



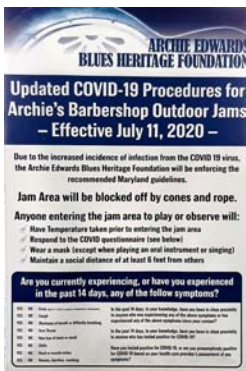
ARCHIE EDWARDS BLUES HERITAGE FOUNDATION

ANNUAL REPORT 2020

This past year started out to be a stellar year for the Archie Edwards Blues Heritage Foundation. We were settling into our new Hyattsville, MD home that was acquired in 2019 and were well received by the local community. Five concerts were scheduled between March and June. At least eight additional concerts were being planned for the remainder of the year and

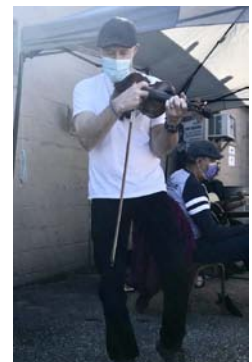


numerous in-house workshops were scheduled. As always, our usual "Archie's Barbershop" Saturday jams were well attended. The Archie Edwards Blues Heritage Ensemble had regularly scheduled performances around the community. We were on a roll!



Then the Corona Virus Pandemic became reality mid March. This was devastating not only to the foundation's activity schedule but also to the activity of the entire world. After some evaluation the board of directors decided to conduct socially distant jams outdoors, adhering to state

guidelines. The outdoor jams were held from June thru October in our parking lot and ceased when the weather became too cold. Starting in November, and continuing now, we have been holding a biweekly open mic and biweekly Saturday jam using the *Zoom* format. These events helped the foundation's members keep in touch with our music and each other. It is the intention of the board of directors to continue the on-line activities until it is safe to resume our regular schedule in person. Our patrons can be assured that we will return to a robust program of promoting acoustic blues as soon as safely possible.



All of this would not be possible without the generous donations from our patrons, and we are exceedingly grateful for the financial support provided by our "Friends of the Barbershop." The



directors wish everyone to be safe, healthy and free of illness during the pandemic. The Archie Edwards Blues Heritage Foundation will continue to carry on our mission of keeping acoustic blues alive after this most difficult time.

