

Please see attached SAR Quick User's Guide and Separate 2017 LGBT Movement Financial and Operating Overview

Mission

GSA Network is a next-generation LGBTQ racial and gender justice organization that empowers and trains trans, queer, and allied youth leaders to advocate, organize, and mobilize an intersectional movement for safer schools and healthier communities. In California, GSA Network connects over 1,000 GSA clubs through regional summits and youth councils. Nationally, GSA Network leads the National Association of GSA Networks, which unites 40 statewide networks of GSA clubs, and GSAs Unite, an online campaign and petition platform supporting youth organizers across the country.

Snapshot

Founded:
1998

Organizational Type



Geographic Scope:
California & National

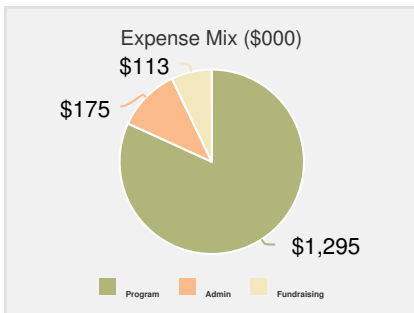
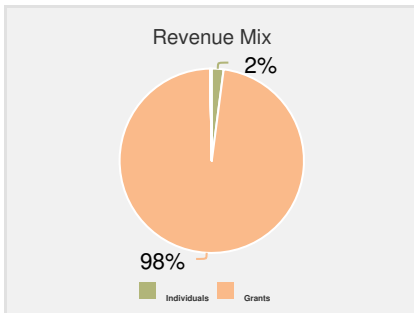


Fiscal Year:
Jul - Jun

Tax Status:
501(c)(3) 100%

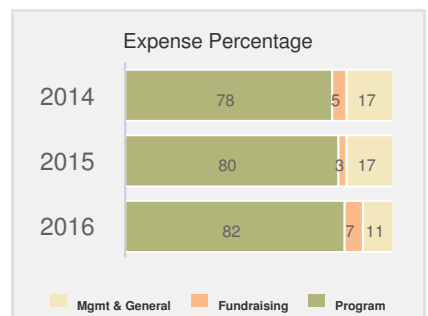
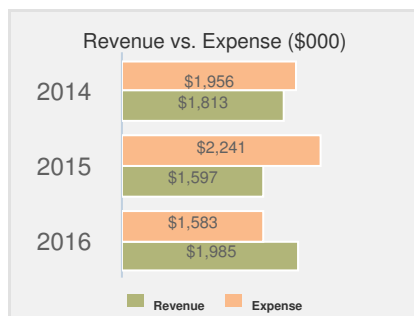
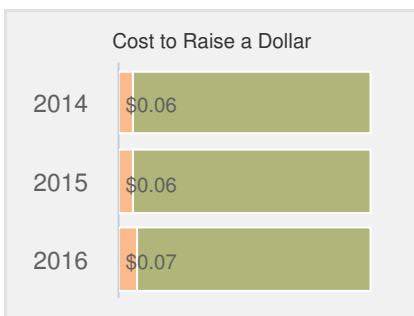
Paid Staff:
19

Indicators of Financial Health & Efficiency



Ratios of Financial Health	2014	2015	2016
<i>For the fiscal year ending June 30</i>			
Liquidity Ratio	3.8	1.0	4.6
Days of working capital	202	77	203
Working capital (\$000)	\$1,074	\$474	\$877
Average daily cash expense (\$000)	\$5.3	\$6.1	\$4.3
Fundraising expense (cash only) to raise \$1	\$0.06	\$0.06	\$0.07
Total revenue raised through development efforts (\$000)	\$1,516	\$1,327	\$1,709

