

ANNUAL REPORT

2019





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ONE VICTORY BOARD OF DIRECTORS

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(Above) Staff pose with the new "Victory for Pete" t-shirts. (Cover Left) Presidential candidate Pete Buttigieg at the National Champagne Brunch. (Cover Right) Virginia Delegate Danica Roem at the National Champagne Brunch. (Cover Bottom) Chicago Mayor Lori Lightfoot at the Chicago Champagne Brunch.

Friend.

Throughout 2019, most political organizations focused efforts on the upcoming presidential and Congressional elections, but at LGBTQ Victory Fund there is no such thing as an "off-year." In 2019 we endorsed 178 openly LGBTQ candidates for school boards, city councils and state legislatures—more endorsements than in any other odd-numbered election year in our 29-year history. Sixty-six percent of our candidates won on their election nights, irrefutable proof that the 2018 Rainbow Wave was no anomaly. And these victorious candidates are already moving equality forward in their communities, inspiring even more LGBTQ people to run and win.

Victory Fund made 2019 the Year of the Lesbian Mayor, electing three out lesbian mayoral candidates in major American cities. I stood with Lori Lightfoot as results came in, showing that more than 70 percent of Chicago voters chose her to be their next mayor. It was a powerful moment, as I proudly passed to her my title as the highest-ranking openly LGBTQ mayor in U.S. history. But it was also just the beginning. Not long after, Satya Rhodes-Conway won in Madison, Wisconsin, and Jane Castor in Tampa, joining Jenny Durkin of Seattle and more than doubling the number of openly LGBTQ women who have served as big city mayors.

While down-ballot races were our priority in 2019, Pete Buttigieg's candidacy presented Victory Fund with an unprecedented opportunity to provide crucial early support for the second openly LGBTQ presidential candidate in US history. We worked closely with his campaign on the formation of his exploratory committee and then on his official announcement, where I was honored to be on-stage as millions met Pete for the first time. Victory Fund endorsed Pete on the 50th anniversary of the Stonewall Uprising in New York City in front of a crowd of thousands—Pete's first national endorsement and our first presidential endorsement as well. It was quite a ride. We are so proud of what he accomplished and we now know America is ready to elect an openly LGBTQ president.

The 2020 election cycle is going to be an exciting one, with Victory Fund endorsing more than 300 candidates to every level of government. We can double LGBTQ representation in Congress, elect out trans state senators for the first time, and increase the number of LGBTQ people of color in elected office. It is a promising year for Victory Fund and for our community. We are so grateful you are standing with us.

Onward,



Mayor Annise Parker
President & CEO, LGBTQ Victory Fund
March 2020

Shattering Lavender Ceilings

Historic Victories and Unprecedented Milestones

LGBTQ Victory Fund endorsed **178 openly LGBTQ candidates** throughout the 2019 election cycle, more than in any odd-numbered election year in our 29-year history.

Year of the Lesbian Mayor

Three out lesbian mayoral candidates were elected to major cities in 2019—more than doubling the total number of out lesbians who have served as mayor of top 100 cities. Lori Lightfoot became the highestranking LGBTQ mayor in US history when Chicagoans elected her with an astounding 73 percent of the vote. Jane Castor became the first out LGBTQ mayor of Tampa and Satya Rhodes-Conway the first out mayor of Madison, Wisconsin. Victory Fund invested heavily in their races, along with Kansas City mayoral candidate Jolie Justus, who came up short on Election Night. Victory Fund dubbed 2019 the "Year of the Lesbian" Mayor," and national media agreed.





Transforming Presidential Politics

Mayor Pete Buttigieg became the first openly LGBTQ Democratic presidential candidate in American history when he announced his candidacy from South Bend, Indiana in April. Victory Fund engaged with the campaign for months in the runup to the announcement and provided critical early visibility and financial support. Victory Fund endorsed his candidacy in New York City on the 50th anniversary of the Stonewall Uprising—his first national endorsement. Mayor Pete went on to break new ground by speaking about his sexual orientation from the presidential debate stage and igniting a national conversation about the electability of LGBTQ people.

