“Larkin Street helped me to see what was possible. They provided me with a strong foundation on which to rebuild my life.”
Larkin Street taught me how to save, they invested so much in me so that I have my own apartment, am paying my bills, working hard and saving.
Larkin Street Youth Services’ mission is to provide a continuum of services that inspires homeless and runaway youth to move beyond the streets. We will nurture potential, promote dignity and support bold steps by all.
With the paint nearly dry on an admittedly tepid economic recovery, all of us are certainly thankful that the financial turbulence which affected all of us profoundly over the last couple of years may be waning. No doubt, all non profits felt the sting of stock market losses causing less funding to be available from generous individual, foundation, corporate and civic donors, and the federal, state and local governments are in new territory when trying to grapple with unprecedented budget gaps which trickle down to increased budget cuts for organizations like ours. Yes, it would be easy to breathe a bit of a sigh of relief and to lick our collective wounds from two years of very bumpy seas.

At Larkin Street, however, we see every day the multiplier effect that the recent economic malaise has poured on the plates of the agency’s homeless and runaway youth. Many more youth are being forced to the streets as a result of financial distress which impacts them, as well as their families and the systems that support them. For most of us, our experiences over these past few years, however challenging, pale in comparison to the turbulence our young people have had to face.

To respond, our agency has tightened its belt, has worked extremely hard to make each dollar go as far as it can and has focused on tweaking the programs that we offer to make sure they serve as many disaffected youth as comprehensively as possible. We’ve innovated and creatively solved new, bigger challenges. We’ve helped more young people over the last two years than at any other time in the agency’s 26 year history. The staff served the youth with great love and care, helped them set high expectations and celebrated enthusiastically their many hard earned achievements. During this period, our donors, volunteers, mentors and other benefactors like you have stood resolutely with us to help those who are most in need. For that and on behalf of the youth Larkin Street Youth Services serves, we are forever so grateful for your support.

Key 2009-2010 Results

- For the twelve months ending in June 2010, Larkin Street engaged over 3,400 homeless and runaway youth in services. We operated 85% of the housing available to these kids in San Francisco, which kept youth off the streets for over 86,000 nights.
- 76% of the youth who completed our comprehensive programs exited street life. This is consistent with our longstanding historical success rate.
- In 2009-10, Larkin Street continued its tradition of carefully stewarding the funds provided by our donors. We closed the 2009-10 fiscal year again with a balanced budget and a clean audit, and we sustained our year over year record of contributing 86 cents of every dollar to our programs.

Highlights of the Year

In addition to our solid results, some important initiatives enhanced our success in 2009-10:

A group of bright and accomplished mid-career professionals formed the Friends of Larkin Street: a fundraising and friend-raising auxiliary that came together to benefit Larkin Street. In a few short months this remarkable group raised over $10,000 at two events, with a combined attendance of nearly 1,000 donors and guests. Plans for the next event are currently underway.

Larkin Street was selected from a number of applicants to receive a generous 3-year, $600,000 grant through the National Youth Employment Coalition’s Postsecondary Success Initiative. The Initiative, which is
supported by the Bill and Melinda Gates Foundation and the Nellie Mae Education Foundation, funds eight sites nationwide which pilot innovative strategies to put youth on a path toward post-secondary attainment and, ultimately, employment. Lessons learned from the pilot will eventually inform and help shape national public policy.

Larkin Street continued in its local, state, and nationwide advocacy efforts, by actively fighting for changes in the system to promote sound public policies that support the ability of homeless youth to reach their full potential. This year, we contributed to a statewide policy agenda entitled “Too Big to Ignore: Youth Homelessness in California,” as well as a national agenda committed to establishing 50,000 new units of housing for youth nationwide. Locally, we are a part of projects that will bring online more than 60 units of transitional housing for homeless youth over the next three years.

And this was, for Larkin Street, a banner year for corporate support. In addition to the generous grant funding and event sponsorships we received from the corporate community, this past year, more than ever before, many corporations sent groups of their able and enthusiastic employees to refurbish our sites, plant gardens, cook meals, build furniture, and so much more. We are proud and grateful to have worked with such companies as: PricewaterhouseCoopers, Levi’s, Starbucks, Macy’s, Bain & Company, Wells Fargo, Schwab, Gap, Inc., Salesforce, Deloitte, and many more.

