

The background of the entire page is a rainbow gradient, divided into vertical stripes of red, orange, yellow, green, blue, magenta, and purple. A faint, light-colored silhouette of a world map is overlaid on this background, centered horizontally and vertically.

IGLTA[®]

International Gay & Lesbian Travel Association

2015 ANNUAL REPORT

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IGLTA's Mission

The mission of IGLTA is to create value for LGBT travelers and expand LGBT tourism globally by demonstrating its significant social and economic impact.



About IGLTA

The leading member-based global organization dedicated to LGBT tourism.

We are the only LGBT organization that is an Affiliate Member of the United Nations World Tourism Organization. In 2013, we signed on to ECPAT's Tourism Child Protection Code of Conduct to prevent child exploitation. The membership includes LGBT and LGBT-friendly accommodations, service providers, travel agents, tour operators, events, and travel media in approximately 80 countries.

The IGLTA Foundation



The Foundation is the philanthropic organization of the association. It was created to support initiatives around the world that have the greatest potential to advance safety, dignity and respect for LGBT travelers and prosperity for travel-service providers who welcome them, with a particular emphasis on emerging destinations.

Convention Locations

IGLTA[®]

2018 - Toronto, Canada
2017 - St. Petersburg, USA
2016 - Cape Town, South Africa
2015 - Los Angeles, USA
2014 - Madrid, Spain
2013 - Chicago, USA
2012 - Florianopolis, Brazil
2011 - Fort Lauderdale, USA
2010 - Antwerp, Belgium
2009 - Toronto, Canada
2008 - Las Vegas, USA
2007 - Montreal, Canada
2006 - Washington D.C., USA
2005 - Cologne, Germany
2004 - Vancouver, Canada
2003 - Manchester, UK
2002 - Fort Lauderdale, USA
2001 - Munich, Germany
2000 - San Francisco, USA
1999 - Minneapolis, USA
1998 - Montreal, Canada

1997 - Philadelphia, USA
1996 - Sydney, Australia
1995 - Seattle, USA
1994 - Washington D.C., USA
1993 - West Hollywood, USA
1992 - Provincetown, USA
1991 - San Francisco, USA
1990 - Key West, USA
1989 - Vancouver, Canada
1988 - Honolulu, USA
1987 - New Orleans, USA
1986 - Denver, USA
1985 - San Juan, Puerto Rico
1984 - San Francisco, USA

Reflections on 2015



Since joining IGLTA in a leadership role 10 years ago, I have watched proudly as our membership has expanded from 37 countries to 80 countries. As you browse the pages of our 2015 Annual Report, you'll see that our success stories truly reflect the "I" in IGLTA.

Over the past year, the association formed an event alliance with WTM Africa, welcomed the Pacific Asia Travel Association as an Organizational Partner, and presented the first LGBT seminar ever included in the Japan Association of Travel Agents Tourism Expo in Tokyo. Marriott International, Starwood Hotels and Resorts, and WorldPride 2017 (Madrid) signed on as year-round Global Partners, and our volunteer ambassador team extended into Germany with the addition of Betti Keese.

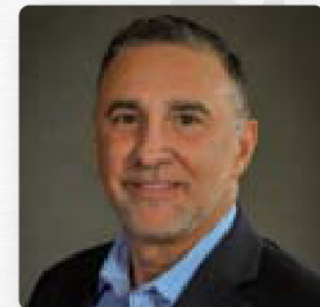
IGLTA's 32nd Annual Global Convention in Los Angeles featured the largest networking event in our history: More than 600 people gathered at the Getty Center for the opening reception. The conference's Buyer/Supplier Marketplace also showed tremendous growth, attracting travel agents and tour operators who generate more than \$946 million in annual LGBT travel bookings worldwide. The IGLTA Foundation Fundraiser during the conference raised more than \$15,000 to help make the world a better place for LGBT travel.

Of course, none of this would be possible without you, our loyal members. Thank you for making IGLTA into the global resource it is today. We hope you'll join us in beautiful Cape Town in April for our historic first conference in Africa and continue to travel with us for many years to come.

John Tanzella

A handwritten signature in black ink that reads "John R. Tanzella".

