MISSION

A community foundation rooted in and dedicated to the lesbian, gay, bisexual, transgender, and queer community, we exist to:

Mobilize and increase resources for the LGBTQ movement and organizations that secure the rights, meet the needs, and celebrate the lives of LGBTQ people.

Empower individual donors and promote giving as an integral part of a healthy, compassionate community.

Steward a permanently endowed fund through which donors can make legacy gifts to ensure our community’s capacity to meet the future needs of LGBTQ people.

VISION

Horizons Foundation envisions a world where all people live free from prejudice and discrimination, and where LGBTQ people contribute to and thrive in a vibrant, diverse, giving, and compassionate community.
DEAR HORIZONS FRIENDS AND FAMILY,

Horizons Foundation enjoyed a historical year in 2016, as you will see in the pages that follow. The foundation grew significantly, with its assets topping $25 million by the end of the year. We granted more than $3 million to scores of organizations advocating for and serving our community; successfully concluded the first phase of the most ambitious campaign in Horizons’ history; and our LGBTQ Community Endowment Fund reached $10 million for the first time.

Yet it’s painfully true that the last year also brought tragedy and adversity. We already knew that the daily reality for thousands of LGBTQ people – even here in the Bay Area – is dangerous and difficult. Then, on June 12, 2016, came the horrifying news of the massacre at an LGBTQ club’s Latin night in Orlando. And just a few months later, we suddenly were forced to confront the advent of a decidedly LGBTQ-unfriendly administration.

After Orlando, our community came together to mourn, to call for justice, and to unify. After the election, we came together once more – to march, to organize, and to resist.

2016 also taught us all, again, an essential lesson: we can take nothing for granted. History and progress are neither simple nor linear, and our community must be prepared for a future that’s inherently impossible to predict.

That is why Horizons Foundation’s Now and Forever Campaign – which aims to create the financial resources that our community will need to face that uncertainty – is so critically important. In 2016, we successfully concluded the campaign’s first phase by raising $3.7 million to strengthen the foundation and to realize the LGBTQ community’s tremendous opportunity in legacy giving.

Now, we are entering the even more crucial second phase of Now and Forever – in which our extraordinarily ambitious goal is to identify a minimum of $100 million in future legacy gifts by 2020. Nobody, anywhere in the LGBTQ movement, has ever set a comparable goal. (See page 16 to learn more and how you can help us achieve this historic milestone).

Horizons’ success in this visionary campaign, like everything that the foundation does, depends ultimately on the work of our partner organizations and the generosity of our donors. It is that generosity that will not only fuel the success of the Now and Forever Campaign, but also enable us to invest strategically in scores of nonprofit organizations like those described in these pages – organizations that are touching, changing, and saving countless lives, every single day.

We hope you will be inspired by the stories told in this Annual Report. Thank you for being part of this community – we couldn’t do it without you.

In gratitude and in community,
EL/LA PARA TRANSLATINAS

fights for the rights of TransLatinas. We are a safe, spiritual space that provides holistic support for TransLatinas to build resiliency and thrive. Horizons Foundation provides much needed funding which is critical unrestricted support. This is especially critical for organizations like ours which serve marginalized communities with intersectional needs requiring our long-term, high-touch programs, including violence and HIV prevention services, post gender-affirming surgery support, case management, advocacy, and leadership development.

— Susana Cáceres, Executive Director/Directora Ejecutiva
Every year the GSA Network empowers more than 1,000 LGBTQ and ally youth across the country to create safer schools and healthier communities.

At the core of our model is the belief that leadership is something for everyone – especially those who have been most impacted by harassment, violence, and oppression. We train young leaders to be organizers, educators, and advocates who make real change for racial and gender justice in their schools and communities.

For example, in the Clovis Unified School District, a gender-specific dress code disproportionately impacted queer and gender-variant youth, who too often were disciplined or even suspended for expressing their gender identity through clothing. Our youth leaders petitioned and ultimately won a district-wide gender-neutral dress code, which can now be used as a model for schools across the nation.

Our work has always been driven by the youth at the heart of our mission. Yet, our donor base didn’t reflect our dynamic community of alumni, students, and partners. Giving shouldn’t just be for the wealthy or the old in our community – young people can invest now in the movements they believe in. We just needed to find the right engagement paths.

Horizons Foundation, a longtime partner to the GSA Network, made a unique two-year grant to help us research, evaluate, and deepen our capacity to grow and diversify our donor base. Access to grants like this are very rare – few funders are willing to give you money to help you raise money. But Horizons understands that barriers to smart and effective infrastructure hold too many vital organizations back. They aren’t just invested in our program work, but in the health and growth of our organization itself.

This funding allowed us to try new technology, grow internal capacity, and experiment with innovative approaches for engaging donors. That includes efforts like Give OUT Day, a national day of giving for the LGBTQ community housed at Horizons. For our target audience of younger donors, peer-to-peer online giving has been a perfect fit. Now this annual event is a crucial part of our fundraising culture.