Mayor Annise Parker and Mayor Pete Buttigieg at the LGBTQ Victory Fund endorsement event for Mayor Pete in June 2019.

Transphobia Loses Again in Virginia

Virginia Delegate **Danica Roem**—the first openly trans state legislator ever elected—defeated an anti-LGBTQ opponent to become the first out trans state legislator ever reelected. Her victory makes clear that trans candidates can win battleground districts in battleground states despite opponents attempting to weaponize their gender identity. Victory Fund raised more than \$122,000 for Danica, and endorsed five other trans candidates who also won election in 2019.



Victory Fund's Maya Ennis marks Danica Roem as a win shortly after it was called on Election Night.

Building Representation in Cities

Cities With Increased Representation in 2019

	Number of LGBTQ Elected Officia	
Top 100 City	2018	2019
Los Angeles (CA)	2	3
Chicago (IL)	4	6
Dallas (TX)	2	3
Indianapolis (IN)	1	4
Denver (CO)	1	2
Boston (MA)	0	1
Nashville (TN)	2	5
Las Vegas (NV)	0	1
Atlanta (GA)	0	1
Raleigh (NC)	0	2
Tampa (FL)	0	1
Aurora (CO)	0	1
Riverside (CA)	0	1
St. Paul (MN)	1	2
Lincoln (NE)	0	2
Toledo (OH)	1	3
Buffalo (NY)	0	1

The Nashville Metro Council's LGBTQ Caucus members take a selfie to celebrate its formation. From left to right: Councilmembers Zach Young, Nancy VanReece, Russ Bradford, Brett Withers and Emily Benedict.

With just four state legislatures with elections and no federal races, Victory Fund invested in building representation in major cities throughout 2019. Seventeen of America's top 100 cities grew LGBTQ representation thanks to Victory Fundendorsed candidates who won their elections—leaders now on school boards, in city councils and serving as mayors. We also helped increase LGBTQ representation in smaller cities and towns across the country.

On the Nashville Metro Council, two openly LGBTQ incumbents were reelected and three non-incumbents elected, enough to start the council's first LGBTQ Caucus. Las Vegas elected its first openly LGBTQ councilmember, Raleigh its first two openly LGBTQ members, and Boston restored openly LGBTQ representation to its city council for the first time in more than 25 years. Indianapolis increased its openly LGBTQ city councilmembers from one to four.



Endorsements and Impact

A Victory Fund endorsement unlocks a suite of services for the candidate: campaign consulting, media assistance, fundraising support and other efforts to propel candidates to victory. Candidates undergo a rigorous review process by our political team to receive the endorsement, so only viable candidates with a path to victory get our seal of approval.

Just **three percent** of candidates that applied for endorsement and were denied ended up winning their races in 2019.

2019 Endorsed Candidates

- **⊘ 178 endorsed candidates**

2019 Non-Endorsed Candidates

A Critical Endorsement: Early Believers in Lori Lightfoot

With 13 candidates in the Chicago mayoral race and polls showing Lori Lightfoot with little name recognition, many politicos were questioning her viability in late 2018. Yet Victory Fund's political staff reviewed her campaign plan, analyzed her fundraising efforts and recognized her messaging was perfectly aligned with the mood of Chicago voters. In December 2018, Victory Fund became her first national endorsement, nearly four months before the primary.

Later, Lori credited Victory Fund with providing her early credibility when she needed it most—vouching for her viability and opening new doors for fundraising. Victory Fund raised more than \$57,000 for Lori, provided campaign, fundraising and media support, and went on the attack when homophobic flyers were distributed in key swing neighborhoods. On Election Night, Lori won all 50 Chicago wards and 73 percent of the vote.

Mayor Annise Parker—who was participating in get out the vote efforts for Lori in the days prior—was on-the-ground on Election Night. It was at her victory party that Mayor Parker passed to Lori the title she'd held since 2010: the highest-ranking LGBTQ mayor in U.S. history.



Chicago Mayor Lori Lightfoot (left) with Victory Fund President & CEO and former Houston Mayor Annise Parker (right) in Chicago.