President/CEO



2015 IGLTA Convention Highlights

Los Angeles rolled out the red carpet for LGBT tourism professionals during our 32nd Annual Global Convention, 8-11 April. The event united tourism professionals from 27 countries for education and networking designed to enhance the landscape of LGBT tourism. The beautiful Hyatt Regency Century Plaza, our host hotel, was also a highlight for attendees.



Total number of attendees: 458
 Media: 11%
 Buyers: 9%
 Small Businesses: 40 %

- **Buyer/ Supplier Marketplace**

Participation more than doubled for the second annual appointment-driven Buyer/Supplier Marketplace, attracting buyers that represent more than \$946 million in annual LGBT travel bookings worldwide.



- **Getty Center Reception**

A private gala reception hosted by the Los Angeles Tourism & Convention Board at the Getty Center with performances by Leslie Jordan, Tig Notaro, and the Gay Men’s Chorus of Los Angeles, plus viewing access to the museum’s stunning collection of Impressionist paintings attracted more than 600 attendees. It was IGLTA’s largest-ever conference networking event.



- **The White House LGBT liaison Aditi Hardikar**

The White House represented for the first time: LGBT liaison Aditi Hardikar served as one of the opening keynote speakers; her speech was delivered the same day that President Obama once again showed his LGBT support by calling for an end to gay conversion therapies.



IGLTA Foundation - Building Bridges Scholarships

This year's Building Bridges Scholarship Program provided trips to Los Angeles for the Annual Global Convention to three students and two small business owners.



Kan Kikumoto is a student at Sophia University in Tokyo, Japan. He hopes to lead LGBT tours in Japan, his home country, when he completes his studies.



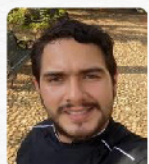
Wang Hao (Charlie) was born and raised in China where he did an internship at the Beijing LGBT Center. He is now an economics student at the University of Tokyo and pursuing interests in LGBT tourism and marketing.



Ena Yanagi studies tourism and gender and LGBT issues at Meiji Gakuin University in her home city of Yokohama, Japan. She wants to become a travel agent.

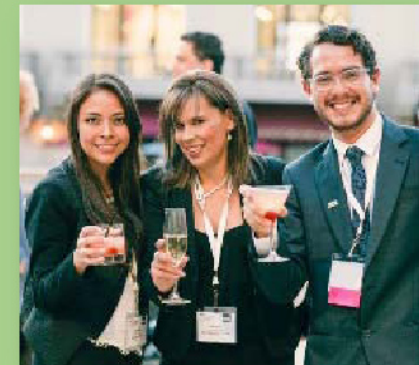


Olubode Shawn Brown founded BLOOM Jamaica in 2010 to safely take gay and lesbian travelers to his home country for an annual party in Negril. This year, he is launching BLOOM Escapes to offer small, customized tours to Jamaica with an insider, LGBT perspective.



Fabio Rugeles owns the small business Cibum S.A.S., which is developing a gastronomy tour route to showcase his home city of Bucaramanga, Colombia to LGBT travelers.

IGLTA Foundation Fundraiser 2015



The second annual IGLTA Foundation fundraising event, held at the Montage Beverly Hills in partnership with The Elizabeth Taylor AIDS Foundation, raised more than \$15,000 – up from \$6,000 last year.

The 2015 honorees as selected by the IGLTA board from our members and allies were:



The Chair Award

Barack Obama, President of the United States



Hanns Ebensten Hall of Fame Award

Olivia



Destination Pioneer

The Curaçao Tourist Board



Networking

Cámara de Comerciantes LGBT de Colombia
(Colombia LGBT Chamber of Commerce)



