



2022-2023
ANNUAL REPORT

————— FISCAL YEAR: JULY 1, 2022 – JUNE 30, 2023 —————



PACIFIC PRIDE
FOUNDATION

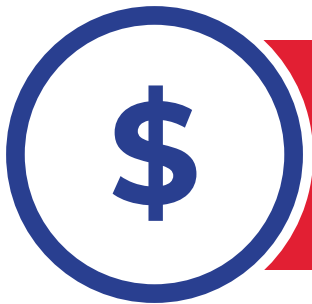
SERVING SANTA BARBARA COUNTY SINCE 1974

FINANCIAL SUMMARY

FINANCIAL LOOK BACK 2020-2023

The 2022-2023 fiscal year was punctuated by moments of togetherness as we moved from the early years of the Covid pandemic. This past year, PPF emerged with a recommitment to our values - and to ensuring a vibrant, thriving, and visible LGBTQ+ community.

Looking back at this transformational period, PPF has emerged as a financially strong, mission-focused, operationally innovative organization. Between 2020 and 2023 PPF's financial position has improved significantly as PPF has become more financially sustainable in the following ways:



PPF'S OPERATING REVENUE HAS DOUBLED OVER THE PAST THREE YEARS.



WE HAVE INCREASED MONTHLY AND ANNUAL DONORS, AND CREATED AN ENDOWMENT TO FUND COUNSELING AND YOUTH PROGRAMS.



WE HAVE INCREASED KNOWLEDGE OF AND ENROLLMENT IN PLANNED GIVING, INCLUDING AT LEAST ONE SEVEN-FIGURE GIFT.

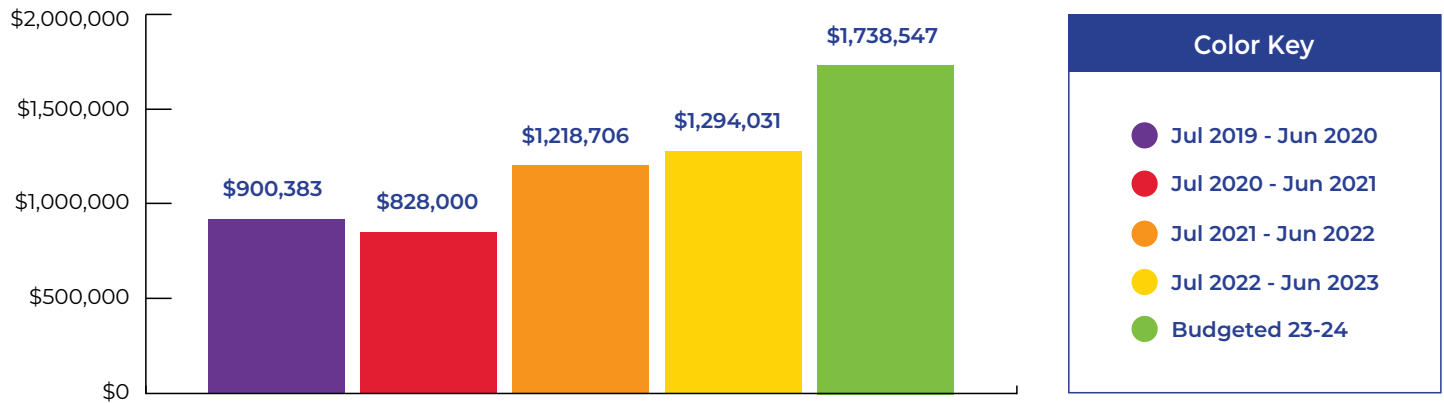


FUNDING STREAMS HAVE IMPROVED AS WE MOVED FROM EVENT-BASED FUNDRAISING TO RELATIONSHIP-BASED, INDIVIDUAL GIVING, AND SECURED NEARLY \$500,000 IN MULTI-YEAR FUNDING THROUGH STATE CONTRACTS AND PRIVATE GRANTS.