Our Horizons funding also helped us plan our first-ever Alumni Giving Circle, which will launch later this year. We feel more equipped than ever before to help young people add fundraising to their activism toolkits. And growing our donor base increases our ability to empower thousands more LGBTQ students.

— By Geoffrey Winder and Ginna Brelsford, Co-Directors
GRANTMAKING

Horizons Foundation fuels the LGBTQ movement through direct financial support to a wide range of organizations. Thanks to the generosity of our donors, institutional partners, giving circles and contributors to the LGBTQ Community Endowment Fund, Horizons is helping provide vital support to Bay Area non-profits serving the needs of our community.

Following is a list of many of our 2016 awardees who receive direct grants from Horizons. 554 additional grants, totaling $1,288,808 were made through our donor-advised fund partners. For a full list of grants, visit HorizonsFoundation.org.

Community Issues Grants
Adolescent Counseling Services $10,000
AfroSolo Theatre Company $10,000
API Equality - Northern California $10,000
Bay Area Old Lesbians Organizing for Change (OLOC) $5,000
Billy DeFrank LGBT Community Center $7,500
Child Advocates of Silicon Valley $10,000
Destiny Arts Center $10,000
detour dance $7,500
East Bay Sanctuary Covenant $10,000
El/La Para TransLatinas $15,500
genGender/Bay Area Rainbow Day Camp $10,000
Family & Children Services of Silicon Valley (FCS) $9,000
From Baghdad to The Bay (Documentary) $10,000
Genders & Sexualities Alliance Network $15,000
Gender Spectrum $7,500
Homeless Youth Alliance $10,000
Instituto Familiar de la Raza $10,000
Jewish Family & Community Services East Bay $7,500
LYRIC $10,000
New Conservatory Theatre Center $10,000
On the Move $5,000
Pacific Center for Human Growth $10,000
Queer Cultural Center $10,000
Queer LifeSpace $10,000
Queer Rebels Productions $6,000
Rainbow Women's Chorus $4,000
RYSE $10,000
San Francisco Dyke March $5,000
San Francisco Gay Men's Chorus $10,000
San Francisco LGBT Community Center $10,000
San Francisco Trans March $5,000
Silicon Valley Gay Men's Chorus $10,000
Sins Invalid $10,000
Sojourn Chaplaincy $5,000
Somos Familia $10,000
Still Here $7,500
Topsy Turvy Queer Circus $7,500
Transgender, Gender Variant & Intersex Justice Project $10,000

Transgender Advocates for Justice and Accountability Coalition $10,000
Trans Lifeline $10,000
UNSETTLED Documentary Project $10,000

TOTAL: $379,500

Alex Morris Memorial Fund Grants
Beyond Emancipation $500
International Development Exchange $1,500
Moms Against Poverty $1,000
RYSE $500

TOTAL: $3,500

Give OUT Day Grants
API Equality-LA $5,000
API Equality - Northern California $5,500
Charis Circle $3,000
El/La Para TransLatinas $875
Equality Case Files $250
Equality Federation Institute $5,000
Equality North Carolina Foundation $15,000
Equality Virginia $3,000
Genders & Sexualities Alliance Network $5,500
Harriet Hancock Center Foundation $10,000
Horizons Young Professionals for Equality $6,000
Rainbow Community Center of Contra Costa County $1,000
South Carolina Equality Coalition $1,000
Sylvia Rivera Law Project $875
Tennessee Equality Project Foundation $1,000
The Audre Lorde Project $1,875
Transgender, Gender Variant & Intersex Justice Project $1,875
Transgender Assistance Program of Virginia $875
Transgender Law Center $15,000
Trans Lifeline $16,875
Trans Student Educational Resources $875
Trans United $875

TOTAL: $101,250
### Global Faith & Equality Fund Grants

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<thead>
<tr>
<th>Organization</th>
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<td>Center for Constitutional Rights</td>
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<td>Ipas</td>
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<td>Media Matters for America</td>
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<td>Planned Parenthood Federation of America</td>
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<td>Political Research Associates</td>
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<td>Southern Poverty Law Center</td>
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<td>Together for Transformation Project</td>
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### Horizons Young Professionals for Equality Grants

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<tr>
<td>enGender/Bay Area Rainbow Day Camp</td>
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<tr>
<td>Somos Familia</td>
<td>$5,000</td>
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<tr>
<td>Trans Lifeline</td>
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### Red Envelope Giving Circle Grants

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<tr>
<td>API Queer Justice Leadership Exchange - Sammie Wills, Chinese for Affirmative Action</td>
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<td>Growing Our R.O.O.T.S - Harrison Seuga, Chinese for Affirmative Action</td>
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<tr>
<td>He(ART) Beat Movement - Lai Wa Wu/RayRay Ebara, Chinese Progressive Association</td>
<td>$2,000</td>
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<tr>
<td>Sarimanok: Creative Embodiment - Rani Laca Marcos, Filipino American Development Fund</td>
<td>$1,000</td>
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<tr>
<td>The 1st API Transmasculine Retreat - Min Matson, Our Family Coalition</td>
<td>$2,000</td>
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<tr>
<td>Adrift in Sunset - Narissa Lee/Kar Yin Tham, Pine United Methodist Church</td>
<td>$2,000</td>
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<td><strong>Total</strong></td>
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### Discretionary Grants