Travel Writer

Jurriaan Teulings



Community Honor

The Los Angeles LGBT Center



Ambassador of the Year

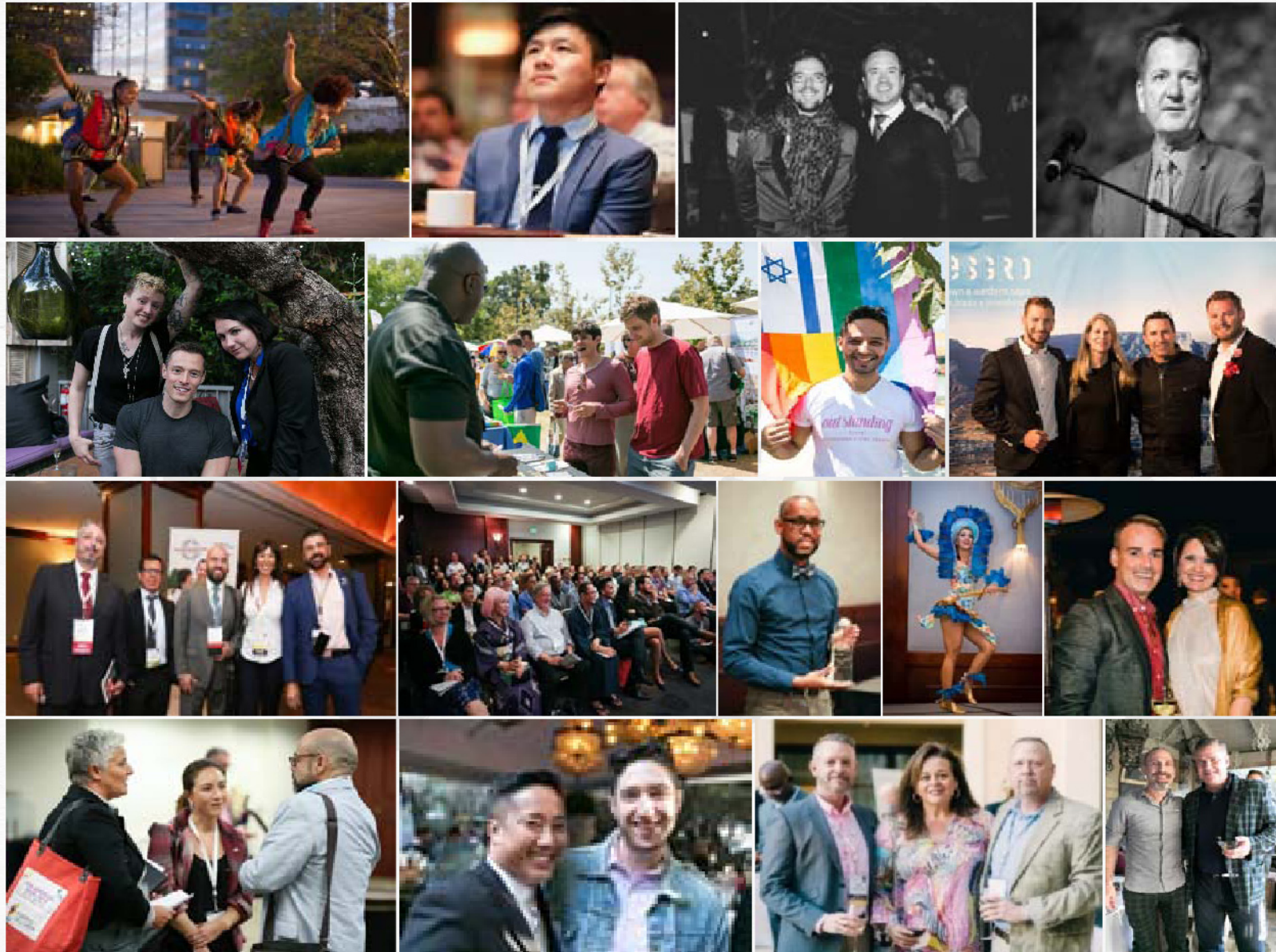
Jonathan Mounford, made

Argentina's Minister of Tourism Receives IGLTA Honor



The International Gay & Lesbian Travel Association honored Argentina's Minister of Tourism, Carlos Enrique Meyer, for his commitment to lesbian, gay, bisexual, and transgender travel on 18 June. IGLTA President/CEO John Tanzella presented the award during the 8th Annual GNetwork360 LGBT business and tourism conference. Minister Meyer is the first recipient of an IGLTA Honor presented outside of the association's conference. "We wanted to create this special honor in recognition of Minister Meyer's years of support for LGBT tourism," IGLTA President/CEO John Tanzella said. "While many political leaders shy away from our community, Minister Meyer is a pioneer in Latin America. He has long championed Argentina as an LGBT-welcoming destination and has supported a number of LGBT events and organizations locally and internationally."

