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**Year One** 









"The launch of .gay is meaningful, not only through representation, but through industry-leading anti-hate measures timed at launch to guarantee that .gay as an entire namespace will always be an LGBTQ-friendly space."

Associated Press (AP News)







With the launch of .gay, Top Level Design set out to create a platform to uphold, fund, and celebrate LGBTQ+ communities, and in so doing, created a brand culture that LGBTQ+ people, organizations, and businesses see as valuable.

This inaugural Impact Report covers .gay's community impact and giving through 2020, the domain's first year of operation. We spent years preparing for the launch of the domain, conducted months of <u>audience research</u> in partnership with Edelman, and worked with trusted LGBTQ+ leaders, nonprofit organizations, and community partners to get it right.

We can now show that .gay has the potential to:

- elevate and legitimize community ideas, businesses, and projects while connecting allies directly to the queer zeitgeist
- help position businesses as allies with LGBTQ+
  communities and nonprofit circles, while providing an
  easy-access way to boldly show support for gay people
- strengthen LGBTQ+ audience reach and community impact for businesses and brands by way of the .gay partner network, giving components, and PR generated by .gay
- provide a vehicle and entry point to businesses interested in promoting their diversity, equity, and inclusion initiatives

From major brands like Calvin Klein, Absolut Vodka, and GoDaddy to out celebrities like George Takei, Adam Lambert, and Roxane Gay to LGBTQ+ organizations like PFLAG National, ActionLink, and the Feel Something Foundation, the .gay community grew into one of the most vibrant, diverse, and supportive online spaces in its first year on the market!

# The .gay difference

We have set a higher bar by creating a historic, industry-first approach that has changed the way people think about domain names.

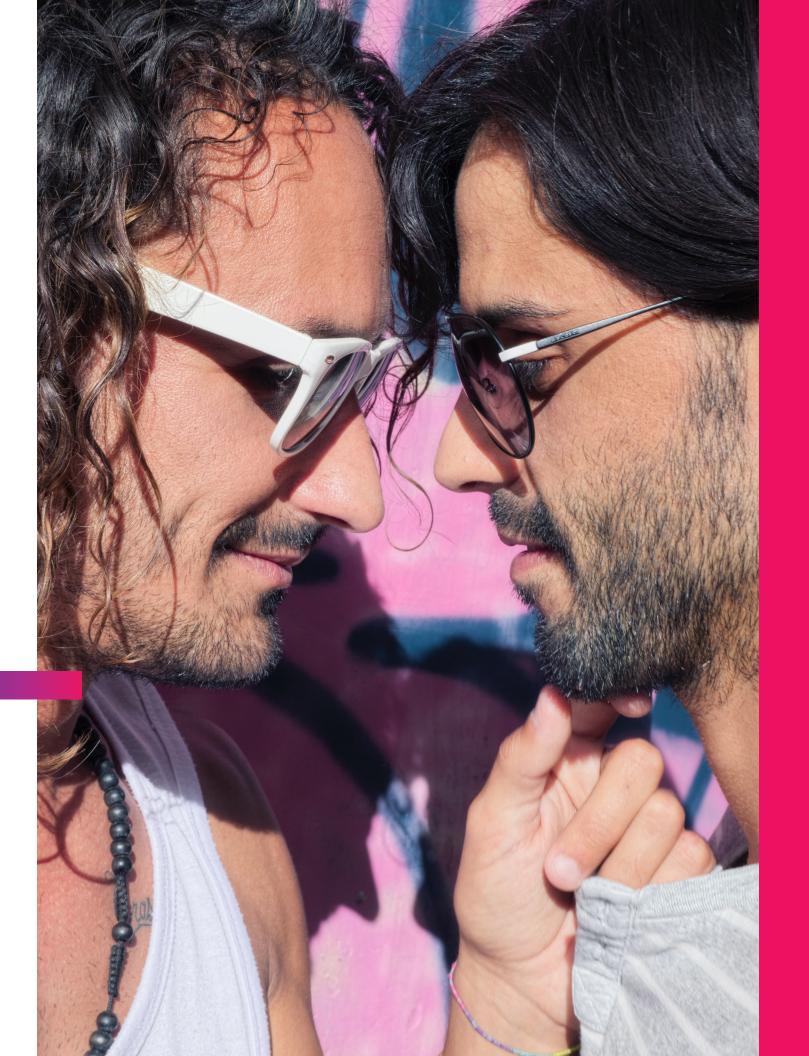
.gay is the first and only domain extension to ban hateful content and recognized hate groups, while proactively taking down domains associated with verified reports of anti-LGBTQ+ or hateful content.

