



SOULFORCE

2021 STANDARD ANNUAL REPORT - PAGE 1

Please see attached SAR Quick User's Guide and Separate LGBTQI Movement Financial and Operating Overview

Presented by



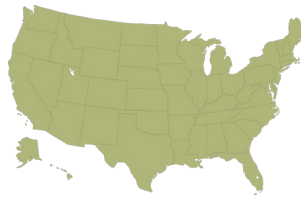
SNAPSHOT

Founded:
1998

Organizational Type
ISSUE



Geographic Scope:
NATIONAL



Fiscal Year:
JAN-DEC

Paid Staff:
6

Tax Status-% of Revenue:
501(c)(3) 100%

Operating Budget:
\$500,830

MISSION STATEMENT

Soulforce is a 23-year-old LGBTQI organization that works to sabotage Christian Supremacy and end the political and religious oppression of all marginalized people. With an ethic of relentless, nonviolent resistance, Soulforce sabotages Christian Supremacy through research and informed strategy; political and theological education; spiritual reclamation and community healing; and creative campaigns and direct action.

LOCATIONS AND CONTACT INFORMATION

Contact

Alba Onofrio & Yaz Mendez Nuñez
Co-Executive Directors
alba@soulforce.org
yazmeen@soulforce.org

Address

P.O. Box 2499
Abilene, TX 79604
(800) 810-9143
www.soulforce.org

Additional Locations

None

Legal Names

Soulforce, Inc. - 501(c)(3)



SOULFORCE

2021 STANDARD ANNUAL REPORT - PAGE 2

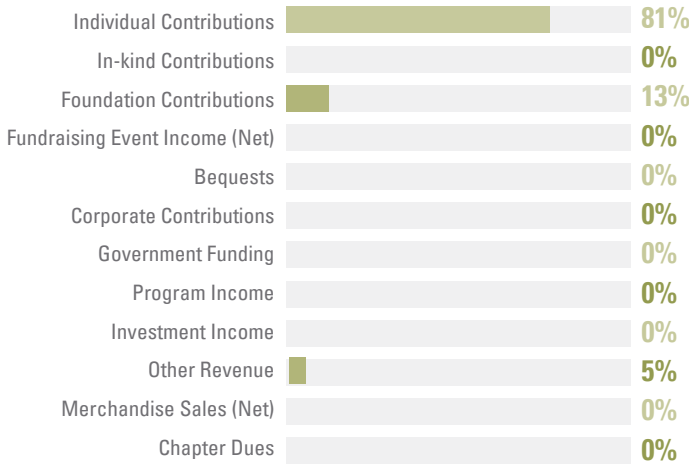
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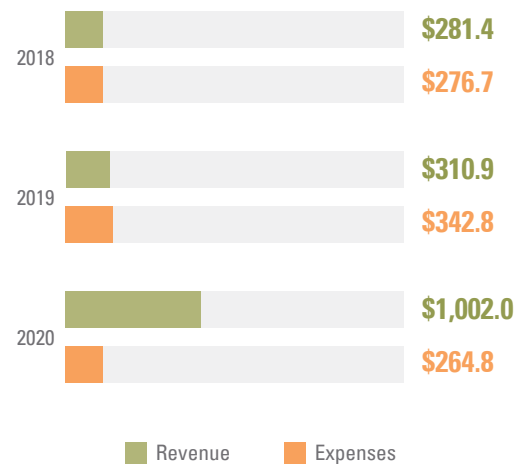


REVENUE AND EXPENSES

REVENUE PERCENTAGE BY SOURCE



TOTAL REVENUE VS TOTAL EXPENSES (\$000)

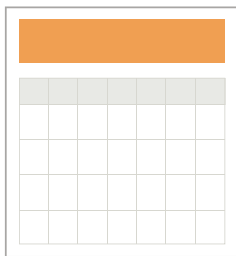


PAYROLL PROTECTION PROGRAM (PPP)

