AGENDA FOR
REGULAR BOARD OF DIRECTORS MEETING
HELD AT FOLSOM STREET COMMUNITY CENTER ON 2022-MAY-04

1. Standing Items (30m)
   a. Call to Order and Welcome
   b. Acknowledgement of Unceded Ramaytush Ohlone Land
   c. Roll Call
   d. Appointment of Meeting Roles
      i. Timekeeper
      ii. Stack Monitor
      iii. Vibe Watch
   e. Reading of the Mission Statement
   f. Reading of the Financial Protocol
   g. Reading and Approval of Minutes
   h. Reports of the Officers
   i. Reports of Committees
      i. Budget & Finance
      ii. Policies and Procedures
      iii. Development
      iv. Community Affairs
   j. Agency Updates from Executive Director

2. Unfinished Business
   a. none

3. New Business
   a. Discussion: Shared Values Statement (Elizabeth, 15m)

4. Announcements

5. Program
   a. The Importance of Pronouns (Anjali, 20m)

6. Public Comment (10m)

7. In-Memoriam

8. Adjournment

Closed Session to Follow for:

   a. Parade Fee Waiver Request(s)

MAY 4TH, 2022
DRAFT MINUTES

President of the Board Carolyn Wysinger called the meeting of the San Francisco Lesbian, Gay, Bisexual, Transgender Pride Parade and Celebration Committee to order at 7:03pm on the evening of April 6th 2022 over Zoom.

President Wysinger called for attendees to introduce themselves. In attendance were:

1. Carolyn Wysinger, President
2. Nguyen Pham, Vice President
3. Elizabeth Lanyon, Secretary
4. Joshua Smith, Director
5. Janelle Luster, Treasurer
6. Spring Collins, Director
7. Manuel Perez, Director
8. Chris, staff
9. Marsha Levine, staff
10. Suzanne Ford, Interim Executive Director
11. Di’ara Reid, Director (late)

Quorum was confirmed at 7:05pm

Directors Persson and Rimi were absent.

An acknowledgement that SF Pride meetings are held on the unceded ancestral homeland of the Ramaytush Ohlone people was read by Secretary Lanyon.

Meeting roles were appointed with Secretary Lanyon serving as vibe watch, Director Collins monitoring stack, and Director Smith keeping time.

Vice President Pham read the mission statement, the other board members joining in for the final words, “...liberate our people”.

Secretary Lanyon read the financial protocol.

Minutes from February and March were introduced by Secretary Lanyon. Director Smith motioned to approve the minutes, seconded by Treasurer Luster. The minutes from February and March were approved unanimously by eight (8) directors present, with all Directors voting “aye” at 7:08 pm.

President Wysinger called for any additions or amendments to the agenda, and hearing none called for a motion to approve of the agenda, so moved by Director Smith and
seconded by Secretary Lanyon, approved unanimously by eight (8) directors present, with all Directors voting “aye” at 7:09 pm.

President Wysinger began her President’s report by thanking her fellow board members, saying that although she had a bad day, it was amazing how her fellow board members could make her smile and laugh whether she wants to or not. She shared that some of the updates she had to share were made a little bit harder when out in the world we are dealing with people who still see people of color as the help.

President Wysinger: “It’s hard to do all these fabulous things, be on ABC7 with our Interim Executive Director announcing an amazing media broadcast partnership that, according to a former board president, is the type of collaborative partnership they had in mind when they first endeavored to get a media partnership.”

She noted Suzanne would expand upon the partnership further, but explained that SF Pride would continue to center the community, keeping the culture of the organization.

President Wysinger called upon Vice President Pham to expand upon his written report, doing so briefly he noted the many meetings and appearances he’s had recently, acknowledging the mutual respect and understand he feels with the executive committee and interim executive director, saying he felt very engaged. Further, Vice President Pham noted the importance of transparency, and that he was open to feedback and criticism.

Noting there was no Secretary’s report beyond the minutes that were approved, President Wysinger called for the Treasurer’s report.

Treasurer Luster began a brief verbal review of her written report included in the meeting packet by thanking Interim Executive Director Ford for her assistance in getting up to speed with the budget and finance process. She said that the organization has done a good job of keeping expenses low, though they are expected to increase soon due to the production costs.

Noting Budget and Finance would deliver their report in closed session, and no report from Personnel, Long Range Planning, or Nominating, President Wysinger called for a report from the Development Committee.

