

International Gay and Lesbian Travel Association

2012 Annual Report



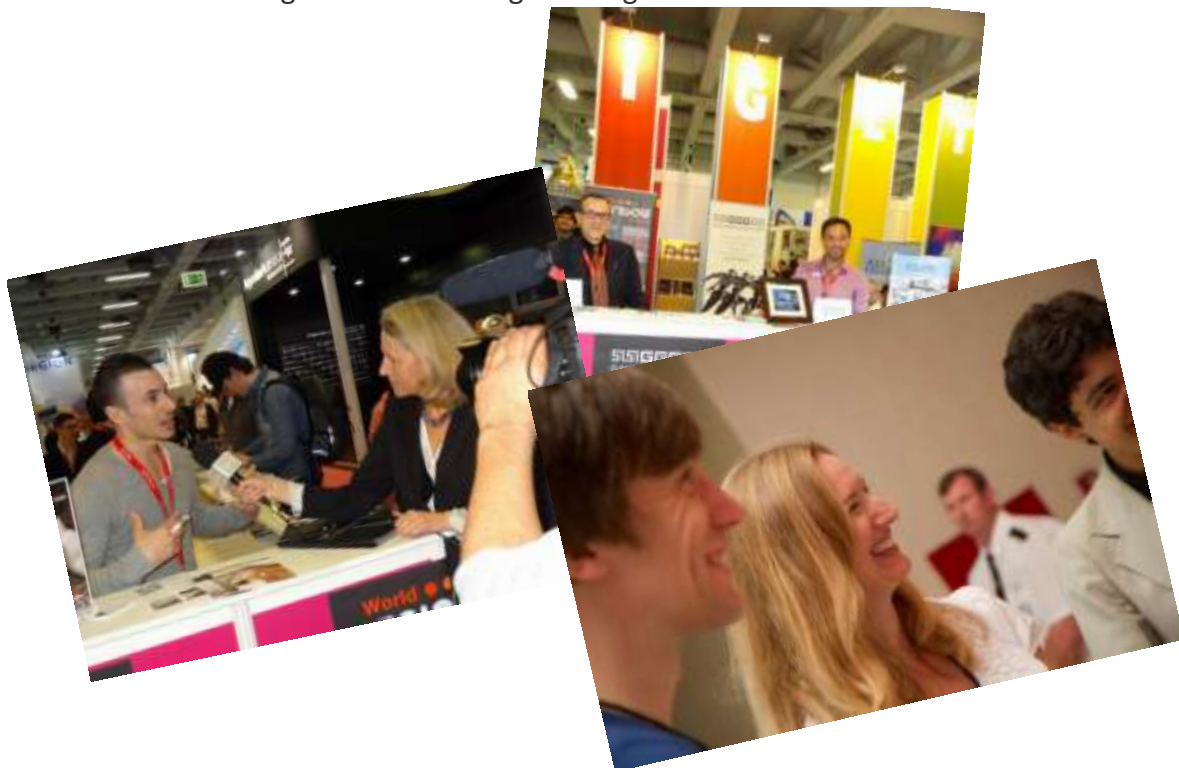
IGLTA's Mission

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



IGLTA's Motto/Slogan

The leading member-based global organization dedicated to LGBT tourism



IGLTA's History

Founded in 1983 with 25 members, the International Gay and Lesbian Travel Association now has a truly global presence with 4,000 business contacts in more than 75 countries.

IGLTA represents LGBT and LGBT-friendly accommodations, destinations, service providers, travel agents, tour operators, and events, as well as the LGBT travel consumers they wish to serve.

The Association is comprised of a staff of seasoned executives, a governing Board of Directors, and 24 Ambassadors representing 23 countries and regions, and serving travel suppliers, buyers, media and LGBT travel consumers through a wide range of activities, events, educational and networking opportunities, digital platforms, and an Annual Global Convention.