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<td>Chicana/Latina Foundation</td>
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<td>GLBT Historical Society</td>
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<tr>
<td>Pacific Center for Human Growth</td>
<td>$3,000</td>
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<tr>
<td>Rainbow Community Center of Contra Costa County</td>
<td>$5,000</td>
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<td><strong>Total</strong></td>
<td><strong>$9,500</strong></td>
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### Organizational Endowment Grants

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<th>Organization</th>
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<td>San Francisco Gay Men's Chorus</td>
<td>$16,863</td>
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<td>New Conservatory Theatre Center</td>
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<td>PFLAG San Francisco</td>
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<td><strong>Total</strong></td>
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### Other Grants

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<td>Diversity Center</td>
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<td>Groundswell Institute</td>
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<td>Horizons Young Professionals for Equality</td>
<td>$4,000</td>
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<tr>
<td>Jewish Family &amp; Community Services East Bay</td>
<td>$2,750</td>
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<td>ONE Archives Foundation</td>
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<td><strong>Total</strong></td>
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### Regranting Partnership Grants

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<tr>
<td>CenterLink</td>
<td>$10,000</td>
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<tr>
<td>Gay &amp; Lesbian Community Center of Greater Fort Lauderdale</td>
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<tr>
<td>Miami-Dade Gay &amp; Lesbian Chamber of Commerce</td>
<td>$10,000</td>
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<tr>
<td>National Gay and Lesbian Task Force</td>
<td>$5,000</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$75,000</strong></td>
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### Scholarship & Fellowship Grants

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<thead>
<tr>
<th>Scholarship Fund Grants</th>
<th>Grant Amount</th>
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</thead>
<tbody>
<tr>
<td>Bobby Griffith Memorial Scholarship Fund Grants</td>
<td>$6,000</td>
</tr>
<tr>
<td>California State University, Northridge, 2 Grants</td>
<td>$6,000</td>
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<tr>
<td>eQuality Scholarship Fund Grants</td>
<td>$5,590</td>
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<tr>
<td>Las Positas College, 2 Grants</td>
<td>$5,590</td>
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<tr>
<td>Merritt College</td>
<td>$6,000</td>
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<tr>
<td>Portland State University</td>
<td>$6,000</td>
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<tr>
<td>Reed College</td>
<td>$6,000</td>
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<tr>
<td>San Francisco State University, 2 Grants</td>
<td>$6,000</td>
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<tr>
<td>University of California, Berkeley</td>
<td>$4,400</td>
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<tr>
<td>University of California, Riverside</td>
<td>$6,000</td>
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<tr>
<td>University of Southern California</td>
<td>$6,000</td>
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<tr>
<td>University of the Pacific</td>
<td>$6,000</td>
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<tr>
<td>Westminster College</td>
<td>$3,000</td>
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<tr>
<td>Yale University, 2 Grants</td>
<td>$11,045</td>
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<tr>
<td>Yuba College</td>
<td>$6,000</td>
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<tr>
<td><strong>Juan Marquez Memorial Fund Scholarship Grants</strong></td>
<td>$1,000</td>
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<tr>
<td>California Arts Education Association</td>
<td>$1,000</td>
</tr>
<tr>
<td>Purdue North Central University</td>
<td>$1,000</td>
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<tr>
<td>Purdue University</td>
<td>$1,000</td>
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<tr>
<td><strong>2016 Markowski-Leach Scholarship Fund Grants</strong></td>
<td>$4,000</td>
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<tr>
<td>San Francisco State University</td>
<td>$4,000</td>
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<tr>
<td>Stanford University</td>
<td>$10,000</td>
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<tr>
<td>University of California, Berkeley</td>
<td>$10,000</td>
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<tr>
<td>University of California, San Francisco</td>
<td>$6,000</td>
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<tr>
<td><strong>Thomas H. Steel Fellowship Fund Grants</strong></td>
<td>$15,000</td>
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<tr>
<td>The Roger Baldwin Foundation of the ACLU of Illinois</td>
<td>$15,000</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$131,080</strong></td>
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### Advocacy & Civil Rights

- Bobby Griffith Memorial Scholarship Fund Grants
- eQuality Scholarship Fund Grants
- Juan Marquez Memorial Fund Scholarship Grants
- 2016 Markowski-Leach Scholarship Fund Grants
- Thomas H. Steel Fellowship Fund Grants
## Donor Advised Funds

These are grants recommended by donors who have donor-advised funds at Horizons Foundation. Through these funds, donors support a variety of causes about which they are passionate. Horizons is pleased to provide philanthropic counseling to donors and help them maximize the impact of their giving.

