

# The Billys

## Billy Foundation - Annual Report

Fiscal year: April 2010 – March 2011  
Report to the Billy Community

### Introduction:

The past fiscal year for the Billy Foundation was successful filled with growth, heart, frolic and brotherhood. We ended the year with a break even fiscal report to our community. We saw new members join an already strong board to help keep this a fully functioning and active Board of Directors. We had good feedback and gentle suggestions from Billys on how to make the year successful and Gatherings to run more smoothly. We saw Billys step up and raise funds through special events, and heart felt support of donors to keep our gatherings going. We saw the first major revision to our bylaws and policies were established for communications and other important functions that help us live our values as a community.



In the past fiscal year your Board of Directors included: Bill Blackburn –President, Mark Hoffheimer – Vice President, Jim Hughson –Secretary, Robert Cline – Treasurer, Mike Eccles, David Hedden, Ken Kunert, Steve Rockwell and Jim Stockton. In March, Bill and Mark stepped down and we elected Ken as President and Mike our new VP.



## Gatherings:

The Billys produce six gatherings each year to promote community, intimacy, and personal exploration among gay men through shared values and heart-centered brotherhood. We are a community woven together by our values and our experiences. We enjoy each other's company and the things we cook up when we bring our energy and talents together.

This past year we saw 1,263 bed nights at our gatherings, compared with 1,306 bed nights\* in the previous year. We welcomed 49 new Billys to our gatherings and celebrated the return of 57 Billys that had been away for over a year.

The following table gives an overview of attendance at our gatherings for the past couple years as well as during this fiscal year.

| <b>Actual Attendance</b>  |                  |             |
|---------------------------|------------------|-------------|
| <b>Total Bed Nights *</b> | <b>Gathering</b> | <b>Year</b> |
| 184                       | May Day          | 2010        |
| 259                       | May Day          | 2009        |
| 232                       | May Day          | 2008        |
| 396                       | 4th July         | 2010        |
| 385                       | 4th July         | 2009        |
| 490                       | 4th July         | 2008        |
| 206                       | Labor Day        | 2010        |
| 172                       | Labor Day        | 2009        |
| 157                       | Labor Day        | 2008        |
| 200                       | Halloween        | 2010        |
| 211                       | Halloween        | 2009        |
| 185                       | Halloween        | 2008        |
| 223                       | New Year         | 2011        |
| 179                       | New Year         | 2010        |
| 163                       | New Year         | 2009        |
| 54                        | Visioning        | 2011        |
| 100                       | Mid-Winter       | 2010        |
| 61                        | Visioning        | 2009        |

\* Since people attend gatherings for different lengths of time, this is our convenient unit for comparisons: 1 person stays 3 nights at a gathering = 3 Bed Nights; 1 person stays 1 night = 1 Bed Night.

Despite rising costs for our venues, food and supplies we were able to keep our registration costs at the same level as the previous year.

## **Richard Locke Scholarship Fund (RLSF):**

We use the RLSF to help pay for registration fees for Billys and Billykin. We don't use it for mailing lost and found, your extra housing costs, boutique items, transportation, drag outfits, etc. A simple request is made while registering, and if we have the funds available by the deadline, we give what was requested. No big form needs to be filled out, no interrogation about finances, no tax returns are needed. You just put the amount you think you need in the registration box called "Scholarship requested to cover the difference between my gathering fee and what I can afford." It's that simple.

The money comes from other Billys who have donated to the RLSF, and from such fund raising events as the SF Pride Celebration. Generally, no "regular" Billy money is budgeted for this, although the Billy Foundation Board of Directors has allocated general fund money in the past and counts upon the generosity of donors to fill the fund.

### *Here's the formally approved RLSF disbursement policy:*

Richard Locke Scholarship Policy *approved June 21, 2009*

If insufficient funds are available in the Richard Locke Scholarship Fund, the Resource Coordinator and the Treasurer or President will reduce scholarship request amounts to match the RLSF funds available for that gathering in these ways:

1. Full scholarships for the entire length of the gathering are reduced by one night.
2. Partial scholarship requests are rounded down to whole night increments starting with the larger requests first.
3. Phone calls to requestors will be made to work toward mutual solutions.

Reductions will be made incrementally until the scholarship amount available is sufficient to meet all requests, with the participation of the requestor. Recognition may be made of recent successful Billy volunteering as a gathering coordinator, sub-coordinator, Board of Director or Portfolio holder, or for a first-time Billy attending a gathering.

**Through this policy, we aim to implement Billy Values of: compassion, generosity, honesty, and respect for ourselves and for others; responsibility to each other, and to our community, including those in need.**

A rule of thumb on scholarships is: Please ask for a scholarship if you truly need the scholarship to participate in the gathering and please give to the RLSF if you can. If you don't have to think twice about going out to a restaurant, you probably don't need a scholarship.

This past year the Board of directors allocated \$8,500 of the budget for the RLSF. This amount was based upon expected donations by Billys to this fund.<sup>87</sup> Billys requested some level of assistance to attend our gatherings and 70 Billys received scholarships.

**No one was turned away from any of our gatherings because of the lack of funds.**

The difference in these numbers reflects the number of people that withdrew their request for scholarships, people that came up with additional self-support and those that agreed to reduced time at the Gathering because of the lack of sufficient RLSF funding.

