

**AGENDA FOR
REGULAR BOARD OF DIRECTORS MEETING
HELD REMOTELY ON 2023-FEB-08**

Meetings Guidelines and Protocols: <https://members.sfpride.org/meetings>

1. Standing Items (30 mins)
 - a. Call to Order and Welcome
 - b. Acknowledgement of Unceded Ramaytush Ohlone Land
 - c. Roll Call
 - d. Appointment of Meeting Roles
 - i. Timekeeper, Stack Monitor, Vibe Watch
 - e. Reading of the Mission Statement
 - f. Reading of the Financial Protocol
 - g. Disclosure of Potential Conflicts of Interest
 - h. Approval of the Agenda
 - i. Approval of Minutes
 - j. Agency Updates from Executive Director (8 mins)
 - k. Reports of the Officers
 - l. Reports of Committees
 - i. Budget & Finance
 - ii. Policies and Procedures
 - iii. Long Range Planning
 - iv. Development
 - v. Community Affairs
2. Unfinished Business (0 mins)
 - a. none
3. New Business (20 mins)
 - a. Proposal to Raise minimum dues to \$25 (10m - CAC, Di'ara)
 - b. Budget Adjustment (10m – B&F, Robert)
4. Announcements (5 mins)
5. Public Comment (20 mins, up to 10 speakers, up to 2 mins each)
6. In-Memoriam
7. Adjournment

Closed Session to Follow

MINUTES FOR BOARD OF DIRECTORS MEETING | 2023-JAN-04

(REMOTE)

Meetings Guidelines and Protocols: <https://members.sfpride.org/meetings>

1. Standing Items (20 mins)

Call to Order and Welcome **at 7:03**

In attendance: Nguyen (President), Robert (Treasurer), Spring (Secretary), Elizabeth, Suzanne (Interim ED), Joshua, Di'ara, Maceo, Anjali, Marsha, Linda, Manuel, Chris (Deputy ED), Carolyn, Janelle (Vice President)

Not present: George

i. Timekeeper (Joshua), Stack Monitor (Rob), Vibe Watch (Elizabeth)

- Disclosure of Potential Conflicts of Interest

- a. Nguyen: Frameline
- b. Josh: Burning Man, UC Berkeley, Soul of Pride
- c. Elizabeth: NCLR
- d. Maceo: SF LGBT Center and TLC
- e. Di'ara: Pacific Center
- f. Suzanne: Trans Heartline
- g. Linda: NAACP, BWOPA, NAPSYP, Soul of Pride, Juvenile Prevention
- h. Robert: Trans Masc Calendar, TRANScend
- i. Anjali: Lyon Martin, LGBT Asylum, Parivar, OTI TAC, ETE
- j. Spring: TRANScend
- k. Manuel: UCSF, Redwood City

- Approval of the Agenda consensus
- Reading and Approval of Minutes December 2022 minutes: approved by consensus
- Reports of the Officers

President: Nguyen (see page 3 in packet)

-Grand Marshall voting ends at 7pm prior to Member Mtg

VP: Janelle (no report)

Secretary: Spring

-Community Events Calendar

-Working on a "Report Back" from ExCom to Board to expand on greater board transparency

-In-Person Meetings by next Board Mtg

Treasurer: Robert

Waiting on Grants from Arts

Waiting on 62k+ in reimbursements

Sponsorship contract on horizon

- Reports of Committees

- i. Budget & Finance NO UPDATE

- ii. Policies and Procedures NO UPDATE (see email from Manuel, mtg next week)

- iii. Personnel NO UPDATE
- iv. Long Range Planning NO UPDATE
- v. Nominating (NO CHAIRS AVAILABLE)
- vi. Development 12/20 mtg community partners program discussion and commerce program
- vii. Audit NO UPDATE
- viii. Community Affairs (see Josh's minutes here)

Commerce (Di'ara) (2 new folks) weekly meetings, need board help, feels its at a good place to move forward

- Agency Updates from Executive Director (8 mins)

Suzanne: (see ED report in packet)

JJLA in office Wednesday 2/11 (come in and say hi

Creating Change (\$3k sponsorship) 6 spots

USOP Conference (Chris, Marsha, Nguyen attending)