2015 Annual Global Convention



IGLTA at ASAE

The 10 August reception during ASAE, a collaboration between Meet Minneapolis and IGLTA, drew about 200 people to Bookies Bar & Grille in downtown Detroit for an evening of cocktails and networking. Attendees, who received a welcome from ASAE President John Graham, were encouraged to make a donation to the IGLTA Foundation with their RSVP. In addition, Meet Minneapolis, Delta Air Lines, the Hilton Minneapolis and Visit Salt Lake presented the IGLTA staff with a check for \$3,500 at the event.



IGLTA Foundation Online Raffle

An online raffle 5–19 October raised more than \$3,000 in funding for the IGLTA Foundation’s advocacy, educational programs and research. Special thanks to the Curaçao Tourist Board, Los Angeles Tourism & Convention Board, Accor Hotels, NYC & Company, Toronto CVB, Quiiky.com, NH Hotel Group, and Kenes Tours for their generous donations to make the raffle possible.

IGLTA Foundation fundraiser at World Travel Market

IGLTA partners and members from around the globe met for an evening of networking and socializing during the November 2016 edition of WTM in London. Hosted by the Ku Klub and sponsored by made tourism marketing, more than 300 guests enjoyed refreshments and danced to tunes from DJ Heidi Liscious. A raffle benefiting the IGLTA Foundation raised \$1,200.



IGLTA Conducts Successful LGBT Outreach Tour In Japan



Tatsuro Nakamura, JATA President; LoAnn Halden, IGLTA Communications Director; Hiroshi Sawabe, JATA Executive Director, International Affairs, Outbound Travel Promotion Division; Yuji Iida, JATA Deputy General Manager, Outbound Travel Promotion Division

From 25 September to 1 October, IGLTA Communications Director LoAnn Halden traveled around Japan to participate in workshops designed to educate Japanese tourism businesses on the LGBT market. This is a new concept for many Japanese businesspeople; NHK, Japan's national television broadcasting corporation, covered the IGLTA meetings extensively. More than 100 tourism professionals and media attended three IGLTA-branded workshops held over the course of the week. The 25 September seminar, "Understanding the LGBT Market," was conducted at the invitation of the Japan Association of Travel Agents as part

of the JATA Tourism Expo 2015 at Tokyo Big Sight. It was the first time LGBT programming was included in the annual trade fair, and it was the highest-attended seminar of the day. According to JATA, the number of foreign travelers to Japan is increasing 30-40 percent each year, and will hit 19 million in 2015. "Given this situation, JATA recognizes the LGBT potential for the Japanese inbound market," the association said in an official statement. Two more workshops with networking receptions followed, 29 September in Tokyo and 30 September in Kyoto. IGLTA volunteer ambassadors based in Japan, Shiho Ikeuchi of the Hotel Granvia Kyoto and Shintaro Koizumi of Out Asia Travel, organized these events to educate tourism professionals on the LGBT market and the association. The local organizations Equal Marriage Alliance and Nijiuro Diversity also lent their support. Halden, Ikeuchi, and Koizumi concluded IGLTA's outreach tour on 1 October in the historic city of Nara. Mayor Gen Nakagawa expressed interest in the city becoming the First Japanese destination member of IGLTA and shared his commitment to promoting diversity. The Nara meeting was filmed by NHK for both the evening news and a planned news documentary on the LGBT market. "Although Japanese culture is conservative, it is welcoming by nature," Halden said. "We found everyone we met to be genuinely interested in learning more about LGBT issues and how to improve tourism in Japan. They're asking the right questions. I can see the support for LGBT equality beginning to grow within Japan's business community. There will be much more engagement between IGLTA and Japan in the future."

