

**AGENDA FOR  
REGULAR BOARD OF DIRECTORS MEETING  
HELD REMOTELY ON 2023-August-02**

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

1. Standing Items (75 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 Watcher
  - 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. Reports of the Officers
  - k. Reports of Committees
    - i. Budget & Finance
    - ii. Community Affairs
    - iii. Development
    - iv. Long Range Planning
    - v. Policies & Procedures
  - l. Agency Updates from Executive Director (10 mins)
2. Unfinished Business (0 mins)
  - a. none
3. New Business (60 mins)
  - a. Membership Meeting Cadence for '23-'24
  - b. Board Meeting Protocol
  - c. Committees: IT, Equity
  - d. Virtual-Only Annual General Meeting
4. Announcements (5 mins)
5. Public Comment (10 mins)
6. In-Memoriam
7. Adjournment

Closed Session to Follow

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

(Draft) MINUTES FOR BOARD OF DIRECTORS MEETING  
(REMOTE) | July 5th 2023

**Call to Order:** 7:04P

**In attendance:** Linda, Nguyen (P), Anjali, Maceo, Robert (Tr), Joshua, Elizabeth, Suzanne (ED), Chris (DD), Spring (Sec), Carolyn

**Apologies:** Manuel

**Disclosure of Potential Conflicts of Interest**

Nguyen: Frameline

Josh: Burning Man, UC Berkeley, Soul of Pride

Elizabeth: NCLR

Maceo: SF LGBT Center

Suzanne: Trans Heartline

Linda: NAACP, BWOPA, NAPSYP, Soul of Pride, Juvenile Prevention

Robert: Trans Masc Calendar, TRANScend

Anjali: Lyon Martin, LGBT Asylum, Parivar, OTI TAC, ETE, Officer-HSH

Spring: TRANScend Retreat

Manuel: University of San Francisco (USF); Cañada College (change in January minutes)

George: Oakland Pride Board (revised as of June 2023)

**Approval of Agenda:** 7:08

**Approval of Minutes:** 7:10

**Updates:** NONE

**Requests:** NONE

**Announcements:**

August 12<sup>th</sup> 11-3ish | Board debrief of Celebration and Parade

**In-Memoriam:**

Banko Brown

Chanelle Perez Ortiz

Dolly and Sophiya

**Adjourned: 7:57P**

# SAN FRANCISCO PRIDE®

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

Nguyen Pham  
President Report  
August 2, 2023

## MEETING PARTICIPATION

- Chaired Board of Directors video conference meeting on July 5.
- Attended Membership video conference meeting on July 12.
- Chaired ExCom video conference meeting on July 25.

## COMMUNITY ENGAGEMENT

- Attended post-Pride Month meetup with Bank of Montreal at Per Diem on July 10.
- Attended San Diego Pride Parade and Festival with ancillary events from July 14 through July 16:
  - 2023 Spirit of Stonewall VIP Reception
  - 2023 Spirit of Stonewall Rally and Stonewall Awards
  - 2023 Spirit of Stonewall Dignitary Reception
- Attended post-Pride Month lunch with ABC7 at 54 Mint on July 26.

## PUBLIC RELATIONS

- SF Bay Times: Provided statement for “San Francisco Pride Parade 2023 — ‘Looking Back and Moving Forward’” article in July 13 edition: <https://sfbaytimes.com/san-francisco-pride-parade-2023-looking-back-and-moving-forward/>

## COMMITTEE WORK

- Development
  - SF Pride Pro-Am Golf Tournament Fundraiser: Participated on coordination calls with planning team on July 18, July 25, and July 31.
  - Attended committee video conference meeting on July 25.
- Budget and Finance: Attended committee video conference meeting on July 25.

## ROUTINE RESPONSIBILITIES

- Participated on numerous ED check-in calls from July 5 through August 2.
- Participated on PR partner check-in calls on July 12, July 26, and August 2.
- 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 video conference meeting on August 9.
- Attend Committee meetings via video conference: Development on August 15 and Budget & Finance on August 22.

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PRIDE PARADE AND CELEBRATION COMMITTEE, INC.