Looking Forward

In anticipation of future opportunities and unexpected challenges, the agency has launched a series of important strategic initiatives that will be our focus for the immediate future. First, we’ll continue to evaluate opportunities to expand the agency’s programs to better meet the needs of the agency’s youth. Programmatic expansion may come in the form of adding to the existing continuum, may be geographic, may be virtual or may be in another form.

Secondly, we are aiming to harness technology to better enable us to run the agency, to better design and measure outcomes, to better report to our constituents and to better serve the young people we see daily. Finally, we are focusing rigorously on further developing our long term financial plan which includes a “leave no stone unturned” look at the portfolio of real estate and fixed assets that are managed by the agency to see if there are opportunities to improve services, cut costs or both.

Larkin Street is grateful and honored to be involved with the many donors, volunteers, mentors and friends who contribute their time, talent, and financial support. You have come to us from every segment of the community, including the public sector, civic and religious groups, and the private sector, to help our young people overcome the trauma, abuse, and rejection in their lives. You have helped them open their hearts and minds to the possibility of achieving their full potential through the services at Larkin Street, and you have celebrated their many achievements. This spirit of community involvement is an inspiration to our youth. It matters to them that people want to help them...while expecting nothing in return. On behalf of them, thank you again for your support.

In closing, we want to make special mention of our immediate past Board Chair, Chris Brahm, whose tireless enthusiasm for the agency and unbending belief in its cause guided us through the challenging economy in the last couple of years. Thank you, Chris, for a job expertly well done.

Warmest regards,

Sherilyn Adams
Executive Director

Phil Estes
Chair, Board of Directors
July 2009– June 2010 Program Statistics and Youth Served

- Total unduplicated youth served: 3,438
- Street Outreach contacts: 11,038
- Youth served at the Drop-In Center: 1,001
- Youth served at the Haight Street Referral Center: 1,593
- Total housing nights: 86,190
- Emergency housing, youth served: 421
- Transitional housing, youth served: 323
- Permanent housing, youth served: 30
- Youth accessing Hire Up, Education and Employment Center: 1,117
- Youth employed: 109
- Average starting wage per hour: $10.70
- Youth graduated from Job Readiness Class: 91
- Youth enrolled in on-site school: 108
- Youth participating in GED preparation: 200
- Youth obtaining a GED: 33
- Youth enrolled in postsecondary education: 124
- Youth provided with services from the Medical Clinic: 712
- Youth that received HIV prevention services: 1,018
- Number of art program workshops: 629

**Place of Origin**
- California: 53%
  - San Francisco: 42%
- Other Bay Area: 26%
- Non-Bay Area: 32%
- Other States: 32%
- International: 15%

**Age**
- 12-17: 10%
- 18-20: 37%
- 21+: 53%

**Gender**
- Male: 64%
- Female: 31%
- Transgender: 4%
- Other: 1%

**Ethnicity**
- White/Caucasian: 30%
- African American: 28%
- Latino/a: 21%
- Multiracial: 11%
- Asian/Asian American: 3%
- Pacific Islander/Hawaiian: 2%
- American Indian: 2%
- Other: 3%

**Sexual Orientation**
- Heterosexual: 69%
- Gay: 15%
- Bisexual: 12%
- Lesbian: 3%
- Questioning/Other: 1%
July 2009 – June 2010 Revenues and Expenses

**Sources of Revenue**

- **Public Sources**: 68%
- **Foundation**: 14%
- **Private Contributions**: 12%
- **Events**: 5%
- **Other**: 1%

**Allocation of Expenses**

- **Programs**: 86%
- **Administrative**: 8%
- **Fundraising**: 6%

**REVENUES**

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<th>Source</th>
<th>Amount</th>
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<td>City, State and Federal</td>
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<tr>
<td>Foundation Grants</td>
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<tr>
<td>Individual &amp; Corporate Contributions</td>
<td>1,431,977</td>
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<td>Other Contributions</td>
<td>170,076</td>
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<td>Special events, net</td>
<td>673,324</td>
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<tr>
<td>Interest and investment income</td>
<td>4,176</td>
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<tr>
<td>Other Revenue</td>
<td>76,591</td>
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**Total revenue and support**: 13,132,198

**EXPENSES**

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<tr>
<td>General &amp; Administrative</td>
<td>1,058,174</td>
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<tr>
<td>Fundraising</td>
<td>818,007</td>
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</table>

**Total expenses**: 13,059,879

**CHANGE IN NET ASSETS**: 72,319
Larkin Street is committed to sharing knowledge with both service providers to influence best practices in service delivery and with policymakers to impact the development of sound public policy related to homeless youth. This is achieved through various activities including publications, conference and community presentations, training, technical assistance, and advocacy. The goal is to extend Larkin Street’s impact beyond San Francisco and the youth we serve through program services.

