

# ANNUAL REPORT

## 2019



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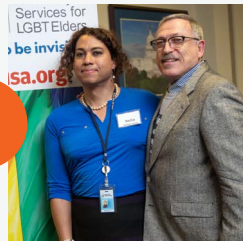
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SAGE thanks our supporters who have made an investment—of money, time or talent—in our work.

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# Message from the CEO

Dear Friends,

As we struggle through the worst public health and economic crisis in nearly a century, along with an explosion of racist attacks against Black Americans and game-changing protests in response, 2019 has receded in our memories. The world has changed dramatically in recent weeks and months. Even so, there is still value in finding the right moment to reflect back on the year past in order to find crucial insights on both the progress we've made and how SAGE and LGBT elders are positioned to rise to meet the current challenges—to defeat a pandemic and to dismantle systemic racism.

Through SAGE's first-ever National Day of Advocacy in March 2019, LGBT elders became a force to be reckoned with on Capitol Hill. Just how much we accomplished became apparent in early 2020, when we secured congressional passage of an LGBT-inclusive Older Americans Act for the very first time! Our successful strategy for winning the first LGBT legislative victory of the Trump era propels our work ahead, through the power of our elders and their stories (the centerpiece of SAGE's Stonewall 50 campaign in 2019), the benefits of coalition work, an unyielding commitment to standing strong against right-wing opposition, and much more.

As we witness the federal government's miserably inept responses to COVID-19 and systemic racism, we are reminded that despite SAGE's big federal win on the Older Americans Act, state-level advocacy is where much of our progress will need to be made. Opponents of both LGBT and racial equality remain in firm control of the White House and U.S. Senate, at least through the November elections. The fact that SAGE has become increasingly adept at collaborating with key partners and achieving victories at the state level will be a big boon for our LGBT aging agenda in the years ahead. We recognize that in order for that agenda to benefit all of our elders, it must be informed by a strong racial equity lens.

In the face of crisis and dramatic social change, movement-building is likely to be more important as we look to the future. That's one reason why I'm so excited about SAGE's amazing movement of LGBT-friendly housing advocates, as evidenced by our first National LGBT Elder Housing Symposium in 2019. As the pandemic and recent protests bring the dangers of income and race inequality into sharp

“We will meet and overcome the challenges posed by COVID-19 and systemic racism, thereby ensuring all LGBT elders—including those who are Black and brown—keep making progress and can live the lives they deserve as they grow older.”

relief, SAGE's equity-infused housing work becomes even more relevant. Our health and our very survival as a democracy depend on doing the hard work to reverse these equity gaps.



Similarly, COVID-19 has shone a spotlight on weaknesses in our health care system and long-term care. We've all watched with horror as so many elders lose their lives in long-term care facilities. The solutions for long-term care are complex, as many elders need the kind of advanced care that is only available in institutional settings. Given the clear need to strengthen residential care, I'm particularly pleased that SAGE has become such an increasingly impactful player in that sector through the launch of our Long-Term Care Equality Index partnership with the Human Rights Campaign. Thanks to our accomplishments in 2019, we are very well-positioned to ensure that LGBT elders will be firmly on the radar screen as the long-term care sector crafts new strategies to ensure the health and wellbeing of elders in residential care settings.

And finally, there is the issue of boundaries. Both COVID-19 and anti-Black violence provide dramatic reminders that we are living in a truly interconnected world where what happens in one community and one country impacts all of us. That recognition lies at the root of SAGE's commitment to racial equity—we cannot live up to our mission to improve the quality of life of all LGBT elders unless we work consistently for a world in which Black Lives Matter everywhere. This recognition is also at the root of SAGE's global work on behalf of LGBT older people—a recognition that we are connected to LGBT communities in other countries, just as they are connected to us.

So, even in these most difficult of times, let's take a moment to celebrate and learn from SAGE's numerous accomplishments over the last year. In so many respects, 2019 was a very good year for LGBT older people. We will meet and overcome the challenges posed by COVID-19 and systemic racism, thereby ensuring all LGBT elders—including those who are Black and brown—keep making progress and can live the lives they deserve as they grow older.

