

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

Wednesday, April 1, 2020

**AGENDA**

For the Board Meeting, held remotely

**ITEM**

**1. Standing Items**

- I. Welcome & Check In
  - A. Called to Order at:
  - B. Welcome: Carolyn Wysinger, President
  - In attendance:
- II. Apologies for Absence
  - A. Apologies:
  - B. Not Present:
  - C. Quorum Attained:
- III. Appointment of Timekeeper, Vibe Watcher & Stack Monitor
  - A. Timekeeper:
  - B. Vibe Watcher:
  - C. Stack Monitor:
- IV. Read Mission Statement & Financial Protocol
  - A. Mission Statement read by:
  - B. Financial Protocol read by:
- V. Approval of Agenda
  - A. Timestamp:
- VI. Announcements
- VII. Reports
  - A. President
  - B. Vice President
  - C. Treasurer
  - D. Secretary
  - E. Executive Director

**2. Public Comment** (pending virtual capacity – 15 mins)

**3. New Business** (15 minutes)

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

Wednesday, April 1, 2020

**4. Old Business** (15 min)

- A. Committee Reports (5)

**5. In Memoriam** (5 mins)

**6. Adjournment**

**Time stamp:**

\*There will be a closed session meeting of the entire Board following tonight's Board Meeting\*

**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 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, April 1, 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.

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

**Balance Sheet**

As of March 31, 2020

	<u>Mar 31, 20</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
0101 - Wells Fargo Bank Checking	
0101 - Wells Fargo Bank Checking - Unrestricted Funds	700,280.31
0101A - Restricted Funds	
0101AGR - Howard Grayson LGBT	853.01
0101ALA - Latin Stage	520.35
0101API - Pink Triangle	867.74
0101ASI - Sistahs Steppin	818.31
0101ASO - Soul of Pride	34.96
<b>Total 0101A - Restricted Funds</b>	<u>3,094.37</u>
<b>Total 0101 - Wells Fargo Bank Checking</b>	703,374.68
0102 - WellsFargo MarketRate (Reserve)	600,327.10
0104 - WellsFargo Bank Savings	23,541.04
0113 - Petty Cash Account	55.23
<b>Total Checking/Savings</b>	<u>1,327,298.05</u>
<b>Accounts Receivable</b>	
0117 - Sponsorship Receivable	196,884.00
<b>Total Accounts Receivable</b>	<u>196,884.00</u>
<b>Total Current Assets</b>	1,524,182.05
<b>Fixed Assets</b>	
0140 - FURNITURE & EQUIPMENT	
0140a - Furniture & Equipment	50,796.51
0141 - Accumulated Depreciation	-50,796.51
<b>Total 0140 - FURNITURE &amp; EQUIPMENT</b>	<u>0.00</u>
<b>Total Fixed Assets</b>	0.00
<b>Other Assets</b>	
0189 - TRADEMARKS	
0189A - Trademarks	60,610.96
0189B - Accumulated Amortization	-57,510.96
<b>Total 0189 - TRADEMARKS</b>	<u>3,100.00</u>
0195 - Other Deposits	28,330.00
<b>Total Other Assets</b>	<u>31,430.00</u>
<b>TOTAL ASSETS</b>	<u><u>1,555,612.05</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
0213 - Deferred revenue	101,525.00

**SF Lesbian Gay Bisexual Transgender Pride CC, Inc.**  
**Balance Sheet**  
As of March 31, 2020

	<b>Mar 31, 20</b>
	<u>11,900.00</u>
0215L - Health/Fire Permit Fees Payable	11,900.00
0216 - Vendor Security Deposits	5,400.00
0250L - Payroll Taxes Due Payable	-12,955.24
0255L - Vacation Time Account Payable	<u>2,502.71</u>
<b>Total Other Current Liabilities</b>	<u><b>108,372.47</b></u>
<b>Total Current Liabilities</b>	<u><b>108,372.47</b></u>
<b>Total Liabilities</b>	108,372.47
<b>Equity</b>	
3900 - Retained Earnings	1,657,713.83
Net Income	<u>-210,474.25</u>
<b>Total Equity</b>	<u><b>1,447,239.58</b></u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u><b>1,555,612.05</b></u></u>

11:17 AM

03/31/20

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

	<u>Mar 20</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	24,951.78
Adjustments to reconcile Net Income to net cash provided by operations:	
0215L · Health/Fire Permit Fees Payable	2,450.00
0216 · Vendor Security Deposits	600.00
0250L · Payroll Taxes Due Payable	<u>-11,037.89</u>
Net cash provided by Operating Activities	<u>16,963.89</u>
 Net cash increase for period	 16,963.89
Cash at beginning of period	<u>1,310,334.16</u>
Cash at end of period	<u><u>1,327,298.05</u></u>