AMOUNT RECEIVED IN 2020: **\$52,884**

INDICATORS OF FINANCIAL HEALTH & EFFICIENCY

2020 DAYS OF WORKING CAPITAL



1,294

2020 LIQUIDITY RATIO



38.2

2020 DAILY CASH EXPENDITURES (\$000)



\$0.7

RATIOS OF FINANCIAL HEALTH

For the Fiscal Year Ending December 31st

RATIOS OF FINANCIAL HEALTH	2018	2019	2020
Liquidity Ratio	9.0	8.9	38.2
Days of Working Capital	324	215	1,294
Working Capital (\$000)	\$245.5	\$201.5	\$939.0
Average Daily Cash Expense (\$000)	\$0.8	\$0.9	\$0.7

2020 EXPENSES

\$ Thousands

EXPENSES	2020	PERCENTAGE
Program Services Expense	\$194.9	74%
Fundraising Expense	\$37.3	14%
Management & General Expense	\$32.7	12%
Total Expenses	\$264.8	100%



SOULFORCE

2021 STANDARD ANNUAL REPORT - PAGE 3

Please see attached SAR Quick User's Guide and Separate LGBTQI Movement Financial and Operating Overview

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FUNDRAISING AND FUNDRAISING EFFICIENCY

TOTAL REVENUE RAISED BY DEVELOPMENT



CONTACTABLE NAMES



6,698

NEW DONORS



88
2018

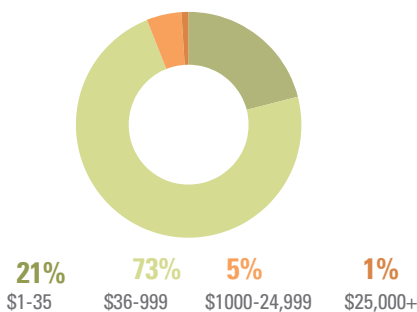
28
2019

65
2020

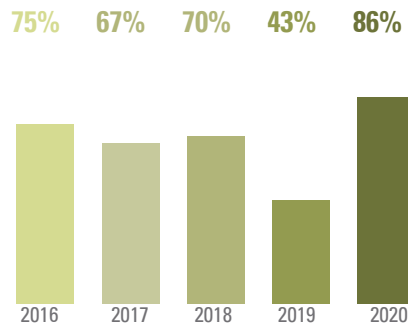
ORGANIZATION DONORS

DONORS for the fiscal year ending December 31st	2018	2019	2020
Number of Individual Donors who gave \$1-\$35	125	59	60
Number of Individual Donors who gave between \$36-999	269	198	211
Number of Individual Donors who gave between \$1000-24,999	23	30	14
Number of Individual Donors who gave \$25,000 or higher	0	3	2
Number of individuals attending fundraising events (paid > \$100 per person)	n/a	n/a	0
Amount of total revenue from top 10 contributors	70%	43%	86%

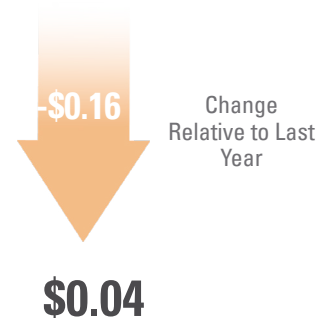
INDIVIDUAL DONATIONS



CONTRIBUTIONS FROM TOP 10 DONORS



COST TO RAISE A DOLLAR

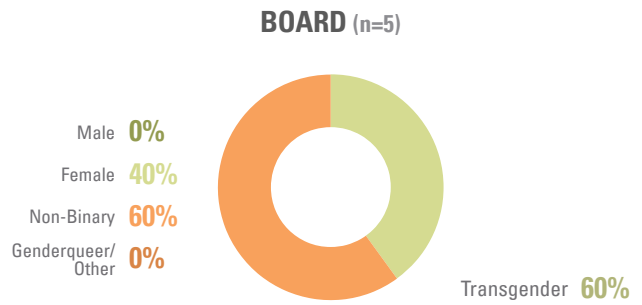
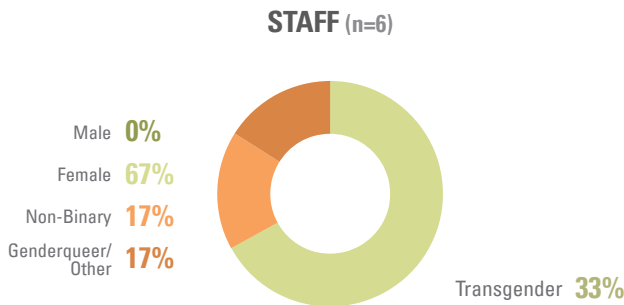