<table>
<thead>
<tr>
<th>Organization</th>
<th>Amount</th>
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<tr>
<td>826 Valencia</td>
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<tr>
<td>Access Institute, 3 Grants</td>
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<tr>
<td>Adolescent Counseling Services</td>
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<tr>
<td>Aegis Foundation Inc.</td>
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<td>AIDS Emergency Fund</td>
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<tr>
<td>AIDS Healthcare Foundation</td>
<td>$250</td>
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<tr>
<td>AIDS Legal Referral Panel</td>
<td>$500</td>
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<tr>
<td>Alameda County Community Food Bank, Inc. 2 Grants</td>
<td>$4,500</td>
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<tr>
<td>Alameda County Meals On Wheels</td>
<td>$500</td>
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<tr>
<td>Alexander Valley Film Society</td>
<td>$1,000</td>
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<tr>
<td>Alliance for Smiles</td>
<td>$500</td>
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<tr>
<td>Alonzo King Lines Ballet</td>
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<tr>
<td>America SCORES</td>
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<tr>
<td>American Association of Physicians for Human Rights</td>
<td>$250</td>
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<tr>
<td>American Baptist Homes Foundation of the West Inc.</td>
<td>$16,000</td>
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<tr>
<td>American Civil Liberties Union Foundation, 8 Grants</td>
<td>$17,500</td>
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<tr>
<td>American Civil Liberties Union Foundation of</td>
<td>$101,000</td>
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<tr>
<td>Northern California, 4 Grants</td>
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<tr>
<td>American Conservatory Theater, 2 Grants</td>
<td>$6,000</td>
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<tr>
<td>American Heart Association, $250</td>
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<tr>
<td>American Red Cross - Bay Area Chapter, 2 Grants</td>
<td>$750</td>
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<td>American Society for the Prevention of Cruelty to</td>
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<tr>
<td>Animals (ASPCA)</td>
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<tr>
<td>Americans for Responsible Solutions Foundation</td>
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<tr>
<td>Amigos de las Americas</td>
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<tr>
<td>Amnesty International USA</td>
<td>$500</td>
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<tr>
<td>Arc of San Francisco, 2 Grants</td>
<td>$2,000</td>
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<tr>
<td>Asian &amp; Pacific Islander Wellness Center, 3 Grants</td>
<td>$2,090</td>
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<tr>
<td>Asian Americans/Pacific Islanders in Philanthropy</td>
<td>$1,000</td>
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<tr>
<td>Asian Art Museum Foundation Of San Francisco</td>
<td>$500</td>
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<tr>
<td>Asian Women's Shelter</td>
<td>$500</td>
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<tr>
<td>ASPIRA, 3 Grants</td>
<td>$6,000</td>
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<tr>
<td>Astraea Lesbian Foundation for Justice, 4 Grants</td>
<td>$6,600</td>
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<tr>
<td>Athletic Scholars Advancement Program</td>
<td>$250</td>
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<tr>
<td>Aurora Theatre Company</td>
<td>$250</td>
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<tr>
<td>Autism Speaks</td>
<td>$2,500</td>
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<td>Axis Dance Company</td>
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<tr>
<td>Bay Area Ridge Trail Council, 2 Grants</td>
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<td>Board of Trustees of the Glide Foundation, 3 Grants</td>
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<td>Brady Center To Prevent Gun Violence</td>
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<td>Bread &amp; Roses Presents, 2 Grants</td>
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<td>Breast Cancer Action, 4 Grants</td>
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<td>California Academy of Science</td>
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<tr>
<td>California Court Appointed Special Advocate Association</td>
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<tr>
<td>California Pacific Medical Center Foundation</td>
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<td>California Shakespeare Theater</td>
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<td>Camp Winnarainbow</td>
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<td>Care</td>
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<tr>
<td>Career Technical Education Foundation Sonoma County</td>
<td>$1,000</td>
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<tr>
<td>CaringKind, The Heart of Alzheimer's Caregiving</td>
<td>$10,000</td>
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A scene from Casa Valentina at New Conservatory Theater Center
<table>
<thead>
<tr>
<th>Organization</th>
<th>Amount</th>
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<tbody>
<tr>
<td>enGender/Bay Area Rainbow Day Camp, 2 Grants</td>
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<tr>
<td>Environmental Defense Fund Incorporated, 2 Grants</td>
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<td>Equal Rights Advocates</td>
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<td>Equality California Institute, 5 Grants</td>
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<td>Equality Florida Institute</td>
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<tr>
<td>Esperanza Peace and Justice Center</td>
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<td>Families &amp; Friends of Louisiana’s Incarcerated Children</td>
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<td>Families Against Mandatory Minimums Foundation</td>
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<td>Family Link</td>
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<td>Federation of Community Controlled Centers of Alabama for Child Care</td>
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<td>FINCA International Inc.</td>
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<td>Florida School of Holistic Living</td>
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<td>Food of God for the People of God</td>
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<td>Foundation for Santa Barbara City College, 2 Grants</td>
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<td>Fractured Atlas Productions, Inc</td>
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<td>Frameline, 2 Grants</td>
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<td>Freedom Archives</td>
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<td>Freedom for All Americans Education Fund</td>
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<td>Friends of Adams Farm, Inc</td>
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<td>Friends of the San Francisco Public Library</td>
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ORAM - Organization For Refuge Asylum & Migration, 2 Grants                  | $1,500   |