- Attend SF Pride Wrap-Up & 2024+ Visioning Gathering on August 12.
- Attend Gratitude Party on August 19.
- Chair ExCom video conference meeting on August 23.
- Chair Board of Directors video conference meeting on September 6.

# SAN FRANCISCO PRIDE<sup>®</sup>

## Treasurer's Report Narrative Overview

Robert Louie  
August 2, 2023

### Overall Spending & Revenue

As of the end of July we've realized \$3.416M of expenses with \$555k being administrative costs and the remaining \$2.861M are production expenses. Production costs have not been finalized yet but with the low numbers from beverages, donations, and the ever-rising cost of production expenses we will probably go over.

- Staff has gone through and reconciled about \$2.98M from bills
- Beverage payment has been received

There is \$250k on in the pipeline:

- \$50k from MERCK
- \$50k Wells Fargo in September
- \$150k from Diageo on the way
- With an additional \$143k in sponsorship income that we're looking to collect, however we may only realize a portion of that.

We'll continue to try and balance our cashflow. There's a possibility of needing to tap into the reserve next week depending on the payments we receive.

### Grants for the Arts

Still waiting on the additional \$100k from the city for Grants from the Arts for this year.

### Lines of Credit

- Loans paid off as of last month

# SAN FRANCISCO PRIDE

## Treasurer's Report

Robert Louie  
August 2, 2023

### Profit & Loss Statement – July 2023

Gross Profit	\$562,406.36
Expenses	\$617,926.81
<b>Net Income</b>	<b>(\$55,520.45)</b>

### Total for 1st month of the fiscal year:

Gross Profit	\$25,771.06
Expenses	\$70,774.59
<b>Net Income</b>	<b>(\$45,003.53)</b>

### Cash Flow Statement for FY 2023

Cash at the beginning of the month	\$378,377.69
Net Cash from Operating Activities	(\$56,711.06)
Net Cash Increase	(\$58,340.71)
Cash at the End of the Period	\$320,036.98
Wells Fargo Checking ( <i>Unrestricted</i> )	\$148,223.26
(Fiscal Agencies – <i>Restricted Funds</i> )	\$19,576.01
Wells Fargo MarketRate ( <i>Reserve</i> )	\$125,537.48
Wells Fargo Bank Savings	\$26,557.28
Fresno First	\$87.72
Petty Cash	\$55.23

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

## Balance Sheet

As of July 31, 2023

Jul 31, 23

### ASSETS

#### Current Assets

##### Checking/Savings

##### 0101 · Wells Fargo Bank Checking

##### 0101A · Restricted Funds

0101AGR · Howard Grayson LGBT 282.26

0101ALA · Latin Stage -17,449.45

0101API · Pink Triangle 32,158.24

0101ASI · Sistahs Steppin 818.31

0101ASO · Soul of Pride 3,766.65

Total 0101A · Restricted Funds 19,576.01

0101 · Wells Fargo Bank Checking - Unrestricted Funds 148,223.26

Total 0101 · Wells Fargo Bank Checking 167,799.27

0102 · WellsFargo MarketRate (Reserve) 125,537.48

0104 · WellsFargo Bank Savings 26,557.28

0106 · Fresno First 87.72

0113 · Petty Cash Account 55.23

Total Checking/Savings 320,036.98

Total Current Assets 320,036.98

#### 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 37,442.23

Total Other Assets 99,449.23

**TOTAL ASSETS 419,486.21**

### LIABILITIES & EQUITY

#### Liabilities

##### Current Liabilities

##### Other Current Liabilities

0250L · Payroll Taxes Due Payable 5,385.69

0255L · Vacation Time Account Payable 13,301.22

Total Other Current Liabilities 18,686.91

Total Current Liabilities 18,686.91

##### Long Term Liabilities

0270 · Deferred rent liability 7,234.00

Total Long Term Liabilities 7,234.00



# SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

## Balance Sheet

As of July 31, 2023

	<u>Jul 31, 23</u>
Total Liabilities	25,920.91
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	288,260.46
Net Income	150,995.84
Total Equity	<u>393,565.30</u>
TOTAL LIABILITIES & EQUITY	<u><u>419,486.21</u></u>