Secretary Lanyon, Development Commitee Co-chair, reminded the Board of the give/get obligation, saying herself and committee co-chair Spring Collins were eager to hear their ideas, and also willing to talk through the process with anybody who wanted to. Director Smith suggested that Comfort and Joy may want to hold an event to benefit SF Pride.
Vice President Pham noted that there would be no Audit committee updates until after the production cycle was over, 3 or 4 months.

Director Smith gave a brief verbal report for the Community Affairs Committee:

- TurnOut would be in attendance for the April membership meeting, and that Dykes on Bikes were in the works for May.
- The June membership meeting may be cancelled in favor of encouraging our community to attend SF Pride’s event in partnership with the African American Arts and Culture Complex.
- In collaboration with the Policies and Procedures Committee, Director Smith noted that a review of the membership policies was underway.
- Member Mixers like the event at the Lookout in the Castro hosted by Gary Virginia and Donna Sachet are being organized, possibly for May.

Treasurer Luster updated the board on the resistance contingent, saying that the invitations to participate have been sent, Fluid Co-Op has offered space at La Cocina for poster making and organizing. Sign up at https://sfpride.org/resist to participate.

Policies and Procedures in partnership with Community Affairs Committee will be working to review the membership policies reported Director Perez, P&P Chair. A process to review each policy on a two year cycle is being developed, with consideration for out-of-cycle timely review as well. Next meeting is Wednesday April 20th.

Director Smith asked if the staff had received the files so that the files can be shared with the members. Chris said that the staff had received the files and they would make the relevant documents available on the membership site and membership meeting agendas. Director Perez requested that files be sent to him as well.

Interim Executive Director Suzane Ford gave a verbal report:

- Appreciated the enormous task before us, overwhelming but a lot of joy.
- Thanked Gary Virginia for membership drive at the Lookout, raised over $3,500
- Thank Donna Sachet for being hostess with Gary
- ISCOTT permit was approved, attended hearing
Parade and exhibitor registration are increasing greatly, being in the media with Carolyn has had a positive impact
  
  - Some of this is carried over from participants who registered in previous fiscal years.

Had hand-off meeting with former parade manager Mike and new parade manager Elycia and Marsha. The parade process is very complex, and she is learning a lot just listening in these meetings.

Main Stage: Jenn Stokes meeting weekly, lining up acts for the main stage, agreed to smaller budget should have news on who we are bringing in in the next few weeks

All 8 community stages have been handed off to production

Locations found for Community space activations like Faerie Freedom Village, leather alley, and country western dance

holding weekly meetings with staff and contractors have resumed after filling out team roles

~$744k in contract for firm commitments from corporate partners

San Francisco Grants for the Arts current grant was increased by ~$75k, waiting to receive funds

Summarized possible fundraiser with Club Fugazi

Interim Executive Director Ford called for questions about her report.

Director Smith asked about sponsor commitments, and how quickly that money is coming in.

  - "Cashflow is coming in quick, everybody knows we up against it." Doesn’t anticipate problems chasing money.

Director Smith got a call from somebody who had previously produced a Tantra stage at the celebration, will follow up with Suzanne.

President Wysinger introduced returning to in-person meetings for the Board of Directors meetings. Starting in May, meetings of the Board of Directors will be held in-person.
Returning to no Old Business, hearing no New Business, president Wysinger called for members of the board to share announcements:

- Carolyn Wysinger and Gary Virginia will be hosting Divas and Drinks at the Academy on April 28 for Donna Sachet's Birthday Party, featuring the Dykes on Bikes and Gay and Lesbian Freedom Band (Carolyn Wysinger)

The program highlighting the importance of pronouns was not held because Director Rimi was not in attendance.

With no members of the public present to make a comment, the meeting was closed in memory of:

- The victims of the mass shooting in Sacramento on April 3rd, 2022 (Elizabeth Lanyon)
  - Sergio Harris
  - DeVazia Turner
  - Joshua Hoye-Lucchesi
  - Johntaya Alexander
  - Melinda Davis
  - Yamile Martinez-Andrade

- The trans people that have lost their lives in the last month (Spring Collins)

The public session of the meeting was adjourned by President Wysinger at 7:53pm with board members remaining online for a closed session.

Closed session was adjourned at 9:10pm.
Nguyen Pham  
Vice President Report  
April 6, 2022

MEETING PARTICIPATION
- Participated in Board of Directors video conference meeting on March 2.
- Chaired Membership video conference meeting on March 9.
- Participated in Executive Committee video conference meetings on March 16 and March 30.

