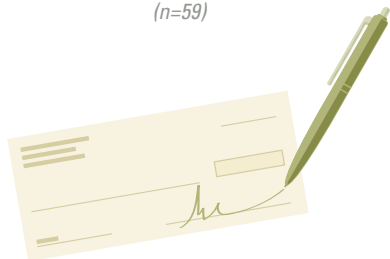


CENTER FINANCES

BIG CENTERS RECEIVE THE LARGEST SHARE OF REVENUE FROM GOVERNMENT GRANTS, WHILE SMALL CENTERS RELY ON INDIVIDUAL DONATIONS

SMALL CENTERS

(n=59)

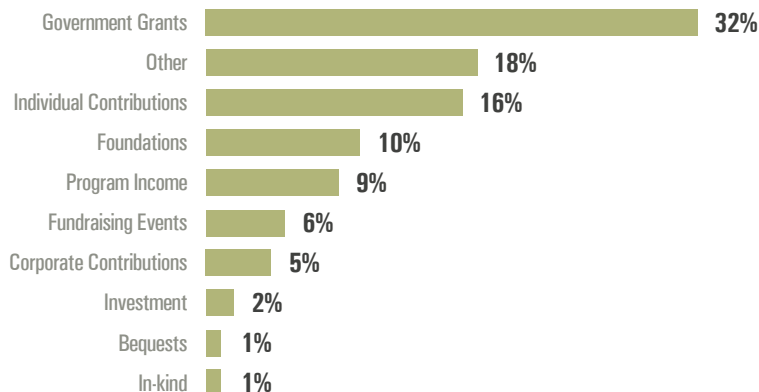


41% OF SMALL CENTERS SAY THEIR MAIN SOURCE OF REVENUE IS INDIVIDUAL CONTRIBUTIONS

92% OF SMALL CENTERS SAY INDIVIDUAL CONTRIBUTIONS ARE ONE OF THEIR TOP THREE REVENUE SOURCES

BIG CENTERS

% of 2021 combined revenue from each source (n=104)



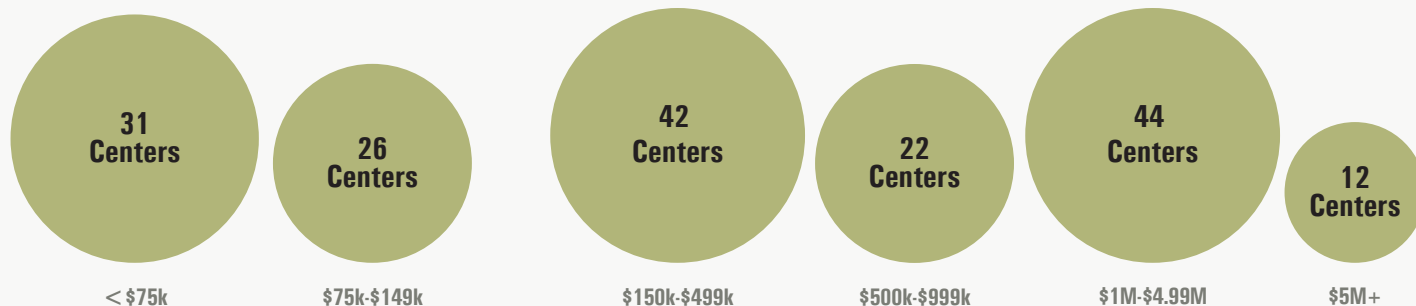
Note: May not sum to 100% due to rounding. Figure excludes LA LGBT Center due to its outlier budget size. 2021 combined revenue of \$340 million including LA Center (n=105) or \$193 million excluding LA Center (n=104).

CENTER BUDGETS VARY WIDELY

of centers at each budget size, among responding centers (n=177)

SMALL CENTERS

BIG CENTERS



AVERAGE: \$67,600
MEDIAN: \$69,600

AVERAGE \$2.0 MILLION (\$3.2M INCLUDING LA CENTER)
MEDIAN: \$800,000 (\$833,300 INCLUDING LA CENTER)

BIG CENTERS HAVE A LARGER BASE OF INDIVIDUAL DONORS

Average number of individual donors in 2021, among responding centers (n=166)

AVERAGE OF
164
UNIQUE INDIVIDUAL DONORS
AT RESPONDING SMALL CENTERS (N=54)

AVERAGE OF
797
UNIQUE INDIVIDUAL DONORS
AT RESPONDING BIG CENTERS (N=112)