Conferences and Technical Assistance
Last year Larkin Street presented at 16 conferences in 8 states. Topics included housing/homelessness, program evaluation, HIV/AIDS, LGBTQ youth, nonprofit management, and workforce development. In addition, the agency provided technical assistance to other services providers through 44 community presentations, trainings, and other technical assistance activities.

Publications
Four new publications related to the issues and needs of runaway and homeless youth were added to the agency’s growing resource library:

**Youth Homelessness in San Francisco: 2009 Report on Incidence and Needs**, an annual publication that provides an overview of the incidence of youth homelessness in San Francisco, the needs of the population, and Larkin Street’s response.

The brief **Looking Back: Building a Model of Care for HIV-positive Homeless Youth** was published April 2010. The report looks at the comprehensive model of care for HIV-positive youth that Larkin Street has developed that integrates housing, intensive case management, and medical care.

**A Comprehensive Youth Housing Model**, another in the In Brief series, was published October 2009. The brief provides an overview of the agency’s housing continuum and model of care.

The brief **Best Practices for Meeting the Needs of Lesbian, Gay, Bisexual, Transgender and Questioning Homeless Youth** was published July 2009. The article discusses strategies that Larkin Street employs to meet these needs, and best practices for providing services to LGBTQ youth experiencing homelessness.

Selected Advocacy Activities
**United States Interagency Council on Homelessness** (USICH): Larkin Street participated in the development of the first comprehensive national strategy to address homelessness. The final product was Opening Doors: Federal Strategic Plan to Prevent and End Homelessness, which includes the goal to end homelessness among youth by 2020.

**Support for the Transitional Housing Placement Plus Program** (THP-Plus): Larkin Street staff and youth testified at the California Legislature to oppose proposed budget cuts that would have eliminated the program and made 1,400 young adults across California immediately homeless. THP-Plus, which funds two Larkin Street programs (LEASE and Holloway House) provides housing and support services to help former foster youth achieve self-sufficiency. Advocacy efforts were successful and the program was maintained through the final budget process.

**Fostering Connections to Success Act**: Larkin Street advocated on behalf of AB 12, the Fostering Connections to Success Act, which allows California to access federal funds to extend foster care from the age of 18 to 21. Many youth emancipate from foster care into instability and often homelessness. Research has shown that youth who stay longer in care have better outcomes related to education, employment, and housing stability than youth who age out at 18. Larkin Street believes the legislation, which was signed into law in September, will reduce the number of youth who emancipate from the foster care system and later become homeless.
Volunteers
Larkin Street’s programs and youth benefit from tens of thousands of hours donated by our dedicated volunteer force. From creating a recreation room to helping a young adult pass his or her GED, volunteers dedicate their time and talents to help youth reach their potential and exit the streets. On behalf of the entire Larkin Street community, we thank all of our volunteers for their time, talents, dedication and inspiration.

July 2009 – June 2010 Volunteer Support

<table>
<thead>
<tr>
<th>Category</th>
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<tr>
<td>Program Volunteers</td>
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<tr>
<td>Interns</td>
<td>13</td>
</tr>
<tr>
<td>Holiday Volunteers</td>
<td>120</td>
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<tr>
<td>Group Volunteers</td>
<td>586</td>
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<tr>
<td><strong>Total Volunteers</strong></td>
<td><strong>819</strong></td>
</tr>
<tr>
<td><strong>Total Volunteer Hours</strong></td>
<td><strong>19,813</strong></td>
</tr>
</tbody>
</table>

Community and Corporate Volunteer Groups
We thank the following companies and groups for their time and dedication:

