

# **BOARD OF DIRECTORS MEETING**

July, 7 2021 Being Produced Remotely

# AGENDA

# ITEMS

# 1. Standing Items (70 mins)

# I. Welcome, Check In, and Land Acknowledgement

- A. Called to Order Timestamp:
- B. Welcome:
- C. Land Acknowledgement read by:

# II. Attendance:

- A. Present:
- B. Apologies:
- C. Not Present:
- D. Quorum Attained Timestamp:

# III. Appointment of Timekeeper, Vibe Watcher, and Stack Monitor

- A. Timekeeper:
- B. Vibe Watcher:
- C. Stack Monitor:

# **IV. Read Mission Statement and Financial Protocol**

- A. Mission Statement read by:
- B. Financial Protocol read by:

# V. Approval of Agenda

Timestamp:

# **VI.** Announcements

Please make sure to post details in the chat: date, time, name of event, any links for more information.

# VII. Reports

- A. President -
- B. Vice President -
- C. Treasurer -
- D. Secretary -
- E. Executive Director (*attached*)
- F. Board Committee Reports:
  - Policies & Procedures
  - Community Affairs
  - Audit
  - Development
  - Budget & Finance



- <u>2.</u> <u>Old Business</u> (0 min) A. None
- <u>New Business</u> (15 minutes)
   A. Discussion regarding Annual General Membership Meeting to be held on September 11, 2021
- 4. Public Comment (2 mins limit per person 10 mins total)
- 5. <u>In Memoriam</u> (5 mins) Please post names in the chat
- 6. Adjournment Timestamp:

Approximate Duration: (95 minutes)

# Closed session may occur after adjournment

# SAN FRANCISCO PRIDE

## Mission Statement;

The mission of the San Francisco Lesbian, Gay, Bisexual, Transgender Pride Celebration Committee is to educate the world, commemorate our heritage, celebrate our culture, and liberate our people.

#### Land Acknowledgement Statement (as of January 28, 2021):

We at San Francisco Pride acknowledge that we are meeting on the unceded ancestral homeland of the Ramaytush Ohlone peoples, the original inhabitants of the San Francisco peninsula.

#### Financial Protocol:

No expenditure can be incurred without going through the Executive Director in advance. This includes reimbursement of expenses outside of the set guidelines. If you expect to have an expenditure, prior approval must be sought from the Executive Director as soon as possible. Procedures exist and checks and balances are in place to ensure that all expenditures go through a proper approval process with the Board. All expenditures are accounted for during the

#### Public Comment:

The public comment portion of the meeting is an opportunity for those with no say in the formulation of the agenda (i.e. those who are not members of the board) to speak during the meeting. Public comment is offered in a spirit of open communication and the organization being receptive to new ideas and constructive suggestions. The Chair of the meeting may adopt a flexible approach

#### Procedures for the formulation of the member meeting Agenda: (standing rule #9)

A. Every meeting of the membership shall have a written agenda

- B. The agenda shall consist of:
  - a. Standing Items
  - b. Old Business
  - c. New Business

C. Standing Items shall be items which either the general membership and/or board resolves at a prior meeting be placed upon the agenda at subsequent meetings.

D. Old Business shall be items of business from previous meetings which shall not have been concluded and shall be added to the agenda by the Board President.

E. New Business items shall be items not being either standing items or old business which it shall be in the purview of the membership to discuss. New business items shall be added to the agenda by the Board President, the board or by any three general members.

F. Items of new business may be added to the agenda if communicated to the Board President in writing fourteen days prior to the published date of the meeting. Communication may be in the form of a letter and where an addition is being proposed by three general members each must sign a letter requesting such addition.

G. No item(s) shall be added to the Agenda at the meeting.

# SAN FRANCISCO PRIDE

## **Consensus Model for Decision Making:**

Standing Rule #8, All Board Meetings shall use the following consensus model for decision making:

When it appears that the group is nearing consensus or when a voting member has asked that the group move to consensus,

the facilitator shall ask:

- 1. Is there any further discussion?
- 2. Are there any objections? (Does anyone wish to stand aside?)
- 3. Do we have consensus?

A voting member may only block consensus if s/he has an alternative suggestion. If the alternative also does not produce

consensus, another motion must be presented, or the issue must be dropped/tabled. If an individual cannot support the consensus statement but does not wish to block consensus s/he may stand aside. The objections shall be noted in the minutes. Friendly amendments can be offered (if appropriate), though the person who initiated the motion is not obligated to accept them.

If a tabled issue is still at an impasse at the following meeting, a voting member must make a motion on which the group will vote. The motion requires a simple majority to pass (unless otherwise noted in the by aws). If an issue is at an impasse and is time sensitive (i.e., it cannot be tabled to a future meeting), a voting member must make a motion on which the group will vote. The motion requires a simple majority to pass (unless otherwise noted in the by aws).

The consensus model shall use the following ground rules:

1. Participants should not speak out of turn. The facilitator will recognize hands in the order in which they were raised. Those who have not spoken on an issue will be given the option to do so before anyone speaks a second time.