Our Family Coalition                                                        | $500     |

Our Fund, Inc., 2 Grants                                                    | $1,500   |

Out and Equal Workplace Advocates                                           | $5,000   |

OutRight Action International, 4 Grants                                     | $6,750   |

Outward Bound California, 2 Grants                                          | $1,500   |

Overnight Productions, Inc.                                                 | $1,000   |

Pacific Center for Human Growth, 4 Grants                                   | $6,300   |

Pacific School of Religion                                                  | $1,000   |

Pacifica Foundation dba KPFA Radio, 4 Grants                                | $2,000   |

Palm Springs Art Museum                                                     | $500     |

Pen American Center Inc.                                                    | $2,500   |

PFLAG - National                                                            | $500     |

PKD Foundation                                                              | $2,500   |

Planned Parenthood Federation of America, Inc., 4 Grants                    | $4,500   |

Point Blue Conservation Science                                             | $500     |

Point Foundation, 3 Grants                                                  | $1,500   |

Political Research Associates                                               | $250     |

Portola Family Connection Center Inc                                       | $2,500   |

Positive Resource Center, 2 Grants                                         | $1,500   |

President & Fellows of Harvard College                                      | $1,200   |

Prevention International No Cervical Cancer (PINCC)                         | $1,000   |

Pride Foundation                                                            | $500     |

Pride Law Fund                                                              | $1,000   |

Prison University Project                                                   | $250     |

Project Open Hand, 3 Grants                                                 | $2,400   |

Provide, Inc.                                                               | $250     |

QWOCMAP - Queer Women of Color Media Arts Project, 2 Grants                 | $4,500   |

Race Forward                                                                | $500     |

Rainbow World Fund                                                          | $250     |

Rainforest Action Network                                                   | $1,000   |

Raising a Reader of San Francisco and Alameda Counties                      | $10,000  |

Redwood Empire Food Bank                                                    | $250     |

Regents of University of California at Berkeley                            | $9,000   |

Restore Mass Ave                                                            | $500     |

Richmond-Ermet Foundation                                                   | $500     |

Room To Read                                                                | $500     |

Roots of Peace                                                              | $250     |

Rosenberg Fund for Children                                                 | $1,000   |

Rotary Foundation of Rotary International, 2 Grants                        | $1,250   |

Pacific Center for Human Growth                                             |           |

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<td>Women’s Cancer Resource Center, 3 Grants</td>
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<td>Women’s Foundation of California, 5 Grants</td>
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<td>Yerba Buena Center for the Arts</td>
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<td>Z Space Studio</td>
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**GRAND TOTALS:** 554 GRANTS
INSTITUTIONAL DONORS

Horizons is grateful to our many corporate and foundation supporters. Their contributions and partnerships help make all that we do possible.

Anonymous (3)
Amazon
American Civil Liberties Union of Northern California
Asian & Pacific Islander Wellness Center
Asian Art Museum Foundation of San Francisco
Berio Capital
Clever
Community Thrift Store
Communitas Financial Planning
Community Thrift
Dan Dodd Real Estate
Dignity San Francisco
FunctionOne, Inc.
Golden Gate Business Association
Granite Solutions Groupe
Humble Bundle
La Milpa, LLC
LGBT Community Charities
Lincoln Theater, Napa Valley
Mass Mutual Agents Association, Inc.
Merrill Lynch Wealth Management
Mechanics Bank
Morgan Stanley Wealth Management, LLC
National Center for Lesbian Rights
Out and Equal Workplace Advocates
OutSmart Office Solutions
Pacific Fertility Center
Robert John Russo Galleries
Peninsula Women’s Chorus
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San Francisco Police Officers Association
United Way CA Capital Region
Vanguard Properties
Walden Asset Management Boston Trust & Investment Management Company
The Wellspring Philanthropic Foundation
Wendel, Rosen, Black & Dean, LLP
Zing Foundation
TOPSY-TURVY QUEER CIRCUS organizes multidisciplinary circus arts productions that narrate queer stories and challenge and subvert traditional ideals of beauty, gender, sexuality, and power. We produced PARADISE: Return to Aja, the second installment of a three-year, multidisciplinary storyline with an exclusively Black and Brown cast. Horizons Foundation gave us the resources to pay these incredible artists for their time and training and to develop a full-length show. With more than 1,000 people attending, it was the most successful production in our five-year history.

