

We win 



VICTORY®

2006 ANNUAL REPORT

GAY & LESBIAN VICTORY FUND
AND LEADERSHIP INSTITUTE



WHEN ALABAMA, ARKANSAS AND INDIANA VOTERS ELECT

THEIR FIRST OPENLY LGBT OFFICIALS IN THE SAME YEAR.



WHEN VOTERS IN CAMPBELL, CALIFORNIA ELECT A YOUNG

LGBT LEADER WITH A PROMISING FUTURE.



WHEN MARYLAND VOTERS ELECT THEIR FIRST OPENLY GAY

STATE SENATOR AND ADD TO THE LGBT VOICES IN THE STATE HOUSE.



WHEN LGBT LEADERS GET THE TRAINING THEY NEED TO

WORK HARDER FOR EQUALITY.

BREAK *through*

ALABAMA STATE REPRESENTATIVE
PATRICIA TODD REFUSED TO QUIT.

THAT'S WHAT LEADERS DO.

WHEN POLITICAL POWER BROKERS threatened to ignore the voters of the 54th District and overturn her historic election, Patricia Todd stayed strong and the Victory Fund swung into action. Having worked hard to secure a BREAK*through* victory in a state that had never elected an openly LGBT official, the Victory Fund quickly assembled a team of lawyers, donors, advisors and staff to defend her win.

And when she finally won, we all did. Now when Alabama lawmakers debate the lives of gays and lesbians, they will look up from their lecterns to see a true hero of our community, and their colleague, staring back at them. The fight for that was mighty, but the power of it is strong, quiet and unyielding. Like Patricia.

And 2006 brought other BREAK*through* victories. Arkansas elected its first openly LGBT official when Kathy Webb was elected to the state legislature, and in Indiana, Henry Fernandez became the state's first elected LGBT official when he won a seat on the Lawrence Township School Board.

All three of these leaders graduated from our renowned Campaign & Candidate Training, a program of the Gay & Lesbian Leadership Institute. *They were prepared to BREAK*through*.*



HON. PATRICIA TODD
ALABAMA STATE REPRESENTATIVE



HON. KATHY WEBB
ARKANSAS STATE
REPRESENTATIVE



HON. HENRY FERNANDEZ
LAWRENCE TOWNSHIP, IN
SCHOOL BOARD



BUILDING *our team*

“I PLAN TO MAKE SURE THAT THE NEXT GENERATION OF POLITICAL LEADERS ARE READY TO STEP UP TO THE PLATE. HOPEFULLY, IF I DO A GOOD JOB, I’LL SHOW PEOPLE THAT YOU CAN BE GAY, ASIAN AND EVEN YOUNG AND STILL BE EFFECTIVE”

-CAMPBELL, CALIFORNIA CITY COUNCILMAN EVAN LOW, 23, AS QUOTED IN THE ADVOCATE



EVAN LOW’S PASSION for public service led him to run for and win a seat on the Campbell, California city council in 2006, becoming the youngest, the first Asian-American and the first openly LGBT individual ever to do so. And this may only be the beginning for Evan. Considered a rising political star, he may be poised to fill the shoes of some trailblazing LGBT political leaders in California. The Victory Fund’s support of local candidates like Evan helps build a team of qualified, tested leaders who will be able to stand up to greater challenges as their careers advance.



