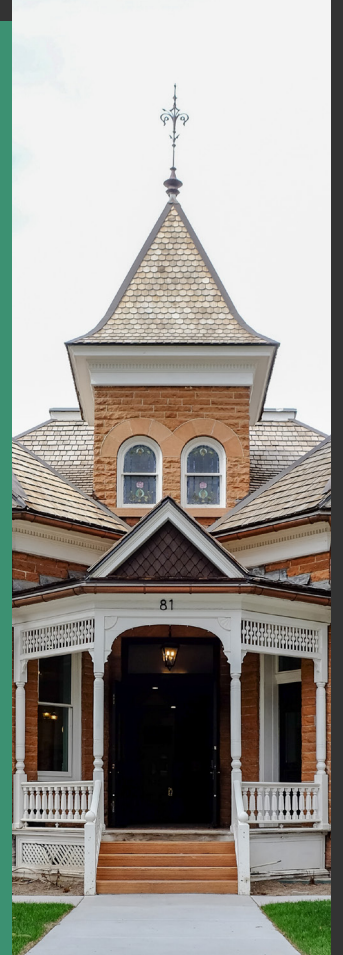


# ANNUAL REPORT 2023







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## A letter from Encircle's CEO

As we reflect on the journey of the past year, I am filled with a sense of pride in what we have achieved together. It has been a year marked by resilience, innovation, and unwavering dedication to Encircle's mission.

In 2023, we took significant strides forward and implemented measures to strengthen our organization. We significantly decreased our monthly expenses, revamped our core values, and established new board governance. Through diligent attention to financial operations, we consistently closed our books and filed financial documents in a timely manner. Additionally, we achieved credentials with major insurance companies, increasing accessibility to our vital services. In an effort to add to Encircle's sustainability, we launched new initiatives such as renting some of our spaces, offering paid community training, and pursuing sale-leaseback options for our homes.

June marked a momentous occasion for Encircle and the community in the Wasatch Back region. More than 600 people gathered to celebrate the much-anticipated grand opening of our newest Encircle home in Heber City, Utah. This celebration not only showcased our commitment to expanding our reach but also highlighted the unwavering support of our donors, supporters, and the broader community.

Encircle's commitment to providing mental health programs and services hit a major milestone in the fall as we surpassed 200,000 mental health services offered since our inception in 2017.

Looking ahead, we are poised to build upon the momentum of the past year and continue our journey of growth and transformation. Encircle continues to provide hope and acceptance for LGBTQ+ youth and young adults across our communities. It is because of the generosity of our donors and partners that we are able to provide safe, welcoming, and life-affirming spaces where LGBTQ+ individuals can embrace their identities and envision a future filled with promise. Together, we can build a more inclusive society where everyone feels supported, understood, and loved.

