Last year, we celebrated the LGF’s 10th Anniversary, since the merger of Healthy Gay Manchester and Manchester Lesbian and Gay Switchboard. Looking back, it is amazing to consider how we have grown and all that has been undertaken over the past decade. However, during uncertain times for all of us, 2010/11 was a year of both considerable achievements and challenges. Paradoxically, whilst our income levels were the highest in our history, as with many charities, we also experienced significant financial difficulties, and were forced to take a number of serious measures.

An increase in our income generation was predominantly driven by funding raised through applications and tenders, in addition to a one-off capital grant of £140k to support our premises move and refit. A real highlight of the year was our relocation to our new Community Resource Centre at ‘Number 5’, and we are delighted with all of the positive feedback on our new facilities and purpose-built rooms and spaces. The official opening, kindly undertaken by Lynne Featherstone MP, was rightly a cause for celebration.

However, during the year we were faced with both in-year cuts to some of our local, statutory contracts and the central closure of the Department of Health’s Caring with Confidence scheme. These effects were further exacerbated by a tough, external funding environment, with both voluntary income (such as community fundraising) and earned income (such as training and consultancy), being particularly hard-hit.

As a result, at the mid-year point, we recognised not only the need to balance our finances in-year, but also to address a widening funding gap for the following financial year. We knew that grants from several sources would come to an end, in addition to further cuts from Primary Care Trusts (PCTs), who remain a considerable source of our income.

Following consultation with the staff team, the charity initiated cuts to a wide range of expenditure lines, as well as being forced to regretfully initiate a redundancy process, resulting in a 20% reduction in our staffing levels. Renewed effort and focus was also placed on income generation, in order to close the funding gap. During these processes, the focus remained on the delivery of our front-line services. We know that for many LGB people, the LGF is somewhere they go when they feel they have nowhere else to turn. Demand for our services and resources is growing year-on-year, and we will continue to strive to meet the diverse and wide needs of the LGB people we serve and support.

At this point in time, during continued uncertainty regarding future funding, it is difficult to know whether we will be able to maintain our current levels of service provision. However, in 2011/12 we have chosen to focus on 12 key priorities, which are areas where we believe we can currently have the greatest impact. Of particular note, it is increasingly important that we support LGB people to know and exercise their legal rights. Furthermore, with sexual orientation once more excluded from the national census, we will also continue to fight to increase the visibility and inclusion of LGB people. To this end, “I exist”, as part of our Enough is Enough campaign, will launch a newly revised legal rights guide, as well as undertaking a major survey of LGB people’s needs. We will also lobby and help statutory organisations to introduce sexual orientation monitoring, as well as encouraging our own communities to stand up and be counted, ‘ticking the box’.

Against this turbulent backdrop, we remain indebted to our committed staff, volunteers, partners and supporters. As evidenced in this report, despite the high levels of change and uncertainty, in many areas we managed to considerably expand our front-line services and work programmes. We are both proud and truly grateful.

Thank-you!
The Lesbian & Gay Foundation (LGF), is a nationally-significant charity, which serves over 40,000 lesbian, gay and bisexual (LGB) people a year. Established in April 2000 following the merger of two smaller charities, we have been providing a wide range of support and services to LGB people for over 10 years. Our services and activities include: a range of support groups; face-to-face counselling; a helpline, email and pop-in service; a befriending scheme; a sexual health programme, (including outreach testing clinics and the largest free condom scheme outside of London); anti-homophobia projects in schools; a substance-misuse project; organisational training; a regional magazine; a range of guides and resources; a national website; advice surgeries; LGB&T infrastructure support; various research projects and policy campaigning. As a result, we provide more direct services and resources to more LGB people than any other charity of our kind in the UK.

At the beginning of 2010, the LGF also established the ‘National LGB&T Partnership’. This involves 11 other key regional partners across the country, in addition to a growing stakeholder group, to ensure that the needs of LGB&T people are considered and included within the health agenda.