On the Ground

Victory Fund staff was on the ground with candidates across the country in 2019-some for a few days and others up to three weeks. Staff provided field strategy, GOTV and fundraising support to help candidates cross the finish line. On the ground support was provided for presidential candidate Pete Buttigieg, Chicago mayoral candidate Lori Lightfoot, Kansas City mayoral candidate Jolie Justus, Queens District Attorney candidate Tiffany Cabán, Mississippi state legislative candidate Carlton Smith, Texas state House candidate Eliz Markowitz and the five Nashville Metro Council candidates, among others.

Funding Candidates

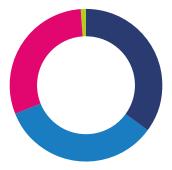
\$417,439 Raised for 2019 endorsed candidates

Breakdown of Money Raised by Demographics:



- State Legislature: 49%
- Mayor: 28%
- Local: 22%
- Judicial: 1%

Gender Identity



- Cisgender Men: 35%
- Cisgender Women: 34%
- Trans Women: 30%
- Trans Men: 1%

Sexual Orientation



- Gay: 34%
- Queer: 32%
- Lesbian: 30%
- Bisexual: 4%

2019 LGBTQ Endorsed Candidates

Spotlight Candidates •= WINNER

State and local races that are history-making or in regions with few or no LGBTQ elected officials.

•	Jane Castor	FL	Mayor of Tampa
•	Lori Lightfoot	IL	Mayor of Chicago
	Jolie Justus	МО	Mayor of Kansas City
	Carlton Smith	MS	Mississippi State Senate
•	Emily Benedict	TN	Metropolitan Council of Nashville and Davidson County
•	Russ Bradford	TN	Metropolitan Council of Nashville and Davidson County
•	Nancy VanReece	TN	Metropolitan Council of Nashville and Davidson County

•	Brett Withers	TN	Metropolitan Council of Nashville and Davidson County
•	Zach Young	TN	Metropolitan Council of Nashville and Davidson County
	Eliz Markowitz	TX	Texas House of Representatives
•	Dawn Adams	VA	Virginia House of Delegates
•	Danica Roem	VA	Virginia House of Delegates
•	Satya Rhodes-Conway	WI	Mayor of Madison

Endorsed Candidates

•	Greg Smith	AK	City and Borough of Juneau Assembly
	Lawrence Robinson	AZ	Phoenix City Council
•	Jose Cisneros	CA	San Francisco Treasurer
•	John D'Amico	CA	West Hollywood City Council
•	Erin Edwards	CA	Riverside City Council
•	Jackie Goldberg	CA	LAUSD Board of Education
•	Geoffrey Kors	CA	Palm Springs City Council
	Les Young	CA	Palm Springs City Council
•	Candi CdeBaca	СО	Denver City Council
•	Alison Coombs	CO	Aurora City Council
•	Robin Kniech	СО	Denver City Council
	Sean Murphy	CO	Mayor of Telluride
	Tony Smith	СО	Denver City Council
•	James Demetriades	СТ	Cromwell Town Council
•	Jeffrey Litke	СТ	Naugatuck Board of Education
	Alan Clendenin	FL	Tampa City Council
	Ella Coffee	FL	Tampa City Council
•	Scott Galvin	FL	North Miami City Council
•	David Richardson	FL	Miami Beach City Commission
•	Antonio Brown	GA	Atlanta City Council
•	Joseph Geierman	GA	Mayor of Doraville
	Rafer Johnson	GA	Fulton County Commission
•	Kurtis Purtee	GA	Savannah City Alderman
•	Andy Yeoman	GA	Doraville City Council