2. Comments should be brief, respectful, and relevant to the topic being discussed. Participants should avoid repetition and focus

on closure.

3. The facilitator shall put time limits on the discussion and choose a timekeeper. The time for discussion can be xtended by group consensus.

4. Participants should accept decisions with which they can live to avoid debating minutia.

5. When appropriate, the facilitator may call a break in the meeting to allow the person blocking consensus and

the person initiating the motion to try to work out an alternative together.

6. Everyone is equal.

7. Derogatory personal comments are inappropriate.

8. In groups of 20 or more, the decision-making process uses a modified form of consensus. An individual who blocks consensus must still offer an alternative. One alternative may be a suggestion to use Robert's Rules of Order to resolve the issue under consideration. If the group (less the block) rejects the alternative, the group may then resolve to override the block for a "modified consensus minus one." If two individuals block consensus, the standard form of consensus shall be used.

It is a good idea for someone to read these rules aloud at the beginning of a meeting, especially when new people are present. All Board members should receive training in these rules at the Board retreat.

11:25 AM

07/02/21

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Statement of Cash Flows June 2021

	Jun 21
OPERATING ACTIVITIES Net Income Adjustments to reconcile Net Income	-283,285.08
to net cash provided by operations: 0240 · Corporate card 0250L · Payroll Taxes Due Payable	12,726.25 3,179.88
Net cash provided by Operating Activities	-267,378.95
INVESTING ACTIVITIES 0195 · Other Deposits	6,741.36
Net cash provided by Investing Activities	6,741.36
FINANCING ACTIVITIES 0261 · Fresno First Line of Credit	7,413.00
Net cash provided by Financing Activities	7,413.00
Net cash increase for period	-253,224.59
Cash at beginning of period	708,487.93
Cash at end of period	455,263.34

11:37 AM 07/02/21

Accrual Basis

:37 AM

SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Balance Sheet

As of June 30, 2021

	Jun 30, 21
ASSETS	
Current Assets Checking/Savings 0101 · Wells Fargo Bank Checking	
0101A · Restricted Funds 0101AGR · Howard Grayson LGBT 0101ALA · Latin Stage 0101API · Pink Triangle 0101ASI · Sistahs Steppin 0101ASO · Soul of Pride	853.01 520.35 53,898.73 818.31 5,032.31
Total 0101A · Restricted Funds	61,122.71
0101 · Wells Fargo Bank Checking - Other	-42,871.76
Total 0101 · Wells Fargo Bank Checking	18,250.95
0102 · WellsFargo MarketRate (Reserve) 0104 · WellsFargo Bank Savings 0113 · Petty Cash Account	410,412.83 26,544.33 55.23
Total Checking/Savings	455,263.34
Accounts Receivable 0115 · Accounts Receivable (General)	19,500.00
Total Accounts Receivable	19,500.00
Total Current Assets	474,763.34
Fixed Assets 0140 · FURNITURE & EQUIPMENT 0140a · Furniture & Equipment 0141 · Accumulated Depreciation	4,999.51 -4,999.51
Total 0140 · FURNITURE & EQUIPMENT	0.00
Total Fixed Assets	0.00
Other Assets	
0189 · TRADEMARKS 0189A · Trademarks 0189B · Accumulated Amortization	60,610.96 -57,510.96
Total 0189 · TRADEMARKS	3,100.00
0195 · Other Deposits	88,969.23
Total Other Assets	92,069.23
TOTAL ASSETS	566,832.57
LIABILITIES & EQUITY Liabilities Current Liabilities	
Other Current Liabilities 0240 · Corporate card 0250L · Payroll Taxes Due Payable 0255L · Vacation Time Account Payable	18,032.40 221.98 14,943.82
Total Other Current Liabilities	33,198.20
Total Current Liabilities	33,198.20
Long Term Liabilities 0261 · Fresno First Line of Credit	7,413.00
Total Long Term Liabilities	7,413.00
Total Liabilities	40,611.20

11:37 AM 07/02/21

Accrual Basis

SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Balance Sheet

As of June 30, 2021

	Jun 30, 21
Equity	
3000 · Opening Bal Equity	81,844.00
3100 · Temp Restricted Net Assets (TRN	344,875.00
3800.1 · NetAssetsReleased, UnRestrict	425,490.00
3800.4 NetAssetsReleased, TempRestrict	-425,490.00
3900 · Retained Earnings	916,344.32
Net Income	-816,841.95
Total Equity	526,221.37
OTAL LIABILITIES & EQUITY	566,832.57

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#### 11:26 AM 07/02/21 Accrual Basis