.gay is the first and only domain extension to fund nonprofit LGBTQ+ community groups, with 20% of all new registration revenue (not just profit) being donated.

This has resulted in an unprecedented and powerful platform to celebrate, protect, and support LGBTQ+ people.

"A master class in domain launching!"

Name.com



BY THE NUMBERS

**AMOUNT DONATED 2020** 

\$148,864<sup>.41</sup>

raised for LGBTQ+ Community

Beneficiaries GLAAD and CenterLink

**BRAND REACH 2020** 

564,000,000+

people reached through <u>our public</u> launch and press tour

**THE LIBRARY 2020** 

2,300,000+

people watched our web series

<u>The Library</u> across multiple channels since it premiered in September

**AMOUNT OF .GAY REGISTRATIONS 2020** 

Over 6,400

brands and individuals <u>registered their</u> <u>own .gay domain</u> names during .gay's first year on the market

### MESSAGE FROM THE CEO



The .gay platform is centered in gay joy and an unwavering belief in the inherent value of all LGBTQ+ people. Everything we do at .gay is about increasing visibility and providing support, as well as promoting dignity and helping to establish a baseline of safety and respect for these communities and their allies online.

- Ray King, CEO, Top Level Design

# **agay** IMPACT REPORT

# .gay Gives

Our beneficiary partners are GLAAD and CenterLink, which offer vital tools and life-saving services to LGBTQ+ communities. We chose CenterLink, an umbrella organization for over 250 LGBTQ+ centers across the US and around the world, because of their efforts to provide safe physical spaces that liberate, dignify, and empower LGBTQ+ lives, love, and families. We are equally honored to partner with GLAAD, whose preeminent legacy and continued work is rooted in fighting against misrepresentation and hate in the media. The GLAAD Media Reference Guide is core to our marketing and policies.