FINANCIAL GRAPHS

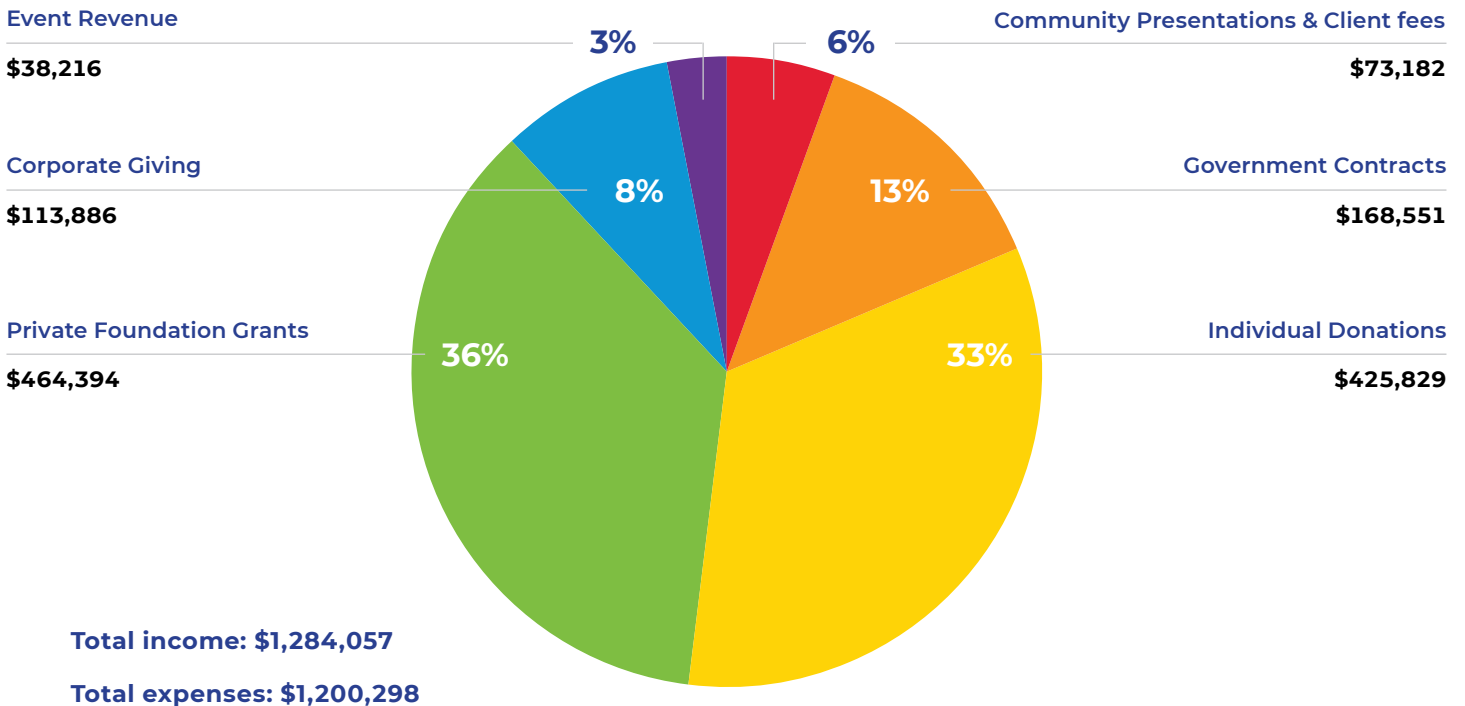
FINANCIAL LOOK BACK CONTINUED

TOTAL OPERATING INCOME



FINANCIALS FOR OUR 22-23 FISCAL YEAR, BEGINNING ON JULY 1, 2022 AND ENDING ON JUNE 30, 2023

OPERATING BUDGET



**This chart shows FY22-23 gross revenue. We ended the year with a positive net operating budget of \$83,760, allowing us to replenish reserves that were spent at the beginning of the Covid-19 pandemic.*

BEYOND FINANCE - PPF AT ITS CORE

PPF is aware of the structural challenges and historical inequities of the philanthropic sector. We see it as our duty as a social justice organization to model our values and to serve as a progressive leader in Santa Barbara County's nonprofit landscape. We do this in the following ways:



COMMITMENT TO ACCESS, ESPECIALLY THROUGH LANGUAGE JUSTICE.

PPF is on track to be a fully bilingual organization by 2024, meaning that anyone wanting to access any part of our organization can do so in both English and Spanish.

Impacting the Whole Community: In 2022, PPF received the Michael Towbes Community Impact Award, a one-time, transformational award from Montecito Bank & Trust that allowed PPF to invest strategically and significantly in Spanish-language access for the LGBTQ+ community. PPF now has a bilingual, LGBTQ+ counseling program, provides significant and appropriate pay differentials for Spanish-speaking staff, and engages in ongoing work through our language justice committee.

Pride for All: Now located on the more accessible and visible Chase Palm Park Field, the redesigned Pacific Pride Festival has returned to its "Pride at the Beach" roots. The free community event focuses on access and collaboration by partnering with more than 70 other organizations to co-create a spectacular day of celebration. The event includes simultaneous stage interpretation in ASL, Spanish and Mixteco, as well as bilingual signage and materials, Spanish-language performances, and an elevated access deck for people with mobility differences. All of this is designed to ensure improved accessibility for our community.

SERVING AS A VOICE AND ADVOCATE FOR HARM REDUCTION.

Since our beginning, PPF has worked to combat stigma. Whether providing LGBTQ+-specific mental health counseling, HIV services, or opioid response programs, PPF's position as a harm reduction expert has allowed us to serve our community when nobody else has.