•	Aime Wichtendahl	IA	Hiawatha City Council
	Evangeline Beechler-Lincoln	ID	Caldwell City Council
•	Alex Arroyo	IL	East Aurora School Board
	Colin Bird-Martinez	IL	Chicago City Council
•	James Cappleman	IL	Chicago City Council
•	Maria Hadden	IL	Chicago City Council
•	Raymond Lopez	IL	Chicago City Council
	Deborah Mell	IL	Chicago City Council
•	Tom Tunney	IL	Chicago City Council
•	Zach Adamson	IN	Indianapolis City-County Council
•	Ali Brown	IN	Indianapolis City-County Council
	Alex Giorgio-Rubin	IN	South Bend Common Council
•	Keith Potts	IN	Indianapolis City-County Council
			Courion
	Mark Sanders	IN	Lawrence Common Council
•	Mark Sanders Benjamin Dickens	IN KS	555
•			Lawrence Common Council
•	Benjamin Dickens	KS	Lawrence Common Council Roeland Park City Council
•	Benjamin Dickens Henry Schwaller	KS KS	Lawrence Common Council Roeland Park City Council Hays City Commission
•	Benjamin Dickens Henry Schwaller Joseph Shepard	KS KS	Lawrence Common Council Roeland Park City Council Hays City Commission USD 259 School Board
•	Benjamin Dickens Henry Schwaller Joseph Shepard Michael Bowman	KS KS KS	Lawrence Common Council Roeland Park City Council Hays City Commission USD 259 School Board Kentucky State Treasurer Louisiana House of
•	Benjamin Dickens Henry Schwaller Joseph Shepard Michael Bowman Evan Bergeron	KS KS KS KY	Lawrence Common Council Roeland Park City Council Hays City Commission USD 259 School Board Kentucky State Treasurer Louisiana House of Representatives East Baton Rouge

•	Robert Case	MA	Framingham City Council
•	Lizbeth DeSelm	MA	Melrose School Committee
•	Ryan Egan	MA	Randolph Town Council
•	Michael Fenton	MA	Springfield City Council
•	Ryan O'Malley	MA	Malden City Council
•	Holly Ryan	MA	Newton City Council
•	Denise Simmons	MA	Cambridge City Council
	Alejandra St. Guillen	MA	Boston City Council
•	Cesar Stewart-Morales	MA	Framingham City Council
	Hélène Vincent	MA	Boston City Council
•	P.J. Brennan	MD	College Park City Council
•	Patrick Wojahn	MD	Mayor of College Park
	Connor Berdy	MI	Warren City Council
•	Jim Carruthers	MI	Mayor of Traverse City
•	Jason Hoskins	MI	Southfield City Council
	Amani Johnson	MI	Southfield City Council
•	Mike McFall	MI	Hazel Park City Council
•	Chauntyll Allen	MN	St. Paul Board of Education
•	Mitra Nelson	MN	St. Paul City Council
•	Kimberly Sanberg	MN	Golden Valley City Council
	Jake Banton	МО	St. Louis City
			Board of Aldermen
	Ryan Brown	MS	Public Service Commission
•	Jane Campbell	NC	Davidson Town Council Hillsborough Board of
•	Matt Hughes	NC	Commissioners
•	Jillian Johnson	NC	Durham City Council
•	Lydia Lavelle	NC	Mayor of Carrboro
•	Saige Martin	NC	Raleigh City Council
	LaWana Mayfield	NC	Charlotte City Council
•	Jonathan Melton	NC	Raleigh City Council
•	Damon Seils	NC	Carrboro Board of Alderman
•	James Michael Bowers	NE	Lincoln City Council
•	Wartyna Davis	NJ	Bloomfield Town Council
•	Michael DeFusco	NJ	Hoboken City Council
	Chris Hillmann	NJ	Mayor of Hasbrouck Heights
	Meghan Huryk	NJ	Neptune City Borough Council
•	Carol Rizzo	NJ	Neptune Township Committee
•	Rich Rockwell	NJ	Bloomfield Town Council
	Michael Warren	NJ	Township of Rochelle Park
•	Bob Zuckerman	NJ	South Orange Village Board of Trustees
•	Pat Davis	NM	Albuquerque City Council
•	Brian Knudsen	NV	Las Vegas City Council
	Francena Amparo	NY	Dutchess County Legislator
	Tiffany Cabán	NY	Queens District Attorney
	Justin Carroll	NY	Town of Clinton Justice