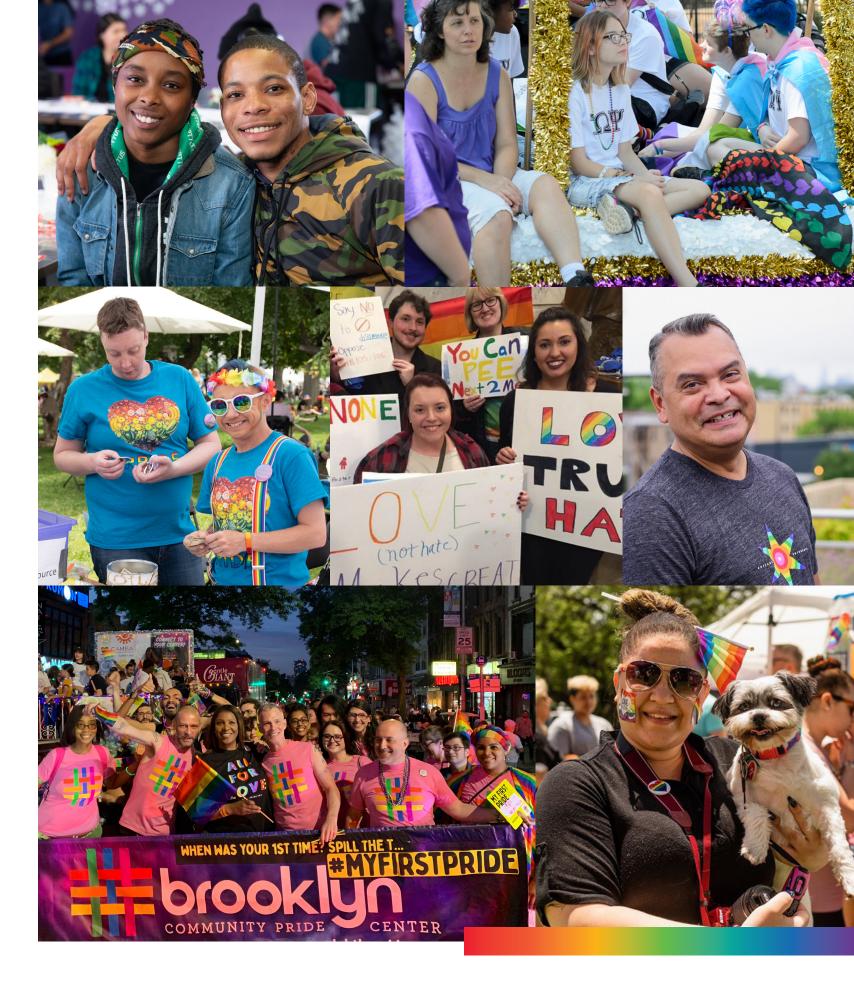
Denise Spivak
CEO. CenterLink

"CenterLink is proud to partner with .gay to
lift up LGBTQ voices and create more gay-friendly
spaces on the internet. .gay's generous support of
CenterLink and the Center Action Network ensures
that those voices are heard as we engage and
mobilize LGBTQ people across the country.

As COVID-19 swept the country in 2020, CenterLink was able to provide support to over 260 LGBTQ community centers who remained on the front lines, thanks in part to generous donations from .gay. CenterLink offered training and technical assistance, expanded resources, and regranted over \$1.3 million back to our member network. Our member centers continued to offer critical services such as medical care, mental health counseling, virtual support groups, hot meals, shelter and housing, wellness checks, distribution of nonperishable foods and hygiene products, and employment counseling. We are deeply grateful for .gay's

Serving LGBTQ+ community centers across the country in 45 states, Puerto Rico and the District of Columbia, as well as centers in Canada, China, and Australia, CenterLink assists newly forming community centers and helps strengthen existing LGBTQ+ centers through networking opportunities for center leaders, peer-based technical assistance and training, and a variety of capacity-building services.

partnership."



"The .gay initiative is another critical step in continuing to spread LGBTQ visibility and representation across the internet. GLAAD's mission is to accelerate acceptance for the LGBTQ community through the media, and the proceeds from our partnership with .gay enable us to continue this core work, while also supporting local LGBTQ centers, via CenterLink, who provide direct services to our community during this unprecedented time of need. Over the past year, the .gay initiative has helped to foster a growing environment of LGBTQ visibility and representation online. At this critical time in the fight for LGBTQ equality, .gay is creating safe spaces for our community online and helping to fund GLAAD's culture-changing programs that accelerate LGBTQ acceptance."



John McCourt **Senior Director of Business Development and Integrated** Marketing, GLAAD

GLAAD rewrites the script for LGBTQ+ acceptance. As a dynamic media force, GLAAD tackles tough issues to shape the narrative and provoke dialogue that leads to cultural change. GLAAD protects all that has been accomplished and creates a world where everyone can live the life they love.

### NOTABLE .GAY HIGHLIGHTS







George.gay

Roxane.gay

BillieJeanKing.gay







JuanitaMore.gay

FeelSomething Foundation.gay

BrightLightx2.gay









CalvinKlein.gay

Grindr.gay

PFlag.gay

Absolut.gay









Atari.gay

CenterLink.gay

GoDaddy.gay

Instinct.gay



PRESS MAJOR BRANDS

























"The launch comes some 50 years after the first Pride march, and is a bid for inclusion and diversity online. It is also hoping to mark out a safer online space for queer and trans folks online. Instead of trying to grab a .com, .org, or .net, you can live out loud and proud on your very own corner of the internet, square on Gay street."