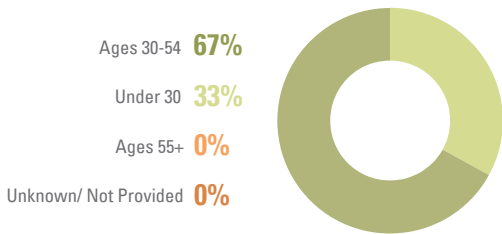
STAFF AND BOARDS

5 FULL-TIME EMPLOYEES, 1 PART-TIME EMPLOYEE, AND 5 BOARD MEMBERS

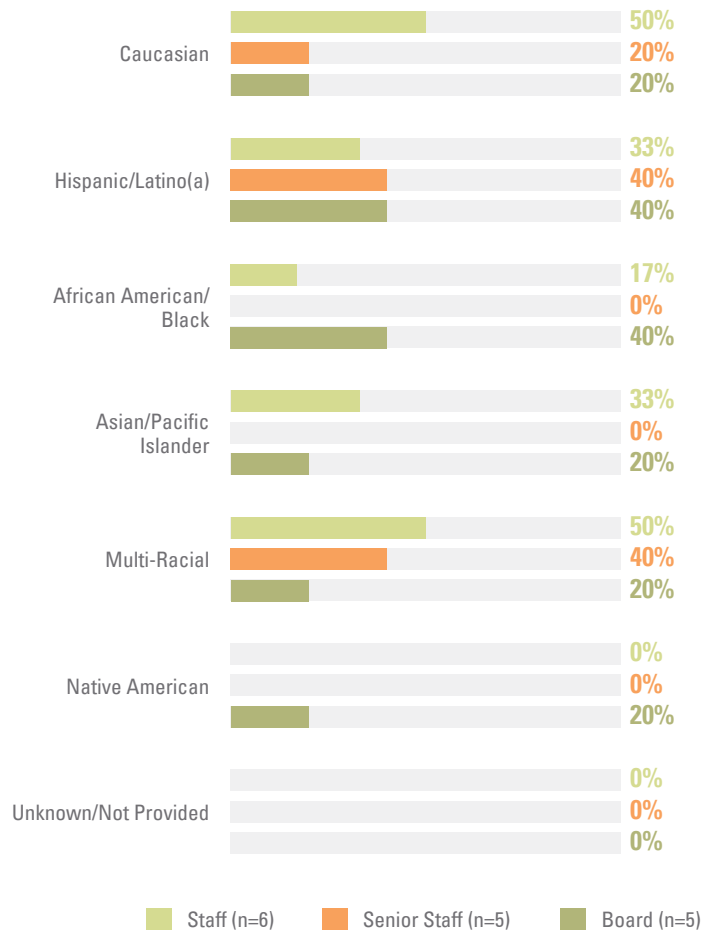
GENDER OF STAFF/BOARD



STAFF AGE (n=6)

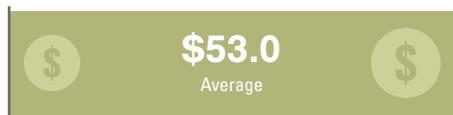


RACE/ETHNICITY OF STAFF/SENIOR STAFF/BOARD



BROAD AVERAGE SALARY RANGE FOR SENIOR STAFF

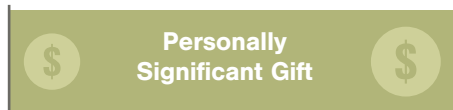
Compensation for Senior Staff (\$000)



TENURE OF SENIOR STAFF



BOARD FUNDRAISING REQUIREMENTS





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2021 STANDARD ANNUAL REPORT - PAGE 5

Please see attached SAR Quick User's Guide and Separate LGBTQI Movement Financial and Operating Overview

