LOS ANGELES LGBT CENTER

Since 1969 the Los Angeles LGBT Center has cared for, championed and celebrated LGBT individuals and families in Los Angeles and beyond. Today the Center’s nearly 600 employees provide services for more LGBT people than any other organization in the world, offering programs, services and global advocacy that span four broad categories: Health, Social Services and Housing, Culture and Education, Leadership and Advocacy. We are an unstoppable force in the fight against bigotry and the struggle to build a better world; a world in which LGBT people can be healthy, equal and complete members of society. Learn more at lalgbtcenter.org.

MISSION STATEMENT

The Los Angeles LGBT Center is building a world where LGBT people thrive as healthy, equal and complete members of society.

We Value:

RESPECT
We provide a workplace and service environment where individuality is seen as strength and all people are treated with fairness and dignity.

EXCELLENCE
We dedicate ourselves to the highest quality in all our programs and services, and seek employees and volunteers who have a passion for helping others.

INCLUSIVENESS
We believe in the need for different perspectives and commit ourselves to representation from all members of our diverse community.

INNOVATION
We vigorously support pioneering programs and advocacy to meet community needs.

INTEGRITY
We work together to advance the Center’s mission, and we honor and apply these values in what we do and say.
DEAR FRIENDS:

In the lives of many LGBT people there were two particularly defining events in 2016: Donald Trump’s election and the massacre of 49 people at Pulse, a predominately LGBT nightclub in Orlando. Though there’s no comparing the two events, the Los Angeles LGBT Center’s response to each is representative of the important role it plays in the community.

The public began to learn the horrifying details of the Pulse nightclub massacre the morning of the L.A. Pride Parade. Throughout the day, after revamping our parade contingent to show solidarity with Orlando, we spoke out in local and national news media to challenge early, and ultimately false reports, that the attack was coordinated or inspired by Muslim terrorist organizations. We put the spotlight on some of the biggest culprits for inciting violence: anti-LGBT political and religious leaders right here at home.

The next evening the Center hosted a rally that brought together up to 6,000 people of all races, ages, sexual orientations and gender identities to begin healing the wounded hearts and spirits of the many who were grief struck by the horrible tragedy. Months later we brought people together for an event, in conjunction with the Wallis Annenberg Center for Performing Arts, that celebrated the lives of those lost and raised nearly $50,000 for the LGBT center in Orlando.

Donald Trump’s election as president was a different type of crisis for many in our community.

The morning after his election—and for weeks afterward—our switchboard and staff were flooded with inquiries from people concerned about their marriage (or future ability to marry), their healthcare coverage, their immigration status, and much more. Many of the homeless youth who live with us, some of them immigrants, were inconsolable. Transgender people turned to us for immediate help to complete the legal paperwork to change their gender and our pharmacy was busier than ever with people re-filling prescriptions, worried they’d soon lose their healthcare.

We hastily arranged a community gathering the evening after the election and, with just a few hours notice, many hundreds of people filled the courtyard and galleries of the Center’s Village at Ed Gould Plaza to find solace and comfort from each other, to better understand what a Trump presidency would mean for them, and to learn what they could do in response. Our incredible representative in Congress, Rep. Adam Schiff, dropped by and pledged to continue fighting for LGBT people.

Of course, we didn’t have all the answers regarding the impact of this new administration and conservative Congress and we still don’t. But based on the campaign promises of the president and leaders in Congress, the threats to LGBT people—and to federal funding for the Center’s services and programs—are numerous. So we’re more grateful than ever for the ongoing support of donors like you.

Helping to heal the LGBT community from the wounds of a bigoted society is something we’ve been doing since 1969, but more than that, we’re working to build a world where LGBT people thrive as healthy, equal and complete members of society. No organization does more for LGBT people than your Center and we’ve never been able to do more—and serve more people—than we were able to do in 2016, thanks to our incredible donors.

Sincerely,

Lorri L. Jean  Marki J. Knox, MD  David Bailey
CEO      Board Co-Chair      Board Co-Chair
I believe things happen for a reason,” she said. “I was meant to move into Triangle Square because it’s centrally located to everything I need. When I had to give up my car, I was devastated, but really, everything is just a short distance away.”

