ELECTING LGBTQ LEADERS:
Highlights of 2016

#ElectLGBTQ
OUR
Mission

Victory Fund works to change the face and voice of America’s politics and achieve equality for LGBTQ Americans by increasing the number of openly LGBTQ officials at all levels of government.

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Elizabeth Roberts, Development Associate
America Elects First LGBTQ Governor!

Oregon Governor Kate Brown became the first openly LGBTQ person elected governor in the United States. Victory Fund is proud to have supported her throughout her career, from campaigns for the state House and Senate, to Secretary of State, and now as Governor!

“Victory Fund’s endorsement brings critical fundraising and campaign support – and is among the most meaningful I’ve received throughout my public service career.”

Kate Brown | Oregon Governor

Georgia Leads the South in LGBTQ State Legislators

Now has eight out elected officials including four LGBTQ State Lawmakers

Two decades ago, LGBTQ Atlantans could legally be fired from their jobs and lose their careers because of their sexual orientation or gender identity. Today, the city is leading the emergence of the “New South”—one built on respect, justice, and equality—and LGBTQ political leaders are in many ways the vanguard of this transformation.

Atlanta now enjoys full protections for LGBTQ people, and Georgia is leading the entire region in LGBTQ representation in government. One would have to travel 1300 miles west, or 600 miles north, to reach a state with as many LGBTQ elected officials.

We built upon this progress in 2016 with two big wins. At just 24, Park Cannon became the first queer-identified person elected to the state legislature in a special election to replace Simone Bell, who was the first black lesbian in the country to be elected to a state legislature. In November, Sam Park unseated an entrenched anti-LGBTQ representative to become the first gay man and Asian American elected to the Georgia state house.

States with few LGBTQ state legislators tend to have lower levels of equality.

- Low-equality states with <2 LGBTQ state legislators
- Low-equality states with 3+ LGBTQ state legislators

VICTORY FOR PARK!
Park Cannon wins her election for Georgia state legislature!
The Battleground: State Legislatures

IN 2015, THERE WERE 98 LGBTQ STATE LAWMAKERS

NOW THERE ARE 109 LGBTQ STATE LAWMAKERS

BIG VICTORY WINS INCLUDE 4 LGBTQ PEOPLE OF COLOR

2016 Trailblazers

Carlos Guillermo Smith
Florida State Representative

Leslie Herod
Colorado State Representative

Daniel Hernandez
Arizona State Representative

Sam Park
Georgia State Representative

While the LGBTQ movement made amazing gains toward equality in recent years, we continue to face a virulent and growing state-based backlash to our progress. In 2016, over 200 anti-LGBTQ bills were introduced in state legislatures across the country, including measures that would invalidate marriage equality, ban transgender people from using public facilities, and grant businesses a license to discriminate against LGBTQ people.

Victory Institute research found that nearly 75% of states facing anti-LGBTQ legislation had only one or no out state lawmakers. Simply put, when LGBTQ people aren’t at the table, we are on the menu. This was most evident in North Carolina, which had no out members of the state legislature during the infamous debate and passage of discriminatory House Bill 2. Representation matters, and Victory Fund is working to grow the number of out state lawmakers who will be our community’s voices at the table in this critical battleground for LGBTQ rights.

Representation matters: Low LGBTQ representation = low equality.
Political Program:
Candidate & Campaign Services

Victory Fund’s coaching, technical assistance and communications support are often the crucial difference-makers for LGBTQ candidates. We are proud to have secured key endorsements, PAC checks, and invaluable media exposure for our candidates that bolstered their fundraising and shifted the dynamics of the race.

“Victory Fund stood by me the entire way—from providing crucial campaign advice to securing media placements in national magazines. The resources they provided were invaluable to my campaign.”

Leslie Herod | Colorado State Representative

In 2016 we worked with more than 15 electoral partners to build coalitions for our candidates, including:

- Emily’s List
- Americans for Responsible Solutions
- Planned Parenthood
- Everytown for Gun Safety
- UFCW 75
- Equality\n- Human Rights Campaign
- League of Conservation Voters
- Ruth’s List Florida
- Pride Fund

DLCC Essential Races

Victory Fund lobbied hard to elevate our top state legislative races to the Democratic Legislative Campaign Committee’s (DLCC) “Essential Races” tier, which highlights candidates for the most competitive state legislative districts. Six of our spotlight candidates became “Essential Races” because of our work—sparking a fundraising boon for the campaigns, including a $10K direct contribution from the DLCC to our most competitive race.