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08/01/23

Accrual Basis

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

	Oct '22 - Jul 23	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
0402 · Membership Income	14,904.00	36,150.00	-21,246.00	41.2%
0409 · Vendor Income				
0410 · Vendor/Booth Fees Income				
0410P · Pride - Vendor Income	173,330.29	237,600.00	-64,269.71	73.0%
<b>Total 0410 · Vendor/Booth Fees Income</b>	173,330.29	237,600.00	-64,269.71	73.0%
0425 · Booth Equip. Rental Income	7,725.00			
<b>Total 0409 · Vendor Income</b>	181,055.29	237,600.00	-56,544.71	76.2%
0411 · Parade Fee Income				
0411FM · Pride-Float/March Income	235,786.09	369,360.00	-133,573.91	63.8%
0411W · DykesOnBikes (WMC)	2,600.58	3,000.00	-399.42	86.7%
<b>Total 0411 · Parade Fee Income</b>	238,386.67	372,360.00	-133,973.33	64.0%
0412 · Beverage Sales				
0412P · Pride - Beverage sales	281,030.00	600,000.00	-318,970.00	46.8%
<b>Total 0412 · Beverage Sales</b>	281,030.00	600,000.00	-318,970.00	46.8%
0414 · Donations (Individual) Income	72,095.62	83,136.00	-11,040.38	86.7%
0416 · Barrel Donations Income				
0416E · Electronic Gate Donations	13,506.22			
0416P · Pride - Barrel Donations	3,301.00	50,000.00	-46,699.00	6.6%
<b>Total 0416 · Barrel Donations Income</b>	16,807.22	50,000.00	-33,192.78	33.6%
0417 · Corporate Sponsorship Income	1,796,070.95	2,581,250.00	-785,179.05	69.6%
0421 · Interest Income	95.41			
0424 · Other Income				
0424AP · Pride After Party	41,533.93			
0424O · Official Events Calendar List	0.00	5,000.00	-5,000.00	0.0%
0424PP · Pride Pass	42,009.79	40,000.00	2,009.79	105.0%
0424PT · Pink Triangle	19,910.30			
0424VIP · VIP Tickets	1,117.95			
<b>Total 0424 · Other Income</b>	104,571.97	45,000.00	59,571.97	232.4%
0430 · Grants For the Arts				
0430A · Pride - Grants for the Arts	625,000.00	325,000.00	300,000.00	192.3%
<b>Total 0430 · Grants For the Arts</b>	625,000.00	325,000.00	300,000.00	192.3%
0435 · Other Grants Income	15,500.00	300,000.00	-284,500.00	5.2%
0440 · Grandstand Ticket Sales	45,905.50	60,000.00	-14,094.50	76.5%
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	23,307.00	20,000.00	3,307.00	116.5%
0495 · Management Fees Income	0.00	300.00	-300.00	0.0%