Sincerely,

A handwritten signature in black ink that reads "Michael Adams".

Michael Adams  
CHIEF EXECUTIVE OFFICER

# SAGE BY THE NUMBERS 2019

## CULTURAL COMPETENCY TRAINING

**23,500+**

professional caregivers from

**361** organizations across **45** states trained in caring for LGBT elders

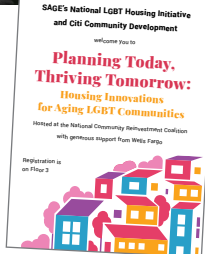
**137** organizations credentialed **57,693** LGBT older people served



## HOUSING

**82** participants representing

**51** organizations engaged in housing development, policy, and nonprofit services attended SAGE's first **LGBT Elder Housing Symposium** in Washington, D.C.



SAGE is also supporting progress on the creation of **942** units of LGBT-affirming affordable elder housing nationwide.

## SAGE IN THE SPOTLIGHT

**2,245** media hits, a **296%** increase over 2018

with coverage in leading media outlets, including The New York Times, CNN, The Chicago Tribune, NBC Nightly News, and The Washington Post, among many others.



With the spotlight on LGBT elders during Stonewall 50 celebrations, SAGE hit stratospheric reach via traditional media like television, radio and print, as well as digital media outlets. This means that nearly

**3 BILLION** people heard about SAGE's work in 2019.



## SAGE ADVOCACY

SAGE's advocacy campaigns achieved more than

**54,000+** engagements and mobilized more than **30,983** people to take action through petitions and pledge actions.

**7** states advanced legislation to protect, support and increase services for LGBT older people.

Total # of people who are now in states with LGBT aging legislation:\*

**New York = 19.4m**

**Illinois = 12.6m**

**Rhode Island = 1m**

**Pennsylvania = 12.8m**

**New Jersey = 8.8m**

**California = 39.5m**

**Washington, D.C = 705k**

*\*Total state populations*



**120** LGBT elders, activists, and supporters joined SAGE's inaugural National Day of Advocacy in Washington, D.C.

## NATIONAL RESOURCE CENTER ON LGBT AGING

**15,161** Best Practice Guides distributed to help organizations create welcoming, inclusive services for LGBT older people.

SAGE delivered presentations on culturally competent services for LGBT older people at **15 national, regional and state conferences with 1,741 attendees.**

## NATIONAL NETWORK

**30** affiliates in **22** states plus Puerto Rico

**35,000** hours of programs and services per year

**700,000** people reached through community events

**40+** SAGE Tables hosted

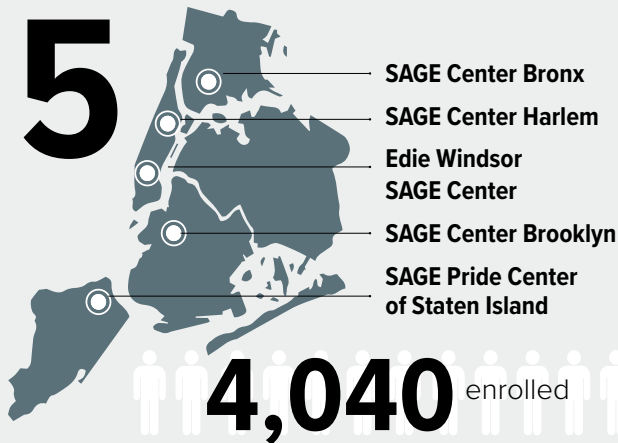




# SAGE BY THE NUMBERS 2019

## SAGE CENTERS

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4,040 enrolled

## NUTRITION PROGRAMMING

2,114 meal attendees 36,989 meals served

27 food pantry days 213 food pantry attendees

## HEALTH AND WELLNESS PROGRAMMING

1,165 events 902 attendees

## ARTS CULTURE AND TECH PROGRAMMING

6,088 events  
2,496 attendees



## EXERCISE PROGRAMMING

1,065 events 927 attendees

## VOLUNTEERS

366 in-house volunteers 28,000+ hours



## SAGE HOUSING

2,000 applicants for SAGE Housing

29 organizations reached 13 serve minority populations of LGBT elders with intersecting identities

## CULTURAL COMPETENCY TRAINING

11,393 professional caregivers from 23 organizations across New York State trained in caring for LGBT elders.

