



L.A. GAY & LESBIAN CENTER **Annual Report 2011**



The **L.A. Gay & Lesbian Center** is the world's largest organization dedicated to serving the lesbian, gay, bisexual, and transgender (LGBT) community and has been working to build the health, advocate for the rights and enrich the lives of LGBT people for more than 40 years.

Our wide array of services and programs includes: low-cost HIV/AIDS medical care and medicine for those most in need; housing, food, clothing and support for homeless LGBT youth; support services for LGBT seniors; low-cost counseling and addiction-recovery services; legal services; health education and HIV-prevention programs; transgender services and medical care; mentoring for LGBT youth; cultural arts and much more.

Mission Statement

EMPOWER people to lead full and rewarding lives without limits based on sexual orientation and gender identity, by providing the highest quality educational, cultural and wellness programs to residents of Los Angeles County;

HEAL the damage caused by discrimination based on sexual orientation and gender identity, by providing the highest quality health and social services to residents of Los Angeles County in need;

ADVOCATE full access and equality for all people regardless of sexual orientation or gender identity, by promoting our community's needs at local, state and national levels; and

LEAD through example, by living our values, sharing our expertise and celebrating the full diversity of our lives, families and communities.

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Darrel Cummings

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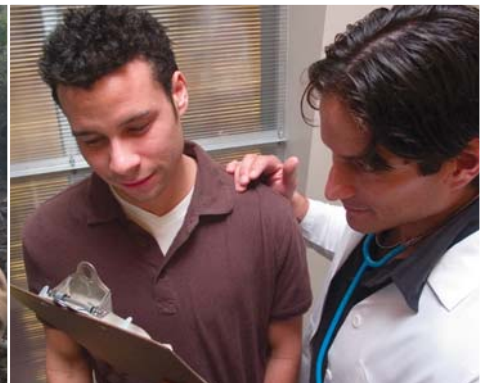
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*Denotes Executive Committee



OUR VISION IS COMPLETE EQUALITY AND EMPOWERMENT

Letter from the Board of Directors



Dear Friends:

Imagine having no medical insurance and no job prospects in sight. Nowhere to sleep and nothing to eat. No one to talk to and nowhere else to turn.

As the economic turmoil continues, more and more LGBT people are finding themselves in situations like these. Thanks to supporters like you, we don't have to turn them away. In fact, we're doing more than ever before to take care of those in need. We've continued to focus on doing so in step with the board's long-term strategic plan, by continuing to expand services for those most in need: LGBT youth, LGBT seniors and those with or without HIV/AIDS who are in need of affordable medical care.

We've heard too many stories about LGBT youth who were bullied and tormented with tragic consequences. So we're working with the Los Angeles Unified School District to end the conditions that cause youth to even think about suicide and reduce homophobia in the nation's second-largest school district. We've seen too many LGBT youth face harassment and discrimination in foster care, and too many age out of the system with nowhere to go—often ending up on the streets and then coming to us for help. So we're leading a historic initiative that will change everything for LGBT and questioning youth in that system.

For LGBT youth who've been cast aside by their families, or who have aged out of the foster care system, we provide food, clothing, shelter and so much more. This year the number of visits to our Jeff Griffith Youth Center increased 10% over last year, and in October it recorded the highest number of client visits (2,346) ever for one month.

We've continued to expand our calendar of events and social activities for LGBT seniors, too many of whom have no family and are fighting depression. And we've done more than ever before to meet their most basic needs; for example, we partnered with the

Los Angeles Regional Food Bank to make The Village a food distribution site so low-income seniors would no longer go hungry.

Beyond providing a safe and rewarding environment for LGBT seniors at the Center, we're changing the elder care system by providing trainings to direct care providers, administrators and social service providers. This year we trained 739 people.

For people living with HIV—and now for everyone, regardless of HIV status—we offer low-cost, LGBT-sensitive medical care. With the exam rooms booked solid virtually all the time, we are near the point of having to turn away HIV-positive people in need care. That seemed unthinkable, so we'll soon embark upon a remodeling project that will add more exam rooms and additional lab space. We now offer transgender specialty care, too, as well as primary medical care for the entire LGBT community. And for those struggling financially, we have a sliding-fee scale.

It is a testament to your commitment and dedication that all of this is possible. Thank you for giving to us, so that we can give to those in need.

