

Pride Winnipeg Festival Inc.
Profit and Loss
October 2022 - September 2023

	Total		
	Oct. 2022 - Sep. 2023	Oct. 2021 - Sep. 2022 (PY)	Change
INCOME			
2022 Canada Pride Conference Income		41,799.40	-41,799.40
Beer and Beverage Sales	\$ 47,766.35	70,328.58	-22,562.23
Total 2022 Canada Pride Conference Income	\$ 47,766.35	\$ 112,127.98	-\$ 64,361.63
Canada Pride Conference			0.00
Sponsorship		12,625.36	-12,625.36
Total Canada Pride Conference	\$ 0.00	\$ 12,625.36	-\$ 12,625.36
Concession Fee	\$ 12,950.00	11,994.46	955.54
Donation	\$ 7,672.95	14,545.00	-6,872.05
Grant Income	\$ 125,000.00	66,400.00	58,600.00
Membership Dues		20.00	-20.00
Merchandise	\$ 39,642.46	43,380.37	-3,737.91
Other Income		0.00	0.00
Parade Entry Fee	\$ 62,189.52	24,511.00	37,678.52
SOCAN	\$ 110.00	160.00	-50.00
Total Parade Entry Fee	\$ 62,299.52	\$ 24,671.00	\$ 37,628.52
Pride Guide/Program Ad Sales		1,099.00	-1,099.00
PrideMART	\$ 10,963.00	5,725.00	5,238.00
Sponsorship	\$ 260,866.62	216,788.00	44,078.62
Square Income		130.00	-130.00
Square Shipping	\$ 120.00	456.00	-336.00
Total Square Income	\$ 120.00	\$ 586.00	-\$ 466.00
Total Income	\$ 567,280.90	\$ 509,962.17	\$ 57,318.73
GROSS PROFIT	\$ 567,280.90	\$ 509,962.17	\$ 57,318.73
EXPENSES			
Total 2022 Canada Pride Conference Total	\$ 0.00	\$ 130,062.98	-\$ 130,062.98
Accessibility	\$ 5,565.00	5,700.00	-135.00
Bank charges	\$ 65.08	501.48	-436.40
ETF charges	\$ 899.65		899.65
Interest Charges	\$ 178.00		178.00
Merchant Service	\$ 252.81	332.40	-79.59
Square Fee	\$ 3,373.40	4,096.27	-722.87
Total Bank charges	\$ 4,768.94	\$ 4,930.15	-\$ 161.21
Cash Float	\$ 0.00	0.00	0.00
Charitable Contributions	\$ 1,600.00	832.58	767.42
Resurgence Fund	\$ 18,148.70	7,810.00	10,338.70
Total Charitable Contributions	\$ 19,748.70	\$ 8,642.58	\$ 11,106.12
Community Stage	\$ 29,500.88		29,500.88

Equipment Rental		2,425.30	-2,425.30
Security	\$ 23,950.81	19,035.07	4,915.74
Stage		18,579.05	-18,579.05
Toilets	\$ 1,954.60	9,177.35	-7,222.75
Total Community Stage	\$ 55,406.29	\$ 49,216.77	\$ 6,189.52
Conference		8,756.75	-8,756.75
Dues and Subscriptions	\$ 4,960.58	3,643.98	1,316.60
Equipment Rental			0.00
Forks Festival Equipment Rental	\$ 3,461.66	2,578.18	883.48
A/V	\$ 31,181.68	28,912.57	2,269.11
Environment and Waste Management	\$ 4,683.83	2,157.90	2,525.93
Forks Festival Equipment Rental PrideMart		1,616.87	-1,616.87
Infrastructure		400.00	-400.00
Tables & Chairs	\$ 7,083.01	4,042.18	3,040.83
Tents	\$ 38,613.27	29,288.00	9,325.27
Toilets	\$ 25,392.65	13,734.00	11,658.65
Total Infrastructure	\$ 71,088.93	\$ 47,464.18	\$ 23,624.75
Transportation	\$ 6,673.87	5,231.20	1,442.67
Total Forks Festival Equipment Rental	\$ 117,089.97	\$ 87,960.90	\$ 29,129.07
Parade and Rally Equipment Rental		1,495.20	-1,495.20
PrideMART	\$ 824.00		824.00
Total Equipment Rental	\$ 117,913.97	\$ 89,456.10	\$ 28,457.87
External Labour			0.00
First Aid	\$ 13,041.00	17,541.30	-4,500.30
Forks Festival Labour		4,507.65	-4,507.65
Security	\$ 35,926.21	28,552.61	7,373.60
Total Forks Festival Labour	\$ 35,926.21	\$ 33,060.26	\$ 2,865.95
Parade and Rally Labor			0.00
Security/Police	\$ 3,998.40		3,998.40
Total Parade and Rally Labor	\$ 3,998.40	\$ 0.00	\$ 3,998.40
Total External Labour	\$ 52,965.61	\$ 50,601.56	\$ 2,364.05
Food and Beverage		877.50	-877.50
Forks Festival Food and Beverage	\$ 2,674.93	659.68	2,015.25
Beer and Beverage	\$ 34,872.14	37,507.39	-2,635.25
Volunteer	\$ 6,347.27	4,093.50	2,253.77
Total Forks Festival Food and Beverage	\$ 43,894.34	\$ 42,260.57	\$ 1,633.77
Total Food and Beverage	\$ 43,894.34	\$ 43,138.07	\$ 756.27
Insurance	\$ 14,166.16	11,813.34	2,352.82
Legal and professional fees	\$ 20,128.59	5,918.40	14,210.19
Licenses and Permits			0.00
Forks Festival Licenses and Permits	\$ 1,872.90	2,737.40	-864.50
Parade Licenses and Permits	\$ 20,613.24		20,613.24
Total Licenses and Permits	\$ 22,486.14	\$ 2,737.40	\$ 19,748.74
Marketing	\$ 410.25	194.84	215.41

