, 313,433
- Clinic Supplies: 54,221, 72,534
- Finance Costs: 24,377, 19,115
- Depreciation: 150,787, 165,898
- Information Technology: 120,354, (20,597)
- Library: 23,685, 33,366
- Program Costs: 284,102, 603,038
- Travel: 151,691, 154,626
- Telephone / Communication: 60,531, 53,251

Total Expenditure: 5,047,239, 6,293,944

Surplus / (Deficit): 109,182, 7,405

### ShINE SA Inc.
#### NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS

<table>
<thead>
<tr>
<th>Note 2: Special Projects - Closing Balances</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access to Emergency Contraception</td>
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<tr>
<td>Activity and Appointment Software</td>
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<td>100,000</td>
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<tr>
<td>ATSI Cultural Awareness Program</td>
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<td>Clinical Services Projects</td>
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<td>Clinical Governance</td>
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<td>Design Support</td>
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<td>Disability Project</td>
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<td>Disability Teachers, Resources</td>
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<td>Foklift Fund</td>
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<td>General Relocation</td>
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<td>101,576</td>
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<td>Health Promotion</td>
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<td>History of SHINE SA</td>
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<tr>
<td>HIV Cluster Project</td>
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<td>56,450</td>
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<tr>
<td>Impact Evaluation Share/Pool</td>
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<td>6,364</td>
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<tr>
<td>Innovation Funds</td>
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<td>International Students Resource</td>
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<td>IOD Training Clinic</td>
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<tr>
<td>Knowledge Exchange Grant</td>
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<td>National Indigenous Sex Health</td>
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<td>Nurses Network</td>
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<td>Northern Outreach Program</td>
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<td>NXT Training</td>
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<td>On-Line Training</td>
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<td>Population Health &amp; Service Plan</td>
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<td>QIC Internal Assessment</td>
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<tr>
<td>Sexual Coercion</td>
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<td>Sexual Health Awareness Week</td>
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<td>Sexual Health Nurses Mentoring</td>
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<td>Sexual Health Education - Student</td>
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<td>Special Skills Pool</td>
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<td>Website Development Social Media</td>
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<td>100,000</td>
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<tr>
<td>Womens Prison Health Services</td>
<td>41</td>
<td>146</td>
</tr>
<tr>
<td>Young Pregnant &amp; Parenting Teams</td>
<td>83,112</td>
<td>-</td>
</tr>
</tbody>
</table>

Total Closing Balances: 914,432, 963,327
### Note 3: Trading Accounts for the year ended 30th June 2013

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sale of Clinic Supplies</td>
<td>$12,148</td>
<td>$10,399</td>
</tr>
<tr>
<td>Opening Inventory</td>
<td>$23,047</td>
<td>$16,852</td>
</tr>
<tr>
<td>Plus Purchases</td>
<td>$39,902</td>
<td>$20,274</td>
</tr>
<tr>
<td>Less Closing Inventory</td>
<td>$28,201</td>
<td>$23,047</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>$34,748</td>
<td>$15,079</td>
</tr>
<tr>
<td>Gross Profit (Loss) on Sales</td>
<td>$(22,800)</td>
<td>$(5,880)</td>
</tr>
</tbody>
</table>