

AGENDA FOR
REGULAR BOARD OF DIRECTORS MEETING
HELD IN PERSON ON **2024-APR-03**

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

1. Standing Items (65 mins)
 - a. Call to Order and Welcome
 - b. Reading of [Land Acknowledgement](#)
 - c. Roll Call
 - d. Appointment of Meeting Roles
 - i. Timekeeper, Stack Monitor, Vibe Watcher
 - e. Reading of the [Mission Statement](#) and [Financial Protocol](#)
 - f. Disclosure of Potential Conflicts of Interest
 - g. Approval of Agenda
 - h. Approval of Minutes
 - i. Reports of the Officers
 - j. Reports of Committees
 - i. Audit
 - ii. Development
 - iii. Entertainment
 - iv. Long Range Planning
 - v. Policies and Procedures
 - vi. Community Affairs
 1. Resistance Contingent
 - k. Agency Updates from Executive Director
2. Unfinished Business
3. New Business (10 mins)
 - a. Robert Farewell
4. Announcements (5 mins)
5. Public Comment (10 mins)
6. In Memoriam
7. Adjournment

Closed session to follow

Meeting Statements

<https://members.sfpride.org/meetings/>

This information is compiled for ease of use during meetings.

Mission Statement

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

Financial Protocol

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

Land Acknowledgement Statement (as of January 28, 2021)

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

Disclosure of Potential Conflicts of Interest

- Nguyen: Frameline
- Janelle: TRANScend, SF LGBT Center
- Spring: TRANScend Retreat
- Robert: Trans Masc Calendar, TRANScend
- Anjali: Lyon Martin, LGBT Asylum, Parivar, OTI TAC, ETE, Officer-HSH, Center for Immigrant Protection (President)
- George: Oakland Pride (Board President)
- Josh: Burning Man, UC Berkeley, Soul of Pride, Comfort and Joy, Music Connects Foundation
- Linda: NAACP, BWOPA, NAPSU, Soul of Pride, Juvenile Prevention
- Maceo: SF LGBT Center
- Manuel: University of San Francisco (USF); Cañada College
- Nas: Alwan Foundation
- Suzanne: Trans Heartline (Board Chair)



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

Nguyen Pham
President Report
April 3, 2024

MEETING PARTICIPATION

- Chaired Board of Directors meeting via video conference on March 6.
- Participated in Tom of Finland Foundation introductory meeting on March 13.
- Chaired ExCom meeting via video conference on March 25.

COMMUNITY AND CONFERENCE ENGAGEMENT

- Attended Mother Tongue book launch event at British Consulate San Francisco Residence on March 14.
- Attended “Irving Penn & Fashioning SF” donor opening reception at de Young Museum on March 14.
- Attended VIP Farewell Celebration at AsiaSF on March 27.
- Attended Divas & Drinks “A Night to Empower the Del Martin - Phyllis Lyon Legacy” gathering at The Academy on March 29.
- Attended Trans Day of Visibility gathering at Phoenix Hotel on March 31.
- Attended PRC’s Open House event at PRC on April 3.

SF PRIDE GOLF TOURNAMENT FUNDRAISER

- Participated on 2024 kick-off call with planning team on March 8.
- Led coordination call with planning team on March 28.

COMMITTEE WORK

- Personnel: No meeting this period.
- Budget and Finance: No meeting this period.
- Entertainment: No meeting this period.
- Policies and Procedures: No meeting this period.

ROUTINE RESPONSIBILITIES

- Participated on numerous ED check-in calls from March 13 through April 3.
- Participated on PR partner check-in calls on March 13, March 27, and April 3.
- Corresponded synchronously and asynchronously with community members as needs surfaced.
- Engaged with SF Pride content via social media channels as feasible.
- Corresponded with Staff and Board Members as appropriate.



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

KEY ACTIVITIES AND MILESTONES SCHEDULED FOR NEXT PERIOD

- Participate at check-in, planning, and/or organizational introductory meeting(s): SF Chronicle, SF Travel, SF Pride Golf Tournament, and others.
- Chair Membership meeting and Board special meeting via videoconference on April 10.
- Attend community fundraiser galas:
 - Openhouse's Spring Fling Connect on April 14
 - SF Community Health Center's Show of Hope Gala on April 19
 - SF LGBT Center's Soirée on April 20
- Chair ExCom video conference meeting on May 1.
- Deliver presentation on PR partner staff call on May 13.
- Chair Board of Directors in-person meeting on May 15.

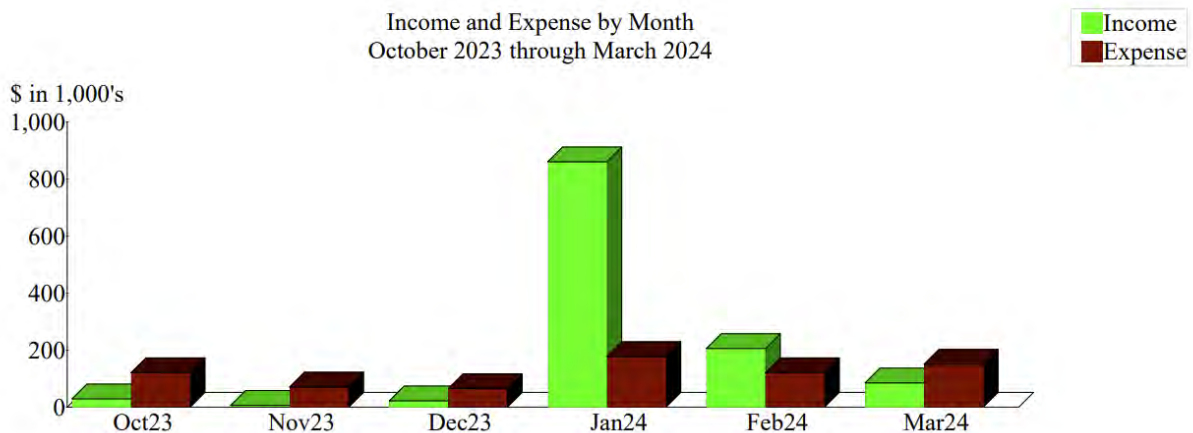
SAN FRANCISCO PRIDE

Treasurer's Report Narrative Overview

Robert Louie
April 3rd, 2024

Overall Spending & Revenue March '24

This month we've switched back to a negative cashflow position. Our annual net income has decreased by \$65.6k since we last met and we're currently at **\$504.1k of net income**, down from \$569.8k.



