

2020-2021

Trueself Annual Report

2021

About us.

Trueself (also as known PFALG China) was established on June 28, 2008. By far, it has over 79 volunteer groups in mainland China and an outreach task force spreading across 150 cities. the country's largest non-profit organization serving people in the LGBT community and their families.

Trueself is dedicated to encouraging the LGBT community to embrace their identities, promoting communication and understanding between LGBT individuals and their families and friends, advocating for equality among different sexual orientations, and increasing the visibility and well-being of the LGBT community through various activities such as dialogues, sharing sessions, helplines, training programs, and lectures.



Everyone should have an equal and dignity life.

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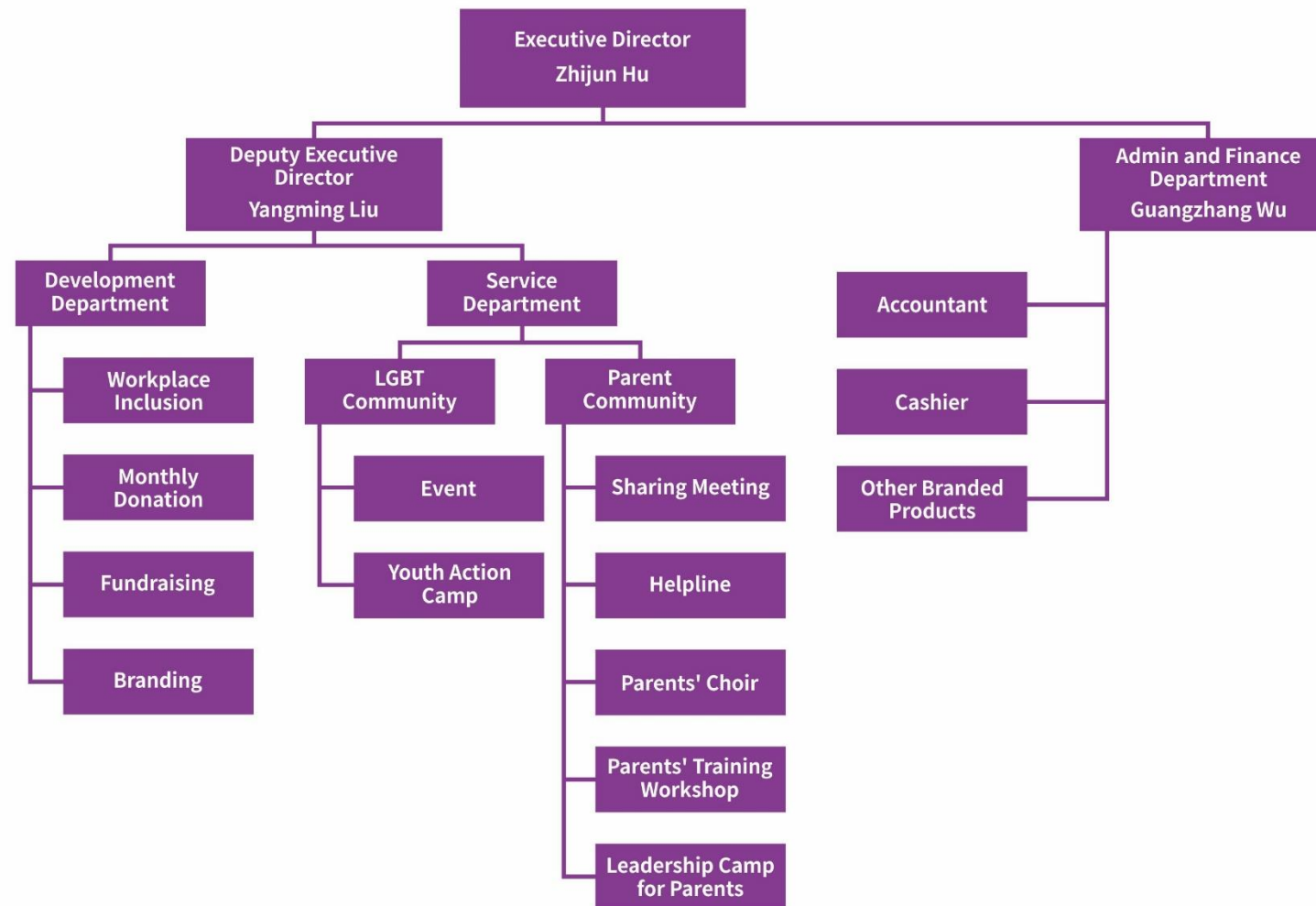
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Overview of Trueself

01

Everyone should have an equal and dignity life.





**Executive Director
Ah Qiang**

Message from the Executive Director

When impermanence becomes the norm, resilience is the best answer.

In early December, I attended a sharing event in Loudi, where I witnessed over 20 mothers from all over the country coming together to rehearse a fashion show. During the performance segment of the event, I could see confidence in their faces, a passionate love for life, and the warmth of a long-overdue reunion, like being with dear ones.

Differing from the warmth and excitement inside, as the event concluded, the wind picked up, rain started to fall, and it turned a bit chilly, seemingly reminding us that winter had arrived.

Over the past couple of years, the impact of the pandemic has made it unpredictable whether offline activities can proceed. For a long time, my colleagues, volunteers, and I have been filled with anxiety. When an event we've prepared for extensively cannot be held, people often experience setbacks, a sense of losing control, and feelings of disappointment.