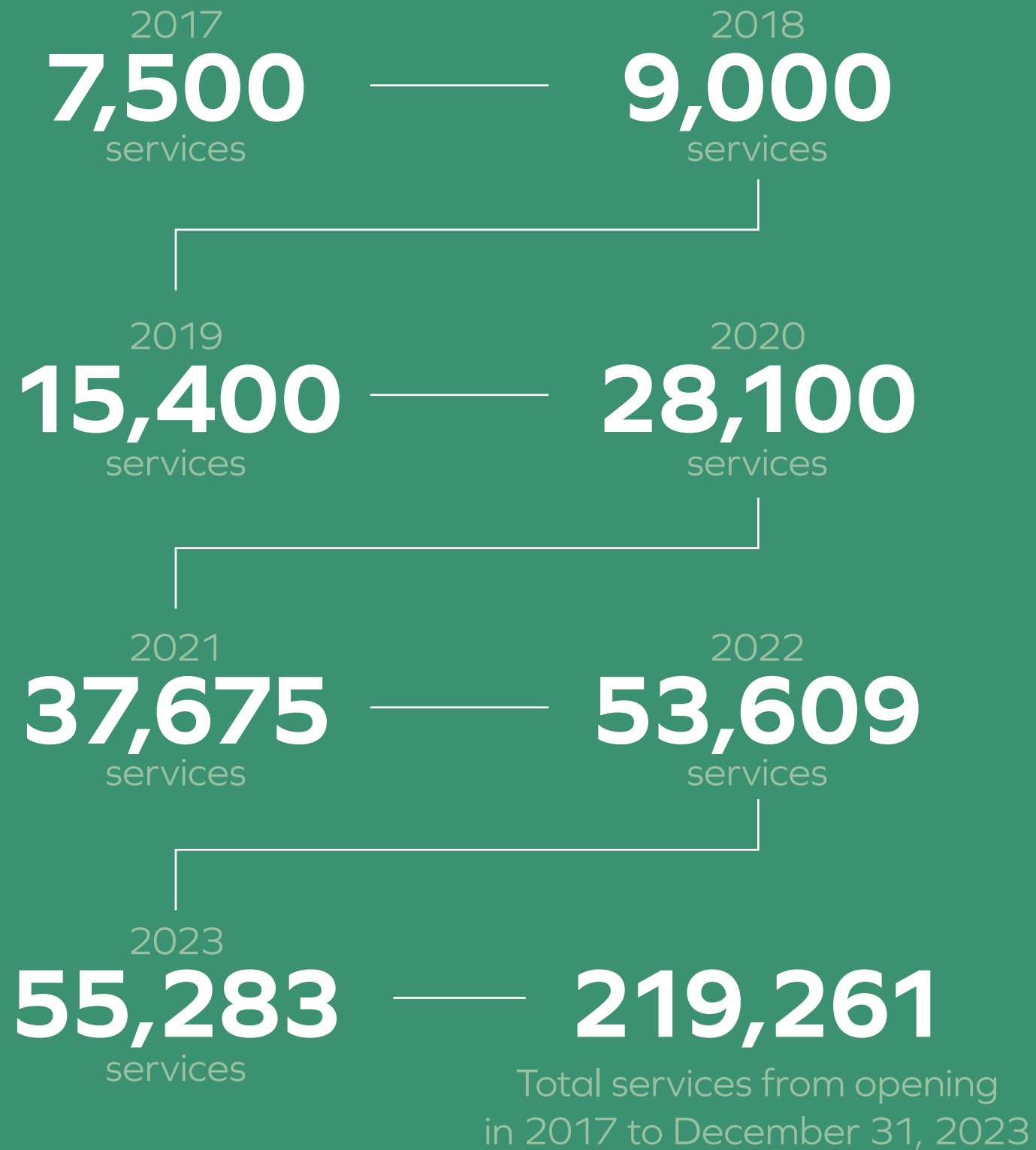
With heartfelt appreciation,

Jordan Sgro  
CEO, Encircle





Total number of services provided through in-home programs.





## Home Programming Totals

drop-in hours, programs,  
friendship circles, tours, online services

# 29,641

guests



## By Location





# Total guests who attended Encircle's programs in 2023



**2,768** guests  
Youth Friendship Circles



**1,921** guests  
Art Nights



**1,204** guests  
Music Nights



**902** guests  
Young Adult Friendship Circles



**2,394** guests  
Rainbow Brunches



**4,087** guests  
Adult Friendship Circles

*(Includes: Gay, Lesbian, Trans, Bi/Pan, Non-Binary, QTBIPOC, Spanish-Speaking)*



**2,269** guests  
Family Dinners



**553** guests  
Writing Nights





## Therapy Milestones

**5,989** ——— Therapy sessions

**1,000** ——— Subsidized therapy sessions

**29%** ——— In person

**71%** ——— Teletherapy

**2** ——— Therapists added to increase access and provide more therapy sessions in rural Utah

Launched Encircle Therapy Assistance Grant (ETAG) in early 2023.

**26**

Free sessions provided to individuals 200% or below federal poverty level





## Community Engagement

71

Cultural Humility  
Trainings offered

19,653

Individuals directly  
impacted through  
community outreach



## Encircle's 4 Outcomes

Measuring our impact

### Authenticity - 99.7%

Humans thrive when they are able to be their true, genuine, self.

### Social Connection - 98.4%

Healthy social connections are consistently and positively associated with all indicators of psychological well-being.

### Positive Emotional Experiences - 99.0%

People who have positive emotions in their everyday lives tend to be happier, healthier, learn better, and get along well with others.

### Psychological and Emotional Skills - 98.9%


Skills like sharing emotions, countering negative thought patterns, and mindful acceptance of emotion all contribute to greater mental health and increased well-being.

81%


of our LGBTQ+ youth guests  
have been to Encircle 21+ times.





# Encircle's 2023 Milestones

 January 2023  
Decreased monthly expenses by **over 50%**

 May 2023  
Core Values Established - Bridge Builders, Stewards, and Innovators


 August 2023  
Credentialed with 12 major insurance companies and Medicaid

 August 2023  
Surpassed providing 200,000 mental health services

 October 2023  
Filed all 990s and completed 2021, 2022 audits




 February 2023  
Established new board governance

June 2023   
Opened Encircle Heber



 2023  
Consistently closed books within 10 days of month's end

 Jan - Nov 2023  
Increased social media engagement rate by 40.7%, growing total social audience by 6.2% to 36,633 unique individuals

 Launched sustainability initiatives (renting space, community trainings, sale-leaseback pursual)







## Board of Directors

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**Mike Ostermiller**  
Board Chair  
Kyler, Kohler, & Ostermiller