Performance Against the Budget

Largest Projected Income Categories

Measuring the percentage of the budget between '24 and '23. We're seeing performance some performance improvements across the board, however, with only 2 months out I'd like to see major growth each month in areas like Corporate Sponsorship given that accounts for half of our budget.

| | Budgeted '24 | Realized '24 | March 2024 | March 2023 |
|-----------------------|--------------|--------------|------------|------------|
| Gross Profit | \$4.1m | \$1.21m | 29.5% | 12.4% |
| Corporate Sponsorship | \$2.17 m | \$100k | 4.6% | 1.7% |
| Vendor Income | \$207k | \$138.8k | 67% | 0.9% |
| Parade Fee Income | \$203k | \$63.8k | 31.4% | 8.2% |

Expenses to Come

Currently we've only spent about 17.3% of our projected Total Expenses, however, as the event nears, we'll be paying out larger bills. Like a projected cost of \$500k for security and another \$498k in rental expenses.

Budget and Finance Committee Agenda

The B&F committee was not able to meet in March, so this agenda should be carried forward to the next B&F meeting

- Budget Review & rebalance – changes made on actuals and projections
- Review monthly expenses to accommodate possibility of grant writer
- Review of reallocation of funds to accommodate Pride Kickoff event

SAN FRANCISCO PRI

Profit & Loss Statement – March 2024

| |
|-------------------|
| Gross Profit |
| Expenses |
| Net Income |

Total for the Fiscal Year FY24

| |
|--------------------------|
| Gross Profit |
| Expenses |
| Annual Net Income |

Cash Flow Statement for FY 2024

| |
|------------------------------------|
| Cash at the beginning of the month |
| Net Cash from Operating Activities |
| Net Cash Increase |
| Cash at the End of the Period |

| |
|--|
| Wells Fargo Checking (<i>Unrestricted</i>) |
| (Fiscal Agencies – <i>Restricted Funds</i>) |
| Wells Fargo MarketRate (<i>Reserve</i>) |
| Wells Fargo Bank Savings |
| Fresno First |
| Petty Cash |



Treasurer's Report

Robert Louie

April 3, 2024

\$85,110.61

\$150,783.08

(\$65,672.47)

\$1,210,041.24

\$705,878.02

\$504,163.22

\$687,585.19

(\$68,210.67)

(\$68,210.67)

\$619,374.52

\$422,893.15

\$24,160.12

\$170,617.71

1,560.59

\$87.72

\$55.23

Sponsorship and cash flow update

- 100K collected.
- 184k in process collected by end of week
- 150k invoiced
- 655k committed contracts being created
- 300k in negotiations

Vendor Booth Sales – Total goal 209K (Exceeded)

- 109k Vendor
- 88K Food

120k Collected

80k Event hub to be collected

Parade Contingent Sales – Goal of 100k by March

- 100k Collected

Ticketed Sales

Activation Update

-Cannabis

A. Hottboxx

B. Root of Pride

Main stage report

Community Stage Report

Youth Stage

City Funding

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Balance Sheet

As of March 31, 2024

Mar 31, 24

ASSETS

Current Assets

Checking/Savings

0101 · Wells Fargo Bank Checking

0101A · Restricted Funds

0101AGR · Howard Grayson LGBT 1,228.21

0101ALA · Latin Stage 509.24

0101API · Pink Triangle 22,171.92

0101ASO · Soul of Pride 250.75

Total 0101A · Restricted Funds 24,160.12

0101 · Wells Fargo Bank Checking - Unrestricted Funds 422,893.15

Total 0101 · Wells Fargo Bank Checking 447,053.27

0102 · WellsFargo MarketRate (Reserve) 170,617.71

0104 · WellsFargo Bank Savings 1,560.59

0106 · Fresno First 87.72

0113 · Petty Cash Account 55.23

Total Checking/Savings 619,374.52

Total Current Assets 619,374.52

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 -58,440.96

Total 0189 · TRADEMARKS 2,170.00

0191 · Prepaid Expenses 59,527.00

0195 · Other Deposits 37,442.23

Total Other Assets 99,139.23

TOTAL ASSETS 718,513.75

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

0215L · Health/Fire Permit Fees Payable 7,350.00

0250L · Payroll Taxes Due Payable 12,543.91

0255L · Vacation Time Account Payable 21,441.40

Total Other Current Liabilities 41,335.31

Total Current Liabilities 41,335.31

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 March 31, 2024

| | <u>Mar 31, 24</u> |
|--|--------------------------|
| Total Liabilities | 48,569.31 |
| 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 | 211,472.22 |
| Net Income | 504,163.22 |
| Total Equity | <u>669,944.44</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>718,513.75</u></u> |

SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Profit & Loss Budget vs. Actual October 2023 through March 2024

| | Oct '23 - Mar 24 | Budget | \$ Over Budget | % of Budget |
|--|------------------|--------------|----------------|-------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 0402 · Membership Income | 2,780.00 | 10,000.00 | -7,220.00 | 27.8% |
| 0409 · Vendor Income | | | | |
| 0410 · Vendor/Booth Fees Income | | | | |
| 0410F · Pride-Vendor Income-Food | 64,803.80 | 88,000.00 | -23,196.20 | 73.6% |
| 0410P · Pride-Vendor Income-Other | 67,241.94 | 109,000.00 | -41,758.06 | 61.7% |
| Total 0410 · Vendor/Booth Fees Income | 132,045.74 | 197,000.00 | -64,954.26 | 67.0% |
| 0425 · Booth Equip. Rental Income | 6,800.00 | 10,000.00 | -3,200.00 | 68.0% |
| Total 0409 · Vendor Income | 138,845.74 | 207,000.00 | -68,154.26 | 67.1% |
| 0411 · Parade Fee Income | | | | |
| 0411FM · Pride-Float/March Income | 63,751.30 | 200,000.00 | -136,248.70 | 31.9% |
| 0411W · DykesOnBikes (WMC) | 0.00 | 3,000.00 | -3,000.00 | 0.0% |
| Total 0411 · Parade Fee Income | 63,751.30 | 203,000.00 | -139,248.70 | 31.4% |
| 0412 · Beverage Sales | | | | |
| 0412P · Pride - Beverage sales | 0.00 | 320,000.00 | -320,000.00 | 0.0% |
| Total 0412 · Beverage Sales | 0.00 | 320,000.00 | -320,000.00 | 0.0% |
| 0414 · Donations (Individual) Income | 38,037.67 | 40,000.00 | -1,962.33 | 95.1% |
| 0416 · Barrel Donations Income | | | | |
| 0416E · Electronic Gate Donations | 0.00 | 30,000.00 | -30,000.00 | 0.0% |
| 0416P · Pride - Barrel Donations | 0.00 | 5,000.00 | -5,000.00 | 0.0% |
| Total 0416 · Barrel Donations Income | 0.00 | 35,000.00 | -35,000.00 | 0.0% |
| 0417 · Corporate Sponsorship Income | 100,000.00 | 2,175,000.00 | -2,075,000.00 | 4.6% |
| 0421 · Interest Income | 49.84 | 60.00 | -10.16 | 83.1% |
| 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% |
| 0424PT · Pink Triangle | 51.43 | | | |
| 0424VIP · VIP Tickets | 0.00 | 30,000.00 | -30,000.00 | 0.0% |
| Total 0424 · Other Income | 51.43 | 75,000.00 | -74,948.57 | 0.1% |
| 0430 · Grants For the Arts | | | | |
| 0430A · Pride - Grants for the Arts | 826,219.00 | 825,000.00 | 1,219.00 | 100.1% |
| Total 0430 · Grants For the Arts | 826,219.00 | 825,000.00 | 1,219.00 | 100.1% |
| 0435 · Other Grants Income | 10,000.00 | | | |
| 0440 · Grandstand Ticket Sales | 0.00 | 75,000.00 | -75,000.00 | 0.0% |
| 0441 · Other Ticket Sales | 0.00 | 70,000.00 | -70,000.00 | 0.0% |
| 0450 · Merchandise Sales | 1,538.57 | 20,000.00 | -18,461.43 | 7.7% |
| 0490 · Fundraising - General | 0.00 | 45,000.00 | -45,000.00 | 0.0% |
| 0495 · Management Fees Income | 968.31 | 818.00 | 150.31 | 118.4% |

SF Lesbian Gay Bisexual Transgender Pride CC, Inc. Profit & Loss Budget vs. Actual October 2023 through March 2024