Accustomed to being independent and self-sufficient, Kletzin discovered that Triangle Square provided the community that she needed—not just a roof over her head. She also has access to the Center’s Senior Services, which provides life-enriching programs and support services, activities, and events, ranging from lunches at The Village at Ed Gould Plaza to field trips to local museums and attractions.

“My neighbors at Triangle Square and the friends I’ve made through the Center’s Senior Services program are like family,” said Kletzin, who once married a man to appease her mother who disapproved of her being lesbian. “They really understand what it means to be LGBT, and I’ve never felt the need to go back into the closet.”

“Thank goodness for Triangle Square and the Center for providing programs for LGBT people of my generation. The companionship I’ve found here is incomparable.”

“I worry about money a lot, but I know that some of my friends and neighbors have had it much worse in life,” said Kletzin, whose home is adorned with her artwork. “Thank goodness for Triangle Square and the Center for providing programs for LGBT people of my generation. The companionship I’ve found here is incomparable.”
MARLON FLORES HAD 24 HOURS TO FLEE HIS TOWN OR BE KILLED. THOUGH THE OPENLY GAY HIV/AIDS EDUCATOR WAS USED TO HARASSMENT, IT WAS AFTER A GROUP OF MASKED THUGS CONFRONTED HIM WHILE WALKING HOME FROM AN LGBT EVENT AND THREATENED HIS LIFE THAT HE KNEW IT WAS FINALLY TIME TO FLEE HONDURAS, ONE OF THE MOST ANTI-LGBT COUNTRIES IN CENTRAL AMERICA.

“All I could think of was to go home, pack up my belongings, flee to another city, and figure out how to communicate with my family,” said Flores, 28. “Although I was going to leave my friends and relatives behind, I had to save myself.”

Flores began working as an HIV/AIDS educator when he was a teenager, but his rising prominence as an LGBT activist was met with hatred by some in his community. For years he put up with the discrimination, taunts and threats, but after the violent confrontation with the group of masked men two years ago, he knew he could never safely live in Honduras, even if he moved to another town.

“Discrimination against LGBT Hondurans begins at an early age, when boys and girls are expected to conform to strict gender expectations,” Flores explained. “Access to health care is denied to LGBT people simply because of their sexual orientation or gender identity, and many employers don’t want to hire an LGBT person. As a result, many of us end up working in the factories… or the streets.”

When he arrived in Los Angeles, Flores sought assistance from the Los Angeles LGBT Center’s Legal Services program, which provides legal assistance, including representation, to asylum seekers.

“Los Angeles has one of the largest LGBT refugee populations in the country due both to our location and our large number of out LGBT people,” said Director of Legal Services Roger Coggan. “As the largest LGBT service provider in the world, the Center is a magnet for many of these survivors of persecution and torture—from Central America to the Middle East. Each year, our work has helped dozens of refugees and asylum seekers be able to stay in the safest environment they have known.”

After 15 months of representation by Center staff which navigated his case through the legal system, Flores was granted asylum in December 2016. He now has the opportunity to apply for permanent residency.

“With this asylum order, my life is forever changed—I can be who I am without fear,” he says. “But, my life really became better once I first stepped foot into the United States and walked through the Center’s doors.”
The Center’s production of Ike Holter’s groundbreaking play *Hit the Wall*, which stunningly recreated the 1969 police raids at New York’s The Stonewall Inn, swept the Los Angeles Drama Critics Circle Awards, winning the top prize for Outstanding Production and six others.

Jane Wagner’s iconic play was cast for the first time with 12 actors and dubbed *The Search for Signs of Intelligent Life in the Universe: Revisited*, taking the Center’s stage by storm and garnering sold-out performances and rave reviews.

**HITS ON STAGE**

**Hit the Wall**

More than 3,000 cyclists and volunteers made the 545-mile journey from San Francisco to Los Angeles, raising more than $16.1 million to support the HIV/AIDS-related services at the Center and the San Francisco AIDS Foundation. The AIDS/LifeCycle “love bubble” celebrated the 15th anniversary of the ride.

