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.

---

**Chief Executive Officer**
Lorri L. Jean

**Chief of Staff**
Darrel Cummings

**2011 Senior Executive Team**
Alan Acosta
Director of Strategic Initiatives

Mike Holtzman
Chief Financial Officer

Kathy Ketchum
Chief Administrative Officer

Jim Key
Chief Public Affairs Officer

Quentin O’Brien
Director of Health and Mental Health Services

Bart Verry
Director of Development

**2011 Board of Directors**

Co-Chairs
Dr. Marki J. Knox*
Loren S. Ostrow*

Secretary
Annie Goto*

Treasurer
David J. Bailey*

Members:
LuAnn Boylan*
Tad Brown*
Susan Feniger
Rose Greene
Tim Hanlon*
Dean Hansell
Peter A. Hayashida
Jacinto Hernandez
Jane Lynch
Kelly Lynch
Rayman K. Mathoda
Tim McNeal
Peter Paige
Jayzen Patria
Dr. Cynthia Robertson*
William Shaw
Eric M. Shore
Bruce Vilanch
George Walker

* Denotes Executive Committee
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
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.

Lorri L. Jean
Chief Executive Officer
# Financial Statements

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

### Statements of Financial Position

#### June 30,

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
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<tr>
<td>Accounts receivable</td>
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<td>189,157</td>
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<tr>
<td>Clinic fee receivables, net</td>
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<td>2,654,622</td>
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<td>Contracts and grants receivable, net</td>
<td>2,664,776</td>
<td>2,105,744</td>
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<td>Contributions receivable - pledges, net</td>
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<td>603,616</td>
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<td>Short-term investments</td>
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<td>4,653,801</td>
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<tr>
<td>Inventories</td>
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<td><strong>Total current assets</strong></td>
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<td><strong>14,450,701</strong></td>
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<tr>
<td><strong>Noncurrent assets</strong></td>
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<tr>
<td>Contributions receivable - held in trust</td>
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<td>2,512,176</td>
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<tr>
<td>Beneficial interests in trusts</td>
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<td>1,046,033</td>
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<td>Long-term investments</td>
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<td>1,330,726</td>
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<td>Property and equipment, net</td>
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<td>10,686,098</td>
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<td>Other assets</td>
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<td>364,024</td>
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<td><strong>Total noncurrent assets</strong></td>
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<tr>
<td><strong>Total assets</strong></td>
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<td><strong>$30,389,758</strong></td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
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<td></td>
</tr>
<tr>
<td>Accounts payable</td>
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<td>Accrued expenses and other liabilities</td>
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<td>1,219,664</td>
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<td>Unearned revenue</td>
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<td>564,734</td>
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<td>Current portion of annuities payable</td>
<td>156,708</td>
<td>154,183</td>
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<td>Current portion of long-term debt</td>
<td>331,977</td>
<td>673,982</td>
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<td><strong>Total current liabilities</strong></td>
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<td><strong>4,937,248</strong></td>
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<tr>
<td><strong>Noncurrent liabilities</strong></td>
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<tr>
<td>Annuities payable, net of current portion</td>
<td>1,002,933</td>
<td>854,764</td>
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<tr>
<td>Long-term debt, net of current portion</td>
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<td>4,156,087</td>
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<td><strong>Total noncurrent liabilities</strong></td>
<td><strong>3,978,180</strong></td>
<td><strong>5,010,851</strong></td>
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<td><strong>Total liabilities</strong></td>
<td><strong>10,281,339</strong></td>
<td><strong>9,948,099</strong></td>
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<td><strong>Net assets</strong></td>
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<td></td>
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<tr>
<td>Unrestricted</td>
<td>21,898,118</td>
<td>15,650,831</td>
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<tr>
<td>Temporarily restricted</td>
<td>2,584,800</td>
<td>2,168,516</td>
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<tr>
<td>Permanently restricted</td>
<td>3,722,550</td>
<td>2,622,312</td>
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<tr>
<td><strong>Total net assets</strong></td>
<td><strong>28,205,468</strong></td>
<td><strong>20,441,659</strong></td>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$38,486,807</strong></td>
<td><strong>$30,389,758</strong></td>
</tr>
</tbody>
</table>
# Financial Statements

