

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

Wednesday, September 2, 2020

AGENDA

For the Board Meeting, being held remotely

ITEMS

1. Standing Items (40 mins)

I. Welcome & Check In

- A. Called to Order at:
- B. Welcome:

In attendance:

II. Apologies for Absence

- A. Apologies:
- B. Not Present:
- C. Quorum Attained:

III. Appointment of Timekeeper, Vibe Watcher, and 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 and Minutes

- A. Timestamp:

VI. Announcements

VII. Reports

- A. President -
- B. Vice President -
- C. Treasurer -
- D. Secretary -
- E. Executive Director -

2. Old Business (25 min)

- A. Committee Reports (15 mins)
- B. AGM Update (10 mins)

3. Public Comment (2 mins per person – 20 mins total)

4. New Business (0 minutes)

- A.

5. In Memoriam (5 mins)

6. Adjournment

Time stamp:

Approximate Time: (90 mins)

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

Wednesday, September 2, 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, September 2, 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, August 5, 2020

MINUTES

For the Board Meeting, being held remotely

ITEM

I. Standing Items (30 mins)

A. Welcome & Check In

1. Called to Order at: 7:03pm
2. Welcome: Carolyn Wysinger, President
3. In attendance: Carolyn Wysinger (President), Jake Little (Vice President), Suzanne Ford (Treasurer), Nguyen Pham (Secretary), Elizabeth Lanyon, Manuel Perez, Anjali Rimi

B. Apologies for Absence

1. Apologies:
2. Not Present: Nikki Calma, Kerby Lynch, Amy Sueyoshi
3. Quorum Attained: Yes

C. Appointment of Timekeeper, Vibe Watcher, and Stack Monitor

1. Timekeeper: Nguyen Pham
2. Vibe Watcher: Jake Little
3. Stack Monitor: Chris Grafton

D. Read Mission Statement & Financial Protocol

1. Mission Statement read by: Fred Lopez
2. Financial Protocol read by: Jake Little

E. Approval of Agenda and Minutes

1. Approval of Agenda:
 - a) Timestamp: 7:10pm
 - b) Jake Little moves to approve agenda, Manuel Perez seconds. Motion carries unanimously.
2. Approval of Minutes:
 - a) Timestamp: 7:12pm
 - b) Elizabeth Lanyon moves to approve March-July 2020 meeting minutes, Jake Little seconds. Motion carries unanimously.

F. Announcements

1. Anjali Rimi: On September 5th in Oakland, there will be a Trans March led by Black Trans men. September 5th will also be known in Oakland as Trans Day. Oakland Pride will also be centered around Black and Brown Trans lives. There has been additional grant money given to the LGBTQ COVID Relief Coalition. This means there will be a second round of funding in September.
2. Carolyn Wysinger: Standing Up Against Hate: August 6th. Centering Trans and Non-Binary lives.

G. Reports

1. President - verbal
 - a) There has been a lot of collaboration with Fred on the workings of AGM. The details will be discussed in this meeting and also released.
 - b) Represented SF Pride at African American Policy Forum's intersectionality week-long workshop.
2. Vice President - verbal
 - a) Working along with Carolyn and Fred in regard to AGM and making sure to support the staff.
3. Treasurer - written
4. Secretary - verbal
 - a) A shoutout to Suzanne and the Development Committee work, specifically in regard to the PGA Championship Pride Day Panel (on which Suzanne participated) as well as our upcoming annual fundraiser on September 16. Last week's panel was the first time that the PGA Tour had done anything with a LGBTQ focus.

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

Wednesday, August 5, 2020

5. Executive Director – written
 - a) *Please see* https://www.sfpride.org/wp-content/uploads/2020/08/REPORT-Executive-Director-SF-Pride-BOD-Meeting-August_5_2020.pdf)
 - b) * At 7:32pm, Carolyn Wysinger moves to add 5 minutes, Elizabeth Lanyon seconds. Motion carries unanimously.
 - c) Question from Anjali Rimi: What are the 3 things that are going to be your focus areas for the new format of Pride?
 - (1) Fred: Looking at broadening from one weekend to a series of events and Board elections.

