

THE SOURCE LGBT+ CENTER

# ANNUAL REPORT 2018



THESOURCELGBT.ORG

# IMPACT



We believe that when people feel safe and included, the whole community thrives. With your support, The Source LGBT+ Center continues to make unprecedented progress in our area despite a divisive political landscape.

This year, The Source is thriving in ways we couldn't expect. We were named Outstanding Queer Nonprofit at the annual QueerOut Awards Gala in Fresno, Nonprofit of the Year by Tulare Kings Hispanic Chamber and I was humbled and honored to accept the Community Leader of the Year award from ACT for Women and Girls. These recognitions affirm we are having a huge impact and changing lives in our community.

If you check our Facebook page you will find over 10,000 likes (an increase of 7,000 from last year), 20 special events, 12+ sensitivity trainings, 12+ HIV peer support meetings, a vibrant Transgender Resources Program, our second annual PRIDE Ride and PRIDE Visalia attended by over 3,000

community members, national and international media attention in The Advocate. The Source hosts the only Crystal Meth Anonymous meeting in Tulare County and is home to the Donald Broyles Memorial Library.

We continue to engage our community with FIRST Friday art exhibits, our annual Transgender Day of Remembrance, our LGBT Youth Leadership Academy, PRIDE Prom, a Youth Activities Board, and our acclaimed fundraising event, Visalia Over The Edge. This community event raised over \$100k for The Source and was the first of its kind for our area. Over 70 people rappelled down the face of the Visalia Marriott to raise visibility, awareness, and community support for LGBT+ people.

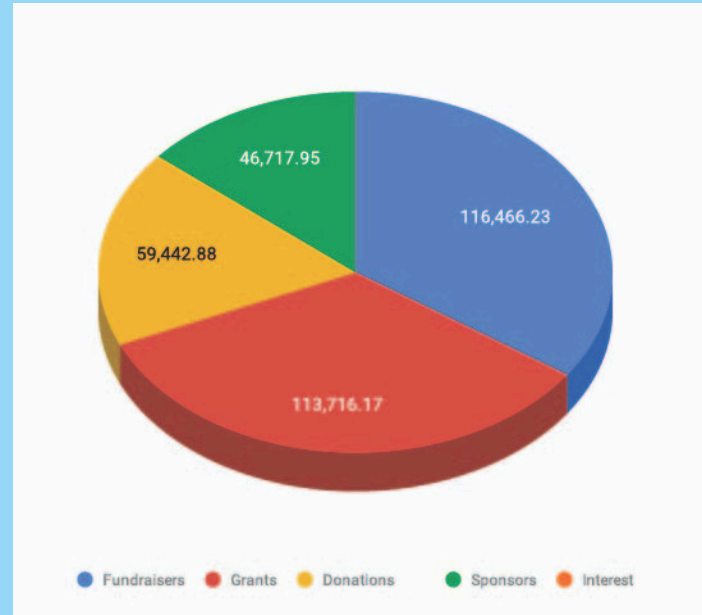
Brian Poth | Executive Director

**"WHEN PEOPLE FEEL SAFE  
AND INCLUDED THE WHOLE  
COMMUNITY THRIVES"**



# INVESTMENT

# \$336K



Your support makes a difference. Our projected budget our first year was \$20,000 and our community helped us raise over \$35,000. In our second year, we more than tripled that with an operating budget exceeding \$135,000. In 2018, our operating budget nearly tripled again to over \$336,000. This increase in capacity has allowed us to expand our reach into Hanford and outlying areas of Tulare and Kings Counties. With your continued support we have been able to add critically needed staff, supplies, and programs to meet the strong demand for resources and services in our community.

Nick Vargas | Director of Development and Strategy

# COMMUNITY DRIVEN EFFORT

Since 2016 we have seen over 3k through our doors, 20k at outreach and community events, and our social media posts reach 4.2 million people world wide.

2018 marked the year we staffed up. With help from funders, donors, and community fundraising efforts The Source now has two full time employees and one part time program manager.

Suicide Prevention Task force teamed up with The Source to offer a Training Academy for volunteer and community members to know the signs of LGBTQ suicide and address it respectfully and responsibly.

The Source became the first community organization in Tulare County to become an AIDS Drug Assistance Program enrollment site. We provide case management and access to funding to offset the cost of health insurance and life saving HIV medications.

Visalia Over The Edge was a groundbreaking community event raising over \$100k for The Source Capitol Campaign. 80 brave supporters rappelled off the side of the Marriott Visalia at The Convention Center to raise awareness and funds for LGBTQ people.



# NONPROFIT OF THE YEAR



2018 was an amazing year for The Source. We were named Nonprofit of The Year by the Tulare Kings Hispanic Chamber of Commerce. This honor was especially significant because it was voted on by the entire membership and The Source won out over well established organizations, CASA of Tulare County and AMVETs. With only 3 years of service to our community under our belts, we were entirely blown away. All thanks to a community that continues to accept and celebrate The Source LGBT+ Center and our work.



