



Annual Report of the Discovery Community, Inc. Fiscal Year 2003 – 2004

Our Mission:

The Discovery Community, Inc. is an all volunteer organization whose mission is to promote the health and well-being of gay and bisexual men by providing ongoing opportunities for social connection, personal growth, and community development. DCI was founded in 1986 and is incorporated as a non-profit 501(c)3 organization. The organization is committed to being inclusive, and thus strives to keep events affordable to men from diverse socioeconomic backgrounds.

Discovery Community organizes three weekend retreats each year, along with monthly social and recreational events. The Weekend Retreats are facilitated by experienced volunteers from the Discovery Community, and they are generally held during the weekends of the Memorial Day, Labor Day, Thanksgiving, and President's Day holidays. We utilize different sites throughout the year that include locations in Sonoma County, Clear Lake, and Napa County. All of the sites are suitable for a wide-range of activities, and promote relaxation in a scenic environment.

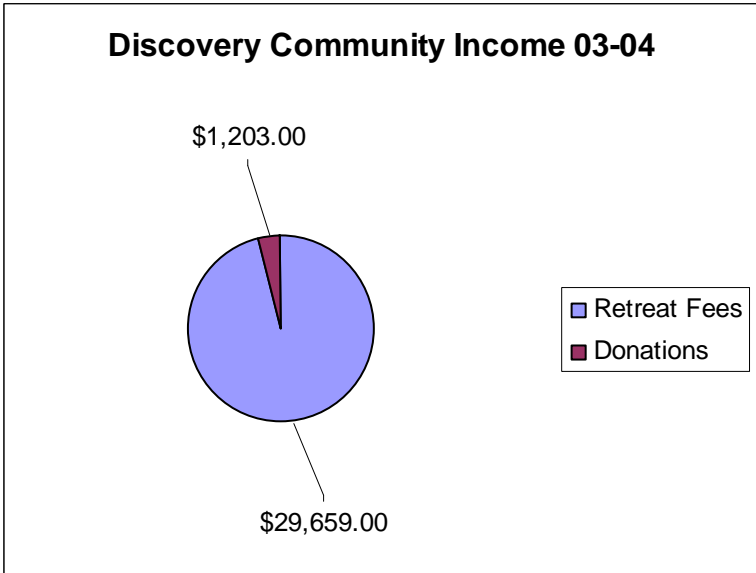
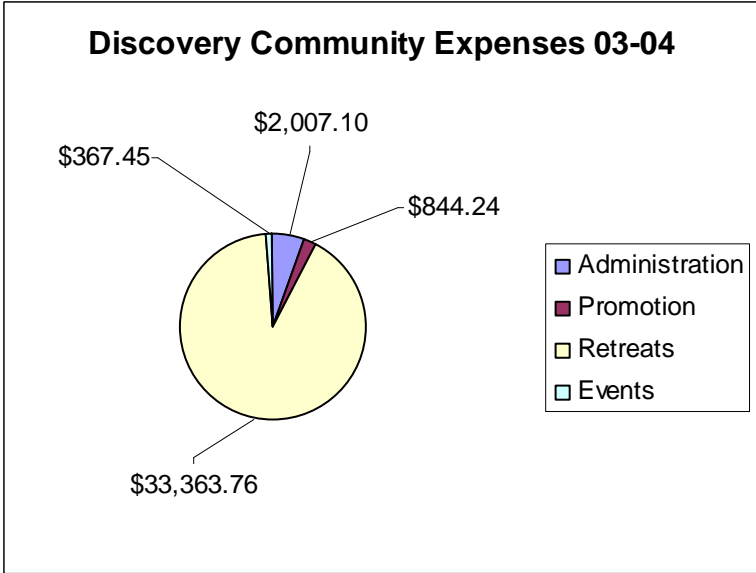
Summary:

Fiscal year 2003-2004 was a difficult year financially for Discovery Community, Inc. as it was for many non-profits across the country. Discovery experienced income losses from 2 of its 4 retreats during this period resulting in an overall loss of \$5720.

Discovery Community, Inc. contracts with facilities for a minimum number of participants for each retreat. When fewer participants register than what is contracted, Discovery must fulfill the contract for the minimum number. The Thanksgiving 2003 retreat lost nearly \$3000 when only half of the 30 registrants were enrolled. Likewise, 40 of the 65 places were filled at the Labor Day 2004 retreat resulting in a \$4000 loss. Happily, Discovery had a cash reserve to absorb this loss, but it severely depleted this reserve.

Discovery's income for this period was \$30,832 resulting mostly from retreat fees and some from private donations. Retreat fees accounted for \$29,659 in income while \$1203 came from private donations.

The expenses for this period amounted to \$36,582. These expenses fall into 4 distinct categories: Administration, Promotion, Retreats and Events. Administration costs (\$2007) cover Discovery's insurance, website, phone and email services. Promotional expenses (\$844) entail the production of a quarterly newsletter, a quarterly brochure, and outreach activities at major festivals in the bay area. Retreat costs (\$33,363) are the largest expense for Discovery and include catering costs as well as retreat supplies. Discovery spent \$367 on Events costs which pay for the monthly social events including space rental, food and supplies for those events. The charts below detail Discovery's income and expenses for this period.



Strategic Plan:

Given these losses in FY 03-04, the Discovery Board of Directors moved immediately to address these issues.

- Two town hall meetings of community members were called in October and January to discuss this situation and receive feedback on how best to address the situation.
- The Board raised \$1000 on its own and formed a fundraising committee chaired by the President of the Board to replenish and augment Discovery's cash reserves so that it could operate safely into the future.
- Given the poor attendance at the Thanksgiving retreats for several years, the Board voted to suspend this retreat and produce a different style of event for FY 04-05.
- To address the large contract minimum's at Discovery's Labor Day retreat, the board also moved to create smaller retreats at different retreat facilities.