

# San Francisco Lesbian, Gay, Bisexual, Transgender Pride Celebration Committee, Inc.

Wednesday, October 7, 2020

## AGENDA

For the Board Meeting, being held remotely

1. **Standing Items** (30 mins)
  - a. Welcome & Check In
    - i. Called to Order at:
    - ii. Welcome:
  - b. Attendance
    - i. In attendance:
    - ii. Apologies:
    - iii. Not Present:
    - iv. Quorum Attained:
  - c. Appointment of Meeting Roles
    - i. Chairperson:
    - ii. Timekeeper:
    - iii. Vibe Watcher:
    - iv. Stack Monitor:
  - d. Read Mission Statement & Financial Protocol
    - i. Mission Statement read by:
    - ii. Financial Protocol read by:
  - e. Approval of Agenda
    - i. Timestamp:
  - f. Approval of Minutes
    - i. Timestamp:
  - g. Announcements
    - i. Reports
      1. President – Verbal
      2. Vice President –
      3. Treasurer – Written
      4. Secretary –
      5. Executive Director – Written
      6. Committee Reports –
2. **Old Business** (15 min)
  - a. (none)
3. **New Business** (65 minutes)
  - a. Outgoing Board Members Appreciation (10 mins)
  - b. Seating of Board Members-Elect (10 mins)
  - c. Officer Elections (45 mins)
4. **Public Comment** (2 mins per person, 5 slots – 10 mins total)
5. **In Memoriam** (5 mins)
6. **Adjournment**

Time stamp:  
Approximate Time: (125 minutes)

# San Francisco Lesbian, Gay, Bisexual, Transgender Pride Celebration Committee, Inc.

Wednesday, October 7, 2020

## **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.

## **Public Comment:**

The public comment portion of the meeting is an opportunity for those with no say in the formulation of the agenda (i.e. those who are not members of the board) to speak during the meeting. Public comment is offered in a spirit of open communication and the organization being receptive to new ideas and constructive suggestions. The Chair of the meeting may adopt a flexible approach in allowing public comment but will not tolerate personal attacks and/or indecorous behavior.

## **Procedures for the formulation of the member meeting Agenda: (standing rule #9)**

- A. Every meeting of the membership shall have a written agenda
- B. The agenda shall consist of:
  1. Standing Items
  2. Old Business
  3. New Business
- C. Standing Items shall be items which either the general membership and/or board resolves at a prior meeting be placed upon the agenda at subsequent meetings.
- D. Old Business shall be items of business from previous meetings which shall not have been concluded and shall be added to the agenda by the Board President.
- E. New Business items shall be items not being either standing items or old business which it shall be in the purview of the membership to discuss. New business items shall be added to the agenda by the Board President, the board or by any three general members.
- F. Items of new business may be added to the agenda if communicated to the Board President in writing fourteen days prior to the published date of the meeting. Communication may be in the form of a letter and where an addition is being proposed by three general members each must sign a letter requesting such addition.
- G. No item(s) shall be added to the Agenda at the meeting.

# San Francisco Lesbian, Gay, Bisexual, Transgender Pride Celebration Committee, Inc.

Wednesday, October 7, 2020

## **Consensus Model for Decision Making:**

Standing Rule #8, All Board Meetings shall use the following consensus model for decision making:

When it appears that the group is nearing consensus or when a voting member has asked that the group move to consensus, the facilitator shall ask:

1. Is there any further discussion?
2. Are there any objections? (Does anyone wish to stand aside?)
3. Do we have consensus?

A voting member may only block consensus if s/he has an alternative suggestion. If the alternative also does not produce consensus, another motion must be presented, or the issue must be dropped/tabled. If an individual cannot support the consensus statement but does not wish to block consensus s/he may stand aside. The objections shall be noted in the minutes. Friendly amendments can be offered (if appropriate), though the person who initiated the motion is not obligated to accept them.

If a tabled issue is still at an impasse at the following meeting, a voting member must make a motion on which the group will vote. The motion requires a simple majority to pass (unless otherwise noted in the bylaws). If an issue is at an impasse and is time sensitive (i.e., it cannot be tabled to a future meeting), a voting member must make a motion on which the group will vote. The motion requires a simple majority to pass (unless otherwise noted in the bylaws).