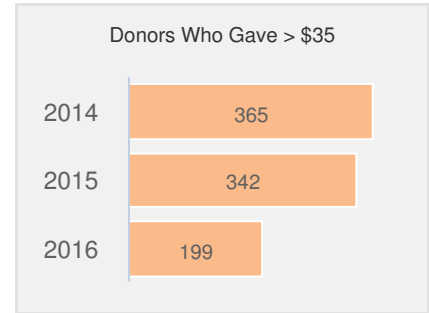
2017 Budget:
\$1,893,237



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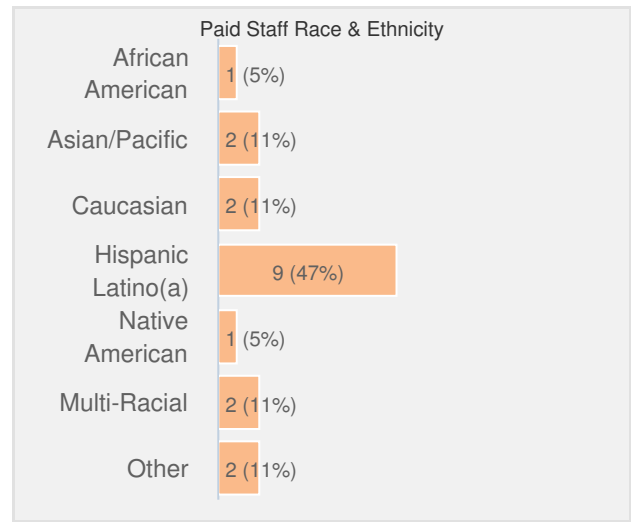
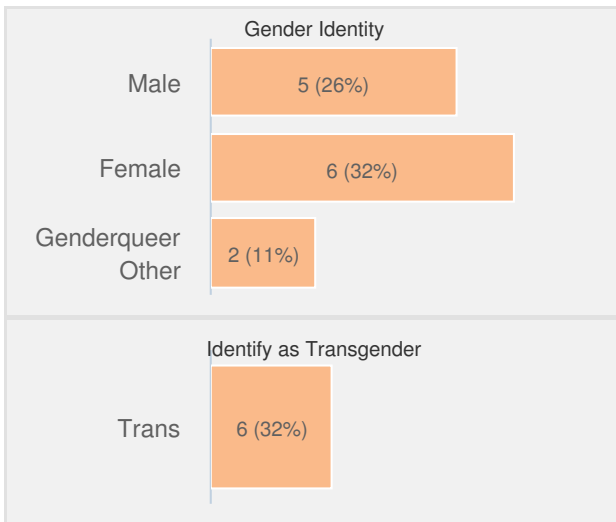
Organization Donors

Donors <i>For the fiscal year ending June 30</i>	2014	2015	2016
Number of individual donors who gave > \$35	365	342	199
Number of individual donors who gave > \$1,000	42	23	15
Donor turnover (gave > \$35 in prior FY & not this FY)	92%	72%	35%
Number of individuals attending fundraising events (paid > \$100 per person)	40	0	N/A
Percent of total revenue from top 10 contributors	68%	83%	68%



Paid Staff

Total: 19



Note: percentages may not add up to 100% because participation in demographic survey is voluntary; staff may identify as more than one gender.

Board Members						
Total	Gender Identity			Identify as Transgender		
	Male	Female	Genderqueer/Other			
10	1 (10%)	4 (40%)	2 (20%)	3 (30%)		
African American/Black	Asian/Pacific Islander	Caucasian	Hispanic/Latino(a)	Native American	Multi-Racial	Other
1 (10%)	1 (10%)	5 (50%)	0 (0%)	0 (0%)	2 (20%)	1 (10%)
Fundraising Requirements						
<p>Each board member is asked to make a contribution that is personally significant to them. Adult board members have a give/get minimum requirement of \$2,000; youth board members are encouraged to set a give/get goal, and are given many opportunities to participate in fundraising activities.</p>						

Senior Management Profile			
	Lowest	Average	Highest
Tenure with the organization	3.0	5.4	9.0
Compensation	N/A	\$84,400	N/A
Note: Board and staff data as of 5/31/17			

Locations and Contact

Contact
 Ginna Brelsford
 Co-Executive Director
 gbrelsford@gsanetwork.org

Address
 300 Frank H. Ogawa Plaza, Suite 9
 Oakland, CA 94612
 415-552-4229
 www.gsanetwork.org

Additional Locations
 Fresno
 Los Angeles
 New Orleans

Legal Names:
 Genders & Sexualities Alliance
 Network - 501(c)(3)

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Statement of Financial Position			
Assets	Audited 2014	Audited 2015	Audited 2016
Cash and cash equivalents	\$182,794	\$59,420	\$477,345
Investments	340,594	0	0
Other current assets	689,322	473,848	504,517
Net fixed assets	8,657	8,605	7,848
Other long-term assets	47,982	4,631	4,631
Total Assets	\$1,269,349	\$546,504	\$994,341
Liabilities			
Current liabilities	\$139,037	\$59,509	\$104,699
Long-term debt	0	0	0
Other long-term liabilities	0	0	0
Total Liabilities	\$139,037	\$59,509	\$104,699
Net Assets			
Unrestricted	\$64,558	\$432,287	\$(15,773)
Temporarily restricted	1,065,754	54,708	905,415
Permanently restricted	0	0	0
Total Net Assets	\$1,130,312	\$486,995	\$889,642
Total Liabilities and Net Assets	\$1,269,349	\$546,504	\$994,341