Advertising	\$ 567.50	31.42	536.08
Merchandise	\$ 20,698.17	20,959.15	-260.98
Pride App	\$ 4,434.56	11,232.76	-6,798.20
Total Marketing	\$ 26,110.48	\$ 32,418.17	-\$ 6,307.69
Media & Communications			0.00
Website	\$ 224.46	294.30	-69.84
Total Media & Communications	\$ 224.46	\$ 294.30	-\$ 69.84
Office expenses	\$ 5,966.22	278.82	5,687.40
Furniture	\$ 5,945.31		5,945.31
Square Shipping Expense	\$ 504.70	956.03	-451.33
Technology	\$ 5,526.67		5,526.67
Total Office expenses	\$ 17,942.90	\$ 1,234.85	\$ 16,708.05
Parade Fees		4,360.70	-4,360.70
Performers			0.00
Forks Festival Performers	\$ 38,675.70	37,392.56	1,283.14
Forks Festival Performers Kids Stage	\$ 1,500.00	4,420.00	-2,920.00
Special Event Performers	\$ 100.00	1,300.00	-1,200.00
Total Performers	\$ 40,275.70	\$ 43,112.56	-\$ 2,836.86
POS	\$ 4,047.54	2,841.64	1,205.90
Rent or lease payments	\$ 12,623.29	5,850.00	6,773.29
Storage	\$ 2,226.00	3,078.20	-852.20
Total Rent or lease payments	\$ 14,849.29	\$ 8,928.20	\$ 5,921.09
Site Fees			0.00
Forks Festival Site Fees	\$ 17,904.14	24,077.74	-6,173.60
Total Site Fees	\$ 17,904.14	\$ 24,077.74	-\$ 6,173.60
Sponsor Expense	\$ 1,611.28	3,804.82	-2,193.54
Staff Expenses	\$ 733.95	1,705.16	-971.21
Accommodation	\$ 4,046.47	3,656.02	390.45
Food and Beverage	\$ 986.73	82.00	904.73
Shirts and Tags	\$ 672.96	2,666.90	-1,993.94
Transportation	\$ 800.34	117.47	682.87
Total Staff Expenses	\$ 7,240.45	\$ 8,227.55	-\$ 987.10
Stationery and printing	\$ 264.31		264.31
Supplies		150.36	-150.36
Forks Festival Supplies	\$ 11,922.87	4,587.45	7,335.42
Stationery and printing	\$ 2,773.57	2,295.33	478.24
Total Forks Festival Supplies	\$ 14,696.44	\$ 6,882.78	\$ 7,813.66
Other Supplies		531.09	-531.09
Parade and Rally Supplies	\$ 58.05	73.45	-15.40
Total Supplies	\$ 14,754.49	\$ 7,637.68	\$ 7,116.81
Travel	-\$ 885.11		-885.11
Conference Registration Fee	\$ 3,826.74		3,826.74
Conference Travel	\$ 3,020.31		3,020.31
Total Travel	\$ 5,961.94	\$ 0.00	\$ 5,961.94

Travel Accomodations	\$	4,941.73		4,941.73
Travel Airfare	\$	41.62	0.00	41.62
Travel meals	\$	2,381.71	130.14	2,251.57
Travel Transportation	\$	158.42		158.42
Utilities	\$	702.14	537.46	164.68
Volunteer Appreciation	\$	3,038.00	277.50	2,760.50
Total Expenses	\$	524,454.92	\$ 553,251.39	-\$ 28,796.47
OTHER INCOME				
Convenience Fee			100.00	-100.00
Interest earned	\$	1,567.02	292.61	1,274.41
Total Other Income	\$	1,567.02	\$ 303.92	\$ 1,263.10
PROFIT	\$	44,393.00	-\$ 42,985.30	\$ 87,378.30
Plus / Minus (Deferred Revenue)				
Parade Entry Fee Deferred 2021			7,081.46	
Canada Pride Sponsorship Deferred From 2020 & 2021			50,000.00	
Canada Pride Conference Deferred From 2020 & 2021			30,000.00	
Adjust Net Profit			\$ 44,096.16	