THE L.A. GAY & LESBIAN CENTER

is the world’s largest organization dedicated to serving the lesbian, gay, bisexual and transgender 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 include: low-cost LGBT and HIV/AIDS specialty health care; 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.
DEAR FRIENDS:

What an incredible, historic year it has been not just for the L.A. Gay & Lesbian Center and the many people we serve, but for the entire LGBT community! On the national front, the president endorsed marriage equality for same-sex couples, the first openly LGBT person (Tammy Baldwin of Wisconsin) was elected to the U.S. Senate, California elected its first openly gay member of Congress (Mark Takano) and in all four states where our freedom to marry was put to a vote, we were victorious!

We’re proud that 11 employees from the Center’s Vote for Equality team were on the ground for many weeks in one of the states, Minnesota, partnering with Minnesotans United for All Families and sharing with them our more than three years of messaging research and canvassing experience.

For those who care about LGBT youth, it was also a historic year. A first-of-its-kind bill to prevent minors from the dangers associated with so-called “reparative therapy” was signed into law by California Governor Jerry Brown; the Center awarded a record $42,000 in scholarships to deserving LGBT youth; more youth than ever before (1,100) benefited from our annual Models of Pride conference and we completed renovations on the new Youth Center on Highland, which offers 14 more emergency overnight beds (for a total of 20) than we had previously.

It’s thanks to the generosity of donors like you that many of our programs were able to serve a record number of people and we were able to reconfigure our facilities to better meet the growing demand. In all five of the facilities where we provide client services, we are nearing capacity; this is due, in large part, to the rapid growth of our services for LGBT youth—specifically our RISE program for foster kids—and our health and medical services. In fact, the demand for the world-class care of our transgender health program is so great that we now have a four month waiting list of people from as far away as Arizona and Nevada.

Fortunately, we’ve been anticipating and planning for our long-term growth. The first phase of that plan was the relocation and expansion of our Children, Youth and Family—including the drop-in homeless youth services—and a few other programs, to our new Highland Annex. We also renovated the third floor of our McDonald/Wright building to add four medical exam rooms and expand the laboratory, waiting room and HIV/STD testing program.

We never want to be in the position of having to turn away someone in need—especially a homeless youth, a lonely senior, an uninsured person with HIV or any of the other most vulnerable in our community.

This year we were especially proud that the Center was named the #1 local LGBT organization in the nation by a panel of more than 100 experts associated with GuideStar. And for the third consecutive year, Charity Navigator awarded us its coveted “4-star” rating. We couldn’t have achieved that without an incredibly dedicated staff, a hard working group of more than 3,000 volunteers, and of course our generous individual, corporate and foundation supporters.

Thank you!

Sincerely,

Marki J. Knox, MD
Co-Chair
Board of Directors

David Bailey
Co-Chair
Board of Directors

Lorri L. Jean
CEO

LIFEWORKS PROGRAM

LifeWorks is the youth development and mentoring program of the L.A. Gay & Lesbian Center. We offer one-on-one, peer and group mentoring opportunities for lesbian, gay, bisexual, transgender, queer and questioning youth ages 12-24. Our goal is to help LGBTQ youth to realize their goals and dreams by offering a safe space, positive and affirming role models, and workshops and activities that are fun and educational.

I JUST WANT HIM TO GROW UP AND BE A HAPPY GAY PERSON, SO THAT’S MY GOAL FOR HIM—TO BE HAPPY AND SAFE.

Dale

LIFEWORKS MENTOR

COOL FACTS

350 NUMBER OF LGBT YOUTH WHO HAVE BEEN PAIRED WITH MENTORS

85 NUMBER OF YOUTH CURRENTLY WORKING WITH MENTORS
A LOOK BACK:

MARCH
In collaboration with Outfest, the Center launches “OutSet: The Young Filmmakers Project” to help LGBT youth develop confidence in themselves and learn the film trade.

APRIL
At a news conference organized by the Center and AIDS Community Action Foundation, Congresswoman Linda Sánchez (CA-39) announces the introduction of the Social Security Equality Act of 2012 (H.R. 4609), which would end the Social Security Administration’s discriminatory policy that denies benefits to same-sex couples. Lorri L. Jean and actor George Takei are among the speakers at a press conference on the steps of the U.S. Capitol building to introduce the bill.