Statement of Cash Flows			
	Audited 2014	Audited 2015	Audited 2016
Cash and cash equivalent balance at beginning of year	\$721,462	\$182,794	\$59,420
Net cash provided (used) by operating activities	(203,717)	(461,349)	422,999
Net cash provided (used) by investing activities	(334,951)	337,975	(5,074)
Net cash provided (used) by financing activities	0	0	0
Net increase (decrease) in cash	\$(538,668)	\$(123,374)	\$417,925
Cash and Cash Equivalent Balances at End of Year	\$182,794	\$59,420	\$477,345

Statement of Cash Activities						
Support & Revenue	Audited 2014		Audited 2015		Audited 2016	
Individual contributions	\$223,627	12%	\$98,619	6%	\$40,876	2%
Foundation contributions	1,313,511	72%	1,228,827	77%	1,668,124	84%
Corporate contributions/Non-event sponsorships	0	0%	0	0%	0	0%
Government funding	204,170	11%	232,481	15%	270,924	14%
Bequests	0	0%	0	0%	0	0%
In-kind contributions	8,000	0%	0	0%	1,158	0%
Program income	69,200	4%	30,250	2%	4,725	0%
Dues	0	0%	0	0%	0	0%
Fundraising event income	37,711	2%	0	0%	0	0%
Less costs of direct benefit to donors	(58,684)	(3)%	0	0%	0	0%
Net fundraising event income	\$(20,973)		\$0		\$0	
Merchandise sales (net of cost of goods sold)	1,291	0%	515	0%	0	0%
Investment income	11,103	1%	4,823	0%	0	0%
Other revenue	4,042	0%	2,392	0%	0	0%
Total Revenue	\$1,813,971		\$1,597,907		\$1,985,807	
Expenses						
Program services	\$1,527,484	78%	\$1,795,640	80%	\$1,295,251	82%
Fundraising	98,089	5%	75,291	3%	112,571	7%
Management and general	316,702	16%	362,799	16%	168,349	11%
Total cash expenses	\$1,942,275		\$2,233,730		\$1,576,171	
Non-cash expenses						
In-kind	8,000	0%	0	0%	1,158	0%
Depreciation	5,929	0%	7,494	0%	5,831	0%
Total non-cash expenses	\$13,929		\$7,494		\$6,989	
Total Expenses	\$1,956,204		\$2,241,224		\$1,583,160	
Capital campaign net revenue	0		0		0	
Change in Net Assets	\$(142,233)		\$(643,317)		\$402,647	

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Organization's Notes and Advisories

Board diversity: GSA Network's board is a youth-adult partnership board, which reflects our commitment to youth leadership development. Five of the ten members of our board are youth constituents in the organization, ages 20 and under.

Key Planned Accomplishments

One-year Key Planned Accomplishments for FY2018

1. Strengthen national movement-building capacity at the intersection of LGBTQ+ youth organizing and racial and gender justice to improve school climates and end school push-out by supporting the development of national youth-led campaigns and initiatives on Gender Justice and Racial Justice.
2. Train and build the capacity of LGBTQ+ youth leaders and community organizers in California, the Midwest, and Southeast to report incidents of hate violence and harassment in schools as part of the #CommunitiesAgainstHate initiative in collaboration with 10 national partners.
3. Support the national expansion of TRUTH, a gender justice organizing campaign led by trans and gender nonconforming youth of color. As part of this work, we will provide training and support a core group of youth leaders in California, the Midwest, and Southeast, while expanding the campaign's reach into other regions of the country. TRUTH is a collaborative project with the Transgender Law Center.
4. Continue to develop a regional organizing strategy with a vision to open additional field offices in other regions of the country. Continue to strengthen the infrastructure for Southeastern and Midwestern organizations through our already established regional offices -- GSA Network of California, GSA Network Southeast, and GSA Network Midwest -- to develop their capacity and support the development of LGBTQ+ youth leaders of color.
5. Host the 2017 National Gathering of GSA Networks on August 3-5, 2017 in Columbus, Ohio to build political alignment and a cohesive national strategy focused on gender, racial, and educational equity.
6. Develop the leadership of 100 core youth leaders across the country and an additional 500 youth through local and regional youth councils, leadership trainings, summits, camps, and conferences in California, the Midwest, and Southeast.
7. Support and strengthen the creation of GSA clubs throughout California with an intentional focus on schools and communities of color where there are a lack of adequate resources, low levels of educational attainment, and low-income families and provide ongoing assistance to a growing network of more than 1,150 GSAs in the state.
8. Work in coalition with organizational partners across California through a statewide, youth organizing network to develop strategies to create safe, positive school climates for all and advocate against punitive discipline policies that criminalize youth and push them into the criminal justice system.
9. Continue to share our model for ensuring the academic success of GBT boys and young men of color through active participation in the Brothers, Sons, Selves Coalition (BSS) in LA County by providing active support at the local, county, and state level of policy and practice changes in education, health and human services, and criminal/juvenile justice.
10. The Safe and Supportive Schools Project, funded by the Centers for Disease Control's Division of Adolescent and School Health, will continue to provide technical assistance and support to all 17 funded partner districts to increase their capacity to create safe, welcoming, and affirming campuses and to better support LGBTQ youth.