**A 545-MILESTONE**

Researchers from Stanford University and the University of California, Berkeley, reported in *Science* that volunteer canvassers, trained in a novel approach developed by the Center, reduced voters’ prejudices against transgender people comparable to the decrease in prejudice against gay and lesbian people that took more than a decade to achieve.

**REDUCING LGBT PREJUDICE: WE’VE PROVEN HOW**

**BE HERE! A YEAR OF RECORD-SETTING EVENTS**

Our special events celebrated the best of our community while raising vital support for our client services.

Celebrity chef Giada De Laurentiis and YouTube sensation Connor Franta joined more than 60 restaurant and beverage partners at our 11th annual Simply diVine premiere food and wine event.

Legendary artist Macy Gray joined James Blunt, Tal Wilkenfeld, and Fortune Feimster to perform at the Hollywood Palladium for An Evening with Women.

**WE STAND WITH ORLANDO**

The deadliest mass shooting in U.S. history happened in the early morning hours of June 12 at the Pulse nightclub in Orlando. Later that morning, the Center led its contingent in the L.A. Pride parade with signs spelling out Orlando as a show of support and solidarity.

The next day, thousands gathered with us and Lady Gaga on the steps of L.A. City Hall for a rally and vigil. The Center also partnered with The Wallis Annenberg Center for the Performing Arts for United FORlando, a performance and panel discussion that raised support for victims of the tragedy.

**PUBLIC HEALTH RESPONSE**

In response to the second outbreak of meningitis among gay and bisexual men in Los Angeles, the Center launched a campaign to promote vaccinations, beginning with a news conference at The Village at Ed Gould Plaza that included public health officials and representatives from other LGBT health organizations. We began offering free vaccinations at our clinics in Hollywood and at the Center-WeHo.
HERE WE GROW

The first public renderings of the Center’s new Anita May Rosenstein Campus were released. The revolutionary campus will become the Center’s new administrative headquarters and will include expanded emergency housing for youth, affordable housing for youth and seniors, new senior and youth centers, and ground floor retail space.

With a groundbreaking scheduled early in 2017, the project has been unanimously approved by the L.A. City Planning Commission and approved by the full L.A. City Council.

IT’S (NOW) THE LAW

Landmark legislation sponsored by the Center and APLA Health to boost awareness of pre-exposure prophylaxis (PrEP) and post-exposure prophylaxis (PEP) was signed into law, ensuring that when people test negative for HIV they’ll receive information about how to protect themselves from infection through PrEP and PEP.

The Protecting Youth from Institutional Abuse Act became law in California, regulating the industry of residential programs that claim to help “troubled” youth, including those who are simply LGBT. It’s the most comprehensive law of its kind, with no exemptions for religious-based businesses. Survivors of Institutional Abuse (SIA) joined the Center in sponsoring the bill.

WE ASKED, YOU JOINED

Supporters joined the conversation on our social media channels in record numbers this year. The Center’s channels grew nearly 15% on Facebook, 12% on Twitter, 120% on Instagram, and 83% on YouTube, bringing our total social audience reach to nearly 188,000 and total social engagement to nearly 400,000.

Join the conversations anytime at @lalgbcen.

The Center launched a new website at lalgbcen.org. The refreshed site includes streamlined content, video testimonials, and enhanced features, like a sortable calendar and online store.

TRANSGENDER AWARENESS

A record 1,600 people attended the Center’s 18th annual Trans Pride L.A., one of the country’s oldest and largest celebrations of the trans community, with special appearances by CeCe McDonald and Sir Lady Java. It was funded in part through the generosity of Amazon Original Series Transparent.

Our Transgender Youth Employment Toolkit is a resource for case managers working to help transgender youth find jobs. Our Transgender Economic Empowerment Project held its annual job fair in October, welcoming nearly four dozen companies and hundreds of job seekers.