IGLTA Milestones

Founded	1983
First IGTA News Briefs	1985
Registered Office in Denver, Colorado	1989
Move Office to Key West	1989
First Membership Directory	1993
Articles of Incorporation signed	1993
Registered as a "Non Profit"	1994
Website Up & Running	1995
Name Change "Added the "L" for Lesbians	1997
Move Office to Fort Lauderdale	1997
Open South Pacific/Asia/Africa Regional Office in Sydney	1998
Open European Office in Munich	2002
"Closed" EURO office, appointed 3 European Coordinators	2004
First comprehensive member electronic survey	2004
Hired first full-time European representative	2007
First LGBT organization to be admitted into the UNWTO	2010
Organization has its largest convention in its founding region - Ft Lauderdale, FL	2011
First convention in South America (Florianopolis, Brazil)	2012

Convention Locations

31. 2014 – Madrid, Spain
30. 2013 – Chicago, IL, USA
29. 2012 – Florianópolis, Brazil
28. 2011 – Fort Lauderdale, FL, USA
27. 2010 – Antwerp, Belgium
26. 2009 – Toronto, ON, Canada
25. 2008 – Las Vegas, NV, USA
24. 2007 – Montreal, QC, Canada
23. 2006 – Washington, DC, USA
22. 2005 – Cologne, Germany
21. 2004 – Vancouver, BC, Canada
20. 2003 – Manchester, England
19. 2002 – Fort Lauderdale, FL, USA
18. 2001 – Munich, Germany
17. 2000 – San Francisco, CA, USA
16. 1999 – Minneapolis, MN, USA

15. 1998 – Montreal, QC, Canada
14. 1997 – Philadelphia, PA, USA
13. 1996 – Sydney, Australia
12. 1995 – Seattle, WA, USA
11. 1994 – Washington, DC, USA
10. 1993 – West Hollywood, CA, USA
9. 1992 – Provincetown, MA, USA
8. 1991 – San Francisco, CA, USA
7. 1990 – Key West, FL, USA
6. 1989 – Vancouver, BC, Canada
5. 1988 – Honolulu, HI, USA
4. 1987 – New Orleans, LA, USA
3. 1986 – Denver, CO, USA
2. 1985 – San Juan, Puerto Rico
1. 1984 – San Francisco, CA, USA

IGLTA Global Ambassadors

<p>Ambassador of Argentina Alfredo Ferreyra <i>BUEGay ARGENTINA</i> Buenos Aires, Argentina argentina@iglta.org</p>	<p>Ambassador of Greece Orhideea Rosu Athens, Greece Email: greece@iglta.org</p>	<p>Ambassador of Japan Masaki Higashida <i>Qocci K.K.</i> Tokyo, Japan japan@iglta.org</p>	<p>Ambassador of Poland Piotr Wojcik <i>ULTRA Service</i> Warsaw, Poland poland@iglta.org</p>	<p>Ambassador to the US Babs Daitch <i>Thanks Babs the Day Tripper</i> Las Vegas, Nevada usa@iglta.org</p>
<p>Ambassador of Brazil Thusnelda Frick <i>ABRAT GLS</i> Brasilia, Brazil brazil@iglta.org</p>	<p>Ambassador of India Abhinav Goel <i>Out Journeys</i> New Delhi, India india@iglta.org</p>	<p>Ambassador of Latin America Ylan Chrem <i>South American Experts</i> Fort Lauderdale, Florida latinamerica@iglta.org</p>	<p>Ambassador of Scandinavia Tobias Holfelt <i>MB Trading</i> Lund, Sweden sweden@iglta.org</p>	<p>Ambassador to the US Nathan DePetris <i>PRIDE Travel</i> Long Beach, California usa2@iglta.org</p>
<p>Ambassador of Canada Liz Devine <i>Rainbow High Vacations</i> Toronto, Canada canada@iglta.org</p>	<p>Ambassador of Israel Shai Doitsch <i>The Aguda</i> Tel Aviv, Israel israel@iglta.org</p>	<p>Ambassador of Lebanon Bertho Makso <i>LebTour</i> Beirut, Lebanon lebanon@iglta.org</p>	<p>Ambassador of South Africa David Ryan <i>Rhino Africa & Out2Africa</i> Cape Town, South Africa southafrica@iglta.org</p>	<p>Ambassador to South Korea Ryan Choi <i>Kimchi Travel, Inc.</i> Arlington, Virginia southkorea@iglta.org</p>
<p>Ambassador of Caribbean André Rojer <i>Curaçao Tourism Corp.</i> Miami, Florida caribbean@iglta.org</p>	<p>Ambassador of Italy Alessio De Giorgi <i>Conorzio Friendly Versilia</i> Pisaltaly italy@iglta.org</p>	<p>Ambassador of Turkey Mustafa Kartopu <i>Aristo Tours</i> Istanbul, Turkey turkey@iglta.org</p>	<p>Ambassador of Oceania Geoffrey Pfitzner <i>Travelscene</i> Melbourne, Australia oceania-melbourne@iglta.o</p>	<p>Ambassador of Mexico Ron Kuijpers <i>Maya Moon Tours</i> Cancun, Mexico mexico@iglta.org</p>
<p>Ambassador of Chile Oliver Stevanovic <i>Orpheus Travel</i> Santiago de Chile, Chile chile@iglta.org</p>	<p>Ambassador of Italy Alessio Virgili Quiiky.com / AITGL Rome, Italy italy@iglta.org</p>	<p>Ambassador of France Benoit Breton Pink Labs Paris, France france@iglta.org</p>		

