2006 annual report

helping kids get off the street for good
Since 1984, Larkin Street Youth Services has been committed to helping San Francisco’s most vulnerable youth ages 12–24 move beyond street life. This commitment has fueled the development of a comprehensive continuum of services that is nationally recognized as a model of innovative and effective care. We offer stability, safety and the opportunity for a better life.

Larkin Street’s continuum provides a range of housing options - from immediate emergency shelter to permanent supportive housing in addition to essential wraparound services that offer kids the resources and skills they need to exit street life.

Our success rate in helping kids get off the street for good testifies to a simple truth: Given safety, shelter, compassion, guidance and enough positive options, kids can find their own solutions. We believe all youth deserve the chance to reach their full potential and contribute their best to the world.
Dear Friends,

2006 was a year of important firsts for Larkin Street Youth Services, promising expansions and enhancements, and a strengthened platform for future growth.

Innovation continues to be a hallmark of Larkin Street. During the year, Larkin Street built several important new bridges to the community through inaugural events, new efforts to build awareness, and sharing of our service model abroad.

This past year Larkin Street hosted, in partnership with the San Francisco Business Times, the first-ever Bay Area CFO of the Year Awards honoring the Bay Area’s unsung heroes. The Foundation Luncheon shared with investors how Larkin Street has leveraged private investment dollars to expand and enhance the agency’s continuum of care.

In our efforts to expand awareness of Larkin Street, we created a Young Professionals initiative to attract the interest and involvement of the Bay Area’s 25–35 year old population. We also established the LGBTQ (lesbian, gay, bisexual, transgender and questioning) Task Force designed to raise awareness in the community about the queer youth we serve. We expanded our efforts globally by providing trainings in HIV/AIDS education and prevention services to Doctor’s of the World staff in St. Petersburg, Russia.

The agency’s operating reserves were increased by approximately 50% as was its overall liquidity, reflecting the first-ever $1 million gift of unrestricted funds that was made to Larkin Street.

Larkin Street’s platform and potential for serving homeless youths’ evolving needs were enhanced in 2006 by several key senior staff hires and continued investment in technology capabilities for managing the organization, evaluating program effectiveness, and allocating resources. And through thoughtful and careful fiscal and operations management, the percentage of Larkin Street’s overall operating budget devoted to programs remained above 87% – well above the industry average.

Most satisfying for the Larkin Street staff, volunteers from the community, and Board members was the expanded number of youth (2,212 in total) who were served by the agency’s programs. Inspiring and gratifying progress was made by so many youth as they took steps toward self-reliance, fulfillment and personal growth. Larkin Street housed 640 youth; 17 of whom passed the GED; 86 enrolled in college; 148 obtained full-time employment and nearly 200 of these youth successfully transitioned to independent living. The youth report that they feel welcome at Larkin Street and feel that staff listen to them and help them achieve their goals.

We continue to be inspired by the dedication and talent of the staff and Board of Directors. We are very respectful of the work done by the high-minded, highly capable and dedicated Larkin Street staff. We salute Larkin Street’s Board who watch over the agency’s vitality and sustainability, contribute generously as its financial guardians, and serve enthusiastically as Larkin Street ambassadors. We are very grateful to the community at large for its ongoing belief in the resilience of youth and its confidence that Larkin Street can make key differences in the lives of thousands of homeless youth.

We are excited about the year to come, and we look forward to the opportunity to continue playing a vital role in the community as the leading service provider to youth who find themselves on the streets through no fault of their own.

Sincerely,

Sherilyn Adams
Executive Director

David B. Zenoff
Chair, Board of Directors
Dear Larkin Street,

I am writing to thank you. You guys took care of me when I needed it most. If it weren’t for you, I don’t know where I would be now. When I first came to the Diamond Youth Shelter, I thought I wouldn’t see my 18th birthday. But here I am!

Growing up, a lot was missing from my life. My dad died when I was two and my mom started getting high all the time. I lived in five different group homes. I finally left when I turned 15 to try and make it on my own. It was tough. No one would hire me since I hadn’t finished high school. I felt like I had no where to go, no one to help me. Then I found you guys at Larkin Street.