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Profit & Loss

October 2019 through March 2020

	<u>Mar 2020</u>	<u>Oct 2019- Mar 2020</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
0402 · Membership Income	150.00	2,680.00
0409 · Vendor Income		
0410 · Vendor/Booth Fees Income		
0410P · Pride - Vendor Income	21,060.00	137,595.00
<b>Total 0410 · Vendor/Booth Fees Income</b>	<u>21,060.00</u>	<u>137,595.00</u>
0425 · Booth Equip. Rental Income	1,320.00	9,455.00
<b>Total 0409 · Vendor Income</b>	<u>22,380.00</u>	<u>147,050.00</u>
0411 · Parade Fee Income		
0411FM · Pride-Float/March Income	52,980.00	181,125.00
<b>Total 0411 · Parade Fee Income</b>	<u>52,980.00</u>	<u>181,125.00</u>
0414 · Donations (Individual) Income	1,021.00	3,761.49
0417 · Corporate Sponsorship Income	55,000.00	230,000.00
0421 · Interest Income	0.00	75.97
0430 · Grants For the Arts		
0430A · Pride - Grants for the Arts	0.00	50,000.00
<b>Total 0430 · Grants For the Arts</b>	<u>0.00</u>	<u>50,000.00</u>
<b>Total Income</b>	<u>131,531.00</u>	<u>614,692.46</u>
<b>Gross Profit</b>	131,531.00	614,692.46
<b>Expense</b>		
0600 · Advertising (Administrative)	0.00	2,448.14
0602 · Bank Fees	2,112.26	8,583.31
0603 · Utilities and Maintenance		
0603C · Cleaning & General Maintenance	652.25	6,328.50
0603U · Utilities	0.00	640.49
<b>Total 0603 · Utilities and Maintenance</b>	<u>652.25</u>	<u>6,968.99</u>
0605 · Membership Dues Expense	0.00	973.88
0606 · Insurance Expense	0.00	8,308.35
0607 · Postage Expense	0.00	815.92
0608 · Copying/Printing Expense	0.00	633.78
0609 · Office Supplies Expense	67.13	2,271.69
0610 · Accounting/Auditing Expense	2,000.00	19,250.00
0612 · Other Supplies	0.00	132.59
0613 · Employee Benefits Expense		
0613M · Medical/Dental Benefits	4,640.04	20,637.61
<b>Total 0613 · Employee Benefits Expense</b>	<u>4,640.04</u>	<u>20,637.61</u>
0614 · Equipment Rental Expense	215.02	34,802.75
0615 · Rent (Office) Expense	8,696.67	52,180.02
0616 · Rent (Non-Office Space) Exp.	0.00	12,030.00
0618 · Equipment Repair & Maintenance	0.00	15,840.98

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

**Profit & Loss**

October 2019 through March 2020

	<u>Mar 2020</u>	<u>Oct 2019- Mar 2020</u>
0619 - Contracted Services	32,845.82	247,116.22
0620 - Contractors	14,441.66	90,905.46
0622 - Payroll Taxes	2,583.24	11,116.68
0623 - Travel Expense	0.00	120.01
0625 - Telephone Expense	0.00	2,199.05
0626 - Payroll Expense		
0626A - Payroll expense	33,767.94	145,316.00
<b>Total 0626 - Payroll Expense</b>	<u>33,767.94</u>	<u>145,316.00</u>
0628 - Community Partners Grants		
0628B - Grants from Board	0.00	26,666.82
0628P - Grants to Partners	0.00	1,000.00
<b>Total 0628 - Community Partners Grants</b>	<u>0.00</u>	<u>27,666.82</u>
0629 - Educational Development Exp.	0.00	486.00
0630 - Food Expense	0.00	4,544.63
0631 - Media/PR Expense	3,500.00	26,503.63
0632 - Volunteer/Staff Recognition Exp	0.00	400.00
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	32,785.59
<b>Total 0644 - Sound Expenses</b>	<u>0.00</u>	<u>32,785.59</u>
0645 - Signage Expense	0.00	15,000.00
0655 - Data Management Expense	721.02	9,442.51
0696 - Lodging/Hotel Expense	336.17	1,899.43
6800 - Fiscal Sponsee Expenses		
6800.19 - Contracted Services	0.00	750.00
<b>Total 6800 - Fiscal Sponsee Expenses</b>	<u>0.00</u>	<u>750.00</u>
6999 - Uncategorized Expenses	0.00	3,000.00
<b>Total Expense</b>	<u>106,579.22</u>	<u>825,166.71</u>
<b>Net Ordinary Income</b>	<u>24,951.78</u>	<u>-210,474.25</u>
<b>Net Income</b>	<u><u>24,951.78</u></u>	<u><u>-210,474.25</u></u>