	Philip Du	NY	Dutchess County Legislature
	Andrew Gilchrist	NY	Perinton Town Supervisor
	Stephen Napier	NY	Mayor of Cohoes
	Zachary Niemiec	NY	North Tonawanda Common
			Council
•	Mitchell Nowakowski	NY	Buffalo Common Council
	Danny O'Donnell	NY	Public Advocate of NYC
•	Air Rhodes	NY	Beacon City Council
	Victor Sanchez	NY	Monroe County Legislature
•	Marsha Silverman	NY	Glen Cove City Council
•	Gaitley Stevenson-Mathews	NY	Glen Cove City Council
•	Eddie Sundquist	NY	Mayor of Jamestown
•	N.J. Akbar	ОН	Akron School Board
•	Sheena Barnes	ОН	Toledo Public Schools Board
•	Merisa Bowers	ОН	Gahanna City Council
•	Jane Cera	ОН	Clinton Township Trustee
•	Theresa Gadus	ОН	Toledo City Council
•	Justin Gould	ОН	University Heights City Council
•	Bobby McDowall	ОН	Mogadore Village Council
•	Dan O'Malley	ОН	Lakewood City Council
•	John Rach	ОН	University Heights City Council
•	Deb Steele	ОН	Clinton Township Fiscal Officer
•	Lori Trent	ОН	Upper Arlington Board of Education
•	Richard Trojanski	ОН	Maple Heights City Council
•	Sahar Muranovic	OR	David Douglas School Board
•	Candida Affa	PA	Allentown City Council
•	Xavier Garcia-Molina	PA	Lancaster City Council
•	Meredith Hegg	PA	Upper Darby School Director
•	Bruce Kraus	PA	Pittsburgh City Council
	Deja Lynn Alvarez	PA	Philadelphia City Council
•	David Neill	PA	Upper Darby School Director
•	Tiffany Palmer	PA	Philadelphia County Court of Common Pleas
•	Jonathan Panofsky	РА	Centennial School Board Director
	Adrian Rivera-Reyes	PA	Philadelphia City Council
•	Jessica Rothchild	PA	Scranton City Council
	Beth Salkind	PA	Magisterial District Judge
•	Lori Schreiber	PA	Montgomery County Clerk of Courts
•	Jessica Semler	PA	Etna Borough Council
	Henry Sias	РА	Philadelphia County Court of Common Pleas
	Carlton Stuart	РА	Upper Merion Township Supervisor
•	Linda Vega	PA	Allentown School Board
	Lauren Vidas	PA	Philadelphia City Council
•	Damien Warsavage	PA	Upper Darby School Director
			- ·

•	Marisa Ziegler	PA	Parkland School Board Directors
	Davin Clemons	TN	Memphis City Council
	Charles Flowers	TN	Metropolitan Council of Nashville and Davidson County
	David McMurry	TN	Metropolitan Council of Nashville and Davidson County
	Jerred Price	TN	Memphis City Council
	Nelvin Adriatico	TX	Houston City Council
	Joshua Carter Guerra	TX	Socorro ISD Board of Trustees
•	Robert Gallegos	TX	Houston City Council
	Frankie Gonzales-Wolfe	TX	San Antonio City Council
	Nick Hellyar	TX	Houston City Council
	Shelley Kennedy	TX	Houston City Council
	Isabel Longoria	TX	Houston City Council
•	Adam Medrano	TX	Dallas City Council
	Erin Moore	TX	Dallas City Council
•	Omar Narvaez	TX	Dallas City Council
•	Chad West	TX	Dallas City Council
	Sophia Hawes-Tingey	UT	Midvale City Council

•	Adam Ebbin	VA	Virginia State Senate
	Aaron Edmond	VA	Prince William Board of County Supervisors
•	Karl Frisch	VA	Fairfax County School Board
	Linh Hoang	VA	Fairfax County Board of Supervisors
•	Mark Levine	VA	Virginia House of Delegates
•	Greg Parks	VA	Clerk of the Circuit Court
•	Donna Price	VA	Albemarle County Board of Supervisors
	LaTonsha "LT" Pridgen	VA	Coles County Board Supervisor
•	Mark Sickles	VA	Virginia House of Delegates
•	Michael Sutphin	VA	Blacksburg Town Council
•	Karen Bolton	WA	Bremerton School District No. 100-C
	Anthony Oddo	WA	Bainbridge Island City Council
	Egan Orion	WA	Seattle City Council
•	Corina Pfeil	WA	Kenmore City Council
•	Jordan Sears	WA	Gold Bar City Council
•	Ty Stober	WA	Vancouver City Council