IGLTA's highlights of 2012

Florianapolis Covention

The International Gay and Lesbian Travel Association's 29th Annual Global Convention, held 12-14 April, in Florianopolis, Brazil, was our largest conference to date outside of North America.



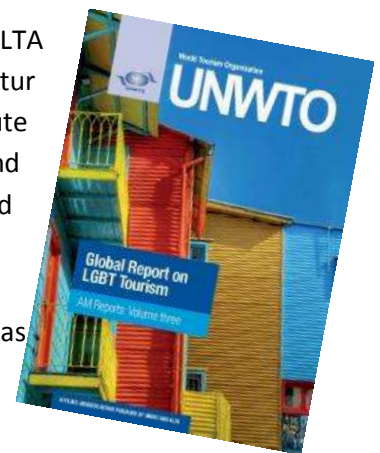
More than 260 participants from 23 countries united at IGLTA's first South American convention for three days of networking, education, and an introduction to the association's new board of directors. Among the highlights were presentations from Google, IBM, and MMGY Global. The convention also highlighted the launch of the new IGLTA website and its nonprofit Foundation. More than 20 LGBT media outlets and freelance writers from around the world traveled to Florianopolis for the convention.

UNWTO Report

The United Nations World Tourism Organization unveiled its first report on LGBT tourism in January during FITUR, Spain's leading international tourism trade fair. Created in partnership with IGLTA, the inaugural 40-page "Global Report on LGBT Tourism" includes case studies and commentaries documenting the economic and social impact of LGBT travel. This project underscores the increased demand among destinations for information on the LGBT market.

The report included articles on global tourism from the UNWTO and IGLTA as well as contributions from IGLTA members, such as Tourism Spain, Embratur (Brazil), South African Tourism, Cape Town Tourism, Argentina's National Institute of Tourism, Tourism Montreal, NYC & Co., Witeck Communications, Sweet, and American Airlines. IGLTA's ambassadors to South Korea and India also provided commentary.

In November 2010, IGLTA proudly became the first LGBT organization accepted as an Affiliate Member of the UNWTO.



The IGLTA Foundation will raise awareness for our industry by assisting individuals, destinations and companies in need of our support, by hosting forums for the constructive exchange of information and ideas, and by showing the world that members of the LGBT community are true global citizens leading the way in sustainable tourism and improving the lives of people in the destinations we visit.



The IGLTA Foundation recognizes that education, awareness, and outreach are vital to building bridges between LGBT travelers and destinations, businesses and communities worldwide.

Scholarships

The IGLTA Foundation offers scholarships to expand educational opportunities for travel/tourism students, entrepreneurs, and emerging destinations that wish to

become more involved in LGBT tourism.