12 organizations credentialed 18,910 LGBT older people served

## FRIENDLY VISITORS

92 Friendly Visitors 23 Respite Buddies

5,920 hours served 2,911 volunteer visits



We only ask volunteers to commit to 1 year of service, but over **50% of our volunteers** have been with the program **3+ years.**

## HIV SUPPORT

520 elders living with HIV received services 21 events

In the 4 years since its inception, SAGEPositive has served over **1,400** participants

## Making History on Capitol Hill

SAGE's tireless push for the rights of LGBT older people reached new heights in March 2019, with our first-ever National Day of Advocacy on Capitol Hill. We mobilized more than 120 LGBT elders, allies, SAGE affiliate leaders, and activists from 20 states and Puerto Rico to share their stories with dozens of congressional representatives, encouraging them to join our fight for the rights of LGBT older people. After meeting with SAGE constituents, Senator Cory Booker declared, "I want to thank SAGE—you guys rock. Thank you for all of the work you are doing, and let's continue the advocacy so that one day we can be a nation where everyone is equal."



SAGE's inaugural National Day of Advocacy coincided with the reintroduction of the Equality Act, a critically important piece of federal

< Ruthie Berman, the bill's namesake, passionately made the case for protections.



legislation that would add sexual orientation and gender identity to existing civil rights laws and strengthen protections for LGBT people, including women, people of color, and religious minorities. SAGE also championed a groundbreaking legislative initiative to improve LGBT older people's access to services—the Ruthie and Connie LGBT Elder Americans Act and continued to make the case for an LGBT-inclusive Older Americans Act.

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**OVER 50% OF THOSE LIVING  
WITH HIV TODAY ARE AGE 50+**  
**HIV IS AN AGING ISSUE.**



## STANDING UP FOR AND WITH PEOPLE AGING WITH HIV

In 2019, SAGE was awarded Gilead's Age Positively grant, and formed the HIV & Aging Policy Action Coalition (HAPAC)—a vibrant nationwide coalition of 18 organizational leaders who represent the diversity of HIV and aging issues. HAPAC is working to identify and address the most urgent policy issues—at the state and federal levels—affecting the lives and well-being of people aging with HIV.

## Going Global

As a commitment to LGBT elders across the globe, SAGE deepened our international engagement in 2019.

In November, SAGE traveled to Bogotá, Colombia to join our SAGE Puerto Rico affiliate and partners from Costa Rica and Bolivia to highlight the needs of LGBT older adults at the VIII Regional Conference of the International LGBTI Association—Latin America & Caribbean (ILGA LAC). SAGE and LGBT older people spoke at the opening plenary, and held workshops and events to encourage more than 250 conference participants from over 100 LGBT organizations across Latin America to prioritize LGBT older people in their work. We also held our first-ever meeting with Victor Madrigal-Borloz, the UN Independent Expert on Sexual Orientation and Gender Identity, to make the case for a UN focus on LGBT elders.



# A YEAR OF ADVOCACY

## Intensifying Our State-Level Advocacy and Celebrating Big Wins

SAGE's state-level advocacy reached new heights in 2019, with wins from New York to Illinois and beyond. Our work on state and local LGBT aging legislation and policies in key areas nationwide ensures that older LGBT people can access the services they need, while building momentum to pressure Congress to act on federal legislation that protects our community.