Elizabeth: can we have a sponsorship report back and outline of sponsorship landscape

2. Unfinished Business (0 mins)

A. No Unfinished Business

3. New Business (30 mins)

- Document Review Process

Nguyen: how we have ability to view and/or not view documents specifically around the BnF committee, and other barriers for access, we want to have transparency, the process that was followed for the recent budget was in-line with process and policy (process v preference) very careful on how things are shared when its a sensitive topic as well

Rob: We have expanded to remote options to assist with barriers, please join the committee, odd months second tuesday (reoccurring), extending invite

Josh: Creating an annual timeline to know what's expected month to month (in process)

- Board Retreat February 3-5 (location TBD) agenda in process
- Community Events Calendar (20 events total)

NCLR in Park and Fall Gala, Maceo will Email but SF LGBT Gala, Suzanne has Anjali's email

4. Announcements (5 mins)

Maceo: SF LGBT Soiree at April 15th (Saturday)

Anjali:

January 21st at Casement Parivar NY Party

First Cut of Parivar video January 14th (invitation only)

Kick off of Entrepreneurship in Pakistan and California

Imperial Court for Parivar Jan 21st

5. Public Comment (10 mins)

6. In-Memoriam

Henry Berg Brousseau (Di'ara)

July Munoz (Elizabeth)

Carol Leigh (Janelle)

Rob Greenlee (Anjali)

7. Adjournment at 8:36

SAN FRANCISCO PRIDE®

SAN FRANCISCO LESBIAN, GAY, BISEXUAL, TRANSGENDER
PRIDE PARADE AND CELEBRATION COMMITTEE, INC.

Nguyen Pham
President Report
February 8, 2023

MEETING PARTICIPATION

- Chaired Board of Directors video conference meeting on January 4.
- Attended Membership video conference meeting on January 11.
- Chaired ExCom video conference meeting on January 25.
- Attended Office Celebration at SF Pride HQ on February 1.
- Chaired Board Weekend Retreat in Pacifica from February 3 to February 5.
- Attended SF Pride Pro-Am Golf Tournament coordination call on February 8.

COMMUNITY AND CONFERENCE ENGAGEMENT

- Attended community swearing-in of Rafael Mandelman at Openhouse on January 6, 2023.
- Attended United States Association of Prides (USAP) inaugural in-person conference in Minneapolis, MN from January 26 to January 29.

PUBLIC RELATIONS

- *Bay Area Reporter*: Published op-ed “Reflecting on 2022 as we forge ahead into the new year” on January 11: <https://www.ebar.com/story.php?321970>
- *Newsweek*: Provided quotes for feature “George Santos Offered 'Landing Pad' as Drag Queen in Pride Parade” on January 27: <https://www.newsweek.com/george-santos-offered-landing-pad-drag-queen-san-francisco-pride-parade-1777181>
- *San Francisco Chronicle*: Delivered interview for “Fifth and Mission” podcast on February 3: <https://www.sfchronicle.com/podcasts/article/how-s-f-pride-plans-counter-right-wing-aggression-17729328.php>

COMMITTEE WORK

- ED Search Committee:
 - Attended ED Search Committee video conference meetings on January 9, January 17, January 19, January 24, and January 27.
 - Chaired Board Special Meeting via video conference on January 30.
- Attended Community Affairs Committee video conference meeting on January 18.
- Attended Policies & Procedures video conference meeting on January 31.
- Attended Budget & Finance Committee video conference meeting on February 7.

SAN FRANCISCO PRIDE®

SAN FRANCISCO LESBIAN, GAY, BISEXUAL, TRANSGENDER
PRIDE PARADE AND CELEBRATION COMMITTEE, INC.

ROUTINE RESPONSIBILITIES

- Participated on check-in calls with Interim ED on January 6, January 10, January 13, January 17, January 20, January 24, January 26, January 31, February 3, and February 8.
- Participated on check-in calls with PR partner on January 10, January 17, January 20, January 24, January 31, and February 8.
- Engaged with SF Pride content via social media channels as feasible.
- Corresponded with Staff and Board Members as appropriate.

KEY ACTIVITIES AND MILESTONES SCHEDULED FOR NEXT PERIOD

- Attend Membership meeting on February 15.
- Represent SF Pride at Creating Change 2023 conference starting February 17.
- Represent SF Pride at Sydney WorldPride 2023 starting approximately February 22.
- Chair Board of Directors meeting on March 8.