Sincerely,

Loren Ostrow

Dr. Marki Knox

2011 Co-chairs
Board of Directors

Letter from the Chief Executive Officer



Dear Friends:

It has been a special year for the L.A. Gay & Lesbian Center. Throughout 2011 we've celebrated "40 Years of Family," marking four decades since the Center was incorporated—although we recently learned that our trailblazing founders started providing services for LGBT people in 1969, two years before our incorporation.

Throughout this 40th anniversary year, I've heard from so many people who've told me they formed their "family of choice" through the Center—as clients, as staff and volunteers, as donors or as supporters. Sadly, the very existence of the Center is significantly rooted in the fact that many LGBT people were, and still are, rejected by their families and society at large. The Center has always nurtured, cared for and celebrated LGBT people, through the good times and the bad. Forty years later, we're still what a family should be: a place to turn for unconditional love and support, and help in times of need.

People turn to us for legal services when they've been fired, or to our anti-violence project when they've been physically attacked, just because of their sexual orientation or gender identity. They come to us for help leaving abusive relationships, getting off crystal meth, and finding employment. We provide a safe haven for those just beginning their coming out journeys and a place of celebration for our entire community, with top-quality theatre, adult enrichment classes and many social events.

And those are just a few of the ways the Center builds the health, advocates for the

rights and enriches the lives of LGBT people.

This year, we saw great progress in our fight for full equality, but there is still a long way to go before we are treated equally under the law and seen as equal members of our society. We finally saw the end of the military's "Don't Ask, Don't Tell" policy, but transgender people are still barred from our nation's armed forces altogether. The freedom to marry rang out in New York, but in California the fight against Prop 8 continues—and the Defense of Marriage Act means that even couples whose marriages are recognized by their home states remain strangers in the eyes of the federal government.

And, of course, many members of our community are struggling as the recession drags on. That's why I'm so grateful for your support. Because of the generosity of friends like you, we don't have to turn away people in need. Time after time, we embrace them, care for them, and make them part of the family.

Thank you for making that possible.

A handwritten signature in black ink that reads "Lorri". The signature is fluid and cursive.

Lorri L. Jean
Chief Executive Officer



Financial Statements

L.A. Gay & Lesbian Center (a nonprofit California corporation)

Statements of Financial Position

<i>June 30,</i>	2011	2010
Current assets		
Cash and cash equivalents	\$ 9,001,783	\$ 3,855,257
Accounts receivable	389,156	189,157
Clinic fee receivables, net	2,773,081	2,654,622
Contracts and grants receivable, net	2,664,776	2,105,744
Contributions receivable - pledges, net	1,292,845	603,616
Short-term investments	4,661,170	4,653,801
Inventories	466,970	388,504
Total current assets	21,249,781	14,450,701
Noncurrent assets		
Contributions receivable - held in trust	2,718,115	2,512,176
Beneficial interests in trusts	2,031,858	1,046,033
Long-term investments	1,379,894	1,330,726
Property and equipment, net	10,215,436	10,686,098
Other assets	891,723	364,024
Total noncurrent assets	17,237,026	15,939,057
Total assets	\$ 38,486,807	\$ 30,389,758
Current liabilities		
Accounts payable	\$ 2,829,652	\$ 2,324,685
Accrued expenses and other liabilities	2,265,867	1,219,664
Unearned revenue	718,955	564,734
Current portion of annuities payable	156,708	154,183
Current portion of long-term debt	331,977	673,982
Total current liabilities	6,303,159	4,937,248
Noncurrent liabilities		
Annuities payable, net of current portion	1,002,933	854,764
Long-term debt, net of current portion	2,975,247	4,156,087
Total noncurrent liabilities	3,978,180	5,010,851
Total liabilities	10,281,339	9,948,099
Commitments and contingencies		
Net assets		
Unrestricted	21,898,118	15,650,831
Temporarily restricted	2,584,800	2,168,516
Permanently restricted	3,722,550	2,622,312
Total net assets	28,205,468	20,441,659
Total liabilities and net assets	\$ 38,486,807	\$ 30,389,758

Financial Statements

L.A. Gay & Lesbian Center (a nonprofit California corporation)