In January, SAGE and other LGBT civil rights activists celebrated the passage of the Gender Expression Non-Discrimination Act (GENDA) by the New York State Senate. This long-awaited law adds gender identity and gender expression to the list of protected categories under the state's civil rights laws, providing essential legal protections for transgender and gender nonconforming New Yorkers. In June, the New York State legislature passed sweeping legislation addressing several pivotal issues affecting LGBT New Yorkers, including the Restoration of Honor Act. As a result, LGBT veterans who received a less-than-honorable discharge due to their sexual orientation or gender identity—including those who access our SAGEVets program, which supports and assists older LGBT veterans in accessing programs—would finally be able to access all of the services and support of the Veterans Administration in New York State. As a result of SAGE's advocacy, a bill passed requiring LGBT cultural competence training for employees working with older New Yorkers. The legislature also passed a bill banning conversion therapy, an arcane and dangerous practice that has caused extraordinary harm to untold numbers of LGBT people—particularly LGBT elders—for decades.

In the spring, SAGE celebrated a major breakthrough in Illinois, with the passage of legislation advanced



^ Serena Worthington, SAGE's Director of U.S. and Global Collaborations, with Illinois State Senator Ram Villivalam and Mike Ziri from Equality Illinois, when she testified in support of SB 1319 on May 23, 2019.

by SAGE and Equality Illinois to ensure that LGBT older people and those living with HIV are targeted for elder services in Illinois. The law was signed in August by Governor J.B. Pritzker, making Illinois the first state to designate older adults living with HIV, and the third state to identify LGBT older adults, as populations of "greatest social need" for inclusion in aging programming.

As momentum built for the federal LGBT Equality Act, SAGE played an important role in building

legislative support among Florida's House delegation. SAGE partnered with Equality Florida, Freedom for All Americans, and local partners, to amplify local voices and encourage support for the Equality Act through town hall gatherings, a digital outreach campaign, and meetings with Florida House members. By bringing forth the voices and concerns of LGBT elders, SAGE helped garner committed

support for the Equality Act. This momentum led to a major victory celebrated by the LGBT community in May 2019, when the U.S. House of Representatives passed the Equality Act, explicitly adding sexual orientation and gender identity protections to existing civil rights laws for the first time.



## A Brightened Outlook: SAGE's Friendly Visitor Program

**Over 40 years, SAGE's Friendly Visitor Program has brought companionship and practical support to hundreds of older LGBT people** who are homebound or in long-term care settings like nursing homes. This is one of countless stories about how this signature SAGE program replaces isolation with connection and care....

*Vieve is a 75-year-old transgender woman who was born and raised in the Bronx. Vieve lived alone until last year, when she suffered a stroke that left her unable to walk. She has remained in a nursing home ever since.*

*When she was first referred to SAGE, Vieve was experiencing a deepening sense of isolation and loneliness. At times, her nursing home seemed*

*ill-equipped to care for the unique needs of a transgender patient. In addition, the staff found it difficult to engage Vieve in conversation, as her speech was impacted by the stroke.*

*In early 2019, Vieve was matched with a Friendly Visitor volunteer named June, and the two have become fast friends. Each week, June takes Vieve out in her wheelchair to stroll around the neighborhood. Over time, with the June's patience and consistency, Vieve's trust has increased, and she has expressed how much she enjoys these visits. When the cold winter months arrived, SAGE was able to buy Vieve a new winter coat, gloves, and boots, at June's suggestion. This allowed for longer outings in cooler weather. The caring, nurturing bond that has formed between the two brightens Vieve's outlook each week.*

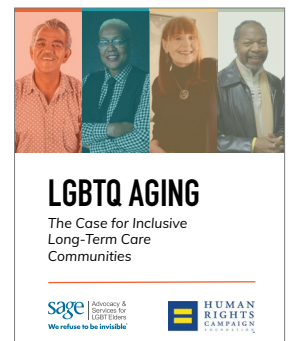


### BRINGING SAGE'S FRIENDLY VISITOR PROGRAM TO FLORIDA

In October 2019, SAGE launched our Friendly Visitor Program in South Florida, in partnership with the South Florida Institute on Aging (SoFIA) and with the generous support of the Our Fund Foundation. This program matches isolated or homebound older LGBT people with trained volunteers who provide caring companionship. The Friendly Visitor Program was SAGE's very first program, celebrating its 40th anniversary in 2019.