The effects of the pandemic go beyond people's emotions. Some organizations in the field have had to close due to fundraising difficulties. Also, under the changing circumstances, some partners have been forced to leave the frontlines. Watching friends depart when there's little we can do is, of course, saddening. To be frank, this year has been marked by a lack of good news, and we've often had to endure tense moments.

The pandemic has pushed everyone to embrace change and adapt to the unpredictable. At the beginning of the year, we rebranded our organization as "Outstanding Partners," and we adjusted our organization's short-term goal from the previous "development" to "survival." Only by staying alive can we have more hope. We've incorporated the dimension of time into our work, as time is our best friend. When time is stretched out, we believe that small, cumulative efforts will bring about change.

In the cold of winter, it's easy to give up, but holding on is challenging. Enduring with warmth and wisdom without getting frostbitten is even harder.

When faced with an uncertain state, I sought advice from many teachers, and one of them said: "No matter how things change, people are still there, and community work, that real connection between people, is the most solid and powerful. Most importantly, the younger generations, the post-90s and post-00s, are becoming more accepting of themselves. More and more people are coming out in their workplaces, in their families, and among friends. That authenticity cannot be avoided. 'True Self' is also the English name of our organization. We believe that every ounce of authenticity carries its own strength. Our work is about helping more people be truly themselves.

In the past year, Outstanding Partners is still alive, and hope is the most comforting message we can offer. In the coming year, we will work hard to support more community partners to live more outstandingly and authentically. Thanks to every colleague and volunteer, thanks to every donor, together we work towards a better future. We are better together.

With our resilience, we face this unpredictable world."

Everyone should have an equal and dignity life.

In 2021, the organization underwent a comprehensive rebranding, officially renaming itself "Trueself" and launching a new brand manual and official website to enhance its influence and brand image.

In the challenging environment of the fluctuating pandemic in 2021, Trueself introduced a new brand project called "Caring Parents Workshop," creating a platform for in-depth sharing and communication among family and friends, leading to the acceptance of nearly a hundred children by their parents' friends. At the end of the year, Trueself also launched a new brand project called "Outstanding Family Feast," which received a warm response from the community participants.

With the support of the Good Charity platform, Trueself expanded the scene of the "Family and Friends Sharing Meetings" project in 2021, reaching a total of 23 psychological counseling/training organizations, companies, and charitable institutions, directly impacting 805 on-site participants and increasing the social visibility of LGBTQ+ family acceptance issues.

In 2021, Trueself supported Professor Wei Wei's team from the Sociology Department of East China Normal University in completing the "Chinese LGBTQ+ Family Fertility Practices Survey," with a sample size of over 1,000 people. It was the first systematic study of fertility practices among the LGBTQ+ community in China.

Through four monthly fundraising campaigns in 2021, Trueself saw a growth of over 1,000 monthly donors, accounting for 62.87% of the annual fundraising total, achieving a structural change in fundraising channels. Trueself participated in the "Lingxi Monthly Donation Leaderboard" three times, competing with over 100 other charitable organizations, winning two monetary championships and one participation championship, thereby increasing the visibility of LGBTQ+ issues in the field of public welfare.

Despite the challenging circumstances of the pandemic in 2021, Trueself's volunteers continued to serve the community by organizing a total of 469 family and friends sharing meetings and community activities in small, in-depth formats, with a total direct participation of 13,570 people.

In 2021, the LGBTQ+ Family Hotline provided continuous service for 365 days, totaling 730 hours of service. The friendly psychological counseling team provided over 40 hours of service to 45 cases online. In 2021, Trueself placed a strong emphasis on team growth, with 795 LGBTQ+ and family members participating in 31 volunteer training sessions organized by Trueself. They became capable public welfare core members, contributing to the LGBTQ+ community through hotline support, story sharing, event organization, and fundraising.

In 2021, through collaborations with media outlets like Phoenix and Tencent News, Trueself promoted LGBTQ+ family acceptance issues, garnering over 1 million exposures. Additionally, they actively utilized micro-videos, founder and volunteer short videos, accumulating over 3 million views.

In 2021, Trueself was selected as one of the top 20 organizations to participate in the Social Entrepreneurship Initiative (SEI), a joint initiative of Standard Chartered Bank and NPI.

Overview of Trueself 2021

Everyone should have an equal and dignity life.



Report on the work (activities)

02

Everyone should have an equal and dignity life.

Sharing Session on LGBTQ Issues



In 2021, supported by the Good Charity platform, Outstanding Partners successfully expanded the reach of our Friends and Family Sharing Project. We engaged with a total of 23 psychological counseling/training organizations, businesses, and charitable institutions, directly influencing 805 attendees at these events and boosting the societal visibility of LGBTQ+ acceptance issues.

A psychologist who attended one of the events stated, "I had seen LGBTQ+ individuals struggle with their identity, and I had even attempted conversion therapy in the past. However, after participating in this event today, I realized the importance of encouraging them (LGBTQ+ individuals) to explore more possibilities and embrace their true selves." Subsequently, this psychologist transformed into a supportive counselor.