DEVELOPMENT COMMITTEE
- SF Pride Pro-Am Golf Tournament Fundraiser: Participated on coordination call with planning team on March 10.
- Participated in Development Committee video conference meeting on March 21.

POLICIES & PROCEDURES COMMITTEE
- Participated in P&P Committee video conference meeting on March 19.

COMMUNITY ENGAGEMENT
- Attended SF Bay Times "Divas & Drinks" community event on March 24.
- Attended Transgender Day of Visibility event at SOMArts on March 31.

ROUTINE RESPONSIBILITIES
- Engaged with SF Pride content via social media channels as feasible.

MILESTONES SCHEDULED FOR NEXT PERIOD
- Conduct Membership Meeting on April 13, 2022.
- Participate in SF Pride Pro-Am’s next team call on April 14, 2022.
Treasurer's Report
May 4th, 2022

Submitted by
Janelle Vinson, Treasurer

Profit & Loss Statement – for the previous month:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Income</td>
<td>$224,218.26</td>
</tr>
<tr>
<td>COGS</td>
<td>$.00</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>$224,218.26</td>
</tr>
<tr>
<td>Expenses</td>
<td>$55,279.48</td>
</tr>
<tr>
<td>Net Income</td>
<td>($168,938.78)</td>
</tr>
</tbody>
</table>

Total for 7th month of the fiscal year:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Income</td>
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</tr>
<tr>
<td>Net Income</td>
<td>($168,938.78)</td>
</tr>
</tbody>
</table>

Cash Flow Statement for FY 2022

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash at the beginning of the month</td>
<td>$462,418.89</td>
</tr>
<tr>
<td>Net Cash from Operating Activities</td>
<td>($158,909.86)</td>
</tr>
<tr>
<td>Net Cash Increase</td>
<td>($158,909.86)</td>
</tr>
<tr>
<td>Cash at the End of the Period</td>
<td>$621,328.75</td>
</tr>
</tbody>
</table>
Wells Fargo Checking *(Unrestricted)* $210,715.68
(Fiscal Agencies – *Restricted Funds*) $28,501.81
Wells Fargo MarketRate *(Reserve)* $325,444.34
Wells Fargo Bank Savings $26,546.54
Fresno First $14,065.15

Narrative Overview:

??????
<table>
<thead>
<tr>
<th>Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td></td>
</tr>
<tr>
<td>Checking/Savings</td>
<td></td>
</tr>
<tr>
<td>0101 · Wells Fargo Bank Checking</td>
<td></td>
</tr>
<tr>
<td>0101A · Restricted Funds</td>
<td></td>
</tr>
<tr>
<td>0101AGR · Howard Grayson LGBT</td>
<td>1,303.01</td>
</tr>
<tr>
<td>0101ALA · Latin Stage</td>
<td>520.35</td>
</tr>
<tr>
<td>0101API · Pink Triangle</td>
<td>29,989.33</td>
</tr>
<tr>
<td>0101ASI · Sistahs Steppin</td>
<td>818.31</td>
</tr>
<tr>
<td>0101ASO · Soul of Pride</td>
<td>11,870.81</td>
</tr>
<tr>
<td>Total 0101A · Restricted Funds</td>
<td>44,501.81</td>
</tr>
<tr>
<td>0101 · Wells Fargo Bank Checking - Unrestricted Funds</td>
<td>210,715.68</td>
</tr>
<tr>
<td>Total 0101 · Wells Fargo Bank Checking</td>
<td>255,217.49</td>
</tr>
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<td>0102 · Wells Fargo MarketRate (Reserve)</td>
<td>325,444.34</td>
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<tr>
<td>0104 · Wells Fargo Bank Savings</td>
<td>26,546.54</td>
</tr>
<tr>
<td>0106 · Fresno First</td>
<td>14,065.15</td>
</tr>
<tr>
<td>0113 · Petty Cash Account</td>
<td>55.23</td>
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<tr>
<td>Total Checking/Savings</td>
<td>621,328.75</td>
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<tr>
<td>Accounts Receivable</td>
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</tr>
<tr>
<td>0115 · Accounts Receivable (General)</td>
<td>19,500.00</td>
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<tr>
<td>Total Accounts Receivable</td>
<td>19,500.00</td>
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<td>Total Current Assets</td>
<td>640,828.75</td>
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<tr>
<td>Fixed Assets</td>
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</tr>
<tr>
<td>0140 · FURNITURE &amp; EQUIPMENT</td>
<td></td>
</tr>
<tr>
<td>0140a · Furniture &amp; Equipment</td>
<td>4,999.51</td>
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<tr>
<td>0141 · Accumulated Depreciation</td>
<td>-4,999.51</td>
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<tr>
<td>Total 0140 · FURNITURE &amp; EQUIPMENT</td>
<td>0.00</td>
</tr>
<tr>
<td>Total Fixed Assets</td>
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<tr>
<td>Other Assets</td>
<td></td>
</tr>
<tr>
<td>0189 · TRADEMARKS</td>
<td></td>
</tr>
<tr>
<td>0189A · Trademarks</td>
<td>60,810.96</td>
</tr>
<tr>
<td>0189B · Accumulated Amortization</td>
<td>-57,820.96</td>
</tr>
<tr>
<td>Total 0189 · TRADEMARKS</td>
<td>2,790.00</td>
</tr>
<tr>
<td>0195 · Other Deposits</td>
<td>88,969.23</td>
</tr>
<tr>
<td>Total Other Assets</td>
<td>91,759.23</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>732,587.98</td>
</tr>
</tbody>
</table>