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08/01/23

Accrual Basis

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

	Oct '22 - Jul 23	Budget	\$ Over Budget	% of Budget
4900 · Fiscal Sponsee Income				
4900.14 · Donations (Individual) Income	2,018.00			
4900.49 · Fundraising	47,641.00			
<b>Total 4900 · Fiscal Sponsee Income</b>	<b>49,659.00</b>			
<b>Total Income</b>	<b>3,464,388.63</b>	<b>4,805,796.00</b>	<b>-1,341,407.37</b>	<b>72.1%</b>
<b>Gross Profit</b>	<b>3,464,388.63</b>	<b>4,805,796.00</b>	<b>-1,341,407.37</b>	<b>72.1%</b>
<b>Expense</b>				
0600 · Advertising (Administrative)	869.28	3,000.00	-2,130.72	29.0%
0601 · Advertising (Event)	0.00	5,000.00	-5,000.00	0.0%
0602 · Bank Fees	6,194.79	36,000.00	-29,805.21	17.2%
0603 · Utilities and Maintenance				
0603C · Cleaning & General Maintenance	6,956.54	12,000.00	-5,043.46	58.0%
0603U · Utilities	1,425.93	2,500.00	-1,074.07	57.0%
<b>Total 0603 · Utilities and Maintenance</b>	<b>8,382.47</b>	<b>14,500.00</b>	<b>-6,117.53</b>	<b>57.8%</b>
0604 · Messenger Expense	150.00	300.00	-150.00	50.0%
0605 · Membership Dues Expense	800.00			
0606 · Insurance Expense	190,716.66	264,000.00	-73,283.34	72.2%
0607 · Postage Expense	932.54	3,000.00	-2,067.46	31.1%
0608 · Copying/Printing Expense	9,884.80	16,650.00	-6,765.20	59.4%
0609 · Office Supplies Expense	2,905.20	7,000.00	-4,094.80	41.5%
0610 · Accounting/Auditing Expense	20,000.00	40,000.00	-20,000.00	50.0%
0611 · Commission/Bonus Expense	0.00	80,000.00	-80,000.00	0.0%
0612 · Other Supplies	7,911.86	17,000.00	-9,088.14	46.5%
0613 · Employee Benefits Expense				
0613M · Medical/Dental Benefits	45,239.46	50,000.00	-4,760.54	90.5%
<b>Total 0613 · Employee Benefits Expense</b>	<b>45,239.46</b>	<b>50,000.00</b>	<b>-4,760.54</b>	<b>90.5%</b>
0614 · Equipment Rental Expense	569,899.16	343,530.00	226,369.16	165.9%
0615 · Rent (Office) Expense	55,391.29	71,425.44	-16,034.15	77.6%
0616 · Rent (Non-Office Space) Exp.	71,988.29	70,500.00	1,488.29	102.1%
0617 · Clean-Up Costs (Event)	123,676.00	171,000.00	-47,324.00	72.3%
0618 · Equipment Repair & Maintenance	1,307.91	2,310.00	-1,002.09	56.6%
0619 · Contracted Services	776,288.44	757,750.00	18,538.44	102.4%
0620 · Contractors	106,850.00	153,950.00	-47,100.00	69.4%
0621 · ASL Interpreter/ADA Compliance	5,700.00	11,850.00	-6,150.00	48.1%
0622 · Payroll Taxes	21,100.13	38,500.00	-17,399.87	54.8%
0623 · Travel Expense	14,778.94	39,672.00	-24,893.06	37.3%
0624 · Entertainer/Speaker Expense				
0624M · Main Stage	195,625.50	80,000.00	115,625.50	244.5%
0624S · Community Stages and Venues	8,700.00	11,000.00	-2,300.00	79.1%
0624T · Other Venues	23,925.00	3,500.00	20,425.00	683.6%
<b>Total 0624 · Entertainer/Speaker Expense</b>	<b>228,250.50</b>	<b>94,500.00</b>	<b>133,750.50</b>	<b>241.5%</b>
0625 · Telephone Expense	1,282.36	4,000.00	-2,717.64	32.1%
0626 · Payroll Expense				
0626A · Payroll expense	275,815.37	474,500.00	-198,684.63	58.1%
<b>Total 0626 · Payroll Expense</b>	<b>275,815.37</b>	<b>474,500.00</b>	<b>-198,684.63</b>	<b>58.1%</b>
0627 · Permit Costs	81,823.60	65,560.00	16,263.60	124.8%