In addition to hosting these events to deepen public understanding of LGBTQ+ issues, we also provided specific guidance to the presenters before each event. Through training, we enhanced the storytelling abilities of 63 individuals, further establishing a solid foundation for the project's long-term development.



Everyone should have an equal and dignity life.



Sharing Meetings and Other Activities

In 2021, despite the challenging circumstances of the ongoing pandemic, Outstanding Partners volunteers remained committed to serving the community. Through small-scale, in-depth initiatives, we successfully organized a total of 469 Friends and Family Sharing Meetings and community events in 46 cities across 25 provinces, directly involving 13,570 participants.



Workshop for Caring Parents

In 2021, to better address the underlying needs of parent communities, Trueself launched a new brand project called "Workshop For Caring Parents" Through a 2-day program that facilitated deep sharing and communication among parents, 80 participants who attended the event gained greater acceptance of their children.

Everyone should have an equal and dignity life.



Report on the work (training)

03

Everyone should have an equal and dignity life.

Leadership Camp For LGBT Supports

In the 9th Annual Leadership Camp For LGBT Supports, a total of 14 parents participated, from 12 cities in 8 provinces across the country. Over the course of 10 months, including three phases of intensive offline training and one phase of practical activities, they delved into courses such as "Discussion of Philanthropic Ideals," "Hotline Communication Skills," "Psychological Growth and Self-awareness," "Non-violent Communication," "Public Speaking," "How to Handle Media Interviews," "LGBT+ Awareness," and "LGBT+ Charity Development." including answering hotlines, moderating parent WeChat groups, and sharing their stories during events. They transformed from seeking help to offering support.



Facilitator Leadership Camp

The 2nd Annual Facilitator Leadership Camp in 2021 saw the participation of 25 volunteers, including 5 LGBTQ+ mothers. Through a three-day offline workshop and two months of group learning and practical exercises, they acquired the fundamental principles and skills of collaboration. They then took this knowledge back to their regions and as organizers and co-facilitators in volunteer training within their areas. This project effectively empowered Trueself, providing volunteers with a greater sense of involvement and igniting their passion for charity work.



Everyone should have an equal and dignity life.

Fundraising Training

From July 23rd to 25th, 2021, 32 volunteers and staffs attended a fundraising training in Shanghai. Over the course of three days, the workshop covered six main themes: "The Vision of Philanthropy," "Fundraising Communication and Branding," "Community Operations," "Foundation Fundraising," "High Net Worth Individuals Fundraising," and "Monthly Donations." Before the camp, there was a month-long group problem-based learning (PBL). Following the training, these participants became pivotal players in 99 Philanthropy donation campaigns.



Monthly Donation Training Camp

On November 27-28, 16 volunteers and staff members gathered in Guangzhou for the Monthly Donation Training Camp. This training featured professionals guiding participants in understanding monthly donors' perspective, focusing on both recruitment and maintenance. In addition to active collaborative learning during the event, the participants engaged in online group learning, conducted interviews with monthly donors, and carried out group research in the month leading up to the camp. This approach strengthened the volunteers' alignment with the organization's mission and fundraising efforts.



Youth activists camp

From May 28th to 30th, Trueself held its 10th Youth Action Camp in Wuhan, with the participation of 29 volunteers from various parts of the country. Over the course of three days, the workshop featured high-quality courses, including "Public Speaking," "LGBT+ Charity Development," "The Importance of Personal Transformation in Community Development," and "Discussion of Philanthropic Ideals." Additionally, two pioneers from the fields of environmental conservation and education in the philanthropic sector were invited to share their experiences and actions.

Everyone should have an equal and dignity life.

Public relations training

From July 16th to 18th, the third Public Relations Training was held in Guiyang. A total of 25 participants joined this training event to learn and grow together. The training included sessions where experienced professionals from renowned charity organizations shared insights on risk management in the operations and communications of charitable institutions. Additionally, numerous case discussions and simulated exercises were conducted during the training, aiming to equip the attendees with effective communication skills and emphasize the importance of public relations, thereby expanding the horizons of LGBTQ+ charity work.

Non-fiction writing training

From October 15th to 17th, Trueself hosted the second Non-Fiction Writing Workshop in Qingyuan, Guangdong, with the participation of 25 students. Over the course of three days, the workshop focused on recording and describing real-life non-fiction subjects, enabling the volunteers to apply literary writing techniques to storytelling. The emphasis was placed on dialogue, scene setting, and psychological descriptions, and participants were encouraged to painstakingly capture details in their writing, understanding that the greatest value in non-fiction writing lies in authenticity. 21 of the participants submitted their personal narratives after the training.

Helpline operator training

On June 5-6, 2021, a helpline volunteer training was held in Kunming, where 13 Trueself parent volunteers from 10 cities across the country participated. The training had a strong focus on the psychological growth of Trueself volunteers, self-care, and counseling communication skills. After the training, Trueself helpline volunteers, in conjunction with theory and practice, continuously improved the quality of support to provide services to those in need.



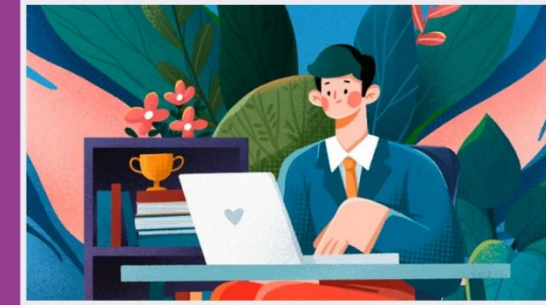
Trueself helpline

In 2021, the Trueself Helpline available 365 days a year, with more than 730 hours of service and 675 people in the community.