Our Mission
“Ending Homophobia, Empowering People”

Our Vision
We believe in a fair and equal society where all lesbian, gay and bisexual people can achieve their full potential

Our Strategic Goals
Supporting Individuals:
The LGF will support lesbian, gay and bisexual people to increase their skills, knowledge, and self-confidence to improve health and well-being.

Strengthening Communities:
The LGF will work in partnership with others to build a strong, cohesive and influential lesbian, gay, bisexual and trans community sector.

Promoting Equality:
The LGF will promote awareness, visibility and inclusion of lesbian, gay and bisexual people to achieve full equality.

Developing Excellence:
The LGF will continuously develop its people, systems and procedures to deliver and sustain excellence for all of our beneficiaries.

Our Values
Innovation • Diversity • Excellence • Fairness • Integrity • Engagement
Our Impact in Brief

During 2010/11, the LGF’s 10th anniversary year, we successfully delivered a wide range of activities for thousands of LGB people. Below is a snapshot of just some of our achievements.

- People accessed the LGF’s services 544,446 times (excluding safer sex packs).
- We provided over 1,120 condoms and lube sachets, enabling people in Greater Manchester to have safer sex over 581,000 times.
- We produced and distributed 90,000 copies of our regional magazine ‘outnorthwest’ and 179,432 other resources informing and advising LGB people and their supporters on local services, sexual health, mental health, hate crime, and drug and alcohol related issues. This was a 54% increase on 2009/10.
- Through our Helpline and email service, we helped over 2,972 people with information and advice. This represented a rise of 59% on the previous year.
- We provided over 1,200 hours of counselling, (a rise of 18%), helping to improve the mental health of LGB people across Greater Manchester and the North West.
- During 1,590 visits to groupwork sessions, people were able to gain vital support and information in a safe and supportive environment. A further 125 people accessed crisis support via our pop-in service.
- We helped to reduce sexually transmitted infections and HIV infection through our community sexual health clinics which saw 460 men. This represented a 25% increase, with particular growth in our Rapid HIV Testing Clinic.
- Our website pages were viewed over 633,500 times by over 174,000 unique users.
- We delivered our thought-provoking Exceeding Expectations programme to 1,914 young people, (a 62% rise), to increase understanding, and reduce homophobia and homophobic bullying in schools.
- The move to our new premises enabled a 31% increase in the number of our visitors, totalling over 17,300, accessing support, advice, training, information and services.
- We attended 223 events across the UK, reaching out to audiences of over 96,000 people and handing out 17,700 resources.
- We signed up more than 8,000 people to our ‘Enough is Enough – Action Against Homophobia’ campaign, and connected with over 4,000 people during outreach activities. We also engaged another 4,000 people through various research surveys.

Without the support of our funders and the dedication of our trustees, volunteers and staff of The Lesbian & Gay Foundation, none of this work would happen.
Goal 1: Supporting Individuals

"The LGF will support lesbian, gay and bisexual people to increase their skills, knowledge, and self-confidence to improve health and well-being."

Key achievements against this goal include:

- **Our integrated sexual health programme for gay and bisexual men**, provided a combined total of over 1.127 million condoms and sachets of lube. This was complimented by our ‘Wear It, Fill It, Bin It’ condom campaign, an amended version of which has since become a national CHAPS initiative.

- **We further developed a proactive HIV testing campaign** in response to the relatively late diagnosis of HIV within the North West. Across our weekly outreach clinic and our rapid 20-minute HIV testing clinic, we saw 460 gay and bisexual men. We also supported the RU Clear Campaign, undertaking Chlamydia and Gonorrhoea testing in bars and clubs for 89 people.

- **We continued to run social and support groups** including those for lesbian and bisexual women just coming out; men who are married; LGB people of BME background; and gay and bisexual men over 40. Our newest support group is one for LGB&T carers.