Archie Edwards Blues Heritage Foundation

Sources and Applications of Funds	2016	2017	2018	2019	2020
Sources of Funds					
General donations	\$ 9,596	\$ 10,053	\$ 9,627	\$ 18,882	\$ 22,637
Donations by directors	1,580	2,241	1,826	2,806	2,758
Donations at fundraising events	1,367	1,650	2,435	2,123	-
Grants	-	-	-	-	3,000
Total Donations	<u>\$ 12,543</u>	<u>\$ 13,944</u>	<u>\$ 13,888</u>	<u>\$ 23,811</u>	<u>\$ 28,395</u>
Proceeds from concerts and workshops	\$ 6,171	\$ 9,926	\$ 7,467	\$ 2,875	\$ 2,560
Appearance fees for outside events	1,300	1,150	400	2,100	791
Sale of donated Items (e.g. Silent Auction)	1,117	1,131	460	70	0
Sale of CDs & other items	597	838	1,710	938	30
Interest	1	1	1	1	1
Total	<u>\$ 21,729</u>	<u>\$ 26,990</u>	<u>\$ 23,926</u>	<u>\$ 29,795</u>	<u>\$ 31,776</u>
Uses of Funds: Expenses					
Fundraising					
Hospitality expense at fundraising events	\$ 87	\$ 114	\$ 38	\$ 75	\$ -
Total fundraising Expense	<u>\$ 87</u>	<u>\$ 114</u>	<u>\$ 38</u>	<u>\$ 75</u>	<u>\$ -</u>
Program Expenses					
Performances and workshops					
Payments to directors-performers / instructors (a)	\$ 412	\$ 1,183	\$ 1,877	\$ 337	\$ 1,381
Payments to other performers / sound (a)	5,053	6,220	2,968	3,248	1,422
Hospitality	343	595	1,162	401	-
Other miscellaneous expenses	56	-	-	-	-
Total performance and workshop expense	<u>\$ 5,864</u>	<u>\$ 7,998</u>	<u>\$ 6,007</u>	<u>\$ 3,986</u>	<u>\$ 2,803</u>
Jam, workshop & performance space					
Rent	\$ 6,000	\$ 6,000	\$ 6,000	\$ 8,677	\$ 12,300
Utilities; gas, water, electricity, etc.	1,424	1,595	2,026	2,107	2,007
Furniture and equipment	2,602	812	320	3,735	585
Maintenance	160	125	225	1,036	-
Other expenses, i.e., cleaning supplies	51	45	245	57	-
Total occupancy expense	<u>\$ 10,237</u>	<u>\$ 8,577</u>	<u>\$ 8,816</u>	<u>\$ 15,613</u>	<u>\$ 14,892</u>
Historic Collection					
Acquisition and conservation	\$ 2,000	\$ -	\$ 292	\$ 26	\$ -
Moving and storage	-	-	-	74	-
Production and exhibition costs	-	209	193	-	-
Total historic collection expense	<u>\$ 2,000</u>	<u>\$ 209</u>	<u>\$ 485</u>	<u>\$ 101</u>	<u>\$ -</u>
Conference and Training					
Grants					
Special Projects	\$ -	\$ 1,250	\$ -	\$ -	\$ -
Other grants, i.e., Augusta Youth Scholarship	-	100	-	400	-
Total Grants	<u>\$ -</u>	<u>\$ 1,350</u>	<u>\$ -</u>	<u>\$ 400</u>	<u>\$ -</u>
Total Program Expense	<u>\$ 18,101</u>	<u>\$ 18,134</u>	<u>\$ 15,307</u>	<u>\$ 20,099</u>	<u>\$ 17,695</u>