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I was living with my family in Tennessee, and they told me I had to leave. I didn’t understand the magnitude of living on the street and what that does to someone mentally. Homeless people are people you’re at work with, people at school with you. I was one of those.

The Center is a blessing; a stepping stone. It’s the first time I ever felt fully accepted by someone. Now, I know how strong I am.”

— Ben

**BY THE NUMBERS: 2016**

- 75,500 free meals to LGBT youth experiencing homelessness
- 22,200 bed nights to LGBT youth experiencing homelessness
- 1,300 youth attended our Models of Pride conference
The Center is engaged in an ambitious campaign to raise $47.5 million or more for the beautiful new Anita May Rosenstein Campus, scheduled to open in early 2019 directly across the street from The Village at Ed Gould Plaza.

To help meet the growing need among LGBT youth and seniors for housing, support and social services, the new campus will increase our emergency housing capacity by 67%, our transitional housing capacity by 150% and our senior affordable housing units by 96%.

**CAPITAL CAMPAIGN FOR ANITA MAY ROSENSTEIN CAMPUS**

The campus will also be the Center’s new administrative headquarters, freeing space in the McDonald/Wright Building to become entirely a health and medical center, thereby enabling us to meet the growing demand for health-related services including medical care, mental health, addiction recovery, HIV/STD testing and treatment and much more.

**THE NEW 216,000 S.F. CAMPUS WILL INCLUDE:**

- 100 beds for homeless youth
- Up to 85 units of affordable housing for seniors
- Up to 35 units of permanent supportive housing for young people
- Youth drop-in center providing meals, showers, clothing and wide range of support services
- Community meeting rooms
- Multi-generational meeting, dining and recreational areas
- Facilities for:
  - Support groups
  - Counseling
  - Educational programs
  - Case management
  - Job training & placement
  - Mentoring & leadership programs
CAPITAL CAMPAIGN DONORS as of December 31, 2016

$7,000,000
Anita May Rosenstein Foundation, Wilbur D. May Foundation and Arnold & Anita Rosenstein Family Foundation

$2,000,000 - $6,999,999
The Estate of Lubelle Boice
Ariadne Getty & Fuserna Foundation

$1,000,000 - $1,999,999
William Shopoff & Cindy Shopoff
David Bohnett Foundation
David Bailey & Ron Shalowitz
David Mizener & Arturo Carrillo
Anonymous
John Cambouris, Cass Brink & Zachary Cambouris
Barry McCabe
Anonymous
Loren Ostrow & Brian Newkirk
Pamela Schmider, Ernest Schmider & Omar Rodriguez

$500,000 - $999,999
The Estate of Michael Peter Colefax
The Estate of Robert Ward
Anonymous
The Estate of Ron Morrison
Tyler Cassity / Hollywood Forever Cemetery
The Eisner Foundation
Van Fletcher & Skip Paul
Frank Pond
Wells Fargo

$250,000 - $499,999
Suzie Brown & Marki Knox
Eric Shore & Fred Paul
Thomas J. Swan III
Office of Los Angeles County Supervisor Zev Yaroslavsky

$100,000 - $249,999
The Estate of Duncan Donovan
John August & Michael August
The Estate of Robert Barron
Brenda Potter
Arthur Macbeth
Leon Alexander
Tess Ayers & Jane Anderson
Gary Booher
LuAnn Boylan
Denis Cagna & Carlos Medina
Andi Corrigan & Tigerlily Rosen
Annie Goto & Kelly Lynch
Dean Hansell
Barton Kogan
Thomas Kraemer & J. Adam Miller
The Ernest Lieblich Foundation
The Morris Foundation
Stanley Newman & Brian Rosenthal
Brad Ong
Scott Poland & Eddie Nestlebush
Elliott Sernel & Larry Falconio
Axel Shalson

$50,000 - $99,999
The Estate of Marshall Kendzy
Thomas Herrera
Susan Feniger & Liz Lachman

$50,000 - $99,999 (cont.)
Lorri L. Jean & Gina M. Calvelli
Jayzen Patria & Joe Keenan
Office of Los Angeles City Councilmember David E. Ryu
Dennis Strum