Following a series of meetings with transgender leaders and activists, including Center Director of Human Resources Sharon Brown, the LAPD announces new guidelines that officers must follow when interacting with transgender individuals.

The Center slams local media for having a double-standard by publishing the names and photos of men arrested in an undercover bathroom sting operation in Manhattan Beach. Senior Center staff meet with leaders of MBPD who agree to work with the Center should it be necessary to discourage future sexual activity in bathrooms.

MAY
President Barack Obama announces support for the freedom for same-sex couples to marry.

JUNE
More than 2,225 riders from a record 16 countries participate in AIDS/LifeCycle, which raises $12.6 million for the HIV/AIDS-related services of the L.A. Gay & Lesbian Center and San Francisco AIDS Foundation.

At Trans Pride 2012, the Center hosts a standing-room only community forum featuring nationally renowned transgender activists Mara Keisling and Kate Bornstein at Center’s Village at Ed Gould Plaza Renberg Theatre.

A new three-year, $2.9 million Innovation Grant from the Los Angeles County Department of Mental Health will support the expansion of the L.A. Gay & Lesbian Center’s health and mental health services.

The Center’s LifeWorks program distributes scholarships totaling $42,000 to 24 LGBT youth. Actor and Center supporter Alec Mapa hosts the event. The awards ceremony takes place at the Center’s Village at Ed Gould Plaza.

The Center launches a breast cancer support group for lesbians, bisexual and transgender women.

JULY
FDA approves HIV testing kits for home use.

To better meet growing demand for the Center’s medical services, renovations begin in the McDonald/Wright building to add four new exam rooms, expand the waiting room and add space for additional staff.

U.S. Supreme Court upholds the Affordable Care Act, meaning (among other things) LGBT and other people will have increased access to culturally competent medical care and a larger number of service providers.

SEPTEMBER
Governor Jerry Brown signs SB 1 172, protecting LGBT youth from the dangers of “therapy” intended to change their sexual orientation or gender expression.

OCTOBER
More than 1,000 LGBT and questioning youth gather at USC for the Center’s Models of Pride conference 2012, the nation’s largest conference of LGBTQ youth and marking the 20th anniversary of the event.

Services of the Jeff Griffith Youth Center move to the newly renovated second floor of the Highland Annex, now called the Youth Center on Highland. A record number of youth are served.

Graduates of the Center’s Emerging Leaders Program organize China’s first AIDS Walk with support from Center and AIDS/LifeCycle staff. Held on the Great Wall, the more than 100 participants raised approximately $24,000.

NOVEMBER
The LGBT community celebrates an election night victory unlike any other! We’re victorious in all four states where marriage rights were on the ballot (Washington, Maine, Minnesota and Maryland), Tammy Baldwin becomes the nation’s first openly gay/lesbian senator and the country has re-elected the first president to ever support the freedom to marry for same-sex couples!

DECEMBER
The Center is ranked as the nation’s #1 outstanding “local” LGBT nonprofit by charity watchdog organization Guidestar.

IF THE CENTER WEREN’T HERE, MANY SENIORS WOULD LITERALLY HAVE NO PLACE TO GO.

Kathleen Sullivan
DIRECTOR OF SENIORS SERVICES

MORE THAN 2,900
LGBT SENIORS AND BABY BOOMERS (AGES 50+) TURN TO US FOR HELP. TAKING PART IN SOCIAL ACTIVITIES, HEALTH AND WELLNESS CLASSES, SUPPORT GROUPS AND MORE.

SENIORS SERVICES PROGRAM
Focused on supporting and enriching the lives of LGBT adults 50 and older, the Seniors Services Program provides a broad array of free or low-cost social, educational and support services. The program offers more than 70 activities, events, classes and groups each month, and the department serves more than 2,900 older adults each year.

MORE

DIRECTOR OF SENIORS SERVICES

Kathleen Sullivan

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MORE
Every day, the Jeffrey Goodman Special Care Clinic provides affordable, leading edge medical care for people living with HIV. The state-of-the-art health center and laboratory are staffed by board-certified doctors, social services case managers, adherence counselors, doctors and a nutritionist. Services include HIV treatment, case management, mental health counseling and complementary therapies. We also have an on-site pharmacy and offer patients the opportunity to participate in a number of clinical trials.