IGLTA's New Partnerships

World Travel Market Africa



IGLTA signed an agreement to become an association partner for World Travel Market Africa 2015, a key business-to-business exhibition for Africa's leisure travel industry. Through this partnership, IGLTA, would like to bring more education, awareness, and visibility to LGBT travel in Africa and help its business members better connect with the African tourism industry. In 2016, IGLTA will hold its Annual Global

Convention in Cape Town, the first time this premier educational and networking event will be held in an African city. "Africa certainly has its challenges when it comes to LGBT issues, with many countries promoting anti-gay legislation in recent months. This partnership with WTM Africa is a wonderful opportunity to provide much-needed information on LGBT travel to the African tourism industry," IGLTA President/CEO John Tanzella says. Managing Director for Thebe Reed Exhibitions, Carol Weaving is delighted to have IGLTA on board. "We're looking forward to a successful partnership between IGLTA and WTM Africa," she says. "WTM Africa is an excellent platform to further promote LGBT travel to and from Africa." WTM Africa is a must-attend business-to-business travel and tourism event that during its inaugural showcase in 2014, saw an extensive variety of top travel industry exhibitors, international buyers as well as large volumes of trade visitors and industry professionals from around the world.

Pacific Asia Travel Association



IGLTA President/CEO John Tanzella & PATA CEO Mario Hardy

IGLTA is pleased to announce an organizational partnership with the Pacific Asia Travel Association. The Memorandum of Understanding was signed by PATA CEO Mario Hardy and IGLTA President/CEO John Tanzella at World Travel Market in London on 5 November. The agreement commits the two organizations to share knowledge through research and publications, to reciprocate in event participation, to support mutual agreed advocacy positions, and to enhance access for the benefit of members of both organizations. "As PATA works for the responsible development of travel and tourism to, from and within the Asia Pacific region, it is important to recognize and inform our members that gay and lesbian tourism has a significant impact socially and economically across the globe," Hardy said. "We are proud to support them in their activities, as PATA continually works to establish bridges for people of goodwill from all countries to access each other and empathize with each other."

"IGLTA's role is to identify businesses globally that are welcoming and to share that network with LGBT travelers so they know where they will feel safe," Tanzella added. "We are thrilled to partner with PATA, a leader in responsible Asia-Pacific tourism, to enhance LGBT outreach in this region and provide their members with the education to better serve our community."

WorldPride Madrid 2017

IGLTA formed a global partnership with Asociacion Turismo d Madrid to share in the promotion of WorldPride Madrid 2017, a celebration of equality for LGBTI people worldwide. WorldPride Madrid 2017, scheduled for 29 June to 3 July, will coincide with the 40th anniversary of Madrid Pride. The week's festivities will include art, gastronomy, shopping, nightlife and a never-ending stream of leisure activities. Events will also be planned throughout 2017. "After hosting a very successful Annual Global Convention in Madrid, IGLTA is excited and honored to partner with the region for WorldPride 2017," says IGLTA President/CEO John Tanzella. "We will be coordinating with our tourism business members and media in advance of the event to assist in growing the attendance." Madrid is already home to the largest pride event in Europe. The regional and local governments have long supported LGBT equality, and the city boasts a lively gay neighborhood, Chueca, where many of the WorldPride festivities will be held. "We are thrilled to host WorldPride 2017 on the heels of a highly successful EuroPride," said Carlos Chaguaceda, Director General de Turismo. "We are hopeful that this will be the largest attended edition of WorldPride yet. We look forward to welcoming the world to our vibrant region in 2017."