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

### Statements of Activities and Changes in Net Assets

<table>
<thead>
<tr>
<th>Year ended June 30, 2011</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support and other revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public support:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special events revenue:</td>
<td>$6,448,310</td>
<td>$258,069</td>
<td>-</td>
<td>$6,706,379</td>
</tr>
<tr>
<td>Less costs of direct benefits to donors</td>
<td>(193,200)</td>
<td>-</td>
<td>-</td>
<td>(193,200)</td>
</tr>
<tr>
<td>Net special events revenue</td>
<td>6,255,110</td>
<td>258,069</td>
<td>-</td>
<td>6,513,179</td>
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<tr>
<td>Program fees</td>
<td>34,460,009</td>
<td>-</td>
<td>-</td>
<td>34,460,009</td>
</tr>
<tr>
<td>Grants</td>
<td>10,221,221</td>
<td>-</td>
<td>-</td>
<td>10,221,221</td>
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<tr>
<td>Contributions</td>
<td>2,780,812</td>
<td>1,430,772</td>
<td>-</td>
<td>4,181,584</td>
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<tr>
<td>Contributed goods and services</td>
<td>915,588</td>
<td>-</td>
<td>-</td>
<td>915,588</td>
</tr>
<tr>
<td>Other operating revenue</td>
<td>270,928</td>
<td>-</td>
<td>-</td>
<td>270,928</td>
</tr>
<tr>
<td>Total public support and other revenue</td>
<td>54,873,668</td>
<td>1,688,841</td>
<td>-</td>
<td>56,562,509</td>
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<tr>
<td>Satisfaction of program restrictions</td>
<td>640,317</td>
<td>(640,317)</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Total public support and other revenue and net assets released from restrictions</td>
<td>55,513,985</td>
<td>1,048,524</td>
<td>-</td>
<td>56,562,509</td>
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<tr>
<td>Operating expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>44,018,194</td>
<td>-</td>
<td>-</td>
<td>44,018,194</td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General and administrative</td>
<td>648,107</td>
<td>-</td>
<td>-</td>
<td>648,107</td>
</tr>
<tr>
<td>Fund-raising</td>
<td>4,850,078</td>
<td>-</td>
<td>-</td>
<td>4,850,078</td>
</tr>
<tr>
<td>Total supporting services</td>
<td>5,498,185</td>
<td>-</td>
<td>-</td>
<td>5,498,185</td>
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<tr>
<td>Total operating expenses</td>
<td>49,516,379</td>
<td>-</td>
<td>-</td>
<td>49,516,379</td>
</tr>
<tr>
<td>Change in net assets before non-operating gains (losses) and other revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5,997,606</td>
<td>1,048,524</td>
<td>-</td>
<td>7,046,130</td>
<td></td>
</tr>
<tr>
<td>Non-operating gains (losses) and other revenue</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>187,828</td>
<td>-</td>
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<td>187,828</td>
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<tr>
<td>Realized and unrealized gain on investments, net</td>
<td>48,746</td>
<td>-</td>
<td>-</td>
<td>48,746</td>
</tr>
<tr>
<td>Unrealized gain on perpetual trust held by a third party</td>
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<td>-</td>
<td>331,832</td>
<td>331,832</td>
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<tr>
<td>Change in value of split-interest agreements</td>
<td>13,107</td>
<td>107,760</td>
<td>28,406</td>
<td>149,273</td>
</tr>
<tr>
<td>Transfer of charitable remainder trusts from temporarily restricted to permanently restricted</td>
<td>-</td>
<td>(740,000)</td>
<td>740,000</td>
<td>-</td>
</tr>
<tr>
<td>Total non-operating gains (losses) and other revenue</td>
<td>249,681</td>
<td>(632,240)</td>
<td>1,100,238</td>
<td>717,679</td>
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<tr>
<td>Change in net assets</td>
<td>6,247,287</td>
<td>416,284</td>
<td>1,100,238</td>
<td>7,763,809</td>
</tr>
<tr>
<td>Net assets, beginning of year</td>
<td>15,650,831</td>
<td>2,168,516</td>
<td>2,622,312</td>
<td>20,441,659</td>
</tr>
<tr>
<td>Net assets, end of year</td>
<td>$21,898,118</td>
<td>$2,584,800</td>
<td>$3,722,550</td>
<td>$28,205,468</td>
</tr>
</tbody>
</table>
# Financial Statements