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Profit & Loss

	Jun 2021	Oct 2020- June 2021
Ordinary Income/Expense		
Income		
0402 · Membership Income	1,275.00	4,265.50
0414 · Donations (Individual) Income	66,785.02	74,594.21
0417 · Corporate Sponsorship Income	170,000.00	221,375.00
0421 · Interest Income	4.20	45.86
0424 · Other Income		
0424PT · Pink Triangle	51,748.30	84,159.99
Total 0424 · Other Income	51,748.30	84,159.99
0430 · Grants For the Arts		
0430A · Pride - Grants for the Arts	50,000.00	100,000.00
Total 0430 · Grants For the Arts	50,000.00	100,000.00
0435 · Other Grants Income	0.00	62,500.00
0441 · Other Ticket Sales	25,779.55	25,779.55
0490 · Fundraising - General	753.00	45,950.18
4900 · Fiscal Sponsee Income		-,
4900.40 · Grants	0.00	10,000.00
4900.49 · Fundraising	0.00	5,000.00
Total 4900 · Fiscal Sponsee Income	0.00	15,000.00
Total Income	366,345.07	633,670.29
Gross Profit	366,345.07	633,670.29
Expense		
0600 · Advertising (Administrative)	0.00	466.52
0601 · Advertising (Event)	4,844.07	4,844.07
0602 · Bank Fees	8,231.56	10,563.31
0603 · Utilities and Maintenance	-,	,
0603C · Cleaning & General Maintenance	1.091.82	10,002.83
0603U · Utilities	0.00	981.98
Total 0603 · Utilities and Maintenance	1,091.82	10,984.81
0604 · Messenger Expense	0.00	64.00
0605 · Membership Dues Expense	0.00	120.00
0606 · Insurance Expense	21,991.38	29,040.14
0607 · Postage Expense	0.00	1,116.06
0608 · Copying/Printing Expense	7,326.84	7,457.53
0609 · Office Supplies Expense	394.32	3,265.02
0610 · Accounting/Auditing Expense	2,000.00	24,912.50
0612 · Other Supplies	4,262.32	4,527.32
0613 · Employee Benefits Expense		
0613M · Medical/Dental Benefits	4,642.39	40,031.22
Total 0613 · Employee Benefits Expense	4,642.39	40,031.22
	,	
0614 · Equipment Rental Expense	215.02	2,039.71
0615 · Rent (Office) Expense	8,957.57	80,618.13

Net Income

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc. **Profit & Loss** October 2020 through June 2021

	-	
	Jun 2021	Oct 2020- June 2021
0616 · Rent (Non-Office Space) Exp.	101,140.00	176,069.88
0618 · Equipment Repair & Maintenance	0.00	1,164.04
0619 · Contracted Services	23,605.00	178,280.00
0620 · Contractors	12,243.00	45,434.00
0621 · ASL Interpreter/ADA Compliance	880.00	880.00
0622 · Payroll Taxes	3,377.18	26,864.15
0623 · Travel Expense	2,620.00	2,663.82
0624 · Entertainer/Speaker Expense		
0624T · Other Venues	8,340.00	8,340.00
Total 0624 · Entertainer/Speaker Expense	8,340.00	8,340.00
	-,	-,
0625 · Telephone Expense	458.86	4,110.54
0626 · Payroll Expense		
0626A · Payroll expense	44,145.82	351,163.33
Total 0626 · Payroll Expense	44,145.82	351,163.33
0627 · Permit Costs	2,177.02	8,148.50
0628 · Community Partners Grants		
0628B · Grants from Board	0.00	1,750.00
Total 0628 · Community Partners Grants	0.00	1,750.00
0620 Educational Dovelopment Exp	0.00	349.00
0629 · Educational Development Exp.	895.20	
0630 · Food Expense		895.20
0631 · Media/PR Expense	12,600.00	21,374.40
0632 · Volunteer/Staff Recognition Exp	1,346.40	1,882.99
0635 · Legal Expense	-15.00	5.00
0641 · Radio Rental Expense	2,588.50	2,588.50
0644 · Sound Expenses	07.050.00	07 050 00
0644S · Sound Expense	27,958.00	27,958.00
Total 0644 · Sound Expenses	27,958.00	27,958.00
0645 · Signage Expense	20,589.65	20,589.65
0655 · Data Management Expense	1,318.89	16,991.87
0656 · HR Expense	0.00	6.00
0660 · Fundraising Expense	0.00	4,063.69
0680 · Fullfillment Expense	12,171.92	12,171.92
6700 · Reallocation Expenses	0.00	5,000.00
6800 · Fiscal Sponsee Expenses		
6800.01 · Advertising	0.00	700.00
6800.19 · Contracted Services	56,019.00	59,519.00
6800.24 · Entertainer/Speaker Expense	0.00	285.00
Total 6800 · Fiscal Sponsee Expenses	56,019.00	60,504.00
6999 · Uncategorized Expenses	251,213.42	251,213.42
Total Expense	649,630.15	1,450,512.24
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Net Ordinary Income	-283,285.08	-816,841.95
t Income	-283,285.08	-816,841.95