The consensus model shall use the following ground rules:

1. Participants should not speak out of turn. The facilitator will recognize hands in the order in which they were raised. Those who have not spoken on an issue will be given the option to do so before anyone speaks a second time.
2. Comments should be brief, respectful, and relevant to the topic being discussed. Participants should avoid repetition and focus on closure.
3. The facilitator shall put time limits on the discussion and choose a timekeeper. The time for discussion can be extended by group consensus.
4. Participants should accept decisions with which they can live to avoid debating minutia.
5. When appropriate, the facilitator may call a break in the meeting to allow the person blocking consensus and the person initiating the motion to try to work out an alternative together.
6. Everyone is equal.
7. Derogatory personal comments are inappropriate.
8. In groups of 20 or more, the decision-making process uses a modified form of consensus. An individual who blocks consensus must still offer an alternative. One alternative may be a suggestion to use Robert's Rules of Order to resolve the issue under consideration. If the group (less the block) rejects the alternative, the group may then resolve to override the block for a "modified consensus minus one." If two individuals block consensus, the standard form of consensus shall be used.

It is a good idea for someone to read these rules aloud at the beginning of a meeting, especially when new people are present. All Board members should receive training in these rules at the Board retreat.

**San Francisco Lesbian, Gay, Bisexual, Transgender  
Pride Celebration Committee, Inc.**

Wednesday, September 2, 2020

**MINUTES**

For the Board Meeting, held remotely

**ITEMS**

**I. Standing Items**

- A. Welcome & Check In**
  - 1. Called to Order at: 7:02 PM
  - 2. Welcome: Carolyn Wysinger, President
  - 3. In attendance: Carolyn Wysinger (President), Jake Little (Vice President), Suzanne Ford (Treasurer), Nguyen Pham (Secretary), Elizabeth Lanyon, Kerby Lynch, Manuel Perez, Anjali Rimi, Amy Sueyoshi
- B. Apologies for Absence**
  - 1. Apologies: N/A
  - 2. Not Present: Nikki Calma
  - 3. Quorum Attained: Yes
- C. Appointment of Timekeeper, Vibe Watcher, and Stack Monitor**
  - 1. Timekeeper: Nguyen Pham
  - 2. Vibe Watcher: Jacob Little
  - 3. Stack Monitor: Chris Grafton (staff)
- D. Read Mission Statement & Financial Protocol**
  - 1. Mission Statement read by: Elizabeth Lanyon
  - 2. Financial Protocol read by: Nguyen Pham
- E. Approval of Agenda and Minutes**
  - 1. Approval of Agenda Timestamp: 7:08 PM
    - a) Jake Little moves to approve agenda, Elizabeth Lanyon seconds. Motion carries unanimously.
  - 2. Approval of Minutes Timestamp: 7:10 PM
    - a) Jake Little moves to approve August 2020 minutes, Carolyn Wysinger seconds. Motion carries with one abstention from Amy Sueyoshi.
- F. Announcements**
  - 1. None
- G. Reports**
  - 1. President –
    - a) Disinventing Police Pride to 2021 - *Please see* <https://www.sfpride.org/wp-content/uploads/2020/09/DPA-Press-Release-9.2.20.pdf>
    - b) Quorum for AGM will be one-third of current members for the September 12th event.
  - 2. Vice President – No report.
  - 3. Treasurer –
    - a) Please note that there are \$200,000 in sponsorship receivables, but our expenses are \$100,000 a month, so in the future we will be faced with new challenges.
  - 4. Secretary –
    - a) Applaud and commend our agency staff for AGM planning and for expanding the inclusiveness and enfranchisement of our membership.
  - 5. Executive Director –
    - a) Statement on disinventing the SF Police Department - *Please see* <https://www.sfpride.org/wp-content/uploads/2020/09/DPA-Press-Release-9.2.20.pdf>
    - b) AGM on September 12th. Ballots were sent out, some have already been received. September 2nd was the first day of office hours for in person voting for the AGM
    - c) New Lavender Talks will be about racism in the Castro.
    - d) Volunteer Appreciation Event was on August 27th, and it went well.
    - e) Looking for a new theme for 2021's event.
    - f) The staff is using a new teammate review software.

**San Francisco Lesbian, Gay, Bisexual, Transgender  
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Wednesday, September 2, 2020

- g) The golf fundraiser is coming up!
- h) \* At 7:33pm, Nguyen Pham moves to extend time by 5 minutes, Elizabeth Lanyon seconds. Motion carries unanimously.
- i) There are 182 current members.

**II. Old Business**

**A. Committee Reports**

- 1. Development Committee: 2nd annual SF Pride Golf Day will take place on Wed 9/16. Key adjustments include staggered start and finish, food trucks, and virtual auction. Currently, 120 participants have registered.

**B. AGM Update**

- 1. This item was covered previously in the Executive Director's report.