SAN FRANCISCO PRIDE

Treasurer's Report

Robert Louie

February 8, 2023

Profit & Loss Statement – January 2022

Gross Income	\$173,150.41
COGS	\$0.00
Gross Profit	\$173,150.41
Expenses	\$66,962.06
Net Income	\$106,188.35

Total for 1st month of the fiscal year:

Gross Income	\$25,771.06
COGS	\$0.00
Gross Profit	\$25,771.06
Expenses	\$70,774.59
Net Income	(\$45,003.53)

Cash Flow Statement for FY 2023

Cash at the beginning of the month	\$289,625.70
Net Cash from Operating Activities	\$103,116.03
Net Cash Increase	\$92,243.19
Cash at the End of the Period	\$381,868.89
Wells Fargo Checking (<i>Unrestricted</i>)	\$193,781.08
(Fiscal Agencies – <i>Restricted Funds</i>)	\$24,285.09
Wells Fargo MarketRate (<i>Reserve</i>)	\$125,470.78
Wells Fargo Bank Savings	\$26,550.70
Fresno First	\$11,726.01
Petty Cash	\$55.23

Narrative Overview

We've received the city's Grant for the Arts putting our cashflow positive this month.

The Budget and Finance committee would like to propose the following adjustments:

- Approval of a \$22k increase for the golf tournament. This is to accomodate the event moving from October to September this year, which means two golf tournaments will have occurred this fiscal year. The event will remain in September moving forward.
- An increase to the budget for food spending by \$5k to account for SF Pride events coming up in the mid year. We've spent about 30% and have several more Pride Events coming up for the remainder of the year like The Gratitude Event, Queerazón, etc
- There was also a request for a budget increase of \$10k for the Commerce Membership Program. BFC would like to suggest a budget proposal be submitted after the ad-hoc committee overseeing Commerce Membership is formed
- Approval of the recategorization of \$50k from the Contracting category to the Marketing/PR category. Expenses for our PR firm have been moved this year from "Contracting" to "Marketing/PR" this is merely for records and is not a change in budget.
- Tabled requested increase of the lodging budget by \$5k to a later BFC committee meeting

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Balance Sheet As of January 31, 2023

Jan 31, 23

ASSETS

Current Assets

Checking/Savings

0101 · Wells Fargo Bank Checking

0101A · Restricted Funds

0101AGR · Howard Grayson LGBT 282.26

0101ALA · Latin Stage 9,540.74

0101API · Pink Triangle 7,386.23

0101ASI · Sistahs Steppin 818.31

0101ASO · Soul of Pride 6,257.55

Total 0101A · Restricted Funds 24,285.09

0101 · Wells Fargo Bank Checking - Unrestricted Funds 193,781.08

Total 0101 · Wells Fargo Bank Checking 218,066.17

0102 · WellsFargo MarketRate (Reserve) 125,470.78

0104 · WellsFargo Bank Savings 26,550.70

0106 · Fresno First 11,726.01

0113 · Petty Cash Account 55.23

Total Checking/Savings 381,868.89

Total Current Assets 381,868.89

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 -58,130.96

Total 0189 · TRADEMARKS 2,480.00

0191 · Prepaid Expenses 59,527.00

0195 · Other Deposits 29,442.23

Total Other Assets 91,449.23

TOTAL ASSETS 473,318.12

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

0250L · Payroll Taxes Due Payable 5,167.63

0255L · Vacation Time Account Payable 13,301.22

0259 · Short Term Loans 200,000.00

Total Other Current Liabilities 218,468.85

Total Current Liabilities 218,468.85

Long Term Liabilities

0261 · Fresno First Line of Credit 57,480.93

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Balance Sheet

As of January 31, 2023

	Jan 31, 23
0270 · Deferred rent liability	7,234.00
Total Long Term Liabilities	64,714.93
Total Liabilities	283,183.78
Equity	
3000 · Opening Bal Equity	81,844.00
3100 · Temp Restricted Net Assets (TRN	-127,535.00
3800.1 · NetAssetsReleased, UnRestrict	586,907.00
3800.4 · NetAssetsReleased, TempRestrict	-586,907.00
3900 · Retained Earnings	302,189.16
Net Income	-66,363.82
Total Equity	190,134.34
TOTAL LIABILITIES & EQUITY	473,318.12

