





*The Source LGBT+ Center's Founding Board*

## YOU DON'T HAVE TO BE OUT TO COME IN!

- - - - XOXO

The dream of The SOURCE started with a walk down Main Street in Visalia's Antique Row. "Wouldn't it be nice to have a center?" That's all it took. One thought turned into a brainstorm and a community of people rose up to meet the challenge. In just three months of planning The Source LGBT+ Center opened its doors on May 6th 2016 at 208 W Main St. This year we doubled our capacity to serve our community while raising enough money through partnerships to hire our Executive Director. We hosted our first PRIDE Visalia, and outreached to over 1 million through social and traditional media. What an awesome year.

“

**This has been a community driven effort. We are overwhelmed by everyone's support.**

**-Nick Vargas, Chair**

”

## THE YEAR IN REVIEW!

In 2016 we began this journey. Together we have raised awareness, acceptance, sensitivity, and community spirits, all while adhering to a mission and a vision we believe in. In 2017 we built upon that success.

If you check our Facebook page you will find over 3,500 likes (an increase of 2,000 from last year), 25 special events, 12+ sensitivity trainings, 10+ HIV peer support meetings, Transgender Resources Program, an annual PRIDE ride, the first PRIDE Visalia attended by over 2,000 community members, national and international media attention with a feature on NPR and The Advocate, our first viral social media post, the only Crystal Meth Anonymous meeting in Tulare County, 10 F1RST Friday art exhibits, our first annual Halloween Ball, a book club, TDOR, our inaugural LGBT Leadership Academy, and our award winning "A World That Works for Everyone" Christmas Tree auction entry. We could name a few more, but you get the picture: 2017 was a great year.



Our projected budget for the first year was \$20,000 and our community helped us raise over \$35,000. In our second year we have more than tripled that with an operating budget exceeding \$135,000. We look forward to 2018 where we hope to expand our reach into Hanford, Tulare, and Porterville with our partners: United Way of Tulare County, San Joaquin Valley Health Fund, The California Endowment, Tulare Health and Human Services, and well as Suicide Prevention Task Force.

I want to personally thank our volunteers, our donors, and the tireless commitment and energy of our board. The work and effort put forth for our LGBT+ community will have long standing effects for decades to come. You have been part of something historical. 2017 was a monumental year for LGBT+ people in rural California and The Source LGBT+ Center in Visalia was the epicenter. I applaud you. I appreciate you. I am grateful for you.

Thank you for a wonderful year!

Sincerely,

Brian Poth | Executive Director  
The Source LGBT+ Center

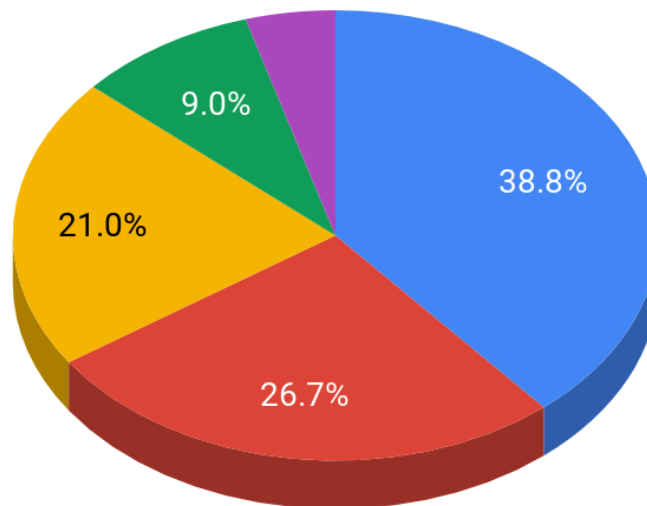
## YOU HELPED US LEARN, GROW, BELONG, TRANSFORM + SUPPORT

- - - - x0x0

Here is a snapshot of fundraising for 2017. Donations made up 38.8% of our revenue. The rest came from grants, sponsors, and fundraisers that our board and volunteers worked tirelessly toward. Every dollar ensures that we can provide a space for our LGBT+ community to Learn, Grow, Belong, Transform, Question + Support. You continue to be the source of our inspiration.