The “Beth Tuura Machine”

In one of the biggest prizes of the cycle, Victory Fund secured an endorsement from President Barack Obama for Beth Tuura, our candidate in a competitive Florida swing district. Victory Fund was dubbed the “Beth Tuura Machine” by a key party official for our ability to secure key endorsements on her behalf. We were also a driving force behind her primary win, thanks to a game-changing attack ad we devised for the campaign that derailed her top opponent. While she didn’t win the general, Beth waged an impactful campaign, expanding the debate and proving LGBTQ candidates can and do shift conservative communities.
The Agenda: Visibility & Reach

The Agenda Launches

Election season 2016 required new tools for delivering political insights and stories about our candidates and their campaigns. The Agenda—a new weekly newsletter to our constituents—unearthed the information that mattered most for those following LGBTQ candidates and politics. Its readership grew by more than 30% in the last three months of the campaign, and is now read weekly by more than 50,000 people.

In the News

Victory Fund appeared in more than 150 stories throughout the election season—including in the Washington Post, The Nation, The New Yorker, NBC News, BuzzFeed, Huffington Post and The Advocate. Nearly a dozen op-eds from President & CEO Aisha C. Moodie-Mills were published as well.

Promoting Our Candidates

We created media opportunities for our candidates by driving beneficial media narratives, proactively pitching op-eds and stories, and assisting campaigns with talking points and media releases. Dozens of positive articles about our candidates ran because of Victory Fund’s behind-the-scenes communications work.
In 2016, Victory Fund celebrated 25 years of working to recruit, support and elect LGBTQ leaders who become difference-makers at every level of government. Throughout 2016, Victory Fund honored our aspiring and successful past candidates, and highlighted the importance of continuing the fight to elect LGBTQ leaders who can move equality forward.

Representation Matters:
How Victory Fund, Victory Institute, and LGBT Leaders are Transforming America

Victory Fund and Victory Institute’s 25th anniversary coffee table book tells the incredible story of the organizations’ founding—from the first endorsed candidate to the hundreds endorsed today. Importantly, it is also the story of the LGBTQ heroes who have championed equality and transformed our nation, one election at a time.

Join the Victory Fund Cabinet with an annual contribution of $1200 a year or more and we will send the 25th anniversary coffee table book as our gift to you. Learn more at victoryfund.org/cabinet.

NEW BOOK!

2017
Victory Fund National Champagne Brunch

This is not your ordinary brunch.
Join Senator Tammy Baldwin, Mayor Pete Buttigieg and other LGBTQ elected officials for the Victory Fund National Champagne Brunch. Enjoy great food, champagne and inspiring speakers while supporting our efforts to elect LGBTQ candidates across the country.

Sunday, May 21, 2017
11am – 2pm
Omni Shoreham Hotel
Washington, DC

Purchase tickets at victoryfund.org/nationalbrunch

(Top) Chelsea Clinton at Victory Fund and Human Rights Campaign event at the Democratic National Convention, (1) President & CEO Aisha C. Moodie-Mills, (2) U.S. Representative Mark Takano (CA), (3) then Senior Advisor to President Obama, Valerie Jarrett.
## Our Candidates: Election 2016

### Spotlight

<table>
<thead>
<tr>
<th>Candidate</th>
<th>Position</th>
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<tbody>
<tr>
<td>Matt Heinz</td>
<td>AZ U.S. House</td>
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<tr>
<td>• Daniel Hernandez</td>
<td>AZ Arizona State House</td>
</tr>
<tr>
<td>• Leslie Herod</td>
<td>CO Colorado State House</td>
</tr>
<tr>
<td>Ken Keechl</td>
<td>FL Florida State House</td>
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<tr>
<td>• Carlos Guillermo Smith</td>
<td>FL Florida State House</td>
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<tr>
<td>Beth Tuula</td>
<td>FL Florida State House</td>
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<tr>
<td>Jennifer Webb</td>
<td>FL Florida State House</td>
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<tr>
<td>• Park Cannon</td>
<td>GA Georgie State House</td>
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<tr>
<td>• Jim Gray</td>
<td>KY U.S. Senate</td>
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<tr>
<td>Angie Craig</td>
<td>MN U.S. House</td>
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<tr>
<td>• Greg Razer</td>
<td>MO Missouri State House</td>
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<tr>
<td>Denise Juneau</td>
<td>MT U.S. House</td>
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<tr>
<td>Jane Campbell</td>
<td>NC North Carolina House</td>
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<tr>
<td>Kyle Thorson</td>
<td>ND North Dakota State House</td>
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<tr>
<td>Tommy Greene</td>
<td>OH Ohio State House</td>
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<tr>
<td>• Kate Brown</td>
<td>OR Governor</td>
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<tr>
<td>• Mary Gonzalez</td>
<td>TX Texas State House</td>
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<tr>
<td>Tina Podlodowski</td>
<td>WA Secretary of State</td>
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<tr>
<td>• Brady Walkinshaw</td>
<td>WA U.S. House</td>
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<tr>
<td>Stephen Skinner</td>
<td>WV West Virginia House of Delegates</td>
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<td>Rod Snyder</td>
<td>WV West Virginia House of Delegates</td>
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### General