11:25 AM

03/31/20

Accrual Basis

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

	Oct '19 - Mar 20	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
0402 · Membership Income	2,680.00	7,000.00	-4,320.00	38.3%
0409 · Vendor Income				
0410 · Vendor/Booth Fees Income				
0410P · Pride - Vendor Income	137,595.00	190,000.00	-52,405.00	72.4%
<b>Total 0410 · Vendor/Booth Fees Income</b>	137,595.00	190,000.00	-52,405.00	72.4%
0425 · Booth Equip. Rental Income	9,455.00	12,000.00	-2,545.00	78.8%
<b>Total 0409 · Vendor Income</b>	147,050.00	202,000.00	-54,950.00	72.8%
0411 · Parade Fee Income				
0411FM · Pride-Float/March Income	181,125.00	500,000.00	-318,875.00	36.2%
0411W · DykesOnBikes (WMC)	0.00	1,500.00	-1,500.00	0.0%
<b>Total 0411 · Parade Fee Income</b>	181,125.00	501,500.00	-320,375.00	36.1%
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	3,761.49	10,500.00	-6,738.51	35.8%
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	230,000.00	2,020,000.00	-1,790,000.00	11.4%
0421 · Interest Income	75.97	150.00	-74.03	50.6%
0424 · Other Income				
0424PP · Pride Pass	0.00	35,000.00	-35,000.00	0.0%
0424VIP · VIP Tickets	0.00	35,000.00	-35,000.00	0.0%
<b>Total 0424 · Other Income</b>	0.00	70,000.00	-70,000.00	0.0%
0430 · Grants For the Arts				
0430A · Pride - Grants for the Arts	50,000.00	100,000.00	-50,000.00	50.0%
<b>Total 0430 · Grants For the Arts</b>	50,000.00	100,000.00	-50,000.00	50.0%
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	0.00	51,000.00	-51,000.00	0.0%
0495 · Management Fees Income	0.00	150.00	-150.00	0.0%
<b>Total Income</b>	614,692.46	3,867,300.00	-3,252,607.54	15.9%
<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>	614,692.46	3,724,300.00	-3,109,607.54	16.5%
<b>Expense</b>				
0600 · Advertising (Administrative)	2,448.14			
0601 · Advertising (Event)	0.00	2,500.00	-2,500.00	0.0%
0602 · Bank Fees	8,583.31	50,000.00	-41,416.69	17.2%
0603 · Utilities and Maintenance				
0603C · Cleaning & General Maintenance	6,328.50	7,827.00	-1,498.50	80.9%
0603U · Utilities	640.49	500.00	140.49	128.1%
<b>Total 0603 · Utilities and Maintenance</b>	6,968.99	8,327.00	-1,358.01	83.7%