— India Davis, Artistic Director
Leadership members have a powerful impact on our work both today and into the future. We are deeply grateful to members of the Leadership Circle who generously supported the foundation’s work in 2016.

**CHAMPION**
$50,000 OR MORE
- Global Faith & Equality Fund
- Joq S. Lasner
- Lesbians for Good, a donor-advised fund of Horizons Foundation
- Estate of Dennis P. Nix, CFP
- Estate of Gerald B. Rosenstein

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- Axel Brunger & Tom Burke
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- Alan Mason & Timothy Rodrigues
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- Fund of Horizons Foundation

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Vanessa Vignon
Hon. James L. Warren (Ret.)
San Francisco Business Times
Jan E. Woolsey
James W. Wright
Nikolaos Xanthopoulos
Hoyt Zia & Leigh-Ann Miyasato
Jan Zobel, EA
*Deceased
Support for Healing
Following the tragic fire at the Ghost Ship in Oakland, Horizons Foundation responded to a call to action from our partner, the Pacific Center, and granted them funds to provide no-cost counseling and support for community members impacted by the fire.

Standing Up to Vandalism
In October 2016, our friends at the Rainbow Community Center in Contra Costa County grappled with a series of break-ins and vandalism at their building. Horizons awarded a discretionary grant to RCC to aid in their recovery.

Helping Donors Respond
The 2016 election results took most everyone in the LGBTQ community by surprise and, in its wake, many of us simply needed to find community and ways to respond. The night following the election, Horizons hosted more than 100 donors to hear movement leaders talk about what had happened – and what to do. As we moved into 2017, the Foundation put together a year’s worth of programs through our longstanding Q Series to help bring donors and activists together, all to provide new ways for donors to understand and respond to new threats to our rights and well-being.

Welcoming LGBTQ Refugees to the Bay Area
For the second year in a row, Horizons worked with Jewish Children and Family Services of the East Bay to support newly-relocated LGBTQ and other refugees during the holidays. With your support, we made sure the Bay Area gave a warm holiday welcome to some of our newest and neediest community members.

We are so grateful to Horizons for the financial help for gifts for our LGBTQ refugee clients over the holidays. In all, we were able to provide gift cards and gifts for 15 of our clients. The gifts always come as a pleasant surprise, as most newcomers are not accustomed to holiday gifts.

— Kathryn Winogura, Jewish Children and Family Services of the East Bay
Jay Cohen

My involvement with Horizons Foundation is almost as old as the Foundation itself. In the eighties, like many other gay men, the AIDS epidemic drew me into helping my community as a volunteer, advocate, and donor. I began to learn about the important organizations serving our community’s diverse needs in the Bay Area, including the amazing asset we have in Horizons itself.

Early in my participation with Horizons, I was invited to sit on a committee to review and award community grants. One of the proposals was for the first-ever transgender street festival hosted by the Tenderloin AIDS Resource Center (TARC). Previously, I hadn’t been super aware of transgender people or the issues they experienced. And yet, I felt, and continue to feel, a great responsibility to the entire LGBTQ community – not just the issues most directly impacting gay men. When I saw that the grant TARC would receive for the festival couldn’t quite cover their budget, I donated to make up the difference.

From that time forward, not only have I been a committed donor and advocate for the transgender community, but I’ve also continued to depend on Horizons as a thoughtful and strategic partner in my giving. A few years ago, I was looking to expand the impact of my Donor-Advised Fund when Horizons introduced me to Sandra Collins. Motivated by the struggles of her youngest child, Sandra dreamed of starting a camp for gender-expansive kids and their families to build community and facilitate self-empowerment. After meeting Sandra, I became one of Rainbow Day Camp’s very first supporters.

Months later, I was honored to attend the closing ceremony on the last day of camp. Each young person took the stage dressed in a costume of their own design to represent their full and fabulous selves. I imagined what it might have been like for me as a gay child in Wisconsin if I would have had people who supported and celebrated my difference. I don’t want any other children to have to wait to become adults before they can live authentically and find community. That is why I’m so proud to be a donor of Rainbow Day Camp and so thankful to Horizons Foundation for connecting me to this incredible organization.

Whenever I turn to Horizons to help guide or support my giving, they blow me away with their knowledge and expertise. No matter what issues you care about, they will give you thoughtful, personalized help to maximize the effectiveness of your giving. Our community truly has a gift in Horizons Foundation. I wish everyone would work with them because they will help you make an impact.
Legacy gifts help ensure that future generations will have unprecedented financial resources to address community needs that we cannot predict today. Horizons’ Legacy Circle honors individuals and couples who have included Horizons in their financial planning by making bequests in a will, creating a trust, or designating us as the beneficiary of an insurance policy, retirement plan, security, real estate, or other asset.

