

# 2023 NATIONAL LGBTQI MOVEMENT REPORT

## A FINANCIAL OVERVIEW OF LEADING ORGANIZATIONS IN THE LGBTQI MOVEMENT



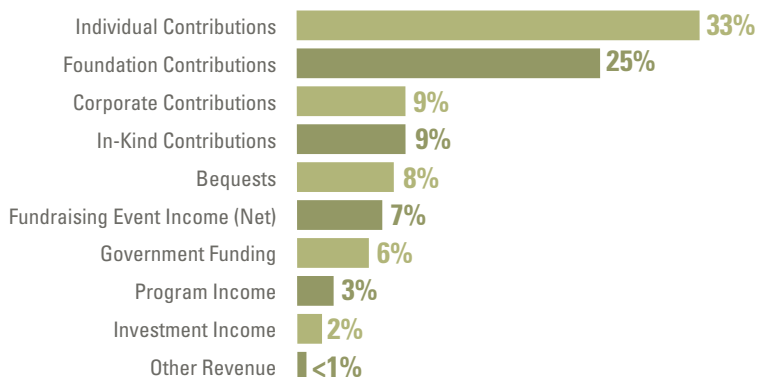
### REVENUE AND EXPENSES

This section provides an overview of the revenue and expenses of leading organizations in the LGBTQI movement. For participating organizations, both revenue and expenses increased from fiscal years 2021 to 2022. 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.

**34 PARTICIPANTS, TOTAL 2022 REVENUE = \$308.3M, TOTAL 2022 EXPENSES = \$274.2M**

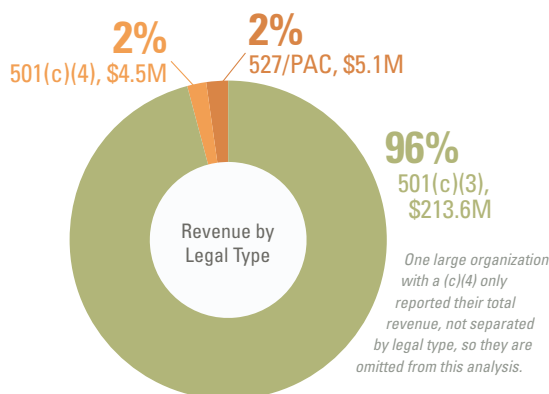
#### INDIVIDUAL CONTRIBUTIONS REMAIN TOP SOURCE OF REVENUE AMONG LGBTQI ORGANIZATIONS

2022 Revenue by Source (n=33)



#### MAJORITY OF MOVEMENT REVENUE ATTRIBUTED TO 501(c)(3) ORGANIZATIONS

2022 Revenue By Legal Type (n=33)



#### EXPENSES INCREASED, THOUGH PERCENT OF EXPENSES SPENT ON EACH CATEGORY REMAINED ROUGHLY CONSISTENT

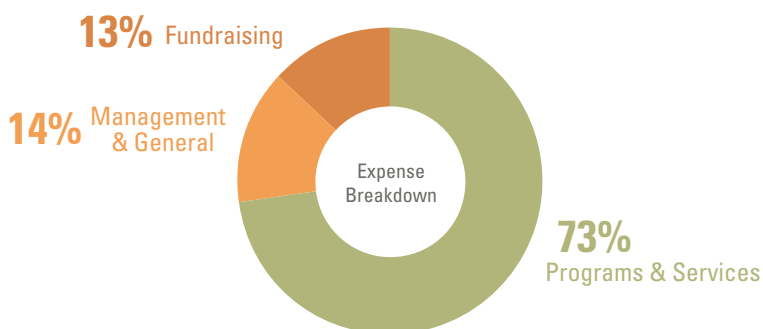
2021-2022 Expenses for Participating Orgs \$ Millions (n=25)

EXPENSES	2021	2022	% CHANGE
Programs & Services	\$134.4	\$174.1	+30%
Fundraising Expenses	\$23.0	\$30.6	+33%
Management & General Expenses	\$24.2	\$34.3	+42%
<b>Total Expenses</b>	<b>\$181.5</b>	<b>\$239.0</b>	<b>+32%</b>

\*Note: Columns may not sum due to rounding.

#### MAJORITY OF MOVEMENT EXPENSES SPENT ON PROGRAMS AND SERVICES

Combined 2022 Expenses (n=30)



#### 2022 REVENUE EXCEEDED EXPENSES BY \$30.3 MILLION

Yearly Difference in Revenue and Expenses, 2018-2022, in Millions (n=26)