II. **Old Business** (35 min)

- A. Agency Update (15 mins)
 1. Included in ED Report
- B. Committee Reports (10 mins)
 1. Development (Elizabeth Lanyon, Chair): There are some fundraising ideas in the works and details will be released once everything is figured out.
 2. Community Affairs (Anjali Rimi, Chair): No report
 3. Budget and Finance (Suzanne Ford, Chair): The organization brought in more money than it spent in the last month. A shoutout to the team, specifically Lisa and the rest of the staff for making this possible.
 - a) Elizabeth: How can Members effectively support the golf tournament/fundraiser?
 - (1) Suzanne: Members and the organization can publicize the upcoming SF Pride Golf fundraiser and use the publicity to raise more money at the event.
- C. BOD Nominations – (live nominations close at the August 12th meeting; 10 mins)
 1. Four (4) Board members' terms are ending, and their seats are up for election. These Board members may stand for re-election, if they choose:
 - a) Jake: not seeking re-election
 - b) Elizabeth: Seeking re-election
 - c) Amy and Nikki haven't disclosed their plans. (Made their decision in executive session held after this meeting.)
 2. Three (3) additional vacant seats may be filled by this election.
 3. Current members in good standing can make nominations.
 4. Self-nominating not allowed.
 5. Send email nominations to bodnominations@sfpride.org by 5:00 PM on Wed., August 12.
 6. Nominations by email need to include nominee contact information.
 7. Nominees must be able to serve a three-year term.
- D. AGM Report from Fred (included at the end of his report)
 1. *Please see* https://www.sfpride.org/wp-content/uploads/2020/08/REPORT-Executive-Director-SF-Pride-BOD-Meeting-August_5_2020.pdf
 2. **Resolution:** Separate the election of directors from the rest of the AGM proceedings because an in-person meeting is not possible due to the pandemic. This would also make it so that attending the AGM is not required in order to vote.
 - a) Discussion
 - (1) Suzanne: Does this vote on the resolution have to be unanimous?
 - (a) Fred: No.
 - (2) Anjali: What issues are you preparing to handle/anticipate? The main issue discussed for this option was the mail timing. (Mentioned in Fred's report.)
 - (a) Another issue is having everyone follow the very specific instructions for the ballots, especially regarding the two envelopes. The staff is going to mail the instructions and produce a short video as well. Other accommodations will also be created and provided if needed.
 - b) * At 7:56pm, Carolyn Wysinger moves to accept the resolution, Suzanne Ford seconds. Motion carries unanimously.

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

Wednesday, August 5, 2020

3. AGM Questions and Announcements
 - a) Anjali: How will we prevent fraud etc. in mail in? How will we address accessibility issues?
 - (1) Fred: Outer envelope will be cross referenced with our Member list and the ballot itself will not include any identifying information. Members can reach out with accommodations, and the staff can work with them.
 - b) Carolyn: Bruce is no longer with the Board, and his seat is included in the seven seats up for election.
 - c) Manuel: Asked for an update on the status of making the voting process bilingual.
 - (1) Fred: Gotten in touch with resources, everything in the ballot and steps will also be in Spanish. And the staff is also looking into making AGM bilingual/translation and having interpretation.

III. **Public Comment** (1 minute/1 person per – 15 mins total)

- A. Josh: Emphasize Fred's comments on making year-round pride activities and events. Also explores the organization on looking towards how to pivot to getting grants and funds. This includes looking at how Burning Man is producing its festival and looking at top tier talent and funders for fundraising events etc.

