ANNUAL REPORT 2015
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Dear Friends,

2015 was a remarkable year for SAGE and LGBT older people because it presented unique opportunities to advance our agenda—and we seized every last one of them. Indeed, over the past twelve months we have repeatedly demonstrated the remarkable difference we can make for older members of our community when we work together and energetically deploy the full range of tools at our disposal.

A few things made 2015 very special. In June, the Supreme Court decreed that marriage equality for LGBT people was a constitutional right. Then in July, there was the White House Conference on Aging, which takes place once a decade. Ten years ago at the 2005 White House Conference, SAGE made history by becoming the first and only official LGBT delegate to the Conference. Last year, we took it to a whole new level by blanketing the Conference with the testimony of hundreds of LGBT elders from across the country and forging an overwhelming presence at the big event. Our efforts paid off big time, with the announcement by the U.S. Administration on Aging of an important new commitment to make its work more LGBT-inclusive.

SAGE also flexed our policy advocacy muscle in 2015, convincing the U.S. Department for Housing & Urban Development (HUD) to issue a bold new directive to federally-supported senior housing providers across the country to eliminate discrimination against LGBT older people. Of course, putting the right rules in place is only half the battle—bringing those rules to life is where the rubber hits the road. That’s why the powerful advances SAGE engineered last year in its LGBT cultural competency training for aging service providers is so important.
Much of the important progress we made last year was thanks to SAGE’s relentless commitment to collaborate with key partners who can make an important difference for LGBT elders. Of the many partners we worked with in 2015, AARP stands out thanks to a successful pilot program joining SAGE affiliates and AARP local offices in key states across the country. The results far exceeded our expectations, including when we convinced AARP to issue a powerful public statement in support of Houston’s HERO ordinance and in opposition to transphobic fear-mongering. Expect more to come as we keep building on this exciting foundation.

And finally, 2015 was a breakthrough year in SAGE’s efforts to leverage our headquarters and long history in New York City to forge uniquely ambitious LGBT elder services that can inspire similar progress across the nation. SAGE took a huge step in that direction last year when we expanded out of the Chelsea neighborhood to establish full-fledged LGBT senior centers in four new locations, including three of the Big Apple’s most prominent people of color neighborhoods.

There is much more we could talk about, given all of the exciting progress we packed into 2015. Since we can’t cover everything, I hope this annual report shares enough of our highlights so it’s clear why your support for SAGE’s work is so important and why we should be so proud of what we are accomplishing—together—to ensure that every LGBT older person can age with dignity, support and boundless opportunity.

MICHAEL ADAMS
CHIEF EXECUTIVE OFFICER
SAGE leveraged its robust national network to place an LGBT community member in every regional listening session organized by conference leaders before the event. Leading into the day of the conference, SAGE’s strategic efforts convinced The Washington Post to lead off its White House Conference coverage with a focus on LGBT elders.

SAGE’s hard-earned advocacy efforts paid off. We won a big victory at the Conference when the U.S. Administration on Aging agreed to join SAGE in bringing together government-supported local aging offices from across the country to talk about how they can do more for LGBT older people. Because federal dollars are so tight, this historic convening was funded by the Federal Agencies Project, the John Hartford Foundation, and Broadway Cares/Equity Fight AIDS.

The well-attended meeting took place in November at the Gill Foundation’s Denver headquarters and was a powerful step forward in building a more LGBT-welcoming aging services network.

For me, the opportunity to be in that gathering was a significant step forward in a march to equality that is maddeningly slow for LGBTQ seniors. Too many of us are currently living in apprehension and isolation. Those who will be joining that aging constituency over the coming years will come with different expectations—and demands—than their current ‘Silent Generation’ cohort.”

BARBARA SATIN
ELDER VOICES FIGHTING DISCRIMINATION

It’s hard to fathom that despite having the freedom to marry in all 50 states, LGBT people can still be legally fired, denied housing or refused service in more than half the states in this country.