STATEMENT OF FINANCIAL POSITION

June 30

Current assets

<table>
<thead>
<tr>
<th>Account description</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$17,058,116</td>
<td>$9,001,783</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>506,724</td>
<td>389,156</td>
</tr>
<tr>
<td>Clinic fees receivable, net</td>
<td>3,021,378</td>
<td>2,773,081</td>
</tr>
<tr>
<td>Contracts and grants receivable, net</td>
<td>2,364,548</td>
<td>2,664,776</td>
</tr>
<tr>
<td>Contributions receivable - pledges, net</td>
<td>1,028,473</td>
<td>1,292,845</td>
</tr>
<tr>
<td>Short-term investments</td>
<td>5,125,277</td>
<td>4,661,170</td>
</tr>
<tr>
<td>Inventories</td>
<td>349,625</td>
<td>466,970</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>$29,454,141</td>
<td>$21,249,781</td>
</tr>
</tbody>
</table>

Noncurrent assets

<table>
<thead>
<tr>
<th>Account description</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions receivable - held in trust</td>
<td>2,583,484</td>
<td>2,718,115</td>
</tr>
<tr>
<td>Beneficial interest in trusts</td>
<td>1,890,708</td>
<td>2,031,858</td>
</tr>
<tr>
<td>Long-term investments</td>
<td>968,886</td>
<td>1,379,894</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>10,468,006</td>
<td>10,215,436</td>
</tr>
<tr>
<td>Other assets</td>
<td>1,075,525</td>
<td>891,723</td>
</tr>
<tr>
<td><strong>Total noncurrent assets</strong></td>
<td>$16,986,609</td>
<td>$17,237,026</td>
</tr>
</tbody>
</table>

**Total assets** $46,440,750 $38,486,807

Current liabilities

<table>
<thead>
<tr>
<th>Account description</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$2,493,121</td>
<td>$2,829,652</td>
</tr>
<tr>
<td>Accrued expenses and other liabilities</td>
<td>2,986,359</td>
<td>2,265,867</td>
</tr>
<tr>
<td>Unearned revenue</td>
<td>437,200</td>
<td>718,955</td>
</tr>
<tr>
<td>Current portion of annuities payable</td>
<td>169,128</td>
<td>156,708</td>
</tr>
<tr>
<td>Current portion of long-term debt</td>
<td>312,889</td>
<td>331,977</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>$6,398,697</td>
<td>$6,303,159</td>
</tr>
</tbody>
</table>

Noncurrent liabilities

<table>
<thead>
<tr>
<th>Account description</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annuities payable, net of current portion</td>
<td>1,018,181</td>
<td>1,002,933</td>
</tr>
<tr>
<td>Long-term debt, net of current portion</td>
<td>2,662,358</td>
<td>2,975,247</td>
</tr>
<tr>
<td><strong>Total noncurrent liabilities</strong></td>
<td>$3,680,539</td>
<td>$3,978,180</td>
</tr>
</tbody>
</table>

**Total liabilities** $10,079,236 $10,281,339

Commitments and contingencies

Net assets

<table>
<thead>
<tr>
<th>Account description</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>29,614,214</td>
<td>21,998,118</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>3,045,048</td>
<td>2,584,800</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>3,702,252</td>
<td>3,722,550</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>$36,361,514</td>
<td>$28,205,468</td>
</tr>
</tbody>
</table>