- **We continued apace with our innovative Women’s Programme**, planned by our Women’s Leadership Group. Our annual ‘Sugar & Spice’ event was complimented by a range of monthly, interest-based workshops, as well as women’s sexual health information packs, and reprints of our guides ‘Beating About the Bush’ and ‘Thanks for the Mammaries’. We also launched a major new campaign to promote the need for lesbian and bisexual women to attend cervical screening. ‘Are You Ready for Your Screen Test?’, was supported by the National Cancer Screening Programmes and run in partnership with Salford University.

- **Our face-to-face counselling provision** provided 1,211 sessions to 131 people with a wide spectrum of mental health issues. Additionally our services successfully diversified into providing group therapy sessions, as well as the provision of immediate crisis ‘pop-in’ support for 125 people. The monitoring of these was further enhanced by the use of CORE (Clinical Outcomes Routine Evaluation). Through this system, we have been able to identify that 46% of our counselling clients, have previously attempted suicide or currently had suicidal thoughts. Our use of CORE was highlighted as an example of best practice in the Government’s White Health Paper ‘Healthy Lives, Healthy People,’ published in 2010.

“If there are no condoms about, safety is often the first thing that gets forgotten. That’s why the LGF’s safer sex packs are so important.”

Gay man who has helped promote LGF’s Free Condom & Lube Distribution Scheme.
Goal 1: Supporting Individuals

- The LGF continued provision of specialised, monthly support sessions for three groups of LGB patients at Rampton Hospital.
- The LGF continued to act as a Third Party Hate Crime Reporting Centre, further enhanced by our free Police and Legal Advice Surgeries. Together, these served 64 people.
- The move to our new Community Resource Centre in Richmond Street enabled us to expand our helpline and email-support hours to 10am-10pm, (in order to meet 59% increased demand), providing support, information and advice to 2,972 people. We also welcomed an increase in the number of people coming to our building, with over 17,300 visits throughout the year.
- Recognising that older LGB people face issues of loneliness and isolation, we launched a pilot befriending scheme to provide practical and emotional support. Moving forward, we aim to seek additional funding to further develop this work.
- We delivered the second year of our Comic Relief funded young people’s mental health project, including production of a targeted guide called ‘Where’s Your Head At’, and a poster and postcard campaign encouraging young people to access our services.
- The production of new information resources for LGB people, including (i) ‘Our Kids Are Alright’ (to support parents coming to terms with their children ‘coming out’); (ii) ‘Get In’ (to help encourage involvement in sport and exercise); and (iii) ‘Know Your Mental Health’ (to promote wellbeing). Along with reprints of ‘Sex Bomb’ and ‘Sex Education’, we extended our range of LGB specific guides to over 20. Including our magazine, we distributed over 269,000 printed resources.
- We continued to focus on increasing online access to our information, with further investment in our website. This included developing a dedicated section for our Enough is Enough campaign (www.lgf.org.uk/enough). In total, over 174,300 unique users visited our site over 232,200 times, viewing 633,515 pages of content.
- During the Spring, we ran a conference and workshop on substance misuse and risky sexual behaviour, kindly funded by CHAPS. Following the event, we produced a conference report highlighting the discussions and key findings.

“What a fantastic resource. I would have loved to have had something like this at the start of last year. Trouble is that it’s not something you necessarily know you need, until you need it.”

Comment on ‘Our Kids Are Alright’ the LGF’s guide for parents and families of lesbian, gay, bisexual or questioning people.
"The LGF will work in partnership with others to build a strong, cohesive and influential lesbian, gay, bisexual and trans community sector."

Key achievements included:

- **In response to a rapidly changing external environment, we engaged in 79 different, formal consultation responses**, either in partnership or within our own right. We were involved in consultations at a range of different levels, (including local, regional and national), and wherever possible, shared our responses with LGB&T communities.

- **Sponsored by Government Office North West, we undertook a homophobic, hate-crime research project**, exploring the current systems and responses within NW police forces. Recommendations from the resulting report have since been used to secure funding from the Victims & Witness Support Fund.