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss Budget vs. Actual
October 2022 through September 2023

		FY 2023		
	Oct '22 - Jan '23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
0402 · Membership Income	4,700.00	15,000.00	-10,300.00	31.33%
0409 · Vendor Income				
0410 · Vendor/Booth Fees Income				
0410P · Pride - Vendor Income	0.00	237,600.00	-237,600.00	0.0%
Total 0410 · Vendor/Booth Fees Income	0.00	237,600.00	-237,600.00	0.0%
Total 0409 · Vendor Income	0.00	237,600.00	-237,600.00	0.0%
0411 · Parade Fee Income				
0411FM · Pride-Float/March Income	0.00	369,360.00	-369,360.00	0.0%
0411W · DykesOnBikes (WMC)	0.00	3,000.00	-3,000.00	0.0%
Total 0411 · Parade Fee Income	0.00	372,360.00	-372,360.00	0.0%
0412 · Beverage Sales				
0412P · Pride - Beverage sales	0.00	600,000.00	-600,000.00	0.0%
Total 0412 · Beverage Sales	0.00	600,000.00	-600,000.00	0.0%
0414 · Donations (Individual) Income	3,517.57	83,136.00	-79,618.43	4.23%
0416 · Barrel Donations Income				
0416P · Pride - Barrel Donations	0.00	50,000.00	-50,000.00	0.0%
Total 0416 · Barrel Donations Income	0.00	50,000.00	-50,000.00	0.0%
0417 · Corporate Sponsorship Income	30,570.00	2,581,250.00	-2,550,680.00	1.18%
0421 · Interest Income	22.13			
0424 · Other Income				
0424O · Official Events Calendar List	0.00	5,000.00	-5,000.00	0.0%
0424PP · Pride Pass	0.00	40,000.00	-40,000.00	0.0%
Total 0424 · Other Income	0.00	45,000.00	-45,000.00	0.0%
0430 · Grants For the Arts				
0430A · Pride - Grants for the Arts	156,250.00	325,000.00	-168,750.00	48.08%
Total 0430 · Grants For the Arts	156,250.00	325,000.00	-168,750.00	48.08%
0435 · Other Grants Income	15,000.00	300,000.00	-285,000.00	5.0%
0440 · Grandstand Ticket Sales	0.00	60,000.00	-60,000.00	0.0%
0441 · Other Ticket Sales	0.00	65,000.00	-65,000.00	0.0%
0450 · Merchandise Sales	0.00	30,000.00	-30,000.00	0.0%
0490 · Fundraising - General	22,307.00	20,000.00	2,307.00	111.54%
0495 · Management Fees Income	0.00	300.00	-300.00	0.0%
4900 · Fiscal Sponsee Income				
4900.14 · Donations (Individual) Income	2,018.00			
4900.49 · Fundraising	11,141.00			
Total 4900 · Fiscal Sponsee Income	13,159.00			
Total Income	245,525.70	4,784,646.00	-4,539,120.30	5.13%
Gross Profit	245,525.70	4,784,646.00	-4,539,120.30	5.13%
Expense				
0600 · Advertising (Administrative)	161.77	3,000.00	-2,838.23	5.39%
0601 · Advertising (Event)	0.00	5,000.00	-5,000.00	0.0%
0602 · Bank Fees	1,284.30	36,000.00	-34,715.70	3.57%
0603 · Utilities and Maintenance				
0603C · Cleaning & General Maintenance	3,075.68	12,000.00	-8,924.32	25.63%

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss Budget vs. Actual
October 2022 through September 2023