LGBT Friendly Counseling

In 2021, the LGBT Friendly Counseling team has provided over 45 hours of service and 40 cases. Helping sexual minorities and their families and friends with deeper emotional, relational, gender identity anxiety and trauma issues. 7 counselors have joined our team.



Online Sharing Sessions

Under the epidemic, we actively explored the use of live broadcasting and short videos in advocacy, and organized more than 60 online sharing sessions; than 100+ hours of live broadcasting during May 20 and 99 fundraising day, serving more than 100,000 people in the online community and converting more than 1,000 people to seek help.

Reporting of work (online services)

04

Everyone should have an equal and dignity life.



Researches

In 2021, Trueself supported Prof. Wei Wei's team from the Department of Sociology at East China Normal University to complete a survey on the reproductive practices of sexual minorities in China, with a sample size of more than 1,000, which is the first systematic study on the reproductive practices of sexual minorities in China.

Public Communication (news story)

Trueself cooperated with Baidu Encyclopedia to record 31 videos on sexual minorities, with more than 2.86 million views; the total number of views through shooting videos exceeded 20 million. In 2021, the "Getting to Know LGBTQ" book reached 28,000+ people, helping sexual minorities and their friends and relatives to learn about sexual minorities and family acceptance stories.



LGBTQ Friendly Space

Trueself distributed 155 LGBTQ Friendly Space Gift Packs, which were placed in workplaces and public spaces to show support for LGBT. A staff member from a public service organization said, "One of our best interns chose to come here because she saw this rainbow pillow during her interview, and she came out of the closet after she started working here".

Research & Advocacy

05

Everyone should have a life that everyone can live with.

Grasping the Bond of Love, Trueself Volunteers Become Communication Ambassadors to Resolve Family Conflicts and Rebuild Parent-Child Harmony". --Phoenix News reported



After her son came out , she went from being a“ victim ”to a helper: “I just wanted my child to live with dignity.” she said.

Media Coverage

06

Everyone should have an equal and dignity life.

Monthly Contribution

In 2021, Trueself' monthly donation accounted for 62.87% of the donation revenue. In four monthly donation campaigns, the number of monthly donors increased by more than 1,000, realizing the structural change of fundraising channels; three times participated in the monthly donation competition, and won the champion in amount twice and the champion in number once.

Tencent Fundraising Day

In 2021, Trueself's Leguan program on Tencent's platform has 11,416 donations of 214988.81 RMB, which is also the fifth year for the Trueself to participate in the 99 national fundraising day.



Public Involvement and Donations

07

Everyone should have an equal and dignity life.



Financial report

08

Everyone should have an equal and dignity life.

2021 trueself Annual Financial report

2021年度出色伙伴财务报告

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本财务报告未经会计师事务所审计

资产负债表

会民非01表

编制单位：出色伙伴

2021-12-31

单位：元

资 产	行次	年初数	期末数	负债和净资产	行次	年初数	期末数
流动资产：				流动负债：			
货币资金	1	235,609.34	354,278.99	短期借款	61	0.00	0.00
短期投资	2	1,479,235.64	830,857.68	应付款项	62	39,704.10	61,449.21
应收款项	3	2,068,843.19	1,175,096.86	应付工资	63	0.00	0.00
预付账款	4	1,000.00	9,549.00	应交税金	65	0.00	0.00
存 货	8	10,769.11	5,569.74	预收账款	66	0.00	0.00
待摊费用	9	0.00	0.00	预提费用	71	0.00	0.00
一年内到期的长期股权投资	15			预计负债	72	0.00	0.00
其他流动资产	18			一年内到期的长期负债	74		
流动资产合计	20	3,795,457.28	2,375,352.27	其他流动负债	78		
				流动负债合计	80	39,704.10	61,449.21
长期投资：							
长期股权投资	21	0.00	0.00	长期负债：			
长期债权投资	24	0.00	0.00	长期借款	81	0.00	0.00
长期投资合计	30	0.00	0.00	长期应付款	84	0.00	0.00
				其他长期负债	88		
固定资产：				长期负债合计	90	0.00	0.00
固定资产原价	31	79,332.05	84,147.15				
减：累计折旧	32	45,554.15	59,345.35	受托代理负债：			
固定资产净值	33	33,777.90	24,801.80	受托代理负债	91	0.00	0.00
在建工程	34	0.00	0.00				
文物文化资产	35	0.00	0.00	负债合计	100	39,704.10	61,449.21
固定资产清理	38	0.00	0.00				
固定资产合计	40	33,777.90	24,801.80				
无形资产：				净资产：			
无形资产	41	0.00	0.00	非限定性净资产	101	2,050,320.01	1,500,635.49
				限定性净资产	105	1,739,211.07	838,069.37
受托代理资产：				净资产合计	110	3,789,531.08	2,338,704.86
受托代理资产	51	0.00	0.00				
资产总计	60	3,829,235.18	2,400,154.07	负债和净资产总计	120	3,829,235.18	2,400,154.07