“I celebrate my life and appreciate the opportunity I have been given to share my experiences, resources and support to those coming along. I view this role as an elder as one of the highest honors one can hold. I believe the world needs us.”

BISHOP TONYIA RAWLS

With generous support from the Gill Foundation and the Evelyn and Walter Haas, Jr. Fund, SAGE is elevating the voices of LGBT elders in battles against discrimination at the state and municipal level all across the country.

In 2015, SAGE hosted a Storytelling Summit in North Carolina, collected stories of discrimination in Georgia and featured ten LGBT elders in a statewide campaign in Pennsylvania. SAGE also partnered with AARP to hold town hall meetings in Arizona, Florida and Texas to educate providers, advocates and the public about LGBT aging issues and the need for anti-discrimination protections.
This year, SAGE expanded its reach by developing SAGECare—a visible, measurable set of national credentials for LGBT aging-trained providers. By helping providers advertise their efforts to become LGBT-friendly and empowering the LGBT community to get the care they deserve, this ambitious initiative seeks to transform the health and long-term care sector. Depending on the amount of cultural competency training received, providers can earn SAGECare Bronze, Silver, Gold or Platinum status. A SAGECare credential will signal welcoming, inclusive environments staffed by professionals who know how to work respectfully and effectively with LGBT people and their allies.

For 61 years, Claire and I loved each other. But discrimination was everywhere. When Claire needed more help than I could manage, we moved to a senior community. The staff kept making the wrong assumptions about us. I didn’t want to correct them because I wasn’t sure how they’d react. I wish they had asked the right questions to get to know our story”

MARTHA, 79
Last year, the New York City Council provided $1.2 million that allowed for the most dramatic geographic expansion of services for LGBT older people in the city and country’s history—and bringing SAGE’s number of LGBT Senior Centers to five. SAGE partnered with longtime community supporters GRIOT Circle and the Pride Center of Staten Island to open new centers in Brooklyn and Staten Island. In addition, we increased services and supports in Harlem and opened a new center in the Bronx.

SAGE’s expansion in these diverse communities also provides LGBT elders with culturally and linguistically competent services. Our NYC SAGE Centers are creating new program models that can be replicated in communities across the country.

EXPANDING SAGE CENTERS

From arts and culture to health, wellness and beyond, SAGE services and programs are now available to thousands of LGBT older adults across New York City’s five boroughs with the launch of four new LGBT Innovative Senior Centers in the Bronx, Brooklyn, Harlem and Staten Island.

“

My health has definitely gotten better since I’ve been going to programs at SAGE Center Harlem. I do Zumba and the chronic disease and diabetes self-care sessions really helped. It’s a social place too, I like that.”

NORA-ANN THOMPSON
THERE IS NO PLACE LIKE HOME

SAGE’s National LGBT Elder Housing Initiative, supported by a $1 million grant from the Calamus Foundation, advanced energetically in 2015 and is improving access to affordable housing, addressing housing discrimination and increasing the number of LGBT culturally competent housing providers.

As a long-time SAGE supporter, The Calamus Foundation of New York is proud once again to partner with SAGE to ensure LGBT people can age with dignity and have equal access to supportive housing and care as all other Americans.”

LOUIS BRADBURY
BOARD PRESIDENT
THE CALAMUS FOUNDATION

SAGE’s policy brief, *Welcome Home: Improving Housing Security for LGBT Older Adults*, offers a road map with recommendations to advance this agenda. In 2015, SAGE’s housing webinar series with Enterprise Community Partners enlisted a wide array of ambassadors in these efforts. In addition, SAGE’s persistent advocacy convinced the U.S. Department of Housing and Urban Development (HUD) to issue a strong directive prohibiting discrimination against LGBT older people in federally subsidized and insured housing. In the coming year, we will launch a new web-based platform to help to connect LGBT elders with the housing resources they need to make informed decisions and protect themselves from discrimination.

