CALLEN-LORDE YOUR COMMUNITY



ANNUAL REPORT 2024





READ THE STORY BEHIND THESE CHARACTERS AND THEIR CONNECTION TO CALLEN-LORDE IN OLLIE'S ANIMATION STORY ON PAGE 18!

ABOUT US

Callen-Lorde is the global leader in LGBTQ+ healthcare.
Since the days of Stonewall, we have been transforming lives in LGBTQ+ communities through excellent comprehensive care, provided free of judgment and regardless of ability to pay. In addition, we are continuously pioneering research, advocacy and education to drive positive change around the world, because we believe healthcare is a human right.

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A LETTER FROM OUR CHIEF EXECUTIVE OFFICER

Dear friends and supporters,



During my tenure at Callen-Lorde, we have been laser-focused on sustainability as we grew our services to meet community needs. Our emphasis on sustainability comes from my belief that fiscal responsibility and expanding access can-and must-coexist.

When I joined Callen-Lorde, it was clear that we needed a better path forward; we needed to turn ourselves around. So we erected four pillars of sustainability in 2024: methods by

which the organization could streamline internal processes, maximize patient communication and create more efficiency to build success.

The impact is already clear: over the 12 months of our 2024 fiscal year, we reversed a \$13.5 million operating deficit and achieved a \$1.4 million operating surplus. We're completing more patient visits per month than in the prior year, which is a testament to how expanding care can also ensure financial success.

Despite these accomplishments, a new year and a new administration ushered in a new wave of existential threats to our patients, our providers and our organization. Make no mistake: Callen-Lorde is committed to being here for the people we serve—and growing our capacity—because we're needed now more than ever.

This year is sure to be full of challenges—but it will also be full of triumphs—because staying true to our mission is more important than it's ever been. With your continued support, we can protect LGBTQ+ healthcare and provide a space where everyone can feel seen and heard—always.

Together we will chart a course forward where affirmation, health and dignity are more accessible for all those who come through our doors.

With deepest appreciation,

Patrick McGovern
Chief Executive Officer

A LETTER FROM OUR CHIEF MEDICAL OFFICER

Dear friends and supporters,



It's a pleasure to meet you. I'm Dr. Nejat Zeyneloglu, Callen-Lorde's new chief medical officer. I joined the organization last summer ready to help Callen-Lorde reach new potential patients and widen care access for all New Yorkers who need us.

Callen-Lorde has prioritized care access since its founding in 1969. But it is apparent, even since I became CMO, that making affirming healthcare a reality for more people was paramount in 2024.

For many of our patients, access to HIV treatment and prevention is vital. We prioritized that this year by offering long-acting injectable pre-exposure prophylaxis medication, or PrEP, at all Callen-Lorde sites. PrEP prevents HIV transmission—and we believe long-acting medications, which currently can be administered every two months, are the key to ending the epidemic. Callen-Lorde is building our systems to support even longer-acting medications that are coming down the pipeline in 2025 and we are proud to be at the forefront of HIV prevention for New Yorkers.

However, we understand that these revolutionary medications can't do their job if people can't make appointments to receive them. So we created walk-in availability at our Bronx clinic and opened Chelsea to new patients with the goal of increasing access to all Callen-Lorde services. We hired providers, maximized processes and reworked operations to support the shifts and improve access to care in a sustainable way.

These acts, plus the expansion of mental health services that we hope to execute in 2025, represent our commitment to reaching more people to help them live authentically. Read Oscar's story (p. 10) to understand the impact our work has on patients in more vulnerable parts of New York City.

While I've only been at Callen-Lorde for more than six months, I am already inspired by the work of my colleagues, the resilience of the organization and the community our patients foster. I look forward to continuing the hard work that makes Callen-Lorde one of the best places for patients to find support, health and love.

Warmly,

Nejat Zeyneloglu, MD Chief Medical Officer

A LETTER FROM OUR CHAIR OF THE BOARD

Dear friends and supporters,



This year Callen-Lorde made huge strides that paved the way for our future. We rose to meet community needs in Chelsea and the Bronx by opening our doors to new patients and walkins. We pioneered research into HIV and AIDS and transgender healthcare and presented our work on the world stage. Ar's story (p. 5) illustrates how our work creates lasting impact for the people we serve.