## Promoting Quality Services for LGBT Older People in Long-Term Care

As many as 4.7 million LGBT elders will need long-term care and support by 2030. After years of groundwork, **SAGE and the Human Rights Campaign launched the Long-Term Care Equality Index**—a nationwide tool to assess how well long-term care facilities (including independent and assisted living, memory care and continuing care retirement communities, skilled nursing facilities, and hospice care sites) are treating their LGBT residents. Our high visibility launch—to an audience of 3,000 at the annual Aging in America conference—resulted in endorsements by 48 national, statewide, regional and local aging, aging services, and LGBT membership and advocacy organizations. These organizations are pledging to support responsive, culturally competent care for LGBT older people. As part of the high-impact launch, HRC and SAGE produced a video to jumpstart the self-assessment phase in which long-term care facilities examine and demonstrate how well their intentions are translating into actions that optimize the experience of LGBT elders in their care. SAGE would like to thank our generous sponsors, the Ted Snowden Foundation and AARP Foundation, without whom the Long-Term Care Equality Index would not be possible.



# A YEAR OF ADVOCACY

## Transforming the Landscape of Housing Opportunities for Older LGBT People Building (Literally!) a Movement of LGBT Elder Housing Advocates

For years, SAGE has provided visionary leadership on access to safe, affordable housing for LGBT older people, and in 2019 we achieved truly groundbreaking results. In December, SAGE and our developer BFC Partners celebrated the opening of **Stonewall House, New York State's first and the country's largest LGBT-friendly affordable elder housing development.** This 100% affordable housing development, located in Fort Greene, Brooklyn, was designed to provide housing for older LGBT people. SAGE is operating Stonewall House's on-site SAGE Center, a full-scale community center for elders featuring programs and services for Stonewall House residents and older people throughout Fort Greene. SAGE's valued partners in this first-of-its-kind housing developments are the NYC Housing Authority, BFC Partners, NYC Housing Development Corporation, and NYC Department of Housing Preservation and Development. In 2020, SAGE will also open the second of its LGBT-friendly senior housing in New York, Crotona Senior Residences, in Crotona Park East.



**“Getting to live here is a dream come true. I am so excited to move into Stonewall House and be part of a community that is LGBT-friendly. I was born and bred in Brooklyn and coming back to the area is like coming home.”**

*—Diedra Nottingham, Stonewall House resident*



We're also building a nationwide movement for LGBT-inclusive housing across America. To energize interest in LGBT elder housing issues and forge meaningful solutions, **SAGE held the first-ever National LGBT Elder Housing Symposium in Washington, D.C.** in October 2019. This history-making gathering—“Planning Today, Thriving Tomorrow: Housing Innovations for Aging LGBT Communities”—brought together developers, nonprofits, and policy experts from around the country to push the envelope forward on developing culturally competent LGBT-affirming housing and creating new partnerships to increase housing opportunities for LGBT older people nationwide.



## Stonewall 50: Still Out in Front

As our community and allies across the globe celebrated the 50th anniversary of the Stonewall Uprising, SAGE ensured that our LGBT elder pioneers were front and center in the celebration.



With pro bono support from the media firm M Booth, SAGE leveraged every available opportunity to spark unprecedented

visibility, recognition and support for LGBT older people—and build support across generations—as we marked the momentous occasions of Stonewall 50 and World Pride.

**At the height of the Stonewall 50 and World Pride celebrations throughout the summer of 2019, we were, quite literally, everywhere!** SAGE and our participants appeared in countless media outlets, including The New York Times, CNN, The Associated Press, NBC Nightly News, and The Washington Post. We broke through internationally with features in outlets like Der Spiegel (Germany's top newspaper) and EFE (the Spanish-language Associated Press).