**III. Public Comment**

- A.** Maxie Bee: Pleasantly surprised that the Board had voted to disinvite SF Pride, wished that the org had let members help/stand. Will ballots without initials on the return envelope be disregarded?
  - 1. Fred replied no.
- B.** Tyler Breisacher: Happy about the SF Pride Police decision, questions about the process about the decision and the publication of it.
- C.** Joshua Smith: Echoing sentiments of other members. Aside from ED, there should be other Board members at contractual meetings needed with police meetings.
- D.** Laurence Berland: Thanks to BoD for SFPD announcement. The organization should have more transparency with the public and members, especially so that people do not mistake patience with transparency.

**IV. New Business**

\* At 7:50pm, Carolyn Wysinger moves to add 5 minutes to New Business, Nguyen Pham seconds. Motion carries unanimously.

**A. PGA Tour**

- 1. PGA Tour organization has reached out to SF Pride to be involved in a potential annual tournament. Suzanne shared information about the early plans, still working on details. Everything is very new, and a lot of work is needed to be done.
- 2. \*At 7:54pm, Carolyn Wysinger moves to authorize Suzanne Ford to proceed in talks with PGA Tour, Nguyen Pham seconds. See further below for vote outcome.
- 3. Discussion
  - a) \*At 7:55pm, Carolyn Wysinger moves to add 10 minutes, Elizabeth Lanyon seconds. Motion carries unanimously.
  - b) Jake Little: Concern that PGA seeks to lean too heavily on SF Pride wherein Pride will essentially become their diversity consultant; be judicious around committing limited resources.
  - c) Elizabeth Lanyon: Good opportunity to hold external partners accountable while doing what we do and be who we are; also good way to diversify our funding sources.
  - d) Carolyn Wysinger: Supportive overall; be sure to do a lot of pushing.
  - e) Nguyen Pham: Supportive, heeding calls to be clear w/ boundaries and accountability-holding.
  - f) Anjali Rimi: Diversity work should be compensated.
  - g) \*At 8:05pm, Carolyn Wysinger moves to add 5 minutes, Nguyen Pham seconds. Motion carries with one abstention from Jake Little.
  - h) \*At 8:10pm, Carolyn Wysinger moves to add 5 minutes, Nguyen Pham seconds. Motion

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Pride Celebration Committee, Inc.**

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carries with one abstention from Jake Little.

4. \*At 8:13pm, Carolyn Wysinger tables motion till Suzanne can follow up later with more information.

**V. In Memoriam**

- A. Brittany Siobhan-Geertsen

**VI. Adjournment**

- A. Time stamp: 8:18 PM

# SAN FRANCISCO PRIDE®

## Treasurer's Report October 7th, 2020

Submitted by  
Suzanne Ford, *Treasurer*

### Profit & Loss Statement – for September 2020:

Gross Income	\$148,015.14
COGS	\$ .00
Gross Profit	\$148,015.14
Expenses	(\$97,965.87)
Net Income	\$50,049.27

### Total for 12 months of the fiscal year:

Gross Income	\$1,234,515.68
COGS	\$ .00
Gross Profit	\$1,234,515.68
Expenses	(\$1,469,221.91)
Net Income	(\$332,627.10)

### Cash Flow Statement for FY 20

Cash at the beginning of the month	\$1,144,139.29
Net Cash from Operating Activities	(\$7,640.65)*
Net Cash from Investing Activities	<i>Prepaid Expenses</i> (\$6,139.28)
Cash at the End of the Period	\$1,130,359.36
Wells Fargo Checking (Unrestricted)	\$488,781.11
(Fiscal Agencies – Restricted Funds)	\$17,611.72
Wells Fargo MarketRate (Reserve)	\$600,368.88
Wells Fargo Bank Savings	\$23,542.42
Petty Cash Account	\$55.23

**Total Checking/Savings** \$1,130,359.36

\*Receivables being collected less FY19 event payables and monthly overhead (rent, payroll, contractor payments).

10:51 PM

10/02/20

**SF Lesbian Gay Bisexual Transgender Pride CC, Inc.**  
**Statement of Cash Flows**  
**September 2020**

	<u>Sep 20</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	50,049.27
Adjustments to reconcile Net Income to net cash provided by operations:	
0115 · Accounts Receivable (General)	-74,500.00
0117 · Sponsorship Receivable	15,000.00
0250L · Payroll Taxes Due Payable	-10,631.03
0255L · Vacation Time Account Payable	12,441.11
Net cash provided by Operating Activities	-7,640.65
<b>INVESTING ACTIVITIES</b>	
0191 · Prepaid Expenses	-7,139.28
0195 · Other Deposits	1,000.00
Net cash provided by Investing Activities	-6,139.28
Net cash increase for period	-13,779.93
Cash at beginning of period	1,144,139.29
Cash at end of period	<u><u>1,130,359.36</u></u>



SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

**Profit & Loss**

October 2019 through September 2020

	<u>Sep 2020</u>	<u>FY2020</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
0402 · Membership Income	470.00	5,785.00
0409 · Vendor Income		
0410 · Vendor/Booth Fees Income		
0410P · Pride - Vendor Income	0.00	75,994.50
<b>Total 0410 · Vendor/Booth Fees Income</b>	<u>0.00</u>	<u>75,994.50</u>
0425 · Booth Equip. Rental Income	0.00	0.00
<b>Total 0409 · Vendor Income</b>	<u>0.00</u>	<u>75,994.50</u>
0411 · Parade Fee Income		
0411FM · Pride-Float/March Income	0.00	100,465.00
<b>Total 0411 · Parade Fee Income</b>	<u>0.00</u>	<u>100,465.00</u>
0414 · Donations (Individual) Income	286.00	32,298.76
0417 · Corporate Sponsorship Income	139,500.00	784,935.30
0421 · Interest Income	5.14	119.13
0424 · Other Income		
0424PP · Pride Pass	0.00	5,680.61
0424PT · Pink Triangle	0.00	6,285.00
<b>Total 0424 · Other Income</b>	<u>0.00</u>	<u>11,965.61</u>
0430 · Grants For the Arts		
0430A · Pride - Grants for the Arts	0.00	100,000.00
<b>Total 0430 · Grants For the Arts</b>	<u>0.00</u>	<u>100,000.00</u>
0435 · Other Grants Income	0.00	103,333.00
0490 · Fundraising - General	0.00	865.38
4900 · Fiscal Sponsee Income		
4900.49 · Fundraising	7,754.00	18,754.00
<b>Total 4900 · Fiscal Sponsee Income</b>	<u>7,754.00</u>	<u>18,754.00</u>
<b>Total Income</b>	<u>148,015.14</u>	<u>1,234,515.68</u>
<b>Gross Profit</b>	148,015.14	1,234,515.68
<b>Expense</b>		
0600 · Advertising (Administrative)	118.75	2,579.12
0601 · Advertising (Event)	3,440.00	3,440.00
0602 · Bank Fees	106.09	10,598.47
0603 · Utilities and Maintenance		
0603C · Cleaning & General Maintenance	671.82	12,281.57
0603U · Utilities	0.00	1,080.49
<b>Total 0603 · Utilities and Maintenance</b>	<u>671.82</u>	<u>13,362.06</u>
0604 · Messenger Expense	0.00	24.00
0605 · Membership Dues Expense	0.00	1,123.88
0606 · Insurance Expense	0.00	8,990.33
0607 · Postage Expense	388.40	2,537.96

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

**Profit & Loss**

October 2019 through September 2020

	<u>Sep 2020</u>	<u>FY2020</u>
0608 · Copying/Printing Expense	0.00	1,334.85
0609 · Office Supplies Expense	0.00	8,253.86
0610 · Accounting/Auditing Expense	2,000.00	41,956.95
0612 · Other Supplies	0.00	7,256.03
0613 · Employee Benefits Expense		
0613M · Medical/Dental Benefits	0.00	41,274.11
<b>Total 0613 · Employee Benefits Expense</b>	<b>0.00</b>	<b>41,274.11</b>
0614 · Equipment Rental Expense	279.69	36,157.54
0615 · Rent (Office) Expense	8,957.57	104,620.94
0616 · Rent (Non-Office Space) Exp.	2,009.94	31,487.58
0618 · Equipment Repair & Maintenance	0.00	16,402.78
0619 · Contracted Services	5,000.00	360,154.00
0620 · Contractors	15,529.35	196,784.80
0621 · ASL Interpreter/ADA Compliance	584.00	8,064.00
0622 · Payroll Taxes	2,500.38	26,243.25
0623 · Travel Expense	48.08	1,201.93
0624 · Entertainer/Speaker Expense		
0624T · Other Venues	0.00	31,550.00
<b>Total 0624 · Entertainer/Speaker Expense</b>	<b>0.00</b>	<b>31,550.00</b>
0625 · Telephone Expense	452.83	5,354.72
0626 · Payroll Expense		
0626A · Payroll expense	32,684.60	343,048.61
0626AV · Accrued Vacation Expense	12,441.11	12,441.11
<b>Total 0626 · Payroll Expense</b>	<b>45,125.71</b>	<b>355,489.72</b>
0627 · Permit Costs	0.00	4,506.16
0628 · Community Partners Grants		
0628B · Grants from Board	0.00	51,242.46
0628P · Grants to Partners	-1,500.00	-500.00
<b>Total 0628 · Community Partners Grants</b>	<b>-1,500.00</b>	<b>50,742.46</b>
0629 · Educational Development Exp.	0.00	486.00
0630 · Food Expense	-431.43	6,338.46
0631 · Media/PR Expense	0.00	35,951.06
0632 · Volunteer/Staff Recognition Exp	-184.45	440.96
0636 · Branded Apparel Expense	0.00	3,539.00
0640 · Sales Tax Expense/Other Taxes	0.00	36.67
0642 · Toilet Rental Expense	0.00	20,000.00
0644 · Sound Expenses		
0644S · Sound Expense	0.00	33,380.59
<b>Total 0644 · Sound Expenses</b>	<b>0.00</b>	<b>33,380.59</b>
0645 · Signage Expense	0.00	15,000.00
0655 · Data Management Expense	2,244.64	25,470.92
0660 · Fundraising Expense	2,870.50	5,570.50
0670 · Print Publications Expense	0.00	17,307.00
0696 · Lodging/Hotel Expense	0.00	4,149.47
6700 · Reallocation Expenses	7,754.00	13,754.00