IV. **New Business** (0 minutes)

- A. None

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

- A. John Lewis
- B. C.T. Vivian
- C. Dior H. Ova and those victims of the continued epidemic of violence against Black trans women
- D. Queasha D. Hardy
- E. Aja Raquell Rhone-Spears
- F. Those who lost their lives in the Beirut explosion

VI. **Adjournment**

- A. Time stamp: 8:15pm

SAN FRANCISCO PRIDE®

Treasurer's Report September 2nd, 2020

Submitted by
Suzanne Ford, *Treasurer*

Profit & Loss Statement – for August 2020:

Gross Income	\$92,410.49
COGS	\$.00
Gross Profit	\$92,410.49
Expenses	(\$103,064.72)
Net Income	(\$10,654.23)

Total for first 11 months of the fiscal year:

Gross Income	\$1,086,500.54
COGS	\$.00
Gross Profit	\$1,086,500.54
Expenses	(\$1,469,221.91)
Net Income	(\$382,721.37)

Cash Flow Statement for FY 20

Cash at the beginning of the month	\$1,156,671.14
Net Cash from Operating Activities	(\$8,377.49)*
Net Cash from Investing Activities	<i>Prepaid Expenses</i> (\$4,154.69)
Cash at the End of the Period	\$1,144,139.29
Wells Fargo Checking (Unrestricted)	\$510,320.18
(Fiscal Agencies – Restricted Funds)	\$9,857.72
Wells Fargo MarketRate (Reserve)	\$600,363.94
Wells Fargo Bank Savings	\$23,542.22
Petty Cash Account	\$55.23
Total Checking/Savings	\$1,144,139.29

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

Overview: As you can see the expenses outpaced income this month. We do still have \$196,884.00 in sponsorship receivables. If we are able to secure these then this should almost cover 2 more months of operating expenses. However, the organization will face new challenges when looking at funding for the next fiscal year. Hats off to the team that has weathered the crazy year that was fiscal 2020!

1:51 PM
09/01/20

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

	<u>Aug 20</u>
OPERATING ACTIVITIES	
Net Income	-10,654.23
Adjustments to reconcile Net Income to net cash provided by operations:	
0250L · Payroll Taxes Due Payable	<u>2,276.74</u>
Net cash provided by Operating Activities	-8,377.49
INVESTING ACTIVITIES	
0191 · Prepaid Expenses	<u>-4,154.69</u>
Net cash provided by Investing Activities	-4,154.69
Net cash increase for period	-12,532.18
Cash at beginning of period	<u>1,156,671.47</u>
Cash at end of period	<u><u>1,144,139.29</u></u>

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Balance Sheet

As of August 31, 2020

	<u>Aug 31, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
0101 - Wells Fargo Bank Checking	
0101 - Wells Fargo Bank Checking - Unrestricted Funds	510,320.18
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	-1,986.69
Total 0101A - Restricted Funds	<u>9,857.72</u>
Total 0101 - Wells Fargo Bank Checking	520,177.90
0102 - WellsFargo MarketRate (Reserve)	600,363.94
0104 - WellsFargo Bank Savings	23,542.22
0113 - Petty Cash Account	55.23
Total Checking/Savings	<u>1,144,139.29</u>
Accounts Receivable	
0117 - Sponsorship Receivable	196,884.00
Total Accounts Receivable	<u>196,884.00</u>
Total Current Assets	1,341,023.29
Fixed Assets	
0140 - FURNITURE & EQUIPMENT	
0140a - Furniture & Equipment	50,796.51
0141 - Accumulated Depreciation	-50,796.51
Total 0140 - FURNITURE & EQUIPMENT	<u>0.00</u>
Total Fixed Assets	0.00
Other Assets	
0189 - TRADEMARKS	
0189A - Trademarks	60,610.96
0189B - Accumulated Amortization	-57,510.96
Total 0189 - TRADEMARKS	<u>3,100.00</u>
0191 - Prepaid Expenses	4,242.69
0195 - Other Deposits	28,330.00
Total Other Assets	<u>35,672.69</u>
TOTAL ASSETS	<u><u>1,376,695.98</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	