Our work in 2024 exemplifies Callen-Lorde's creativity, relentless spirit and commitment to resilience. Since 1969 we've been on the frontlines of LGBTQ+ healthcare and I'm proud to say that mission rings just as true today. In this annual report you'll find stories of acceptance, hope and strength that exemplify the impact we strive to make every day, such as Ollie's experience at Callen-Lorde that led to him working with us years later (p. 18). In 2025 we are just as committed to being there for our community.

The board is acutely aware of the anxiety and risks that the new federal administration has created for us. With that in mind, I want to reassure you that the board supports Callen-Lorde staff and patients and is committed to understanding and adapting to the challenges ahead. We will respond to developments as they unfold and lead the organization with passion and agility.

Thank you for being with Callen-Lorde on this journey. We're motivated to do the work that lies ahead, and couldn't do it without your support. Together, we will continue to make a difference in the lives of those we care for—and find new people to be part of our community.

With thanks,

Matthew Cohen
Chair of the Board

'WHAT A PRIVILEGE'

Ar Ducao reflects on their time as a Callen-Lorde patient



At the height of the Covid-19 pandemic, Ar Ducao (they/them) was looking for a new healthcare provider. They had just moved back to New York City from Boston and began seeing Dr. Lara Alberts, a family medicine provider, at another community health center. Their relationship bloomed—and when Lara moved to Callen-Lorde's Brooklyn site, Ar followed.

Ar had experienced visits with providers who didn't treat them with respect or didn't seem to believe they had chronic health issues such as eczema and allergies. But from the beginning, Ar could feel that Lara—and Callen-Lorde—were different. Lara treated them with respect and without condescension, really listening to what they had to say, and felt more like a peer than a traditional doctor.

Lara's respect and Callen-Lorde's affirming environment were key in helping Ar through their gender transition. Ar felt comfortable and

confident, trusting that Callen-Lorde providers would explain their treatment options and potential side effects. The social services aspect of the care was particularly important, Ar said; Callen-Lorde helped get them a court order to change their name and helped connect them to a vocal therapy clinic to refine their voice. As a result, Ar is able to live as their authentic self.

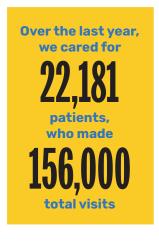
"I realize what a privilege it is to be connected to a place like Callen-Lorde," they said.

Ar's love of Callen-Lorde propelled them to join our Community Advisory Board, connect with other members who have been through transition journeys and find more resources. Being part of the CAB helped them realize that the trans community is not a monolith. As Ar continues to become more themself, so does the community, Ar added.

Ar is now the CAB executive committee's diversity, equity and inclusion member at large, a position they say will be even more important as we head into an uncertain year. In this time of change, Ar said they are grateful to be part of the Callen-Lorde family and to stand among our community.

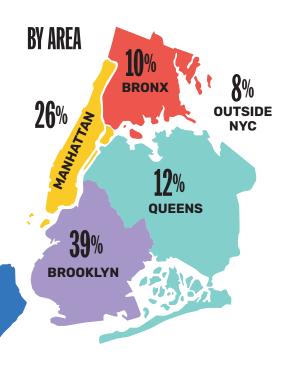
There's a lot of apprehension around what's to come, but being in New York, being part of Callen-Lorde and being on the CAB is "very empowering in uncertain times," Ar said. "It brings me a little peace of mind."

BY THE NUMBERS

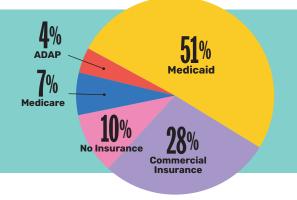


STATEN

ISLAND

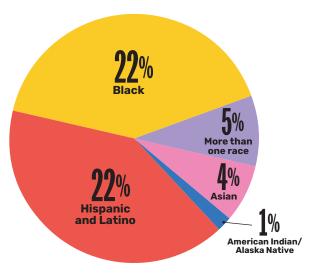


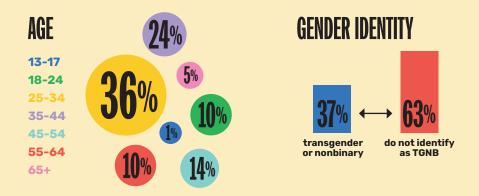
INSURANCE



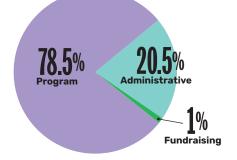
RACE & ETHNICITY

Callen-Lorde acknowledges that these race and ethnicity percentages do not add up to 100%. While 47% of our patients identify as white, we chose to represent their demographics this way to illustrate the immense diversity and vibrance among them—and the diverse experiences they bring to our community.





