AGENDA FOR

REGULAR BOARD OF DIRECTORS MEETING

HELD REMOTELY ON **2022-JUNE-08**

1. Standing Items
    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.
3. New Business
    a.
4. Announcements
5. Public Comment
6. In-Memoriam
7. Adjournment

Closed Session to Follow

President's Report 6/22

Greetings BOD and Happy Pride!! I am so excited that we have finally made it to just 2 weeks from Pride Weekend!! It has been such a long road from March 2020 and I am amazed at the ways in which we as an organization have expanded and grown in these 2 years.

By now you should have received the activities list from Marsha. There are also other events and opportunities that may present themselves as the month rolls on so please be checking your email regularly. We have the Member mixer on June 15th instead of the member meeting and we also have the Board Party at parade HQ that will be happening Pride Saturday. Also, communications about the timing board appearance on the main stage will arrive via email.

As you have all seen, a huge chunk of this month has been devoted to the agreement with SFPD Pride Alliance and First Responders to march in the parade. While I won't get into the details here, it is important to note that after many conversations with PD, Supervisor Dorsey and Mayor Breed, each other asks that we gave the PD were agreed to with a few additions due to PD protocol. The crucial moments were during the whirlwind that followed the initial reports of a boycott. It was a heavy time. Thank you for the support, encouraging words and ambassadorship in the community. Most of all, thanks for heeding my ask to NOT fall into negative chatter. That proved to be crucial in how things played out. My favorite part of conversations was to say that my board has NOT been involved in negative talk and chatter. Thanks to our partners at the Transgender District, Castro Cultural District and TGIJP who risked their own organizations to support us in this effort. We truly couldn't have accomplished our goal without their support.

It is truly my hope that you all have a fabulous experience at this year's celebration. For some, this is their first and will be a lot, but it will all prove worth it once everything is wrapped and we can look back and say we accomplished all of this together!!!

Nguyen Pham
Vice President Report
June 8, 2022

MEETING PARTICIPATION

- Participated in Board of Directors in-person meeting on May 4.
- Chaired Membership videoconference meeting on May 11.
- Participated in Executive Committee video conference meeting on May 25.

DEVELOPMENT COMMITTEE

- Enrolled more than 25 Memberships from partner organization (CHEER San Francisco).
- SF Pride Pro-Am Golf Tournament Fundraiser: Participated on coordination call with planning team on May 23.
- Promoted May 24 *Dear San Francisco: A High Flying Love Story* fundraiser via available channels.

POLICIES & PROCEDURES COMMITTEE

- No activity this period.

COMMUNITY ENGAGEMENT

- Attended *SF Bay Times* “Divas & Drinks” community event on May 26.
- Attended the Mayor’s Pride Flag Raising and Press Conference on June 2.

ROUTINE RESPONSIBILITIES

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

MILESTONES SCHEDULED FOR NEXT PERIOD

- Attend Membership Mixer on June 15, 2022.
- Participate in SF Pride Pro-Am’s next team call on June 30, 2022.

SAN FRANCISCO PRIDE

Treasurer's Report
June 8th, 2022

Submitted by

Janelle Vinson, *Treasurer*

Profit & Loss Statement – for the previous month:

Gross Income	$374,450.58
COGS	$.00
Gross Profit	$374,450.58
Expenses	$441,669.43
Net Income	($ - 67,218.85)

Total for 8th month of the fiscal year:

Gross Income	$895,803.52
COGS	$.00
Gross Profit	$895,803.52
Expenses	$1,073,591.94
Net Income	$(-177,788.42)

Cash Flow Statement for FY 2022

Cash at the beginning of the month	$621,328.75
Net Cash from Operating Activities	($ -63,082.97)
Net Cash Increase	($ -71,082.97)
Cash at the End of the Period	$550,245.78

Wells Fargo Checking (*Unrestricted)*	$134,957.97
(Fiscal Agencies – *Restricted Funds)*	$50,001.81
Wells Fargo MarketRate (*Reserve*)	$325,446.44
Wells Fargo Bank Savings	$26,546.76
Fresno First	$13,237.57

Narrative Overview:

We are doing well with our finances, with less than a month to go. There has been increased spending happening as expected due to parade fees and permits. Our Interim ED has done a great job securing funds from our corporate sponsors. We have money in the bank and a line of credit. We are still fundraising to reach our fundraising goal.

