

Pride Winnipeg Festival Inc.

Profit and Loss

October 2021 - September 2022

	Oct. 2021 - Sep. 2022	Total Oct. 2020 - Sep. 2021 (PY)	Change
INCOME			
2022 Canada Pride Conference Income	41,799.40		41,799.40
Beer and Beverage Sales	70,328.58		70,328.58
Canada Pride Conference			0.00
Sponsorship	12,625.36		12,625.36
Total Canada Pride Conference	\$ 12,625.36	\$ 0.00	\$ 12,625.36
Concession Fee	11,994.46		11,994.46
Donation	14,545.00	1,050.00	13,495.00
Grant Income	66,400.00	101,600.00	-35,200.00
Membership Dues	20.00	50.00	-30.00
Merchandise	43,380.37	5,892.44	37,487.93
Other Income	0.00		0.00
Parade Entry Fee	24,511.00		24,511.00
SOCAN	160.00		160.00
Total Parade Entry Fee	\$ 24,671.00	\$ 0.00	\$ 24,671.00
Pride Guide/Program Ad Sales	1,099.00	1,800.00	-701.00
PrideMART	5,725.00		5,725.00
Sponsorship	216,788.00	108,927.20	107,860.80
Square Income	130.00	838.50	-708.50
Square Shipping	456.00	720.00	-264.00
Total Square Income	\$ 586.00	\$ 1,558.50	-\$ 972.50
Total Income	\$ 509,962.17	\$ 220,878.14	\$ 289,084.03
GROSS PROFIT	\$ 509,962.17	\$ 220,878.14	\$ 289,084.03
EXPENSES			
2022 Canada Pride Conference Total	1,090.62	1,344.21	-253.59
2022 Canada Pride Licenses and Permits	500.00		500.00
Conference	2,903.14		2,903.14
2022 Canada Pride Conference Food	44,870.07		44,870.07
Conference Advertising	367.50		367.50
Conference ASL	12,474.50		12,474.50
Conference AV	695.98		695.98
Conference Scholarship	14,125.00		14,125.00
Conference Venue Fees	3,468.06		3,468.06
Office and Software	258.40		258.40
Performer	3,290.60		3,290.60
Speaker Fee	6,128.05		6,128.05
Speaker Travel	5,091.04		5,091.04
Total Speaker Fee	\$ 11,219.09	\$ 0.00	\$ 11,219.09
Transportation	2,378.25		2,378.25

Total Conference	\$	96,050.59	\$	0.00	\$	96,050.59
Conference coordinator		8,925.00				8,925.00
conference printing		1,866.21				1,866.21
Entertainment Fee		325.00				325.00
Performers		21,305.56				21,305.56
Total 2022 Canada Pride Conference Total	\$	130,062.98	\$	1,344.21	\$	128,718.77
Accessibility		5,700.00		3,218.25		2,481.75
Bad Debt				548.00		-548.00
Bank charges		501.48		215.77		285.71
Merchant Service		332.40		6.07		326.33
Square Fee		4,096.27		479.68		3,616.59
Total Bank charges	\$	4,930.15	\$	701.52	\$	4,228.63
Canada Village 2022						0.00
Equipment Rental		2,425.30				2,425.30
Security		19,035.07				19,035.07
Stage		18,579.05				18,579.05
Toilets		9,177.35				9,177.35
Total Canada Village 2022	\$	49,216.77	\$	0.00	\$	49,216.77
Cash Float		0.00				0.00
Charitable Contributions		832.58		6,234.84		-5,402.26
Resurgence Fund		8,560.00		6,599.68		1,960.32
Total Charitable Contributions	\$	9,392.58	\$	12,834.52	-\$	3,441.94
Conference		8,756.75		762.70		7,994.05
Dues and Subscriptions		3,643.98		6,545.10		-2,901.12
Equipment Rental						0.00
Forks Festival Equipment Rental		2,578.18				2,578.18
A/V		28,912.57		14,464.42		14,448.15
Environment and Waste Management		2,157.90				2,157.90
Forks Festival Equipment Rental PrideMart		1,616.87				1,616.87
Infrastructure		400.00				400.00
Tables & Chairs		4,042.18				4,042.18
Tents		29,288.00				29,288.00
Toilets		13,734.00				13,734.00
Total Infrastructure	\$	47,464.18	\$	0.00	\$	47,464.18
Transportation		5,231.20				5,231.20
Total Forks Festival Equipment Rental	\$	87,960.90	\$	14,464.42	\$	73,496.48
Parade and Rally Equipment Rental		1,495.20				1,495.20
Total Equipment Rental	\$	89,456.10	\$	14,464.42	\$	74,991.68
External Labour						0.00
First Aid		17,541.30				17,541.30
Forks Festival Labour		4,507.65				4,507.65
Security		28,552.61				28,552.61
Total Forks Festival Labour	\$	33,060.26	\$	0.00	\$	33,060.26
Total External Labour	\$	50,601.56	\$	0.00	\$	50,601.56
Food and Beverage		877.50				877.50
Forks Festival Food and Beverage		659.68		279.88		379.80
Beer and Beverage		37,507.39				37,507.39