- **Continuation of our innovative TRIO partnership in the North West region**, involving 1NW (representing BME communities) and Refugee Action. Funded by BASIS II, the partnership project aims to provide infrastructure support to groups within our respective sectors, whilst also providing opportunities for collaborative working and the sharing of learning and best practice.

- **Following feedback from 100 LGB&T groups across the NW**, including a highly successful regional meeting in August 2010, we produced a report entitled ‘Celebrating LGB&T Community Action’. This was developed as a continuation of our ‘Breaking the Cycle’ Strategy, outlining seven key actions regarding the LGF’s future role in providing capacity-building support to the sector.

- **We continued to develop our LGB&T Listings Directory**, enabling promotion and signposting for a wide range of other organisations and groups.

- **The LGF’s premises were used over 630 times by other organisations and voluntary groups**, providing a safe, supportive and accessible environment. As well as long-established relationships with groups including Biphoria and Icebreakers, we supported the development of new groups, such as the Trans Resource and Empowerment Centre (TREC).

- **An increased focus on our digital media strategy** engaged more interactively with a greater number of LGB people, supporters and policy and decision makers. We launched a weekly e-bulletin to over 2,000 people; saw a 21% increase in the number of our Facebook friends; and increased the number of our Twitter followers to 3,188.

- **Our regional magazine, ‘outnorthwest’ continued to provide key news, campaigns and information** written for, and by, LGB people. The magazine was produced on a bi-monthly basis and distributed to nearly 500 venues, with an estimated readership of 45,000 people each issue. During 2010, the magazine celebrated the amazing milestone of its 100th issue.

“outnorthwest is an outstanding magazine and highly topical with fantastic campaigns. The online version is wonderful.”

*Feedback from a reader of our bi-monthly LGB community magazine.*
The LGF will promote awareness, visibility and inclusion of lesbian, gay and bisexual people to achieve full equality.

Key achievements included:

- Generously funded by the EHRC, we undertook the development and rollout of our national “Enough is Enough - Action against Homophobia” campaign. The launch was featured on GMTV, with a video featuring Antony Cotton, and Sir Ian McKellen. We backed the supporters of the Ian Baynham trial and were invited to speak at the ‘Michael Causer Vigil’ in Liverpool, the ‘No to H8 Crime’ vigil in Trafalgar Square, and at Manchester and Brighton Prides. In total, the campaign attended over 20 key LGB events, signing up over 8,000 people. A guide on homophobia was also produced.

- With the kind support of NHS NW, we were able to further develop our “We’re Here If You Need Us!” campaign, focusing on the primary healthcare sector. This project aims to encourage GP surgeries to visibly demonstrate LGB affirmation to their patients, whilst providing greater signposting to LGB services. During the year, 255 posters were displayed across Greater Manchester surgeries, representing a rise of 116%. A further 4,000 leaflets were circulated across participating surgeries. During the implementation stages of the project, our helpline witnessed a 35% increase in calls. NHS NW will continue to work in partnership with the LGF on this project, which has also caught the attention of the British Medical Association, who highlighted it in their journal, ‘BMA News’.

- Following the election of the coalition Government, we worked quickly to contribute to the development of the Government’s LGB&T Action Plan, strengthening our strategic links with the Government Equalities Office (GEO) during the process.

- Kindly funded by the CHAPS Innovation Fund, we undertook our first project specifically looking at the needs of Asian MSM. Working closely in partnership with TRADE (based in Leicester), our Rainbow Asian Project (RAP) has developed a key number of recommendations to include Asian MSM.

- Supported by Manchester City Council, and working in partnership with Hope Theatre Company, Manchester Healthy Schools Partnership and other agencies, our Exceeding Expectations initiative reached out to over 1,900 young people. Through the provision of resources, a TIE play and workshops, the project aims to stop homophobia in schools, helping young people to realise the devastating effects of homophobic bullying.

- Our Sexual Orientation Roadshow went to over 220 events featuring audiences of over 96,400 people. At these events, we handed out nearly 17,700 resources and spoke to over 22,100 people, increasing awareness, visibility and understanding of LGB people’s needs.