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

Statements of Activities and Changes in Net Assets (Continued)

<table>
<thead>
<tr>
<th>Year ended June 30, 2010</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public support and other revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public support:</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>Special events revenue:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross receipts</td>
<td>$4,664,487</td>
<td>$330,293</td>
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<td>$4,994,780</td>
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<tr>
<td>Less costs of direct benefits to donors</td>
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<td>(188,073)</td>
</tr>
<tr>
<td>Net special events revenue</td>
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<td>4,806,707</td>
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<td>Program fees</td>
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<td>30,286,690</td>
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<td>Grants</td>
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<td></td>
<td>9,696,677</td>
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<tr>
<td>Contributions</td>
<td>3,238,076</td>
<td>388,095</td>
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<td>3,626,171</td>
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<tr>
<td>Contributed goods and services</td>
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<td>973,290</td>
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<tr>
<td>Other operating revenue</td>
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<td>201,095</td>
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<tr>
<td><strong>Total public support and other revenue</strong></td>
<td>48,872,242</td>
<td>718,388</td>
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<td>49,590,630</td>
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<tr>
<td><strong>Satisfaction of program restrictions</strong></td>
<td>872,044</td>
<td>(872,044)</td>
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<tr>
<td><strong>Total public support and other revenue and net assets released from restrictions</strong></td>
<td>49,744,286</td>
<td>(153,656)</td>
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<td>49,590,630</td>
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<tr>
<td><strong>Operating expenses</strong></td>
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<td></td>
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<tr>
<td>Program services</td>
<td>41,206,506</td>
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<td><strong>Supporting services:</strong></td>
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<td></td>
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<tr>
<td>General and administrative</td>
<td>710,780</td>
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<td>710,780</td>
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<tr>
<td>Fund-raising</td>
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<tr>
<td><strong>Total supporting services</strong></td>
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<td><strong>Total operating expenses</strong></td>
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<td>45,968,556</td>
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<tr>
<td><strong>Change in net assets before non-operating gains (losses) and other revenue</strong></td>
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<td></td>
<td>3,775,730</td>
<td>(153,656)</td>
<td></td>
<td>3,622,074</td>
</tr>
<tr>
<td><strong>Non-operating gains (losses) and other revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>175,286</td>
<td></td>
<td></td>
<td>175,286</td>
</tr>
<tr>
<td>Realized and unrealized gain on investments, net</td>
<td>8,373</td>
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<td>8,373</td>
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<tr>
<td>Unrealized gain on perpetual trust held by a third party</td>
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<td></td>
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<td>19,592</td>
</tr>
<tr>
<td>Change in value of split-interest agreements</td>
<td>49,803</td>
<td>(517,003)</td>
<td>343,296</td>
<td>(123,904)</td>
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<td><strong>Total non-operating gains (losses) and other revenue</strong></td>
<td>253,054</td>
<td>(517,003)</td>
<td>343,296</td>
<td>79,347</td>
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<td><strong>Change in net assets</strong></td>
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<td>3,701,421</td>
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<td><strong>Net assets, beginning of year</strong></td>
<td>11,622,047</td>
<td>2,839,175</td>
<td>2,279,016</td>
<td>16,740,238</td>
</tr>
<tr>
<td><strong>Net assets, end of year</strong></td>
<td>$15,650,831</td>
<td>$2,168,516</td>
<td>$2,622,312</td>
<td>$20,441,659</td>
</tr>
</tbody>
</table>
**Financial Statements**  
July 1, 2010 - June 30, 2011

**Total Annual Operating Revenue**  
$56,562,509

- Contributions & Special Events  
  $10,694,763
- Grants  
  $10,221,221
- ADAP & Program Fees  
  $34,460,009
- Other revenue  
  $270,928
- Contributed Goods & Services  
  $915,588
- Client Services  
  $44,018,194
- Administration  
  $648,107
- Fundraising  
  $4,850,078

**Total Annual Operating Expenses**  
$49,516,379

- Administration  
  $648,107
- Fundraising  
  $4,850,078
- Client Services  
  $44,018,194
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- Administration on Aging
- Center for Disease Control & Prevention
- Health Resources & Services Administration
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