



2021 ANNUAL REPORT



Just as we were hoping the pandemic was winding down, two Covid variables took control of our activities. Once again, scheduled concerts and workshops were cancelled or postponed. In 2021, The Archie Edwards Blues Heritage Foundation continued to modify regular activities as well as special events. Weather permitting, jams were conducted outdoors and two guitar workshops were held virtually. We

managed to get in one concert. Erin Harpe performed in concert at the Barbershop on August 1.

As a step toward building a greater youth education effort, on December 13, the Foundation made a \$400 donation to the Northwestern High School (NWHs) located near the Foundation's headquarters in Hyattsville, Maryland. The funds will support the school's music library and to build a partnership with the school and its performing arts department. Once normal activities resume, an exchange program will be developed between the school and the Foundation.



Looking ahead to 2022, the AEBHF hopes to put the pandemic behind us restart all of our existing programs. We expect, of course, to continue with the Saturday jams, reestablish our monthly open mics, and have a robust concert and workshop series.

All of our activities are made possible through help of our Board of Directors and volunteers. I giant thanks to the directors and all volunteers that keep the foundation moving forward by providing their musical skills, professional expertise, hard work and love of the blues. You know who you are, so once again THANK YOU. It is though the help and generosity of our friends that enables us to follow Archie's mission of carrying on the tradition of acoustic blues and keep our doors open.

Archie Edwards Blues Heritage Foundation

Sources and Applications of Funds	2017	2018	2019	2020	2021
Sources of Funds					
General donations	\$ 10,053	\$ 9,627	\$ 18,882	\$ 22,637	\$ 19,727
Donations by directors	2,241	1,826	2,806	2,758	3,216
Donations at fundraising events	1,650	2,435	2,123	-	-
Grants	-	-	-	3,000	2,000
Total Donations	<u>\$ 13,944</u>	<u>\$ 13,888</u>	<u>\$ 23,811</u>	<u>\$ 28,395</u>	<u>\$ 24,943</u>
Proceeds from concerts and workshops	\$ 9,926	\$ 7,467	\$ 2,875	\$ 2,560	\$ 1,830
Appearance fees for outside events	1,150	400	2,100	791	1,450
Sale of donated Items (e.g. Silent Auction)	1,131	460	70	0	0
Sale of CDs & other items	838	1,710	938	30	2,670
Interest	1	1	1	1	0
Total	<u>\$ 26,990</u>	<u>\$ 23,926</u>	<u>\$ 29,795</u>	<u>\$ 31,776</u>	<u>\$ 30,893</u>
Uses of Funds: Expenses					
Fundraising					
Hospitality expense at fundraising events	\$ 114	\$ 38	\$ 75	\$ -	\$ -
Total fundraising Expense	<u>\$ 114</u>	<u>\$ 38</u>	<u>\$ 75</u>	<u>\$ -</u>	<u>\$ -</u>
Program Expenses					
Performances and workshops					
Payments to directors-performers / instructors (a)	\$ 1,183	\$ 1,877	\$ 337	\$ 1,381	\$ -
Payments to other performers / sound (a)	6,220	2,968	3,248	1,422	2,532
Hospitality	595	1,162	401	-	99
Other miscellaneous expenses	-	-	-	-	563
Total performance and workshop expense	<u>\$ 7,998</u>	<u>\$ 6,007</u>	<u>\$ 3,986</u>	<u>\$ 2,803</u>	<u>\$ 3,194</u>
Jam, workshop & performance space					
Rent	\$ 6,000	\$ 6,000	\$ 8,677	\$ 12,300	\$ 12,691
Utilities; gas, water, electricity, etc.	1,595	2,026	2,107	2,007	1,632
Furniture and equipment	812	320	3,735	585	472
Maintenance	125	225	1,036	-	-
Other expenses, i.e., cleaning supplies	45	245	57	-	-
Total occupancy expense	<u>\$ 8,577</u>	<u>\$ 8,816</u>	<u>\$ 15,613</u>	<u>\$ 14,892</u>	<u>\$ 14,795</u>
Historic Collection					
Acquisition and conservation	\$ -	\$ 292	\$ 26	\$ -	\$ -
Moving and storage	-	-	74	-	-
Production and exhibition costs	209	193	-	-	-
Total historic collection expense	<u>\$ 209</u>	<u>\$ 485</u>	<u>\$ 101</u>	<u>\$ -</u>	<u>\$ -</u>
Conference and Training					
Grants					
Special Projects	\$ 1,250	\$ -	\$ -	\$ -	\$ -
Other grants, i.e., Augusta Youth Scholarship	100	-	400	-	-
Total Grants	<u>\$ 1,350</u>	<u>\$ -</u>	<u>\$ 400</u>	<u>\$ -</u>	<u>\$ -</u>
Total Program Expense	<u>\$ 18,134</u>	<u>\$ 15,307</u>	<u>\$ 20,099</u>	<u>\$ 17,695</u>	<u>\$ 17,989</u>