Opioid Response: We continue to be a major distributor of Narcan (more than 4,000 doses in the 22-23 fiscal year), and train dozens of other organizations each year to do the same.

Syringe Services: For decades, PPF has been Santa Barbara County's only provider of access to safe injection supplies, reducing the risk of HIV and Hep-C transmission for I.V. drug users. Our focus has expanded to include distribution of overdose prevention supplies, such as Narcan and fentanyl test strips, and we remain a vocal advocate for government and community organizations to embrace harm reduction practices and services.

BEYOND FINANCE - PPF AT ITS CORE

SHIFTING HOW WE THINK ABOUT FUNDRAISING.

Embracing Community Centric Fundraising Principles: This values-based fundraising model recognizes the role that every donation plays in the success of PPF and our community. Under this model PPF is generous and mutually supportive of other nonprofits, recognizes each donor's contribution as meaningful and impactful, and sees donors as partners - which requires honest, ongoing communication.

Beyond the Ticket: PPF knows that supporting our community goes beyond buying a ticket. Our donors care about the impact that their donation makes, and we care about their genuine partnership in our work. As we've shifted from large-scale fundraising events, our donors have shifted with us, recognizing the value of providing direct, unrestricted support for all that PPF does.

VIEWING OUR BUDGET AS A VALUES STATEMENT.

Budgets speak. PPF's budget includes line items for language access, community partnerships, and pay differentials.

Pride as a Celebration - Not a Fundraiser: Taking this approach, we have been able to center our community and partner in new ways. By providing sliding scale booth fees and stipends for community groups, the Pacific Pride Festival was co-created, resulting in greater impact and engagement.

Staffing a Movement: Our staff is made up of individuals who are all part of the LGBTQ+ and ally community. Movement work is personal, and it takes intention to sustain. PPF's budget includes significant time off to rest and recharge at year-end, and throughout the year. In the past year, PPF has embraced a non-traditional workweek that allows for ongoing rest embedded into the work.

ADOPTING A "COLLABORATION-FIRST" MODEL OF PROGRAM DEVELOPMENT.

PPF seeks out partnerships in order to expand and deepen the services that we provide.

Access for Immigrants: Funded by the State of California, PPF has spearheaded the Central Coast Health Equity Collective. This partnership with 805 UndocuFund, Ventura County Diversity Collective, MICOP, and Planned Parenthood California Central Coast, brings \$485,000 to our region to provide access to counseling and reproductive services specifically for LGBTQ+ immigrants.

Expanding Mental Health Access for Youth: Through a multi-year grant from Cottage Population Health, PPF is partnered with organizations including YouthWell and CALM to build a referral network for youth in Santa Barbara - a network that gives our clients access to psychiatric services.

Expanding Cultural Competency outside of PPF: PPF's training and education programs, funded in part through the County of Santa Barbara, allows us to expand the capacity of other community organizations, improving their cultural competency to serve LGBTQ+ clients.

Cross-Racial Collaboration and Community Education: With \$475,000 in funding from the State of California, PPF's "Stop the Hate" project will build a series of cross-racial community trainings designed to foster understanding and support families of LGBTQ+ youth.



A MESSAGE FROM OUR EXECUTIVE DIRECTOR

PPF IS DEDICATED TO ENSURING A VIBRANT, THRIVING, AND VISIBLE LGBTQ+ COMMUNITY.

Over our nearly 50 years, we have done that through counseling services, HIV prevention, opioid response, peer support groups, training, and education. We have done that by creating and defending joyful spaces for our community to come together and celebrate. And, as we enter what is sure to be a contentious political season ahead, PPF is at the forefront, advocating for the rights and lives of LGBTQ+ people.



PPF does a lot. We do it because our community needs us. And we're only able to do it because the staff, board members, volunteers, and donors that make up PPF are committed to the incredible work we've done and begun.

Thank you for being part of that work.



Pacific PRIDE Festival

PACIFIC
PRIDE
Festival
Nuestro
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Staff

Kristin Flickinger Executive Director, **Maria Melo** Chief Programs Officer, **Tyson Halseth** Development Director
Fabiola Gonzalez-Gutierrez Donor Relations Manager, **Levin Fetzer** Community Engagement Manager
Teralyn Renea Evans-Gutierrez Office Manager & Executive Assistant, **Jennifer Ortiz** Counseling Manager

Board of Directors

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Sarita Bhatt Officer, **Eric Bowers** Officer, **Lynn Brown** Officer, **Dean Carter** Officer, **Angie Magana** Officer, **Hangping Xu** Officer

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Justine Roddick, **Vivian Storm**, **Clay Tedeschi**, **Anne Towbes**, **Charles Zegar & Merryl Snow Zegar**