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

	<u>Aug 31, 20</u>
0213 - Deferred revenue	101,525.00
0250L - Payroll Taxes Due Payable	-2,324.19
0255L - Vacation Time Account Payable	<u>2,502.71</u>
Total Other Current Liabilities	<u>101,703.52</u>
Total Current Liabilities	<u>101,703.52</u>
Total Liabilities	101,703.52
Equity	
3900 - Retained Earnings	1,657,713.83
Net Income	<u>-382,721.37</u>
Total Equity	<u>1,274,992.46</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,376,695.98</u></u>

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Profit & Loss

October 2019 through August 2020

	<u>Aug 2020</u>	<u>Oct 2019-Aug 2020</u>
Ordinary Income/Expense		
Income		
0402 · Membership Income	710.00	5,315.00
0409 · Vendor Income		
0410 · Vendor/Booth Fees Income		
0410P · Pride - Vendor Income	-337.50	75,994.50
Total 0410 · Vendor/Booth Fees Income	<u>-337.50</u>	<u>75,994.50</u>
0425 · Booth Equip. Rental Income	0.00	0.00
Total 0409 · Vendor Income	<u>-337.50</u>	<u>75,994.50</u>
0411 · Parade Fee Income		
0411FM · Pride-Float/March Income	0.00	100,465.00
Total 0411 · Parade Fee Income	<u>0.00</u>	<u>100,465.00</u>
0414 · Donations (Individual) Income	18,782.70	32,012.76
0417 · Corporate Sponsorship Income	67,500.00	645,435.30
0421 · Interest Income	5.29	113.99
0424 · Other Income		
0424PP · Pride Pass	0.00	5,680.61
0424PT · Pink Triangle	0.00	6,285.00
Total 0424 · Other Income	<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
Total 0430 · Grants For the Arts	<u>0.00</u>	<u>100,000.00</u>
0435 · Other Grants Income	0.00	103,333.00
0490 · Fundraising - General	750.00	865.38
4900 · Fiscal Sponsee Income		
4900.49 · Fundraising	5,000.00	11,000.00
Total 4900 · Fiscal Sponsee Income	<u>5,000.00</u>	<u>11,000.00</u>
Total Income	<u>92,410.49</u>	<u>1,086,500.54</u>
Gross Profit	92,410.49	1,086,500.54
Expense		
0600 · Advertising (Administrative)	0.00	2,460.37
0602 · Bank Fees	200.73	10,492.38
0603 · Utilities and Maintenance		
0603C · Cleaning & General Maintenance	652.25	11,609.75
0603U · Utilities	0.00	1,080.49
Total 0603 · Utilities and Maintenance	<u>652.25</u>	<u>12,690.24</u>
0604 · Messenger Expense	0.00	24.00
0605 · Membership Dues Expense	150.00	1,123.88
0606 · Insurance Expense	244.67	8,990.33
0607 · Postage Expense	552.29	2,149.56

