We nurture potential, promote dignity, and support bold steps by all.
DEAR FRIENDS,

Thank you for caring about youth who experience homelessness in San Francisco. Thank you for being a partner in this work—you are our volunteers, our donors, and our thought partners, and you are part of the Larkin Street family because you want to be informed and active in the fight to end youth homelessness.

For many, this has been a difficult year. Each of us has a story to tell about how 2016 took a personal toll—from unfathomable acts of violence in Orlando, St. Paul, Baton Rouge, and Dallas, to the divisiveness of the 2016 election. As we step into 2017, we are looking for ways to keep this painful history from repeating itself, and we are redoubling our commitment to create and expand opportunities for our vulnerable young people.

Recently, one of our dedicated staff members reminded us about a message from social justice advocate Bryan Stevenson, author of Just Mercy. Stevenson says that we can change the world in four steps. First, we must get close to the problems we care about, so we can understand what is at stake and what real solutions require. Second, we have to change the narrative. We must look hard at what is true and change the story when damaging misinformation is repeated as truth. Next, sometimes we need to do uncomfortable things. Even when it’s scary, we must stand up for what we believe. And finally, we must remain hopeful, because hope is at the center of meaningful change.

These inspiring words remind us that our work is always to understand and share the lived experience of the young people we serve, to ensure their truth is heard. We are in the business of fostering and creating hope for all, even when it is difficult or makes us uncomfortable.

The successes we’ve seen at Larkin Street this year make us hopeful, too. We are in the final stage of our $10 million Growth Campaign with more than $9 million raised. We are delivering on the ambitious goals of our strategic plan, providing deeper and broader opportunities for our young people, and setting a new bar among high-performing nonprofits. We have been asked to take a leadership role in broad-based efforts at the national level, and continue to work hard at the state and local levels, too, making real and lasting progress toward ending youth homelessness.

Our greatest successes are not our own, but those we share with the young people in our services. Those successes are living wage jobs, post-secondary degrees, stable and sustainable housing, and better health. We ask our young people every day to take big risks based on their hope for something better, and we must do the same.

On behalf of every member of the Larkin Street community—our Board, our staff, and our young people—thank you for showing up and making a difference.

Warmly,

Sherilyn Adams
Executive Director

Laura Powell
Chair, Board of Directors
**REVENUES**

City, State and Federal  
$9,423,582

Foundation Grants  
$3,588,401

Individual & Corporate Contributions  
$2,476,914

Other Contributions (in kind)  
$38,291

Special Events, net  
$1,227,640

*Interest and Investment Income*  
-$2,402

*Loss from Retirement of Assets*  
-$20,562

Other Revenue  
$896,818

**Total Revenue and Support**  
$17,628,682

---

**EXPENSES**

Program Services  
$14,502,093

General & Administrative  
$1,660,101

Fundraising  
$1,082,998

**Total Expenses**  
$17,245,192

---

**CHANGE IN NET ASSETS**  
$383,490

---

*Loss related to interest income and stock sale loss

**Loss related to retirement of tenant improvements at Hugo Apartments when the site was purchased*
Extending our impact beyond the youth we serve directly, Larkin Street engages in coordinated policy, advocacy, and knowledge leadership activities, both locally and nationwide. As a result of these activities, Larkin Street continues to be recognized as a leader in the field of youth homelessness.

Policy and Advocacy
Larkin Street representatives participated in various workgroups, committees, and task forces to advocate on behalf of homeless youth. Selected examples from the last fiscal year include:

- As a member of the California Coalition for Youth’s Board, we helped expand the State’s Homeless Youth and Exploitation Program budget by $10 million over the next five years. This is the first expansion of this program budget in nearly 30 years.
- We helped guide the development of youth-specific metrics as a member of the Policy Advisory Committee of the National Network for Youth.
- Executive Director Sherilyn Adams was selected for the Executive Committee of A Way Home America, a national initiative to build the movement to prevent and end homelessness among young people.
- Our Youth Advisory Board presented at the California Coalition for Youth’s Taking Action Conference and participated in Legislative Advocacy Day in Washington D.C.
- We provided data and feedback from youth and staff to inform San Francisco’s new Department of Homelessness and Supportive Housing’s strategic plan, ensuring that youth experiences were a key consideration in that process.

Presentations and Publications
We also contribute to the knowledge base of best practices and models of care for runaway and homeless youth through conference presentations and publications. Highlights from the last fiscal year include:

- *Champions for Youth: The HIV Care Model at Larkin Street Youth Services*; presented at the National Conference on Social Work and HIV/AIDS.
- *Beyond Marriage: Implications for LGBTQ Youth*; presented at the Social Equity Leadership Task Force conference.
- *Closing the College and Career Readiness Gap for Homeless Youth*; a comprehensive overview of Larkin Street’s Learning Center model, was published. This innovative program combines academic preparation, experiential learning, mindfulness practice, and career exploration in an intensive six-month program that provides youth the tools they need to succeed both professionally and personally.
YOUTH SERVED
Total unduplicated youth served... 2,534
Street Outreach contacts............. 4,839
Youth served at the Engagement & Community Center..................... 1,210
Youth served at the Haight Street Referral Center....................... 1,160