We rolled out a major public education campaign called “(in)visible?” featuring striking images of fierce and fabulous LGBT older people to celebrate our community’s vitality and highlight the unique needs of LGBT elders. The campaign, which launched in June with billboard ads in Times Square that ran several times an hour, day and night, throughout Pride Week, was viewed by millions of people. Our Facebook and Instagram ads reached countless people worldwide, inspiring tens of thousands to visit SAGE’s website and learn about our work. The campaign illustrated the resilience of LGBT older people while spotlighting the pervasive discrimination they face—and their refusal to be invisible. The photos in this exquisite and powerful series were a collaboration with Advance Style, run by Los Angeles-based photographer Ari S. Cohen.

SAGE also embarked on a unique collaboration with StoryCorps, National LGBTQ Task Force, GLSEN, and GRIOT Circle to launch Stonewall Outloud, a project in which 500 young people celebrated the contributions of LGBT elders by interviewing them and uploading their stories for preservation by the Library of Congress. This massive effort reached more than 4.2 million people nationwide, inspiring more than 2.4 million to watch animated accounts of the LGBTQ experience.

< Times Square billboards featuring SAGE’s “(in)visible?” public education campaign.



# A YEAR OF ADVOCACY

## STILL OUT IN FRONT

50 YEARS OF PRIDE

**SAGE's Stonewall 50 campaign strategy included a strong focus on building intergenerational connection in our community.** We partnered with Airbnb to

develop a moving five-minute video in which LGBT elders and younger people shared their stories with each other and built bridges across generations. This intergenerational ad campaign was featured on countless social media sites and bus shelters across New York City.

We extended our intergenerational reach by working with Mashable—which, at 55 million page views per month, has enormous influence—to reach their younger-skewing audience by creating emotionally resonant videos with SAGE participants sharing their stories of Stonewall and the HIV/AIDS epidemic. We also placed Stonewall 50 stories in Teen People, them., and other media geared toward young people.

**SAGE took center stage at the historic World Pride Opening Ceremony Concert** on June 26, sharing our message before a live audience of 13,000 at Barclays Center in Brooklyn. We were tremendously honored to be selected as one of just three beneficiaries for this illustrious event. Whoopi Goldberg led the crowd in chanting SAGE's slogan—"We refuse to be invisible"—before introducing SAGE participant Lujira Cooper, who spoke about how SAGE has helped her pursue her dreams.



^ Lujira Cooper on screen at the World Pride Opening Celebration.

Throughout Pride Month, our longtime partner, Wells Fargo, promoted a special SAGE feature as the opening screen shot on its ATMs across the country, bringing enormous visibility to LGBT elders. Our corporate partner Jet created and promoted a moving series of videos with SAGEs Marsha Stone and Alston Green, telling their stories of life in the Stonewall era.

**In October, we “tied the bow” on our commemoration of Stonewall 50 by celebrating influential advocates and change-agents at our annual SAGE Awards & Gala.** Honorees included Emmy and Tony Award-winning actor André De Shields, Emmy Award-winning actor Leslie Jordan, and Stacey Friedman, Executive V.P. and General Counsel for JPMorgan Chase & Co. Broadway star and Tony Award-winning actress Laura Benanti performed. Jay Toole, a Stonewall survivor and longtime LGBT activist, spoke about their experience on the front lines of our community's struggle for equality.

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^ SAGE Awards & Gala honorees André De Shields, Stacey Friedman and Leslie Jordan, featured performer Laura Benanti, and featured speaker, Stonewall survivor Jay Toole.

# Our Supporters

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



## SAGE 2019 National Leadership Council

SAGE's National Leadership Council is a dynamic network of ambassadors committed to raising the visibility of SAGE through fundraising, outreach, and advocacy. These leaders are critical to our success, standing with SAGE to provide resources to meet the needs of our elders and to advance the rights of our community. SAGE would like to thank our dedicated and passionate members for their leadership, service, and generosity.