$25,000 - $49,999
Tad Brown & Jonathan Daillak
Bruce Vilanch
Kathy Ketchum & Gay Linvill
Stephen Burn & Stephen Burton
Roger Coggan
Karen Griffith & Debra Griffith
Nicolas Hamatake & Kenneth Mariash
Alan Hergott & Curt Shepard
William McDermott
Richard Allen West & Eric J. Fischer
Amy Yanow

$10,000 - $24,999
Darrel Cummings & Tim Dang
Mike Holtzman
Alan Acosta & Thomas Gratzt
Carl Kawaja & Gwendolyn Holcombe
James D. Key
Cynthia Robertson
Lionel Levin
Joseph Becci & Mark Denton
Christopher Brown
Jon Charles Chambers
Kin Cheng-Lepand & Hervé Cheng-Lepand
David Garcia
Kenneth Jamison
Peter Paige
## STATEMENT OF FINANCIAL POSITION

**June 30,**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>Current assets</strong></td>
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<tr>
<td>Cash and cash equivalents</td>
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<td>$32,820,465</td>
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<td>Accounts receivables, and other receivables</td>
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<td>164,262</td>
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<td>Clinic fees receivable, net</td>
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<td>Contracts and grants receivable</td>
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<td>2,809,214</td>
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<td>Pledges receivable, net</td>
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<td>1,615,889</td>
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<td>Short-term investments</td>
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<td>Inventories</td>
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<td>435,116</td>
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<td><strong>Total current assets</strong></td>
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<td>$52,760,906</td>
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<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>Noncurrent assets</strong></td>
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<td></td>
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<tr>
<td>Contributions receivable - held in trust</td>
<td>2,741,539</td>
<td>2,927,495</td>
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<tr>
<td>Beneficial interest in trust</td>
<td>1,902,300</td>
<td>3,220,753</td>
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<td>Receivable from affiliate</td>
<td>9,579,303</td>
<td>7,539,575</td>
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<td>Pledges receivable, net</td>
<td>2,310,098</td>
<td>2,803,438</td>
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<td>Long-term investments</td>
<td>1,703,919</td>
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<td>Property and equipment, net</td>
<td>9,954,176</td>
<td>10,302,611</td>
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<tr>
<td>Other assets</td>
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<td>2,079,876</td>
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<td><strong>Total noncurrent assets</strong></td>
<td>$30,061,890</td>
<td>$32,140,966</td>
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<table>
<thead>
<tr>
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<th>2016</th>
<th>2015</th>
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</thead>
<tbody>
<tr>
<td><strong>Total assets</strong></td>
<td>$90,762,390</td>
<td>$84,901,872</td>
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<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current liabilities</strong></td>
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<tr>
<td>Accounts payable</td>
<td>$2,511,020</td>
<td>$3,048,980</td>
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<td>Accrued expenses and other liabilities</td>
<td>5,116,768</td>
<td>4,497,263</td>
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<td>Unearned revenue</td>
<td>484,536</td>
<td>753,221</td>
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<td>Current portion of annuities payable</td>
<td>179,388</td>
<td>166,558</td>
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<td>Current portion of long-term debt</td>
<td>1,730,197</td>
<td>348,965</td>
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<td><strong>Total current liabilities</strong></td>
<td>$10,021,909</td>
<td>8,814,987</td>
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<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
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<tbody>
<tr>
<td><strong>Noncurrent liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annuities payable, net of current portion</td>
<td>892,297</td>
<td>875,378</td>
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<tr>
<td>Long-term debt, net of current portion</td>
<td>7,293,214</td>
<td>8,964,500</td>
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<tr>
<td><strong>Total noncurrent liabilities</strong></td>
<td>$8,185,511</td>
<td>9,839,878</td>
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<thead>
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<th>2016</th>
<th>2015</th>
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</thead>
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<tr>
<td><strong>Total liabilities</strong></td>
<td>$18,207,420</td>
<td>18,654,865</td>
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<table>
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<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Commitments and contingencies</strong></td>
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<tr>
<td><strong>Net assets</strong></td>
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<tr>
<td>Unrestricted</td>
<td>54,446,523</td>
<td>50,857,687</td>
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<tr>
<td>Temporarily restricted</td>
<td>13,142,090</td>
<td>10,226,817</td>
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<tr>
<td>Permanently restricted</td>
<td>4,966,357</td>
<td>5,162,503</td>
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<td><strong>Total net assets</strong></td>
<td>$72,554,970</td>
<td>66,247,007</td>
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<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total liabilities and new assets</strong></td>
<td>$90,762,390</td>
<td>$84,901,872</td>
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</table>
## STATEMENTS OF ACTIVITIES & CHANGES IN NET ASSETS