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STATEMENT OF FINANCIAL POSITION (\$000)			
	UNAUDITED 2018	UNAUDITED 2019	UNAUDITED 2020
Assets			
Cash and cash equivalents	\$258.5	\$222.2	\$952.2
Investments	\$0.0	\$0.0	\$0.0
Other current assets	\$15.8	\$4.2	\$11.7
Net fixed assets	\$0.0	\$0.7	\$0.5
Other long-term assets	\$0.0	\$0.0	\$0.0
Total Assets	\$274.3	\$227.1	\$964.3
Liabilities			
Current liabilities	\$28.8	\$24.9	\$24.9
Long-term debt	\$0.0	\$0.0	\$0.0
Other long-term liabilities	\$11.4	\$0.0	\$0.0
Total Liabilities	\$40.2	\$24.9	\$24.9
Net Assets			
Without donor restrictions	\$215.9	\$184.0	\$270.1
With donor restrictions	#REF!	\$18.3	\$669.3
Total Net Assets	\$234.1	\$202.3	\$939.4
Total Liabilities and Net Assets	\$274.3	\$227.1	\$964.3

STATEMENT OF CASH FLOWS (\$000)			
	UNAUDITED 2018	UNAUDITED 2019	UNAUDITED 2020
Cash Flow			
Cash and cash equivalent balance at beginning of year	\$158.1	\$258.5	\$222.2
Net cash provided (used) by operating activities	\$100.4	(\$36.3)	\$730.0
Net cash provided (used) by investing activities	\$0.0	\$0.0	\$0.0
Net cash provided (used) by financing activities	\$0.0	\$0.0	\$0.0
Net increase (decrease) in cash	\$100.4	(\$36.3)	\$730.0
Cash and Cash Equivalent Balances at End of Year	\$258.5	\$222.2	\$952.2



SOULFORCE

2021 STANDARD ANNUAL REPORT - PAGE 6

Please see attached SAR Quick User's Guide and Separate LGBTQI Movement Financial and Operating Overview

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STATEMENT OF ACTIVITIES (\$000)			
	UNAUDITED 2018	UNAUDITED 2019	UNAUDITED 2020
Support & Revenue			
Individual contributions	\$128.1	\$180.2	\$815.7
Foundation contributions	\$147.5	\$125.5	\$131.2
Corporate contributions/Non-event sponsorships	\$0.0	\$0.0	\$0.4
Government funding	\$0.0	\$0.0	\$0.0
Bequests	\$0.0	\$0.0	\$0.0
In-kind contributions	\$0.2	\$0.0	\$0.0
Program income	\$5.4	\$4.3	\$1.7
Dues	\$0.0	\$0.0	\$0.0
Fundraising event income	\$0.0	\$0.0	\$0.0
Less costs of direct benefit to donors	\$0.0	\$0.0	\$0.0
Net fundraising event income	\$0.0	\$0.0	\$0.0
Merchandise sales (net of cost of goods sold)	\$0.2	\$0.9	\$0.1
Investment income	\$0.0	\$0.0	\$0.0
Other revenue	\$0.0	\$0.0	\$52.9
Total Revenue	\$281.4	\$310.9	\$1,002.0
Expenses			
Program services	\$174.3	\$235.2	\$194.9
Fundraising	\$49.9	\$60.1	\$37.3
Management and general	\$52.2	\$47.5	\$32.7
Total cash expenses	\$276.4	\$342.8	\$264.9
Non-cash expenses			
In-kind	\$0.2	\$0.0	\$0.0
Depreciation	\$0.0	\$0.0	\$0.0
Total non-cash expenses	\$0.2	\$0.0	\$0.0
Total Expenses	\$276.7	\$342.8	\$264.8
Capital campaign net revenue	\$0.0	\$0.0	\$0.0
Change in Net Assets	\$4.7	(\$31.9)	\$737.1



ORGANIZATION'S NOTES AND ADVISORIES

We are proud of a continuous shepherding of long-term individual donor relationships that constitute more than 40% of our organizational income.

FY2020 was a challenging one, as the financial effects of the pandemic have been felt across our donor base. Individual donations declined, and a number of major donors, who contributed a large percentage of our individual giving, passed away. We weathered the hardships of this fiscal year through temporarily reducing staffing hours and applying for federal and foundation grants. After four tough months, we were able to return to previous staff levels, and our development efforts yielded new relationships with foundations who are excited to see our capacity grow. We ended the year expanding our staff and growing our programs.