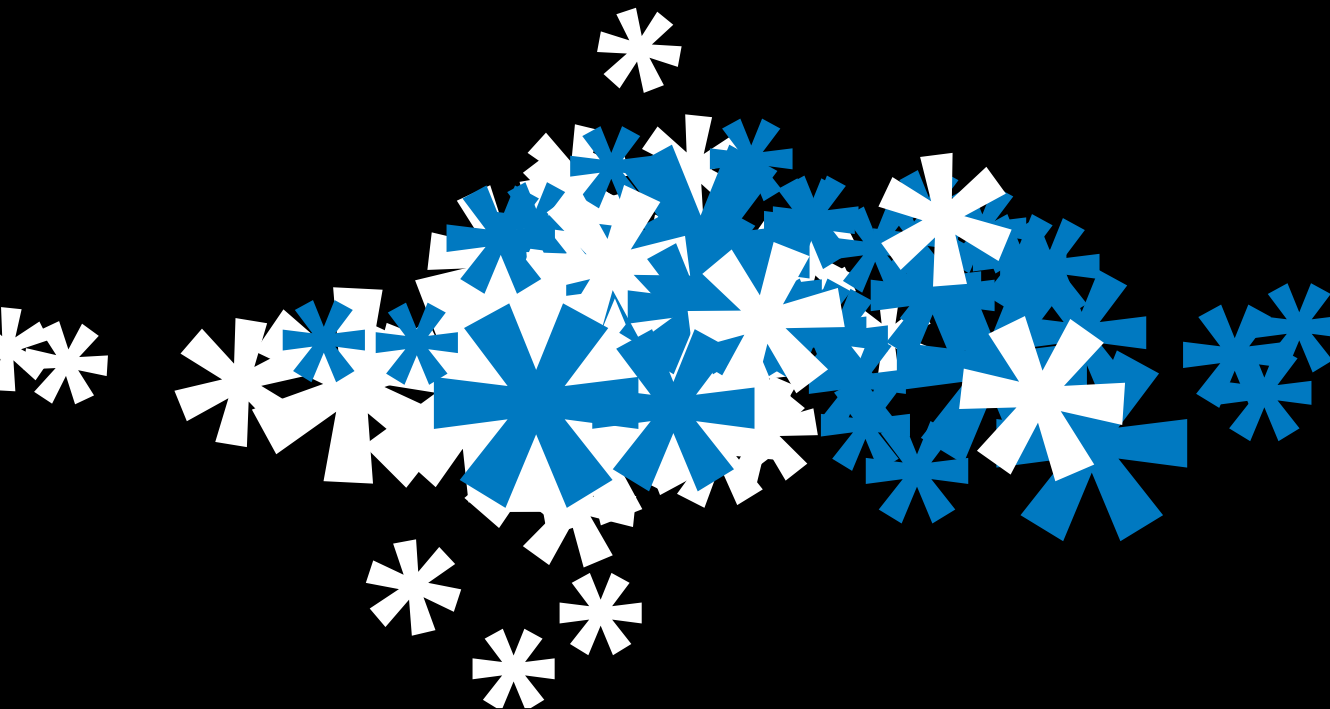
STRENGTHENING *our influence*

“STRENGTH IN NUMBERS”
IS TRUE ABOUT STREET
FIGHTS AND POLITICS.

AND SOMETIMES IT’S HARD
TO TELL THE DIFFERENCE.



IN MARYLAND, THEY’RE PUTTING THE CONCEPT INTO ACTION. In 2006, voters elected the state’s first openly gay state senator and added another open lesbian to its House of Delegates. Now four openly LGBT lawmakers represent their communities in the legislature, and for the first time ever, they’ll be doing so in both its upper and lower houses. Building those coalitions across aisles, across chambers and across city governments and county lines helps to grow the power of the LGBT community when it’s called upon to stare down the stubborn forces of intolerance. Maryland’s team of openly LGBT legislators has sponsored bills that would have ensured that domestic partners receive the same benefits that married couples enjoy, and stopped repeated attempts to pass anti-gay marriage amendments. A growing number of out elected officials across the state has meant that straight colleagues have grown more comfortable talking about the struggles of LGBT families, and that understanding leads to equality.





We win BECAUSE
OPENLY LGBT OFFICIALS
ARE ON THE
FRONT LINES IN THE
FIGHT FOR TRUE
EQUALITY...

AND THEIR VICTORIES
ARE OURS.