<p>| Liabilities &amp; Equity                      |            |
| Liabilities                                |            |
| Current Liabilities                        |            |
| Other Current Liabilities                  |            |
| 0215L · Health/Fire Permit Fees Payable    | 4,200.00   |
| 0216 · Vendor Security Deposits            | 2,000.00   |
| 0250L · Payroll Taxes Due Payable          | -13,188.89 |
| 0255L · Vacation Time Account Payable      | 17,055.33  |
| Total Other Current Liabilities            | 10,066.44  |</p>
<table>
<thead>
<tr>
<th>Description</th>
<th>Apr 30, 22</th>
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</thead>
<tbody>
<tr>
<td>Total Current Liabilities</td>
<td>10,066.44</td>
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<tr>
<td>Long Term Liabilities</td>
<td>132,413.00</td>
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<tr>
<td><strong>Total Long Term Liabilities</strong></td>
<td>132,413.00</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td>142,479.44</td>
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<tr>
<td>Equity</td>
<td></td>
</tr>
<tr>
<td>3000 · Opening Bal Equity</td>
<td>81,844.00</td>
</tr>
<tr>
<td>3100 · Temp Restricted Net Assets (TRN)</td>
<td>344,875.00</td>
</tr>
<tr>
<td>3800.1 · NetAssetsReleased, UnRestrict</td>
<td>425,490.00</td>
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<tr>
<td>3800.4 · NetAssetsReleased, TempRestrict</td>
<td>-425,490.00</td>
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<tr>
<td>3900 · Retained Earnings</td>
<td>273,959.11</td>
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<tr>
<td><strong>Net Income</strong></td>
<td>-110,569.57</td>
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<tr>
<td><strong>Total Equity</strong></td>
<td>590,108.54</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td>732,687.98</td>
</tr>
</tbody>
</table>
## SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
### Profit & Loss Budget vs. Actual
#### October 2021 through April 2022