A LOOK AT OUR EXPENSES



Total revenue in FY24 is \$131,166,218. This includes \$62 million in cost of goods for the medications distributed through the pharmacy. Annual revenue net of this pass through is \$68,814,631. Callen-Lorde's ending net assets in FY24 were \$29,542,784. Callen-Lorde's ending net assets in FY24 were \$29,542,784.

To view our audited financial statements, please visit callen-lorde.org/about.

SHINING A SPOTLIGHT ON OUR BRONX CLINIC



This year, Callen-Lorde prioritized broadening access to patients across communities. A large portion of our efforts concentrated around some of the most vulnerable communities we serve: patients who live in the Bronx.

Data shows that Bronxites face disproportionately high rates of HIV and AIDS, mental health challenges and chronic conditions such as asthma and diabetes. According to medical director Mark DeGuzman, the site's providers come from and reflect the community, ensuring patients feel comfortable enough to share their stories and challenges. This helps lead to better health outcomes and stronger provider-patient relationships.

But that's just the tip of the iceberg. In 2024 we opened access to same-day and walk-in appointments so



New Yorkers could come for care at their convenience. We offered sexual healthcare, primary care, chronic disease management, mental health assessments and referrals and affirming care to anyone who needed it, and creatively raised awareness in the community by working with elected officials and partner organizations. So far we've seen about 150 walk-in patients including some who are new to our family.

Building for the future

Our work in the Bronx represents an investment in our patients' futures, which we will continue in 2025. We plan to take over and renovate the entire second floor of 3144 Third Avenue which we will use to expand mental health services.

Beyond the Bronx, we're committed to building a sustainable future for all of our patients. Since 1969 Callen-Lorde has been there through every shift and change; 2025 will be no different.

OSCAR DE LA CRUZ



Oscar (he/him) started coming to Callen-Lorde after ending an eight-year marriage. He realized he needed to protect himself so he could have new experiences, but needed more education on safer sex practices and preventive medication. He came to Callen-Lorde on the recommendation of a friend and immediately felt at home.

Here, Oscar can speak about his sexual health without feeling ashamed. Providers shared information about medications that can prevent HIV transition or PrEP, as well as Doxy PEP to prevent other sexually transmitted infections. Oscar said this care was essential as a gay man who is part of the Dominican community where HIV is often still stigmatized.

He's so passionate about our community and reducing stigma, he began using social media to educate followers on the services they can receive here--and why they need them. Many people have responded with interest, illustrating the power of our community.

MEETING THE MOMENT

Callen-Lorde has always worked tirelessly to advocate for our transgender community members and to be an ally for all communities. While we have a long history of policy and advocacy work, we've kicked it into high gear in light of potential federal policy changes that threaten the livelihoods of our patients and our organization.

We are working to meet the moment. Our staff, patients and advocates have traveled to Albany and Washington D.C. to protest federal executive orders and potential HIV funding cuts, make our voices heard with lawmakers and raise Callen-Lorde's profile on a national stage. As policies shift around us we are committed to facing new developments with resilience and strength. While the path ahead remains uncertain, we are committed to maintaining a safe space for all.







LONG-ACTING INJECTABLES: THE BREAKTHROUGH WE'VE BEEN WAITING FOR



Our associate director of medicine for HIV services Dr. Rona Vail (she/they) can remember the horror and exhaustion of the beginning of the AIDS epidemic in New York City. She describes it as being at war, watching patients—members of her community—die in horrific ways every day. Until about 1996, when highly active medications first came on the market, an HIV/AIDS diagnosis was a death sentence.

And when treatment became accessible, it still wasn't very accessible. Patients had to take as many as 18 pills per day every day to keep the virus at bay. Many still dealt with stigma in their communities that prevented diagnosis and treatment. People still died.



That's why long-acting injectable preventive medications, which are now on the market and should include more options this year, are such a breakthrough. They can be taken every two months with four- and six-month options on the horizon. They've been shown to be more effective in preventing HIV.

Callen-Lorde—and Rona—believe long-acting medication is the key to finally ending this epidemic: the transformation our community has been waiting for. Therefore, we're determined to be on the frontlines of this revolution. We already offer PrEP that patients can take every two months and are gearing up for longer-acting medications coming down the pipeline. We're building out systems to support our future efforts and ensure more patients are educated about, and can access, these treatments.