11:54 AM
06/02/22
Accrual Basis

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Balance Sheet
As of May 31, 2022

	May 31, 22
ASSETS	
Current Assets	
Checking/Savings	
0101 · Wells Fargo Bank Checking	
0101A · Restricted Funds	
0101AGR · Howard Grayson LGBT	1,303.01
0101ALA · Latin Stage	7,020.35
0101API · Pink Triangle	29,989.33
0101ASI · Sistahs Steppin	818.31
0101ASO · Soul of Pride	10,870.81
Total 0101A · Restricted Funds	50,001.81
0101 · Wells Fargo Bank Checking - Unrestricted Funds	134,957.97
Total 0101 · Wells Fargo Bank Checking	184,959.78
0102 · WellsFargo MarketRate (Reserve)	325,446.44
0104 · WellsFargo Bank Savings	26,546.76
0106 · Fresno First	13,237.57
0113 · Petty Cash Account	55.23
Total Checking/Savings	550,245.78
Accounts Receivable	
0115 · Accounts Receivable (General)	19,500.00
Total Accounts Receivable	19,500.00
Total Current Assets	569,745.78
Fixed Assets	
0140 · FURNITURE & EQUIPMENT	
0140a · Furniture & Equipment	4,999.51
0141 · Accumulated Depreciation	-4,999.51
Total 0140 · FURNITURE & EQUIPMENT	0.00
Total Fixed Assets	0.00
Other Assets	
0189 · TRADEMARKS	
0189A · Trademarks	60,610.96
0189B · Accumulated Amortization	-57,820.96
Total 0189 · TRADEMARKS	2,790.00
0195 · Other Deposits	96,969.23
Total Other Assets	99,759.23
TOTAL ASSETS	**669,505.01**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
0215L · Health/Fire Permit Fees Payable	6,300.00
0216 · Vendor Security Deposits	2,600.00
0250L · Payroll Taxes Due Payable	-11,753.01
0255L · Vacation Time Account Payable	17,055.33
Total Other Current Liabilities	14,202.32

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Balance Sheet
As of May 31, 2022

	May 31, 22
Total Current Liabilities	14,202.32
Long Term Liabilities	
0261 · Fresno First Line of Credit	132,413.00
Total Long Term Liabilities	132,413.00
Total Liabilities	146,615.32
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	273,959.11
Net Income	-177,788.42
Total Equity	522,889.69
TOTAL LIABILITIES & EQUITY	**669,505.01**

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss
October 2021 through May 2022

	May 2022	Oct 2021 - May 2022
Ordinary Income/Expense		
Income		
0402 · Membership Income	1,390.00	5,015.00
0409 · Vendor Income		
0410 · Vendor/Booth Fees Income		
0410P · Pride - Vendor Income	70,725.00	149,015.00
Total 0410 · Vendor/Booth Fees Income	70,725.00	149,015.00
0425 · Booth Equip. Rental Income	3,475.00	9,155.00
Total 0409 · Vendor Income	74,200.00	158,170.00
0411 · Parade Fee Income		
0411FM · Pride-Float/March Income	111,855.00	179,780.00
Total 0411 · Parade Fee Income	111,855.00	179,780.00
0414 · Donations (Individual) Income	10,503.26	76,589.50
0417 · Corporate Sponsorship Income	170,000.00	256,500.00
0421 · Interest Income	2.32	24.07
0424 · Other Income		
0424PT · Pink Triangle	0.00	9,000.00
Total 0424 · Other Income	0.00	9,000.00
0430 · Grants For the Arts		
0430A · Pride - Grants for the Arts	0.00	177,750.00
Total 0430 · Grants For the Arts	0.00	177,750.00
0450 · Merchandise Sales	0.00	357.00
0490 · Fundraising - General	0.00	16,017.95
4900 · Fiscal Sponsee Income		
4900.14 · Donations (Individual) Income	0.00	100.00
4900.49 · Fundraising	6,500.00	16,500.00
Total 4900 · Fiscal Sponsee Income	6,500.00	16,600.00
Total Income	374,450.58	895,803.52
Gross Profit	374,450.58	895,803.52
Expense		
0601 · Advertising (Event)	0.00	19.31
0602 · Bank Fees	4,132.57	8,032.72
0603 · Utilities and Maintenance		
0603C · Cleaning & General Maintenance	685.25	6,616.08
0603U · Utilities	0.00	1,819.12
Total 0603 · Utilities and Maintenance	685.25	8,435.20
0605 · Membership Dues Expense	0.00	895.00
0606 · Insurance Expense	367.75	8,412.19
0607 · Postage Expense	174.00	331.56
0608 · Copying/Printing Expense	0.00	281.60
0609 · Office Supplies Expense	556.32	3,826.71
0610 · Accounting/Auditing Expense	2,000.00	21,524.50
0612 · Other Supplies	0.00	28.06
0613 · Employee Benefits Expense		
0613M · Medical/Dental Benefits	268.80	25,500.74