| | Oct '23 - Mar 24 | Budget | \$ Over Budget | % of Budget |
|---|------------------|--------------|----------------|-------------|
| 4900 · Fiscal Sponsee Income | | | | |
| 4900.14 · Donations (Individual) Income | 2,799.38 | | | |
| 4900.49 · Fundraising | 25,000.00 | | | |
| Total 4900 · Fiscal Sponsee Income | 27,799.38 | | | |
| Total Income | 1,210,041.24 | 4,100,878.00 | -2,890,836.76 | 29.5% |
| Gross Profit | 1,210,041.24 | 4,100,878.00 | -2,890,836.76 | 29.5% |
| Expense | | | | |
| 0600 · Advertising (Administrative) | 0.00 | 800.00 | -800.00 | 0.0% |
| 0601 · Advertising (Event) | 0.00 | 1,500.00 | -1,500.00 | 0.0% |
| 0602 · Bank Fees | 8,253.20 | 3,500.00 | 4,753.20 | 235.8% |
| 0603 · Utilities and Maintenance | | | | |
| 0603C · Cleaning & General Maintenance | 4,285.36 | 7,000.00 | -2,714.64 | 61.2% |
| 0603U · Utilities | 752.83 | 1,500.00 | -747.17 | 50.2% |
| Total 0603 · Utilities and Maintenance | 5,038.19 | 8,500.00 | -3,461.81 | 59.3% |
| 0604 · Messenger Expense | 0.00 | 200.00 | -200.00 | 0.0% |
| 0605 · Membership Dues Expense | 1,000.00 | 1,100.00 | -100.00 | 90.9% |
| 0606 · Insurance Expense | 3,900.98 | 210,000.00 | -206,099.02 | 1.9% |
| 0607 · Postage Expense | 132.00 | 4,000.00 | -3,868.00 | 3.3% |
| 0608 · Copying/Printing Expense | 331.52 | 18,200.00 | -17,868.48 | 1.8% |
| 0609 · Office Supplies Expense | 2,378.73 | 4,750.00 | -2,371.27 | 50.1% |
| 0610 · Accounting/Auditing Expense | 31,119.95 | 80,000.00 | -48,880.05 | 38.9% |
| 0612 · Other Supplies | 0.00 | 11,100.00 | -11,100.00 | 0.0% |
| 0613 · Employee Benefits Expense | | | | |
| 0613M · Medical/Dental Benefits | 36,268.40 | 50,000.00 | -13,731.60 | 72.5% |
| Total 0613 · Employee Benefits Expense | 36,268.40 | 50,000.00 | -13,731.60 | 72.5% |
| 0614 · Equipment Rental Expense | 899.40 | 498,000.00 | -497,100.60 | 0.2% |
| 0615 · Rent (Office) Expense | 34,165.11 | 75,000.00 | -40,834.89 | 45.6% |
| 0616 · Rent (Non-Office Space) Exp. | 13,033.00 | 123,000.00 | -109,967.00 | 10.6% |
| 0617 · Clean-Up Costs (Event) | 0.00 | 120,000.00 | -120,000.00 | 0.0% |
| 0618 · Equipment Repair & Maintenance | 963.51 | 1,800.00 | -836.49 | 53.5% |
| 0619 · Contracted Services | 230,364.83 | 609,300.00 | -378,935.17 | 37.8% |
| 0620 · Contractors | 23,000.00 | 164,500.00 | -141,500.00 | 14.0% |
| 0621 · ASL Interpreter/ADA Compliance | 0.00 | 20,500.00 | -20,500.00 | 0.0% |
| 0622 · Payroll Taxes | 12,347.86 | 39,200.00 | -26,852.14 | 31.5% |
| 0623 · Travel Expense | 10,682.42 | 55,800.00 | -45,117.58 | 19.1% |
| 0624 · Entertainer/Speaker Expense | | | | |
| 0624M · Main Stage | 0.00 | 130,000.00 | -130,000.00 | 0.0% |
| 0624S · Community Stages and Venues | 0.00 | 10,000.00 | -10,000.00 | 0.0% |
| 0624T · Other Venues | 10,200.00 | 23,500.00 | -13,300.00 | 43.4% |
| Total 0624 · Entertainer/Speaker Expense | 10,200.00 | 163,500.00 | -153,300.00 | 6.2% |
| 0625 · Telephone Expense | 265.55 | 2,000.00 | -1,734.45 | 13.3% |
| 0626 · Payroll Expense | | | | |
| 0626A · Payroll expense | 161,408.55 | 434,970.00 | -273,561.45 | 37.1% |
| Total 0626 · Payroll Expense | 161,408.55 | 434,970.00 | -273,561.45 | 37.1% |
| 0627 · Permit Costs | 299.57 | 85,483.50 | -85,183.93 | 0.4% |

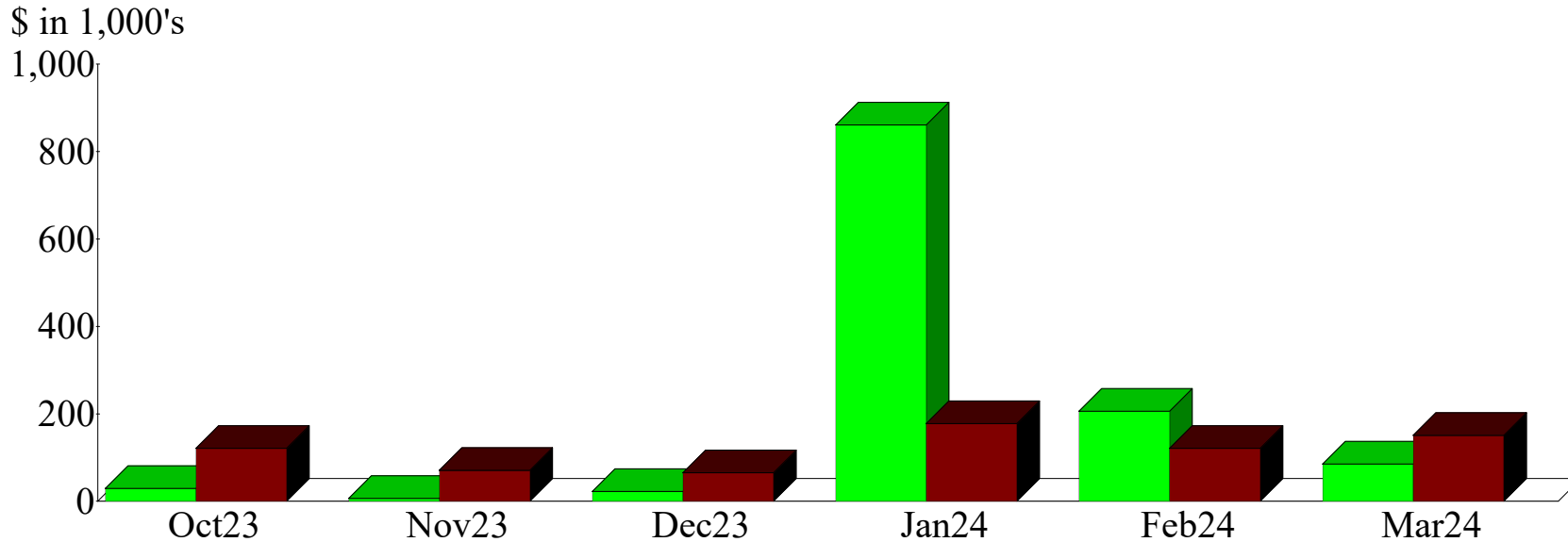
SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Profit & Loss Budget vs. Actual
October 2023 through March 2024