Marriott International



"Developing trusted partnerships with global leaders like Marriott International makes a bold statement about the vibrancy and economic potential for LGBT tourism and travel," said IGLTA President/CEO John Tanzella. "We could not be more honored to join with Marriott to continue IGLTA's worldwide growth and opportunity to serve LGBT travelers every day." Brian King, Global Officer, Marriott Signature Brands & Global Sales, said, "We are excited to partner with IGLTA leaders who not only share our values, but also our commitment to expanding markets. There is nothing more important for a global hospitality leader than to ensure everyone, including our many LGBT colleagues, families, friends, business partners and guests are welcome everywhere they stay." King added that the National Gay & Lesbian Chamber of Commerce last year named Marriott International its Corporation of the Year due to its sustained advocacy for LGBT-owned businesses and entrepreneurs in their supply chain. Marriott has long been recognized for its dedication to inclusion and equality as demonstrated by its perfect 100% score on the Corporate Equality Index, along with its path breaking campaigns celebrating #LoveTravels with popular LGBT spokespersons like NBA player Jason Collins and transgender activist Geena Rocero. In April 2015, Marriott CEO Arne Sorenson accepted PFLAG's Straight for Equality in the Workplace Award, and Fortune again named Marriott this year as one of its Best Places to Work. This year, Marriott joined with other business leaders to sign the historic amicus brief urging the U.S. Supreme Court to adopt full recognition of marriage rights for same-sex couples. In addition, Marriott played a public leadership role in opposing anti-LGBT and anti-hospitality legislation that surfaced in Indiana and Georgia among other states.

Starwood Hotels and Resorts



"Starwood Hotels & Resorts has always been 'out' about our support of the LGBT community, especially as this relates to our associates and hotel guests," said Anthony Ingham, Global Brand Leader for W Hotels Worldwide. "It is our goal to create an environment where everyone feels invited, embraced, valued and respected – it is simply the right thing to do." Starwood has achieved a perfect score on the Human Rights Campaign's Corporate Equality Index for the past 10 years, underscoring their commitment to diversity. Recently the Turn It Up For Change campaign by Starwood's W brand joined forces with HRC and Jennifer Hudson to campaign for LGBT marriage equality across the United States.

"Industry leaders like Starwood know that supporting equality and inclusion is good for business," says IGLTA President/CEO John Tanzella. "It has helped them attract and retain the most loyal guests and employees. We're thrilled to partner in their efforts to send a welcoming message to LGBT travelers worldwide." Starwood operates more than 1,200 hotels in 100 countries and has nearly 200,000 associates worldwide.

Let's get social with IGLTA

We continued to raise our social media profile with more frequent posts across all of our platforms. As a result, we ended the year with more than 21,500 followers on Facebook, 7,500 on Twitter and 3,000 on Instagram.

Facebook



Who likes IGLTA's Facebook Page?
62% Male - 38% Female

Top 3

Country	City	Language
United States	Mexico City	English
Mexico	Buenos Aires	Spanish
Argentina	New York City	Portuguese

Who engages with IGLTA through Facebook?

