

2022 NATIONAL LGBTQI MOVEMENT REPORT

A FINANCIAL OVERVIEW OF LEADING ORGANIZATIONS IN THE LGBTQI MOVEMENT



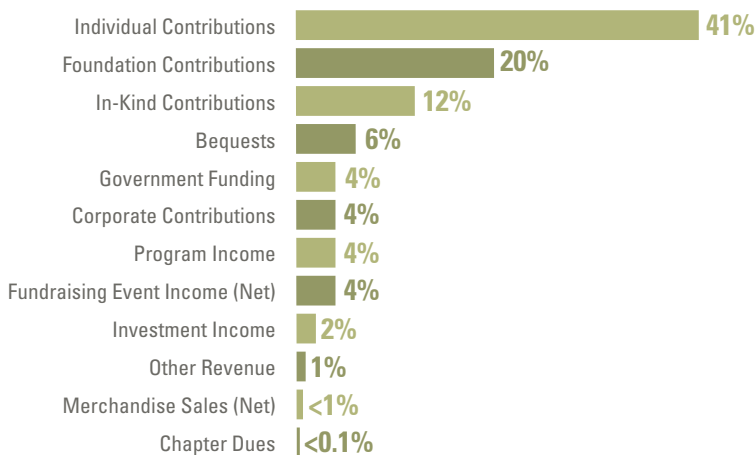
REVENUE AND EXPENSES

This section provides an overview of the revenue and expenses of leading organizations in the LGBTQI movement. For participating organizations, revenue increased from fiscal years 2020 to 2021, while expenses fell. Note: on this page, some analyses required data from previous years. Only organizations that provided data for all years in each relevant analysis are included. Note also that, where applicable, percentages may not sum to 100 due to rounding.

36 PARTICIPANTS, TOTAL 2021 REVENUE = \$385.8M, TOTAL 2021 EXPENSES = \$267.3M

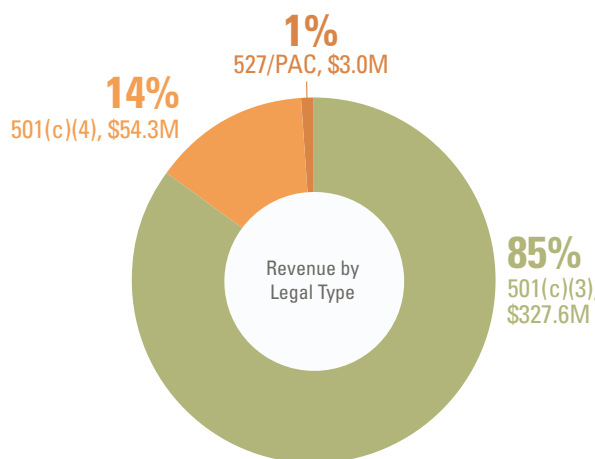
INDIVIDUAL CONTRIBUTIONS REMAIN TOP SOURCE OF REVENUE AMONG LGBTQI ORGANIZATIONS

2021 Revenue by Source (n=36)



MAJORITY OF MOVEMENT REVENUE ATTRIBUTED TO 501(C)(3) ORGANIZATIONS

2021 Revenue By Legal Type (n=36)



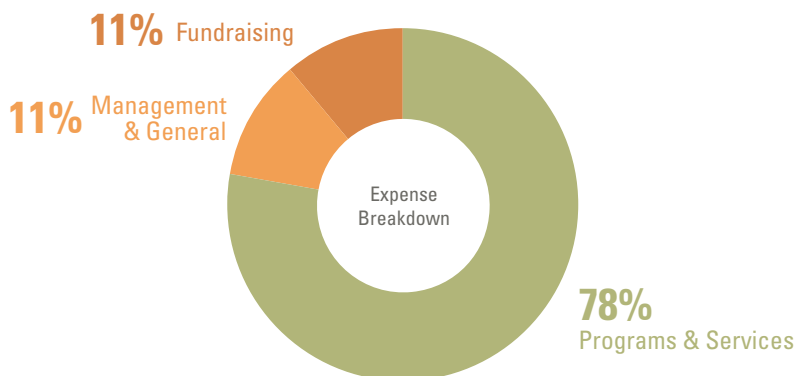
2020-2021 EXPENSES FOR PARTICIPATING ORGS \$ Millions (n=36)

EXPENSES	2020	2021	% CHANGE
Programs & Services	\$226.3	\$208.3	-8%
Fundraising Expenses	\$31.9	\$29.1	-9%
Management & General Expenses	\$29.9	\$29.9	—
Total Expenses	\$288.1	\$267.0	-7%

*Note: Columns may not sum due to rounding.

MAJORITY OF MOVEMENT EXPENSES (78%) SPENT ON PROGRAMS AND SERVICES

Combined 2021 Expenses (n=36)



2021 REVENUE EXCEEDED EXPENSES BY \$118.6 MILLION

Yearly Difference in Revenue and Expenses, 2017-2021, in Millions (n=36)

