



**TWENTY YEARS**  
**1998-2018**



**ARCHIE EDWARDS**  
**BLUES HERITAGE FOUNDATION**

**2018 Annual Report**

# **ARCHIE EDWARDS BLUES HERITAGE FOUNDATION**

## **2018 ANNUAL REPORT**

2018 marked the twentieth anniversary of the Archie Edwards Blues Heritage Foundation. When the founders undertook the task of forming the foundation it was their hope that the Barbershop would stand the test of time and to this point it has.

Over the past twenty years there has been a great deal of change in the organization. The board of directors has had numerous members come and go. The physical location of the Barbershop has changed two times. New faces are always arriving at the front door. If change is constant in life then the Barbershop is without a doubt exemplary of life.

In January the directors decided it would be appropriate to have a celebration befitting the foundation's twenty year existence. So members, directors, volunteers and even strangers to the Barbershop were set to task in commemorating twenty years of the blues. Special logos, t-shirts and materials were developed to call attention to the anniversary. Windows were decorated and rooms painted. Board Archivist, Paul Kennedy was tasked with researching old records and photos to display for the anniversary. He used one of the rooms in the facility to display artifacts and pictures of the Barbershop's history.

The highlight of the celebration was the weekend of October 19 and 20. On the 19th the foundation hosted a Twentieth Anniversary Party at the Barbershop which will long be remembered. On the 20th a concert was held at the Old Parish House in College Park featuring Phil Wiggin's Tidewater trio featuring Eleanor Ellis and Rick Franklin. The group played to a sellout audience and an after party at the Barbershop was a big success also. It is the sincere hope of the directors and "Friends of the Barbershop" that the next twenty years be as successful and fun as the first twenty.

Addendum - on December 21 the Board of Directors learned that the lease to the space in Riverdale Park was not renewed. check the website [acousticblues.com](http://acousticblues.com) for updates.



## Archie Edwards Blues Heritage Foundation

Sources and Applications of Funds	2014	2015	2016	2017	2018
<b>Sources of Funds</b>					
Donations by directors	\$2,298	\$1,245	\$1,580	\$2,111	\$1,826
Donations at fundraising events	765	1,015	1,367	1,650	2,360
Other donations	7,755	9,854	9,596	10,149	9,627
In-kind donations of qualifying services	0	0	0	0	0
Total Donations	10,819	12,114	12,543	13,910	13,813
Ticket sales to AEBHF fundraising events	0	0	0	0	0
Ticket sales to AEBHF concerts & workshops	7,761	4,063	6,171	9,926	7,467
