DEAR FRIENDS,

There are few words that can describe a year like 2018, but let’s start with eyepopping. Because of the robust support we saw for two major match campaigns, #AIDSFreeJax and the Safety Net Resource Center renovation. Because of the sheer number of of young people, more than 1700, who came to and were served by dedicated JASMYN staff. Because of the creative, generous Board and staff who worked together starting in 2018 to envision and ultimately bring to fruition a grand 25th anniversary celebration for the organization in 2019, the Gayla. And because of the love and activism that came to light after the murders of our transgender sisters of color.

Another word might be heartwarming. Because of the hundreds of people who came to celebrate the Coming Out Day Breakfast with us, so many of you new to the event and JASMYN. Because of the corps of volunteers who made the lives of our youth better by giving so generously and personally. Because of the community partners who stood up for our LGBTQ young people by standing alongside JASMYN. And because of the many community partners who chose to participate in training on cultural competency for working with these youth.

This past year is really best described by the three young people who were our Diamond Award winners at the 2018 Coming Out Day Breakfast — Drew Adams, Jupitar Adams, and Seth Owen. These three demonstrated perseverance, resilience and joy in their activism for the LGBTQ community. They modeled taking big ideas to big action. They turned negative situations into life affirming, progressive ones, and they are not done yet! We are so proud to call all three of these youth friends of JASMYN and look forward to their long lasting impact.

At JASMYN, we are all engaged in this work because we have a heart for social justice, the desire to create equity and a passion for young people. Our supporters at every level understand that and feel the same. So, like the slow, steady drops of rain on the stone, JASMYN has carved out this place that we work to strengthen each and every day. Thanks for being part of this. And as we tweet: #LoveWins #Equality #Pride.

With gratitude,

Tina Wirth
2018 Board Chair

Cindy Watson
Chief Executive Officer

FINANCIAL BREAKDOWN

**SOURCE OF INCOME:** TOTAL $2,204,519

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Source of Income</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>37.0%</td>
<td>Government Grants/Contracts</td>
<td>$817,307</td>
</tr>
<tr>
<td>29.0%</td>
<td>Private Grants</td>
<td>$627,660</td>
</tr>
<tr>
<td>20.0%</td>
<td>Contributions</td>
<td>$449,579</td>
</tr>
<tr>
<td>10.0%</td>
<td>Fundraising Events</td>
<td>$217,058</td>
</tr>
<tr>
<td>4.0%</td>
<td>Other – Non-Cash (In-Kind)</td>
<td>$90,738</td>
</tr>
<tr>
<td>0.0%</td>
<td>Earned Income – Interest</td>
<td>$2,177</td>
</tr>
</tbody>
</table>

**PROGRAM EXPENSES:** TOTAL $1,563,887

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Expense</th>
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<tbody>
<tr>
<td>70.1%</td>
<td>Health Services</td>
<td>$1,096,082</td>
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<tr>
<td>20.3%</td>
<td>Housing Supports</td>
<td>$317,270</td>
</tr>
<tr>
<td>9.6%</td>
<td>Student Opportunities</td>
<td>$150,535</td>
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</tbody>
</table>

**FUNCTIONAL EXPENSES**

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Expense</th>
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<tbody>
<tr>
<td>82.72%</td>
<td>Program Expenses</td>
</tr>
<tr>
<td>10.94%</td>
<td>Management/Support</td>
</tr>
<tr>
<td>6.34%</td>
<td>Fundraising</td>
</tr>
</tbody>
</table>

**NET ASSETS END OF YEAR**

$1,600,247
DIAMOND AWARD WINNERS

Each year JASMYN presents the Diamond Award for exemplary service to the LGBTQ youth community at our Coming Out Day Breakfast. The theme was “Partnering to Empower Youth” and the recipients were Drew Adams, Jupitar Adams, and Seth Owen.

DREW ADAMS, a local transgender student who challenged his high school in federal court on his right to use the restroom aligned with his gender, and won!