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Profit & Loss

October 2019 through August 2020

	Aug 2020	Oct 2019-Aug 2020
0608 - Copying/Printing Expense	286.67	1,334.85
0609 - Office Supplies Expense	97.64	8,253.86
0610 - Accounting/Auditing Expense	12,706.95	39,956.95
0612 - Other Supplies	7,123.44	7,256.03
0613 - Employee Benefits Expense		
0613M - Medical/Dental Benefits	4,081.28	41,274.11
Total 0613 - Employee Benefits Expense	4,081.28	41,274.11
0614 - Equipment Rental Expense	215.02	35,877.85
0615 - Rent (Office) Expense	8,696.67	95,663.37
0616 - Rent (Non-Office Space) Exp.	2,009.94	29,477.64
0618 - Equipment Repair & Maintenance	224.72	16,402.78
0619 - Contracted Services	5,000.00	355,154.00
0620 - Contractors	10,550.00	181,255.45
0621 - ASL Interpreter/ADA Compliance	0.00	7,480.00
0622 - Payroll Taxes	2,500.38	23,742.87
0623 - Travel Expense	901.60	1,153.85
0624 - Entertainer/Speaker Expense		
0624T - Other Venues	350.00	31,550.00
Total 0624 - Entertainer/Speaker Expense	350.00	31,550.00
0625 - Telephone Expense	452.83	4,901.89
0626 - Payroll Expense		
0626A - Payroll expense	32,684.60	310,364.01
Total 0626 - Payroll Expense	32,684.60	310,364.01
0627 - Permit Costs	0.00	4,506.16
0628 - Community Partners Grants		
0628B - Grants from Board	550.00	51,242.46
0628P - Grants to Partners	0.00	1,000.00
Total 0628 - Community Partners Grants	550.00	52,242.46
0629 - Educational Development Exp.	0.00	486.00
0630 - Food Expense	1,515.20	6,769.89
0631 - Media/PR Expense	0.00	35,951.06
0632 - Volunteer/Staff Recognition Exp	0.00	625.41
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
Total 0644 - Sound Expenses	0.00	33,380.59
0645 - Signage Expense	0.00	15,000.00
0655 - Data Management Expense	2,225.91	23,226.28
0660 - Fundraising Expense	2,700.00	2,700.00
0670 - Print Publications Expense	0.00	17,307.00
0696 - Lodging/Hotel Expense	1,391.93	4,149.47
6700 - Reallocation Expenses	5,000.00	6,000.00

SF Lesbian Gay Bisexual Transgender Pride CC, Inc.

Profit & Loss

October 2019 through August 2020

	<u>Aug 2020</u>	<u>Oct 2019-Aug 2020</u>
6800 - Fiscal Sponsee Expenses		
6800.19 - Contracted Services	0.00	7,521.65
6800.24 - Entertainer/Speaker Expense	0.00	3,750.00
Total 6800 - Fiscal Sponsee Expenses	<u>0.00</u>	<u>11,271.65</u>
6999 - Uncategorized Expenses	0.00	3,000.00
Total Expense	<u>103,064.72</u>	<u>1,469,221.91</u>
Net Ordinary Income	<u>-10,654.23</u>	<u>-382,721.37</u>
Net Income	<u><u>-10,654.23</u></u>	<u><u>-382,721.37</u></u>

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

	Oct '19 - Aug 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
0402 - Membership Income	5,315.00	7,000.00	-1,685.00	75.9%
0409 - Vendor Income				
0410 - Vendor/Booth Fees Income				
0410P - Pride - Vendor Income	75,994.50	190,000.00	-114,005.50	40.0%
Total 0410 - Vendor/Booth Fees Income	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%
Total 0409 - Vendor Income	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%
Total 0411 - Parade Fee Income	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%
Total 0412 - Beverage Sales	0.00	750,000.00	-750,000.00	0.0%
0414 - Donations (Individual) Income	32,012.76	10,500.00	21,512.76	304.9%
0416 - Barrel Donations Income				
0416P - Pride - Barrel Donations	0.00	80,000.00	-80,000.00	0.0%
Total 0416 - Barrel Donations Income	0.00	80,000.00	-80,000.00	0.0%
0417 - Corporate Sponsorship Income	645,435.30	2,020,000.00	-1,374,564.70	32.0%
0421 - Interest Income	113.99	150.00	-36.01	76.0%
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%
Total 0424 - Other Income	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%
Total 0430 - Grants For the Arts	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	11,000.00			
Total 4900 - Fiscal Sponsee Income	11,000.00			
Total Income	1,086,500.54	3,867,300.00	-2,780,799.46	28.1%
Cost of Goods Sold				
0510 - Beverage Purchases				
0510B - Beverage Purchases	0.00	130,000.00	-130,000.00	0.0%
Total 0510 - Beverage Purchases	0.00	130,000.00	-130,000.00	0.0%
0512 - Beverage Ice Expense	0.00	13,000.00	-13,000.00	0.0%
Total COGS	0.00	143,000.00	-143,000.00	0.0%
Gross Profit	1,086,500.54	3,724,300.00	-2,637,799.46	29.2%
Expense				
0600 - Advertising (Administrative)	2,460.37			
0601 - Advertising (Event)	0.00	2,500.00	-2,500.00	0.0%
0602 - Bank Fees	10,492.38	50,000.00	-39,507.62	21.0%