### REVENUE 2017

● DONATIONS ● GRANTS ● SPONSORS ● FUNDRAISERS ● BILLABLE REVENUE



DONATIONS	\$52,410.96
GRANTS	\$36,000.00
SPONSORS	\$28,340.59
FUNDRAISERS	\$12,197.72
BILLABLE REVENUE	\$6,064.63

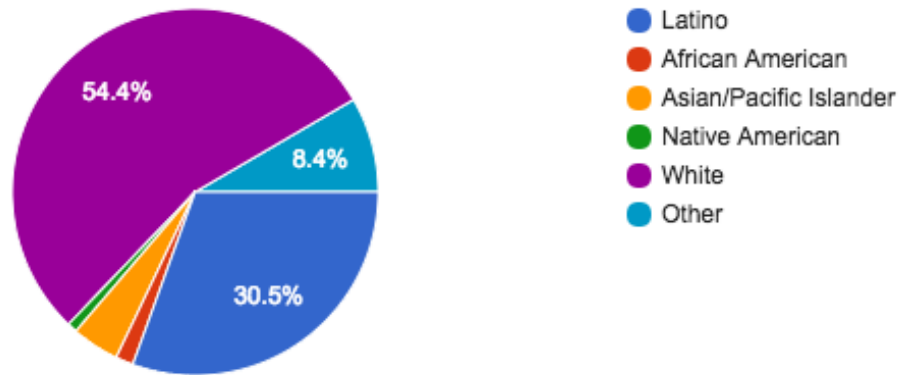
TOTAL REVENUE	\$135,013.90
TOTAL EXPENSES	-\$106,544.16
<b>NET REVENUE</b>	<b>\$28,469.74</b>

## DEMOGRAPHICS

The Source LGBT+ Center compiled data of our visitors over 2017. Here's a look at who we serve, why they came in, and how they heard about us.

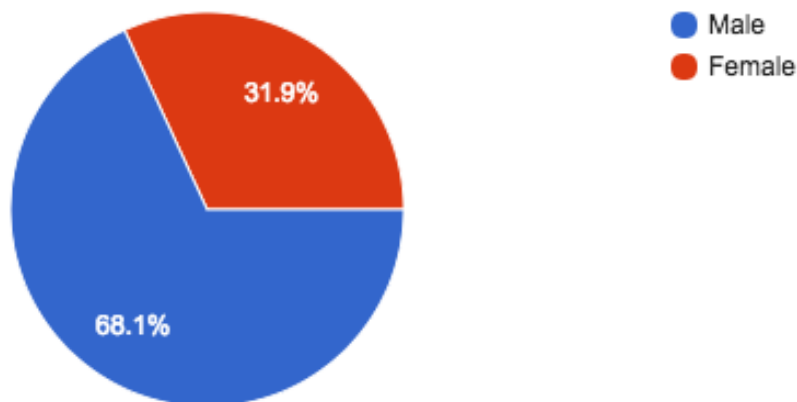
### ETHNICITY

1,025 responses



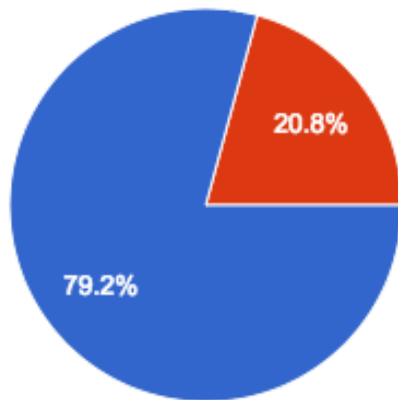
### SEX ASSIGNED AT BIRTH

994 responses



## GENDER IDENTITY

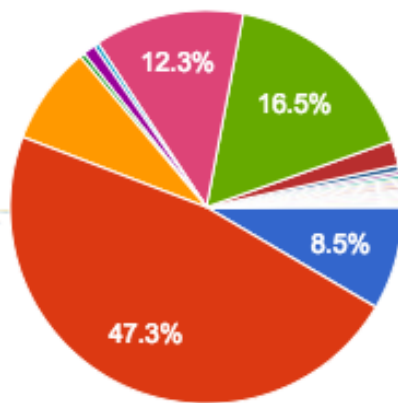
972 responses



- SAME as sex assigned at birth
- DIFFERENT from sex assigned at birth

## SEXUALITY

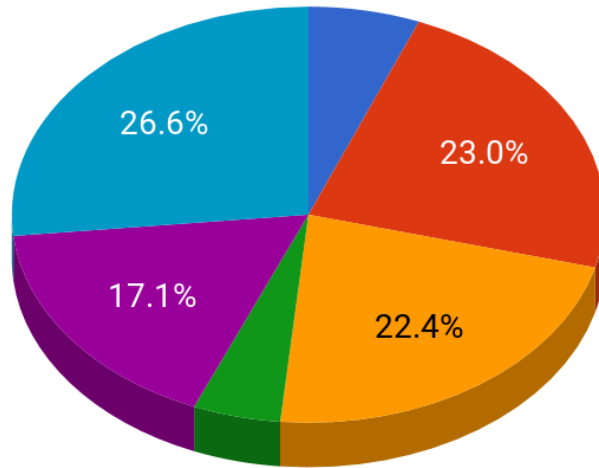
991 responses



- Lesbian
  - Gay
  - Bisexual
  - Queer
  - Questioning
  - Asexual
  - Pansexual
  - Straight
- ▲ 1/4 ▼