**Total liabilities and new assets** $46,440,750 $38,486,807
### Year ended June 30, 2012

<table>
<thead>
<tr>
<th>Public support and other revenue</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special events revenue: Gross receipts</td>
<td>6,680,603</td>
<td>377,227</td>
<td>–</td>
<td>7,057,830</td>
</tr>
<tr>
<td>Less costs of direct benefits to donors</td>
<td>(197,918)</td>
<td>–</td>
<td>–</td>
<td>(197,918)</td>
</tr>
<tr>
<td>Net special events revenue</td>
<td>6,482,685</td>
<td>377,227</td>
<td>–</td>
<td>6,859,912</td>
</tr>
<tr>
<td>Program fees</td>
<td>38,531,460</td>
<td>–</td>
<td>–</td>
<td>38,531,460</td>
</tr>
<tr>
<td>Grants</td>
<td>11,195,582</td>
<td>–</td>
<td>–</td>
<td>11,195,582</td>
</tr>
<tr>
<td>Contributions</td>
<td>3,860,162</td>
<td>1,175,862</td>
<td>–</td>
<td>5,036,024</td>
</tr>
<tr>
<td>Contributed goods and services</td>
<td>906,088</td>
<td>–</td>
<td>–</td>
<td>906,088</td>
</tr>
<tr>
<td>Other operating revenue</td>
<td>202,801</td>
<td>–</td>
<td>–</td>
<td>202,801</td>
</tr>
<tr>
<td>Total public support and other revenue</td>
<td>61,178,778</td>
<td>1,553,089</td>
<td>–</td>
<td>62,731,867</td>
</tr>
<tr>
<td>Satisfaction of program restrictions</td>
<td>1,097,357</td>
<td>(1,097,357)</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Total public support and other revenue and net assets released from restrictions</td>
<td>62,276,135</td>
<td>455,732</td>
<td>–</td>
<td>62,731,867</td>
</tr>
</tbody>
</table>

### Operating expenses

| Program services                  | 49,529,436   | –                      | –                      | 49,529,436 |
| Supporting services:              |              |                        |                        |           |
| General and administrative        | 564,337      | –                      | –                      | 564,337 |
| Fund-raising                      | 5,008,874    | –                      | –                      | 5,008,874 |
| Total supporting services         | 5,573,211    | –                      | –                      | 5,573,211 |
| Total operating expenses          | 55,102,647   | –                      | –                      | 55,102,647 |
| Change in net assets before non-operating gains (losses) and other revenue | 7,173,488 | 455,732                | –                      | 7,629,220 |

### Non-operating gains (losses) and other revenue

| Interest and dividend income      | 227,609      | –                      | –                      | 227,609 |
| Realized and unrealized loss on investments, net | (51,140) | –                      | –                      | (51,140) |
| Unrealized loss on perpetual trust held by a third party | –      | (134,632)              | (134,632)              | – |
| Change in value of split-interest agreements | 329,797      | 4,516                  | 114,334                | 448,474 |
| Other revenue                     | 36,342       | –                      | –                      | 36,342 |
| Total non-operating gains (losses) and other revenue | 542,608 | 4,516                  | (20,298)               | 526,826 |

### Net assets, beginning of year

21,898,118

### Net assets, end of year

29,614,214

$ 3,045,048

### Year ended June 30, 2011

<table>
<thead>
<tr>
<th>Public support and other revenue</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special events revenue: Gross receipts</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>
</tr>
<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>
</tr>
<tr>
<td>Contributions</td>
<td>2,750,812</td>
<td>1,430,772</td>
<td>–</td>
<td>4,181,584</td>
</tr>
<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>
</tr>
<tr>
<td>Satisfaction of program restrictions</td>
<td>917,380</td>
<td>(917,380)</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Total public support and other revenue and net assets released from restrictions</td>
<td>55,791,048</td>
<td>771,461</td>
<td>–</td>
<td>56,562,509</td>
</tr>
</tbody>
</table>

### 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 operating expenses          | 49,516,379   | –                      | –                      | 49,516,379 |
| Change in net assets before non-operating gains (losses) and other revenue | 5,274,669 | 771,461                | –                      | 7,046,130 |

### Non-operating gains (losses) and other revenue

| Interest and dividend income      | 187,828      | –                      | –                      | 187,828 |
| Realized and unrealized loss on investments, net | 48,746 | –                      | –                      | 48,746 |
| Unrealized loss on perpetual trust held by a third party | –      | 331,832                | 331,832                | – |
| Change in value of split-interest agreements | (263,956) | 384,823                | 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 | 27,382 | 355,177                | 1,100,238              | 7,763,809 |