PLACE OF ORIGIN
California 55%
Other States 35%
International 10%
San Francisco 50%
Other Bay Area 26%
Non-Bay Area 24%

ETHNICITY
African American 30%
White/Caucasian 39%
Latino/a 12%
Multiracial 8%
Asian/Pacific Islander 5%
American Indian 1%
Other 4%

AGE
12-17 10%
18-20 29%
21+ 57%

GENDER
Male 62%
Female 32%
Transgender MTF 3%
Transgender FTM 1%
Other 2%

SEXUAL ORIENTATION
Heterosexual 75%
Gay 11%
Bisexual 7%
Lesbian 2%
Questioning/Other 4%
Refused 1%

EDUCATION & EMPLOYMENT
Youth accessing Larkin Street Academy: 583
Youth placed in jobs through Larkin Street Academy: 63
Average starting wage per hour: $13.95
Youth graduated from Employment Training Program: 33
Youth enrolled in after school programming: 40
Youth working towards GED/High School Diploma: 178
Youth graduated from Learning Centers: 19
Youth enrolled in postsecondary education: 154

HOUSING
Total housing nights 80,066
Emergency housing, youth served 435
Transitional and supportive housing, youth served 299

HEALTH & WELLBEING
Youth participating in wellness concepts services 680
Youth receiving behavioral health services 413
Number of art program workshops 239
Corporate Leadership Breakfast  
February 3, 2016

Hosted by Larkin Street and Title Sponsor PwC U.S., our annual networking breakfast at the San Francisco City Club featured guest speaker Parker Harris, co-founder of Salesforce (pictured), and was moderated by Jeanette Calandra, San Jose Managing Partner at PwC.

Table Sponsors: Bain & Company, Jennifer & Chris Brahm, Santen Inc.  
Media Sponsor: The San Francisco Business Times

Paving the Way Gala  
Empowering Youth for a Brighter Future  
March 4, 2016

Our 14th annual gala, that took place at the Four Seasons Hotel in San Francisco, raised nearly $1 million! Thank you to all of our supporters, including Renel Brooks-Moon, voice of the San Francisco Giants, who emceed the event, as well as House Democratic Leader Nancy Pelosi. Union Bank representative Fred Mendez also presented three young people from Larkin Street with our 2016 Going the Distance Awards in recognition of their hard work in our programs.

Visionary Sponsor: CamberView Partners

Bay Area CFO of the Year Awards  
May 12, 2016

In partnership with the San Francisco Business Times, we celebrated the 11th annual Bay Area CFO of the Year Awards at the Fairmont Hotel, honoring financial leaders and their often unsung efforts. Nearly 500 guests included prestigious Bay Area companies such as the San Francisco Ballet and Lagunitas Brewing Company. Peter Oppenheimer, former Senior Vice President and Chief Financial Officer at Apple, Inc., accepted the 2016 Lifetime Achievement Award. The event has raised over $4.8 million since its inception in 2006.

Title Sponsor: Deloitte
Performing Arts Night
August 18, 2016

A stellar show by artists of all kinds from Larkin Street’s youth programs, at the Morgan Auditorium in San Francisco. While performers received hair and makeup sessions from MAC Cosmetics, guests enjoyed Honest Tea and mingling with emcee Liam Mayclem. Many of the artists performed original works, while others adapted music from telenovelas, Beethoven, and even Pokémon.

Sponsors and Partners:

Larkin Street Golf Tournament
October 24, 2016

Braving chilly weather at the beautiful Lake Merced Golf Club, golfers raised over $65,000 in our sixth annual tournament. One golfer, Lester Robbins, even hit a hole-in-one, winning a brand new Audi A4, courtesy of Royal Automotive!

Title Sponsors:

Friends of Larkin Street
Ice Skating Party
December 8, 2016

Our young professionals group, Friends of Larkin Street, hosted their seventh annual party to raise funds and awareness for Larkin Street at Justin Herman Plaza. Guests enjoyed ice skating, holiday games, a DJ, and refreshments while Christmas ornaments decorated by Larkin Street youth were available for purchase. Thank you to event sponsors PwC, Sharp, and Vintage Fiesta!

For info on sponsoring or attending this year’s events, visit larkinstreetyouth.org/events
community involvement

Volunteers

Whether they’re cooking or serving meals, assembling hygiene kits, or helping beautify a space for our young people, volunteers are an integral part of our work! Thank you to the many individual and group volunteers who joined us over the course of the year.

Volunteers by the numbers:

Individual Volunteers 84
Group Volunteers 1,539
Total Volunteers 1,823
Total Volunteer Hours 1,745

Community and Corporate Volunteer Groups:

Airbnb
Atlassian
Bain & Company
Bloom Farms
Break A Difference ASB
CBS Interactive
Dolby
Dropbox
Ernst and Young
Fairmont Hotel
G Solutionz, Inc.
Gap Inc.
Gymboree
Hall Capital
Heroku
Hulu
Humangear
Jewish Teen Foundation
JP Morgan
Juice Studios
KPMG
Levi Strauss
LinkedIn
Montise
Moody’s
Omni
Practice Fusion
RPX
Salesforce
SFO
Suffolk Construction
Twitter
University of Utah ASB
University of Wyoming ASB
Wells Fargo
Williams-Sonoma
Willis Towers Watson

Larkin Street’s Growth Campaign

We launched our Growth Campaign because young people experiencing homelessness deserve the same opportunities we want for our own children: stable housing, a solid career path, health, and happiness.

