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)

Government Grants: 32%
Other: 18%
Individual Contributions: 16%
Foundations: 10%
Program Income: 9%
Fundraising Events: 6%
Corporate Contributions: 5%
Investment: 2%
Bequests: 1%
In-kind: 1%

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

< $75k: 31 Centers
$75k-$149k: 26 Centers
AVERAGE: $67,600
MEDIAN: $69,600

BIG CENTERS

$150k-$499k: 42 Centers
$500k-$999k: 22 Centers
$1M-$4.99M: 44 Centers
$5M+: 12 Centers
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)