OUR MISSION:

TO CHANGE THE FACE AND VOICE OF
AMERICA'S POLITICS AND ACHIEVE
EQUALITY FOR LGBT AMERICANS BY
INCREASING THE NUMBER OF OPENLY
LGBT OFFICIALS AT ALL LEVELS OF
GOVERNMENT.



PAUL W. HORNING, II



CHUCK WOLFE

DEAR FRIENDS,

It'd be easy to get used to the sound of glass ceilings breaking. We heard a lot of that in 2006. Sixty-seven of our 88 endorsed candidates won their elections.

But "We win," is not a boast. It's our mission and our duty. The Victory Fund helps its endorsed candidates win elections, but the entire LGBT community wins when qualified, committed leaders from among our ranks step up to lead.

This 2006 Annual Report reflects broad progress in our unique mission to change the face and voice of American politics by training and equipping strong openly LGBT leaders who are on the front lines and winning the fight for equality every day.

Thanks to a dedicated national network of donors, the year behind us saw political victories on an unprecedented scale. The Fund was able to direct 90% of its political dollars to non-incumbent candidates, some of whom won BREAKthrough victories in places where few thought an openly gay candidate had a chance.

Our hardest-fought victory resulted in the election of Alabama's first openly LGBT official. Rep. Patricia Todd now sits among her colleagues in the State House, an inspiration both to her constituents and to the LGBT community across the state. And in Arkansas, Indiana, Oklahoma, Missouri, Maryland and elsewhere, other barriers fell, with Victory Fund candidates making history in their state legislatures.

Finally, we want to express our enormous gratitude to Brian Johnson, who served ably as Board Chair last year, and who continues as a member of our Board of Directors. The dedication of directors like Brian, as well as that of Janine Brunjes, Don Uttrich and Louis Vega, who recently stepped down after years of service on the Board, has enabled the Victory Fund to vigorously pursue its mission. We are grateful for their contributions to our organization, and to the larger fight for LGBT equality.

The year ahead brings more challenges still. Our goals are greater. Our races are tougher. The bar is set higher. The fight for equality continues, and there are plenty of glass ceilings yet to be broken.

YOURS IN VICTORY,

Paul W. Horning, II
Chair

Chuck Wolfe
President & CEO

● = WINNER

CONGRESSIONAL

- Tammy Baldwin - US House of Reps. (WI)
- Barney Frank - US House of Reps. (MA)

STATEWIDE

- Benjamin Cruz - Lieutenant Governor (Guam)
- Virginia Linder - State Supreme Court (OR)
- Sean Patrick Maloney - State Attorney General (NY)

STATE LEGISLATURE

- Paula Aboud - State Senate (AZ)
- Dana Beyer - State House of Delegates (MD)
- Jackie Biskupski - State House of Reps. (UT)
- Larry Bliss - State House of Reps. (ME)
- Jarrett Barrios - State Senate (MA)
- Julia Boseman - State Senate (NC)
- Beth Bye - State House of Reps. (CT)
- Ken Chevront - State Senate (AZ)
- Karen Clark - State House of Reps. (MN)
- Kevin Cronk - State House of Reps. (NM)
- Scott Dibble - State Senate (MN)
- Karla Drenner - State Assembly (GA)
- Ed Flanagan - State Senate (VT)
- Alexis Gorriaran - State Senate (RI)
- Christine Johnson - State House of Reps. (UT)
- Jolie Justus - State Senate (MO)
- Anne Kaiser - State House of Delegates (MD)
- Christine Kaufmann - State House of Reps. (MT)
- Tina Kotek - State House of Reps. (OR)
- John Laird - State Assembly (CA)
- Nicole LeFavour - State House of Reps. (ID)
- Mark Leno - State Assembly (CA)
- Jason Lorber - State House of Reps. (VT)
- Richard Madaleno - State Senate (MD)
- Al McAffrey - State House of Reps. (OK)
- Anthony McCarthy - State House of Delegates (MD)
- Scott McCoy - State Senate (UT)
- Matt McCoy - State Senate (IA)
- Joe McDermott - State House of Reps. (WA)
- Maggie McIntosh - State House of Delegates (MD)
- Heather Mizeur - State House of Delegates (MD)
- Jeanette Mott Oxford - State House of Reps. (MO)
- Ed Murray - State Senate (WA)
- Daniel O'Donnell - State Assembly (NY)
- Ron Oden - State Assembly (CA)
- David Parks - State Assembly (NV)
- Jamie Pedersen - State House of Reps. (WA)
- Elena Popp - State Assembly (CA)
- Rhonda Rudd - State Senate (OK)
- Devin Slayton - State House of Reps. (AZ)