| | Oct '23 - Mar 24 | Budget | \$ Over Budget | % of Budget |
|---|-------------------|---------------------|----------------------|-----------------|
| 0628 · Community Partners Grants | | | | |
| 0628B · Grants from Board | 9,483.69 | 15,000.00 | -5,516.31 | 63.2% |
| 0628W · Grants to Dykes on Bikes | 0.00 | 3,000.00 | -3,000.00 | 0.0% |
| Total 0628 · Community Partners Grants | 9,483.69 | 18,000.00 | -8,516.31 | 52.7% |
| 0629 · Educational Development Exp. | 5,055.00 | 14,000.00 | -8,945.00 | 36.1% |
| 0630 · Food Expense | 7,541.27 | 37,500.00 | -29,958.73 | 20.1% |
| 0631 · Media/PR Expense | 41,812.96 | 60,000.00 | -18,187.04 | 69.7% |
| 0632 · Volunteer/Staff Recognition Exp | 0.00 | 8,000.00 | -8,000.00 | 0.0% |
| 0633 · Security Costs | 21,350.00 | 500,000.00 | -478,650.00 | 4.3% |
| 0635 · Legal Expense | 0.00 | 10,000.00 | -10,000.00 | 0.0% |
| 0636 · Branded Apparel Expense | 922.86 | 16,000.00 | -15,077.14 | 5.8% |
| 0637 · Police/Traffic Control Expense | 0.00 | 30,000.00 | -30,000.00 | 0.0% |
| 0641 · Radio Rental Expense | 0.00 | 18,500.00 | -18,500.00 | 0.0% |
| 0642 · Toilet Rental Expense | 0.00 | 47,000.00 | -47,000.00 | 0.0% |
| 0643 · Fencing Rental Expense | 0.00 | 70,000.00 | -70,000.00 | 0.0% |
| 0644 · Sound Expenses | | | | |
| 0644V · Video Expense | 0.00 | 292,000.00 | -292,000.00 | 0.0% |
| Total 0644 · Sound Expenses | 0.00 | 292,000.00 | -292,000.00 | 0.0% |
| 0645 · Signage Expense | 1,195.31 | 50,000.00 | -48,804.69 | 2.4% |
| 0655 · Data Management Expense | 16,383.48 | 30,000.00 | -13,616.52 | 54.6% |
| 0656 · HR Expense | 0.00 | 100.00 | -100.00 | 0.0% |
| 0660 · Fundraising Expense | 473.53 | 16,000.00 | -15,526.47 | 3.0% |
| 0665 · Education and Outreach | 1,273.76 | | | |
| 0680 · Fulfillment Expense | 0.00 | 15,000.00 | -15,000.00 | 0.0% |
| 0696 · Lodging/Hotel Expense | 8,903.30 | 16,000.00 | -7,096.70 | 55.6% |
| 0697 · Lost equipment & damages | 0.00 | 5,000.00 | -5,000.00 | 0.0% |
| 6700 · Reallocation Expenses | 0.00 | 30,000.00 | -30,000.00 | 0.0% |
| 6800 · Fiscal Sponsee Expenses | | | | |
| 6800.19 · Contracted Services | 3,399.78 | | | |
| 6800.24 · Entertainer/Speaker Expense | 300.00 | | | |
| 6800.28 · Donations,Grants, Fellowships | 250.00 | | | |
| 6800.30 · Food | 500.00 | | | |
| 6800.60 · Fundraising Expense | 12.00 | | | |
| 6800.75 · Management Fees | 968.31 | | | |
| Total 6800 · Fiscal Sponsee Expenses | 5,430.09 | | | |
| 6999 · Uncategorized Expenses | 0.00 | 10,000.00 | -10,000.00 | 0.0% |
| Total Expense | 705,878.02 | 4,079,803.50 | -3,373,925.48 | 17.3% |
| Net Ordinary Income | 504,163.22 | 21,074.50 | 483,088.72 | 2,392.3% |
| Net Income | 504,163.22 | 21,074.50 | 483,088.72 | 2,392.3% |

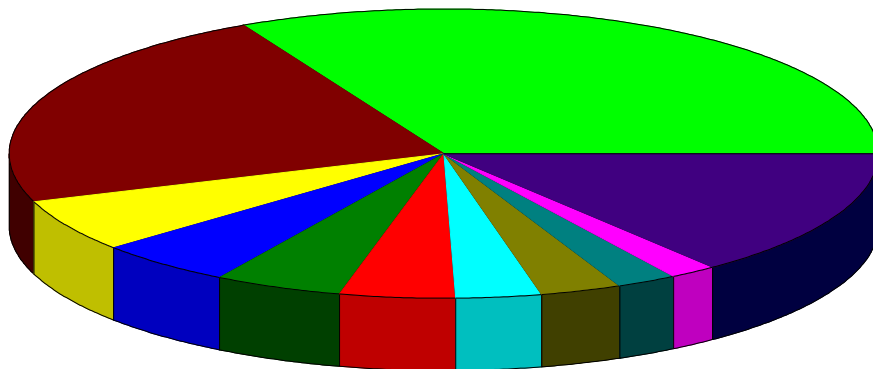
SF Lesbian Gay Bisexual Transgender Pride CC, Inc.
Statement of Cash Flows
March 2024

| | <u>Mar 24</u> |
|--|--------------------------|
| OPERATING ACTIVITIES | |
| Net Income | -65,672.47 |
| Adjustments to reconcile Net Income to net cash provided by operations: | |
| 0210 · Accounts Payable | -7,700.00 |
| 0215L · Health/Fire Permit Fees Payable | 2,450.00 |
| 0250L · Payroll Taxes Due Payable | 2,711.80 |
| Net cash provided by Operating Activities | <u>-68,210.67</u> |
| Net cash increase for period | -68,210.67 |
| Cash at beginning of period | <u>687,585.19</u> |
| Cash at end of period | <u>619,374.52</u> |