机构负责人：胡志军

复核：Denny、陈莹

制表：朱晓娟

业务活动表

会民非 02 表

编制单位：出色伙伴

2021-12-31

单位：元

项目	行次	上年累计数			本年累计数		
		非限定性	限定性	合计	非限定性	限定性	合计
一、收入							
其中：捐赠收入	1	343,515.75	634,098.42	977,614.17	294,599.03	600,000.00	894,599.03
会费收入	2	0.00	0.00	0.00	0.00	0.00	0.00
提供服务收入	3	300,590.56	0.00	300,590.56	500.00	0.00	500.00
商品销售收入	4	13,586.57	0.00	13,586.57	27,959.99	0.00	27,959.99
政府补助收入	5	815.22	0.00	815.22	0.00	0.00	0.00
投资收益	6	41,085.89	0.00	41,085.89	9,671.25	0.00	9,671.25
其他收入	9	2,048.79	0.00	2,048.79	1,068.28	0.00	1,068.28
收入合计	11	701,642.78	634,098.42	1,335,741.20	333,798.55	600,000.00	933,798.55
二、费用							
(一) 业务活动成本	12	2,027,601.42	0.00	2,027,601.42	1,975,927.46	0.00	1,975,927.46
(二) 管理费用	21	440,973.77	0.00	440,973.77	392,214.49	0.00	392,214.49
(三) 筹资费用	24	55,652.91	0.00	55,652.91	16,473.82	0.00	16,473.82
(四) 其他费用	28	2,626.69	0.00	2,626.69	9.00	0.00	9.00
费用合计	35	2,526,854.79	0.00	2,526,854.79	2,384,624.77	0.00	2,384,624.77
三、限定性净资产转为非限定性净资产	40	2,146,542.20	-2,146,542.20	2,146,542.20	1,272,468.48	-1,272,468.48	1,272,468.48
四、净资产变动额（若为净资产减少额，以“-”号填列）	45	321,330.19	-1,512,443.78	-1,191,113.59	-778,357.74	-672,468.48	-1,450,826.22

机构负责人：胡志军

复核：Denny、陈堃

制表：朱晓明

现金流量表

会民非 03

编制单位：出色伙伴

2021-12-31

单位：元

项目	行次	金额
一、业务活动产生的现金流量		
接受捐赠收到的现金	1	1,769,861.26
收取会费收到的现金	2	0.00
提供服务收到的现金	3	500.00
销售商品收到的现金	4	27,959.99
政府补助收到的现金	5	0.00
收到的其他与业务活动有关的现金	6	303,536.56
现金流入小计	7	2,101,857.81
提供捐赠或者资助支付的现金	8	0.00
支付给员工以及为员工支付的现金	9	1,342,462.01
购买商品、接受服务支付的现金	10	15,745.62
支付的其他与业务活动有关的现金	11	1,279,233.20
现金流出小计	12	2,637,440.83
业务活动产生的现金流量净额	13	-535,583.02
二、投资活动产生的现金流量		
收回投资所收到的现金	14	978,081.68
取得投资收益所收到的现金	15	9,307.53
处置固定资产和无形资产所收回的现金	16	0.00
收到的其他与投资活动有关的现金	17	0.00
现金流入小计	18	987,389.21
购建固定资产和无形资产所支付的现金	19	3,425.00
对外投资支付的现金	20	329,711.54
支付的其他与投资活动有关的现金	21	0.00
现金流出小计	22	333,136.54
投资活动产生的现金流量净额	23	654,252.67
三、筹资活动产生的现金流量		
借款所收到的现金	24	0.00
收到的其他与筹资活动有关的现金	25	0.00
现金流入小计	26	0.00
偿还借款所支付的现金	27	0.00
偿付利息所支付的现金	28	0.00
支付的其他与筹资活动有关的现金	29	0.00
现金流出小计	30	0.00
筹资活动产生的现金流量净额	31	0.00
四、汇率变动对现金的影响额		
现金流入小计	32	0.00
现金流出小计	33	0.00
汇率变动对现金的影响额净额	34	0.00
五、现金净增加额	35	118,669.65

机构负责人：胡志军

复核：Denny、陈堃

制表：朱晓明

2021年度财务报表附注

(除特别说明, 以人民币元表述)

一、基本情况

出色伙伴通过同辈热线交流, 分享与倾诉, 化解家人们对子女的担忧。通过培训、分享提升家长对新事物的了解, 并成为支持别的家庭化解纠纷的沟通大使。13年来, 帮助上万个妈妈从小爱走向大爱, 从关注自己小家到帮助大家。在志愿工作中, 这些家长志愿者充分发扬家庭美德, 积极促进家庭和睦、促进下一代健康成长, 进而使千千万万个家庭成为国家发展、民族进步、社会和谐的重要基点。

家庭和睦是社会和谐的基础, 出色伙伴将积极探索新时代家庭观, 建设相亲相爱的家庭关系、弘扬向上向善的家庭美德, 践行共建共享的家庭追求, 帮助更多的人追求美好生活, 为“三家建设”贡献力量。