Key Accomplishments

One-year Key Accomplishments for FY2017

1. Developed a National Strategic Plan that is guiding GSA Network, members of the National Association of GSA Networks, and other organizational partners in building political alignment and an intersectional organizing strategy to support the development of national youth-led campaigns and initiatives on Gender Justice and Stopping the School-to-Prison-Pipeline and the Criminalization of LGBTQ+ youth.
2. Provided ongoing technical assistance and capacity-building to National Association members and local, regional, and national education justice partners to engage LGBTQ+ youth of color and carry out youth organizing campaigns locally.
3. Supported the implementation of the TRUTH Project and trained a National TRUTH Youth Council that works together to uplift trans and gender nonconforming youth stories on three topics that they determined to have the greatest impact on their lives: intersectional identities, educational institutions, and the health care system. TRUTH is a collaborative project with Transgender Law Center (TLC).
4. Strengthened our role as a regional facilitator to build a sustainable infrastructure for Southeastern and Midwestern organizations to develop their capacity and support the development of LGBTQ+ youth leaders of color in the region. We continued to operate GSA Network Southeast, based in New Orleans, and launched GSA Network Midwest, a regional office based in Chicago, to carry out local youth organizing work that prioritizes racial justice, educational justice, and economic justice.
5. Hosted the 2016 National Gathering of GSA Networks on August 6-9, 2016 in Philadelphia, PA, which brought together 52 youth and adults from 19 member organizations and served as an important step in our movement-building efforts to collaboratively support youth in launching and participating in national campaigns in line with the National Strategic Plan.
6. Developed the leadership of 115 core youth leaders in California and nationally, and an additional 800 youth through leadership

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trainings, summits, camps, regional conferences, and organizing campaigns.

7. Supported and strengthened the creation of GSA clubs throughout California with an intentional focus on schools and communities of color where there are a lack of adequate resources, low levels of educational attainment, and low-income families, and provide ongoing assistance to a growing network of more than 1,150 GSAs in the state.
8. Worked in partnership with statewide organizations to launch the Youth Organizing Network and Dignity in Schools California. Our collaborative work has allowed us to train LGBTQ+ youth, youth of color, and low-income youth from across the state to organize in support of legislation that aims to improve discipline policies and practices in schools.
9. Continued to share our model for ensuring the academic success of GBT boys and young men of color through active participation in the Brothers, Sons, Selves Coalition (BSS) in LA County by providing active support at the local, county, and state level of policy and practice changes in education, health and human services, and criminal/juvenile justice.
10. The Safe and Supportive Schools Project, funded by the Centers for Disease Control's Division of Adolescent and School Health, continued to provide technical assistance and support to all 17 funded partner districts to increase their capacity to create safe, welcoming, and affirming campuses and to better support LGBTQ+ youth.

Important Note to the Reader

Standard Annual Reports help donors understand LGBT organizations' effectiveness and efficiency; give organizations comparative information to fine tune their own performance; and track movement finances to inform actions to improve the movement's financial capacity and health. The organizations supply all data, mostly from audited financials.

Please DO use these reports for a quick glimpse of each organization's goals, priorities, staying power, and financial needs. Please DO NOT use these reports as a sole basis for funding decisions.