### Change in net assets

6,247,287

### Net assets, beginning of year

15,650,831

### Net assets, end of year

21,898,118

$ 2,584,800

$ 3,722,550

$ 28,205,468

$ 28,205,468
TOTAL ANNUAL OPERATING REVENUE
$62,731,867

CONTRIBUTIONS & SPECIAL EVENTS
$11,895,936

ADAP & PROGRAM FEES
$38,531,460

GRANTS
$11,195,582

CONTRIBUTED GOODS & SERVICES
$906,088

OTHER REVENUE
$202,801

TOTAL ANNUAL OPERATING EXPENSE
$55,102,647

CLIENT SERVICES
$49,529,436

FUNDRAISING
$5,008,874

ADMINISTRATION
$564,337
Foundation & Corporation Support

The Board of Directors would like to extend special recognition to the following institution that has contributed $250,000 or more to programs and services of the L.A. Gay & Lesbian Center.

- AEG Networks
- Absolut
- Aids Network
- American Airlines
- Andrus Family Fund
- Annenberg Foundation
- AT&T
- Bank of America
- Bayhurt Foundation
- Beats for Boots
- Bloomington’s Fund of the Macys’ Foundation
- Blue Shield of California Foundation
- Board of Regents Foundation
- California Community Foundation
- California Wellness Foundation
- The Capital Group Companies Charitable Foundation
- CBS
- Cedars-Sinai
- The Charitable Foundation
- Chevron Products Company
- City National Bank
- Robert Conroy
- Crane Fund for Widows and Children
- CV’s Carenmark
- DIRECTV
- Disney ABC
- Dohany LLC
- The Elton John Aids Foundation
- Edison International
- EMERgency Services
- Entertainment AIDS Alliance
- Estee Lauder
- The Ettinger Foundation
- Fedex
- Frieda C. Fox Family Foundation
- Fox Entertainment Group
- The David Geffen Foundation
- Gibson Dunn
- Glendale Foundation
- Gilead
- Evelyn & Walter Haas, Jr. Fund
- HBO
- In Good Taste
- Kat Von D Inc.
- Keller Williams Realty
- LabCorp
- Ernest Liebleich Foundation
- Edward F. Limato Foundation
- Mattel, Inc.
- Wilbur May Foundation
- Mening Korea
- The William Morris Endeavor Entertainment Foundation
- The Morrison & Foerster Foundation
- NBCUniversal
- Nordstrom
- Open Society Foundations
- Orbitz
- The Ralph M. Parsons Foundation
- Jeanne Phillips and Walter Harris Family Foundation of Minnesota
- Peninsula Contracting Corp.
- Ralphs
- Raytheon
- Anita May Rosenstein Foundation
- S. Mark Tapler Foundation
- Sawchuk Family Foundation
- The David & Linda Sharteen Foundation
- Silva Watson Moonwalk Fund
- Dwight Stuart Youth Fund
- Stuart Foundation
- TJX Foundation
- Von’s Foundation
- Warner Brothers
- Weinberg Foundation
- Wells Fargo Foundation

Government & Public Support

The programs and services of the L.A. Gay & Lesbian Center are also made possible in part because of generous grants from:

FEDERAL GRANTS

- U.S. Department of Health and Human Services
  - Administration for Children and Families
  - Administration for Children, Youth & Families
  - Administration on Aging
  - Center for Disease Control and Prevention
  - Health Resources and Services Administration
  - National Institutes of Health
  - Substance Abuse & Mental Health Services Administration
- US Department of Homeland Security
- US Department of Housing & Urban Development
- US Department of Justice
- Office on Violence Against Women

STATE GRANTS

California Emergency Management Agency

LOCAL GOVERNMENT GRANTS

- City of Los Angeles
- City of West Hollywood
  - Public Safety
  - Social Services
- County of Los Angeles
  - Department of HMV and STD Program
  - Department of Mental Health
  - Department of Public Health
  - Department of Substance Abuse Control Program
  - Los Angeles Homeless Services Authority
  - Probation Department

OTHER AGENCIES GRANTS

- Children’s Hospital Los Angeles
- First S.L.A.
- L.A. Care Health Plan
- Legal Aid Foundation of Los Angeles
- United Way of Greater Los Angeles
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