“I saw the organisation on Facebook and decided to make a video supporting your cause. I’m 29 years old and gay. I often act as a shoulder to cry on for young LGB youtubers & homophobia is sadly rife.”

Someone inspired to take Action against Homophobia via our Enough is Enough! Campaign.
In partnership with the University of Central Lancashire, we undertook the second year of our national, drugs and alcohol research “Part of the Picture”. The project, kindly funded by the Big Lottery Fund, collated data from face-to-face surveys, online, and by postal return. Over 1,480 respondents took part. The annual results are being disseminated via conferences and reports, and will ultimately be used to create a national database of LGB substance misuse to influence policy and practice.

We continued development of our ‘Evidence Exchange’, a searchable database of over 1,150 research statistics, to help demonstrate LGB&T needs, and add credibility to consultation responses, presentations and funding applications. During the year, the database was transferred to our CRM system, in readiness for future open access online. The Evidence Exchange continues to expand on a weekly basis.

Following the award of a development grant from the Department of Health, the LGF established the National LGB&T Partnership, acting as the lead partner with 11 other key LGB&T organisations across the country. The Partnership developed a Manifesto of five key aims, and was involved in many consultations regarding health and social care. The Partnership has expanded through the development of a stakeholder group, open to any LGB&T organisation or community group.

The second year of our “Flying the Flag” initiative quadrupled the number of public-sector organisations taking part to 200. Timed to coincide with International Day Against Homophobia & Transphobia, the project provides a simple way for public sector organisations to show their support for LGB&T communities and residents whilst also generating internal discussion.

The continued renewal of our contract with NHS North West, as a member of their innovative Health Equalities Stakeholder Engagement group included the development of an LGB&T timeline (online, booklet, and exhibition), as well as contributing to a range of regional health strategies and plans.

For the second year, we attended the conferences of the Conservative, Labour and Liberal Democrat parties, to increase awareness of the needs of LGB&T people amongst politicians and policy and decision-makers.

Through our Consultancy & Training programme, we provided training to 300 people from a range of organisations, including topics such as Sexual Orientation Monitoring, LGB&T issues, and Managing Equality and Diversity.

We established an internal team of ‘Equality Champions’ and undertook a range of joint equality events in partnership with others, including ones aimed at people of faith or religious belief; people of BME background; and lesbian and bisexual women.

As well as collating research undertaken by others, we continued to host our own research surveys and focus groups, including a census within Manchester’s Gay Village, to help inform future service provision.

“Can I just congratulate yourselves and indeed the companies and organisations who will be flying the flag...Well done to you all! Its good to see occasions like this marked in such a special way.”

Lauren, ‘LGBT person & Chorley FM listener’
"The LGF will continuously develop its people, systems and procedures to deliver and sustain excellence for all of our beneficiaries."

Key achievements included:

- **Successful completion of negotiations for a 10-year rental lease and subsequent relocation to our new Community Resource Centre ‘Number 5, Richmond Street’**. Now based in the heart of Manchester’s Gay Village, we were able to undertake a considerable refit due to generous capital grants from Capacity Builders and the Social Enterprise Investment Fund. By being able to design the layout and feel from the beginning, we have been able to focus on the differing needs of our service users, creating purpose-built spaces and rooms. The building was officially opened by Parliamentary Under-Secretary for Equalities, Lynne Featherstone MP. The move has helped facilitate an increase in visitor numbers by 31% to 17,341.

- **As part of our Big Lottery Reaching Communities grant, we were able to recruit a dedicated Volunteer Manager**. This has already reaped considerable benefits for the charity, including the development of our Volunteer Programme. Through revitalised welcome events, networking socials, induction programmes, opportunities, and volunteer communication and support, we have increased volunteer involvement by 21%, representing over 6,100 hours. As well as volunteering providing irreplaceable support to the charity and for our service users, we aim for our volunteers to mutually benefit, developing new friendships, skills and self-confidence.