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

**Profit & Loss**

October 2019 through September 2020

	<u>Sep 2020</u>	<u>FY2020</u>
<b>6800 - Fiscal Sponsee Expenses</b>		
6800.19 - Contracted Services	0.00	7,521.65
6800.24 - Entertainer/Speaker Expense	0.00	3,750.00
<b>Total 6800 - Fiscal Sponsee Expenses</b>	<u>0.00</u>	<u>11,271.65</u>
<b>6999 - Uncategorized Expenses</b>	<u>0.00</u>	<u>3,000.00</u>
<b>Total Expense</b>	<u>97,965.87</u>	<u>1,567,187.78</u>
<b>Net Ordinary Income</b>	<u>50,049.27</u>	<u>-332,672.10</u>
<b>Net Income</b>	<u><u>50,049.27</u></u>	<u><u>-332,672.10</u></u>

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Balance Sheet

As of September 30, 2020

	<u>Sep 30, 2020</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
0101 - Wells Fargo Bank Checking	
0101 - Wells Fargo Bank Checking - Unrestricted Funds	488,781.11
0101A - Restricted Funds	
0101AGR - Howard Grayson LGBT	853.01
0101ALA - Latin Stage	520.35
0101API - Pink Triangle	9,652.74
0101ASI - Sistahs Steppin	818.31
0101ASO - Soul of Pride	5,767.31
Total 0101A - Restricted Funds	17,611.72
Total 0101 - Wells Fargo Bank Checking	506,392.83
0102 - WellsFargo MarketRate (Reserve)	600,368.88
0104 - WellsFargo Bank Savings	23,542.42
0113 - Petty Cash Account	55.23
Total Checking/Savings	1,130,359.36
Accounts Receivable	
0115 - Accounts Receivable (General)	249,500.00
0117 - Sponsorship Receivable	99,616.00
Total Accounts Receivable	349,116.00
Total Current Assets	1,479,475.36
<b>Fixed Assets</b>	
0140 - FURNITURE & EQUIPMENT	
0140a - Furniture & Equipment	-40,797.49
0141 - Accumulated Depreciation	40,797.49
Total 0140 - FURNITURE & EQUIPMENT	0.00
Total Fixed Assets	0.00
<b>Other Assets</b>	
0189 - TRADEMARKS	
0189A - Trademarks	60,610.96
0189B - Accumulated Amortization	-57,510.96
Total 0189 - TRADEMARKS	3,100.00
0191 - Prepaid Expenses	11,381.97
0195 - Other Deposits	27,330.00
Total Other Assets	41,811.97
<b>TOTAL ASSETS</b>	<u><u>1,521,287.33</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
Current Liabilities	

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Balance Sheet

As of September 30, 2020

	<u>Sep 30, 2020</u>
<b>Other Current Liabilities</b>	
0213 - Deferred revenue	17,690.00
0219 - Sponsorship Temp Restricted	150,000.00
0250L - Payroll Taxes Due Payable	-12,955.22
0255L - Vacation Time Account Payable	14,943.82
<b>Total Other Current Liabilities</b>	<u>169,678.60</u>
<b>Total Current Liabilities</b>	<u>169,678.60</u>
<b>Total Liabilities</b>	169,678.60
<b>Equity</b>	
3000 - Opening Bal Equity	188,770.00
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	1,150,635.83
Net Income	-332,672.10
<b>Total Equity</b>	<u>1,351,608.73</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>1,521,287.33</u></u>