- Allen Thornell - State House of Reps. (GA)
- Patricia Todd - State House of Reps. (AL)
- Mary Washington - State House of Delegates (MD)
- Kathy Webb - State House of Reps. (AR)

COUNTY/MUNICIPAL

- John Brady - Sussex County Recorder of Deeds (DE)
- David Catania - City Council (DC)
- David Cicilline - Mayor of Providence (RI)
- Sally Clark - Seattle City Council (WA)
- Pat Coluzzi - Rehoboth Beach City Commission (DE)
- Kevin Dowling - Hayward City Council (CA)
- Bevan Duffy - San Francisco Board of Supervisors (CA)
- Charles Eader - Bedminster Township Commission (NJ)
- Susan Eggman - Stockton City Council (CA)
- Gary Fitzsimmons - Dallas County District Clerk (TX)
- Michael Gongora - Miami Beach Commission (FL)
- Richard Gordon - San Mateo Cty. Board of Supervisors (CA)
- Jim Graham - City Council (DC)
- Scott Gruendl - Mayor of Chico (CA)
- Aaron Kampfe - Red Lodge City Council (MT)
- Ken Keechl - Broward County Commission (FL)
- Stephanie Lofton - Long Beach City Council (CA)
- Evan Low - Campbell City Council (CA)
- Doug Milliken - Arapahoe County Treasurer (CO)
- Mike Nelson - Orange Cty. Commission (NC)
- Stephen Padilla - Mayor of Chula Vista (CA)
- Jim Roth - Oklahoma County Commission (OK)
- Denise Rushing - Lake Cty. Board of Supervisors (CA)
- Debra Shore - Metropolitan Water Reclamation Commissioner (IL)
- Paul Smedberg - Alexandria City Council (VA)
- Tina Taviano - Allen County Sheriff (IN)
- Clark Williams - San Jose City Council (CA)
- Ken Yeager - Santa Clara Cty. Board of Supervisors (CA)

SCHOOL BOARD

- Sally Baird - Arlington School Board (VA)
- Henry Fernandez - Lawrence Township School Board (IN)
- Xander Gordon - Murray School Board (UT)
- Amy Kobeta - Phoenix Union HS Governing Board (AZ)
- Stephen Spring - Portland School Board (ME)

JUDICIAL

- Thomas Chiola - Cook County Circuit Court (IL)
- Mike McHale - Cook County Circuit Court (IL)
- Mary Colleen Roberts - Cook County Circuit Court (IL)
- David Rubin - San Diego Superior Court (CA)
- Rudy Serra - District Court Judge (MI)
- Susan Steeg - Justice of the Peace (TX)

GAY & LESBIAN VICTORY FUND BOARD OF DIRECTORS

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Laura Spanjian - *San Francisco, CA*
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Kevin Tilden - *San Diego, CA*
Lisa Turner - *Norfolk, VA*
Scott Widmeyer - *New York NY*

GAY & LESBIAN VICTORY FUND 2006 AWARD RECIPIENTS

Gay & Lesbian Leadership Award
Hon. Christine Quinn
Speaker, City Council of New York
Presented in New York, NY by Scott Widmeyer