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss
October 2021 through May 2022

	May 2022	Oct 2021- May 2022
Total 0613 · Employee Benefits Expense	268.80	25,500.74
0614 · Equipment Rental Expense	54,558.20	81,084.51
0615 · Rent (Office) Expense	5,393.50	50,782.94
0616 · Rent (Non-Office Space) Exp.	1,667.00	12,519.00
0618 · Equipment Repair & Maintenance	0.00	855.14
0619 · Contracted Services	106,787.24	251,040.68
0620 · Contractors	0.00	8,220.00
0622 · Payroll Taxes	1,535.18	18,143.94
0623 · Travel Expense	125.23	1,711.24
0624 · Entertainer/Speaker Expense		
0624M · Main Stage	11,000.00	11,000.00
Total 0624 · Entertainer/Speaker Expense	11,000.00	11,000.00
0625 · Telephone Expense	458.02	3,662.35
0626 · Payroll Expense		
0626A · Payroll expense	20,067.72	237,174.98
Total 0626 · Payroll Expense	20,067.72	237,174.98
0627 · Permit Costs	42,981.87	45,617.87
0628 · Community Partners Grants		
0628B · Grants from Board	0.00	2,590.00
Total 0628 · Community Partners Grants	0.00	2,590.00
0629 · Educational Development Exp.	0.00	275.00
0630 · Food Expense	190.20	4,920.67
0631 · Media/PR Expense	16,400.00	72,133.28
0632 · Volunteer/Staff Recognition Exp	98.20	475.85
0633 · Security Costs	100,000.00	100,000.00
0636 · Branded Apparel Expense	0.00	2,700.00
0642 · Toilet Rental Expense	12,500.00	12,500.00
0643 · Fencing Rental Expense	12,500.00	12,500.00
0644 · Sound Expenses		
0644S · Sound Expense	35,459.63	35,459.63
0644V · Video Expense	6,254.70	6,254.70
Total 0644 · Sound Expenses	41,714.33	41,714.33
0645 · Signage Expense	0.00	983.00
0655 · Data Management Expense	3,680.47	12,965.94
0660 · Fundraising Expense	0.00	3,242.95
0690 · Interest Expense	827.58	3,247.05
0696 · Lodging/Hotel Epense	0.00	1,243.63
6800 · Fiscal Sponsee Expenses		
6800.19 · Contracted Services	0.00	2,000.00
6800.28 · Donations,Grants, Fellowships	1,000.00	1,000.00
Total 6800 · Fiscal Sponsee Expenses	1,000.00	3,000.00
Total Expense	441,669.43	1,073,591.94
Net Ordinary Income	-67,218.85	-177,788.42
Net Income	**-67,218.85**	**-177,788.42**

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Statement of Cash Flows
May 2022

	May 22
OPERATING ACTIVITIES	
Net Income	-67,218.85
Adjustments to reconcile Net Income to net cash provided by operations:	
0215L · Health/Fire Permit Fees Payable	2,100.00
0216 · Vendor Security Deposits	600.00
0250L · Payroll Taxes Due Payable	1,435.88
Net cash provided by Operating Activities	-63,082.97
INVESTING ACTIVITIES	
0195 · Other Deposits	-8,000.00
Net cash provided by Investing Activities	-8,000.00
Net cash increase for period	-71,082.97
Cash at beginning of period	621,328.75
Cash at end of period	**550,245.78**

11:53 AM

06/02/22

Accrual Basis

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss Budget vs. Actual
October 2021 through May 2022