# Statement of Activity

January - December 2018

	<b>Total</b>
<b>REVENUE</b>	
410 Donations	
410.01 Restricted	785.00
410.02 Unrestricted	58,657.88
<b>Total 410 Donations</b>	<b>59,442.88</b>
420 Fundraisers	1,000.00
420.01 Unrestricted	115,466.23
<b>Total 420 Fundraisers</b>	<b>116,466.23</b>
450 Grants	
450.02 Unrestricted	113,716.17
<b>Total 450 Grants</b>	<b>113,716.17</b>
460 Sponsors	46,717.95
<b>Total Revenue</b>	<b>336,343.23</b>
<b>COST OF GOODS SOLD</b>	
500 Program Related Cost	96,091.30
510 Supplies & Materials - COGS	272.66
<b>Total Cost of Goods Sold</b>	<b>96,363.96</b>
<b>GROSS PROFIT</b>	<b>239,979.27</b>
<b>EXPENDITURES</b>	
600 Office Expenses	6,553.69
602 Supplies	610.95
605 Other General and Admin Expenses	1,223.75
606 Board Reimbursable Activities	-499.00
610 Advertising	8,096.48
615 Promotional	12,739.08
620 Meals and Entertainment	5,001.64
621 Travel	7,659.83
622 Travel Meals	656.43
630 Dues & Subscriptions	1,560.49
650 Bank Charges	1,498.51
699 Charitable Contributions	5,120.02
700 Insurance	1,032.46
700.02 Insurance - Liability	1,785.59
<b>Total 700 Insurance</b>	<b>2,818.05</b>
710 Legal & Professional Fees	285.90
720 Payroll Expenses	
720.01 Taxes	6,640.87
720.02 Wages	77,200.92
<b>Total 720 Payroll Expenses</b>	<b>83,841.79</b>
800 Rent or Lease	13,852.21
805 Utilities	2,482.17
Facebook Fees	5.00



	<b>Total</b>
Job Materials	241.88
OTE Processing Fees	456.50
PayPal Fees	300.16
Shipping and delivery expense	406.21
Square Fees	58.32
Stripe Fees	34.00
Subcontractors	3,800.00
<b>Total Expenditures</b>	<b>158,804.06</b>
<b>NET OPERATING REVENUE</b>	<b>81,175.21</b>
<b>OTHER REVENUE</b>	
Interest Earned	14.04
<b>Total Other Revenue</b>	<b>14.04</b>
<b>NET OTHER REVENUE</b>	<b>14.04</b>
<b>NET REVENUE</b>	<b>\$81,189.25</b>

# Statement of Financial Position

As of December 31, 2018

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
100 TOTAL BUS CHK (7087)	15,977.97
100.015 Over The Edge Event	62,371.06
<b>Total 100 TOTAL BUS CHK (7087)</b>	<b>78,349.03</b>
101 WELLS BUS CHK	23,479.77
101.01 Fotobot	1,221.11
101.015 Over The Edge Event	-2,553.99
101.05 PRIDE Visalia	2,000.00
101.10 Youth Board	705.78
101.11 Youth Board Scholarship	200.00
101.25 SPTF Grant	118.16
101.30 SJVHF Grant	5,649.53
101.50 Leadership Academy	247.28
101.60 Cal Endow Grant	3,840.00
101.70 Gamma Mu Grant	1,580.32
101.71 Leo Buscaglia Foundation	2,500.00
<b>Total 101 WELLS BUS CHK</b>	<b>38,987.96</b>
102 BENEFICIAL CHK	2.93
102.05 PRIDE Visalia	5,000.00
102.12 Scholarship Fund	1,525.00
<b>Total 102 BENEFICIAL CHK</b>	<b>6,527.93</b>
110 PayPal Bank	-146.28
<b>Total Bank Accounts</b>	<b>123,718.64</b>
<b>Accounts Receivable</b>	
150 Pledges/donations Receivable	2,669.58
<b>Total Accounts Receivable</b>	<b>2,669.58</b>
<b>Total Current Assets</b>	<b>126,388.22</b>
<b>TOTAL ASSETS</b>	<b>\$126,388.22</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
200 CITI BUS CREDIT CARD	-8,188.10
200.01 Brian Poth 7187	5,223.70
200.02 Nick Vargas	4,375.93
<b>Total 200 CITI BUS CREDIT CARD</b>	<b>1,411.53</b>
<b>Total Credit Cards</b>	<b>1,411.53</b>
<b>Other Current Liabilities</b>	
260 Payroll Liabilities	



	<b>Total</b>
260.01 CA PIT / SDI	983.35
260.02 CA SUI / ETT	126.29
260.10 Federal Taxes (941/944)	5,020.79
<b>Total 260 Payroll Liabilities</b>	<b>6,130.43</b>
<b>Total Other Current Liabilities</b>	<b>6,130.43</b>
<b>Total Current Liabilities</b>	<b>7,541.96</b>
<b>Total Liabilities</b>	<b>7,541.96</b>
<b>Equity</b>	
310 Retained Earnings	37,657.01
Net Revenue	81,189.25
<b>Total Equity</b>	<b>118,846.26</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$126,388.22</b>