11:32 AM

#### 07/02/21

Accrual Basis

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

# Profit & Loss Budget vs. Actual

	Oct '20 - Jun 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
0402 · Membership Income 0414 · Donations (Individual) Income 0416 · Barrel Donations Income	4,265.50 74,594.21	7,000.00 30,000.00	-2,734.50 44,594.21	60.9% 248.6%
0416P · Pride - Barrel Donations	0.00	1,000.00	-1,000.00	0.0%
Total 0416 · Barrel Donations Income	0.00	1,000.00	-1,000.00	0.0%
0417 · Corporate Sponsorship Income 0421 · Interest Income 0424 · Other Income	221,375.00 45.86	1,500,000.00 50.00	-1,278,625.00 -4.14	14.8% 91.7%
0424O · Official Events Calendar List 0424PP · Pride Pass 0424PT · Pink Triangle	0.00 0.00 84,159.99	500.00 5,000.00	-500.00 -5,000.00	0.0% 0.0%
Total 0424 · Other Income	84,159.99	5,500.00	78,659.99	1,530.2%
0430 · Grants For the Arts 0430A · Pride - Grants for the Arts	100,000.00	50,000.00	50,000.00	200.0%
Total 0430 · Grants For the Arts	100,000.00	50,000.00	50,000.00	200.0%
0435 · Other Grants Income 0441 · Other Ticket Sales 0450 · Merchandise Sales 0490 · Fundraising - General 0495 · Management Fees Income 4900 · Fiscal Sponsee Income 4900.40 · Grants 4900.49 · Fundraising	62,500.00 25,779.55 0.00 45,950.18 0.00 10,000.00 5.000.00	87,500.00 617,000.00 5,000.00 90,000.00 150.00	-25,000.00 -591,220.45 -5,000.00 -44,049.82 -150.00	71.4% 4.2% 0.0% 51.1% 0.0%
Total 4900 · Fiscal Sponsee Income	15.000.00			
Total Income	633,670.29	2,393,200.00	-1,759,529.71	26.5%
Gross Profit	633,670.29	2,393,200.00	-1,759,529.71	26.5%
Expense 0600 · Advertising (Administrative) 0601 · Advertising (Event) 0602 · Bank Fees 0603 · Utilities and Maintenance	466.52 4,844.07 10,563.31	100.00 10,000.00 20,000.00	366.52 -5,155.93 -9,436.69	466.5% 48.4% 52.8%
0603C · Cleaning & General Maintenance 0603U · Utilities	10,002.83 981.98	12,000.00 2,000.00	-1,997.17 -1,018.02	83.4% 49.1%
Total 0603 · Utilities and Maintenance	10,984.81	14,000.00	-3,015.19	78.5%

11:32 AM

#### 07/02/21

Accrual Basis

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Profit & Loss Budget vs. Actual

	Oct '20 - Jun 21	Budget	\$ Over Budget	% of Budget
0604 · Messenger Expense	64.00	100.00	-36.00	64.0%
0605 · Membership Dues Expense	120.00	1,400.00	-1,280.00	8.6%
0606 · Insurance Expense	29,040.14	84,000.00	-54,959.86	34.6%
0607 · Postage Expense	1,116.06	2,000.00	-883.94	55.8%
0608 · Copying/Printing Expense	7,457.53	7,450.00	7.53	100.1%
0609 · Office Supplies Expense	3,265.02	2,000.00	1,265.02	163.3%
0610 · Accounting/Auditing Expense	24,912.50	40,000.00	-15,087.50	62.3%
0612 · Other Supplies	4,527.32	15,300.00	-10,772.68	29.6%
0613 · Employee Benefits Expense				
0613M · Medical/Dental Benefits	40,031.22	60,000.00	-19,968.78	66.7%
Total 0613 · Employee Benefits Expense	40,031.22	60,000.00	-19,968.78	66.7%
0614 · Equipment Rental Expense	2,039.71	177,800.00	-175,760.29	1.1%
0615 · Rent (Office) Expense	80,618.13	105,000.00	-24,381.87	76.8%
0616 · Rent (Non-Office Space) Exp.	176,069.88	276,000.00	-99,930.12	63.8%
0617 · Clean-Up Costs (Event)	0.00	50,000.00	-50,000.00	0.0%
0618 · Equipment Repair & Maintenance	1,164.04	2,100.00	-935.96	55.4%
0619 · Contracted Services	178,280.00	287,000.00	-108,720.00	62.1%
0620 · Contractors	45,434.00	71,000.00	-25,566.00	64.0%
0621 · ASL Interpreter/ADA Compliance	880.00	3,000.00	-2,120.00	29.3%
0622 · Payroll Taxes	26,864.15	36,000.00	-9,135.85	74.6%
0623 · Travel Expense	2,663.82	1,500.00	1,163.82	177.6%
0624 · Entertainer/Speaker Expense				
0624M · Main Stage	0.00	12,000.00	-12,000.00	0.0%
0624S · Community Stages and Venues	0.00	3,000.00	-3,000.00	0.0%
0624T · Other Venues	8,340.00	5,000.00	3,340.00	166.8%
Total 0624 · Entertainer/Speaker Expense	8,340.00	20,000.00	-11,660.00	41.7%
0625 · Telephone Expense 0626 · Payroll Expense	4,110.54	5,500.00	-1,389.46	74.7%
0626A · Payroll expense	351,163.33	465,000.00	-113,836.67	75.5%
Total 0626 · Payroll Expense	351,163.33	465,000.00	-113,836.67	75.5%
0627 · Permit Costs	8,148.50	9,000.00	-851.50	90.5%
0628 · Community Partners Grants				
0628B · Grants from Board	1,750.00	5,000.00	-3,250.00	35.0%
0628P · Grants to Partners	0.00	9,500.00	-9,500.00	0.0%
0628W · Grants to Dykes on Bikes	0.00	500.00	-500.00	0.0%
Total 0628 · Community Partners Grants	1,750.00	15,000.00	-13,250.00	11.7%