90 Day Team
Assoc. of Financial Professionals
Bain & Company, Inc.
Bain & Company Group
Calvary Presbyterian Church
Charles Schwab & Co. Inc.
Clif Bar and Company
Dartmouth College
Deloitte & Touche USA LLP
Gap, Inc.
Grant Thornton
Hall Capital Partner, LLC
Hotel Kabuki
Jillian’s
Levi Strauss & Company
Lick-Wilmerding High School
Lockton Insurance Brokers, Inc
Macy’s
One Beacon Insurance
PricewaterhouseCoopers
Puccini & Pinetti
Rotary Club of San Francisco
Salesforce.com
Sherwood Design Engineers
Stanford University
Starbucks Coffee Company
The Congregation Emanu-El
Triage Consulting Group
United Way of the Bay Area
University of California Berkeley
University of San Francisco
Virgin Mobile USA, L.P.
Wells Fargo
Wild Planet Toys, Inc.
WilsonWest, Inc.
Zurich North America Insurance
Team Larkin Street
Running and Fundraising Team
July 25, 2010
San Francisco Half Marathon

For the fourth year, Team Larkin Street brought together Larkin Street staff, board, volunteers and the community to bring awareness and funding to the youth we serve. There were 8 team members who ran 13.1 miles and raised nearly $20,000.

On behalf of Larkin Street and the youth, thank you and congratulations to the Team Larkin Street members:

Colin Gardiner
Jim Gibson
Jaclyn Grant
Stephen Koch
Audrey Muntz
Benjamin Nelsen
Sarah Ornellas
Karen Sommerich

Special thanks to the following for their support:
Brett Lamb & Fleet Feet Sports San Francisco
Coach Marathon Matt

BNY Mellon/ Larkin Street Golf Tournament
October 25, 2010
Lake Merced Golf Club

The inaugural Larkin Street Golf Tournament was hosted at the Lake Merced Golf Club raising $30,000. Eighty players and pros enjoyed a sunny day of golf, contests, and a cocktail reception. The unique tournament paired the recently remodeled course designed by Rees Jones at Lake Merced with the opportunity to play with top PGA Professionals.
Paving the Way for Our Youth
March 4, 2010
The Four Seasons, San Francisco

The 8th Annual Paving the Way Gala, Paving the Way For Our Youth, was attended by over 370 community leaders and Larkin Street supporters and raised over $500,000. The Gap Foundation was honored for their commitment to bettering the lives of youth, nationally and internationally, and for their long term partnership supporting Larkin Street’s youth. Three Larkin Street youth were presented with the 2010 “Going the Distance” Larkin Street Youth Achievement Awards.

“I thank Larkin Street for this award and for keeping me on the right path,” said Mahesh, youth award honoree. “They have been supportive in helping me meet my own goals and my living situation has greatly improved. I’m away from the bad influences from my past now and I have a positive place to live and am looking forward to the future.”

Thank you to all of our sponsors, supporters and guests.

The 5th Annual Bay Area CFO of the Year Awards
May 26, 2010
The Four Seasons, San Francisco

The Fifth Annual Bay Area CFO of the Year Awards celebrated the Lifetime Achievement honoree and CFO of the Year finalists and winners. A sold out crowd of nearly 500 local business leaders attended the dinner and awards ceremony. The event raised over $370,000 in support of Larkin Street.

A special thank you to the 2010 Title Sponsors, Comerica Bank and Deloitte.

Congratulations to the winners of the 2010 Bay Area CFO of the Year Awards.

Winner, Hall of Fame, Lifetime Achievement Award
Robert P. Wayman, Hewlett-Packard Company
Retired Executive Vice President and Chief Financial Officer

Winners of the 2010 Bay Area CFO of the Year Awards:
Christine A. Tsingos, Bio-Rad Laboratories, Inc.
Public Company with revenues above $500MM

Brent Stumme, LoopNet, Inc.
Public Company with revenues up to $500MM

Warren Jenson, Silver Spring Networks
Venture-Backed Company

Matt Roberts, OpenTable
Transformation Agent

Michael Day, AAA Northern California, Nevada & Utah
Community Service
WE BELIEVE THAT WITH A LITTLE COMPASSION, GUIDANCE AND SUPPORT, ANYTHING IS POSSIBLE.
A roof over my head, always somewhere to get food, job skills, that's what Larkin Street does to help me. Having this support allows me to see a lot more potential in myself.
Give

Give a gift to Larkin Street through the annual fund, planned giving, corporate matching gifts, honor and memorial gifts or gifts of stock. You can also donate items from our In Kind Donation wish list to support our youth and programs.

Donate now online:  www.larkinstreetyouth.org/donate

Attend

Attend or sponsor a Larkin Street event.