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08/01/23

Accrual Basis

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

	Oct '22 - Jul 23	Budget	\$ Over Budget	% of Budget
<b>0628 · Community Partners Grants</b>				
0628B · Grants from Board	19,114.93	82,750.00	-63,635.07	23.1%
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%
<b>Total 0628 · Community Partners Grants</b>	<b>19,114.93</b>	<b>99,250.00</b>	<b>-80,135.07</b>	<b>19.3%</b>
<b>0629 · Educational Development Exp.</b>	<b>300.00</b>	<b>23,500.00</b>	<b>-23,200.00</b>	<b>1.3%</b>
<b>0630 · Food Expense</b>	<b>47,943.18</b>	<b>33,007.35</b>	<b>14,935.83</b>	<b>145.3%</b>
<b>0631 · Media/PR Expense</b>	<b>148,623.26</b>	<b>31,250.00</b>	<b>117,373.26</b>	<b>475.6%</b>
<b>0632 · Volunteer/Staff Recognition Exp</b>	<b>2,016.18</b>	<b>3,000.00</b>	<b>-983.82</b>	<b>67.2%</b>
<b>0633 · Security Costs</b>	<b>266,654.84</b>	<b>680,000.00</b>	<b>-413,345.16</b>	<b>39.2%</b>
<b>0635 · Legal Expense</b>	<b>0.00</b>	<b>20,000.00</b>	<b>-20,000.00</b>	<b>0.0%</b>
<b>0636 · Branded Apparel Expense</b>	<b>12,090.83</b>	<b>18,000.00</b>	<b>-5,909.17</b>	<b>67.2%</b>
<b>0637 · Police/Traffic Control Expense</b>	<b>0.00</b>	<b>45,000.00</b>	<b>-45,000.00</b>	<b>0.0%</b>
<b>0640 · Sales Tax Expense/Other Taxes</b>	<b>0.00</b>	<b>2,200.00</b>	<b>-2,200.00</b>	<b>0.0%</b>
<b>0641 · Radio Rental Expense</b>	<b>18,389.41</b>	<b>13,200.00</b>	<b>5,189.41</b>	<b>139.3%</b>
<b>0642 · Toilet Rental Expense</b>	<b>0.00</b>	<b>45,000.00</b>	<b>-45,000.00</b>	<b>0.0%</b>
<b>0643 · Fencing Rental Expense</b>	<b>0.00</b>	<b>49,500.00</b>	<b>-49,500.00</b>	<b>0.0%</b>
<b>0644 · Sound Expenses</b>				
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%
<b>Total 0644 · Sound Expenses</b>	<b>0.00</b>	<b>124,100.00</b>	<b>-124,100.00</b>	<b>0.0%</b>
<b>0645 · Signage Expense</b>	<b>26,602.63</b>	<b>41,660.00</b>	<b>-15,057.37</b>	<b>63.9%</b>
<b>0655 · Data Management Expense</b>	<b>31,324.44</b>	<b>24,200.00</b>	<b>7,124.44</b>	<b>129.4%</b>
<b>0656 · HR Expense</b>	<b>30.00</b>	<b>500.00</b>	<b>-470.00</b>	<b>6.0%</b>
<b>0660 · Fundraising Expense</b>	<b>17,420.00</b>	<b>14,600.00</b>	<b>2,820.00</b>	<b>119.3%</b>
<b>0670 · Print Publications Expense</b>	<b>0.00</b>	<b>5,000.00</b>	<b>-5,000.00</b>	<b>0.0%</b>
<b>0680 · Fulfillment Expense</b>	<b>1,000.00</b>	<b>30,000.00</b>	<b>-29,000.00</b>	<b>3.3%</b>
<b>0690 · Interest Expense</b>	<b>4,732.49</b>	<b>15,000.00</b>	<b>-10,267.51</b>	<b>31.5%</b>
<b>0694 · Amortization Expense</b>	<b>0.00</b>	<b>400.00</b>	<b>-400.00</b>	<b>0.0%</b>
<b>0696 · Lodging/Hotel Expense</b>	<b>15,291.71</b>	<b>11,000.00</b>	<b>4,291.71</b>	<b>139.0%</b>
<b>0697 · Lost equipment &amp; damages</b>	<b>0.00</b>	<b>2,500.00</b>	<b>-2,500.00</b>	<b>0.0%</b>
<b>6700 · Reallocation Expenses</b>	<b>0.00</b>	<b>33,000.00</b>	<b>-33,000.00</b>	<b>0.0%</b>
<b>6800 · Fiscal Sponsee Expenses</b>				
6800.19 · Contracted Services	37,344.84			
6800.23 · Travel & Lodging	5,000.00			
6800.24 · Entertainer/Speaker Expense	28,675.00			
6800.28 · Donations, Grants, Fellowships	1,000.00			
6800.60 · Fundraising Expense	1,300.00			
6800.66 · Education & Outreach	400.00			
<b>Total 6800 · Fiscal Sponsee Expenses</b>	<b>73,719.84</b>			
<b>6999 · Uncategorized Expenses</b>	<b>0.00</b>	<b>10,000.00</b>	<b>-10,000.00</b>	<b>0.0%</b>
<b>Total Expense</b>	<b>3,313,392.79</b>	<b>4,210,364.79</b>	<b>-896,972.00</b>	<b>78.7%</b>
<b>Net Ordinary Income</b>	<b>150,995.84</b>	<b>595,431.21</b>	<b>-444,435.37</b>	<b>25.4%</b>
<b>Net Income</b>	<b>150,995.84</b>	<b>595,431.21</b>	<b>-444,435.37</b>	<b>25.4%</b>