2006 Special Recognition
David Mixner
Presented in Washington, DC by Hon. Russ Feingold

Oates-Shrum Leadership Award
Hon. Charles B. Rangel
Congressman, New York
Presented in Washington, DC by Hon. Barney Frank

GAY & LESBIAN VICTORY FUND FINANCIAL REPORT - 2006

INCOME

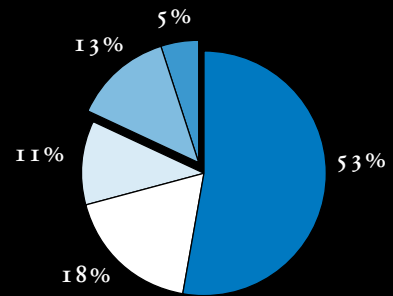
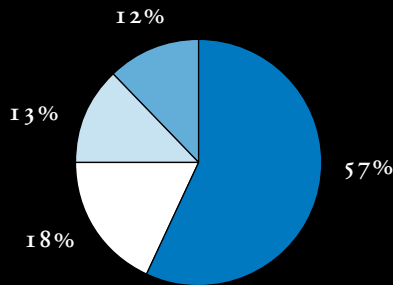
VICTORY CABINET (MAJOR DONOR)	57%	1,487,351
DONOR CANDIDATE CONTRIBUTIONS	18%	455,354
DIRECT MARKETING	13%	337,030
EVENTS	12%	315,551

TOTAL INCOME \$2,595,286

EXPENSE

CAMPAIGNS & ELECTIONS	53%	1,329,032
DONOR CANDIDATE CONTRIBUTIONS	18%	455,354
CANDIDATE MARKETING EXPENSE	11%	284,979
FUNDRAISING EXPENSE	13%	321,433
FINANCE & OPERATIONS	5%	139,648

TOTAL EXPENSE \$2,530,446



☞ = PROGRAM EXPENDITURES

Full audited financial information available at <http://www.victoryfund.org/annual06>



LEADERSHIP MATTERS.

THE GAY & LESBIAN LEADERSHIP INSTITUTE DEVELOPS OPENLY LGBT ELECTED, APPOINTED AND COMMUNITY LEADERS THROUGH WORLD-CLASS TRAINING AND SUPPORT PROGRAMS.



DAVID NIXON



CHUCK WOLFE

DEAR FRIENDS,

Leadership matters. It is the transcendent quality in those who inspire, build and work for change. Skilled leaders lift us up, embolden our efforts and propel us forward. Developing LGBT leaders is the work of the Gay & Lesbian Leadership Institute, and in 2006 that work reached new heights.

Hundreds of people received Institute training in 2006, with 74 attending the renowned Candidate & Campaign Training, an intensive four-day course on how to run a winning political campaign. Past graduates went on to win ground breaking races in 2006, and many of them credit the training for giving them the skills to succeed.

The Institute also helped to send seven Leadership Fellows to the Kennedy School of Government at Harvard University to participate in the Senior Executives in State and Local Government program, an opportunity that allowed them to build their leadership skills while also exposing other rising stars to a group of committed, qualified LGBT leaders.

The 2006 International Gay & Lesbian Leadership Conference in Houston, Texas, brought together more than 200 elected, appointed and community leaders to share their experiences and ideas about how openly LGBT individuals can better serve their communities while also working towards equality.

Two new programs in 2006 marked an expansion of the Institute's mission. Leadership Institute staff helped to train leaders from 16 states on establishing and running their own political action committees to support LGBT leaders locally. And 25 executive directors of national, state and local LGBT advocacy groups met in New Orleans under the auspices of the Institute to address efforts to build and strengthen diversity efforts in the movement.

All of these programs have one goal; to equip and support the brave men and women who dare to stand up against the forces of intolerance, bigotry and hatred. We are proud of that mission, our programs, and our unique role in moving their work forward.