“JASMYN has been in my life for all of my teenage years, providing me with a community, friends, and mentors I knew I could trust, and with opportunities and events I will never forget. Jasmyn made Jacksonville my home.” – Drew

JUPITAR ADAMS, a JASMYN youth leader who was selected as a National Minority AIDS Coalition Youth Scholar for his leadership and activism in education about HIV/AIDS and its impact on young people.

“For me, JASMYN was the birth place of self-discovery, understanding, love, worth, creation, and realization of my dreams.” – Jupitar

SETH OWEN, a local high school valedictorian and president of his school’s GSA who spoke out about his dream to attend Georgetown University in spite of being rejected by his family, then found the support he needed to get there in a GoFundMe campaign started by a high school teacher. He started the Unbroken Horizons foundation to raise awareness and scholarship support for other students with similar challenges.

“JASMYN has been a solid resource for myself and so many vulnerable youth in the community. The love that folks at JASMYN contribute to their work is incredible and inspiring.” – Seth

Q1
• JASMYN staff attended the NAEMS National Leadership Conference of Black Gay Men in Atlanta
• Our STI Clinic expanded to provide access to PrEP for more young people

Q2
• Our 7th annual Strides for Pride 5K Run/Walk welcomed 1100+ runners
• The Alternative Youth Prom at M.O.S.H. was attended by 550 young people
• The Federal Reserve Bank of Atlanta presented JASMYN with 400+ backpacks for homeless youth at their annual Big Splash event

Q3
• JASMYN attended the first meeting with Sheriff Mike Williams to discuss better JSO response to the string of murders of transgender women of color
• JASMYN achieved the shortest time ever in linking an HIV+ young person to care — just 19 hours!
• High School GSA leaders attended JASMYN’s annual Student Leadership Retreat

Q4
• Author and activist Darnell L. Moore was the keynote speaker at JASMYN’s 12th annual Coming Out Day Breakfast, attended by 700+ guests
• The Gathering in Gratitude volunteer recognition event, planned by the PRISM Network, drew 100 friends
• JASMYN held groundbreaking for the Safety Net Resource Center, to be ready for Fall ’19
• JASMYN wrapped up two donor matches:
  – The #AIDSFreeJax Campaign drew $500,000 from generous donors to match the Delores Barr Weaver Fund’s matching gift
  – Friends and family of JASMYN came together to match renovation funds for the third facility on the JASMYN campus, the Safety Net Resource Center, from Drs. Jay Dutton and Paul Schilling
When David Miller and his brother Michael started Brightway Insurance, it was an idea, a new way to do something that had been around for some time. It evolved into something far greater than he could have imagined, completely surpassing his expectations and goals. David describes JASMYN that same way: just an idea at first for him that has become, with time and deeper understanding, something far exceeding his expectations. We won’t lie, it’s GOOD to be analogous with such a successful company in the founder’s opinion!

David was approached in 2018 by Hugh Greene, then CEO at Baptist Health, and asked to support our LGBTQ youth center with a transformational gift for our 25th anniversary in 2019. He did not hesitate a moment, and became our first Sterling Sponsor. David says that’s because JASMYN has a “combination of vision, leadership and execution that is seen in philanthropy circles as a Best in Breed organization others want to emulate.”

To David and his wife Monique, being a Sterling Sponsor is a way for them to express their values. “Philanthropy is about more than money. It is immersive and gives you the ability to affect something you care about. I see it as everyone’s right and responsibility to make the world a better place through philanthropy,” he told us. Especially when the impact is what he sees at JASMYN. David describes it as the perfect nexus of the quality of mission and the quality of execution.

Every donor wants to give to a nonprofit that is a great steward of their resources, and for the Millers, that is a big draw at JASMYN. David calls the way JASMYN fulfills its mission “inspirational and validating” because of the best practices, strategic thinking and heart that are involved. He sees philanthropy as a journey and says JASMYN propels him to do more and connect people in new ways all the time as he travels that path. David Miller calls that the Possibility Model.

If you’d like to explore what’s possible with your charitable investment in LGBTQ youth, contact Loretta Prescott, Director of Development: lprescott@jasmyn.org.
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