<table>
<thead>
<tr>
<th>Candidate</th>
<th>Position</th>
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<tbody>
<tr>
<td>• Steve Gallardo</td>
<td>AZ Maricopa County Board of Supervisors</td>
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<tr>
<td>Lawrence Robinson</td>
<td>AZ Roosevelt Elementary School Governing Board</td>
</tr>
<tr>
<td>• Kyrstyn Sinema</td>
<td>AZ U.S. House</td>
</tr>
<tr>
<td>Kimberly Alvarezenga</td>
<td>CA San Francisco Board of Supervisors</td>
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<tr>
<td>• Toni Atkins</td>
<td>CA California State Senate</td>
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<tr>
<td>John Bauters</td>
<td>CA Emeryville City Council</td>
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<tr>
<td>Pablo Benavente</td>
<td>CA Concord City Council</td>
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<tr>
<td>• Sabrina Cervantes</td>
<td>CA California State Assembly</td>
</tr>
<tr>
<td>• Chris Clark</td>
<td>CA Mountain View City Council</td>
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<tr>
<td>• Susan Eggman</td>
<td>CA California State Assembly</td>
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<tr>
<td>Georgette Gomez</td>
<td>CA San Diego City Council</td>
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<tr>
<td>Eric Gray</td>
<td>CA Long Beach City Council</td>
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<tr>
<td>• Steve Hansen</td>
<td>CA Sacramento City Council</td>
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<tr>
<td>Paul Henderson</td>
<td>CA San Francisco Superior Court</td>
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<tr>
<td>Thomas Lister-Looker</td>
<td>CA Palm Springs Unified School District</td>
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### Endorsed Candidates

| Total Candidates: 160 | WINS: 87 | LOSSES: 73 |

- Evan Low, CA California State Assembly
- Brady McCarron, CA Perris City Council
- • Gary Miller, CA Roseville City School Board
- • Darryl Moore, CA Berkeley City Council
- • Bao Nguyen, CA U.S. House
- • Greg Pettis, CA Cathedral City City Council
- • Alex Randolph, CA San Francisco Community College Board Trustee
- Dave Roberts, CA San Diego County Board of Supervisors
- • Greg Rodriguez, CA California State Assembly
- • Rene Spring, CA Morgan Hill City Council
- John Stevens, CA Martinez City Council
- • Mark Takano, CA U.S. House
- • Bryan Uria, CA State State Assembly
- • Chris Ward, CA San Diego City Council
- • Scott Wiener, CA California State Senate
- Billie Joe Wright, CA Anaheim Elementary School District Board of Trustees
- • Lesley Zende, CA Director, Desert Healthcare District
- • Cesar Zepeda, CA Richmond City Council
- Erin Bennett, CO Colorado State Senate
- • Jared Polis, CO U.S. House
- • Paul Rosenthal, CO Colorado State House
- Marti Smith, CO Jefferson County Commissioner
- John Scott, CT Connecticut State House
- • Jack Jacobson, DC District of Columbia State Board of Education
- Kevin Beckner, FL Hillsborough Clerk of the Circuit Court
- Alan Clendenin, FL Hillsborough County School Board
- Michael Gongora, FL Florida State Senate
- Lea Krauss, FL Broward County Circuit Court
- Bob Poe, FL U.S. House
- • David Richardson, FL Florida State House
- • Steven Smith, FL Florida Keys Mosquito Control Commission
- Gary Alembik, GA Fulton County Superior Court
- • Karla Drenner, GA Georgia State House
- • Linda Curtis, GA Towns County Sheriff
- • Joan Garner, GA Fulton County Commissioner
- Rafer Johnson, GA Georgia State House
- Joshua Noblit, GA Georgia State House
- • Samuel Park, GA Georgia State House
- Valerie Vie, GA Georgia State House
• Liz Bennett IA Iowa State House
• Bryce Smith IA Iowa State House
• John McCrostie ID Idaho State House
• Kelly Cassidy IL Illinois State House
• Greg Harris IL Illinois State House
• Catherine Schneider IL Circuit Court of Cook County
• Ed Underhill IL Judge of the Circuit Court of Cook County
• Dana Black IN Indiana State House
• Julian Cyr MA Massachusetts State Senate
• Eileen Duff MA Massachusetts Governor’s Council
• Nora Harrington MA Massachusetts State Senate
• Jack Lewis MA Massachusetts State Senate
• Stan Rosenberg MA Massachusetts State Senate
• Kelly Cross MD Baltimore City Council
• Henry Beck ME Maine State Senate
• Justin Chenette ME Maine State Senate
• Ryan Fecteau ME Maine State Senate
• Andrew McLean ME Maine State House
• Jon Hoadley MI Michigan State House
• Brian McGrain MI Ingham County Commission
• Jason Morgan MI Washtenaw County Commission
• Jeremy Moss MI Michigan State House
• Richard Renner MI Pioneer Township Supervisor
• Brian Stone MI Michigan State House
• Scott Dibble MN Minnesota State Senate
• Erin Maye Quade MN Minnesota State Senate
• Randy Dunn MO Missouri State House
• Bryce Bennett MT Montana State House
• Julia Boseman NC New Hanover County Commission
• Greg Ford NC Wake County Commission
• Matt Hughes NC Orange County Commissioner
• Billy Maddalon NC North Carolina State House
• Linda Stephens NC North Carolina Court of Appeals
• Joshua Boschee ND North Dakota State House
• Rachael Booth NH New Hampshire State House
• Ed Butler NH New Hampshire State House
• Aaron Gill NH New Hampshire State House
• Chris Pappas NH New Hampshire Executive Council
• Sue Fulton NJ Monmouth County Board of Freeholders
• Jacob Candelaria NM New Mexico State Senate
• Liz Stefanics NM New Mexico State Senate