<table>
<thead>
<tr>
<th>Ordinary Income/Expense Income</th>
<th>Oct '21 - Apr 22</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>0402 · Membership Income</td>
<td>3,625.00</td>
<td>50,000.00</td>
<td>-46,375.00</td>
<td>7.3%</td>
</tr>
<tr>
<td>0409 · Vendor Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0410 · Vendor/Booth Fees Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0410P · Pride - Vendor Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0411 · Parade Fee Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0411FM · Pride-Float/March Income</td>
<td>67,925.00</td>
<td>250,000.00</td>
<td>-182,075.00</td>
<td>27.2%</td>
</tr>
<tr>
<td>0411W · DykesOnBikes (WMC)</td>
<td>0.00</td>
<td>3,000.00</td>
<td>-3,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 0411 · Parade Fee Income</td>
<td>67,925.00</td>
<td>253,000.00</td>
<td>-185,075.00</td>
<td>28.8%</td>
</tr>
<tr>
<td>0412 · Beverage Sales</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0412P · Pride - Beverage sales</td>
<td>0.00</td>
<td>700,000.00</td>
<td>-700,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 0412 · Beverage Sales</td>
<td>0.00</td>
<td>700,000.00</td>
<td>-700,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0414 · Donations (individual) Income</td>
<td>66,086.24</td>
<td>105,000.00</td>
<td>-38,913.76</td>
<td>62.9%</td>
</tr>
<tr>
<td>0416 · Barrel Donations Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0416P · Pride - Barrel Donations</td>
<td>0.00</td>
<td>100,000.00</td>
<td>-100,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 0416 · Barrel Donations Income</td>
<td>0.00</td>
<td>100,000.00</td>
<td>-100,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0417 · Corporate Sponsorship Income</td>
<td>86,500.00</td>
<td>2,050,000.00</td>
<td>-1,963,500.00</td>
<td>4.2%</td>
</tr>
<tr>
<td>0419 · Stage Cost Recovery</td>
<td>0.00</td>
<td>5,000.00</td>
<td>-5,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0421 · Interest Income</td>
<td>21.75</td>
<td>50.00</td>
<td>-28.25</td>
<td>0.0%</td>
</tr>
<tr>
<td>0424 · Other Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0424O · Official Events Calendar List</td>
<td>0.00</td>
<td>8,000.00</td>
<td>-8,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0424PT · Pink Triangle</td>
<td>9,000.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total 0424 · Other Income</td>
<td>9,000.00</td>
<td>8,000.00</td>
<td>1,000.00</td>
<td>112.5%</td>
</tr>
<tr>
<td>0430 · Grants For the Arts</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0430A · Pride - Grants for the Arts</td>
<td>177,750.00</td>
<td>100,000.00</td>
<td>77,750.00</td>
<td>177.8%</td>
</tr>
<tr>
<td>Total 0430 · Grants For the Arts</td>
<td>177,750.00</td>
<td>100,000.00</td>
<td>77,750.00</td>
<td>177.8%</td>
</tr>
<tr>
<td>0440 · Grandstand Ticket Sales</td>
<td>0.00</td>
<td>30,000.00</td>
<td>-30,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0450 · Merchandise Sales</td>
<td>357.00</td>
<td>20,000.00</td>
<td>-19,643.00</td>
<td>1.8%</td>
</tr>
<tr>
<td>0480 · Fundraising - General</td>
<td>16,017.95</td>
<td>95,000.00</td>
<td>-78,982.05</td>
<td>16.9%</td>
</tr>
<tr>
<td>0495 · Management Fees Income</td>
<td>0.00</td>
<td>300.00</td>
<td>-300.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>4900 · Fiscal Sponsee Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4900.14 · Donations (individual) Income</td>
<td>100.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4900.49 · Fundraising</td>
<td>10,000.00</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Total 4900 · Fiscal Sponsee Income</td>
<td>10,100.00</td>
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<tr>
<td>Total Income</td>
<td>521,352.94</td>
<td>3,713,350.00</td>
<td>-3,191,997.06</td>
<td>14.0%</td>
</tr>
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<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cost of Goods Sold</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0510 - Beverage Purchases</td>
<td>0.00</td>
<td>125,000.00</td>
<td>-125,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0510B - Beverage Purchases</td>
<td>0.00</td>
<td>125,000.00</td>
<td>-125,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 0510 - Beverage Purchases</td>
<td>0.00</td>
<td>125,000.00</td>
<td>-125,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0512 - Beverage Ice Expense</td>
<td>0.00</td>
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<tr>
<td>Total COGS</td>
<td>0.00</td>
<td>140,000.00</td>
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<tr>
<td><strong>Gross Profit</strong></td>
<td>521,352.94</td>
<td>3,573,350.00</td>
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<tr>