### Co-Chairs

Jennifer Hatch  
William Weinberger  
Kevin Williams

### Honorary Co-Chair

James C. Hormel

### Philanthropic Member Organization

The Calamus Foundation

### Members at Large

Harvey Abrams & Michael Sites  
Ward Auerbach and Andy Baker  
Lawrence Chanen & Jack Burkhalter  
Carol Davidson & Jody Silver  
Jay Lesiger & Tom Klebba  
Thomas Luciano  
James G. Pepper

Barbara A. Rosen & Patricia Martone  
Thomas Sciacca, Esq.  
Ted Snowden and Duffy Violante  
Joy A. Tomchin  
Jim Tyrrel & Roger Thomson  
Ellis Woodward



# OUR SUPPORTERS

## Foundations

### \$250,000+

Anonymous	The Harry and Jeanette Weinberg Foundation, Inc
The Calamus Foundation	

### \$100,000 – 249,999

AARP Foundation	Retirement Research Foundation	H. van Ameringen Foundation
Evelyn and Walter Haas, Jr. Fund	Rockefeller Philanthropic Advisors	Wells Fargo Housing Foundation
New York Community Trust	The Ted Snowden Foundation	

### \$50,000 – 99,999

The Keith Haring Foundation Inc.	MetLife Foundation	John H. & Ethel G. Noble Charitable Trust
MAC AIDS Fund		

### \$25,000 – 49,999

Louis and Anne Abrons Foundation, Inc.	Anonymous (Marty and Dorothy Silverman Foundation)	James N. Jarvie Commonweal Service
Alphawood Foundation	Broadway Cares/Equity Fights AIDS	

### \$10,000 – 24,999

Bank of America Foundation	The Helene Foundation	The Small Change Foundation
Citizens Committee for New York City	Johnson Family Foundation	Tides Foundation

### \$5,000 – 9,999

AHS Foundation	The John A. Hartford Foundation	Rutgers Presbyterian Church
Anonymous	The Hello Beautiful Foundation	Spiegel Family Burn Foundation
Arcus Foundation	Janssen Therapeutics	Peck Stacpoole Foundation
Design Industries Foundation	John L. McHugh Foundation	
Fighting AIDS	Marvel S. Platoff Foundation	

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## Government

U.S. Department of Health and Human Services – Administration on Community Living  
 New York State Department of Health  
 New York State Dormitory Authority  
 New York State Office for the Aging  
 New York State Division of Veteran Affairs  
 New York State Homes and Community Renewal  
 New York City Department for the Aging  
 New York City Department of Health and Mental Hygiene  
 New York City Human Resources Administration  
 Brooklyn Borough President Eric Adams  
 Manhattan Borough President Gale Brewer  
 New York City Council Speaker Corey Johnson  
 New York City Council Majority Leader Laurie Cumbo  
 New York City Council Member Diana Ayala  
 New York City Council Member Margaret Chin  
 New York City Council Member Chaim Deutsch

New York City Council Member Daniel Dromm  
 New York City Council Member Vanessa Gibson  
 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 Bill Perkins  
 New York City Council Member Keith Powers  
 New York City Council Member Carlina Rivera  
 New York City Council Member Ydanis Rodriguez  
 New York City Council Member Helen Rosenthal  
 New York City Council Member Ritchie Torres  
 New York City Council Member Jimmy Van Bramer  
 New York State Assemblymember Michael Blake  
 New York State Senator John Brooks  
 New York State Senator Brad Hoylman  
 New York State Senator Gustavo Rivera

## Condensed Statement of Financial Position

As of June 30, 2018 and June 30, 2019

	2018	2019
<b>ASSETS</b>		
Cash and Investments	\$ 5,076,490	\$ 3,758,560
Receivables and Pledges	\$ 4,170,634	\$ 4,737,716
Prepaid Expenses and Other Assets	\$ 530,061	\$ 757,177
Property & Equipment, Net	\$ 10,871,224	\$ 10,822,698
<b>TOTAL ASSETS</b>	<b>\$ 20,648,409</b>	<b>\$ 20,076,151</b>
<b>LIABILITIES</b>		
Payables and Accrued Liabilities	\$ 611,844	\$ 714,421
Loan Payable	\$ 7,178,793	\$ 6,987,646
Other Liabilities	\$ 161,883	\$ 193,052
<b>TOTAL LIABILITIES</b>	<b>\$ 7,952,520</b>	<b>\$ 7,895,119</b>
<b>NET ASSETS</b>		
Unrestricted	\$ 9,065,078	\$ 8,281,820
Temporarily Restricted	\$ 3,630,811	\$ 3,899,212
<b>TOTAL NET ASSETS</b>	<b>\$ 12,695,889</b>	<b>\$ 12,181,032</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 20,648,409</b>	<b>\$ 20,076,151</b>