• Nelson Araujo NV Nevada State Senate
• Kelvin Atkinson NV Nevada State Senate
• David Parks NV Nevada State Senate
• Devon Reese NV Nevada State Senate
• Pat Spearman NV Nevada State Senate
• John DeVito NY New York State Senate
• Grace Hanlon NY New York State Supreme Court
• Sean Maloney NY U.S. House
• Matthew Titone NY New York State Assembly
• Nickie Antonio OH Ohio State House
• Terry Brown OH Franklin County Recorder
• Sandra Kurt OH Summit County Clerk of Courts
• Darlene Rogers OH Hamilton County Court of Common Pleas
• Jon Gustafson OR Lake Oswego City Council
• Paul Southwick OR Oregon State House
• Brian Sims PA Pennsylvania State House
• David Cicilline RI U.S. House
• Deb Ruggiero RI Rhode Island State House
• Mark Siedlecki TN Hamilton County Assessor of Property
• Dakota Carter TX Texas State Board of Education
• Huey Rey Fischer TX Texas State House
• Jimmy Flannigan TX Austin City Council
• Celia Israel TX Texas State House
• Steven Kirkland TX 334th Civil District Court
• Kim Ogg TX Harris County District Attorney
• John Sission TX Travis County Sheriff
• Debbie Ingram VT Vermont State Senate
• Johanna Bender WA King County Superior Court
• Robert Gelder WA Kitsap County Commissioner
• Kathy Gillespie WA Washington State House
• Anthony Gipe WA King County Superior Court
• Laurie Jinkins WA Washington State House
• Christine Kilduff WA Washington State House
• Mark Liias WA State Treasurer
• Nicole Macri WA Washington State House
• Dave Upthegrove WA State Commissioner of Public Lands
• Mary Yu WA Washington State Supreme Court
• Joe Huflet WI Wisconsin State Assembly
• Mark Pocan WI U.S. House
• Mark Spreitzer WI Wisconsin State Assembly
• JoCasta Zamarrapa WI Wisconsin State Assembly
• Justin Murdock WV West Virginia House of Delegates
• Cathy Connolly WY Wyoming State House
2016 Events

San Diego Champagne Brunch
March 6

Atlanta Bubbles & Biscuits
March 20

Houston Champagne Brunch
April 17

Kansas City Champagne Brunch
May 1

National Champagne Brunch
May 15

Seattle Champagne Reception
July 1

San Diego Women’s Pride Brunch
July 16

Chicago Champagne Reception
September 18

Palm Springs Brunch
October 1

Los Angeles Salon Dinner
October 13

New York Salon Dinner
October 23

Nashville Bubbles & Biscuits
December 4

*Cost of event fundraising = 35%

Victory Fund Financials

Breakdown

REVENUE
$1.85M

Contributions
$976,000 (52%)

Events
$649,000 (35%)

Donor Candidate Contributions
$220,000 (12%)

Other
$12,000 (1%)

EXPENSE
$1.8M

Political Expenditures
$847,000 (46%)

Research & Communications
$272,000 (15%)

Direct Donor Benefit
$227,000 (12%)

Fundraising
$212,000 (12%)

Donor Candidate Contributions
$220,000 (12%)

Management & General
$52,000 (3%)

74%

POLITICAL EXPENDITURES

26%

FUNDRAISING & ADMIN

Elevating LGBTQ Leaders: Highlights of 2016