11:32 AM

#### 07/02/21

Accrual Basis

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Profit & Loss Budget vs. Actual

0629 · Educational Development Exp.         349.00         300.00         49.00           0630 · Food Expense         895.20         7,000.00         -6,104.80           0631 · Media/PR Expense         21,374.40         16,500.00         4,874.40           0632 · Volunteer/Staff Recognition Exp         1,882.99         1,000.00         882.99           0633 · Security Costs         0.00         15,000.00         -145,000.00           0635 · Legal Expense         5.00         25,000.00         -24,995.00           0637 · Police/Traffic Control Expense         0.00         25,000.00         -26,000.00           0641 · Sauda Expenses         2,588.50         0         -20,000.00         -20,000.00           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         20,058.02         30,000.00         -2,042.00         93.29           0645 · Signage Expense         16,991.87         26,200.00         -2,042.00         93.29           0656 · HR Expense         16,991.87         26,200.00         -2,042.00         -9,208.13           0656 · Fundraising Expense         16,991.87         26,200.00         -2,1436.31         -660           0660 · Fundraising Expenses         5,00.00 </th <th></th> <th>Oct '20 - Jun 21</th> <th>Budget</th> <th>\$ Over Budget</th> <th>% of Budget</th>		Oct '20 - Jun 21	Budget	\$ Over Budget	% of Budget
0630 · Food Expense         885.20         7,000.00         -6,104.80           0631 · Media/PR Expense         21,374.40         16,500.00         4,874.40           0632 · Volunteer/Staff Recognition Exp         1,882.99         1,000.00         882.99           0633 · Security Costs         0.00         15,000.00         -4874.40           0635 · Legal Expense         0.00         15,000.00         -44.995.00           0637 · Police/Traffic Control Expense         0.00         25,000.00         -22,000.00           0644 · Sales Tax Expense/Other Taxes         0.00         20,000.00         -20,000.00           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0644 · Sound Expense         20,589.65         6,000.00         14,589.65         6655           0645 · Signage Expense         6,00         -2,042.00         -9,208.13         6666           0666 · Fundraising Expense         6,00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.01         -2,042.01         -	0629 · Educational Development Exp.	349.00	300.00	49.00	116.3%
0632 · Volunter/Staff Recognition Exp         1,882.99         1,000.00         882.99           0633 · Security Costs         0.00         15,000.00         -15,000.00           0635 · Legal Expense         5.00         25,000.00         -24,995.00           0640 · Sales Tax Expense/Other Taxes         0.00         25,000.00         -22,000.00           0641 · Radio Rental Expense         2,588.50         0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0645 · Signage Expense         27,958.00         30,000.00         -2,042.00         93.29           0645 · Signage Expense         26,589.65         6,000.00         14,589.65         0645         0600 </td <td></td> <td>895.20</td> <td>7,000.00</td> <td>-6,104.80</td> <td>12.8%</td>		895.20	7,000.00	-6,104.80	12.8%
0633         Security Costs         0.00         15,000.00         -15,000.00           0633         Legal Expense         5.00         25,000.00         -24,995.00           0637         Police/Traffic Control Expense         0.00         25,000.00         -24,995.00           0644         Sales Tax Expense/Other Taxes         0.00         20,000.00         -20,000.00           0644         Sound Expenses         2,588.50         0         -20,000.00           0644         Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644         Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644         Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644         Sound Expense         20,589.65         6,000.00         14,589.65         6.656         -9,208.13         -20,42.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2,042.00         -2	0631 · Media/PR Expense	21,374.40	16,500.00	4,874.40	129.5%
0635 · Legal Expense         5.00         25,000.00         -24,995.00           0637 · Police/Traffic Control Expense         0.00         25,000.00         -25,000.00           0640 · Sales Tax Expense/Other Taxes         0.00         20,000.00         -20,000.00           0641 · Radio Rental Expense         2,588.50         -20,000.00         -20,000.00           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0645 · Signage Expense         20,589.65         6,000.00         14,589.65         0600.00         -2,042.00         93.29           0645 · Signage Expense         20,589.65         6,000.00         -2,042.00         93.29           0645 · Data Management Expense         20,589.65         6,000.00         -2,042.00         -2,042.00           0665 · Data Management Expense         20,589.65         6,000.00         -2,042.00         -2,042.00           0660 · Fundraising Expense         16,991.87         26,200.00         -9,208.13         -2,042.00           0680 · Fiscal Sponsee Expenses         5	0632 · Volunteer/Staff Recognition Exp	1,882.99	1,000.00	882.99	188.3%