You all helped me to realize my dreams. I can’t thank you enough. Who knew I’d end up going to Cornell!

I want to thank you all for making so many things possible for me. Thanks for listening, for being there, and for encouraging me when I needed it. I remember you all!!! I have missed you and I have missed all my friends. You all have been as close as family to me.

Your friend,

Justine
Last year, more than 4,000 kids found themselves living on the streets of San Francisco, because the streets were safer than their homes.

For more than 2,000 of them, Larkin Street Youth Services was there to provide safety, food, shelter, caring adults, and a chance to rebuild their lives.

Larkin Street operates ten distinct housing programs and provides extensive street outreach services, wraparound case management, health care (including mental health, substance abuse, and HIV prevention and treatment), and education and employment services. Larkin Street’s distinctive model of care is asset-based, which builds on and acknowledges the strengths and accomplishments of youth and celebrates their achievements.

The integration of crisis intervention, housing, rehabilitation and supportive services has proven extremely successful in breaking the cycle of homelessness:

75% of young people who complete our comprehensive programs exit street life for good. Essequis alit ulla facilis nibh ex ercip eniam dolore dolore faci tat lutpatem doluptat. Borem augait wisit la feuguer odo commy nos nim ero dolandre delendi ametuer aliscil iquiscil exer sis am eugiamc onulputpat in er summy non ullam velit etum at. La facip etum dolorer aessed do dolore veliquat del iustrud tem vullandigna conse velesecte feu feugait auguero eu feum at, susto cortisciduis alis adignit iriuscilis nos erosto core mod modipit ipis ad dolent ad dolobore minim zzrilit utat lam nim zzril uta tio consequ atueriu stisi. An henim nullaore dolutate mo dolorem quismolobore feugiamet aut praesed digna feugueri tin vel dolore min ut lam, conse commy nit ipsil endipsum duis nit, quamcon utpat. Ut ad magna conum vulla facip enibh ea facinibh ex er accum vulla
2005-2006 program statistics

- Total unduplicated youth served: 2,212
- Street Outreach contacts: 4,801
- Drop-In Center, youth served: 689
- Haight Street Referral Center, youth served: 945
- Total housing nights: 53,138
- Emergency housing, youth served: 501
- Transitional housing, youth served: 114
- HIV Specialty housing, youth served: 74
- Permanent housing, youth served: 28
- Youth accessing HIRE UP Education and Employment Center: 634
- Youth employed: 169
- Average starting wage per hour: $10.03
- Job Readiness Class graduates: 56
- Wire Up graduates: 44
- Youth enrolled in on-site school: 101
- Youth participating in GED preparation: 148
- Youth awarded a GED: 17
- Youth enrolled in postsecondary education: 86
community involvement
Each year, Larkin Street Youth Services benefits from the support and dedication of time from the business sector as well as the community at large. Corporate and community volunteer contributions play a major role in helping us fulfill our mission to help kids exit the street for good. For the youth at Larkin Street, it is enormously moving for them to know that someone they don’t even know cares about their lives and wants them to succeed.

Volunteers support Larkin Street in a variety of ways:

- Joining Street Outreach teams to meet youth on the street to inform them of available resources
- Assisting with food preparation at our residential facilities
- Facilitating educational groups, GED tutoring, and computer training
- Providing one-on-one support and guidance as mentors
- Participating in group projects to clean and improve Larkin Street's facilities
- Preparing holiday dinners and helping with gift distribution

### 2005-2006 Volunteer Support

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program volunteers</td>
<td>70</td>
</tr>
<tr>
<td>Mentors</td>
<td>19</td>
</tr>
<tr>
<td>Holiday volunteers</td>
<td>110</td>
</tr>
<tr>
<td>Group Project volunteers</td>
<td>160</td>
</tr>
<tr>
<td>Total volunteers</td>
<td>359</td>
</tr>
</tbody>
</table>

**Total volunteer hours**: 12,222

### Community and Corporate Volunteer Groups

From remodeling the Diamond Youth Shelter to serving warm and delicious home-style meals at the Lark-Inn emergency shelter, corporate and community volunteer groups make a positive impact on the lives of hundreds of young people each year.