10:58 PM

10/02/20

Accrual Basis

**SF Lesbian Gay Bisexual Transgender Pride CC, Inc.**  
**Profit & Loss Budget vs. Actual**  
**October 2019 through September 2020**

	Oct '19 - Sep 20	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
0402 - Membership Income	5,785.00	7,000.00	-1,215.00	82.6%
0409 - Vendor Income				
0410 - Vendor/Booth Fees Income				
0410P - Pride - Vendor Income	75,994.50	190,000.00	-114,005.50	40.0%
<b>Total 0410 - Vendor/Booth Fees Income</b>	75,994.50	190,000.00	-114,005.50	40.0%
0425 - Booth Equip. Rental Income	0.00	12,000.00	-12,000.00	0.0%
<b>Total 0409 - Vendor Income</b>	75,994.50	202,000.00	-126,005.50	37.6%
0411 - Parade Fee Income				
0411FM - Pride-Float/March Income	100,465.00	500,000.00	-399,535.00	20.1%
0411W - DykesOnBikes (WMC)	0.00	1,500.00	-1,500.00	0.0%
<b>Total 0411 - Parade Fee Income</b>	100,465.00	501,500.00	-401,035.00	20.0%
0412 - Beverage Sales				
0412P - Pride - Beverage sales	0.00	750,000.00	-750,000.00	0.0%
<b>Total 0412 - Beverage Sales</b>	0.00	750,000.00	-750,000.00	0.0%
0414 - Donations (Individual) Income	32,298.76	10,500.00	21,798.76	307.6%
0416 - Barrel Donations Income				
0416P - Pride - Barrel Donations	0.00	80,000.00	-80,000.00	0.0%
<b>Total 0416 - Barrel Donations Income</b>	0.00	80,000.00	-80,000.00	0.0%
0417 - Corporate Sponsorship Income	784,935.30	2,020,000.00	-1,235,064.70	38.9%
0421 - Interest Income	119.13	150.00	-30.87	79.4%
0424 - Other Income				
0424PP - Pride Pass	5,680.61	35,000.00	-29,319.39	16.2%
0424PT - Pink Triangle	6,285.00			
0424VIP - VIP Tickets	0.00	35,000.00	-35,000.00	0.0%
<b>Total 0424 - Other Income</b>	11,965.61	70,000.00	-58,034.39	17.1%
0430 - Grants For the Arts				
0430A - Pride - Grants for the Arts	100,000.00	100,000.00	0.00	100.0%
<b>Total 0430 - Grants For the Arts</b>	100,000.00	100,000.00	0.00	100.0%
0435 - Other Grants Income	103,333.00			
0440 - Grandstand Ticket Sales	0.00	60,000.00	-60,000.00	0.0%
0450 - Merchandise Sales	0.00	15,000.00	-15,000.00	0.0%
0490 - Fundraising - General	865.38	51,000.00	-50,134.62	1.7%
0495 - Management Fees Income	0.00	150.00	-150.00	0.0%
4900 - Fiscal Sponsee Income				
4900.49 - Fundraising	18,754.00			
<b>Total 4900 - Fiscal Sponsee Income</b>	18,754.00			
<b>Total Income</b>	1,234,515.68	3,867,300.00	-2,632,784.32	31.9%
<b>Cost of Goods Sold</b>				
0510 - Beverage Purchases				
0510B - Beverage Purchases	0.00	130,000.00	-130,000.00	0.0%
<b>Total 0510 - Beverage Purchases</b>	0.00	130,000.00	-130,000.00	0.0%
0512 - Beverage Ice Expense	0.00	13,000.00	-13,000.00	0.0%
<b>Total COGS</b>	0.00	143,000.00	-143,000.00	0.0%
<b>Gross Profit</b>	1,234,515.68	3,724,300.00	-2,489,784.32	33.1%
<b>Expense</b>				
0600 - Advertising (Administrative)	2,579.12			
0601 - Advertising (Event)	3,440.00	2,500.00	940.00	137.6%
0602 - Bank Fees	10,598.47	50,000.00	-39,401.53	21.2%

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Accrual Basis

**SF Lesbian Gay Bisexual Transgender Pride CC, Inc.**  
**Profit & Loss Budget vs. Actual**  
**October 2019 through September 2020**