Volunteer	4,093.50	1,600.88	2,492.62
Total Forks Festival Food and Beverage	\$ 42,260.57	\$ 1,880.76	\$ 40,379.81
Parade and Rally Food and Beverage		19.26	-19.26
Total Food and Beverage	\$ 43,138.07	\$ 1,900.02	\$ 41,238.05
Insurance	11,813.34	8,982.06	2,831.28
Legal and professional fees	5,918.40	6,646.48	-728.08
Licenses and Permits			0.00
Forks Festival Licenses and Permits	2,737.40		2,737.40
Total Licenses and Permits	\$ 2,737.40	\$ 0.00	\$ 2,737.40
Marketing	194.84	654.93	-460.09
Advertising	31.42	53.67	-22.25
Merchandise	20,959.15	7,098.29	13,860.86
Pride App	11,232.76	1,848.00	9,384.76
Total Marketing	\$ 32,418.17	\$ 9,654.89	\$ 22,763.28
Media & Communications			0.00
Website	294.30	1,039.65	-745.35
Total Media & Communications	\$ 294.30	\$ 1,039.65	-\$ 745.35
Office expenses	278.82	972.90	-694.08
Square Shipping Expense	956.03	824.17	131.86
Total Office expenses	\$ 1,234.85	\$ 1,797.07	-\$ 562.22
Parade Fees	4,360.70		4,360.70
Performers		1,512.00	-1,512.00
Forks Festival Performers	37,392.56	19,121.50	18,271.06
Forks Festival Performers Kids Stage	4,420.00		4,420.00
Special Event Performers	1,300.00	100.00	1,200.00
Total Performers	\$ 43,112.56	\$ 20,733.50	\$ 22,379.06
POS	2,841.64		2,841.64
Rent or lease payments	5,850.00		5,850.00
Storage	3,078.20	2,719.50	358.70
Total Rent or lease payments	\$ 8,928.20	\$ 2,719.50	\$ 6,208.70
Site Fees			0.00
Forks Festival Site Fees	24,077.74	4,095.00	19,982.74
Total Site Fees	\$ 24,077.74	\$ 4,095.00	\$ 19,982.74
Sponsor Expense	3,804.82	279.70	3,525.12
Staff Expenses	1,705.16	131.25	1,573.91
Accommodation	3,656.02		3,656.02
Food and Beverage	82.00		82.00
Shirts and Tags	2,666.90		2,666.90
Transportation	117.47	211.16	-93.69
Total Staff Expenses	\$ 8,227.55	\$ 342.41	\$ 7,885.14
Supplies	150.36		150.36
Forks Festival Supplies	4,587.45	635.24	3,952.21
Stationery and printing	2,295.33		2,295.33
Total Forks Festival Supplies	\$ 6,882.78	\$ 635.24	\$ 6,247.54
Other Supplies	531.09	38.23	492.86
Parade and Rally Supplies	73.45		73.45
Special Events Supplies		78.39	-78.39

Total Supplies	\$ 7,637.68	\$ 751.86	\$ 6,885.82
Travel Airfare	0.00		0.00
Travel meals	130.14		130.14
Utilities	537.46		537.46
Volunteer Appreciation	277.50	1,449.99	-1,172.49
Total Expenses	\$ 553,251.39	\$ 100,810.85	\$ 452,440.54
OTHER INCOME			
Convenience Fee	100.00		100.00
Interest earned	203.92	5.29	198.63
Reimbursed Expenses		456.89	-456.89
Total Other Income	\$ 303.92	\$ 462.18	-\$ 158.26
PROFIT / LOSS	-\$ 42,985.30	\$ 120,529.47	-\$ 163,514.77
Plus / Minus (Deferred Revenue)			
Parade Entry Fee Deferred 2021	7,081.46		
Canada Pride Sponsorship Deferred From 2020 & 2021	50,000.00	-40,000.00	
Canada Pride Conference Deferred From 2020 & 2021	30,000.00	-20,000.00	
Adjust Net Profit	\$ 44,096.16	\$ 60,529.47	

Revenue Loss per Division

Canada Pride Stage Revenue / Loss	14,477.67
Canada Pride Human Rights Confernece Revenue/Loss	-2,367.40
Pride Winnipeg Revenue / Loss	31,985.89
Total	44,096.16