## Condensed Statement of Cash Flows

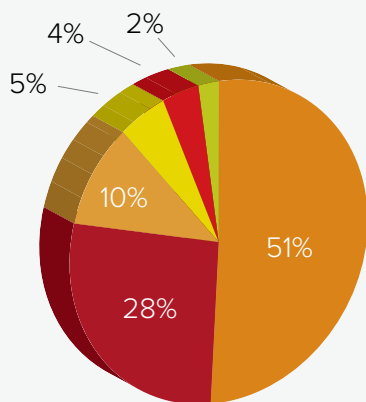
For the years ending June 30, 2018 and June 30, 2019

	2018	2019
Net cash provided by (used in) operating activities	\$ 1,816,114	\$ (692,392)
Net cash provided by (used in) investing activities	\$ 22,785	\$ (1,639,675)
Net cash provided by (used in) financing activities	\$ (215,707)	\$ (206,441)
Net increase (decrease) in cash and cash equivalents	\$ 1,623,192	\$ (2,538,508)
Cash and cash equivalents at beginning of year	\$ 3,390,701	\$ 5,013,893
Cash and cash equivalents at end of year	\$ 5,013,893	\$ 2,475,385

## Condensed Statement of Activities

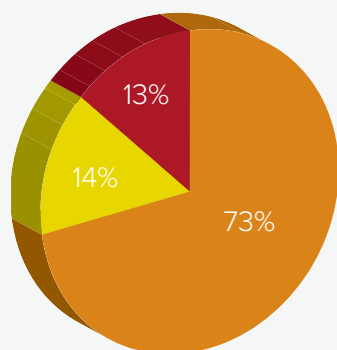
For the years ending June 30, 2018 and June 30, 2019

	2018	%	2019	%
<b>SUPPORT AND REVENUE</b>				
Government Grants and Contracts	\$ 4,046,161	29%	\$ 3,940,066	28%
Contributions Individuals and Foundations*	\$ 6,607,848	48%	\$ 6,777,489	51%
Special Events (Net)	\$ 956,535	7%	\$ 1,295,938	10%
Bequests	\$ 1,516,821	11%	\$ 715,421	5%
Program Fees	\$ 433,875	3%	\$ 481,274	4%
Investment and Other Income	\$ 176,553	1%	\$ 204,433	2%
<b>TOTAL SUPPORT AND REVENUE</b>	<b>\$ 13,737,793</b>	<b>100%</b>	<b>\$ 13,414,621</b>	<b>100%</b>
<b>EXPENSES</b>				
Programs and Direct Services	\$ 8,285,486	73%	\$ 10,173,823	73%
Administration	\$ 1,737,270	15%	\$ 1,821,372	13%
Fundraising	\$ 1,389,810	12%	\$ 1,934,283	14%
<b>TOTAL EXPENSES</b>	<b>\$ 11,412,566</b>	<b>100%</b>	<b>\$ 13,929,478</b>	<b>100%</b>
<b>CHANGE IN NET ASSETS</b>	<b>\$ 2,325,227</b>		<b>(\$ 514,857)</b>	



### SUPPORT AND REVENUE FY2019

- Contributions Individuals and Foundations\* (51%)
- Government Grants and Contracts (28%)
- Special Events (Net) (10%)
- Bequests (5%)
- Program Fees (4%)
- Investment and Other Income (2%)



### EXPENSES FY2019

- Programs and Direct Services (73%)
- Fundraising (14%)
- Administration (13%)




\* Includes Donated Services and Memberships





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