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

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	<u>Jul 23</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	-55,520.45
Adjustments to reconcile Net Income to net cash provided by operations:	
0240 · Corporate card	3,557.80
0250L · Payroll Taxes Due Payable	<u>-4,748.41</u>
Net cash provided by Operating Activities	-56,711.06
<b>FINANCING ACTIVITIES</b>	
0261 · Fresno First Line of Credit	<u>-1,629.65</u>
Net cash provided by Financing Activities	<u>-1,629.65</u>
Net cash increase for period	-58,340.71
Cash at beginning of period	<u>378,377.69</u>
Cash at end of period	<u><b>320,036.98</b></u>

# SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

## Profit & Loss

October 2022 through July 2023

	Apr 23	May 23	Jun 23	Jul 23	Oct 2022- July 2023
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
0402 · Membership Income	385.00	1,280.00	2,420.00	399.00	14,904.00
0409 · Vendor Income					
0410 · Vendor/Booth Fees Income					
0410P · Pride - Vendor Income	20,840.20	25,915.00	79,615.55	44,909.54	173,330.29
<b>Total 0410 · Vendor/Booth Fees Income</b>	<b>20,840.20</b>	<b>25,915.00</b>	<b>79,615.55</b>	<b>44,909.54</b>	<b>173,330.29</b>
0425 · Booth Equip. Rental Income	1,675.00	3,175.00	2,875.00	0.00	7,725.00
<b>Total 0409 · Vendor Income</b>	<b>22,515.20</b>	<b>29,090.00</b>	<b>82,490.55</b>	<b>44,909.54</b>	<b>181,055.29</b>
0411 · Parade Fee Income					
0411FM · Pride-Float/March Income	67,590.00	29,728.25	85,402.84	22,405.00	235,786.09
0411W · DykesOnBikes (WMC)	0.00	0.00	2,600.58	0.00	2,600.58
<b>Total 0411 · Parade Fee Income</b>	<b>67,590.00</b>	<b>29,728.25</b>	<b>88,003.42</b>	<b>22,405.00</b>	<b>238,386.67</b>
0412 · Beverage Sales					
0412P · Pride - Beverage sales	0.00	0.00	0.00	281,030.00	281,030.00
<b>Total 0412 · Beverage Sales</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>281,030.00</b>	<b>281,030.00</b>
0414 · Donations (Individual) Income	315.00	15,635.28	8,294.39	33,550.70	72,095.62
0416 · Barrel Donations Income					
0416E · Electronic Gate Donations	0.00	0.00	13,506.22	0.00	13,506.22
0416P · Pride - Barrel Donations	0.00	0.00	3,301.00	0.00	3,301.00
<b>Total 0416 · Barrel Donations Income</b>	<b>0.00</b>	<b>0.00</b>	<b>16,807.22</b>	<b>0.00</b>	<b>16,807.22</b>
0417 · Corporate Sponsorship Income	258,300.00	300,000.00	1,036,500.95	158,200.00	1,796,070.95
0421 · Interest Income	11.41	11.78	11.41	16.25	95.41
0424 · Other Income					
0424AP · Pride After Party	0.00	0.00	26,213.93	15,320.00	41,533.93
0424PP · Pride Pass	0.00	0.00	42,009.79	0.00	42,009.79
0424PT · Pink Triangle	5,389.12	2,910.34	3,524.97	6,075.87	19,910.30
0424VIP · VIP Tickets	0.00	0.00	1,117.95	0.00	1,117.95
<b>Total 0424 · Other Income</b>	<b>5,389.12</b>	<b>2,910.34</b>	<b>72,866.64</b>	<b>21,395.87</b>	<b>104,571.97</b>
0430 · Grants For the Arts					
0430A · Pride - Grants for the Arts	0.00	0.00	208,449.82	0.00	625,000.00
<b>Total 0430 · Grants For the Arts</b>	<b>0.00</b>	<b>0.00</b>	<b>208,449.82</b>	<b>0.00</b>	<b>625,000.00</b>