<td><strong>Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0601 - Advertising (Event)</td>
<td>19.31</td>
<td>10,000.00</td>
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</tr>
<tr>
<td>0602 - Bank Fees</td>
<td>3,900.15</td>
<td>35,000.00</td>
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<tr>
<td>0603 - Utilities and Maintenance</td>
<td>1,937.56</td>
<td>8,000.00</td>
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<tr>
<td>0603C - Cleaning &amp; General Maintenance</td>
<td>5,930.03</td>
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<td>0603U - Utilities</td>
<td>1,819.12</td>
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<td>Total 0603 - Utilities and Maintenance</td>
<td>7,749.95</td>
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<td>0604 - Messenger Expense</td>
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<td>0605 - Membership Dues Expense</td>
<td>895.00</td>
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<td>0606 - Insurance Expense</td>
<td>8,044.44</td>
<td>185,000.00</td>
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<td>0607 - Postage Expense</td>
<td>157.56</td>
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<td>0608 - Copying/Printing Expense</td>
<td>281.60</td>
<td>11,850.00</td>
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<td>0609 - Office Supplies Expense</td>
<td>3,270.39</td>
<td>3,000.00</td>
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<td>0610 - Accounting/Auditing Expense</td>
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<td>0611 - Commission/Bonus Expense</td>
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<td>0612 - Other Supplies</td>
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<td>15,000.00</td>
<td>-14,971.94</td>
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</tr>
<tr>
<td>0613 - Employee Benefits Expense</td>
<td>25,231.94</td>
<td>45,000.00</td>
<td>-19,768.06</td>
<td>56.1%</td>
</tr>
<tr>
<td>0613M - Medical/Dental Benefits</td>
<td>25,231.94</td>
<td>45,000.00</td>
<td>-19,768.06</td>
<td>56.1%</td>
</tr>
<tr>
<td>Total 0613 - Employee Benefits Expense</td>
<td>25,231.94</td>
<td>45,000.00</td>
<td>-19,768.06</td>
<td>56.1%</td>
</tr>
<tr>
<td>0614 - Equipment Rental Expense</td>
<td>26,528.31</td>
<td>312,900.00</td>
<td>-286,371.69</td>
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<tr>
<td>0615 - Rent (Office) Expense</td>
<td>45,389.44</td>
<td>58,000.00</td>
<td>-12,610.56</td>
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<tr>
<td>0616 - Rent (Non-Office Space) Expense</td>
<td>10,852.00</td>
<td>61,500.00</td>
<td>-50,648.00</td>
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<tr>
<td>0617 - Clean-Up Costs (Event)</td>
<td>0.00</td>
<td>145,000.00</td>
<td>-145,000.00</td>
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<td>0618 - Equipment Repair &amp; Maintenance</td>
<td>855.14</td>
<td>2,100.00</td>
<td>-1,244.86</td>
<td>40.7%</td>
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<td>0619 - Contracted Services</td>
<td>144,253.44</td>
<td>536,940.00</td>
<td>-392,686.56</td>
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<tr>
<td>0620 - Contractors</td>
<td>8,220.00</td>
<td>112,800.00</td>
<td>-104,580.00</td>
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<tr>
<td>0621 - ASL Interpreter/ADA Compliance</td>
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<td>13,000.00</td>
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<tr>
<td>0622 - Payroll Taxes</td>
<td>16,628.76</td>
<td>35,000.00</td>
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<td>0623 - Travel Expense</td>
<td>1,586.01</td>
<td>11,400.00</td>
<td>-9,813.99</td>
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<tr>
<td>0624 - Entertainer/Speaker Expense</td>
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<tr>
<td>0624M - Main Stage</td>
<td>0.00</td>
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<tr>
<td>Total 0624 - Entertainer/Speaker Expense</td>
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</tr>
<tr>
<td>0625 - Telephone Expense</td>
<td>3,204.33</td>
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<td>-395.67</td>
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<tr>
<td>0626 - Payroll Expense</td>
<td>217,107.26</td>
<td>365,000.00</td>
<td>-147,892.74</td>
<td>59.5%</td>
</tr>
<tr>
<td>0626A - Payroll expense</td>
<td>217,107.26</td>
<td>365,000.00</td>
<td>-147,892.74</td>
<td>59.5%</td>
</tr>
<tr>
<td>Total 0626 - Payroll Expense</td>
<td>365,000.00</td>
<td>365,000.00</td>
<td>-147,892.74</td>
<td>59.5%</td>
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<tr>
<td>0627 - Permit Costs</td>
<td>2,835.00</td>
<td>58,600.00</td>
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<td>4.4%</td>
</tr>
</tbody>
</table>