	Oct '19 - Sep 20	Budget	\$ Over Budget	% of Budget
<b>0603 - Utilities and Maintenance</b>				
0603C - Cleaning & General Maintenance	12,281.57	7,827.00	4,454.57	156.9%
0603U - Utilities	1,080.49	500.00	580.49	216.1%
<b>Total 0603 - Utilities and Maintenance</b>	13,362.06	8,327.00	5,035.06	160.5%
<b>0604 - Messenger Expense</b>	24.00	300.00	-276.00	8.0%
<b>0605 - Membership Dues Expense</b>	1,123.88	1,400.00	-276.12	80.3%
<b>0606 - Insurance Expense</b>	8,990.33	207,200.00	-198,209.67	4.3%
<b>0607 - Postage Expense</b>	2,537.96	2,000.00	537.96	126.9%
<b>0608 - Copying/Printing Expense</b>	1,334.85	18,700.00	-17,365.15	7.1%
<b>0609 - Office Supplies Expense</b>	8,253.86	7,000.00	1,253.86	117.9%
<b>0610 - Accounting/Auditing Expense</b>	41,956.95	28,000.00	13,956.95	149.8%
<b>0611 - Commission/Bonus Expense</b>	0.00	23,000.00	-23,000.00	0.0%
<b>0612 - Other Supplies</b>	7,256.03	14,750.00	-7,493.97	49.2%
<b>0613 - Employee Benefits Expense</b>				
0613M - Medical/Dental Benefits	41,274.11	60,000.00	-18,725.89	68.8%
<b>Total 0613 - Employee Benefits Expense</b>	41,274.11	60,000.00	-18,725.89	68.8%
<b>0614 - Equipment Rental Expense</b>	36,157.54	323,500.00	-287,342.46	11.2%
<b>0615 - Rent (Office) Expense</b>	104,620.94	104,364.00	256.94	100.2%
<b>0616 - Rent (Non-Office Space) Exp.</b>	31,487.58	97,000.00	-65,512.42	32.5%
<b>0617 - Clean-Up Costs (Event)</b>	0.00	131,000.00	-131,000.00	0.0%
<b>0618 - Equipment Repair &amp; Maintenance</b>	16,402.78	2,100.00	14,302.78	781.1%
<b>0619 - Contracted Services</b>	360,154.00	594,490.00	-234,336.00	60.6%
<b>0620 - Contractors</b>	196,784.80	274,500.00	-77,715.20	71.7%
<b>0621 - ASL Interpreter/ADA Compliance</b>	8,064.00	10,500.00	-2,436.00	76.8%
<b>0622 - Payroll Taxes</b>	26,243.25	26,048.00	195.25	100.7%
<b>0623 - Travel Expense</b>	1,201.93	23,100.00	-21,898.07	5.2%
<b>0624 - Entertainer/Speaker Expense</b>				
0624M - Main Stage	0.00	50,000.00	-50,000.00	0.0%
0624S - Community Stages and Venues	0.00	5,500.00	-5,500.00	0.0%
0624T - Other Venues	31,550.00			
<b>Total 0624 - Entertainer/Speaker Expense</b>	31,550.00	55,500.00	-23,950.00	56.8%
<b>0625 - Telephone Expense</b>	5,354.72	5,200.00	154.72	103.0%
<b>0626 - Payroll Expense</b>				
0626A - Payroll expense	343,048.61	400,000.00	-56,951.39	85.8%
0626AV - Accrued Vacation Expense	12,441.11			
<b>Total 0626 - Payroll Expense</b>	355,489.72	400,000.00	-44,510.28	88.9%
<b>0627 - Permit Costs</b>	4,506.16	50,150.00	-45,643.84	9.0%
<b>0628 - Community Partners Grants</b>				
0628B - Grants from Board	51,242.46	7,000.00	44,242.46	732.0%
0628P - Grants to Partners	-500.00	194,000.00	-194,500.00	-0.3%
0628W - Grants to Dykes on Bikes	0.00	1,000.00	-1,000.00	0.0%
<b>Total 0628 - Community Partners Grants</b>	50,742.46	202,000.00	-151,257.54	25.1%
<b>0629 - Educational Development Exp.</b>	486.00	600.00	-114.00	81.0%
<b>0630 - Food Expense</b>	6,338.46	28,600.00	-22,261.54	22.2%
<b>0631 - Media/PR Expense</b>	35,951.06	19,000.00	16,951.06	189.2%
<b>0632 - Volunteer/Staff Recognition Exp</b>	440.96	2,300.00	-1,859.04	19.2%
<b>0633 - Security Costs</b>	0.00	416,500.00	-416,500.00	0.0%
<b>0635 - Legal Expense</b>	0.00	10,000.00	-10,000.00	0.0%
<b>0636 - Branded Apparel Expense</b>	3,539.00	16,000.00	-12,461.00	22.1%
<b>0637 - Police/Traffic Control Expense</b>	0.00	50,000.00	-50,000.00	0.0%
<b>0640 - Sales Tax Expense/Other Taxes</b>	36.67	61,500.00	-61,463.33	0.1%
<b>0641 - Radio Rental Expense</b>	0.00	14,400.00	-14,400.00	0.0%
<b>0642 - Toilet Rental Expense</b>	20,000.00	31,700.00	-11,700.00	63.1%
<b>0643 - Fencing Rental Expense</b>	0.00	42,150.00	-42,150.00	0.0%
<b>0644 - Sound Expenses</b>				
0644S - Sound Expense	33,380.59	78,500.00	-45,119.41	42.5%
0644V - Video Expense	0.00	37,500.00	-37,500.00	0.0%
<b>Total 0644 - Sound Expenses</b>	33,380.59	116,000.00	-82,619.41	28.8%