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0435 · Other Grants Income	0.00	0.00	0.00	500.00	15,500.00
0440 · Grandstand Ticket Sales	490.00	0.00	45,065.50	0.00	45,905.50
0490 · Fundraising - General	0.00	1,000.00	0.00	0.00	23,307.00
4900 · Fiscal Sponsee Income					
4900.14 · Donations (Individual) Income	0.00	0.00	0.00	0.00	2,018.00
4900.49 · Fundraising	0.00	5,000.00	6,500.00	0.00	47,641.00
Total 4900 · Fiscal Sponsee Income	0.00	5,000.00	6,500.00	0.00	49,659.00
Total Income	354,995.73	384,655.65	1,567,409.90	562,406.36	3,464,388.63
Gross Profit	354,995.73	384,655.65	1,567,409.90	562,406.36	3,464,388.63
Expense					
0600 · Advertising (Administrative)	0.00	0.00	497.87	179.80	869.28
0602 · Bank Fees	128.65	901.32	432.99	2,926.16	6,194.79
0603 · Utilities and Maintenance					
0603C · Cleaning & General Maintenance	696.81	696.81	696.81	696.81	6,956.54
0603U · Utilities	362.81	0.00	0.00	362.81	1,425.93
Total 0603 · Utilities and Maintenance	1,059.62	696.81	696.81	1,059.62	8,382.47
0604 · Messenger Expense	0.00	0.00	0.00	52.00	150.00
0605 · Membership Dues Expense	0.00	800.00	0.00	0.00	800.00
0606 · Insurance Expense	0.00	93,610.70	93,213.50	0.00	190,716.66
0607 · Postage Expense	0.00	0.00	174.54	720.55	932.54
0608 · Copying/Printing Expense	0.00	0.00	475.53	7,926.39	9,884.80
0609 · Office Supplies Expense	197.00	0.00	325.40	394.98	2,905.20
0610 · Accounting/Auditing Expense	2,000.00	2,000.00	2,000.00	2,000.00	20,000.00
0612 · Other Supplies	0.00	0.00	5,999.56	1,912.30	7,911.86
0613 · Employee Benefits Expense					
0613M · Medical/Dental Benefits	3,974.64	5,111.64	4,543.14	4,543.14	45,239.46
Total 0613 · Employee Benefits Expense	3,974.64	5,111.64	4,543.14	4,543.14	45,239.46
0614 · Equipment Rental Expense	215.25	18,338.13	408,500.95	126,328.33	569,899.16
0615 · Rent (Office) Expense	5,555.31	5,555.31	5,555.31	5,555.31	55,391.29
0616 · Rent (Non-Office Space) Exp.	1,754.00	5,254.00	51,554.29	2,916.00	71,988.29
0617 · Clean-Up Costs (Event)	0.00	0.00	30,706.50	92,969.50	123,676.00
0618 · Equipment Repair & Maintenance	0.00	0.00	401.46	0.00	1,307.91