Statements of Activities and Changes in Net Assets

<i>Year ended June 30, 2011</i>	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and other revenue				
Public support:				
Special events revenue:				
Gross receipts	\$ 6,448,310	\$ 258,069	\$ -	\$ 6,706,379
Less costs of direct benefits to donors	(193,200)	-	-	(193,200)
Net special events revenue	6,255,110	258,069	-	6,513,179
Program fees	34,460,009	-	-	34,460,009
Grants	10,221,221	-	-	10,221,221
Contributions	2,750,812	1,430,772	-	4,181,584
Contributed goods and services	915,588	-	-	915,588
Other operating revenue	270,928	-	-	270,928
Total public support and other revenue	54,873,668	1,688,841	-	56,562,509
Satisfaction of program restrictions	640,317	(640,317)	-	-
Total public support and other revenue and net assets released from restrictions	55,513,985	1,048,524	-	56,562,509
Operating expenses				
Program services	44,018,194	-	-	44,018,194
Supporting services:				
General and administrative	648,107	-	-	648,107
Fund-raising	4,850,078	-	-	4,850,078
Total supporting services	5,498,185	-	-	5,498,185
Total operating expenses	49,516,379	-	-	49,516,379
Change in net assets before non-operating gains (losses) and other revenue	5,997,606	1,048,524	-	7,046,130
Non-operating gains (losses) and other revenue				
Interest and dividend income	187,828	-	-	187,828
Realized and unrealized gain on investments, net	48,746	-	-	48,746
Unrealized gain on perpetual trust held by a third party	-	-	331,832	331,832
Change in value of split-interest agreements	13,107	107,760	28,406	149,273
Transfer of charitable remainder trusts from temporarily restricted to permanently restricted	-	(740,000)	740,000	-
Total non-operating gains (losses) and other revenue	249,681	(632,240)	1,100,238	717,679
Change in net assets	6,247,287	416,284	1,100,238	7,763,809
Net assets, beginning of year	15,650,831	2,168,516	2,622,312	20,441,659
Net assets, end of year	\$ 21,898,118	\$ 2,584,800	\$ 3,722,550	\$ 28,205,468

Financial Statements

L.A. Gay & Lesbian Center (a nonprofit California corporation)

Statements of Activities and Changes in Net Assets (Continued)

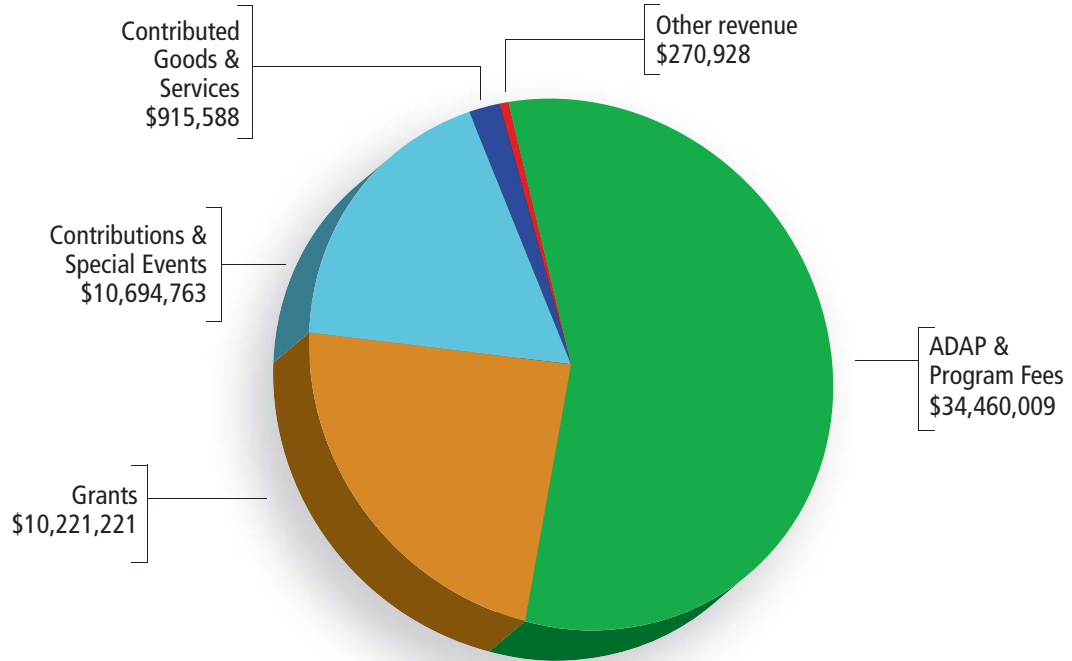
<i>Year ended June 30, 2010</i>	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and other revenue				
Public support:				
Special events revenue:				
Gross receipts	\$ 4,664,487	\$ 330,293	\$ -	\$ 4,994,780
Less costs of direct benefits to donors	(188,073)	-	-	(188,073)
Net special events revenue	4,476,414	330,293	-	4,806,707
Program fees	30,286,690	-	-	30,286,690
Grants	9,696,677	-	-	9,696,677
Contributions	3,238,076	388,095	-	3,626,171
Contributed goods and services	973,290	-	-	973,290
Other operating revenue	201,095	-	-	201,095
Total public support and other revenue	48,872,242	718,388	-	49,590,630
Satisfaction of program restrictions	872,044	(872,044)	-	-
Total public support and other revenue and net assets released from restrictions	49,744,286	(153,656)	-	49,590,630
Operating expenses				
Program services	41,206,506	-	-	41,206,506
Supporting services:				
General and administrative	710,780	-	-	710,780
Fund-raising	4,051,270	-	-	4,051,270
Total supporting services	4,762,050	-	-	4,762,050
Total operating expenses	45,968,556	-	-	45,968,556
Change in net assets before non-operating gains (losses) and other revenue	3,775,730	(153,656)	-	3,622,074
Non-operating gains(losses) and other revenue				
Interest and dividend income	175,286	-	-	175,286
Realized and unrealized gain on investments, net	8,373	-	-	8,373
Unrealized gain on perpetual trust held by a third party	19,592	-	-	19,592
Change in value of split-interest agreements	49,803	(517,003)	343,296	(123,904)
Total non-operating gains (losses) and other revenue	253,054	(517,003)	343,296	79,347
Change in net assets	4,028,784	(670,659)	343,296	3,701,421
Net assets, beginning of year	11,622,047	2,839,175	2,279,016	16,740,238
Net assets, end of year	\$ 15,650,831	\$ 2,168,516	\$ 2,622,312	\$ 20,441,659