We thank the following corporations and their employees for their dedication:

- Bain & Company
- Gap Inc.
- Goldman, Sachs & Co.
- Hands on Bay Area
- Hewlett-Packard Company
- Lehman Brothers
- Levi Strauss & Co.
- Lick-Wilmerding High School
- Macy’s West
- McKesson Corporation
- Morgan Stanley
- Princeton Alumni Group
- Reed Smith LLP
- Salesforce.com
- San Francisco State University
- Stanford University
- United Behavioral Health
- Wells Fargo Bank
- Yahoo! Inc.
- ZS Associates
Dear Larkin Street,

I am 21 years old and a former resident of Larkin Street Youth Services.

When I was 17, I left my home in Pennsylvania and came to San Francisco. My parents kicked me out when I told them I was gay. I decided to hop a Greyhound bus and come to the only place I could think to go—San Francisco. I was excited to be on my own.

After exploring the Castro by day and sleeping in the park at night, my money and luck were running out. A kid I met told me about Larkin Street and said I could go to the Drop-In Center to get something to eat. From that day on, my life was changed for the better.

At Larkin, there was always good food, a hot shower and things to do. They let me sleep at the Lark-Inn emergency shelter. It kept me out of trouble. I met with counselors who helped me work toward my goals. I wanted to go to college and get a job helping people. Without you guys, I was going nowhere fast.

With Larkin Street’s help, I am now a junior at Cal State East Bay. I am majoring in Psychology and hope to become a social worker. I want to give back, just like Larkin Street did for me when I needed help and didn’t have anywhere to go.

I believe the proof is in the product. My life is a direct result of my time at Larkin Street.

Thanks everyone. You saved my life.

Will
Larkin Street Youth Services, in partnership with the San Francisco Business Times, presented the inaugural Bay Area CFO of the Year Awards on June 7, 2006. This awards ceremony honors Chief Financial Officers who have played a critical role in the success of their companies and contributed to the economic growth and stability of the Bay Area.

The 2006 event was a sell-out, attracting 400 guests and raising $200,000 to benefit Larkin Street Youth Services. Title sponsors of the 2006 awards ceremony were Comerica Bank and Deloitte.

2006 Bay Area CFO of the Year award winners:

Lou Lavigne, former CFO, Genentech, Inc.
Hall of Fame - Lifetime Achievement Award

John F. Milligan, PhD, Gilead Sciences, Inc.
Public Company with revenues above $500MM

Simon Bax, Pixar Animation Studios
Public Company with revenues up to $500MM

Michael C. Blaszyk, Catholic Healthcare West
Non-Public Company

Ken Jones, UCSF Medical Center
Transformation Agent

Nancy H. Handel, Applied Materials, Inc.
Community Service Award
Larkin Street celebrated its 4th annual Paving the Way gala with more than 300 supporters at the Ritz-Carlton, San Francisco. Guests enjoyed a cocktail reception and silent auction followed by a gourmet dinner and live auction featuring unique vacation packages to Tuscany, Hawaii and New York City. The gala successfully raised nearly $350,000 to sustain and strengthen the spectrum of support Larkin Street provides homeless and at-risk youth. We extend a special thanks to our lead corporate sponsors, Kaiser Permanente and Union Bank of California.