Archie Edwards Blues Heritage Foundation

Expenses - continued	2017	2018	2019	2020	2021
Cost of goods sold					
Cost of goods sold	\$ 900	\$ 1,314	\$ 678	\$ -	\$ 2,289
Total cost of goods sold	<u>\$ 900</u>	<u>\$ 1,314</u>	<u>\$ 678</u>	<u>\$ -</u>	<u>\$ 2,289</u>
G&A					
Insurance	\$ 1,366	\$ 1,264	\$ 1,298	\$ 1,321	\$ 1,791
Telephone	110	120	56	-	-
Internet, tech and website maintenance	552	619	2,705	2,062	1,754
Government filing fees,	-	-	513	-	-
Postage and P.O. box expense	128	158	-	143	226
Printing	69	470	206	27	16
Bank fees and PayPal charges	134	150	168	547	504
Legal, accounting and other professional fees	-	-	-	685	19
Supplies and other administrative expense	519	408	323	679	942
Total G&A	<u>\$ 2,877</u>	<u>\$ 3,189</u>	<u>\$ 5,268</u>	<u>\$ 5,464</u>	<u>\$ 5,252</u>
Total Expenses	<u>\$ 22,025</u>	<u>\$ 19,848</u>	<u>\$ 26,120</u>	<u>\$ 23,159</u>	<u>\$ 25,530</u>
Change in reserve account for special projects	\$ (1,250)	\$ -	\$ -	\$ -	\$ -
Net Change in Funds Balance	<u>\$ 6,215</u>	<u>\$ 4,078</u>	<u>\$ 3,676</u>	<u>\$ 8,618</u>	<u>\$ 5,363</u>
Other (Sources) and Uses of Funds					
Accounts payable	\$ -	\$ -	\$ -	\$ (256)	\$ (348)
Deposits	-	-	2,000	-	-
Change in balance of prepaid expenses	(102)	-	102	610	(693)
Imputed Change in Cash Position	<u>\$ 6,317</u>	<u>\$ 4,078</u>	<u>\$ 1,574</u>	<u>\$ 8,263</u>	<u>\$ 6,404</u>
Balance Sheet	2017	2018	2019	2020	2021
Assets (b)					
Checking and PayPal (c)	\$ 46,942	\$ 51,019	\$ 52,591	\$ 61,349	\$ 70,888
Interest bearing accounts	3,695	3,696	3,697	3,698	-
Accounts receivable	-	-	-	68	578
Deposits (Rent)	-	-	1,000	1,000	1,000
Prepaid Insurance, rent and utilities	948	948	2,050	2,660	1,967
Total Assets	<u>\$ 51,585</u>	<u>\$ 55,663</u>	<u>\$ 59,339</u>	<u>\$ 68,775</u>	<u>\$ 74,432</u>
Liabilities					
Designated Donations for Phil's Frolic	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts payable	-	-	-	779	1,113
Prepaid workshop fees	-	-	-	40	-
Total Liabilities	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 819</u>	<u>\$ 1,113</u>
Net Equity	<u>\$ 51,585</u>	<u>\$ 55,663</u>	<u>\$ 59,339</u>	<u>\$ 67,956</u>	<u>\$ 73,319</u>
Change in Equity	<u>\$ 6,215</u>	<u>\$ 4,078</u>	<u>\$ 3,675</u>	<u>\$ 8,618</u>	<u>\$ 5,363</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 12/31/2021 is \$2,448.02.