0637 · Police/Traffic Control Expense         0.00         25,000.00         -25,000.00           0640 · Sales Tax Expense/Other Taxes         0.00         20,000.00         -20,000.00           0641 · Radio Rental Expense         2,588.50         20,000.00         -20,000.00           0644 · Sound Expenses         2,588.50         30,000.00         -2,042.00         93.29           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0645 · Signage Expense         20,589.65         6,000.00         14,589.65         96.20         -9,208.13           0656 · HR Expense         6.00         -9,208.13	0633 · Security Costs	0.00	15,000.00	-15,000.00	0.0%
0640 · Sales Tax Expense/Other Taxes         0.00         20,000.00         -20,000.00           0641 · Radio Rental Expense         2,588.50         30,000.00         -20,02.00         93.29           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0645 · Signage Expense         20,589.65         6,000.00         14,589.65         93.29           0655 · Data Management Expense         16,991.87         26,200.00         -9,208.13         90.00           0656 · Fundratising Expense         4,063.69         25,500.00         -21,436.31         90.00         6800 · Fiscal Sponsee Expenses         5,000.00         10,000.00         -5,000.00         6800 · Fiscal Sponsee Expenses         5,000.00         10,000.00         -5,000.00         6800.19 · Contracted Services         59,519.00         6800.42 · Entertainer/Speaker Expense         285.00         -20,400.00         -148,786.58         -20,200.00         -148,786.58         -20,200.00         -21,43,755.00         -21,43,755.00         -21,43,755.755.00         -21,43,755.755,755,755,755,755,755,755,755,755	0635 · Legal Expense	5.00	25,000.00	-24,995.00	0.0%
0641 · Radio Rental Expense         2,588.50           0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         20,589.65         6,000.00         14,589.65         6           0645 · Signage Expense         20,589.65         6,000.00         14,589.65         6           0656 · HR Expense         6.00         -9,208.13         -9,208.13         -9,208.13           0656 · HR Expense         16,991.87         26,200.00         -21,436.31         -9,208.13           0660 · Fundraising Expense         12,171.92         -7,000.00         -5,000.00         -5,000.00           6800 · Fiscal Sponsee Expenses         59,519.00         6800.24 · Entertainer/Speaker Expense         285.00         -5,000.00         -5,000.00         -5,000.00         -5,000.00         -5,000.00         -5,000.00         -21,43,786.58         -21,436.31         -21,436.31         -21,436.31         -21,436.31         -21,436.31         -21,436.31         -21,436.31         -21,436.31         -21,436.31         -21,436.31	0637 · Police/Traffic Control Expense		,	,	0.0%
0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         20,589.65         6,000.00         14,589.65         6,00           0655 · Data Management Expense         16,991.87         26,200.00         -9,208.13         6,00           0656 · HR Expense         6,00         -21,436.31         -21,436.31         -21,436.31         6,00         -21,436.31	0640 · Sales Tax Expense/Other Taxes	0.00	20,000.00	-20,000.00	0.0%
0644S · Sound Expense         27,958.00         30,000.00         -2,042.00         93.29           Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00         93.29           0645 · Signage Expense         20,589.65         6,000.00         14,589.65         6,000.00         14,589.65           0655 · Data Management Expense         16,991.87         26,200.00         -9,208.13         9,008.13           0656 · HR Expense         6.00         -         -         -         -           0660 · Fundraising Expense         4,063.69         25,500.00         -21,436.31         -           0660 · Fulfillment Expense         12,171.92         -         -         -           6700 · Reallocation Expenses         5,000.00         10,000.00         -5,000.00         -           6800 · Fiscal Sponsee Expenses         285.00         -         -         -           70tal 6800 · Fiscal Sponsee Expenses         285.00         -         -         -           70tal 6800 · Fiscal Sponsee Expenses         60,504.00         -         -         -           6999 · Uncategorized Expenses         251,213.42         400,000.00         -148,786.58         -           7otal Expense         1,450,512.24         2,387,750.0	•	2,588.50			