Income and Expense by Month October 2023 through March 2024



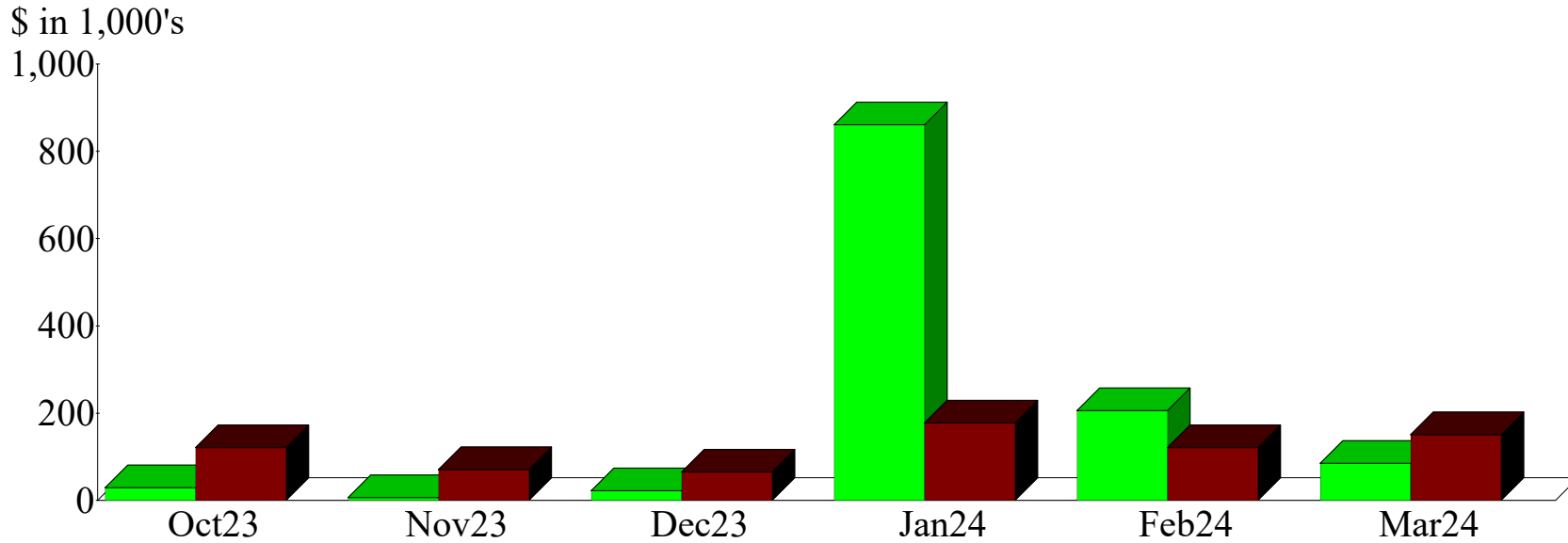
Expense Summary October 2023 through March 2024



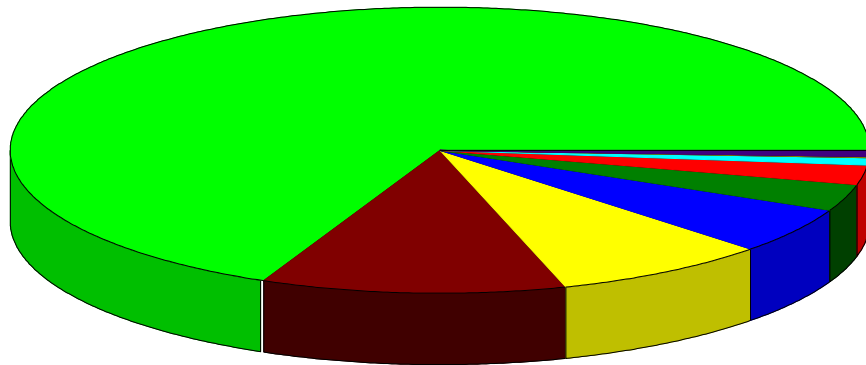
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|-------------------------------------|---------------------|
| 0619 · Contracted Services | 32.64% |
| 0626 · Payroll Expense | 22.87 |
| 0631 · Media/PR Expense | 5.92 |
| 0613 · Employee Benefits Expense | 5.14 |
| 0615 · Rent (Office) Expense | 4.84 |
| 0610 · Accounting/Auditing Expense | 4.41 |
| 0620 · Contractors | 3.26 |
| 0633 · Security Costs | 3.02 |
| 0655 · Data Management Expense | 2.32 |
| 0616 · Rent (Non-Office Space) Exp. | 1.85 |
| Other | 13.74 |
| Total | \$705,878.02 |

By Account

Income and Expense by Month October 2023 through March 2024



Income Summary October 2023 through March 2024



| | |
|--------------------------------------|-----------------------|
| 0430 · Grants For the Arts | 68.28% |
| 0409 · Vendor Income | 11.47 |
| 0417 · Corporate Sponsorship Income | 8.26 |
| 0411 · Parade Fee Income | 5.27 |
| 0414 · Donations (Individual) Income | 3.14 |
| 4900 · Fiscal Sponsee Income | 2.30 |
| 0435 · Other Grants Income | 0.83 |
| 0402 · Membership Income | 0.23 |
| 0450 · Merchandise Sales | 0.13 |
| 0495 · Management Fees Income | 0.08 |
| Other | 0.01 |
| Total | \$1,210,041.24 |