### Year ended June 30, 2016

<table>
<thead>
<tr>
<th>Description</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
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<tr>
<td><strong>Public support and other revenue</strong></td>
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<td></td>
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<tr>
<td><strong>Public support:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special events gross receipts</td>
<td>$ 8,600,967</td>
<td>$ 387,154</td>
<td>–</td>
<td>$ 8,988,121</td>
</tr>
<tr>
<td>Less cost of direct benefits to donors</td>
<td>(272,261)</td>
<td>–</td>
<td>–</td>
<td>(272,261)</td>
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<tr>
<td><strong>Net special events revenue</strong></td>
<td>8,328,706</td>
<td>387,154</td>
<td>–</td>
<td>8,715,860</td>
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<tr>
<td>Program fees</td>
<td>57,366,308</td>
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<td>–</td>
<td>57,366,308</td>
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<tr>
<td>Grants</td>
<td>14,965,547</td>
<td>–</td>
<td>–</td>
<td>14,965,547</td>
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<tr>
<td>Contributions</td>
<td>4,588,292</td>
<td>1,310,772</td>
<td>–</td>
<td>5,899,064</td>
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<tr>
<td>Contributions: Capital Campaign</td>
<td>–</td>
<td>3,037,424</td>
<td>–</td>
<td>3,037,424</td>
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<tr>
<td>Contributed goods and services</td>
<td>828,463</td>
<td>–</td>
<td>–</td>
<td>828,463</td>
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<tr>
<td>Other operating revenue</td>
<td>873,449</td>
<td>–</td>
<td>–</td>
<td>873,449</td>
</tr>
<tr>
<td><strong>Total public support and other revenue</strong></td>
<td>86,950,765</td>
<td>4,735,350</td>
<td>–</td>
<td>91,686,115</td>
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<tr>
<td>Satisfaction of program restrictions</td>
<td>1,678,921</td>
<td>(1,678,921)</td>
<td>–</td>
<td>–</td>
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<tr>
<td><strong>Total public support and other revenue and net assets</strong></td>
<td>88,629,686</td>
<td>3,056,429</td>
<td>–</td>
<td>91,686,115</td>
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<tr>
<td><strong>Operating expenses</strong></td>
<td></td>
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<tr>
<td>Program services</td>
<td>76,699,191</td>
<td>–</td>
<td>–</td>
<td>76,699,191</td>
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<tr>
<td>Supporting services:</td>
<td></td>
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<tr>
<td>General and administrative</td>
<td>392,968</td>
<td>–</td>
<td>–</td>
<td>392,968</td>
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<tr>
<td>Fundraising</td>
<td>7,355,721</td>
<td>–</td>
<td>–</td>
<td>7,355,721</td>
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<tr>
<td><strong>Total supporting services</strong></td>
<td>7,748,689</td>
<td>–</td>
<td>–</td>
<td>7,748,689</td>
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<tr>
<td><strong>Total operating expenses</strong></td>
<td>84,447,880</td>
<td>–</td>
<td>–</td>
<td>84,447,880</td>
</tr>
<tr>
<td>Change in net assets before non-operating gains (losses) and other revenue</td>
<td>4,181,806</td>
<td>3,056,429</td>
<td>–</td>
<td>7,238,235</td>
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<tr>
<td><strong>Non-operating gains (losses) and other revenue</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Interest and dividend income</td>
<td>629,039</td>
<td>–</td>
<td>–</td>
<td>629,039</td>
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<tr>
<td>Realized and unrealized gain on investments, net</td>
<td>(1,222,009)</td>
<td>–</td>
<td>–</td>
<td>(1,222,009)</td>
</tr>
<tr>
<td>Unrealized gain on perpetual trust held by a third party</td>
<td>(5,902)</td>
<td>(196,146)</td>
<td>–</td>
<td>(202,048)</td>
</tr>
<tr>
<td>Change in value of split-interest agreement</td>
<td>–</td>
<td>(135,254)</td>
<td>–</td>
<td>(135,254)</td>
</tr>
<tr>
<td><strong>Total non-operating gains (losses) and other revenue</strong></td>
<td>(592,970)</td>
<td>(141,156)</td>
<td>(196,146)</td>
<td>(930,272)</td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td>3,588,836</td>
<td>2,915,273</td>
<td>(196,146)</td>
<td>6,307,963</td>
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<tr>
<td><strong>Net assets at beginning of year</strong></td>
<td>50,857,687</td>
<td>10,226,817</td>
<td>5,162,503</td>
<td>66,247,007</td>
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<tr>
<td><strong>Net assets at end of year</strong></td>
<td>$ 54,446,523</td>
<td>$ 13,142,090</td>
<td>$ 4,966,357</td>
<td>$ 72,554,970</td>
</tr>
<tr>
<td>Source</td>
<td>Amount</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>--------------------------------</td>
<td>------------</td>
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<tr>
<td>Program Fees</td>
<td>$57,366,308</td>
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<tr>
<td>Grants</td>
<td>$14,965,547</td>
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<tr>
<td>Contributions</td>
<td>$5,899,064</td>
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<tr>
<td>Capital Campaign</td>
<td>$3,037,424</td>
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<tr>
<td>Contributed Goods and Services</td>
<td>$828,463</td>
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<td></td>
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<tr>
<td>Other Operating Revenue</td>
<td>$873,449</td>
<td></td>
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<tr>
<td>Special Events</td>
<td>$8,715,860</td>
<td></td>
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</table>
TOTAL ANNUAL OPERATING EXPENSE
$84,447,880