11:25 AM

03/31/20

Accrual Basis

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

	Oct '19 - Mar 20	Budget	\$ Over Budget	% of Budget
0604 · Messenger Expense	0.00	300.00	-300.00	0.0%
0605 · Membership Dues Expense	973.88	1,400.00	-426.12	69.6%
0606 · Insurance Expense	8,308.35	207,200.00	-198,891.65	4.0%
0607 · Postage Expense	815.92	2,000.00	-1,184.08	40.8%
0608 · Copying/Printing Expense	633.78	18,700.00	-18,066.22	3.4%
0609 · Office Supplies Expense	2,271.69	7,000.00	-4,728.31	32.5%
0610 · Accounting/Auditing Expense	19,250.00	28,000.00	-8,750.00	68.8%
0611 · Commission/Bonus Expense	0.00	23,000.00	-23,000.00	0.0%
0612 · Other Supplies	132.59	14,750.00	-14,617.41	0.9%
0613 · Employee Benefits Expense				
0613M · Medical/Dental Benefits	20,637.61	60,000.00	-39,362.39	34.4%
<b>Total 0613 · Employee Benefits Expense</b>	<b>20,637.61</b>	<b>60,000.00</b>	<b>-39,362.39</b>	<b>34.4%</b>
0614 · Equipment Rental Expense	34,802.75	323,500.00	-288,697.25	10.8%
0615 · Rent (Office) Expense	52,180.02	104,364.00	-52,183.98	50.0%
0616 · Rent (Non-Office Space) Exp.	12,030.00	97,000.00	-84,970.00	12.4%
0617 · Clean-Up Costs (Event)	0.00	131,000.00	-131,000.00	0.0%
0618 · Equipment Repair & Maintenance	15,840.98	2,100.00	13,740.98	754.3%
0619 · Contracted Services	247,116.22	594,490.00	-347,373.78	41.6%
0620 · Contractors	90,905.46	274,500.00	-183,594.54	33.1%
0621 · ASL Interpreter/ADA Compliance	0.00	10,500.00	-10,500.00	0.0%
0622 · Payroll Taxes	11,116.68	26,048.00	-14,931.32	42.7%
0623 · Travel Expense	120.01	23,100.00	-22,979.99	0.5%
0624 · Entertainer/Speaker Expense				
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%
<b>Total 0624 · Entertainer/Speaker Expense</b>	<b>0.00</b>	<b>55,500.00</b>	<b>-55,500.00</b>	<b>0.0%</b>
0625 · Telephone Expense	2,199.05	5,200.00	-3,000.95	42.3%
0626 · Payroll Expense				
0626A · Payroll expense	145,316.00	400,000.00	-254,684.00	36.3%
<b>Total 0626 · Payroll Expense</b>	<b>145,316.00</b>	<b>400,000.00</b>	<b>-254,684.00</b>	<b>36.3%</b>
0627 · Permit Costs	0.00	50,150.00	-50,150.00	0.0%
0628 · Community Partners Grants				
0628B · Grants from Board	26,666.82	7,000.00	19,666.82	381.0%
0628P · Grants to Partners	1,000.00	194,000.00	-193,000.00	0.5%
0628W · Grants to Dykes on Bikes	0.00	1,000.00	-1,000.00	0.0%
<b>Total 0628 · Community Partners Grants</b>	<b>27,666.82</b>	<b>202,000.00</b>	<b>-174,333.18</b>	<b>13.7%</b>
0629 · Educational Development Exp.	486.00	600.00	-114.00	81.0%
0630 · Food Expense	4,544.63	28,600.00	-24,055.37	15.9%
0631 · Media/PR Expense	26,503.63	19,000.00	7,503.63	139.5%
0632 · Volunteer/Staff Recognition Exp	400.00	2,300.00	-1,900.00	17.4%
0633 · Security Costs	0.00	416,500.00	-416,500.00	0.0%
0635 · Legal Expense	0.00	10,000.00	-10,000.00	0.0%
0636 · Branded Apparel Expense	0.00	16,000.00	-16,000.00	0.0%
0637 · Police/Traffic Control Expense	0.00	50,000.00	-50,000.00	0.0%
0640 · Sales Tax Expense/Other Taxes	36.67	61,500.00	-61,463.33	0.1%
0641 · Radio Rental Expense	0.00	14,400.00	-14,400.00	0.0%
0642 · Toilet Rental Expense	20,000.00	31,700.00	-11,700.00	63.1%
0643 · Fencing Rental Expense	0.00	42,150.00	-42,150.00	0.0%
0644 · Sound Expenses				
0644S · Sound Expense	32,785.59	78,500.00	-45,714.41	41.8%
0644V · Video Expense	0.00	37,500.00	-37,500.00	0.0%
<b>Total 0644 · Sound Expenses</b>	<b>32,785.59</b>	<b>116,000.00</b>	<b>-83,214.41</b>	<b>28.3%</b>

11:25 AM

03/31/20

Accrual Basis

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

	Oct '19 - Mar 20	Budget	\$ Over Budget	% of Budget
0645 · Signage Expense	15,000.00	33,550.00	-18,550.00	44.7%
0655 · Data Management Expense	9,442.51	30,600.00	-21,157.49	30.9%
0660 · Fundraising Expense	0.00	2,525.00	-2,525.00	0.0%
0670 · Print Publications Expense	0.00	30,000.00	-30,000.00	0.0%
0680 · Fulfillment Expense	0.00	40,000.00	-40,000.00	0.0%
0696 · Lodging/Hotel Expense	1,899.43	15,500.00	-13,600.57	12.3%
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	750.00			
<b>Total 6800 · Fiscal Sponsee Expenses</b>	<b>750.00</b>			
6999 · Uncategorized Expenses	3,000.00	5,000.00	-2,000.00	60.0%
<b>Total Expense</b>	<b>825,166.71</b>	<b>3,723,554.00</b>	<b>-2,898,387.29</b>	<b>22.2%</b>
<b>Net Ordinary Income</b>	<b>-210,474.25</b>	<b>746.00</b>	<b>-211,220.25</b>	<b>-28,213.7%</b>
<b>Net Income</b>	<b>-210,474.25</b>	<b>746.00</b>	<b>-211,220.25</b>	<b>-28,213.7%</b>

# SAN FRANCISCO PRIDE®

**President's Report**  
**April 1st, 2020**  
Submitted by  
Carolyn Wysinger, *President*

First and foremost, I hope that everyone is taking good care of themselves and their loved ones. We are in very challenging times and while we all love Pride, I hope we are all remaining cognizant that this is a very human experience that is affecting us all in different ways. Let's please continue to use that as our guiding light and principle.