	Oct '22 - Jan '23	FY2023 Budget	\$ Over Budget	% of Budget
0603U · Utilities	700.31	2,500.00	-1,799.69	28.01%
Total 0603 · Utilities and Maintenance	3,775.99	14,500.00	-10,724.01	26.04%
0604 · Messenger Expense	54.00	300.00	-246.00	18.0%
0606 · Insurance Expense	3,892.46	264,000.00	-260,107.54	1.47%
0607 · Postage Expense	37.45	3,000.00	-2,962.55	1.25%
0608 · Copying/Printing Expense	1,448.77	16,050.00	-14,601.23	9.03%
0609 · Office Supplies Expense	1,962.56	7,000.00	-5,037.44	28.04%
0610 · Accounting/Auditing Expense	8,000.00	40,000.00	-32,000.00	20.0%
0611 · Commission/Bonus Expense	0.00	80,000.00	-80,000.00	0.0%
0612 · Other Supplies	0.00	16,500.00	-16,500.00	0.0%
0613 · Employee Benefits Expense				
0613M · Medical/Dental Benefits	19,117.62	50,000.00	-30,882.38	38.24%
Total 0613 · Employee Benefits Expense	19,117.62	50,000.00	-30,882.38	38.24%
0614 · Equipment Rental Expense	861.00	343,530.00	-342,669.00	0.25%
0615 · Rent (Office) Expense	22,059.43	71,425.44	-49,366.01	30.89%
0616 · Rent (Non-Office Space) Exp.	7,002.00	70,000.00	-62,998.00	10.0%
0617 · Clean-Up Costs (Event)	0.00	171,000.00	-171,000.00	0.0%
0618 · Equipment Repair & Maintenance	504.99	2,310.00	-1,805.01	21.86%
0619 · Contracted Services	61,803.10	757,750.00	-695,946.90	8.16%
0620 · Contractors	24,360.00	153,200.00	-128,840.00	15.9%
0621 · ASL Interpreter/ADA Compliance	0.00	11,850.00	-11,850.00	0.0%
0622 · Payroll Taxes	7,124.17	38,500.00	-31,375.83	18.5%
0623 · Travel Expense	3,952.90	39,672.00	-35,719.10	9.96%
0624 · Entertainer/Speaker Expense				
0624M · Main Stage	0.00	80,000.00	-80,000.00	0.0%
0624S · Community Stages and Venues	0.00	1,000.00	-1,000.00	0.0%
0624T · Other Venues	0.00	13,500.00	-13,500.00	0.0%
Total 0624 · Entertainer/Speaker Expense	0.00	94,500.00	-94,500.00	0.0%
0625 · Telephone Expense	1,022.20	4,000.00	-2,977.80	25.56%
0626 · Payroll Expense				
0626A · Payroll expense	93,124.98	474,500.00	-381,375.02	19.63%
Total 0626 · Payroll Expense	93,124.98	474,500.00	-381,375.02	19.63%
0627 · Permit Costs	0.00	65,560.00	-65,560.00	0.0%
0628 · Community Partners Grants				
0628B · Grants from Board	750.00	82,750.00	-82,000.00	0.91%
0628P · Grants to Partners	0.00	15,400.00	-15,400.00	0.0%
0628W · Grants to Dykes on Bikes	0.00	1,100.00	-1,100.00	0.0%
Total 0628 · Community Partners Grants	750.00	99,250.00	-98,500.00	0.76%
0629 · Educational Development Exp.	300.00	23,500.00	-23,200.00	1.28%
0630 · Food Expense	10,537.00	31,507.35	-20,970.35	33.44%
0631 · Media/PR Expense	43,051.98	31,000.00	12,051.98	138.88%
0632 · Volunteer/Staff Recognition Exp	0.00	3,000.00	-3,000.00	0.0%
0633 · Security Costs	0.00	680,000.00	-680,000.00	0.0%
0635 · Legal Expense	0.00	20,000.00	-20,000.00	0.0%
0636 · Branded Apparel Expense	3,000.00	18,000.00	-15,000.00	16.67%
0637 · Police/Traffic Control Expense	0.00	45,000.00	-45,000.00	0.0%

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss Budget vs. Actual
October 2022 through September 2023