RESPONDING TO HOUSING CHALLENGES FACING LGBT OLDER ADULTS

- **48%** of older same-sex couples face discrimination when they apply for senior housing.
- **25%** of LGBT older adults report discrimination when seeking housing.
- **44%** of LGBT older adults are very or extremely interested in living in an affordable LGBT-friendly housing development at some point in the future.
FINANCIAL STATEMENTS & SUPPORT

Nancy Stoller and Joan MacQuarrie at an all-woman land collective. Photo by Deborah Craig
OUR SUPPORTERS

SAGE thanks our supporters who have made an investment — of money, time or talent — in our work.

These contributions are vital to our efforts in improving the lives of LGBT older adults across the country. For their cumulative financial support of every type between January 1, 2015 and December 31, 2015, SAGE extends gratitude to the following individuals and institutions.

SAGE NATIONAL LEADERSHIP COUNCIL

The SAGE National Leadership Council is a dynamic network of individuals working alongside SAGE stakeholders, staff and board of directors to raise the visibility of SAGE’s local and national programs through fundraising, outreach and advocacy. These leaders are critical to our success, standing with SAGE to provide resources that meet the needs of our clients and advance the rights of our community. SAGE would like to thank our dedicated and passionate members for their leadership, service and generosity.

Co-Chairs
Larry Chanen, Esq. – New York City
Jennifer Hatch – New York City

Honorary Co-Chair
James C. Hormel – San Francisco

Board Liaison
George Zuber – Fort Lauderdale

Members at Large
Ward Auerbach and Andy Baker – New York City
Carol Davidson and Jody Silver – New York City
Jay R. DiBiaso, Jim Tyrrell and Roger Thomson – Miami
Victoria Hill – Washington, D.C.
Dr. Margaret C. Jacob and Dr. Lynn A. Hunt – Los Angeles
Jay Lesiger and Tom Klebba – New York City
James G. Pepper – Miami
Steve A. Rabin and Jonathan Winslow – Los Angeles
John B. Roberts, Esq. – New York City
Gerald Rupp, Esq. – New York City
Thomas Sciacca, Esq. and Dr. Jeremy S. Elkins – New York City
Ted Snowden and Duffy Violante – New York City
Joy A. Tomchin – New York City
Richard C. Weber – New York City/Miami

The Calamus Foundation, Philanthropic Member Organization – New York City
FOUNDATIONS

$500,000 or more
Anonymous
The Calamus Foundation
The Harry and Jeanette Weinberg Foundation, Inc.

$100,000 – $249,999
Booth Ferris Foundation
Gill Foundation
MAC AIDS Fund
New York Community Trust
Rockefeller Philanthropic Advisors

$10,000 – $24,999
James N. Jarvie Commonweal Service
The Ted Snowdon Foundation
Design Industries Foundation Fighting AIDS (DIFFA)
The David Geffen Foundation
John A. Hartford Foundation
FJC—A Foundation of Philanthropic Funds
The Small Change Foundation

$50,000 – $99,999
Arcus Foundation
The van Ameringen Foundation
Evelyn and Walter Haas, Jr. Fund
deKay Foundation
Broadway Cares/Equity Fights AIDS
John H. & Ethel G. Noble Charitable Trust
MetLife Foundation

GOVERNMENT

U.S. Department of Health and Human Services – Administration on Community Living
New York State Department of Health, New York State Office for the Aging, New York State Office of General Services
New York City Department for the Aging, New York City Department of Health and Mental Hygiene

New York State Assembly Member Deborah Glick
New York State Assembly Member Brad Hoylman
New York State Assembly Member Daniel O'Donnell

New York City Council Speaker Melissa Mark-Viverito
New York City Council Member Margaret Chin
New York City Council Member Maria del Carmen Arroyo
New York City Council Member Inez E. Dickens
New York City Council Member Daniel Garodnick

New York City Council Member Corey Johnson
New York City Council Member Ben Kallos
New York City Council Member Brad Lander
New York City Council Member Mark Levine
New York City Council Member Carlos Menchaca
New York City Council Member Rosie Mendez
New York City Council Member Annabel Palma
New York City Council Member Helen Rosenthal
New York City Council Member Ritchie Torres
New York City Council Member James Vacca
New York City Council Member Jimmy Van Bramer