Like organizations around the world and around our city, we spent the month of March watching for directives from our city and state on how community organizations and events should proceed. As this is a situation that is evolving daily, we are proceeding daily with caution. As of March 16th, Fred and I directed staff to continue working from home for their own health. I would like to take this opportunity to thank the staff for continuing to work hard for the agency.

We were able to have a check in with the Executive Committee so that we could get on the same page about how the agency should respond to questions about how we are moving forward. If you have not had a chance to view our official response you can view it on our website or our Facebook page. We are cautiously moving forward and working with our partners to make decisions regarding Pride50. Over the last few weeks, I have spent ALL OF MY TIME :) in calls with our Executive Director vetting and creating scenarios going forward. I wish that I could give you a more exciting report BUT what we have shared via our social media has been the extent of where we are. Like many organizations we are in the middle of our COVID-19 pivot and response and we will continue to update our community as things change.

This major shift doesn't just affect the celebration but other moving parts of the agency. There are critical items moving forward AFTER our normal event date that our P&P chair has been working on and he will talk about in his report. I want to thank our development chair who has also been working hard on creating a plan around how we can be of more support in this critical time which she will also share.

Thank you again for your patience as we are navigating and pivoting. I know there are people that may feel isolated or that they aren't receiving information. No. There just isn't much to share. Please continue to stay at home if you can. We will get through this together.

# SAN FRANCISCO PRIDE®

**Treasurer's Report**  
**April 1st, 2020**  
Submitted by  
Suzanne Ford, *Treasurer*

**Profit & Loss Statement – for March 2020:**

Gross Income	\$131,531.00
COGS	\$0.00
Gross Profit	\$131,531.00
Expenses	(\$106,579.22)
Net Income	\$24,951.78

**Total for first 6 months of the fiscal year:**

Gross Income	\$614,692.46
COGS	\$0.00
Gross Profit	\$614,692.46
Expenses	\$825,166.71
Net Income	(\$210,474.25)

**Cash Flow Statement for FY 20**

Cash at the beginning of the month	\$1,310,334.16
Net Cash from Operating Activities	\$16,963.89*
Net Cash from Investing Activities.	\$0.00
Cash at the End of the Period	\$1,327,298.05
Wells Fargo Checking (Unrestricted)	\$700,280.31
(Fiscal Agencies – Restricted Funds)	\$3,094.37
Wells Fargo MarketRate (Reserve)	\$600,327.10
Wells Fargo Bank Savings	\$23,541.04
Petty Cash Account	\$55.23

**Total Checking/Savings** \$1,327,298.05

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

**Overview:** This was the latest info we had on 3/31. There are expenses for March that were not captured here due to timing. We know that adjustments will have to be made to budget due to the changes SF Pride faces. We are looking for other income sources and working with our sponsors on continued funding. The financial health of the organization will be my number one goal over the remainder of this fiscal year. We have been wise to plan for emergencies and will persevere!

**SAN FRANCISCO PRIDE**  
**Report to the Board of Directors**  
**Executive Director – Fred Lopez – April 1, 2020**

**CASH BALANCES** *As of Mar 31 2020*

Operating Account Balance	\$725,490.10
Reserve Account	\$600,327.10
Restricted Funds (Fiscal Agent Accounts)	\$23,541.04

**AGENCY UPDATES**

- Offices closed as of Monday March 16. Team has been working from home/remotely since then.
- Announced Grand Marshals
- Board will select the rest of the slate.
- Unfortunately we had to stop the planning of suggested Pride kickoff party.
- Lavender talks.
- Exhibitor registrations have slowed but are still open.
- Join fundraiser with Chinese Cultural Foundation is on hold for the moment.
- Joint fundraiser with Tenderloin Museum is on hold for the moment.
- Ticket sales for grandstands, VIP Party, and Pride Pass are postponed temporarily.
- Volunteer recruitment is on hold temporarily.
- SF Pride is in discussions with the city on how our event will have to adjust, given the scope of the crisis presented by COVID-19.

**MEMBERSHIP (as of 3/31/2020):**

- 312 current members. 8 expired, 5 renewed, 3 new.