	Oct '21 - May 22	Budget	$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
0402 · Membership Income	5,015.00	50,000.00	-44,985.00	10.0%
0409 · Vendor Income				
0410 · Vendor/Booth Fees Income				
0410P · Pride - Vendor Income	149,015.00	185,000.00	-35,985.00	80.5%
Total 0410 · Vendor/Booth Fees Income	149,015.00	185,000.00	-35,985.00	80.5%
0425 · Booth Equip. Rental Income	9,155.00	12,000.00	-2,845.00	76.3%
Total 0409 · Vendor Income	158,170.00	197,000.00	-38,830.00	80.3%
0411 · Parade Fee Income				
0411FM · Pride-Float/March Income	179,780.00	250,000.00	-70,220.00	71.9%
0411W · DykesOnBikes (WMC)	0.00	3,000.00	-3,000.00	0.0%
Total 0411 · Parade Fee Income	179,780.00	253,000.00	-73,220.00	71.1%
0412 · Beverage Sales				
0412P · Pride - Beverage sales	0.00	700,000.00	-700,000.00	0.0%
Total 0412 · Beverage Sales	0.00	700,000.00	-700,000.00	0.0%
0414 · Donations (Individual) Income	76,589.50	105,000.00	-28,410.50	72.9%
0416 · Barrel Donations Income				
0416P · Pride - Barrel Donations	0.00	100,000.00	-100,000.00	0.0%
Total 0416 · Barrel Donations Income	0.00	100,000.00	-100,000.00	0.0%
0417 · Corporate Sponsorship Income	256,500.00	2,050,000.00	-1,793,500.00	12.5%
0419 · Stage Cost Recovery	0.00	5,000.00	-5,000.00	0.0%
0421 · Interest Income	24.07	50.00	-25.93	48.1%
0424 · Other Income				
0424O · Official Events Calendar List	0.00	8,000.00	-8,000.00	0.0%
0424PT · Pink Triangle	9,000.00			
Total 0424 · Other Income	9,000.00	8,000.00	1,000.00	112.5%
0430 · Grants For the Arts				
0430A · Pride - Grants for the Arts	177,750.00	100,000.00	77,750.00	177.8%
Total 0430 · Grants For the Arts	177,750.00	100,000.00	77,750.00	177.8%
0440 · Grandstand Ticket Sales	0.00	30,000.00	-30,000.00	0.0%
0450 · Merchandise Sales	357.00	20,000.00	-19,643.00	1.8%
0490 · Fundraising - General	16,017.95	95,000.00	-78,982.05	16.9%
0495 · Management Fees Income	0.00	300.00	-300.00	0.0%
4900 · Fiscal Sponsee Income				
4900.14 · Donations (Individual) Income	100.00			
4900.49 · Fundraising	16,500.00			
Total 4900 · Fiscal Sponsee Income	16,600.00			
Total Income	895,803.52	3,713,350.00	-2,817,546.48	24.1%

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss Budget vs. Actual
October 2021 through May 2022

	Oct '21 - May 22	Budget	$ Over Budget	% of Budget
Cost of Goods Sold				
0510 · Beverage Purchases				
0510B · Beverage Purchases	0.00	125,000.00	-125,000.00	0.0%
Total 0510 · Beverage Purchases	0.00	125,000.00	-125,000.00	0.0%
0512 · Beverage Ice Expense	0.00	15,000.00	-15,000.00	0.0%
Total COGS	0.00	140,000.00	-140,000.00	0.0%
Gross Profit	895,803.52	3,573,350.00	-2,677,546.48	25.1%
Expense				
0601 · Advertising (Event)	19.31	10,000.00	-9,980.69	0.2%
0602 · Bank Fees	8,032.72	35,000.00	-26,967.28	23.0%
0603 · Utilities and Maintenance				
0603C · Cleaning & General Maintenance	6,616.08	8,000.00	-1,383.92	82.7%
0603U · Utilities	1,819.12	2,000.00	-180.88	91.0%
Total 0603 · Utilities and Maintenance	8,435.20	10,000.00	-1,564.80	84.4%
0604 · Messenger Expense	0.00	500.00	-500.00	0.0%
0605 · Membership Dues Expense	895.00	1,400.00	-505.00	63.9%
0606 · Insurance Expense	8,412.19	185,000.00	-176,587.81	4.5%
0607 · Postage Expense	331.56	2,000.00	-1,668.44	16.6%
0608 · Copying/Printing Expense	281.60	11,850.00	-11,568.40	2.4%
0609 · Office Supplies Expense	3,826.71	3,000.00	826.71	127.6%
0610 · Accounting/Auditing Expense	21,524.50	40,000.00	-18,475.50	53.8%
0611 · Commission/Bonus Expense	0.00	75,000.00	-75,000.00	0.0%
0612 · Other Supplies	28.06	15,000.00	-14,971.94	0.2%
0613 · Employee Benefits Expense				
0613M · Medical/Dental Benefits	25,500.74	45,000.00	-19,499.26	56.7%
Total 0613 · Employee Benefits Expense	25,500.74	45,000.00	-19,499.26	56.7%
0614 · Equipment Rental Expense	81,084.51	312,800.00	-231,715.49	25.9%
0615 · Rent (Office) Expense	50,782.94	58,000.00	-7,217.06	87.6%
0616 · Rent (Non-Office Space) Exp.	12,519.00	61,500.00	-48,981.00	20.4%
0617 · Clean-Up Costs (Event)	0.00	145,000.00	-145,000.00	0.0%
0618 · Equipment Repair & Maintenance	855.14	2,100.00	-1,244.86	40.7%
0619 · Contracted Services	251,040.68	538,640.00	-287,599.32	46.6%
0620 · Contractors	8,220.00	112,800.00	-104,580.00	7.3%
0621 · ASL Interpreter/ADA Compliance	0.00	13,000.00	-13,000.00	0.0%
0622 · Payroll Taxes	18,143.94	35,000.00	-16,856.06	51.8%
0623 · Travel Expense	1,711.24	11,400.00	-9,688.76	15.0%
0624 · Entertainer/Speaker Expense				
0624M · Main Stage	11,000.00	25,000.00	-14,000.00	44.0%
0624T · Other Venues	0.00	1,000.00	-1,000.00	0.0%
Total 0624 · Entertainer/Speaker Expense	11,000.00	26,000.00	-15,000.00	42.3%
0625 · Telephone Expense	3,662.35	3,600.00	62.35	101.7%
0626 · Payroll Expense				
0626A · Payroll expense	237,174.98	365,000.00	-127,825.02	65.0%
Total 0626 · Payroll Expense	237,174.98	365,000.00	-127,825.02	65.0%
0627 · Permit Costs	45,617.87	59,600.00	-13,982.13	76.5%