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Accrual Basis

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

	Oct '19 - Aug 20	Budget	\$ Over Budget	% of Budget
0603 - Utilities and Maintenance				
0603C - Cleaning & General Maintenance	11,609.75	7,827.00	3,782.75	148.3%
0603U - Utilities	1,080.49	500.00	580.49	216.1%
Total 0603 - Utilities and Maintenance	12,690.24	8,327.00	4,363.24	152.4%
0604 - Messenger Expense	24.00	300.00	-276.00	8.0%
0605 - Membership Dues Expense	1,123.88	1,400.00	-276.12	80.3%
0606 - Insurance Expense	8,990.33	207,200.00	-198,209.67	4.3%
0607 - Postage Expense	2,149.56	2,000.00	149.56	107.5%
0608 - Copying/Printing Expense	1,334.85	18,700.00	-17,365.15	7.1%
0609 - Office Supplies Expense	8,253.86	7,000.00	1,253.86	117.9%
0610 - Accounting/Auditing Expense	39,956.95	28,000.00	11,956.95	142.7%
0611 - Commission/Bonus Expense	0.00	23,000.00	-23,000.00	0.0%
0612 - Other Supplies	7,256.03	14,750.00	-7,493.97	49.2%
0613 - Employee Benefits Expense				
0613M - Medical/Dental Benefits	41,274.11	60,000.00	-18,725.89	68.8%
Total 0613 - Employee Benefits Expense	41,274.11	60,000.00	-18,725.89	68.8%
0614 - Equipment Rental Expense	35,877.85	323,500.00	-287,622.15	11.1%
0615 - Rent (Office) Expense	95,663.37	104,364.00	-8,700.63	91.7%
0616 - Rent (Non-Office Space) Exp.	29,477.64	97,000.00	-67,522.36	30.4%
0617 - Clean-Up Costs (Event)	0.00	131,000.00	-131,000.00	0.0%
0618 - Equipment Repair & Maintenance	16,402.78	2,100.00	14,302.78	781.1%
0619 - Contracted Services	355,154.00	594,490.00	-239,336.00	59.7%
0620 - Contractors	181,255.45	274,500.00	-93,244.55	66.0%
0621 - ASL Interpreter/ADA Compliance	7,480.00	10,500.00	-3,020.00	71.2%
0622 - Payroll Taxes	23,742.87	26,048.00	-2,305.13	91.2%
0623 - Travel Expense	1,153.85	23,100.00	-21,946.15	5.0%
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%
0624T - Other Venues	31,550.00			
Total 0624 - Entertainer/Speaker Expense	31,550.00	55,500.00	-23,950.00	56.8%
0625 - Telephone Expense	4,901.89	5,200.00	-298.11	94.3%
0626 - Payroll Expense				
0626A - Payroll expense	310,364.01	400,000.00	-89,635.99	77.6%
Total 0626 - Payroll Expense	310,364.01	400,000.00	-89,635.99	77.6%
0627 - Permit Costs	4,506.16	50,150.00	-45,643.84	9.0%
0628 - Community Partners Grants				
0628B - Grants from Board	51,242.46	7,000.00	44,242.46	732.0%
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%
Total 0628 - Community Partners Grants	52,242.46	202,000.00	-149,757.54	25.9%
0629 - Educational Development Exp.	486.00	600.00	-114.00	81.0%
0630 - Food Expense	6,769.89	28,600.00	-21,830.11	23.7%
0631 - Media/PR Expense	35,951.06	19,000.00	16,951.06	189.2%
0632 - Volunteer/Staff Recognition Exp	625.41	2,300.00	-1,674.59	27.2%
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	3,539.00	16,000.00	-12,461.00	22.1%
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	33,380.59	78,500.00	-45,119.41	42.5%
0644V - Video Expense	0.00	37,500.00	-37,500.00	0.0%
Total 0644 - Sound Expenses	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 August 2020

