A MESSAGE FROM OUR EXECUTIVE DIRECTOR

Fiscal year 20-21 was one of the most challenging times in the 45-year history of Pacific Pride Foundation. Despite those challenges, we found safe ways to reach our community, whether through teletherapy, virtual meetings, or by modifying our in-person services for this unique time. During this time, you, our dedicated staff, board, volunteers, donors, and supporters touched thousands of lives.

We also found ways to limit costs as we temporarily closed our office doors, evaluating and automating systems so that our staff could concentrate on providing services. We applied for and received two rounds of PPP funding, as well as one round of California Covid relief, and numerous Covid-related grants. And where our previous grant funding shifted focus to address front-line Covid work, other funders came forward. Our corporate partners stepped up to fill program needs; and individual donors came forward in new ways, committing to our mission in the absence of the Royal Ball—an event that usually helps to fund two years of programming, and that we were forced to postpone.

Challenging times can break organizations. They can also serve as catalysts for innovation and change. For Pacific Pride Foundation, this year of “unprecedented” and “extraordinary” has led us to evaluate, refocus, and commit again to the work that has guided us for decades: ensuring a vibrant, thriving, and visible LGBTQ+ community.

Through it all, you have been a critical part of the PPF family. Thank you.
**FINANCIALS**

Financials for our 20–21 fiscal year, beginning on July 1, 2020 and ending June 30, 2021.

- **Total income**: $827,645
- **Total expenses**: $820,726

*This chart shows FY20–21 gross revenue. We ended the year with a positive net operating budget of $6,919. In addition, we received $84,000 in PPP loan forgiveness, allowing us to replenish our reserves, which took a hit in the first half of 2020. We also received the first $50,000 installment of a multi-year endowment pledge.*

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<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Individual Donations</td>
<td>$292,525</td>
<td>35%</td>
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<tr>
<td>Corporate Giving</td>
<td>$112,613</td>
<td>14%</td>
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<td>Private Foundation Grants</td>
<td>$265,292</td>
<td>32%</td>
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<td>Government Contracts</td>
<td>$104,339</td>
<td>13%</td>
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<tr>
<td>Community Presentations &amp; Client Fees</td>
<td>$52,877</td>
<td>6%</td>
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20–21 GIVING HIGHLIGHTS

EXTRAORDINARY GIVING: DECKERS BRANDS

Demonstrating what a sustained, authentic partnership between a nonprofit and corporate partner can look like, our friends at Deckers Brands walked with us through the hardest parts of the pandemic, acknowledging the breadth of our work with critical financial support of our counseling program and recognizing us as a recipient of Deckers Brands 2021 DEI racial and social justice giveback commitment, placing us alongside national and global social justice organizations.

UGG supported PPF with technical assistance and monetary support to convert the years-long, wildly successful, PROUD Prom into a stunning virtual experience. In addition, UGG’s national Pride campaign included Prom imagery featuring both PPF youth and international LGBTQ+ icon, Lil Nas X, bringing worldwide visibility to PPF’s work and our local community. The Deckers PRISM Employee Resource Group also hosted a panel discussion featuring staff from both PPF and GLAAD discussing the importance of LGBTQ+ allyship in a live Q&A with employees worldwide.

Sanuk & PPF partnered to launch a pioneering all gender footwear collection last year. The collection introduced two new all gender styles to Sanuk’s catalog while featuring local queer models, further embedding our work into their DNA. Proceeds from the collection go directly to PPF.

EXTRAORDINARY GIVING: CLAY TEDESCHI

Santa Barbara philanthropist Clay Tedeschi came forward with a transformational gift to establish PPF’s first true endowment, honoring Chad Robert Phillips who tragically lost his life at the age of 37 in August of 2020. This fund will support youth and counseling services at PPF to ensure other young LGBTQ+ people struggling with mental health and addiction issues get the care they need to overcome adverse childhood experiences and thrive.

“I don’t know if any of us can make a difference, but I believe, however large or small our attempts may be, it is a life imperative that we try to make things better for others...I believe PPF’s youth programs and counseling services do make a difference. That is why I have established this endowment and I would be honored to have you join with me.”

— CLAY TEDESCHI

“I am so proud of the staff and board for all of their incredible accomplishments during the year as they not only continued to serve the community during such a challenging time but proved once again that Pacific Pride may be small but they are mighty. We could not have done any of it without our donors, and I remain in deep and continuing gratitude for their unwavering support and amazing generosity.”