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<b>0619 · Contracted Services</b>	53,820.32	191,829.91	278,191.13	128,962.34	776,288.44
<b>0620 · Contractors</b>	12,520.00	6,000.00	38,850.00	21,120.00	106,850.00
<b>0621 · ASL Interpreter/ADA Compliance</b>	0.00	0.00	5,700.00	0.00	5,700.00
<b>0622 · Payroll Taxes</b>	2,267.94	2,316.41	2,688.48	2,364.88	21,100.13
<b>0623 · Travel Expense</b>	293.59	1,022.36	4,451.76	4,471.73	14,778.94
<b>0624 · Entertainer/Speaker Expense</b>					
<b>0624M · Main Stage</b>	0.00	64,000.00	128,625.50	3,000.00	195,625.50
<b>0624S · Community Stages and Venues</b>	0.00	750.00	7,950.00	0.00	8,700.00
<b>0624T · Other Venues</b>	0.00	4,500.00	19,425.00	0.00	23,925.00
<b>Total 0624 · Entertainer/Speaker Expense</b>	0.00	69,250.00	156,000.50	3,000.00	228,250.50
<b>0625 · Telephone Expense</b>	43.91	42.82	42.82	42.82	1,282.36
<b>0626 · Payroll Expense</b>					
<b>0626A · Payroll expense</b>	29,645.82	30,279.58	35,143.34	30,913.34	275,815.37
<b>Total 0626 · Payroll Expense</b>	29,645.82	30,279.58	35,143.34	30,913.34	275,815.37
<b>0627 · Permit Costs</b>	308.00	6,014.90	75,228.70	0.00	81,823.60
<b>0628 · Community Partners Grants</b>					
<b>0628B · Grants from Board</b>	664.93	9,000.00	2,000.00	5,000.00	19,114.93
<b>Total 0628 · Community Partners Grants</b>	664.93	9,000.00	2,000.00	5,000.00	19,114.93
<b>0629 · Educational Development Exp.</b>	0.00	0.00	0.00	0.00	300.00
<b>0630 · Food Expense</b>	312.35	10,342.12	9,749.55	15,315.79	47,943.18
<b>0631 · Media/PR Expense</b>	23,575.50	15,322.50	21,378.88	15,340.00	148,623.26
<b>0632 · Volunteer/Staff Recognition Exp</b>	0.00	0.00	1,759.58	0.00	2,016.18
<b>0633 · Security Costs</b>	0.00	0.00	166,843.37	99,811.47	266,654.84
<b>0636 · Branded Apparel Expense</b>	0.00	0.00	9,090.83	0.00	12,090.83
<b>0641 · Radio Rental Expense</b>	0.00	12,827.56	5,561.85	0.00	18,389.41
<b>0645 · Signage Expense</b>	0.00	0.00	0.00	26,602.63	26,602.63
<b>0655 · Data Management Expense</b>	2,080.73	5,173.44	10,727.55	3,610.36	31,324.44
<b>0656 · HR Expense</b>	0.00	15.00	0.00	15.00	30.00
<b>0660 · Fundraising Expense</b>	0.00	4,171.89	-1,533.61	30.00	17,420.00
<b>0680 · Fullfillment Expense</b>	0.00	0.00	0.00	1,000.00	1,000.00
<b>0690 · Interest Expense</b>	350.77	245.83	133.03	16.64	4,732.49
<b>0696 · Lodging/Hotel Epanse</b>	0.00	737.18	3,620.09	6,634.83	15,291.71



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<b>6800 · Fiscal Sponsee Expenses</b>					
<b>6800.19 · Contracted Services</b>	0.00	1,000.00	10,565.19	3,690.90	37,344.84
<b>6800.23 · Travel &amp; Lodging</b>	0.00	0.00	0.00	0.00	5,000.00
<b>6800.24 · Entertainer/Speaker Expense</b>	0.00	0.00	26,425.00	500.00	28,675.00
<b>6800.28 · Donations, Grants, Fellowships</b>	0.00	1,000.00	0.00	0.00	1,000.00
<b>6800.60 · Fundraising Expense</b>	0.00	0.00	0.00	0.00	1,300.00
<b>6800.66 · Education &amp; Outreach</b>	0.00	0.00	0.00	0.00	400.00
<b>Total 6800 · Fiscal Sponsee Expenses</b>	<u>0.00</u>	<u>2,000.00</u>	<u>36,990.19</u>	<u>4,190.90</u>	<u>73,719.84</u>
<b>Total Expense</b>	<u>140,768.33</u>	<u>498,859.41</u>	<u>1,467,695.89</u>	<u>617,926.81</u>	<u>3,313,392.79</u>
<b>Net Ordinary Income</b>	<u>214,227.40</u>	<u>-114,203.76</u>	<u>99,714.01</u>	<u>-55,520.45</u>	<u>150,995.84</u>
<b>Net Income</b>	<u><u>214,227.40</u></u>	<u><u>-114,203.76</u></u>	<u><u>99,714.01</u></u>	<u><u>-55,520.45</u></u>	<u><u>150,995.84</u></u>