Our Legacy Circle members know that their gifts will make the difference in our community now and into the future. Their gifts ensure our future and will be counted as part of the second phase of our Now and Forever campaign.
THE SAN FRANCISCO DYKE MARCH is a 25-year old all-volunteer, radical movement rooted in deep values of visibility and equality for dykes. Horizons has been instrumental for our organization – they look to and listen to the community and fund grassroots efforts that bring power back to LGBTQ people. As a community builder and change maker, being empowered to do the work has been a true honor.

— Elizabeth Lanyon, Co-Chair
If you attended Horizons Foundation events in the past 20 years, you might remember seeing Bob Fuller. Bob tended toward the quiet side, but there was little quiet about the remarkable gift that he left for his community in his estate when he passed away in 2016. From various assets, including the sale of his Castro-area home, Bob’s estate resulted in an estate gift of $1.8 million for Horizons’ LGBTQ Community Endowment Fund.

During his lifetime, Bob was a generous supporter of LGBTQ issues, and he cared deeply about politics, safety for refugees, and building the capacity of our community. He also had a gently subversive side: he cheekily named his donor-advised fund with Horizons the “Gay Moral Values Fund” so that donations to his college and other mainstream organizations would always raise LGBTQ visibility. Now, his legacy lives on through the tremendous gift he gave to Horizons and to our whole community.

LEGACY GIFTS

Horizons honors the memory of those who generously included the foundation in their estate plans or otherwise inspired gifts to Horizons as part of their legacies. We are deeply grateful to have received bequests and other legacy gifts from the following people:

Aaron Anderson
Gwen Araujo
Robert Barnes
Robert J. Barnett
William S. Bason
David Bell
Bernard “Buzz” Bense
Dino Bevilaqua
Jack E. Bird
George R. Burgess
Robert Blair
Rich Chicotel
Robert Christensen
Jeffrey Cohen
Richard M. Cohen
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A. Lindley Cotton
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Thomas Steel
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Joseph Towner
Edward Vanegri
Phillip Wald

Horizons mourns the passing of Dennis Nix and Jerry Rosenstein. Their Legacy commitments ensure that Horizons’ work will benefit our community for generations to come.
NOW AND FOREVER CAMPAIGN

High among our proudest moments in 2016: completing the first phase of our Now and Forever Campaign. Against an ambitious goal of raising $3.5 million in this first phase, we surpassed the goal by reaching $3.7 million, making it by far the most successful campaign in Horizons’ 37-year history. These funds are being invested over a multi-year period to strengthen and to build the foundation in numerous respects and, most significantly, Horizons’ capacity to realize our community’s immense opportunity in legacy giving.

We are now poised to launch the even more crucial second phase of the Now and Forever Campaign, which sets an extraordinarily ambitious goal of identifying at least $100 million in future legacy gifts for the LGBTQ community by 2020. These gifts – and many more – will protect and strengthen our community for decades to come. No LGBTQ community organization has ever set such a far-reaching goal before. We believe that it’s a goal that not only can be achieved, but must be achieved if we are to ensure the rights, dignity, and well-being of future generations of LGBTQ people. As the community’s foundation, Horizons is fiercely committed to our meeting this goal.

If you’d like to join us in making a promise to secure our community’s future, contact Deb Stallings, Vice President of Development at 415.398.2333.

PILLARS
($100,000 OR MORE)
Arcus Foundation
Alvin Baum & Robert Holgate
California Wellness Foundation
Laurence Colton & John McCoy
Chip Conley
Darlene de Manincor & Emily Rosenberg
Anne Sterling Dorman, CPA
Ed Eishen & Jeff Lewy
William D. Glenn & Prescott W. Hafner
Michael Hulton
Lesbians for Good, a donor advised fund of Horizons Foundation
Joq Lasner
Susan Lowenberg & Joyce Newstat
Ferolyn T. Powell*
W.K. Kellogg Foundation

CHAMPIONS
($50,000 TO $99,999)
A&P Lesbian Fund
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Axel Brunger & Tom Burke
Robert J. Carr
Steven F. Correll & James R. Shay
Excelerate Foundation
Margarita Gandia
John Inson & Barry R. Taylor, CFP
Alan Mason & Timothy Rodrigues
Thomas Murphy & Timothy Murray
Robert W. Sass

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($25,000 TO $49,999)
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David P. Black
Cynthia Pino Blackford & Minna Tao
Radah Butler & Patricia Simpson, MD
Brian Cameron & William Snider
Anthony Chiu, MD & A.J. Shepard
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Roger Doughty & Royce Lin
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Naomi Fine & Kathy Levinson, Lesbian Equity Fund
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*Deceased

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Now and Forever Campaign leaders Dipti Ghosh and Meggy Gotuaco
OUR LEADERSHIP

As an institution deeply rooted in the community we exist to serve, Horizons depends on the vision, commitment, and wisdom of many people who serve in a wide range of leadership roles. Most are volunteers – including the members of Horizons’ board of directors and committees – and we are proud to list them here and express our profound gratitude for their many contributions.