YOURS IN VICTORY,

David Nixon
Chair

Chuck Wolfe
President & CEO

The Gay & Lesbian Leadership Institute trains and supports openly LGBT leaders who are making a difference in the fight for equality.



INTERNATIONAL GAY & LESBIAN LEADERSHIP CONFERENCE

The 2006 conference, our largest and most successful yet, brought together more than 200 openly LGBT elected and appointed officials and community leaders in Houston, Texas, for three days of panels, workshops and trainings designed to share experiences and ideas on how LGBT leaders can better serve their communities. Democratic National Committee Chairman Howard Dean, in a keynote address, told attendees that more openly LGBT candidates are needed in national politics, saying, "We've got to share power, not just responsibility, from now on."



LEADERSHIP INSTITUTE FELLOWS AT HARVARD UNIVERSITY'S KENNEDY SCHOOL OF GOVERNMENT

The Institute provides scholarships to leaders from the LGBT community to attend Harvard's Senior Executives in State and Local Government program. The three-week program provides an educational experience that equips public officials to successfully address the challenges they face in leading their communities. The classroom becomes an interactive laboratory where participants learn how to create and engage in public discourse about difficult subjects such as religion, race, ethnicity, class, gender and sexual orientation.



COMING OUT TOOLKIT

The Coming Out Toolkit assists elected officials who are ready to come out to do so in a planned and strategic manner. This project uses a first-of-its-kind Leadership Institute documentary film that interviews elected officials who have come out while in office and shares their issues, experiences, and rewards from both a professional and personal perspective. Voter-focused polling and surveys provide valuable data, both for the Institute and for elected officials who wish to come out. Since the launch of the Coming Out Toolkit, the Leadership Institute has helped several elected officials come out and many more have begun the process.



CANDIDATE & CAMPAIGN TRAINING

Winning an election is both art and science, but the romance of the art can sometimes eclipse the importance of the science when considering a run for office. Participants in this popular, growing Institute program learn that the proper balance is vital to success. Thanks to state-specific outreach, our professional reputation and a proven record of success, we have grown the overall number of training participants to nearly 1,000 over the life of the Institute. Successful graduates became electoral heroes in the past few years, including Dallas County Sherriff Lupe Valdez, Alabama State Rep. Patricia Todd and Oklahoma State Rep. Al McAffrey, all of whom scored *BREAKthrough* wins in their first runs for office. For elected officials who have plans to seek statewide or federal office, the Institute offers Advanced Campaign Training featuring one-on-one, tailored advice and assistance aimed at helping them achieve their goal.



DIVERSITY TRAINING

A program to grow in 2007, Diversity Training empowers LGBT leaders to fully engage all members of the LGBT community. A collaborative effort with the People's Institute, the Undoing Racism™/ Community Organizing program allows leaders to understand how race and racism function as a barrier to community self-determination and self-sufficiency.

**GAY & LESBIAN LEADERSHIP SMARTBRIEF**

The Institute continued its sponsorship of this phenomenally popular twice-weekly e-mail news summary that's designed to provide LGBT leaders with a fast, easy way to stay smart on news of interest to the LGBT community. Readership grew more than 15% in 2006, with industry-leading open and click-through rates.

**VICTORY POLL**

The Victory Poll, launched in 2006, gauges national public opinion about LGBT issues. The first poll found that 74% of those surveyed would vote for an openly LGBT candidate if they agreed with that candidate's political views, an impressive statistic that has been used in our communications efforts and to assist officials who wish to come out in office.

**VICTORY FILM PROJECT**

Student filmmakers from the University of Southern California followed Victory candidates in 2006, resulting in five short documentary films that were shown at a gala event in Los Angeles. Those films will now be entered into LGBT film festivals across the U.S. in an effort to broaden knowledge about our mission and the contributions of openly LGBT leaders in politics and government. The 2007 Victory Film Project will include a scholarship competition among numerous participating film schools.