Total ticket sales for AEBHF events	7,761	4,063	6,171	9,926	7,467
Appearance fees for outside events	1,550	900	1,300	1,150	400
Sale of Donated Items (e.g. Silent Auction)	1,076	1,549	1,117	1,131	460
Sale of CDs & other items	444	230	597	838	1,785
Collections for Augusta: tuition & room deposits 1/	7,150	0	0	0	0
Sub-rental, refunds & other	0	0	0	0	0
Interest	1	1	1	1	1
Private and Government grants	0	0	0	0	0
Total	\$28,801	\$18,858	\$21,730	\$26,956	\$23,926
<b>Uses of Funds: Expenses</b>					
<b>Fundraising</b>					
Salaries & benefits	\$0	\$0	\$0	\$0	\$0
Contract services	0	0	0	0	0
Mailouts & phone banks	0	0	0	0	0
Rental space for fundraising events	0	0	0	0	0
Payments to director performers 2/	0	0	0	0	0
Payments to other performers & sound techs 2/	0	0	0	0	0
Imputed in-kind expense of performers & sound	0	0	0	0	0
Hospitality expense at fundraising events	80	105	87	114	38
Public relations and advertising	0	0	0	0	0
Other fundraising expenses	0	10	0	0	0
Total fundraising Expense	\$80	\$115	\$87	\$114	\$38
<b>Program Expenses</b>					
Jam, workshop & performance space					
Rent	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
Gas, water, electricity, trash, internet	1,559	1,509	1,424	1,595	2,026
Furniture & equipment, incl. sound equipment	871	145	2,602	812	320
Maintenance & piano tuning	130	150	160	125	225
Honoraria for hosting jams	0	0	0	0	0
Other expense such as cleaning supplies	19	0	51	45	245
Total jam, workshop & performance space expense	\$8,580	\$7,804	\$10,237	\$8,577	\$8,816
Performances and workshops					
Payments to director-performers 2/	\$790	\$534	\$412	\$1,183	\$1,877
Payments to other performers / sound 2/	5,184	2,951	5,053	6,220	2,968
Imputed in-kind expense of performers & sound	0	0	0	0	0
Hospitality	704	333	343	595	1,162
Touring, travel, lodging & meals	0	0	0	0	0
Other incl. equipment rental	858	204	56	0	0
Total performance and workshop expense	\$7,536	\$4,023	\$5,864	\$7,998	\$6,007
Historic Collection					
Acquisition & conservation	\$0	\$0	\$2,000	\$0	\$292
Moving & storage	0	0	0	0	0
Production & exhibition costs	0	0	0	209	193
Management & other costs	0	0	0	0	0
Total historic collection expense	\$0	\$0	\$2,000	\$209	\$485
Conference and training					
Tuition & room deposits for Augusta Heritage Blues Week	\$6,975	\$0	\$0	\$0	\$0
Other	0	0	0	0	0
Total Conference and training expense	\$6,975	\$0	\$0	\$0	\$0
Grants					
Costs of evaluating grants	\$0	\$0	\$0	\$0	\$0
Special Projects, incl. Phil's Frolic	1,300	0	0	1,250	0
Other Grants including Augusta Youth Scholarship	225	100	0	100	0
Total Grants	\$1,525	\$100	\$0	\$1,350	\$0
Total Program Expense	\$24,616	\$11,926	\$18,101	\$18,134	\$15,307