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*Completed Service
+Non-board members
++ In Memoriam – We thank Paul for his service to Horizons

Léonie Walker
Denise Wells
Hon. Scott Wiener
Jan Woolsey
Stan Yogi

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Leonie Walker*

*Completed Service
+Non-board members
++ In Memoriam – We thank Paul for his service to Horizons
2016 FINANCIALS

Horizons Foundation ended 2016 in a strong financial position. Total assets rose to almost $27 million, an increase of $4.5 million from 2015. These assets enable Horizons to increase support to the LGBTQ community in the Bay Area and beyond, both in the short term and far into our community’s future. Program and grant expenditures totaled more than 80%, including more than $3 million in grantmaking. Horizons also supported the LGBTQ community by building the capacity of nonprofit organizations serving LGBTQ people, advocating for philanthropy both for and within our community, conducting donor education, and mobilizing resources for the benefit of all LGBTQ people.

The year 2016 was also notable for the completion of Phase I of Horizons’ Now and Forever Campaign, raising $3.75 million to make it the most successful fundraising campaign in our history. The foundation has now begun Phase II of the campaign, seeking to secure more than $100 million in future estate gifts by the year 2020. The campaign will allow Horizons to build upon our existing work while also ensuring that future needs of the community – even those we cannot yet predict – can be met. (See page 16 for more information).

### STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Current Assets</td>
<td>$19,091,782</td>
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<tr>
<td>Other Assets</td>
<td>$7,869,714</td>
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<td><strong>Total Assets</strong></td>
<td><strong>$26,961,496</strong></td>
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<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>Amount</th>
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<tr>
<td>Current Liabilities</td>
<td>$1,075,695</td>
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<tr>
<td>Long-Term Liabilities</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$1,075,695</strong></td>
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<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Unrestricted</td>
<td>$15,459,156</td>
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<tr>
<td>Temporarily Restricted</td>
<td>$2,466,736</td>
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<tr>
<td>Permanently Restricted</td>
<td>$7,959,909</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$25,885,801</strong></td>
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<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$26,961,496</strong></td>
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</tbody>
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### STATEMENT OF ACTIVITIES

<table>
<thead>
<tr>
<th>OPERATING REVENUE AND SUPPORT</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Contributions from Individuals</td>
<td>$3,522,847</td>
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<tr>
<td>Foundation and Corporate Grants</td>
<td>$1,972,291</td>
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<tr>
<td>Organizations</td>
<td>$7,008</td>
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<tr>
<td>Bequests</td>
<td>$2,406,334</td>
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<tr>
<td>Fundraising Events (net)</td>
<td>$78,130</td>
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<tr>
<td><strong>Total Support</strong></td>
<td><strong>$7,986,610</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Investment Income and Appreciation</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$1,415,867</strong></td>
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</table>

<table>
<thead>
<tr>
<th>OPERATING EXPENSE</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$3,934,077</td>
</tr>
<tr>
<td>Fundraising, Management and General</td>
<td>$954,747</td>
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<tr>
<td><strong>Total Operating Expense</strong></td>
<td><strong>$4,888,824</strong></td>
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<table>
<thead>
<tr>
<th>Change in Net Assets</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Net Assets, Beginning of year</td>
<td>$21,372,148</td>
</tr>
<tr>
<td>Net Assets, End of year</td>
<td>$25,885,801</td>
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</tbody>
</table>

| GRANTMAKING                        | $3,024,242   | 62%     |
| CAPACITY BUILDING                  | $56,857      | 1%      |
| PROMOTING PHILANTHROPY             | $852,978     | 17%     |
| MANAGEMENT AND GENERAL             | $408,806     | 8%      |
| FUNDRAISING                        | $545,941     | 11%     |
GIVE OUT DAY

Horizons Foundation’s longstanding commitment to increasing the financial resources available to LGBTQ organizations took on an exciting new dimension in 2016. Midway through the year, Horizons became the new national home for Give OUT Day, a unique, once-a-year, nationwide on-line event to help nonprofits large and small find new donors and raise more funds.

The foundation had led Give OUT Day efforts in the Bay Area for years, so this greatly expanded role fit perfectly with our mission and expertise. We worked with local, state, and national LGBTQ organizations to provide the tools, technology, guidance, and resources they needed to seize this opportunity to cultivate new donors, allies, and champions.

That includes organizations like the SOURCE LGBT+ Center in Visalia, California. This small organization is located deep in the Central Valley and far from the LGBTQ populations in our state. Founded in 2016, the SOURCE utilized the Give OUT Day platform and tools provided by Horizons to unlock potential, garnering, in 2017, an impressive 288 donors, earning themselves a leaderboard prize of $5,000. Together, with the donor gifts, the SOURCE raised more than $17,000 in unrestricted funds in a single day.

Give OUT Day at a Glance:

❤️ 291 participating organizations
❤️ 9,426 donations
❤️ A total of $550,000 raised for LGBTQ non-profits through individual donors and institutional prizes for leaderboard winners
Creating a world where LGBTQ people live with pride, dignity, justice, and joy.