If long-acting medications were available at the start of the epidemic, when Rona was working on the frontlines, her story—and our world—might look very different. The fact that they were not remains a hard-to-swallow truth.

But now that they exist, we must take full advantage. It is time to end the epidemic once and for all. Callen-Lorde is excited to grow our commitment to patients across the city and create more just healthcare for all. We hope you'll join us in the fight.

ADVOCACY & POLICY

Our advocacy and policy team worked on the frontlines this year to advance causes and policies we care about.

We rallied at City Hall, calling for the city to reverse planned cuts to HIV service providers. Our efforts worked—the funding was reinstated.

We spent February's Advocacy Day lobbying the state government to take action on bills that represent our main issues and concerns. We also held a virtual advocacy day online in March for staff who couldn't come to Albany.

This summer, Callen-Lorde staff from around the organization marched in Pride parades and tabled at events around the city, raising awareness of the care we provide and encouraging New Yorkers to live authentically and celebrate themselves.

When New York passed Proposition 1 in November, enshrining protections for reproductive and LGBTQ+ care, we helped staff and patients understand what the victory means.









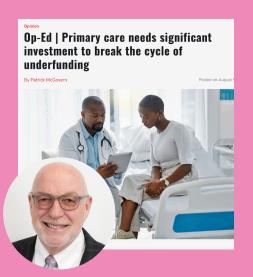
ADVOCACY & POLICY

Our work earned media attention throughout the year:

- Patrick earned a spot on amNY and PoliticsNY's Nonprofit Power Players list, which celebrates nonprofit leaders who are changing the landscape of the industry
- Callen-Lorde reminded readers that our mission will not waver in a STAT piece on trans healthcare providers bracing for change under the new presidential administration
- Patrick penned an op-ed in amNY encouraging investment in primary care to break a long cycle of underfunding

- Our clinical director of sexual health Dr. Marcus Sandling spoke to NBC Nightly News about mpox vaccine accessibility in his on-screen debut
- Gay City News featured our Hamptons Tea Dance event as one of the highlights of the summer

Going forward, we will help ensure health policy meets our patients' needs. We are committed to understanding and responding to whatever lies ahead so everyone has another chance to be seen, heard and loved.









Drew Angerer/Getty Images

STAT



GIVING BACK TO CALLEN-LORDE: OLLIE YAO'S ANIMATION STORY

Ollie Yao, a computer graphics artist based here in New York City, always knew he wanted to work in animation. He attended the School of Visual Arts to begin that journey and immediately started working in 3D animation, creating high-quality FX simulations, models and textures to bring clients' visions to life. This summer, he helped create a new animation for Callen-Lorde that drives patients to our clinics for affirming care.

But before Ollie created art for Callen-Lorde, he was a patient here. He started coming after a friend recommended the clinic, he said, and was able to complete his gender transition for free through our Health Outreach to Teens program. His relationship with our clinics and providers made it easy to create artwork for Callen-Lorde

that reflects our diverse patient population and our lifesaving mission, he said.

"I was happy to give back to the organization that has given me so much over the years," he added.

This past July, Ollie reached out to our EVP of Development and Communications Donnie Roberts to get a script for the animation he'd make for Callen-Lorde. After Donnie sent one back, Ollie storyboarded the piece to envision general concepts and character designs. He came up with Mabel the Mouse, Crystal the Cat, Rico the Raccoon and Drew the Duck—figures (seen throughout this report) that are as diverse as the patients we serve.

From there Ollie pitched Donnie and the communications team on the story he'd tell in a short animation that would reflect our









goals of raising awareness of each clinic and highlighting our safe spaces. He used real Callen-Lorde artwork in the waiting room and exam rooms, pulling in our real design elements to help viewers identify the spaces. After the team approved his storyboards he worked on the animation during nights and weekends for months. Our director of philanthropic partnerships April

Griswold leant her voice to the script

when the animation was complete!

According to Ollie, animation is akin to "making an entire world on the computer." He accomplished that here. Although the piece is short, it reflects our spaces, our patients and the affirming care we strive to provide every day. Ollie's appreciation and understanding of Callen-Lorde is clear—and also a reflection of how much Callen-Lorde

means to patients. We are so proud to create an environment where people feel supported in pursuit of living their best, most authentic lives, in and out of the clinic. Thank you to Ollie for creating this beautiful animation work!