Page 2
<table>
<thead>
<tr>
<th>Description</th>
<th>Oct '21 - Apr 22</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>0628 - Community Partners Grants</td>
<td>2,590.00</td>
<td>20,000.00</td>
<td>-17,410.00</td>
<td>13.0%</td>
</tr>
<tr>
<td>0628B - Grants from Board</td>
<td>0.00</td>
<td>166,500.00</td>
<td>-166,500.00</td>
<td>0.0%</td>
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<tr>
<td>0628P - Grants to Partners</td>
<td>0.00</td>
<td>1,000.00</td>
<td>-1,000.00</td>
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</tr>
<tr>
<td>Total 0628 - Community Partners Grants</td>
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<td>187,500.00</td>
<td>-184,910.00</td>
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</tr>
<tr>
<td>0629 - Educationl Development Exp.</td>
<td>275.00</td>
<td>1,000.00</td>
<td>-725.00</td>
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</tr>
<tr>
<td>0630 - Food Expense</td>
<td>4,730.47</td>
<td>25,000.00</td>
<td>-20,269.53</td>
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</tr>
<tr>
<td>0631 - Media/PR Expense</td>
<td>55,733.28</td>
<td>16,000.00</td>
<td>39,733.28</td>
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<tr>
<td>0632 - Volunteer/Staff Recognition Exp</td>
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<td>-2,622.15</td>
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</tr>
<tr>
<td>0633 - Security Costs</td>
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</tr>
<tr>
<td>0636 - Branded Apparel Expense</td>
<td>2,700.00</td>
<td>11,500.00</td>
<td>-8,800.00</td>
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<td>0637 - Police/Traffic Control Expense</td>
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<td>50,000.00</td>
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<tr>
<td>0640 - Sales Tax Expense/Other Taxes</td>
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<td>62,000.00</td>
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<tr>
<td>0641 - Radio Rental Expense</td>
<td>0.00</td>
<td>12,000.00</td>
<td>-12,000.00</td>
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<tr>
<td>0642 - Toilet Rental Expense</td>
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<td>41,500.00</td>
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<tr>
<td>0643 - Fencing Rental Expense</td>
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<td>56,650.00</td>
<td>-56,650.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 0644 - Sound Expenses</td>
<td>0.00</td>
<td>55,000.00</td>
<td>-55,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>0644B - Sound Expense</td>
<td>0.00</td>
<td>15,000.00</td>
<td>-15,000.00</td>
<td>0.0%</td>
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<tr>
<td>Total 0644 - Sound Expenses</td>
<td>0.00</td>
<td>70,000.00</td>
<td>-70,000.00</td>
<td>0.0%</td>
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<tr>
<td>0645 - Signage Expense</td>
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<td>40,100.00</td>
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<tr>
<td>0656 - Data Management Expense</td>
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<td>23,500.00</td>
<td>-14,214.53</td>
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<td>0656 - HR Expense</td>
<td>0.00</td>
<td>500.00</td>
<td>-500.00</td>
<td>0.0%</td>
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<tr>
<td>0660 - Fundraising Expense</td>
<td>3,242.95</td>
<td>31,000.00</td>
<td>-27,757.05</td>
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<tr>
<td>0660 - Fulfillment Expense</td>
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<td>60,000.00</td>
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<tr>
<td>0660 - Interest Expense</td>
<td>2,419.47</td>
<td>0.00</td>
<td>-2,419.47</td>
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<tr>
<td>0697 - Lodging/Hotel Expense</td>
<td>1,243.63</td>
<td>7,000.00</td>
<td>-5,756.37</td>
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<tr>
<td>0697 - Lost equipment &amp; damages</td>
<td>0.00</td>
<td>2,000.00</td>
<td>-2,000.00</td>
<td>0.0%</td>
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<tr>
<td>Total 0690 - Fiscal Sponsor Expenses</td>
<td>0.00</td>
<td>40,000.00</td>
<td>-40,000.00</td>
<td>0.0%</td>
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<tr>
<td>0699 - Uncategorized Expenses</td>
<td>0.00</td>
<td>10,000.00</td>
<td>-10,000.00</td>
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<tr>
<td>Total Expense</td>
<td>631,922.51</td>
<td>3,419,640.00</td>
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<tr>
<td>Net Ordinary Income</td>
<td>-110,569.57</td>
<td>159,710.00</td>
<td>-270,279.57</td>
<td>-69.2%</td>
</tr>
<tr>
<td>Net Income</td>
<td>-110,569.57</td>
<td>159,710.00</td>
<td>-270,279.57</td>
<td>-69.2%</td>
</tr>
</tbody>
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SF Lesbian Gay Bisexual Transgender Pride CC, Inc.  
Statement of Cash Flows  
April 2022  