Thanks in large part to the support that we receive from the community, Larkin Street continues to make a tremendous difference in the lives of homeless, runaway, and at-risk youth in San Francisco. The community’s partnership in our work helps to ensure that these young people can receive the emergency care and long-term assistance they need to live a healthy, productive life on their own. Together we are paving the way for their future.
### Financials

#### Income
- City, State and Federal $6,041,800
- Foundations and Corporations $1,537,200
- Individuals $1,974,800
- Special Events $533,800
- Religious and Civic $55,800
- Interest $6,900
- Other $101,000

**Total Revenue** $10,251,300

#### Expenses

**Program Services**
- Street Outreach $400,700
- Drop-In/Diamond Youth Shelter $1,256,100
- Haight Street Referral Center $87,900
- Lark-Inn for Youth $1,134,300
- The LOFT $748,900
- Avenues to Independence $693,800
- LEASE $758,700
- Castro Youth Housing Initiative $133,900
- Ellis Street Apartments $59,700
- Assisted Care $707,700
- Aftercare $603,800
- HIV Specialty Clinic $355,600
- Medical Clinic $69,000
- HIRE UP $934,900
- Volunteer Program $144,100
- Research and Evaluation $311,900

**Total Program Services** $8,401,000

**Administration**
- Management and General $589,300
- Fundraising $628,600

**Total Administration** $1,217,900

**Total Expenditures Before Depreciation** $9,618,900
- Depreciation Expenses $45,300

**Total Expenditures** $9,664,200

**Change in Net Assets** $587,100
allocation of expenses

- programs: 87%
- fundraising: 7%
- management: 6%

sources of income

- public sources: 59%
- individuals: 19%
- foundations & corporations: 15%
- other: 7%
## ways to give

<table>
<thead>
<tr>
<th>Gifts of Cash</th>
<th>Corporate Matching Gifts</th>
<th>United Way</th>
<th>Securities</th>
</tr>
</thead>
<tbody>
<tr>
<td>The simplest way to support Larkin Street is a cash contribution, for which you may receive tax benefits if you itemize deductions. Checks should be made payable to Larkin Street Youth Services. Larkin Street also accepts payments by Visa or MasterCard. Gifts may be made securely online by visiting <a href="http://www.larkinstreetyouth.org">www.larkinstreetyouth.org</a> and clicking on “Donate.”</td>
<td>Many businesses match employees’ charitable gifts. Contact your company’s human resources office for more information.</td>
<td>You can increase the impact of your support for our most vulnerable youth by designating Larkin Street as a beneficiary of all or part of your United Way gift. To designate Larkin Street, specify #3320 on your United Way pledge card.</td>
<td>You may realize significant tax benefits by making a sizable gift of appreciated stock, bonds or mutual fund shares to Larkin Street. Capital gains on the amount of the appreciation are avoided, and you receive a tax deduction for a securities’ full market value at the time of the transfer.</td>
</tr>
</tbody>
</table>

Contact the Development Office at (415) 673-0911 ext 262 if you have questions or need more information.
<table>
<thead>
<tr>
<th>Honor and Memorial Gifts</th>
<th>Deferred Gifts</th>
<th>Bequests</th>
<th>Life Insurance</th>
<th>Gifts of Retirement Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>You may make a donation or pledge in honor of or in memory of a family member or a friend.</td>
<td>Deferred giving enables many donors to make a more substantial gift to Larkin Street. Deferred gifts often take the form of charitable remainder trusts that generate income paid to the donor during his or her lifetime, with the principal going to Larkin Street after the donor’s death. Donors receive tax benefits, including the ability to diversify assets without the payment of capital gains taxes, and an income tax deduction for the value of Larkin Street’s interest. Deferred gifts can enhance the donor’s own financial situation while making a lasting contribution to Larkin Street.</td>
<td>Bequests provide an important source of support to Larkin Street. A bequest can be simply stated in your will, codicil, living trust or trust amendment. Making Larkin Street a recipient of all or a portion of your estate may also reduce federal estate taxes. When preparing a bequest to Larkin Street, please ask our office for appropriate language.</td>
<td>A gift of life insurance can take the form of a new life insurance policy, a paid-up, existing policy, or an existing policy on which premiums are payable. Each option may result in tax savings.</td>
<td>You may give Larkin Street a portion or all of your retirement plan assets, such as your IRA, 401(k) or pension plan, or you may make Larkin Street a beneficiary of your retirement plan on your death. You should consult with your tax advisor about the tax consequences of transfers of retirement assets.</td>
</tr>
</tbody>
</table>
2005-06 donors

**INDIVIDUAL DONORS**

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