RESEARCH & EDUCATION SPOTLIGHT





In 2024 Callen-Lorde continued to pioneer research that will shape how LGBTQ+ providers and patients move forward. We are a global leader in research, as exhibited by our staff traveling the world to present our work.

Our staff traveled to Munich for the International AIDS Society Conference and Lisbon for the World Professional Association of Transgender Health symposium, and expanded our medical education programs in New York to create more doctors with LGBTQ+ expertise and creativity.

Our presentations centered on how Callen-Lorde strives to make HIV prevention and care more accessible, assessed cardiovascular risk in transgender folks, and focused on meeting patients where they are. Our work at home revolved around shaping doctors who lead with authenticity and respect. While we made great strides in 2024, 2025 is a different story. At the time of this report, most federal funding for research has been cut due to the presidential administration's new policies. Programs where we partner on work with academic institutions have also been shuttered.

These changes are devastating, set back our progress, and create uncertainty about the future of Callen-Lorde's research program. Research is critical in our efforts to meet community needs; these developments endanger our ability to do so and will have far-reaching ramifications.

We don't have answers about the future, but are committed to keeping our communities informed as we move forward together.







GET MORE INVOLVED: WE'RE GROWING OUR RELATIONSHIPS

This year we grew efforts to reach beyond our clinics. We created a Leadership Council full of committed professionals who want to make a difference in LGBTO+ health. The council members attend regular meetings, discuss the largest issues Callen-Lorde faces and share ideas on how to marshal resources for our cause. They are an essential part of getting more members of our communities involved with Callen-Lorde and our mission-and reaching new potential supporters.



We also expanded our work with corporate partners. Our relationships with companies big and small help us continue providing comprehensive care regardless of patients' ability to pay, pioneer research and improve access to care.

Just a few of the partners we worked with this year include

- Steve Madden
- Regeneron
- Progyny
- Trojan
- Pineider

Whether it's a special awareness day, just another Friday, or your first time attending a Leadership Council meeting, we hope you'll join us as Callen-Lorde grows and changes. We're thrilled to expand our relationships with valued community members and couldn't achieve success without you.







LEADERSHIP



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OUR NAMESAKES



MICHAEL CALLEN (1955-1993)



CECILIA GENTILI (1972-2024)



AUDRE LORDE (1934-1992)



THEA SPYER (1931-2009)

HOWARD J. BROWN SOCIETY

In the spirit of the pioneering New York City Health Commissioner, Howard J. Brown, MD, and his unwavering courage and dedication to our community's health, Callen-Lorde established its major giving society in his name - The Howard J. Brown Society (HJB) - a group of dedicated donors who contribute \$1,000 or more in unrestricted funds annually to provide core resources needed to care for the most vulnerable members of our community.

It is this support that enables the organization to continue its vital work offering the highest quality healthcare to LGBTQ+ communities.

Want to join the HJB Society and be listed amongst your peers? Reach out to development@callen-lorde.org or visit www.callen-lorde.org/howardjbrownsociety/ to learn more.

We take great care to ensure donor accuracy. If your name does not appear, or if you would like to change your listing, please contact development@callen-lorde.org of 646.965.5467.

Anonymous (6) Edgar Abad John Brooks Adams Anne M. Aldrich & Kim M. Whitehurst

Ellen Alpert & Janice Sears Konstantinos Ardavanis

Joseph Arena & Dr. Thomas D'Eletto Charitable Fund of the New York Community Trust

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Nicholas Worden Chris Xu

Lee Zhao, MD

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JOHN B. MONTANA SOCIETY

John B. Montana, MD, was one of the first physicians in New York City to identify and treat people living with HIV/AIDS at the outset of the epidemic in 1981. Dr. Montana saw many of the earliest cases at his Greenwich Village practice and became a proponent of harm reduction and safer sex, advising GMHC, ACT-UP. and many other AIDS-related organizations. He generously gave his time and money to many community organizations, including Callen-Lorde, and provided care to many uninsured patients in need.

It was in this spirit of generosity that Dr. Montana left nearly \$400,000 in his estate to Callen-Lorde to help us provide care to the most vulnerable members of our communities, regardless of ability to pay. To recognize his leadership and commitment to ensuring LGBTQ+ people had a place to seek care, we've dedicated our planned giving society in his name - The John B. Montana Society.

We invite you to follow in Dr. Montana's footsteps and join your peers listed below by including Callen-Lorde in your estate plans! Please reach out to learn more, or to share that you have already included us in your estate plans by contacting us at 646.965.5467 or development@callen-lorde.org

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