- PROGRAM SERVICES $76,699,191
- GENERAL AND ADMINISTRATIVE $392,968
- FUNDRAISING $7,355,721
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<th>$50,000 + ANNUALLY</th>
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</thead>
<tbody>
<tr>
<td>Toyota Financial Services</td>
<td></td>
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<tr>
<td>Wells Fargo</td>
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<tr>
<td>HBO</td>
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<tr>
<td>The Annenberg Foundation</td>
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<table>
<thead>
<tr>
<th>$25,000 – $49,999 ANNUALLY</th>
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<tbody>
<tr>
<td>BNY Mellon</td>
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<tr>
<td>Comcast-NBCUniversal</td>
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<tr>
<td>Gilead Sciences</td>
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<td>U.S. Bank</td>
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<tr>
<td>Amazon Studios</td>
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<tr>
<td>Anita May Rosenstein Foundation</td>
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<tr>
<td>Bank of America</td>
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<tr>
<td>Bloomberg Philanthropy</td>
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<td>CBS</td>
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<td>City National Bank</td>
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<td>Edison International</td>
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<tr>
<td>Foley &amp; Lardner, LLP</td>
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<td>General Motors</td>
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<td>Gibson, Dunn &amp; Crutcher LLP</td>
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<td>Herbalife Nutrition</td>
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<td>Hyundai</td>
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<td>The Kroger Co. Foundation</td>
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<td>Morgan Stanley</td>
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<td>OUT @ WB</td>
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<tr>
<td>Pacific Federal Insurance Corp</td>
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<td>Pond North LLP</td>
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<td>SoCal Gas Company</td>
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<tr>
<td>Sysco Los Angeles, Inc.</td>
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<tr>
<td>Tie the Knot Foundation</td>
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<tr>
<td>Union Bank</td>
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<tr>
<td>University of Southern California</td>
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</table>