By Account

Profit & Loss

October 2023 through March 2024

| | Oct 23 | Nov 23 | Dec 23 | Jan 24 | Feb 24 | Mar 24 | TOTAL |
|---|------------------|------------------|------------------|-------------------|-------------------|------------------|---------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 0402 - Membership Income | 415.00 | 0.00 | 4,165.00 | -4,000.00 | 1,925.00 | 275.00 | 2,780.00 |
| 0409 - Vendor Income | | | | | | | |
| 0410 - Vendor/Booth Fees Income | | | | | | | |
| 0410F - Pride-Vendor Income-Food | 0.00 | 0.00 | 3,924.50 | 19,295.00 | 18,614.00 | 22,970.30 | 64,803.80 |
| 0410P - Pride-Vendor Income-Other | 0.00 | 0.00 | 0.00 | 14,901.50 | 26,603.13 | 25,737.31 | 67,241.94 |
| Total 0410 - Vendor/Booth Fees Income | 0.00 | 0.00 | 3,924.50 | 34,196.50 | 45,217.13 | 48,707.61 | 132,045.74 |
| 0425 - Booth Equip. Rental Income | 0.00 | 0.00 | 0.00 | 1,000.00 | -400.00 | 6,200.00 | 6,800.00 |
| Total 0409 - Vendor Income | 0.00 | 0.00 | 3,924.50 | 35,196.50 | 44,817.13 | 54,907.61 | 138,845.74 |
| 0411 - Parade Fee Income | | | | | | | |
| 0411FM - Pride-Float/March Income | 0.00 | 0.00 | 0.00 | 0.00 | 48,885.93 | 14,865.37 | 63,751.30 |
| Total 0411 - Parade Fee Income | 0.00 | 0.00 | 0.00 | 0.00 | 48,885.93 | 14,865.37 | 63,751.30 |
| 0414 - Donations (Individual) Income | 8,141.17 | 706.40 | 3,235.54 | 2,040.19 | 9,519.88 | 14,394.49 | 38,037.67 |
| 0417 - Corporate Sponsorship Income | 0.00 | 0.00 | 0.00 | 0.00 | 100,000.00 | 0.00 | 100,000.00 |
| 0421 - Interest Income | 17.01 | 15.39 | 12.56 | 2.05 | 1.37 | 1.46 | 49.84 |
| 0424 - Other Income | | | | | | | |
| 0424PT - Pink Triangle | 0.00 | 0.00 | 0.00 | 0.00 | 51.43 | 0.00 | 51.43 |
| Total 0424 - Other Income | 0.00 | 0.00 | 0.00 | 0.00 | 51.43 | 0.00 | 51.43 |
| 0430 - Grants For the Arts | | | | | | | |
| 0430A - Pride - Grants for the Arts | 0.00 | 0.00 | 0.00 | 826,219.00 | 0.00 | 0.00 | 826,219.00 |
| Total 0430 - Grants For the Arts | 0.00 | 0.00 | 0.00 | 826,219.00 | 0.00 | 0.00 | 826,219.00 |
| 0435 - Other Grants Income | 0.00 | 0.00 | 10,000.00 | 0.00 | 0.00 | 0.00 | 10,000.00 |
| 0450 - Merchandise Sales | 0.00 | 0.00 | 0.00 | 0.00 | 871.89 | 666.68 | 1,538.57 |
| 0495 - Management Fees Income | 0.00 | 0.00 | 968.31 | 0.00 | 0.00 | 0.00 | 968.31 |
| 4900 - Fiscal Sponsee Income | | | | | | | |
| 4900.14 - Donations (Individual) Income | 750.00 | 650.00 | 200.00 | 1,199.38 | 0.00 | 0.00 | 2,799.38 |
| 4900.49 - Fundraising | 20,000.00 | 5,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 25,000.00 |
| Total 4900 - Fiscal Sponsee Income | 20,750.00 | 5,650.00 | 200.00 | 1,199.38 | 0.00 | 0.00 | 27,799.38 |
| Total Income | 29,323.18 | 6,371.79 | 22,505.91 | 860,657.12 | 206,072.63 | 85,110.61 | 1,210,041.24 |
| Gross Profit | 29,323.18 | 6,371.79 | 22,505.91 | 860,657.12 | 206,072.63 | 85,110.61 | 1,210,041.24 |
| Expense | | | | | | | |
| 0602 - Bank Fees | 197.76 | 226.27 | 1,066.59 | 1,344.77 | 3,026.75 | 2,391.06 | 8,253.20 |
| 0603 - Utilities and Maintenance | | | | | | | |
| 0603C - Cleaning & General Maintenance | 696.81 | 708.71 | 708.71 | 723.71 | 723.71 | 723.71 | 4,285.36 |
| 0603U - Utilities | 362.81 | 0.00 | 0.00 | 390.02 | 0.00 | 0.00 | 752.83 |
| Total 0603 - Utilities and Maintenance | 1,059.62 | 708.71 | 708.71 | 1,113.73 | 723.71 | 723.71 | 5,038.19 |
| 0605 - Membership Dues Expense | 0.00 | 200.00 | 0.00 | 0.00 | 0.00 | 800.00 | 1,000.00 |
| 0606 - Insurance Expense | 3,207.92 | 521.75 | 0.00 | 196.15 | -24.84 | 0.00 | 3,900.98 |
| 0607 - Postage Expense | 132.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 132.00 |
| 0608 - Copying/Printing Expense | 180.35 | 59.71 | 0.00 | 67.90 | 23.56 | 0.00 | 331.52 |
| 0609 - Office Supplies Expense | 1,095.36 | 108.61 | 0.00 | 0.00 | 0.00 | 703.45 | 2,378.73 |
| 0610 - Accounting/Auditing Expense | 2,500.00 | 5,997.45 | 4,000.00 | 10,622.50 | 4,000.00 | 4,000.00 | 31,119.95 |
| 0613 - Employee Benefits Expense | | | | | | | |
| 0613M - Medical/Dental Benefits | 7,380.78 | 3,974.64 | 4,396.88 | 4,396.88 | 6,094.64 | 10,024.58 | 36,268.40 |
| Total 0613 - Employee Benefits Expense | 7,380.78 | 3,974.64 | 4,396.88 | 4,396.88 | 6,094.64 | 10,024.58 | 36,268.40 |
| 0614 - Equipment Rental Expense | 149.90 | 149.90 | 149.90 | 149.90 | 149.90 | 149.90 | 899.40 |
| 0615 - Rent (Office) Expense | 5,555.31 | 5,721.96 | 5,721.96 | 5,721.96 | 5,721.96 | 5,721.96 | 34,165.11 |
| 0616 - Rent (Non-Office Space) Exp. | 2,043.00 | 1,848.00 | 1,848.00 | 1,848.00 | 1,848.00 | 3,598.00 | 13,033.00 |
| 0618 - Equipment Repair & Maintenance | 136.50 | 401.46 | 0.00 | 0.00 | 425.55 | 0.00 | 963.51 |
| 0619 - Contracted Services | 46,745.31 | 0.00 | 0.00 | 106,749.99 | 34,285.53 | 42,584.00 | 230,364.83 |
| 0620 - Contractors | 0.00 | 7,000.00 | 7,000.00 | 7,000.00 | 1,000.00 | 1,000.00 | 23,000.00 |
| 0622 - Payroll Taxes | 1,902.33 | 1,542.76 | 1,542.76 | 2,030.45 | 2,664.78 | 2,664.78 | 12,347.86 |
| 0623 - Travel Expense | 3,445.96 | 2,131.54 | 680.45 | 545.91 | 3,284.04 | 594.52 | 10,682.42 |
| 0624 - Entertainer/Speaker Expense | | | | | | | |
| 0624T - Other Venues | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 10,200.00 | 10,200.00 |
| Total 0624 - Entertainer/Speaker Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 10,200.00 | 10,200.00 |
| 0625 - Telephone Expense | 42.87 | 44.38 | 44.57 | 0.00 | 89.11 | 44.62 | 265.55 |
| 0626 - Payroll Expense | | | | | | | |
| 0626A - Payroll expense | 24,866.93 | 20,166.66 | 20,166.66 | 26,541.66 | 34,833.32 | 34,833.32 | 161,408.55 |
| Total 0626 - Payroll Expense | 24,866.93 | 20,166.66 | 20,166.66 | 26,541.66 | 34,833.32 | 34,833.32 | 161,408.55 |