Internships

The foundation website hosts a list of internships with IGLTA member businesses.



Conferences

The IGLTA Foundation convenes symposiums to explore the opportunities and challenges facing global LGBT travel and to advance other important issues impacted by global travel.

Community Engagement

The IGLTA Foundation will create educational programming and outreach surrounding LGBT human rights and will help to bring attention to important human rights issues worldwide. We will assist emerging LGBT destinations that may not yet have full government assistance in their countries, as well as those companies in emerging destinations that seek to welcome LGBT travelers.

Additionally, the Foundation will dedicate time and resources to a number of relevant charitable activities, including: disaster relief; meaningful volunteer and donation projects affiliated with the IGLTA Annual Global Convention; and assisting with other global issues as they arise.

IGLTA provided six students from North and South America with scholarships to attend its 29th Annual Global Convention in Florianopolis, Brazil, 12-14 April. The awards allowed the selected students to receive hands-on mentoring at the world's premier LGBT tourism conference.

Recipients of the 2012 Student Tourism Award were:

Mariana Rodrigues Alvares, *Universidade Anhembi Morumbi, Sao Paulo, Brazil*

Allister Chang, *Tufts University, Boston, Mass., USA*

Silvia Cobeiros de Godoy, *Universidade Anhembi Morumbi, Sao Paulo, Brazil*

Bruno Henrique Maralhas Correia, *Federal University of Rio de Janeiro, Rio de Janeiro, Brazil*

Armando de Paiva Muniz, *Senac High School, Sao Paulo, Brazil*

Chris Petrucci, *Temple University, Philadelphia, Pa., USA*

IGLTA Honors

IGLTA is proud to honor individuals that have made a difference in their local communities and worldwide. At the 29th Annual Global Convention, held in Florianopolis, Brazil, the following were honored:

The Hanns Ebensten Hall of Fame Award

Gregg Kaminsky, R Family Vacations



Chair Award

Javier Blanco, Director – UNWTO



Honors Awards



**Pioneer: Russell Lord
Kenes Tour**



Travel Writer: Michael Luongo



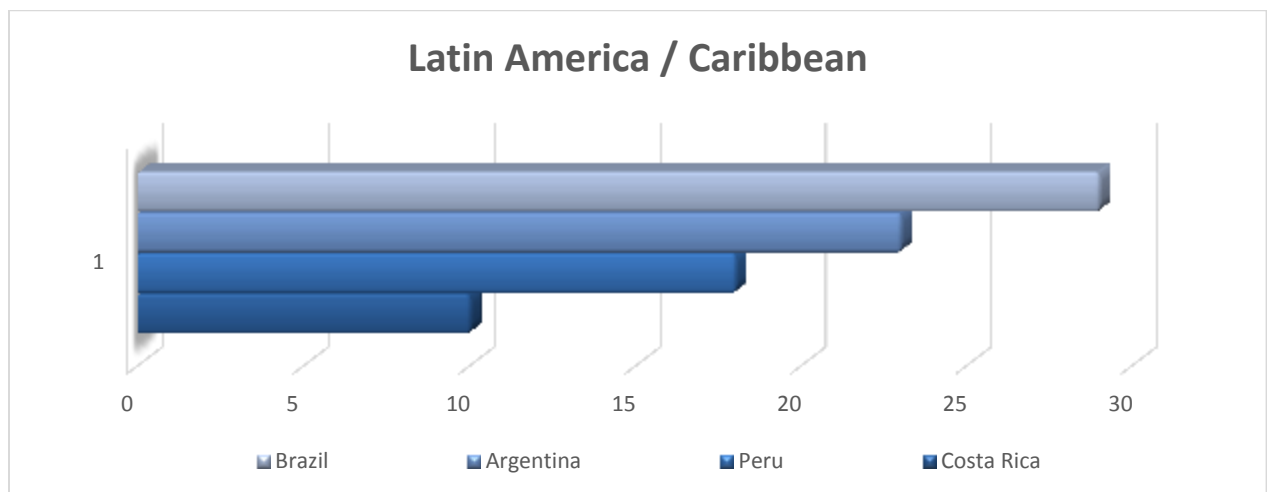
**Community: Andre Fischer
MiX Brasil**

IGLTA Membership Update

Our current membership level is at 1378 members worldwide spreading across 77 countries or territories. IGLTA's members represent a wide range of 45 different membership types. As the leading member-based global organization dedicated to LGBT tourism, we boast 24 ambassadors throughout the world representing 23 countries or territories.¹