Total 0644 · Sound Expenses         27,958.00         30,000.00         -2,042.00           0645 · Signage Expense         20,589.65         6,000.00         14,589.65           0655 · Data Management Expense         16,991.87         26,200.00         -9,208.13           0656 · HR Expense         6.00         -         -           0660 · Fundraising Expense         4,063.69         25,500.00         -21,436.31           0680 · Fulfilliment Expense         12,171.92         -         -           6700 · Reallocation Expenses         5,000.00         10,000.00         -5,000.00           6800 · Fiscal Sponsee Expenses         59,519.00         -         -           6800.01 · Advertising         700.00         -         -           6800.19 · Contracted Services         59,519.00         -         -           6800.01 · Advertising         700.00         -         -           6800.24 · Entertainer/Speaker Expense         285.00         -         -           Total 6800 · Fiscal Sponsee Expenses         60,504.00         -         -           6999 · Uncategorized Expenses         251,213.42         400,000.00         -148,786.58           Total Expense         1,450,512.24         2,387,750.00         -937,237.76					
0645 · Signage Expense         20,589.65         6,000.00         14,589.65           0655 · Data Management Expense         16,991.87         26,200.00         -9,208.13           0656 · HR Expense         6.00         -9,208.13         -9,208.13           0660 · Fundraising Expense         4,063.69         25,500.00         -21,436.31           0680 · Fuldrillillment Expense         12,171.92	0644S · Sound Expense	27,958.00	30,000.00	-2,042.00	93.2%
0655 · Data Management Expense         16,991.87         26,200.00         -9,208.13           0656 · HR Expense         6.00         -00000         -0000         -00000 <td< th=""><th>Total 0644 · Sound Expenses</th><th>27,958.00</th><th>30,000.00</th><th>-2,042.00</th><th>93.2%</th></td<>	Total 0644 · Sound Expenses	27,958.00	30,000.00	-2,042.00	93.2%
0656 · HR Expense       6.00         0660 · Fundraising Expense       4,063.69       25,500.00       -21,436.31         0680 · Fullfillment Expense       12,171.92	0645 · Signage Expense	20,589.65	6,000.00	14,589.65	343.2%
0660 · Fundraising Expense       4,063.69       25,500.00       -21,436.31         0680 · Fullfillment Expense       12,171.92	0655 · Data Management Expense	16,991.87	26,200.00	-9,208.13	64.9%
0680 · Fullfillment Expense       12,171.92         6700 · Reallocation Expenses       5,000.00         6800 · Fiscal Sponsee Expenses       5,000.00         6800.01 · Advertising       700.00         6800.19 · Contracted Services       59,519.00         6800.24 · Entertainer/Speaker Expenses       285.00         Total 6800 · Fiscal Sponsee Expenses       60,504.00         6999 · Uncategorized Expenses       251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76	0656 · HR Expense	6.00			
6700 · Reallocation Expenses       5,000.00       10,000.00       -5,000.00         6800 · Fiscal Sponsee Expenses       700.00       6800.19       -5,000.00         6800.19 · Contracted Services       59,519.00       6800.24       -5,000.00         6800 · Fiscal Sponsee Expenses       285.00       -       -         Total 6800 · Fiscal Sponsee Expenses       60,504.00       -       -         6999 · Uncategorized Expenses       2251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76	0660 · Fundraising Expense	,	25,500.00	-21,436.31	15.9%
6800 · Fiscal Sponsee Expenses       700.00         6800.01 · Advertising       700.00         6800.19 · Contracted Services       59,519.00         6800.24 · Entertainer/Speaker Expense       285.00         Total 6800 · Fiscal Sponsee Expenses       60,504.00         6999 · Uncategorized Expenses       2251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76	0680 · Fullfillment Expense	,			
6800.01 · Advertising       700.00         6800.19 · Contracted Services       59,519.00         6800.24 · Entertainer/Speaker Expense       285.00         Total 6800 · Fiscal Sponsee Expenses       60,504.00         6999 · Uncategorized Expenses       2251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76	6700 · Reallocation Expenses	5,000.00	10,000.00	-5,000.00	50.0%
6800.19 · Contracted Services       59,519.00         6800.24 · Entertainer/Speaker Expense       285.00         Total 6800 · Fiscal Sponsee Expenses       60,504.00         6999 · Uncategorized Expenses       2251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76					
6800.24 · Entertainer/Speaker Expenses       285.00         Total 6800 · Fiscal Sponsee Expenses       60,504.00         6999 · Uncategorized Expenses       251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76	0				
Total 6800 · Fiscal Sponsee Expenses       60,504.00         6999 · Uncategorized Expenses       251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76		/			
6999 · Uncategorized Expenses       251,213.42       400,000.00       -148,786.58         Total Expense       1,450,512.24       2,387,750.00       -937,237.76	6800.24 · Entertainer/Speaker Expense	285.00			
Total Expense         1,450,512.24         2,387,750.00         -937,237.76	Total 6800 · Fiscal Sponsee Expenses	60,504.00			
	6999 · Uncategorized Expenses	251,213.42	400,000.00	-148,786.58	62.8%
Net Ordinary Income         -816,841.95         5,450.00         -822,291.95         -14	Total Expense	1,450,512.24	2,387,750.00	-937,237.76	60.7%
	Net Ordinary Income	-816,841.95	5,450.00	-822,291.95	-14,987.9%
Net Income -816,841.95 5,450.00 -822,291.95 -14	Net Income	-816,841.95	5,450.00	-822,291.95	-14,987.9%