— LYNN CUNNINGHAM BROWN
Board Chair
## Your Generosity at Work

You are the reason:

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<tr>
<td>Community members received vital health &amp; wellness services</td>
<td>Of your friends and neighbors received telehealth counseling</td>
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**MFT Counseling Interns** were trained through the Only Training Program specializing in working with LGBTQ+ and HIV-impacted populations in SB County

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<th>600</th>
<th>250</th>
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<tr>
<td>People received clean syringes and were educated about HIV prevention practices including PREP and safer sex materials</td>
<td>Lives were saved from potentially fatal overdoses through the County’s only syringe exchange program where 2,000 doses of NARCAN were distributed</td>
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<tr>
<th>1,000</th>
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<td>Individuals were trained through 38 virtual LGBTQ+ competency &amp; awareness trainings</td>
<td>Youth and older adults got the support they needed through our Proud Youth &amp; Older Adult Peer Support Groups</td>
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<td>Youth throughout the US and Canada attended Virtual Proud Prom. Youth sent more than 1,500 chat messages to each other, exchanging stories and contact information during the hour-long program, building a vast peer network</td>
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<td>Partnerships with local and national organizations</td>
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## Our Core Values in Action

### Responsiveness to the expressed needs of the community.
At the request of three Youth Leaders, PPF established its first PROUD Youth of Color peer support group.

### Accessibility for all members of the community.
All of our programs are free with the exception of counseling which is offered on a sliding scale, starting at $1 for those living in severe economic hardship.

### Partnerships with other organizations in the private and public sector.
Last year we partnered with 35 organizations including Planned Parenthood, Just Communities, Fighting Back Santa Maria Valley and Santa Barbara School District.
LOOKING AHEAD

As we continue providing critical social and health services, we remain dedicated to expanding our programs in innovative ways, adapting to the new landscape that the pandemic has presented, and evaluating what it truly means to endeavor to build and strengthen all parts of our community. These goals and initiatives include:

- Expanding our vital counseling program from serving 100 to 150 individuals annually by adding 4 additional counselors to join our current team of 8
- Nearly doubling our syringe exchange program and Narcan distribution from reaching 600 to 1,000 individuals annually
- Expanding our presence in North County with the hiring of new staff members and reopening of a Santa Maria office
- Embedding community feedback into our programs and processes through the Rainbow Roundtable and newly formed Programs Committee
- Building a comprehensive development program that will expand our sustainable funding streams and fortify our ability to withstand the financial impact of future, extraordinary events like a global pandemic
- Yearlong racial equity training for staff and Board

JOIN THE PACIFIC PRIDE FOUNDATION LEGACY SOCIETY

Clay’s vision for a long-term, sustainable future inspired us to launch a formal PPF Legacy Society. Members of the Legacy Society have expressed their commitment to Pacific Pride by naming PPF as a beneficiary in their will or estate plan. Such gifts might include bequests, retirement assets, or charitable gift annuities. We extend our deepest gratitude to our longtime Legacy Society members, and welcome those of you who are interested in joining. Contact Tyson Halseth today to talk about how to make a lasting impact through PPF’s work: tyson@pacificpridefoundation.org or 805-963-3636 ext. 110.

YOUR SUPPORT MAKES A DIFFERENCE

- $500 CAN HELP REMOVE NEARLY 6,000 USED SYRINGES FROM THE COMMUNITY
- $1,200 CAN HELP PROVIDE A YEAR OF COUNSELING FOR AN LGBTQ+ TEEN
- $3,000 CAN HELP PROVIDE ONE YEAR OF OUR PROUD OLDER ADULT GROUP FOR 15 LGBTQ+ SENIORS
- $5,000 CAN HELP PROVIDE 136 DOES OF THE OVERDOSE-REVERSING DRUG, NARCAN
- $7,500 CAN HELP PROVIDE A YEAR OF SUPPORT FOR 12 YOUTH THROUGH OUR PROUD YOUTH GROUP
- $10,000 CAN HELP PROVIDE A SAFE, INCLUSIVE SPACE FOR PPF TO PROVIDE SERVICES IN SANTA BARBARA AND SANTA MARIA FOR ONE MONTH
“Pacific Pride Foundation brought myself and my peers a place of safety and comfort. It’s a place to bring our questions, our lives, and our stories to the table. Every teenager deserves to have this opportunity we were given...It’s a place to learn about LGBTQ+ histories. It’s a place to make LGBTQ+ history.”