Out Magazine

















"The .gay domain was created to inspire businesses, organizations and individuals to stand together for something bigger. From leading companies and innovative brands, to small businesses and community organizations, .gay early adopters have already begun building a robust community"

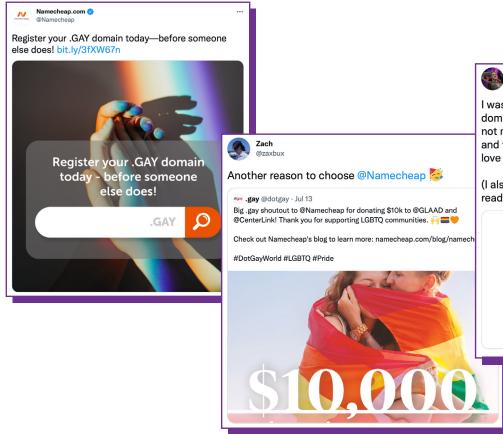
Yahoo! Entertainment

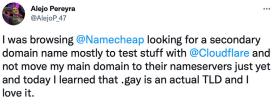


# **Partner Spotlight**

.gay domains are sold through our global network of registrar partners. We saw the opportunity to create change within our industry and invite our many partners to help realize the vision of .gay as an LGBTQ+ friendly internet space.

We took the unique step of requiring that all of our registrar partners share our donation and anti-hate policies with their customers. The registrars that offer .gay domains believe in supporting global LGBTQ+ communities, and many of them have gone above and beyond in their efforts.





(I also love the disclaimer, that was a nice thing to read)

# alejo.gay 81% OFF (i)

### **BLACKNIGHT**

Blacknight is an important partner with a focus on its native Irish and regional European markets. They have longstanding supportive ties to LGBTQ+ events in Ireland, such as film and dating festivals, and have consistently used the launch of .gay to make a positive impact for their customers and communities. Ireland, as the first nation to legalize marriage equality through a popular vote, is a pioneer in equal rights, and Blacknight is likewise a loud-and-proud supporter of .gay. They began their own matching donation campaign with the launch of .gay benefiting Irish LGBTQ+ charity BeLonG To Youth Services. Blacknight sees .gay as a chance to communicate their own values, and they have published supportive and affirming blogs about appropriate language usage, LGBTQ+ history in Ireland and online safety resources.

### **NAMECHEAP**

Namecheap is currently the leading .gay registrar, with more names sold than any of our other partners. Their enthusiasm about .gay inspired their matching donation of an additional \$10,000 to our beneficiaries GLAAD and CenterLink in 2021. As one of the largest domain registrars in the world, Namecheap is an invaluable partner as we share .gay's story and invite LGBTQ+ communities to make it their own.



## SUPPORTIVE BRANDS

The companies and brands that invest in registering their .gay domains are an important part of the .gay community. In addition to demonstrating LGBTQ+ allyship and support, the following businesses and brands contributed to .gay's community vision by registering their names in 2020:

1-800-Flowers.com	Avast	Call It Spring	ECR International
3M	AVG Antivirus	Calvin Klein	Edelman
3Three	AWS	Canal+	eharmony
Finger Jack	AXA	CCleaner	el Jimador
AARP	Ballpark	Certina	Ellen
Absolut	Balmain Watches	Chambord	EMTRIVA
Accredo Health Group	Bank of America	Chappee	Entrepreneur
Adobe	Bath & Body Works	Clarivate	Magazine EPYC
Aidells	Baxi Potterton Myson	Commerzbank	
ALDO	Baxi-Innotech	COMPLERA	Ernst & Young
Ally Bank	baymak	Composely	Esselunga esserbella
Alteryx	BDR Thermea	Consumer Reports	
Amazon	Benriach	Countrywide Bank	Etro
AMD	Black Stallion	Cree	Eviplera
American Airlines	BlackRock	DACHS	Express Scripts
American Express	Blancpain	Dairy Queen	ExxonMobil
Amey	Bleacher Report	Delicato Family	Facebook
Andreessen Horowitz	boohoo.com	Wines	Feltrinelli
Andrews Water	boohooMAN	Derwent	Flik Flak
Heaters	Bosch	DESCOVY	Fords Gin
Ann Summers	Bota Box	Dietrich Thermique	Formula 1
Apple	Breguet	Dollar General	FXCM
ASOS	Broetje-Automation	Dunkirk	Gilead Sciences
Atari	Brown-Forman	Durex	Glashütte Original
Audible	Bugs Bunny	eBay	Glendronach
Auth0		<i>33</i>	Glenglassaugh