		FY2023		
	Oct '22 - Jan '23	Budget	\$ Over Budget	% of Budget
0640 · Sales Tax Expense/Other Taxes	0.00	2,200.00	-2,200.00	0.0%
0641 · Radio Rental Expense	0.00	13,200.00	-13,200.00	0.0%
0642 · Toilet Rental Expense	0.00	45,000.00	-45,000.00	0.0%
0643 · Fencing Rental Expense	0.00	49,500.00	-49,500.00	0.0%
0644 · Sound Expenses				
0644S · Sound Expense	0.00	76,100.00	-76,100.00	0.0%
0644V · Video Expense	0.00	48,000.00	-48,000.00	0.0%
Total 0644 · Sound Expenses	0.00	124,100.00	-124,100.00	0.0%
0645 · Signage Expense	0.00	41,410.00	-41,410.00	0.0%
0655 · Data Management Expense	5,991.95	24,200.00	-18,208.05	24.76%
0656 · HR Expense	0.00	500.00	-500.00	0.0%
0660 · Fundraising Expense	14,751.72	14,600.00	151.72	101.04%
0670 · Print Publications Expense	0.00	5,000.00	-5,000.00	0.0%
0680 · Fullfillment Expense	0.00	30,000.00	-30,000.00	0.0%
0690 · Interest Expense	3,525.99	15,000.00	-11,474.01	23.51%
0694 · Amortization Expense	0.00	400.00	-400.00	0.0%
0696 · Lodging/Hotel Epanse	3,620.01	8,500.00	-4,879.99	42.59%
0697 · Lost equipment & damages	0.00	2,500.00	-2,500.00	0.0%
6700 · Reallocation Expenses	0.00	33,000.00	-33,000.00	0.0%
6800 · Fiscal Sponsee Expenses				
6800.19 · Contracted Services	5,588.75			
6800.23 · Travel & Lodging	5,000.00			
6800.24 · Entertainer/Speaker Expense	1,750.00			
6800.66 · Education & Outreach	400.00			
Total 6800 · Fiscal Sponsee Expenses	12,738.75			
6999 · Uncategorized Expenses	0.00	10,000.00	-10,000.00	0.0%
Total Expense	359,817.09	4,203,514.79	-3,843,697.70	8.56%
Net Ordinary Income	-114,291.39	581,131.21	-695,422.60	-19.67%
Net Income	-114,291.39	581,131.21	-695,422.60	-19.67%

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Statement of Cash Flows
January 2023

	<u>Jan 23</u>
OPERATING ACTIVITIES	
Net Income	106,188.35
Adjustments to reconcile Net Income to net cash provided by operations:	
0250L · Payroll Taxes Due Payable	<u>-3,072.32</u>
Net cash provided by Operating Activities	103,116.03
FINANCING ACTIVITIES	
0261 · Fresno First Line of Credit	<u>-10,872.84</u>
Net cash provided by Financing Activities	<u>-10,872.84</u>
Net cash increase for period	92,243.19
Cash at beginning of period	<u>289,625.70</u>
Cash at end of period	<u><u>381,868.89</u></u>