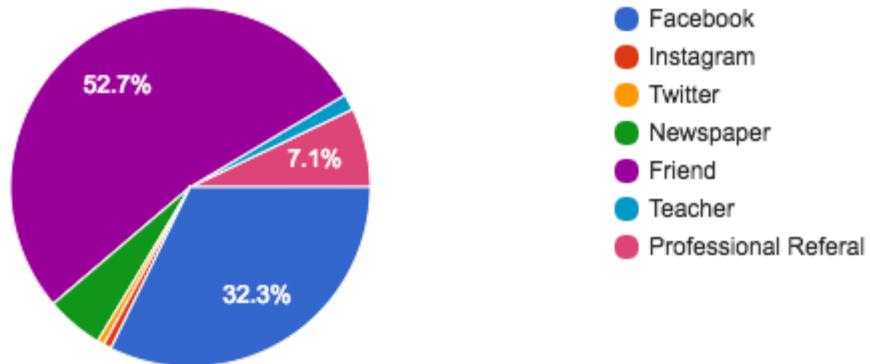
## What are you looking for?

- HIV Services
- Transgender Resources
- Social Services
- Shelter/Food
- Youth Services
- Peer Support



## How did you hear about The Source?

970 responses



## The Source LGBT+ Center

### STATEMENT OF ACTIVITY

January - December 2017

	TOTAL
<b>Revenue</b>	
400 Billable Expenditure Revenue	6,064.63
410 Donations	635.00
410.01 Restricted	1,739.78
410.02 Unrestricted	50,036.18
<b>Total 410 Donations</b>	<b>52,410.96</b>
420 Fundraisers	2,734.60
420.01 Unrestricted	9,463.12
<b>Total 420 Fundraisers</b>	<b>12,197.72</b>
450 Grants	
450.01 Restricted	36,000.00
<b>Total 450 Grants</b>	<b>36,000.00</b>
460 Sponsors	28,340.59
<b>Total Revenue</b>	<b>\$135,013.90</b>
<b>Cost of Goods Sold</b>	
500 Program Related Cost	29,365.89
510 Supplies & Materials - COGS	408.25
<b>Total Cost of Goods Sold</b>	<b>\$29,774.14</b>
<b>GROSS PROFIT</b>	<b>\$105,239.76</b>
<b>Expenditures</b>	
600 Office Expenses	1,724.15
602 Supplies	153.22
605 Other General and Admin Expenses	2,073.86
610 Advertising	4,083.27
615 Promotional	11,025.65
620 Meals and Entertainment	2,231.19
621 Travel	3,900.69
622 Travel Meals	645.23
630 Dues & Subscriptions	1,113.36
650 Bank Charges	56.00
699 Charitable Contributions	4,298.30
700 Insurance	
700.02 Insurance - Liability	2,510.92
<b>Total 700 Insurance</b>	<b>2,510.92</b>
710 Legal & Professional Fees	626.07
720 Payroll Expenses	
720.01 Taxes	2,138.30
720.02 Wages	24,749.00
<b>Total 720 Payroll Expenses</b>	<b>26,887.30</b>
730 Taxes & Licenses	22.30
800 Rent or Lease	9,730.00
805 Utilities	2,093.91
Facebook Fees	118.98

	TOTAL
Gifts	81.18
Job Materials	173.93
PayPal Fees	78.62
Shipping and delivery expense	106.14
Square Fees	42.83
Stripe Fees	0.52
Subcontractors	2,742.40
Uncategorized Expense	250.00
<b>Total Expenditures</b>	<b>\$76,770.02</b>
<b>NET OPERATING REVENUE</b>	<b>\$28,469.74</b>
<b>Other Expenditures</b>	
Miscellaneous	0.00
<b>Total Other Expenditures</b>	<b>\$0.00</b>
<b>NET OTHER REVENUE</b>	<b>\$0.00</b>
<b>NET REVENUE</b>	<b>\$28,469.74</b>

2017 was and AMAZING year.  
**Thank you for your HELP!**





## LOOKING FORWARD TO 2018

- Pop-up Source in Hanford, Tulare, and Porterville
- PRIDE Visalia 2.0
- Transgender Resources
- RISE UP AS 1 Youth Summit
- ADAP Enrollment Site
- HIV Peer Support
- Pride Ride
- Halloween Ball
- PRIDE Prom

LEARN, GROW, BELONG, TRANSFORM, QUESTION + SUPPORT



## BOARD OF DIRECTORS



**NICK VAGAS**  
BOARD CHAIR



**BEVERLY ANDERSON**  
VICE CHAIR



**DANA GALANTE**  
TREASURER



**KATIA CLARK**  
SECRETARY



**KATHRYN HALL**  
PFLAG LIAISON



**REYES ANAYA**  
RECOVERY SERVICES



**NICOLE ZWIEFEL**  
YOUTH BOARD



**JUSTIN KAMIMOTO**  
BOARD MEMBER



**ANTHONY MALDONADO**  
BOARD MEMBER



**SANDRA MEADE**  
BOARD MEMBER



**SARAH STEPHENS**  
BOARD MEMBER