11:53 AM

06/02/22

Accrual Basis

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss Budget vs. Actual
October 2021 through May 2022

	Oct '21 - May 22	Budget	$ Over Budget	% of Budget
0628 · Community Partners Grants				
0628B · Grants from Board	2,590.00	20,000.00	-17,410.00	13.0%
0628P · Grants to Partners	0.00	166,500.00	-166,500.00	0.0%
0628W · Grants to Dykes on Bikes	0.00	1,000.00	-1,000.00	0.0%
Total 0628 · Community Partners Grants	2,590.00	187,500.00	-184,910.00	1.4%
0629 · Educational Development Exp.	275.00	1,000.00	-725.00	27.5%
0630 · Food Expense	4,920.67	25,000.00	-20,079.33	19.7%
0631 · Media/PR Expense	72,133.28	18,000.00	54,133.28	400.7%
0632 · Volunteer/Staff Recognition Exp	475.85	3,000.00	-2,524.15	15.9%
0633 · Security Costs	100,000.00	483,200.00	-383,200.00	20.7%
0636 · Branded Apparel Expense	2,700.00	11,500.00	-8,800.00	23.5%
0637 · Police/Traffic Control Expense	0.00	50,000.00	-50,000.00	0.0%
0640 · Sales Tax Expense/Other Taxes	0.00	62,000.00	-62,000.00	0.0%
0641 · Radio Rental Expense	0.00	12,000.00	-12,000.00	0.0%
0642 · Toilet Rental Expense	12,500.00	41,500.00	-29,000.00	30.1%
0643 · Fencing Rental Expense	12,500.00	56,650.00	-44,150.00	22.1%
0644 · Sound Expenses				
0644S · Sound Expense	35,459.63	55,000.00	-19,540.37	64.5%
0644V · Video Expense	6,254.70	15,000.00	-8,745.30	41.7%
Total 0644 · Sound Expenses	41,714.33	70,000.00	-28,285.67	59.6%
0645 · Signage Expense	983.00	40,100.00	-39,117.00	2.5%
0655 · Data Management Expense	12,965.94	23,500.00	-10,534.06	55.2%
0656 · HR Expense	0.00	500.00	-500.00	0.0%
0660 · Fundraising Expense	3,242.95	31,000.00	-27,757.05	10.5%
0680 · Fullfillment Expense	0.00	60,000.00	-60,000.00	0.0%
0690 · Interest Expense	3,247.05			
0696 · Lodging/Hotel Epense	1,243.63	7,000.00	-5,756.37	17.8%
0697 · Lost equipment & damages	0.00	2,000.00	-2,000.00	0.0%
6700 · Reallocation Expenses	0.00	40,000.00	-40,000.00	0.0%
6800 · Fiscal Sponsee Expenses				
6800.19 · Contracted Services	2,000.00			
6800.28 · Donations,Grants, Fellowships	1,000.00			
Total 6800 · Fiscal Sponsee Expenses	3,000.00			
6999 · Uncategorized Expenses	0.00	10,000.00	-10,000.00	0.0%
Total Expense	1,073,591.94	3,413,640.00	-2,340,048.06	31.5%
Net Ordinary Income	-177,788.42	159,710.00	-337,498.42	-111.3%
Net Income	**-177,788.42**	**159,710.00**	**-337,498.42**	**-111.3%**