二、财务报表的编制基础

出色伙伴管理层对出色伙伴持续运营能力评估后, 认为出色伙伴不存在可能导致持续运营产生重大疑虑的事项或情况, 出色伙伴财务报表是按照持续运营假设为基础编制的。

三、财务报表符合《民间非营利组织会计制度》的声明

出色伙伴财务报表的编制符合《民间非营利组织会计制度》的要求, 真实、完整地反映了出色伙伴的财务状况、业务活动情况和现金流量。

四、主要会计政策**1、会计制度**

出色伙伴执行中华人民共和国财政部颁发的《民间非营利组织会计制度》及其补充规定。

2、会计期间

出色伙伴以1月1日起12月31日止为一个会计年度。

3、记账本位币

出色伙伴以人民币为记账本位币。

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4、记账基础和计价原则

出色伙伴会计核算以权责发生制为记账基础, 资产以历史成本为计价原则。

5、外币业务核算方法

出色伙伴会计年度内涉及的外币经营业务, 按实际业务发生日的外币现汇买入价折合为人民币记账, 年末对货币性项目按年末的汇率中间价进行调整, 由此产生的汇兑损益, 按用途及性质计入当期费用或予以资本化。

6、短期投资核算方法

短期投资指出色伙伴持有的能够随时变现并且持有时间不准备超过一年(含一年)的投资, 包括低风险银行委托理财、货币基金等。出色伙伴不直接投资于股票、权证、期货、债券、非货币基金等高风险投资品种。

短期投资在取得时按照投资成本计量。

处置短期投资时, 应将实际取得的价款与短期投资账面价值的差额确认为当期投资损益。

7、坏账核算办法

出色伙伴的坏账核算采用备抵法, 坏账准备的计提采取个别认定法。对押金/保证金类账款余额和其它账龄在一年以内的账款不计提坏账准备;

出色伙伴的坏账确认标准:

- (1) 债务人破产或死亡, 以其破产财产或遗产清偿后, 仍然不能收回的;
- (2) 债务人较长时期内未履行其偿债义务, 并有足够的证据表明无法收回或收回的可能性极小。

8、存货核算方法

- (1) 存货分类: 出色伙伴存货包括在日常业务活动中持有以备销售或捐赠的, 或者将在提供服务或日常管理过程中耗用的材料、物资、商品等。
- (2) 取得和发出的计价方法: 购入材料、物资、商品等按取得时的实际成本计价, 发出材料、物资、商品等按移动加权平均计价法计价。
- (3) 存货的盘存制度: 出色伙伴存货每年定期盘点一次。

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Everyone should have an equal and dignity life.

9、固定资产计价及其折旧方法

固定资产是指为行政管理、提供服务、生产商品或者出租目的而持有的，预计使用年限超过1年，且单位价值较高的资产。

- (1) 固定资产按取得时实际成本计价。
- (2) 固定资产折旧采用年限平均法计算。按固定资产的原值和估计使用年限扣除残值率确定其折旧率，年分类折旧率如下：

资产类别	使用年限	残值率	年折旧率
电子设备	3年	10%	30%
办公家具	5年	10%	18%

10、预计负债的确认原则

如果与或有事项相关的义务同时符合以下条件，出色伙伴将其确认为负债，以清偿该负债所需支出的最佳估计数予以计量，并在资产负债表中单列项目予以反映：

- (1) 该义务是出色伙伴承担的现时义务。
- (2) 该义务的履行很可能导致经济利益流出。
- (3) 该义务的金额能够可靠地计量。

11、限定性净资产、非限定性净资产确认原则

资产或资产所产生的经济利益(如资产的投资利益和利息等)的使用受到资产提供者或者国家有关法律、行政法规所设置的时间限定或(和)用途限定，则由此形成的净资产为限定性净资产；除此之外的其他净资产，为非限定性净资产。

12、收入确认原则

收入是指民间非营利组织开展业务活动取得的、导致本期净资产增加的经济利益或者服务潜力的流入。收入应当按照其来源分为捐赠收入、政府补助收入、提供服务收入、投资收益、商品销售收入和其他收入等。

出色伙伴在确认收入时，应当区分交换交易所形成的收入和非交换交易所形成的收入。

出色伙伴按下规定确认收入实现，并按已实现的收入记账，计入当期损益：

销售商品，已将商品所有权上的主要风险和报酬转换给购货方；既没有保留通常与所有权相联系的继续管理权，也没有对已售出的商品实施控制；与交易相关的经济利益能够流入；相关收入和成本能够可靠地计量时确认收入。

提供劳务或服务，在同一会计年度内开始并完成的劳务或服务，应当在完成劳务或服务时确认收入；如果劳务或服务的开始和完成分属不同的会计年度，可以按照完工进度完成的工作量确认收入。

让渡资产使用权，与交易相关的经济利益能够流入；收入的金额能够可靠地计量。

无条件的捐赠或政府补助，在收到时确认收入；附条件的捐赠或政府补助，在取得捐赠资产或政府补助资产控制权时确认收入；但当出色伙伴存在需要偿还全部或部分捐赠资产或者相应金额的现时义务时，应当根据需偿还的金额确认一项负债和费用。

五、财务报表主要项目注释

1、货币资金

类别	年初账面余额	年末账面余额
库存现金	0.00	0.00
银行存款	230,796.77	351,225.74
其他货币资金	4,812.57	3,053.25
合计	235,609.34	354,278.99