	Oct '19 - Aug 20	Budget	\$ Over Budget	% of Budget
0645 - Signage Expense	15,000.00	33,550.00	-18,550.00	44.7%
0655 - Data Management Expense	23,226.28	30,600.00	-7,373.72	75.9%
0660 - Fundraising Expense	2,700.00	2,525.00	175.00	106.9%
0670 - Print Publications Expense	17,307.00	30,000.00	-12,693.00	57.7%
0680 - Fulfillment Expense	0.00	40,000.00	-40,000.00	0.0%
0696 - Lodging/Hotel Expense	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	6,000.00	30,000.00	-24,000.00	20.0%
6800 - Fiscal Sponsee Expenses				
6800.19 - Contracted Services	7,521.65			
6800.24 - Entertainer/Speaker Expense	3,750.00			
Total 6800 - Fiscal Sponsee Expenses	11,271.65			
6999 - Uncategorized Expenses	3,000.00	5,000.00	-2,000.00	60.0%
Total Expense	1,469,221.91	3,723,554.00	-2,254,332.09	39.5%
Net Ordinary Income	-382,721.37	746.00	-383,467.37	-51,303.1%
Net Income	-382,721.37	746.00	-383,467.37	-51,303.1%

SAN FRANCISCO PRIDE
Report to the Board of Directors
Executive Director – Fred Lopez – September 2, 2020

CASH BALANCES *As of September 1, 2020*

Operating Account Balance	\$550,789.00
Reserve Account	\$600,363.94
Restricted Funds (Fiscal Agent Accounts)	\$23,542.22

AGENCY UPDATES

- Next Lavender Talks will be Thursday September 3, with the Commonwealth Club, on the timely subject of racism in the Castro. Thank you to our panelists and to Michelle Meow for bringing important issues to the forefront.
- Volunteer appreciation online event was held on Thurs Aug 27 – it was really wonderful to meet some of the volunteers who spent their time over Pride weekend working to assure the safety and comfort of our many virtual attendees. We met volunteers who have been helping since the 1980s, and others who are new to our organization. We sincerely appreciate their participation! And since then, our volunteers have offered to help at other online events, such as Folsom Street Fair which is approaching.
- Annual General Meeting will take place online, Sat Sept 12. **Board elections will take place via mail-in ballots. Ballots were sent out via USPS on Friday Aug 21.** Information about the candidates is found on our website, homepage has a link to the elections info page. Staff has been working hard on AGM election materials, printed stuffed and mailed over 175 ballots. Our ballots and election info sheets have been translated into Spanish. Spanish translations for candidate statements and other materials are forthcoming. Ballots will be opened and counted on Weds Sept 23.
- The agency has engaged **with** a local firm on an online-based, values-centric teammate review and goals-setting software. We will be rolling out for our staff team soon.
- 2nd Annual SF Pride Golf Day is coming up: Weds Sept 16. Please share with friends and colleagues this great fundraising opportunity. In 2019, the Golf event raised \$16,000 for SF Pride.
- A role has been posted for employment, Director of Partnerships and Giving. This role will help provide strategy for our fundraising and corporate partnerships, and work to diversify our revenue streams. Please share with your networks! Ideal start date for this role will be in November 2020. Can be found at sfpride.org/job-opportunities.

SAN FRANCISCO PRIDE
Report to the Board of Directors
Executive Director – Fred Lopez – September 2, 2020

MEMBERSHIP (as of 9/1/2020):

- 182 current members. 6 expired, 9 renewed, 4 new.