Bronx Borough President Ruben Diaz, Jr.
Brooklyn Borough President Eric L. Adams
Manhattan Borough President Gale A. Brewer
### CONDENSED STATEMENT OF FINANCIAL POSITION

As of June 30, 2015 and June 30, 2014

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Investments</td>
<td>$1,538,766</td>
<td>$2,070,881</td>
</tr>
<tr>
<td>Receivables and Pledges</td>
<td>$2,961,469</td>
<td>$1,248,140</td>
</tr>
<tr>
<td>Prepaid Expenses and Other Assets</td>
<td>$516,044</td>
<td>$438,626</td>
</tr>
<tr>
<td>Property &amp; Equipment, Net</td>
<td>$4,159,878</td>
<td>$4,356,798</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$9,176,157</td>
<td>$8,114,445</td>
</tr>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payables and Accrued Liabilities</td>
<td>$676,845</td>
<td>$319,750</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>$281,562</td>
<td>$309,715</td>
</tr>
<tr>
<td>Deferred Revenues</td>
<td>$184,886</td>
<td>$184,886</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>$1,143,293</td>
<td>$814,351</td>
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<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$5,918,836</td>
<td>$5,515,504</td>
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<tr>
<td>Temporarily Restricted</td>
<td>$2,114,028</td>
<td>$1,784,590</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>$8,032,864</td>
<td>$7,300,094</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$9,176,157</td>
<td>$8,114,445</td>
</tr>
</tbody>
</table>

### CONDENSED STATEMENT OF CASH FLOWS

For the year ending June 30, 2015

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash provided by (used in) operating activities</td>
<td>$(459,783)</td>
</tr>
<tr>
<td>Net cash provided by (used in) investing activities</td>
<td>$(9,408)</td>
</tr>
<tr>
<td>Net cash provided by (used in) financing activities</td>
<td>$(11,457)</td>
</tr>
<tr>
<td><strong>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</strong></td>
<td>$(480,648)</td>
</tr>
<tr>
<td>Cash and cash equivalents at beginning of year</td>
<td>$1,591,091</td>
</tr>
<tr>
<td>Cash and cash equivalents at end of year</td>
<td>$1,110,443</td>
</tr>
</tbody>
</table>
## CONDENSED STATEMENT OF ACTIVITIES

*For the years ending June 30, 2015 and June 30, 2014*

### SUPPORT AND REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants and Contracts</td>
<td>$3,332,237</td>
<td>$2,010,815</td>
</tr>
<tr>
<td>Contributions Individuals and Foundations*</td>
<td>$4,830,144</td>
<td>$3,258,423</td>
</tr>
<tr>
<td>Special Events (Net)</td>
<td>$603,102</td>
<td>$574,209</td>
</tr>
<tr>
<td>Program Fees</td>
<td>$262,610</td>
<td>$220,043</td>
</tr>
<tr>
<td>Investment and Other Income</td>
<td>$20,149</td>
<td>$16,544</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT AND REVENUE</strong></td>
<td><strong>$9,048,242</strong></td>
<td><strong>$6,080,034</strong></td>
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</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs and Direct Services</td>
<td>$6,395,706</td>
<td>$4,656,950</td>
</tr>
<tr>
<td>Administration</td>
<td>$712,349</td>
<td>$589,810</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,207,417</td>
<td>$1,089,124</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$8,315,472</strong></td>
<td><strong>$6,335,884</strong></td>
</tr>
</tbody>
</table>

### CHANGE IN NET ASSETS**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>$732,770</strong></td>
<td><strong>$(255,850)</strong></td>
</tr>
</tbody>
</table>

*Includes Donated Services and Products, Corporate Giving (non-event related), Memberships and Bequests*

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*Includes Donated Services, Memberships and Bequests*

**In both FY13 and FY14 SAGE received Capital revenue from City for the 15th floor renovations, $2,148,880 and $1,221,675 for FY13 and FY12 respectively.*