2、短期投资

类别	年初账面余额	年末账面余额
银行理财	1,453,000.00	821,000.00
余额宝、余利宝	26,235.64	9,857.68
合计	1,479,235.64	830,857.68

3、应收款项

(1) 应收款项

应收款项类别	年初账面余额		年末账面余额	
	账面余额	坏账准备	账面余额	坏账准备
一、应收账款	2,029,558.19		2,029,558.19	
1、彩虹伙伴公益基金	1,579,009.67		1,579,009.67	
2、爱心无相公益基金	450,548.52		450,548.52	

二、其他应收款	39,285.00	39,285.00	61,385.00	61,385.00
合计	2,068,843.19	2,068,843.19	1,175,096.86	1,175,096.86

注：应收账款均为项目筹款，款项由项目相应基金会托管。

(2) 其他应收款项账龄：

账龄	年初账面余额			年末账面余额		
	账面余额	坏账准备	账面价值	账面余额	坏账准备	账面价值
1年以内	32,285.00		32,285.00	28,000.00		28,000.00
1-2年	2,000.00		2,000.00	32,385.00		32,385.00
2-3年	5,000.00		5,000.00	1,000.00		1,000.00
3年以上	0.00		0.00	0.00		0.00
合计	39,285.00		39,285.00	61,385.00		61,385.00

(3) 其他应收款项主要内容：

类别	年初账面余额		年末账面余额	
	账面余额	占其他应收款总额比例	账面余额	占其他应收款总额比例
水桶押金	150.00	0.37%	150.00	0.24%
淘宝押金	5,000.00	12.73%	0.00	0.00%
办公室押金	30,135.00	76.71%	32,235.00	52.51%
支付宝押金	1,000.00	2.55%	1,000.00	1.63%
拼多多押金	1,000.00	2.55%	0.00	0.00%
抖音押金	0.00	0.00%	4,000.00	6.52%
业务活动借款	2,000.00	5.09%	24,000.00	39.1%
合计	39,285.00	100.00%	61,385.00	100.00%

4、预付账款

(1) 预付账款账龄：

账龄	年初账面余额			年末账面余额		
	账面余额	坏账准备	账面价值	账面余额	坏账准备	账面价值
1年以内	1,000.00		1,000.00	9,549.00		9,549.00

1年以上	0.00	0.00	0.00	0.00
合计	1,000.00	1,000.00	9,549.00	9,549.00

(2) 预付账款主要内容：

类别	年初账面余额		年末账面余额		付款时间
	账面余额	占预付账款总额的比例	账面余额	占预付账款总额的比例	
亿富科技	1,000.00	100.00%	0.00	0.00%	1年以内
薯片科技	0.00	0.00%	5,949.00	62.30%	1年以内
势成咨询	0.00	0.00%	3,600.00	37.70%	1年以内
合计	1,000.00	100.00%	9,549.00	100.00%	

5、存货

存货明细如下：

类别	年初账面余额	本年增加额	本年减少额	年末账面余额
茶叶	0.00	0.00	0.00	0.00
友好空间台架	97.50	0.00	0.00	97.50
彩虹手环	502.88	0.00	462.06	40.82
彩虹胸花	767.00	0.00	767.00	0.00
彩虹抱枕套	399.04	4,993.80	4,936.71	456.13
动物抱枕套	1,248.00	0.00	744.00	504.00
鼠标垫	22.50	840.00	726.94	135.56
彩虹围巾	0.00	509.00	0.00	509.00
小彩虹旗	673.94	541.00	780.64	434.30
红色围巾	255.00	0.00	255.00	0.00
Pride布袋	51.20	213.00	51.20	213.00
出色伙伴T恤	0.00	1,587.31	1,564.70	22.61
充电宝套装	0.00	700.00	630.00	70.00
抱枕芯	128.50	5,415.76	5,321.41	222.85
骄傲T恤	5,582.94	0.00	2,718.97	2,863.97
Love is love T恤	40.61	0.00	40.61	0.00
亲家帆布袋	1,000.00	2,000.00	3,000.00	0.00
合计	10,769.11	16,799.87	21,999.24	5,569.74

6、固定资产

(1) 固定资产情况如下：

类别	年初账面余额	本年增加额	本年减少额	年末账面余额
固定资产原值合计	79,332.05	4,815.10	0.00	84,147.15
累计折旧合计	45,554.15	13,791.20	0.00	59,345.35
固定资产账面价值合计	<u>33,777.90</u>	<u>4,815.10</u>	<u>13,791.20</u>	<u>24,801.80</u>

(2) 固定资产用途如下：

出色伙伴账面固定资产全部为自用固定资产。

7、无形资产

类别	年初账面余额	本年摊销额	年末账面余额
无形资产账面价值合计	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>

8、应付款项

应付款项主要是其他应付款，均为活动AA代收款。

类别	年初账面余额	本年增加额	本年减少额	年末账面余额
应付账款	0.00	25,618.72	22,468.72	3,150.00
其他应付款	39,704.10	179,098.73	160,503.62	58,299.21
合计	<u>39,704.10</u>	<u>204,717.45</u>	<u>182,972.34</u>	<u>61,449.21</u>

9、应交税金

税费类别	税率	年初数	年末数
城市维护费	7%	0.00	0.00
地方教育费附加	2%	0.00	0.00
教育费附加	3%	0.00	0.00
增值税	1%	0.00	0.00
合计	—	<u>0.00</u>	<u>0.00</u>