Paving the Way Gala
March 10, 2011
www.pavingthewaygala.com

Bay Area CFO of the Year Awards
June 1, 2011
www.cfoawards.org

Visit the events page at:  www.larkinstreetyouth.org/events

Volunteer

Join the Larkin Street community as a program volunteer (3 hours a week for 6 months), group volunteer, help at the holidays or provide your talents for one-time or on-going projects.

Attend the next orientation:  www.larkinstreetyouth.org
Email: volunteer@larkinstreetyouth.org
Call: (415) 673.9011 ext. 221

Learn

Take a tour, attend a youth graduation or come to a breakfast with our Executive Director to learn more about how we are serving youth and to see our programs in action.

Take a Tour – at any time
Celebrate at a Youth Graduation – monthly
Attend a Breakfast with the Executive Director – quarterly
Enjoy or host a Wine & Cheese Reception – throughout the year

Email: klowry@larkinstreetyouth.org
Call: (415) 673.0911 ext. 301
### JULY 2009 – JUNE 2010 DONORS

#### INDIVIDUAL GIVING

##### $100,000 and Greater

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##### $10,000 to $24,999

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##### $5,000 to $9,999

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##### $2,500 to $4,999

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##### $1,000 to $2,499

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### ADDITIONAL DONORS

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<tr>
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### TOTALS

- Individual Giving: $10,000 and Greater: $100,000 and Greater
- Individual Giving: $10,000 to $24,999: $25,000 to $99,999
- Individual Giving: $5,000 to $9,999: $10,000 to $24,999
- Individual Giving: $2,500 to $4,999: $5,000 to $9,999
- Individual Giving: $1,000 to $2,499: $2,500 to $4,999
- Individual Giving: $500 to $999: $1,000 to $2,499

### TOTAL DONORS

- Total donors: 25

### TOTAL CONTRIBUTIONS

- Total contributions: $500,000
The Powar Family Fund, an advised fund of Silicon Valley Community Foundation
Erik D. Ragatz
Jana Rich

The Powar Family Fund, an advised fund of Silicon Valley Community Foundation
Erik D. Ragatz
Jana Rich

The Powar Family Fund, an advised fund of Silicon Valley Community Foundation
Erik D. Ragatz
Jana Rich

The Powar Family Fund, an advised fund of Silicon Valley Community Foundation
Erik D. Ragatz
Jana Rich

$250 to $499
Michela O'Connor Abrams
Barbara Ahern
Douglas P. Allen
The Employees of AT&T Services, Inc.
Chris Baer
Tammy and Ken Bagchi
Bonnie and Michael Barr
Alvin H. Baum, Jr
Ann Bauman
Rocky S. Beach
Marcy J. Bergman
Eve Bernstein and Alex Gezrzniovcz
Cris Bostadt
Dionne Bowker
Joseph A. Brennan
Natalie Brice
William Brockenborough
Valerie A. Brown and Erik A. Stewart
Karen and Anton Bruehl
Julia and Douglas Buckley
Michael A. Bulawit
Jonathan Carpenter
Ryan Chao
Eunice and Donald Chee
Pamela Chuey
Cohen/Bakst Family Fund
Susan Colman and Jonathan Blanding
Elizabeth L. Colton
Carl Compton
Michela and Matt Cost
David and Carla Crane
Christopher Cunningham
Janet L. and John P. Daly
Donald T. David
Alexander Dean, Jr.
Lara Dellakocca
Scott Dingwell
Lee Dixon
Penelope Douglas and Jack Munson
Lara Dye
Anne Elliott
The Evnd Family of San Francisco
Angela Fijman
Laura and John Fisher
Craig P. Flater and Gregory P. Broby
Arturo Flores
Cynthia and Bill Floyd
Timothy Ford
Cecilia Foster
Robert Freidenberg
Jonathan D. Frisch, Ph.D.
Kimberly Fullerston and Stephen Johnson
Kevin Gerson
Irene Gionatoussis
Jim Gibson and Christopher Jessen
Jonathan and Linda Golojoy
Hilary Gordon and Michael Blumlein
Kathleen Gorman
Lisa and Andrew Cuervas
Caryn Halde
Katherine Dehart Hale
Dorothy Harkey
Ann M. Hart
Peter D. and Florence Hart
Heath Hatchett and Matt Moore
Kara Helander
James and Cecilia Herbert
Dana Hermanson
Irene and Oliver Holmes
Ms. Joanne and Richard Hornung
Frank W. Horst
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