As of this report, we raised nearly $9 million out of our $10 million goal. In addition to our regular fundraising activities for operational and program support, this capital provides for ambitious new projects that are now underway, including:

• Developing and launching our Learning Center, a first-of-its-kind education and employment model that closes the college- and career-readiness gap for homeless youth.
• Expansions of case management, behavioral health services, and advocacy.
• Investments in technology, staff, facilities, and infrastructure.

Help us close this campaign now.
Learn more and make a contribution at larkinstreetyouth.org/growth
INDIVIDUAL GIVING

**$50,000 and Greater**

Thomas and Janai Jahnke Brengman
Louis Gries
The Grossman Family Charitable Fund
Mary Lester

**$25,000 to $49,999**

Anonymous
Chris and Jennifer Brahm
David Cush
Debbie and Blake Jorgensen
Sharon and Craig McCollum
Laura Powell and Chuck Byce
Aaron and Barbro Sasson
Helen Steyer
Lisa and Greg Wendt

**$10,000 to $24,999**

Anonymous (2)
Paul Ackerman
Barbara Cannella
Mrs. Jeanne Dinkelispi
Dana and Bob Emery
Nancy and Phil Estes
Nino Fanlo and Laura Flourens-Fanlo
Art and Barbara Fatum
Dianne Feinstein and Richard Blum
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Jennifer and Abe Friedman
Family Philanthropic Fund of The Jewish Community
Foundation of the East Bay
Fullerton Family Foundation
Parker Harris and Holly Johnson
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Hoenigman Family Foundation
Dorothy and C. Bradford Jeffreys
Christina and John Keker
Hank and Rita Khachaturian
Lyn and Don Klein
Aileen and Christopher Lammers
John and Kimberly Martinez
Leslie and Mac McQuown
Steven R. and Garna G. Muller
Fund of the Homebuilding Community Foundation
Willis and Peggy Newton
Carla Oakley and Kevin McCarthy
JaMel and Tom Perkins Family Foundation Fund
Mary M. Prchal
Paula B. Pretlow
Karen Sanford
Ted and Linda Schlein
Michelle and James Shorin
Riaz Taplin
Allison Wysocki

**$5,000 to $9,999**

Anonymous (4)
Suzi Alexander and Gary Stolzoff
The Mary Ann Altmann Living Trust
Barbara and Gerson Bakar
The Baker Family Charitable Fund of Vanguard Charitable
Richard C. Barker
Lorraine Bosche
The Burt and Barbara Foundation
The Stephen Colbert Americone Dream Fund of Coastal Community Foundation

**$2,500 to $4,999**

Anonymous (2)
Shelby Adams and Elaine Teoh
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Kim and Arshad Carim
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Jad and Christina Dunning
Simon Elliott and Suzan Canli
Stephen Etter and Anne Schreiner
Conor Famulener
Jeff Garelick
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Michael Hope
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Tammy Kiel
Keith Krach
Michael S. Kwan and Sigrid Anderson-Kwan
David Landis
Elaine B. Larkin
Kathie and Dexter Lowry

**$1,000 to $2,499**

Anonymous (12)
Anonymous advised fund of the Silicon Valley Community Foundation
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Myrtle L. ATKinson Foundation
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Xing Chen and Jingni Zhao
I Chera & Sons Foundation
Cecile Chiqueste
Margaret Cho
Naveen Chopra

**$500 to $999**

Ruth M. Collins Fund
The Connolly Family
The Estate of Carey W. Craig
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Mary Lou Dorking
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Sandra
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Karen Trilievska
Christine A. Tisongs
Jack Ysso
Peggy and Lee Zeigler

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John Windle and Chris Loker

**$1,000 to $2,499**

Jennifer and Abe Friedman
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Carole Kornblum
Caroline Labe
Danielle LaRoy
Adam Lasnik
The Kim Laughton and Steve Maupin Family Fund
John Lauder
Stacey Lawrence
Jessica Leao
Bill Lee
Nikolas P. Lemos
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<th>CIVIC &amp; RELIGIOUS ORGANIZATIONS</th>
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<td>Kyle Anderson and Nancy Field</td>
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<td>Chris Armstrong and Lou Dangles</td>
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<td>James Bersani</td>
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<td>Thomas Boerigter and Garrett Schmitt</td>
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<td>Karen and Steven Bovarnick</td>
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<td>Craig Bradley</td>
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board members

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Laura Powell, Chair
Terry Kramer, Vice-Chair
Art Fatum, Treasurer
Nina Hatvany, Secretary
Susan K. Alexander, At-Large
Jeremy Avenier, At-Large
Allison Wysocki, At-Large
Sherilyn Adams, Executive Director

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