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10、净资产

类别	年初账面余额	本年增加额	本年减少额	年末账面余额
非限定性净资产	2,050,320.01	594,023.44	1,143,707.96	1,500,635.49
限定性净资产	1,739,211.07	683,256.58	1,584,398.28	838,069.37
合计	<u>3,789,531.08</u>	<u>1,277,280.02</u>	<u>2,728,106.24</u>	<u>2,338,704.86</u>

11、捐赠收入

类别	上年发生额	本年发生额
限定性捐赠收入	634,098.42	600,000.00
其中：货币捐赠	634,098.42	600,000.00
非货币捐赠	0.00	0.00
非限定性捐赠收入	343,515.75	294,599.03
其中：货币捐赠	343,515.75	294,599.03
非货币捐赠	0.00	0.00
合计	<u>977,614.17</u>	<u>894,599.03</u>

12、提供服务收入

类别	上年发生额	本年发生额
企业赞助	300,590.56	500.00
公众号	0.00	0.00
合计	<u>300,590.56</u>	<u>500.00</u>

13、商品销售收入

商品类别	上年发生额	本年发生额
淘宝微店及其他义卖	13,586.57	27,959.99
合计	<u>13,586.57</u>	<u>27,959.99</u>

14、投资收益

类别	上年发生额	本年发生额
银行理财及余额宝	41,085.89	9,671.25
合计	<u>41,085.89</u>	<u>9,671.25</u>

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Everyone should have an equal and dignity life.

15、其他收入

类别	上年发生额	本年发生额
利息收入、其他收入等	2,048.79	1,068.28
合计	2,048.79	1,068.28

16、业务活动成本

类别	上年发生额	本年发生额
项目人力成本（含五险一金、兼职、实习生）	1,019,401.17	1,179,319.12
交通费	331,948.03	249,281.11
住宿费	131,413.59	101,906.99
服务费	109,647.00	88,944.84
会议费	123,829.90	86,188.00
餐饮费	129,242.61	73,036.93
项目税费	26,888.78	59,131.27
物料费	22,701.73	52,679.64
讲师费	47,468.00	50,450.00
宣传推广费	31,036.80	13,365.35
快递费	13,708.40	8,720.01
商品成本	31,985.70	7,318.20
保险费	4,996.00	5,586.00
其他	3,333.71	0.00
合计	2,027,601.42	1,975,927.46

17、管理费用

类别	上年发生额	本年发生额
薪酬及福利费（含五险一金、兼职、实习生）	136,899.48	143,587.09
租赁费	114,320.00	122,843.00
培训费	96,787.80	32,510.32
行政办公费	35,777.61	28,085.17
餐饮费	10,929.35	15,108.76
折旧费	12,408.27	13,791.20
水电费	10,036.21	12,244.28
其他费用	3,575.50	11,234.93
物业管理费	10,804.57	6,178.21
电话网络费	5,017.26	5,752.10
财务费用	2,701.48	565.00
维修费	1,500.00	284.43
快递费	216.24	30.00
合计	440,973.77	392,214.49

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18、筹资费用

类别	上年发生额	本年发生额
宣传推广物资费	43,824.43	10,314.92
快递费	1,704.00	4,153.20
餐饮费	3,904.24	1,182.91
差旅考察费	3,871.24	452.80
通讯费	2,349.00	369.99
合计	55,652.91	16,473.82

六、顾问团队成员和员工的数量、变动情况以及获得的薪金等报酬情况的说明

截至2021年12月31日止，出色伙伴顾问团队共7人，专业顾问共2人，在出色伙伴均不领取报酬。

截至2021年12月31日止，出色伙伴共有全职员工9人，兼职员工6人。出色伙伴本年度全职员工共有2人入职，4人离职。

出色伙伴本年度全职员工工资总额为人民币1,041,312.09元。本年度兼职工资总额为人民币133,393.21元，实习生津贴总额为人民币1,550.00元。

七、资产提供者设置了时间或用途限制的相关资产情况的说明

出色伙伴本年度共收到限定性捐赠款项折合人民币1,515,846.33元，均来自于单位或个人捐赠。出色伙伴按照协议规定，将相关资产用于协议指定的活动项目。

截至2021年12月31日止，出色伙伴限定性净资产余额人民币1,500,635.49元，非限定性净资产余额人民币838,069.37元。

八、受托代理业务情况的说明

出色伙伴本年度没有受托代理业务。

九、重大资产减值情况的说明

出色伙伴本年度没有发生重大资产减值情况。

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Everyone should have an equal and dignity life.

十、公允价值无法可靠取得的受赠资产和其他资产的说明

无。

十一、接受劳务捐赠情况的说明

出色伙伴本年度组织线下活动超过469场，400热线咨询累计服务730小时，线上团队分享60余场，直播团队直播共计超过100小时。均有志愿者参与其中。

十二、对外承诺和或有事项情况的说明

出色伙伴本年度没有对外承诺事项和或有事项。

十三、资产负债表日后非调整事项的说明

出色伙伴本年度没有资产负债表日后非调整事项。



**Improve the Living Conditions of LGBT
with Joint Efforts of Families and Friends.**



Thanks