<table>
<thead>
<tr>
<th>$5,000 – $9,999 ANNUALLY</th>
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<tbody>
<tr>
<td>Bank of the West</td>
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<tr>
<td>The Walt Disney Company</td>
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<tr>
<td>Foresters Financial</td>
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<tr>
<td>Fox Broadcasting Company</td>
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<td>Hollywood Forever Cemetery</td>
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<td>JP Morgan Chase</td>
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<td>KCET</td>
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<td>Keller Williams Realty</td>
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<td>KPL Select Mortgage, Inc.</td>
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<td>LabCorp</td>
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<td>Lionsgate Films</td>
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<td>Sony ATV Music Publishing</td>
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<td>Starz Entertainment</td>
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<td>Yellow Cab</td>
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<tbody>
<tr>
<td>Amy Phillips Charitable Foundation</td>
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<tr>
<td>The Annenberg Foundation</td>
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<tr>
<td>Blue Shield of California Foundation</td>
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<tr>
<td>The California Community Foundation</td>
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<tr>
<td>The Carl &amp; Roberta Deutsch Foundation</td>
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<tr>
<td>Cedars-Sinai</td>
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<tr>
<td>Citi Community Development – Los Angeles</td>
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<td>Citi Foundation</td>
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<td>David and Linda Shaheen Foundation</td>
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<tr>
<td>Dwight Stuart Youth Fund</td>
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<tr>
<td>The Eisner Foundation</td>
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<tr>
<td>Elton John AIDS Foundation</td>
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<tr>
<td>Equality California Four Freedoms/ Haas Jr Foundation</td>
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<tr>
<td>Gilead Foundation</td>
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<tr>
<td>Kaiser Permanente Foundation – Southern California Regional</td>
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<tr>
<td>MAC AIDS Fund</td>
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<tr>
<td>May &amp; Stanley Smith Charitable Trust</td>
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<tr>
<td>Open Society Foundations</td>
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<td>S. Mark Taper Foundation</td>
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<td>Silva Watson Moonwalk Fund</td>
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<td>Stoli Group USA</td>
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<td>UniHealth Foundation</td>
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<td>van Ameringen Foundation</td>
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<td>Weingart Foundation</td>
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<td>Wells Fargo Foundation</td>
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### $1,000 – $49,999 ANNUALLY

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<tr>
<td>The Angell Foundation</td>
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<td>California Endowment</td>
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<td>The Capital Group Companies Charitable Foundation</td>
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<td>Chevron</td>
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<td>Elizabeth Taylor AIDS Foundation</td>
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<td>The Ernst Lieblich Foundation</td>
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<td>Felice Samuel Greene Scholarship Fund</td>
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<td>Frieda C. Fox Foundation</td>
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<td>Hugh J. Anderson Foundation</td>
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<td>ICM Partners Foundation</td>
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<tr>
<td>The Jay and Rose Phillips Family Foundation</td>
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<tr>
<td>Jewish Community Foundation</td>
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<td>Joseph and Fiora Stone Foundation</td>
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<td>The Morrison and Foerster Foundation</td>
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<td>New Venture Fund</td>
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<td>Porat Family Foundation</td>
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<td>Ricardo Montalban Foundation</td>
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<td>Sawchuk Family Foundation</td>
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<td>Shirley and Burt Harris Family Foundation</td>
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<td>The Shirley Lens Fund/Liberty Hill Foundation</td>
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<td>Sidney Stern Memorial Trust</td>
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<td>Stuart Foundation</td>
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<td>Thomas and Dorothy Leavey Foundation</td>
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<tr>
<td>Tides Foundation/Center for Care Innovation</td>
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<td>Tie The Knot Foundation</td>
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<tr>
<td>Vladimir and Araxia Buckhantz Foundation</td>
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<tr>
<td>William B. Wiener Jr. Foundation</td>
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<tr>
<td>Yahoo Employee Foundation</td>
</tr>
</tbody>
</table>
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