Financial Statements

July 1, 2010- June 30, 2011

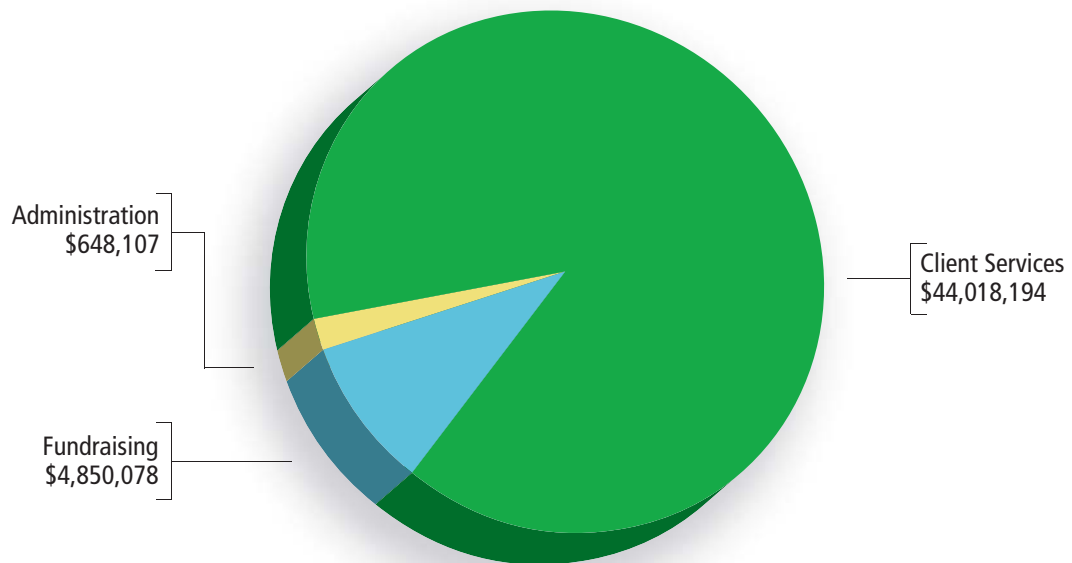
Total Annual Operating Revenue

\$56,562,509



Total Annual Operating Expenses

\$49,516,379



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The L.A. Gay & Lesbian Center's board of directors is pleased to acknowledge those women, men and organizations who provided major support for our programs and services in calendar year 2011.

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