Latin America / Caribbean

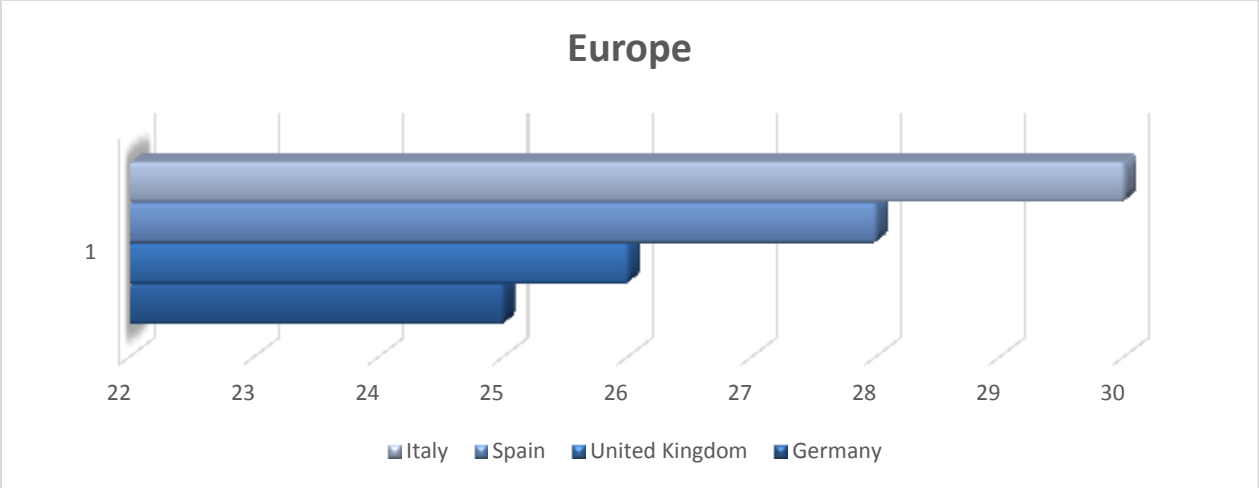
The Latin American & Caribbean region has been fast growing in terms of IGLTA membership and exposure opportunities. Many tourism trade fairs now include an LGBT-area which welcomes IGLTA members. Highlighted events included FIT Latin America, FITA Mexico City, ABAV Brazil, and GNetwork360 in Buenos Aires. Additionally, IGLTA continues its partnership with Brazil's ABRAT GLS. IGLTA's own global conference was held in this region for the first time.