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Accrual Basis

**SF Lesbian Gay Bisexual Transgender Pride CC, Inc.**  
**Profit & Loss Budget vs. Actual**  
**October 2019 through September 2020**

	Oct '19 - Sep 20	Budget	\$ Over Budget	% of Budget
0645 · Signage Expense	15,000.00	33,550.00	-18,550.00	44.7%
0655 · Data Management Expense	25,470.92	30,600.00	-5,129.08	83.2%
0660 · Fundraising Expense	5,570.50	2,525.00	3,045.50	220.6%
0670 · Print Publications Expense	17,307.00	30,000.00	-12,693.00	57.7%
0680 · Fullfillment Expense	0.00	40,000.00	-40,000.00	0.0%
0696 · Lodging/Hotel Epense	4,149.47	15,500.00	-11,350.53	26.8%
0697 · Lost equipment & damages	0.00	5,000.00	-5,000.00	0.0%
6700 · Reallocation Expenses	13,754.00	30,000.00	-16,246.00	45.8%
6800 · Fiscal Sponsee Expenses				
6800.19 · Contracted Services	7,521.65			
6800.24 · Entertainer/Speaker Expense	3,750.00			
<b>Total 6800 · Fiscal Sponsee Expenses</b>	<b>11,271.65</b>			
6999 · Uncategorized Expenses	3,000.00	5,000.00	-2,000.00	60.0%
<b>Total Expense</b>	<b>1,567,187.78</b>	<b>3,723,554.00</b>	<b>-2,156,366.22</b>	<b>42.1%</b>
<b>Net Ordinary Income</b>	<b>-332,672.10</b>	<b>746.00</b>	<b>-333,418.10</b>	<b>-44,594.1%</b>
<b>Net Income</b>	<b>-332,672.10</b>	<b>746.00</b>	<b>-333,418.10</b>	<b>-44,594.1%</b>



**SAN FRANCISCO PRIDE**  
**Report to the Board of Directors**  
**Executive Director – Fred Lopez – October 7, 2020**

**CASH BALANCES** *As of October 6, 2020*

Operating Account Balance	\$512,581.26
Reserve Account	\$600,368.88
Restricted Funds (Fiscal Agent Accounts)	\$23,542.42

**AGENCY UPDATES**

- September was a busy month - We had two lavender talks in September, on the 3rd and the 24<sup>th</sup>. Thank you to our panelists and to Michelle Meow for bringing important issues to the forefront.
- Annual General Meeting took place online, Sat Sept 12. 94 Ballots were received by mail between August 21 and September 23. Ballots were opened counted on Weds Sept 23, and many thanks go to the volunteer election officials who donated their valuable time to ensure that the process was transparent and thorough. The staff team deserve some thanks as well for helping to manage the election process throughout, after we had to shift the direction to mail-in voting due to gathering restrictions. And, finally, congratulations to the board members-elect, and thank you to all of the candidates for their interest and participation.
- 2<sup>nd</sup> Annual SF Pride Golf Day took place on Weds Sept 16. We are excited to share with the community the fundraising results from this event in the coming weeks.
- Some sad news to report as well. Due to a restructuring of the staff team, Alvaro Gonzalez’s position was unfortunately eliminated. His last day was Friday October 2. Alvaro has been a valuable member of the Pride team for over six years, and we will miss his participation and passion. We will also miss Saphy, and we wish them the best in the future. The staff are working to continue the portfolio of work that Alvaro was maintaining.
- The InterPride annual conference, which was planned to be held in Olso, has moved online. Some of our team members have been attending workshops and plenaries. Marsha Levine, our Community Relations Manager, has been among the planners for the conference.

**MEMBERSHIP (as of 10/6/2020):**

- 189 current members. 4 expired, 11 renewed, 9 new.