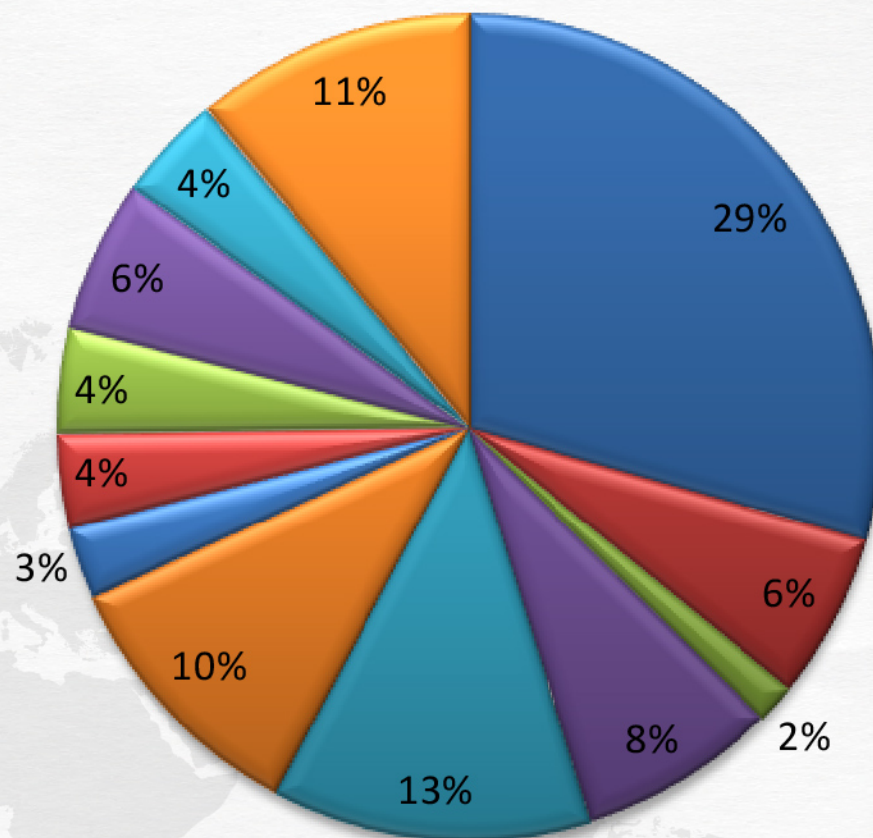
Top 3

Country	Language
United States	English
Spain	Spanish
Canada	Portuguese

2015 Membership Update

IGLTA Membership Types

1 - 50 Employees	299
51 - 100 Employees	66
101 - 200 Employees	16
201+ Employees	79
Travel Agents	128
Latin America, Asia, & Africa 1 - 50 Employees	107
Latin America, Asia, & Africa 51+ Employees	29
CVB Tourist Bureaus 1 - 10 Employees	37
CVB Tourist Bureaus 11+ Employees	42
Associate	61
Media	42
Global/Organizational Partners	112



Top IGLTA Membership By Region

Asia		Latin America/Caribbean		Europe	
Japan	20	Brazil	19	Spain	37
Turkey	9	Curaçao	15	Italy	29
India	7	Peru	14	United Kingdom	22
Thailand	6	Argentina	12	Germany	21
Global Membership (excluding USA)		IGLTA United States Membership			
Canada	53	USA	492		
Mexico	40				
Spain	37				
Italy	29				

2015 Financial Overview



IGLTA continues to adhere to U.S. federal tax laws for non-profit professional organizations (501c6 status). An annual audit by an outside firm is conducted to ensure the office accounting is adhering to the laws for non-profits as well as any new initiatives. Our three largest streams of revenue continue to be the annual global convention, membership, and our global partnership program. Below are the financial results for calendar year 2015, reflecting a net profit.

Total Revenue	\$1,108,497.45
Total Expenses	\$1,035,079.40
Net Profit	\$73,418.05

IGLTA Operations Team 2015 - 2016



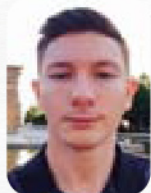
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IGLTA Board of Directors 2015 - 2016



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American Society of
Association Executives (ASAE)
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Juan Julia
Axel Hotels
Vice Chair



Ed Salvato
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Silversea
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Tanya Churchmuch
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Jody Cole
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ITB Berlin
Board Member



Tom Jenkins
European Tour
Operator Association (ETOA)
Board Member



John Tanzella
IGLTA
Ex Officio Board Member

2015-2016 IGLTA Global Ambassadors

Ambassador to Argentina, Alfredo Ferreyra	BUEGay ARGENTINA	Buenos Aires, Argentina	argentina@iglta.org
Ambassador to Asia, Shintaro Koizumi	Out Asia Travel	Tokya, Japan	asia@iglta.org
Ambassador to Canada, Liz Devine	Rainbow High Vacations	Toronto, Canada	canada@iglta.org
Ambassador to Caribbean, Andre Rojer	Curaçao Tourism Corporation	Miami, Florida	caribbean@iglta.org
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Ambassador to United States, Babs Daitch	Babs the Day Tripper	Las Vegas, Nevada	usa@iglta.org

Global Partners

IGLTA®

Platinum



Gold



Silver



Media Partners

antivirus
the leading Greek Gay & Lesbian Free Press Magazine / www.avmag.gr

curve
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.com

edge
MEDIA NETWORK

FunMaps

GayCities

GAY MAPS OF THE WORLD
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Asian Gay & Lesbian Resources
utopia-asia.com

ViaG

WITECK
COMMUNICATIONS

ZIZO

Organizational Partners



Event Partners





REGISTER NOW FOR
IGLTA'S 33RD ANNUAL GLOBAL CONVENTION
14-16 APRIL 2016, CAPE TOWN



iglta.org/convention



IGLTA[®]

The International Gay & Lesbian Travel Association

IGLTA is a proud Affiliate Member of the UN World Tourism Organization

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