**Expenses - continued**

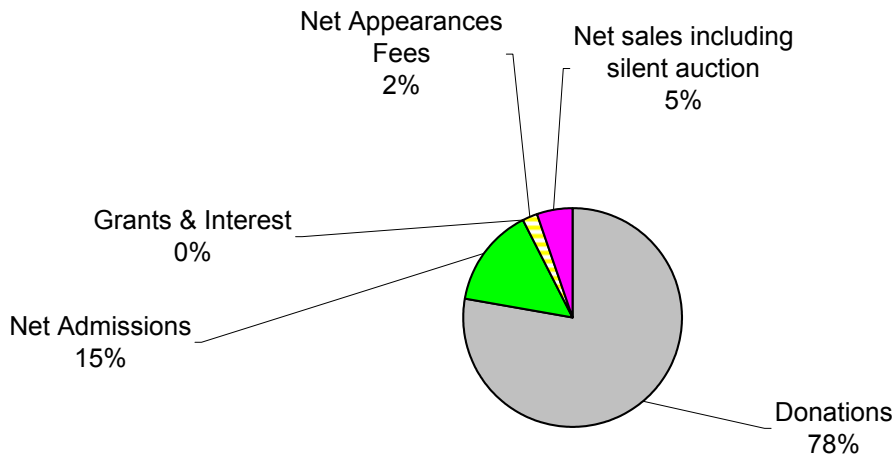
<b>Cost of goods sold</b>					
Cost of goods sold	\$0	\$0	\$559	\$900	\$1,314
Commissions	0	0	0	0	0
Total cost of goods sold	\$0	\$0	\$559	\$900	\$1,314
<b>Depreciation</b>	\$0	\$0	\$0	\$0	\$0
<b>Bad Debts</b>	\$0	\$0	\$0	\$0	\$0
<b>G&amp;A</b>					
Insurance	\$1,301	\$1,326	\$1,400	\$1,366	\$1,264
Salaries & benefits for administration	0	0	0	0	0
Compensation for directors	0	0	0	0	0
Telephone for normal operations	115	0	112	110	120
Internet costs incl. in-kind	0	74	263	552	619
Government filing fees	0	0	0	0	0
Postage and PO Box costs	138	139	129	128	158
Printing	0	0	258	69	470
Bank fees, Paypal & Square charges	157	56	199	133	150
Legal & other professional fees, dues & subscriptions	0	0	0	0	0
Supplies & other administrative	100	103	397	519	408
Total G&A	\$1,811	\$1,697	\$2,759	\$2,877	\$3,189
Total Expenses	\$26,506	\$13,738	\$21,507	\$22,025	\$19,848
<b>Change in accounts receivables</b>	(\$175)	\$0	\$0	\$0	\$0
<b>Changes in reserve account for special projects</b>	(\$1,300)	\$0	\$0	(\$1,250)	\$0
<b>Net Profit or Loss</b>	\$3,419	\$5,120	\$223	\$6,181	\$4,078
<b>Other Sources and Uses of Funds: Capital Expenditures, Deposits and insurance</b>					
Real Estate	0	0	0	0	0
Leasehold Improvements	0	0	0	0	0
Deposits and prepaid expense	0	0	0	0	0
Net payments to insurance, rent and utility reserves	(1,001)	74	0	(102)	0
(Payments to reserve account less recognized expense)					
Unreimbursed cash expenditures	0	0	0	0	0
<b>Imputed Change in Cash Position</b>	\$4,595	\$5,045	\$223	\$6,283	\$4,078
<b>Balance Sheet</b>					
	12/31/14	12/31/15	12/31/16	01/04/18	01/22/19
<b>Assets 3/</b>					
Checking & Paypal balances	\$36,613	\$41,657	\$41,878	\$46,911	\$51,021
Building fund (interest bearing deposit)	3,692	3,693	3,694	3,695	3,696
Real Estate and Leasehold Improvements	0	0	0	0	0
Refundable deposits (gas & electric)	0	0	0	0	0
Prepaid insurance, rentals and utilities	976	1,050	1,050	948	948
Accounts receivable: Augusta payments outstanding	0	0	0	0	0
Total	\$41,280	\$46,400	\$46,622	\$51,554	\$55,665
<b>Liabilities</b>					
Tuition & deposits owed to Augusta	0	0	0	0	0
Designated donations for specific projects	1,250	1,250	1,250	0	0
Other Liabilities incl. unreimbursed cash outlays	0	0	0	0	0
<b>Net Equity</b>	\$40,030	\$45,150	\$45,372	\$51,554	\$55,665
<b>Change in Equity</b>	\$3,419	\$5,120	\$223	\$6,181	\$4,078
Cross-check: actual cash vs imputed	\$0	\$0	(\$0)	\$0	\$0
Cross-check: change in equity vs profit/loss	\$0	\$0	(\$0)	\$0	\$0

1/ The portion of checks received for Augusta Blues and Swing Week that represents a donation are included with donations. Some of these donations were designated for the Augusta Heritage Youth Scholarship Fund. Such amounts are donated to Augusta by AEBHF and are included as grant outlays. The remainder represents tuition, room deposits, and refunds if any. Receipts from students are matched by an account payable until tuition actually is remitted. The books show a receivable if students have not yet paid.

2/ Payments to performers and sound techs can occur at both AEBHF events and outside events. At most AEBHF concerts, and workshops, performers got at least 80% of ticket sales. These payments are shown as expenses.

3/ Costs of producing CDs and merchandise for sale are expensed, as are outlays for sound equipment, furniture and collection items.

## Sources of Funds (I.e. revenue) 2018 YTD



Note: Net Admissions represents the AEBHF share of concert and workshop admission charges. In some cases local musicians are hired through the AEBHF. For this graph, only the amount retained by AEBHF is included in Appearance Fees.

## Cost of jam space and general expenses YTD