**STATES PROJECT**

The goal of the States Project is to ensure that every state LGBT community is provided with the technical training and legal counsel necessary to support their work to achieve fair and equal political representation. This project increases the visibility and effectiveness of local LGBT communities; empowers LGBT communities; and creates the much needed infrastructure to foster long-term change. In 2006 the States Project began in 16 states. Expansion is planned for 2007.

GAY & LESBIAN LEADERSHIP INSTITUTE BOARD OF DIRECTORS

David Nixon, Chair - *Palm Springs, CA*
 Councilwoman Toni Atkins - *San Diego, CA*
 Senator Scott Dibble - *Minneapolis, MN*
 Randy Fiser - *Washington, DC*
 Joyce Newstat - *San Francisco, CA*
 Rob Saltzman - *Los Angeles, CA*
 Randy Soderstrom - *Tucson, AZ*
 Chuck Wolfe - *Washington, DC*
 Cathy Woolard - *Atlanta, GA*

GAY & LESBIAN LEADERSHIP INSTITUTE 2006 AWARD RECIPIENTS

Lewis Underwood Award
Bill Lewis & Richard Underwood
Presented in Phoenix, AZ by Chuck Wolfe

2006 Olivia Leadership Award
Linda Ketner
Presented in Houston, TX by Chris Ray

GAY & LESBIAN LEADERSHIP INSTITUTE FINANCIAL REPORT - 2006**INCOME**

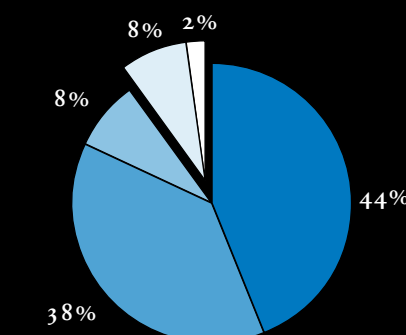
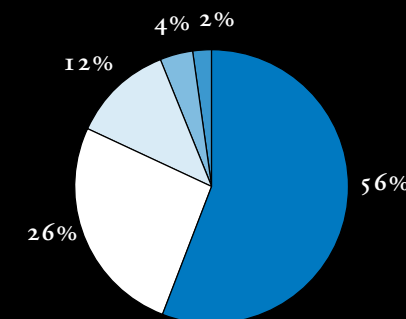
GRANTS 56%	793,363
VICTORY CABINET (MAJOR DONOR) 26%	365,479
TUITION & REGISTRATIONS 12%	170,026
EVENTS 4%	58,718
DIRECT MARKETING 2%	24,945

TOTAL INCOME \$1,412,531

EXPENSE

TRAINING PROGRAMS 44%	614,405
LEADERSHIP DEVELOPMENT PROGRAMS 38%	530,125
RESEARCH AND POLLING 8%	123,925
FUNDRAISING 8%	114,936
OFFICE & ADMINISTRATIONS 2%	28,053

TOTAL EXPENSE \$1,411,444



 = PROGRAM EXPENDITURES

INDIVIDUALS WHO GIVE \$1,200 OR MORE ANNUALLY TO THE GAY & LESBIAN VICTORY FUND OR LEADERSHIP INSTITUTE BECOME MEMBERS OF THE VICTORY CABINET—A DIVERSE AND VITAL CORE OF DONORS DEEPLY COMMITTED TO OUR MISSION OF ADVANCING LGBT LEADERSHIP. CABINET MEMBERS ARE THE FOREFRONT OF EFFORTS TO BUILD OUR FINANCIAL INFRASTRUCTURE WHILE INCREASING THE RESOURCES AVAILABLE TO SUSTAIN CORE PROGRAMS AND MEET NEW CHALLENGES.

DIAMOND VICTORY COUNCIL
\$50,000+ ANNUALLY

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* posthumously

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Allan D. Gilmour and Eric C. Jirgens
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