**Stacey Miller**  
Finance & Audit Committee Chair  
Goldman Sachs

**Becky Pickle**  
Development Committee Chair  
Entrepreneur, Community Advocate

**Mike Levinthal**  
Governance Committee Chair  
Levinthal Capital

**Curtis Anderson**  
Past Board Chair  
J. Reuben Clark Law School

**Jordan Sgro**  
Chief Executive Officer  
Encircle

**Bruce Bastian**  
BW Bastian Foundation

**George Cardon-Bystry**  
Edison House

**Clint Ford**  
BW Bastian Foundation

**Carolyn Guss**  
Salesforce

**John Murphy**  
Adobe (retired)

**Rico Nelson**  
D.R. Horton

**David Parkinson**  
Method Communications

**Dan Reynolds**  
Imagine Dragons

**Jared Sandburg Turner**  
Amare Global

**Brian Spittler**  
Entrata

**Y. Nikki Walker**  
DOMO

**Isaac Westwood**  
Entrepreneur, Philanthropist



# 2023 Financial Overview

Revenue  
\$ 3,935,947.41

Total Assets  
\$ 10,955,600.36

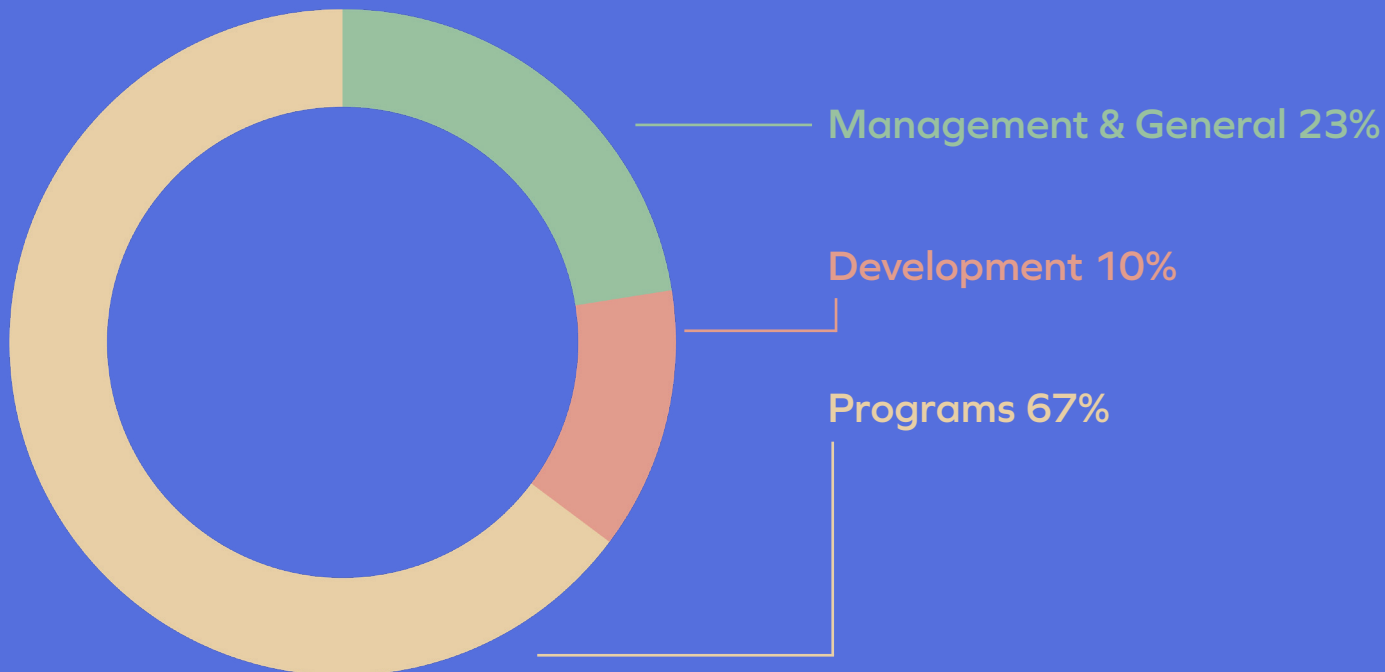
Expenses  
\$ 4,381,260.44

Total Liabilities  
\$ 474,160.66

Change in Net Assets  
(\$ 1,217,173.57)

Total Net Assets  
\$ 10,481,439.70

## Percentages to programs, operations, and fundraising expenses



\* Note: Encircle prioritized financial operations, outsourcing a third-party financial team to streamline our finances and establish processes and procedures to ensure financial integrity. This resulted in an increase of management and general expenses for 2023.







[encircletogether.org](http://encircletogether.org)