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Profit & Loss

02/02/23

October 2022 through January 2023

Accrual Basis

	Oct 22	Nov 22	Dec 22	Jan 23	TOTAL
Ordinary Income/Expense					
Income					
0402 · Membership Income	455.00	0.00	4,230.00	15.00	4,700.00
0414 · Donations (Individual) Income	305.00	8.95	1,330.00	1,873.62	3,517.57
0417 · Corporate Sponsorship Income	0.00	27,500.00	3,070.00	0.00	30,570.00
0421 · Interest Income	1.30	1.59	7.45	11.79	22.13
0430 · Grants For the Arts					
0430A · Pride - Grants for the Arts	0.00	0.00	0.00	156,250.00	156,250.00
Total 0430 · Grants For the Arts	0.00	0.00	0.00	156,250.00	156,250.00
0435 · Other Grants Income	0.00	0.00	0.00	15,000.00	15,000.00
0490 · Fundraising - General	22,255.02	51.98	0.00	0.00	22,307.00
4900 · Fiscal Sponsee Income					
4900.14 · Donations (Individual) Income	1,618.00	0.00	400.00	0.00	2,018.00
4900.49 · Fundraising	1,141.00	0.00	10,000.00	0.00	11,141.00
Total 4900 · Fiscal Sponsee Income	2,759.00	0.00	10,400.00	0.00	13,159.00
Total Income	25,775.32	27,562.52	19,037.45	173,150.41	245,525.70
Gross Profit	25,775.32	27,562.52	19,037.45	173,150.41	245,525.70
Expense					
0600 · Advertising (Administrative)	0.00	0.00	105.00	56.77	161.77
0602 · Bank Fees	110.42	76.43	973.99	123.46	1,284.30
0603 · Utilities and Maintenance					
0603C · Cleaning & General Maintenance	300.00	1,082.06	696.81	696.81	2,775.68
0603U · Utilities	337.50	0.00	0.00	362.81	700.31
Total 0603 · Utilities and Maintenance	637.50	1,082.06	696.81	1,059.62	3,475.99
0604 · Messenger Expense	0.00	54.00	0.00	0.00	54.00
0606 · Insurance Expense	2,940.58	481.13	0.00	0.00	3,421.71
0607 · Postage Expense	37.45	0.00	0.00	0.00	37.45
0608 · Copying/Printing Expense	1,026.45	203.44	218.88	0.00	1,448.77
0609 · Office Supplies Expense	570.26	440.25	394.32	557.73	1,962.56
0610 · Accounting/Auditing Expense	2,000.00	2,000.00	2,000.00	2,000.00	8,000.00
0613 · Employee Benefits Expense					
0613M · Medical/Dental Benefits	7,445.56	3,722.78	3,974.64	268.80	15,411.78
Total 0613 · Employee Benefits Expense	7,445.56	3,722.78	3,974.64	268.80	15,411.78
0614 · Equipment Rental Expense	215.25	215.25	215.25	215.25	861.00
0615 · Rent (Office) Expense	0.00	10,948.81	5,555.31	5,555.31	22,059.43
0616 · Rent (Non-Office Space) Exp.	1,747.00	1,747.00	1,754.00	1,754.00	7,002.00
0618 · Equipment Repair & Maintenance	126.25	378.74	0.00	0.00	504.99
0619 · Contracted Services	1,900.00	1,900.00	16,003.10	0.00	19,803.10
0620 · Contractors	0.00	12,040.00	0.00	12,320.00	24,360.00
0622 · Payroll Taxes	1,697.36	1,777.06	1,777.06	1,872.69	7,124.17
0623 · Travel Expense	810.68	954.34	1,466.93	720.95	3,952.90
0625 · Telephone Expense	468.34	466.57	43.64	43.65	1,022.20
0626 · Payroll Expense					
0626A · Payroll expense	22,187.50	23,229.16	23,229.16	24,479.16	93,124.98
Total 0626 · Payroll Expense	22,187.50	23,229.16	23,229.16	24,479.16	93,124.98
0628 · Community Partners Grants					
0628B · Grants from Board	0.00	500.00	0.00	250.00	750.00
Total 0628 · Community Partners Grants	0.00	500.00	0.00	250.00	750.00
0629 · Educational Development Exp.	0.00	0.00	300.00	0.00	300.00
0630 · Food Expense	2,879.90	5,383.25	2,029.67	244.18	10,537.00
0631 · Media/PR Expense	2,908.13	16,055.00	11,000.00	12,930.00	42,893.13
0636 · Branded Apparel Expense	3,000.00	0.00	0.00	0.00	3,000.00
0655 · Data Management Expense	1,363.24	1,265.98	1,561.55	1,501.18	5,691.95
0660 · Fundraising Expense	14,551.72	200.00	0.00	0.00	14,751.72
0690 · Interest Expense	799.06	794.80	735.71	645.56	2,975.13
0696 · Lodging/Hotel Expense	0.00	2,833.76	344.98	0.00	3,178.74
6800 · Fiscal Sponsee Expenses					
6800.19 · Contracted Services	375.00	2,000.00	2,850.00	363.75	5,588.75
6800.23 · Travel & Lodging	0.00	0.00	5,000.00	0.00	5,000.00
6800.24 · Entertainer/Speaker Expense	850.00	400.00	500.00	0.00	1,750.00
6800.66 · Education & Outreach	400.00	0.00	0.00	0.00	400.00
Total 6800 · Fiscal Sponsee Expenses	1,625.00	2,400.00	8,350.00	363.75	12,738.75
Total Expense	71,047.65	91,149.81	82,730.00	66,962.06	311,889.52
Net Ordinary Income	-45,272.33	-63,587.29	-63,692.55	106,188.35	-66,363.82
Net Income	-45,272.33	-63,587.29	-63,692.55	106,188.35	-66,363.82