Europe & Middle East

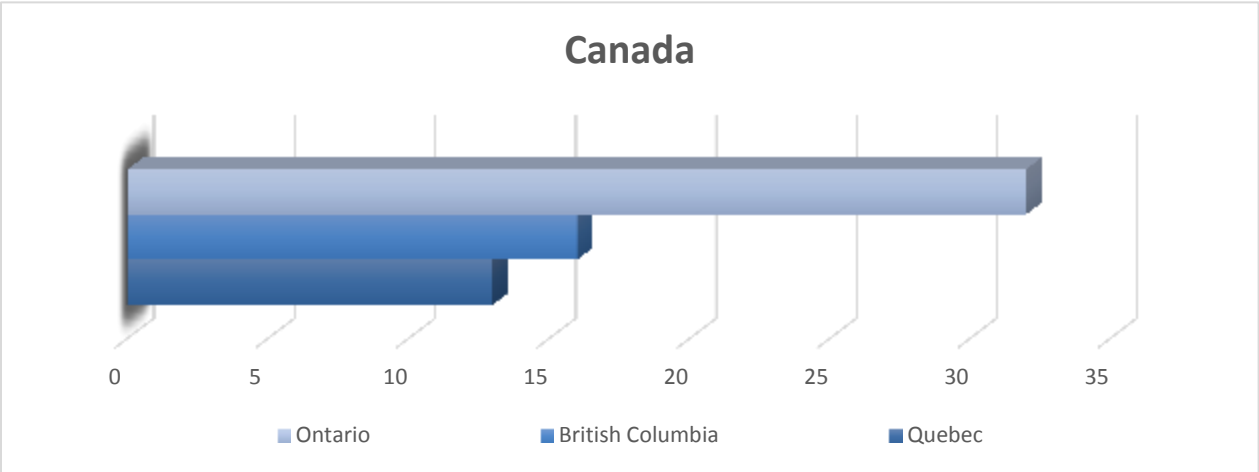
IGLTA continues to be a very visible organization in Europe and the Middle East. Events that the organization attended to promote its members included ITB Berlin, Fitur Madrid, WTM London, Best of Britain & Ireland (Birmingham), ExpoTurismoGay Bergamo (Italia) and the Salon Mondial du Tourisme Paris, among others. Additionally, IGLTA operates a satellite office in Paris, assisting members throughout Europe.