— JESSIE
PPF youth participant
THANK YOU FOR MAKING THIS WORK POSSIBLE

**Change Maker $50,000+**
Clay Tedeschi
Deckers Brands
Zegar Family Foundation

**Innovator $25,000-$49,000**
Michael Loftis & Erik Nickel
Claude Raffin in Honor of Jon Gathercole
Gilead Sciences
Cottage Health
Roddick Foundation
Tri-Counties Blood Bank, a Field of Interest Fund at the Santa Barbara Foundation

**Champion $15,000-$24,999**
Maryalice Birk
Bradley Willis & Tony Pusathai
McCune Foundation
Santa Barbara Foundation

**Leader $10,000-$14,999**
Michael & Tracy Bollag
Lynn Cunningham & Christopher C. Brown*
Marc Normand Gelinas*
Mitchell & Lisa Green
Nora McNeely Hurley & Michael Hurley, Manitou Fund
Anonymous
CVS Health
Towbes Foundation
Volentine Family Foundation

**Advocate $5,000-$9,999**
Anonymous
Belle Hahn
Jenn & Georgene Kennedy-Vairo*

**Supporter $2,500-$4,999**
Anonymous +
Eric Bowers & Michael Petrich*
Paul Guido & Steven Blain
Zev Nathan & Neal Hiken
Linda Seltzer Yawitz
CenterLink
ACME Hospitality
Montecito Bank & Trust
Kim Nabozny Productions

**Friend $1,000-$2,499**
Adelina Alva-Padilla*
Anonymous +
Xorin Balbes
Jean Ballantyne
Ralph Barbosa*
Lawrence Bines
Paul Blake & Mark Bennett
Stephen Coyne*
Nancy & Thomas Crawford
Emily Engel
Adam Feild & Erik Torkells
Kristin Flickinger*
Tyson Halseth*

**Howard Hawkes & Kevin Kemper**
Kim L. Hunter & Paulo P. Lima, Ph.D.*
Kim S. Johnson
Marsha Kotlyar
Dodie Little
Juan Lopez
Gregory & Doris McPhee
Nicholas & Rosemary Mutton
William J. Otto, DVM
Justine Roddick & Tina Schlieske
Ron Schnur & Kole Russell
David Selberg*
Ray Stokes*
Conrad N. Hilton Foundation
Estee Lauder Companies Charitable Foundation
Amazon Santa Barbara
American Riviera Bank
Santa Barbara Vascular Specialists

**Community $500-$999**
Diane & Kieran Adam
Anonymous +
Marian Bankins*
Sarita Bhatt & Elizabeth Scharpf
Jodi G. Designs
Bridget Dobrowski
John Fishpaw & David Alvarez*
Peter Florsted
In Memory of Alex Franklin Haut*
Susan Hinkle
Deborah Karoff & Anna Di Stefano
Fran Morrow

**James & Mary Morouse**
Solomon Ndung’u
David Nelson & Joseph Cooper
Dana Perlman & Hugh Kinsella
Stacy Pulice
Mark Sprecher & Paul Langlotz
Heather Stevenson*
Mary Stoddard & Ilana Eden*
Anne Smith Towbes
Steve Warner & Vince Turano*
Peter Wright & Reid Melton
CorePower Yoga
SeaVees

**Partners in Pride**
Thomas Babcock
Dennis Barringer
Carl Berman
In honor of Donald Neal Brickel
Hannah Ruth Brothers
Judith Chumlea-Cohan
G. Reginald Daniel, PhD
Seyron Foo
Geoff Green
Bobbie McMorrow
Alex Overbey
Steve Ramirez & Scott Martin
Kristin Ross
Leslie Schultz
Chris & Stephanie Simpson
Gillian Summers
Angie Swanson-Kyriaco & James Kyriaco
Robert Tarsia
Christopher Teasley & Stephen Singleton
Bryan Uhrig
Lika Walker

*Individuals with an asterisk are also Partners in Pride - PPF’s sustained giving program. They commit to giving monthly, quarterly, or annually on an ongoing basis.