## SUPPORTIVE BRANDS

globo.com	Longines	Radeon	Time Out
Gnarly Head	Mailchimp	Rado	Tissot
GoDaddy	Main Heating	Rampant Rabbit	Tognella
Google	Manolo Blahnik	Rapid7	Transamerica
Grindr	Marriott	Remeha	Travel Gay
GUESS	Megaflo	Rick and Morty	TRUVADA
H&M	Mercado Libre	Ring	Tudor Watches
Hamilton Watch Company	Merrill	Rolex	Twitch
	Microsoft	Ryzen	Twitter
Harry Winston	Mido	Santon	TYBOST
Heatrae Sadia	Misspap	Scooby Doo	Tyson Foods
Herradura	Moelis	Scribd	Uber
Hillshire Farm	Mojan Studios	SenerTec	Udemy
Hilton	Nasty Gal	Servelite	USA Today
ICF	Niche.com	skokka	Venmo
IMDB	Nick Jonas	skull & bones	Visit Australia
Inside Rx	Noble Vines	Skyward	Visit Norway
Instagram	OctaFX	Slane	Warby Parker
Jack Daniels	Oertli	Smithsonian	WarnerMedia
Janie and Jack	OMEGA	Institution	Whatsapp
Janus Henderson	Oracle	Sofath	Whole Foods Marke
Jaquet Droz	Orix	Sonoma-Cutrer	Wolfspeed
Jimmy Dean	Paris Saint-Germain FC	State Fair Brand STRIBILD	Woodford Reserve
JP Morgan Chase			WordPress
Justice League	Patagonia	Swatch	Wright Brand Foods
Karen Millen	Paypal	Target	Xtube
Knickerbox	Photoshop	Taylor Swift	YouTube
KPMG	Pornhub	Techneco	Zappos
Lady Gaga	PrettyLittleThing	The Ritz-Carlton	Zillow
laESSE	Qurate Retail	The Westen Company	



### VIRAL MOMENT

# The Proud Boys.gay

When Donald Trump refused to condemn white supremacists during the first 2020 presidential debate and instead directed the "Proud Boys" hate group to "stand back and stand by," George Takei—Star Trek star, activist, and beloved King of the Internet—slyly suggested that LGBTQ+ Twitter reclaim the #ProudBoys hashtag.

To amplify and preserve the viral moment, .gay partnered with George Takei to create the website <a href="TheProudBoys.gay">TheProudBoys.gay</a> which featured LGBTQ+ couples reclaiming the hashtag in the name of love and acceptance.



George Takei @ @GeorgeTakei · Oct 1, 2020 · · · · I wonder if the BTS and TikTok kids can help LGBTs with this. What if gay guys took pictures of themselves making out with each other or doing very gay things, then tagged themselves with #ProudBoys. I bet it would mess them up real bad. #ReclaimingMyShine

2K

12.6K









Brad and I are #ProudBoys, legally married for 12 years now. And we're proud of all of the gay folks who have stepped up to reclaim our pride in this campaign. Our community and allies answered hate with love, and what could be better than that.



3:09 PM · Oct 4, 2020 · Twitter for iPad

12.3K Retweets 1,016 Quote Tweets 102.1K Likes





I hear The Proud Boys are quite unhappy with me.
Oops! Well, I've started to collect some of the fabulous posts from our #ProudBoys campaign, working my friends at dotgay. Check out the first carousel of images at



### TheProudBoys.gay

"Look up what's trending now on #ProudBoys. You're welcome, Internet." - George TakeiWhen Donald Trump refused to condemn white supremacists durin...

& theproudboys.gay

5:48 PM · Oct 5, 2020 · Twitter for iPhone

3,447 Retweets 192 Quote Tweets 27.2K Likes





"Get used to it, people! It's a .gay world."

Michelle Collins, SiriusXM





# GAY GOOD

Learn more and register your .gay name now at **ohhey.gay**