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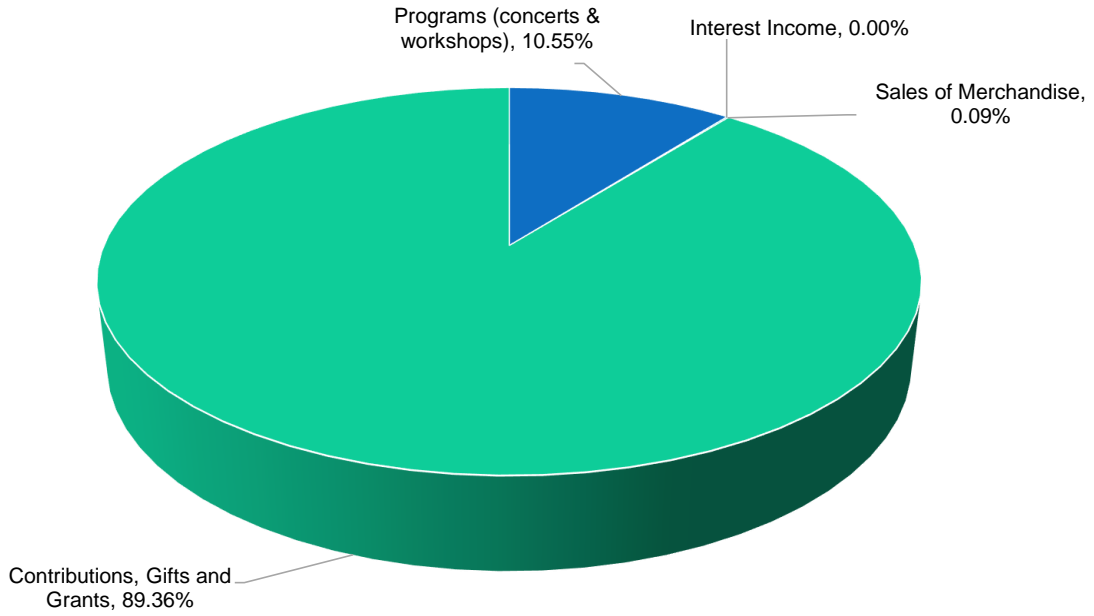
Expenses - continued	2016	2017	2018	2019	2020
Cost of goods sold					
Cost of goods sold	\$ 559	\$ 900	\$ 1,314	\$ 678	\$ -
Total cost of goods sold	<u>\$ 559</u>	<u>\$ 900</u>	<u>\$ 1,314</u>	<u>\$ 678</u>	<u>\$ -</u>
G&A					
Insurance	\$ 1,400	\$ 1,366	\$ 1,264	\$ 1,298	\$ 1,321
Telephone	112	110	120	56	-
Internet, tech and website maintenance	263	552	619	2,705	2,062
Government filing fees,	-	-	-	513	-
Postage and P.O. box expense	129	128	158	-	143
Printing	258	69	470	206	27
Bank fees and PayPal charges	199	134	150	168	547
Legal, accounting and other professional fees	-	-	-	-	685
Supplies and other administrative expense	397	519	408	323	679
Total G&A	<u>\$ 2,759</u>	<u>\$ 2,877</u>	<u>\$ 3,189</u>	<u>\$ 5,268</u>	<u>\$ 5,464</u>
Total Expenses	<u>\$ 21,507</u>	<u>\$ 22,025</u>	<u>\$ 19,848</u>	<u>\$ 26,120</u>	<u>\$ 23,159</u>
Change in reserve account for special projects	\$ -	\$ (1,250)	\$ -	\$ -	\$ -
Net Change in Funds Balance	<u>\$ 223</u>	<u>\$ 6,215</u>	<u>\$ 4,078</u>	<u>\$ 3,676</u>	<u>\$ 8,618</u>
Other (Sources) and Uses of Funds					
Accounts payable	\$ -	\$ -	\$ -	\$ -	\$ (256)
Deposits	-	-	-	2,000	-
Change in balance of prepaid expenses	-	(102)	-	102	610
Imputed Change in Cash Position	<u>\$ 223</u>	<u>\$ 6,317</u>	<u>\$ 4,078</u>	<u>\$ 1,574</u>	<u>\$ 8,263</u>
Balance Sheet	2016	2017	2018	2019	2020
Assets (b)					
Checking and PayPal (c)	\$ 41,876	\$ 46,942	\$ 51,019	\$ 52,591	\$ 61,349
Interest bearing accounts	3,694	3,695	3,696	3,697	3,698
Accounts receivable	-	-	-	-	68
Deposits (Rent)	-	-	-	1,000	1,000
Prepaid Insurance, rent and utilities	1,050	948	948	2,050	2,660
Total Assets	<u>\$ 46,620</u>	<u>\$ 51,585</u>	<u>\$ 55,663</u>	<u>\$ 59,339</u>	<u>\$ 68,775</u>
Liabilities					
Designated Donations for Phil's Frolic	\$ 1,250	\$ -	\$ -	\$ -	\$ -
Accounts payable	-	-	-	-	779
Prepaid workshop fees	-	-	-	-	40
Total Liabilities	<u>\$ 1,250</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 819</u>
Net Equity	<u>\$ 45,370</u>	<u>\$ 51,585</u>	<u>\$ 55,663</u>	<u>\$ 59,339</u>	<u>\$ 67,956</u>
Change in Equity	<u>\$ 223</u>	<u>\$ 6,215</u>	<u>\$ 4,078</u>	<u>\$ 3,675</u>	<u>\$ 8,618</u>

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

(b) Costs of producing CDs and merchandise for sale are expensed as are expenditures for sound equipment, furniture and collection, historic items.

(c) The PayPal balance as of 12/31/2020 is \$1,104.53

Sources of Funds - Full Year 2020



Note : Programs represents the total amount AEBHF receives from concert and workshop admission charges. In some cases local musicians are hired through the AEBHF. Payments to artist and instructors are generally 80% of admission charges.

Cost of Jam Space and General Expenses - Full Year 2020