For additional information, please contact Soulforce or visit our website at www.soulforce.org.

KEY PLANNED ACCOMPLISHMENTS

Crafted politically relevant, timely content that draws through lines between political systems, weaponized religion, and spiritual violence to support LGBTQI communities and our allies in their political analysis and to grow moral courage and indomitable spirits.

- Publish, nationally and globally, two theological resources that challenge the pervasive myths of consent and reproductive justice as based in Christianity.
- Convene an advisory board for said resource, consisting of human rights experts, reproductive justice activists, LGBTQI professionals in education, and a medical doctor, to review the resources and ensure they are useful to a variety of audiences.

Deepened our role as a capacity-building organization, by strengthening distribution networks for free trainings and accessible political and theological resources with partners in the U.S. and the Global South who work to support LGBTQI activists on the ground.

- Distributed 489 politicized theological resources to activists and people of faith in 38 states and 25 countries.
- Provided several workshops and trainings on Christian Supremacy, Spiritual Violence, and Bible-based attacks to activists in the U.S. and Latin America.

Debut our queer feminist Spanish-language media project, *Teología Sin Vergüenza*, to support activists and people of faith combatting harmful Christian Right narratives in Spanish-speaking contexts and healing from Spiritual Violence.

- We have aired two seasons of 33 episodes with 26 theologians, who have roots in 11 countries and territories. Our episodes rapidly grew a large following, reaching over 60,000 views on Facebook and YouTube without advertising.
- The heart of this project is our community of 2,000 Facebook followers, who are watching and listening from 45 countries, including every Spanish-speaking country in Latin America and the Caribbean.
- From this platform we also convened a daylong digital event to honor feminist Biblical icon Mary Magdalene. Seventeen feminist theologians across Latin America and the U.S. volunteered their time and expertise this July to host this digital event, streamed via Facebook Live to 7,000 viewers from 15 countries.



SOULFORCE

2021 STANDARD ANNUAL REPORT - PAGE 8

Please see attached SAR Quick User's Guide and Separate LGBTQI Movement Financial and Operating Overview



Strengthen the infrastructure of the organization, with an eye for strategic vision and organizational sustainability. the Right Wing in human rights arenas.

- Collaborated with 49 partner organizations and groups to support our collective efforts towards ending religion-based violence against marginalized people.

KEY ACCOMPLISHMENTS

Strengthened collaborations where Soulforce can offer political analysis and rhetorical tools to activists working against

- Develop greater Spanish-language infrastructure to support relationships with Global South activists in Latin America and the Caribbean who are confronting religion-based violence in their own hostile contexts.
- Hired a new team member for administrative support.
- Onboarded two new board members.
- Started new foundation relationships to provide both project support and general operating grants.

Supported the formation of ethical and religious messaging and frameworks through theological curriculum development, healing practices, and direct action.

- Hosted an online course on Soulforce Vacation Bible School, where we led 22 learners in a deep dive through the “wild, wonderful world of God’s Queer Creation” that paired Bible stories and examples of animals who naturally defy fundamentalist narratives about gender, sex, and sexuality. Participants came away with new confidence and inspiration in their own dignity as Queer and Trans people.

Provided training resources, messaging, and gatherings to expose and challenge the prevailing ideological concepts and rhetorical strategies on the Right.

- Began our first fiscal sponsorship relationship with the Religious Exemption Accountability Project, a project that empowers queer, trans, and non-binary students at more than 200 taxpayer-funded religious schools that actively discriminate on the basis of sexual orientation and gender identity/expression. Through civil rights litigation, documentary film, oral history, research, and public policy, REAP works towards a world where LGBTQ students on all campuses are treated equally, with safety and respect.

IMPORTANT NOTE TO THE READER

Standard Annual Reports help donors understand LGBT organizations’ effectiveness and efficiency; give organizations comparative information to fine tune their own performance; and track movement finances to inform actions to improve the movement’s financial capacity and health. The organizations supply all data, mostly from audited financials.

Please DO use these reports for a quick glimpse of each organization’s goals, priorities, staying power, and financial needs. Please DO NOT use these reports as a sole basis for funding decisions.