<table>
<thead>
<tr>
<th>OPERATING ACTIVITIES</th>
<th>Apr 22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>166,938.78</td>
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<tr>
<td>Adjustments to reconcile Net Income</td>
<td></td>
</tr>
<tr>
<td>to net cash provided by operations:</td>
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</tr>
<tr>
<td>0215L - Health/Fire Permit Fees Payable</td>
<td>1,400.00</td>
</tr>
<tr>
<td>0216 - Vendor Security Deposits</td>
<td>800.00</td>
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<tr>
<td>0250L - Payroll Taxes Due Payable</td>
<td>-12,228.92</td>
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<tr>
<td>Net cash provided by Operating Activities</td>
<td>158,009.86</td>
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</tbody>
</table>

<p>| Net cash increase for period | 158,909.86 |
| Cash at beginning of period | 462,418.89 |
| Cash at end of period        | 621,328.75 |</p>
<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>Oct 21</th>
<th>Nov 21</th>
<th>Dec 21</th>
<th>Jan 22</th>
<th>Feb 22</th>
<th>Mar 22</th>
<th>Apr 22</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>0402 - Membership Income</td>
<td>495.00</td>
<td>15.00</td>
<td>25.00</td>
<td>0.00</td>
<td>350.00</td>
<td>1,830.00</td>
<td>1,110.00</td>
<td>3,825.00</td>
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<tr>
<td>0409 - Vendor Income</td>
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<td></td>
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<tr>
<td>0410 - Vendor/Booth Fees Income</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0410P - Pride - Vendor Income</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>9,565.00</td>
<td>5,515.00</td>
<td>16,755.00</td>
<td>48,455.00</td>
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<tr>
<td><strong>Total 0410 - Vendor/Booth Fees Income</strong></td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>9,565.00</td>
<td>5,515.00</td>
<td>16,755.00</td>
<td>48,455.00</td>
<td>78,290.00</td>
</tr>
<tr>
<td>0425 - Booth Equip. Rental Income</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>570.00</td>
<td>110.00</td>
<td>1,410.00</td>
<td>3,560.00</td>
<td>5,580.00</td>
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<tr>
<td><strong>Total 0409 - Vendor Income</strong></td>
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<td>0.00</td>
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<td>5,625.00</td>
<td>18,165.00</td>
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<td>0411 - Parade Fee Income</td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>0411FM - Pride-Float/March Income</td>
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<td>0.00</td>
<td>0.00</td>
<td>1,340.00</td>
<td>975.00</td>
<td>21,835.00</td>
<td>43,775.00</td>
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<tr>
<td><strong>Total 0411 - Parade Fee Income</strong></td>
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<td>0.00</td>
<td>0.00</td>
<td>1,340.00</td>
<td>975.00</td>
<td>21,835.00</td>
<td>43,775.00</td>
<td>67,925.00</td>
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<tr>
<td>0414 - Donations (Individual) Income</td>
<td>55,392.62</td>
<td>2,238.99</td>
<td>90.00</td>
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<td>295.00</td>
<td>5,704.63</td>
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<td>0417 - Corporate Sponsorship Income</td>
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<td>30,000.00</td>
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<td>0.00</td>
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<td>34,000.00</td>
<td>86,500.00</td>
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<td>0421 - Interest Income</td>
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<td>3.92</td>
<td>3.15</td>
<td>3.13</td>
<td>2.84</td>
<td>2.41</td>
<td>2.26</td>
<td>21.75</td>
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<tr>
<td>0424 - Other Income</td>
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<td></td>
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<td></td>
</tr>
<tr>
<td>0424PT - Pink Triangle</td>
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<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
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<tr>
<td><strong>Total 0424 - Other Income</strong></td>
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<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
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<tr>
<td>0430 - Grants For the Arts</td>
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<tr>
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<td>7,247.84</td>
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<td>224,218.26</td>
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## SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

### Profit & Loss

**October 2021 through April 2022**

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<tr>
<th></th>
<th>Oct 21</th>
<th>Nov 21</th>
<th>Dec 21</th>
<th>Jan 22</th>
<th>Feb 22</th>
<th>Mar 22</th>
<th>Apr 22</th>
<th>TOTAL</th>
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<td><strong>Total 0613 - Employee Benefits Expense</strong></td>
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<td>3,358.15</td>
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<td>2,630.86</td>
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**Page 2 of 3**
### SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Profit & Loss

#### October 2021 through April 2022

<table>
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<tr>
<th></th>
<th>Oct 21</th>
<th>Nov 21</th>
<th>Dec 21</th>
<th>Jan 22</th>
<th>Feb 22</th>
<th>Mar 22</th>
<th>Apr 22</th>
<th>TOTAL</th>
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</thead>
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