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Profit & Loss

October 2023 through March 2024

| | Oct 23 | Nov 23 | Dec 23 | Jan 24 | Feb 24 | Mar 24 | TOTAL |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| 0627 - Permit Costs | 0.00 | 299.57 | 0.00 | 0.00 | 0.00 | 0.00 | 299.57 |
| 0628 - Community Partners Grants | | | | | | | |
| 0628B - Grants from Board | 165.38 | 0.00 | 1,500.00 | 1,318.31 | 5,870.00 | 630.00 | 9,483.69 |
| Total 0628 - Community Partners Grants | 165.38 | 0.00 | 1,500.00 | 1,318.31 | 5,870.00 | 630.00 | 9,483.69 |
| 0629 - Educational Development Exp. | 4,020.00 | 0.00 | 0.00 | 0.00 | 1,035.00 | 0.00 | 5,055.00 |
| 0630 - Food Expense | 533.42 | 1,446.85 | 0.00 | 267.77 | 4,673.72 | 619.51 | 7,541.27 |
| 0631 - Media/PR Expense | 10,359.70 | 10,000.00 | 11,105.00 | 0.00 | 5,575.00 | 4,773.26 | 41,812.96 |
| 0633 - Security Costs | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 21,350.00 | 21,350.00 |
| 0636 - Branded Apparel Expense | 0.00 | 0.00 | 0.00 | 0.00 | 603.56 | 319.30 | 922.86 |
| 0645 - Signage Expense | 479.17 | 0.00 | 0.00 | 0.00 | 0.00 | 716.14 | 1,195.31 |
| 0655 - Data Management Expense | 2,398.11 | 1,935.92 | 2,340.10 | 5,246.15 | 2,122.23 | 2,340.97 | 16,383.48 |
| 0660 - Fundraising Expense | 473.53 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 473.53 |
| 0665 - Education and Outreach | 0.00 | 0.00 | 0.00 | 1,273.76 | 0.00 | 0.00 | 1,273.76 |
| 0696 - Lodging/Hotel Expense | 0.00 | 5,594.15 | 0.00 | 1,028.37 | 2,280.78 | 0.00 | 8,903.30 |
| 6800 - Fiscal Sponsee Expenses | | | | | | | |
| 6800.19 - Contracted Services | 1,600.40 | 600.00 | 1,199.38 | 0.00 | 0.00 | 0.00 | 3,399.78 |
| 6800.24 - Entertainer/Speaker Expense | 0.00 | 300.00 | 0.00 | 0.00 | 0.00 | 0.00 | 300.00 |
| 6800.28 - Donations,Grants, Fellowships | 250.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 |
| 6800.30 - Food | 0.00 | 0.00 | 500.00 | 0.00 | 0.00 | 0.00 | 500.00 |
| 6800.60 - Fundraising Expense | 0.00 | 12.00 | 0.00 | 0.00 | 0.00 | 0.00 | 12.00 |
| 6800.75 - Management Fees | 0.00 | 0.00 | 968.31 | 0.00 | 0.00 | 0.00 | 968.31 |
| Total 6800 - Fiscal Sponsee Expenses | 1,850.40 | 912.00 | 2,667.69 | 0.00 | 0.00 | 0.00 | 5,430.09 |
| Total Expense | 120,921.61 | 70,992.29 | 64,939.27 | 177,464.16 | 120,777.61 | 150,783.08 | 705,878.02 |
| Net Ordinary Income | -91,598.43 | -64,620.50 | -42,433.36 | 683,192.96 | 85,295.02 | -65,672.47 | 504,163.22 |
| Net Income | -91,598.43 | -64,620.50 | -42,433.36 | 683,192.96 | 85,295.02 | -65,672.47 | 504,163.22 |