Victory Fund Financials





- \$815,000 (24%)
- **Donor Candidate Contributions** \$719,000 (21%)
- **IE Political Contributions** \$69,000 (2%)



- **Direct Candidate Contributions** \$719,000 (23%)
- **Direct Donor Benefit** \$648,000 (21%)
- **Political Expenditures** \$605,000 (19%)
- **Fundraising**
- \$543,000 (17%)
- Research and Communications
- \$354,000 (11%)
- Management & General \$265,000 (8%)

Victory Fund Cabinet Members

The entire Victory Fund team is grateful for the support of our Victory Fund Cabinet Members, organizational partners and corporate partners. Without you, none of the work in this annual report is possible.

PRESIDENT'S CABINET

\$60,000 AND ABOVE ANNUALLY

Chris & Jennifer Abele Richard Holt & Mark McMasters Jon Stryker Henry van Ameringen

CHAMPION

\$30,000-\$59,999 ANNUALLY

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Greg Porter & James Townsend
Wade Rakes & Nicholas Miller
Harvey Hamilton Reese II & Jonathan B. Murray
Edward Snowdon & Duffy Violante

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\$12,000-\$29,999 ANNUALLY

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Kenneth Bohan & Dean O'Kelley
Sharon & Taryn Callahan-Miller
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Ron Ginsburg & Santiago Corral
Michael Grover & Nunzio Lupo
Mel Heifetz
Jeff Krug
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Christopher Massicotte*
Clark Pellett* & Robert Kohl
Alex Slater
Carlton Smith*
Christy Walton
Leslie Wilkes & Marzanne Claiborne

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\$5,000-\$11,999 ANNUALLY

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Bruce Bastian
Craig Benson & David Cohen
Hailee Bland Walsh &
Tiffany Spriggs
Bruce Bonn & Steve Russell
Paul Boskind
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Stephen Carlino &

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Michael Williams
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Suzanne Dukes
Scott Widmeyer &
Alan Yount**
Colin Wright*

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\$2.500-\$4.999 ANNUALLY

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Jeff Watters
Damon Wilson &
David Van Lear
Commissioner Zach Young
Scott Zumwalt* &
Mitchell Rivard

2019 Annual Report



^{*} Members of the Victory Campaign Board

rnembers of the victory Campaign board.
** President's Advisory Council members assist Victory Fund in building our major donor program. Not listed include Stuart Applebaum.

PIONEER

\$1,200 - \$2,499 ANNUALLY

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Jeremy Davis & Matt Dillman*

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GOLD

\$25,000 AND ABOVE

MassMutual Greater Houston

SILVER

\$10.000-\$24.999

Altria Group
Avenue 360
The Reef Team, TTR Sotheby's International Realty
Equality PAC
Fun Travel Guides
OutSmart Magazine

Planned Parenthood Action Fund
Rushton Trust
Jolie Justus
T-Mobile
United Food & Commercial Workers

BRONZE

\$5,000-\$9,999

Barnes & Thornburg LLP
Centene Corporation
End Citizens United
Human Rights Campaign
JUUL Labs Employees Political Action Committee
Mallinckrodt Pharmaceuticals

National Governors Association
Rescue Agency
Sempra Energy
Stonewall Democratic Club of Greater Sacramento
Warner Music Group

PATRON

\$1,000-\$4,999

ActBlue
AFSCME
Baker Hostetler LLP
Barona Band of Mission Indians
Burns & McDonnell
California Dental Association PAC
Camp Camp
Christy Webber Landscapes
Compassion & Choices

Cox Communications
Cozen O'Connor
Democratic National Committee
DSPolitical
Eaze
Eversheds Sutherland LLP
Exelon Corporation
Giffords: Courage to Fight Gun Violence
Haynes and Boone LLP

The Hive Tattoo LLC

MWWPR

NGP VAN + EveryAction

Norton Rose Fulbright US LLP

Pfizer

Planned Parenthood of the Pacific Southwest

Seth Turner Group

Vinson & Elkins LLP

Wiley Rein LLP