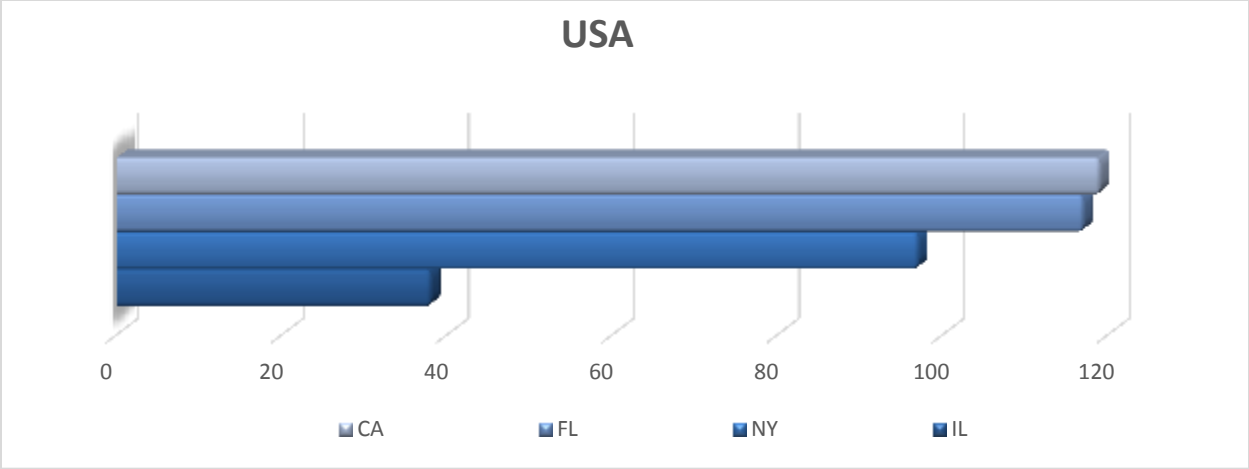
¹ As of 24 April, 2013



Canada & United States

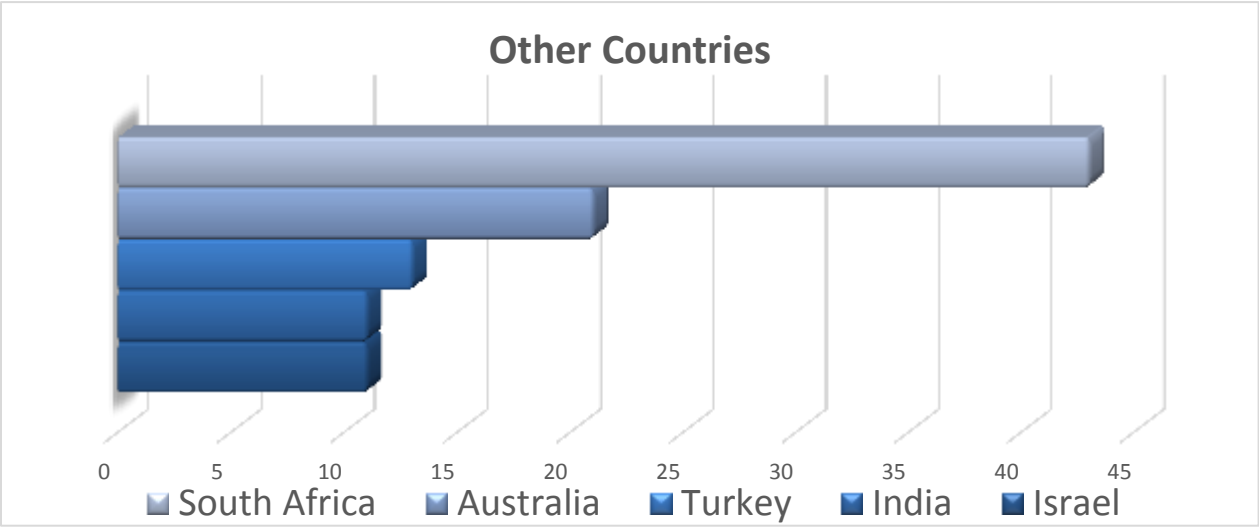
With its headquarters in the USA, IGLTA continues to have a visible presence at many events in this region including NTA (National Tour Operator Association), ASTA (American Society of Travel Agents), DMAI (Destination Marketing Association International), Travel Gay Canada, and International Pow Wow (US Travel Association).





Other Countries

IGLTA continues to grow its presence of gay tourism in such locations as highlighted below. In particular, membership has significantly grown in South Africa.



In November, IGLTA was proud to participate in an LGBT travel symposium in Tokyo that was organized by our Japanese Ambassador Masaki Higashida/Qocci, pictured far right, and other IGLTA members. Also pictured, left to right, Shintaro Koizumi/Out Asia Travel, LoAnn Halden/IGLTA, and Hiromi Thetreau/Two Bears Travel.

The International Gay and Lesbian Travel Association is the leading member-based global organization dedicated to LGBT tourism. We engage small companies and major corporations worldwide, from destinations to accommodations, travel agents to tour operators, transportation to travel media — and assist them in their outreach to LGBT travelers.

In anticipation of our 30th anniversary, IGLTA will take steps to assist our business members wishing to better reach LGBT travelers with new initiatives online and via social media. Included is the debut of our new customer-centric website to highlight special offers, discounts and giveaways to help travelers better interact with our business members.

New IGLTA Website

IGLTA's new consumer-centric website debuted in April to highlight plenty of deals, discounts and giveaways to help travelers better interact with our business members.



2012 Fianancial Review

Although 2012 was a financially challenging year around the globe, IGLTA was able to operate with a small margin of profit. IGLTA operates under USA laws of a 501c6 trade association.

Total Revenue	\$	765,679.41
Total Expense	\$	763,859.08
Net Profit	\$	1,820.33

As shown below, the top revenue producers for the organization included membership dues, the global partnership program and the Florianopolis Convention.

Membership	\$	329,945.42
Global Partnership	\$	181,954.33
Convention	\$	128,719.75

IGLTA's 2012 Outgoing Board of Directors

Tanya Churchmuck

Board Chair

Tourisme Montreal & Girlports



Jeff Guaracino

Board Vice Chair

Atlantic City Alliance



Ed Salvato

Board Treasurer

ManAboutWorld



Dan Melesurgo

Board Secretary

American Society of Association Executives



Marta Dalla Chiesa

Brasil EcoJourneys



Rika Jean Francois

ITB Berlin



Mya Lake Reyes

Mya Reyes & Associates



Pablo de Luca

Gnetwork360



Steve Smith

Key West Business Guild





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Administrative Assistant

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