- **A continued focus on financial processes and monitoring of income, expenditure and cash flow**, included further development of our credit control systems. External audits were also undertaken on our Management Reporting, Income Generation and Purchase to Pay financial systems.

- **We undertook significant enhancements to our information technology infrastructure**, including the implementation of a new server, the introduction of an intranet and ‘Action Tracker’, as well as the practicalities of moving to a new building. We also introduced the start of a Customer Relationship Management System, which will simplify our systems and enable us to significantly increase the amount of information we can capture and then communicate about access to our services.

- **In addition to the Positive about Disabled People, Investors in Volunteers and Fundraising Standards Board accreditation marks, we were successfully awarded ‘Investors in People’ during 2010.**

- **Relocation to a new, tailored community space, saw increased venue hire of our suite of rooms**. By providing city-central facilities for a range of training programmes, conferences and meetings, we generated an important revenue source, whilst also broadening the range of audiences becoming more aware of our work.

“It is a great pleasure to be at this fantastic facility, where Manchester leads, it is clear the rest of the country will follow.”

Lynne Featherstone MP, Parliamentary Under-Secretary for Equalities, on officially opening The Lesbian & Gay Foundation’s Community Resource Centre.
Financial Information

Income - Where our resources came from in 2010/11

The Lesbian & Gay Foundation cannot exist without continuing financial commitment from a range of funders, grant makers and donors. We would like to thank every one of them for their vital support.

£1,706k - Charitable Activities Income: Income received for goods and services provided for the benefit of the LGF’s beneficiaries.

£140k - SEIF Capital Grant: Money received to enable the LGF to move to, and refit, our new rented premises.

£103k - Fees & other sales: Income from training and consultancy, advertising in outnorthwest, room hire and counselling.

£46k - Events, donations & corporate sponsorship: Income received from charity challenges, corporate sponsorship and other donations.

£5k - Donor supporters scheme: Money received through individual monthly donations

Expenditure - How we used our funding in 2010/11

Over 87% of our expenditure was spent on delivering our strategic programmes - services, information and research. Our largest areas of expenditure continue to be in delivering first class and accessible community, health and support services and producing high quality information resources.

£1,006k – Services: Expenditure on our services including health, therapeutic and advice centres; and our condom and lube scheme.

£611k - Information: Expenditure on our magazine, website, campaigns, resources and other information.

£146k - Office move costs: The cost of refitting our new community resource centre on Richmond Street.

£131k – Research: Expenditure on our range of research projects.

£68k - Cost of generating funds: This is the cost of raising voluntary income and the costs associated with raising our other generated income.

£35k - Cost of governance: Running costs to meet constitutional and statutory requirements.

£140k – Events, donations & corporate sponsorship: Income received from charity challenges, corporate sponsorship and other donations.

£28k - Fees & other sales: Income from training and consultancy, advertising in outnorthwest, room hire and counselling.

£103k - Charitable Activities Income: Income received for goods and services provided for the benefit of the LGF’s beneficiaries.

£140k - SEIF Capital Grant: Money received to enable the LGF to move to, and refit, our new rented premises.

£131k – Research: Expenditure on our range of research projects.

£68k - Cost of generating funds: This is the cost of raising voluntary income and the costs associated with raising our other generated income.

£5k - Donor supporters scheme: Money received through individual monthly donations

The Lesbian & Gay Foundation

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Registered Charity No. 1070904  Registered Company No. 03476576

* The Lesbian & Gay Foundation’s audited statutory accounts will be submitted for ratification by the members at the Annual General Meeting in September 2011. These figures may be subject to change. A full set of these accounts will be available after this date from the website of the Charity Commission (www.charity-commission.gov.uk) or by application in writing to The Company Secretary, The Lesbian & Gay Foundation, Number 5, Richmond Street, Manchester, M1 3HF.
And a very special thank you to all of our fabulous volunteers
- we couldn’t support our community without all of your help and support