## SAN FRANCISCO PRIDE. Report to the Board of Directors Executive Director – Fred Lopez – July 7, 2021

# CASH BALANCES As of July 6, 2021

Operating Account Balance	\$279,742.13
Reserve Account	\$450,412.83
Restricted Funds (Fiscal Agent Accounts)	\$26,544.33

## **Corporate Partnership Revenue** *as of July 6, 2021*

Rec'd to date:	\$375,000	
In the pipeline:	\$300,000	by August 15
Active asks:	\$225,000	approximately
Projection:	\$900,000 - \$1,2	250,000 range

## High-level Donations as of July 6, 2021

Rec'd to date: \$65,000 In the pipeline: \$35,000

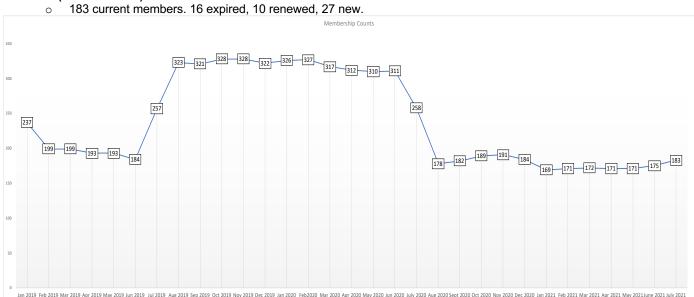
# AGENCY UPDATES

- Happy Pride Month the organization successfully executed *Pride Movie Night at Oracle Park* and *Black Liberation Event at AAACC*. Thanks to our partners, Frameline, Giants Enterprises, and the African American Art & Culture Complex.
- Movie Night attendance was strong: Friday June 11 we had over 6500 guests, Saturday June 12 we had over 3100 guests.
- Pre-show experience at Movie Night went really great, featuring local performers and musicians Spice Queers, Freddie, Breanna Sinclairé, and more. Friday we featured Rock M. Sakura, and Saturday showcased Bianca Del Rio, both of RuPaul's Drag Race Fame. Friday evening we were honored to welcome the Speaker of the House, Nancy Pelosi.
- Press regarding *Movie Night* was largely positive, garnering many stories throughout the Bay Area and beyond.
- The Black Liberation Event was also wonderful, on Friday June 18. Many talented performers were featured like DJ Jacatac, Sir Joq, Kippy Marks, DJ LadyRyan, Afrika Amerika, and Micahtron. Our gracious Mayor, London Breed, attended and made an impassioned speech to the attendees about the intersection of Black and LGBTQ liberation efforts. We are grateful to our partners at AAACC, in particular Cheri Miller, Melonie Green, and Melorra Green.
- It was encouraging to me to see the many events that occurred over Pride weekend in the city, made possible by the reopening in mid-June. Events like Tenderloin Pride, the Trans March Resource Fair, People's March, Soul of Pride activation in the Castro, and parties like the Mighty Real party and Juanita More's party show that our communities are resourceful and resilient.
- The team had a good long weekend after June and are now deep in planning for the Annual General Membership Meeting, scheduled for September 11. Correspondence with membership regarding renewals and record dates is in progress.
- A variety of debrief sessions are underway regarding activities in June, with the goal of refining the ways in which the team works with one another as we proceed with the year's worth of programming.
- For instance, planning is well under way for our inaugural Coming Out Day festival, tentatively titled Freedom Day Fest (inspired by the 1978 Gay Freedom Day Committee Statement). We are planning for Sunday October 10. Our street closure permits are being submitted soon, and we hope to open exhibitor sales within the week.
- The first-annual Awards Ceremony event, scheduled for Saturday October 9, is also being planned. We will be working with our partners at the Hilton Union Square to host an event which honors not only the Grand

## SAN FRANCISCO PRIDE. Report to the Board of Directors Executive Director – Fred Lopez – July 7, 2021

Marshals named in June, but honorees and awardees which will be named in September by the Board. This will be a ticketed, fundraising event.

- Conversations with returning and prospective partners continue, as we have added events throughout the fall as well as our ongoing programming, SF Pride 365. Broadening our programming impact is key to developing year-round revenue.
- Our latest podcast, *The Queerness*, with the Twins Melonie Green and Melorra Green, was great. It was released just before the solidarity rally at AAACC. The podcast's next guest will be another of our Community Grand Marshals, Nicole Santamaría.
- Be sure to check out our latest *Community Partner Spotlight*, a Q&A with Gert McMullin, the "mother of the AIDS Quilt," who has also begun to repair our Market St rainbow flags.
- The rainbow flags from Market Street need to be folded and returned to storage (and some delivered for repair.) Stay tuned for information about the "flag folding party" which takes place annually. Gary Virginia has been a consistent partner in planning & executing these parties, so thanks to Gary.
- On our video series, *Inside Pride*: Shannon spoke with artist Serge Gay Jr, about their recent work highlighting trans liberation, now on display in the Castro on the former Pottery Barn building.



#### MEMBERSHIP (as of 7/6/2021):