Actual donations to the RLSF amounted to \$7,488. Over \$15,619 of scholarship funds were requested and \$8,796 was spent from the fund. These numbers reflect the same reasons for the difference as noted above. *In addition to this amount Billys supported each other through scholarships outside of those generated by Billys through the Billy Foundation.*

**The long-range goal of the Billys is to be able to fully fund all requests each year.**

We would have had to raise an additional \$8,131 this past year to meet that goal, relying on greater generosity from all donors.

### **Office Operation and Administrative Support:**

The Billy Foundation continues to employ one part time employee to support our gatherings and business operations. Marcus has performed this role very well and been more than instrumental in making this a successful year for the Billys. His role includes being the spokesperson for us when phone calls are received (often the first contact with the Billys), managing the day to day finances and records, all our file and database maintenance, being a resource coordinator for our gathering coordinators and the board of directors, helping with outreach and expanding our partnerships among many other tasks and duties.

**We would not be able to produce six gatherings each year if we did not have the support of a resource coordinator like Marcus.**

The move to our current office facility has saved the Billy Foundation half the rent/utilities we were paying in previous years. Although we would like to have more storage space and the ability to meet in our office space, during this tight economic time the move has made sense. Other savings in administrative expenses, including a refund of previously paid workman's comp helped this aspect of our operation break even this past year.

### **Annual Report of Finances and Budget:**

Each year the Billy Foundation Board establishes a yearly budget. The budget is one of the most important planning tools of the Foundation, establishing the financial roadmap of our gatherings, including venues, meals, expected revenues, donations and fundraisers. It provides the boundaries of our planning for the year. This past year the Board established a break-even budget despite rising costs and poor financial prospects for non-profit organizations.

**The Billy community came through in flying colors in support of gatherings, RLSF scholarships and the BESF (Billy Emergency Scholarship Fund) showing Billy belief in our values and mission.**

Thank you to all who participated with our community this year at Gatherings as coordinators and including volunteers of local Billys in activities like potlucks, garden parties, the Billy Care network and other ways we stay connected. We had fun while being fabulous in our frolic, expressed who we are, shared our hearts, and celebrated our sexual and spiritual nature.

With a growing number of new attendees, and continually depressed economy which seems to repress return or multiple attendance, we have struggled to reign in costs and yet be committed to a budget simplicity that increases our scholarship capacity, while keeping the overall budget realistic and bottom-line break-even.

During the next year we intend to do it all over again as we grow in our community. The following table shows the budget approved by the Board for this past year, the actual revenues and expenses for the year, and our approved budget for the coming year.

|  | Actual<br>2010-11 | Budget<br>2010-11 | Budget<br>2011-12 |
|--|-------------------|-------------------|-------------------|
| Ordinary income/expense                                    |                   |                   |                   |
| <b>INCOME</b>  |                   |                   |                   |
| Contributed Income   |                   |                   |                   |
| General Fund Donations                                     | 19,278            | 22,250            | 19,500            |
| <b>Total Contributed Income</b>                            | <b>19,278</b>     | <b>22,250</b>     | <b>19,500</b>     |
| Earned Income  |                   |                   |                   |
| Registration Fees  | 109,552           | 101,680           | 106,286           |
| Fee Refunds  | -4,993            | -1,886            | 1,886             |
| <b>Total Registration Fees</b>                             | <b>104,559</b>    | <b>99,794</b>     | <b>104,400</b>    |
| Mailing List Fees  | 1,532             | 1,500             | 1,500             |
| Interest and Dividends                                     | 1,567             | 593               | 600               |
| Other earned income  | 229               |                   |                   |
| <b>Total Earned Income</b>                                 | <b>107,887</b>    | <b>101,887</b>    | <b>106,500</b>    |
| Merchandise Sales  | 511               | 200               | 500               |
| RLSF Scholarships Given                                    | 8,796             | 8,500             | 12,000            |
| Board Scholarships Given                                   | 960               | 1,200             | 1,200             |
| <b>Total Scholarships Given</b>                            | <b>9,756</b>      | <b>9,700</b>      | <b>13,200</b>     |
| Miscellaneous Income                                       | 1,370             |                   |                   |
| Fundraising events   | 4,548             | 4,400             | 5,000             |
| BESF Awards Given  | 487               | 500               | 500               |
| <b>Total Income</b>  | <b>143,837</b>    | <b>138,937</b>    | <b>145,200</b>    |
| <b>EXPENSE</b>   |                   |                   |                   |
| Bank Charges   | 1,465             | 1,373             | 1,425             |
| Communications: Internet, Webpage,<br>Telephone            | 1,056             | 1,300             | 1,115             |
| Event costs:   |                   |                   |                   |
| Cooks  | 7,798             | 7,606             | 7,860             |
| Facility Rental  | 62,913            | 62,202            | 65,871            |
| Food   | 13,574            | 13,318            | 15,720            |
| <b>Total Event costs</b>                                   | <b>84,265</b>     | <b>83,126</b>     | <b>89,451</b>     |
| Contractors & Insurance                                    | 1,813             | 2,425             | 2,320             |
| Office rental and Utilities                                | 5,331             | 5,300             | 5,400             |
| Payroll - salary   | 26,298            | 26,208            | 26,298            |
| Payroll other: insurance, taxes etc.                       | 8,922             | 10,580            | 8,828             |
| Supplies: Gathering and Admin                              | 1,086             | 2,200             | 3,000             |
| BESF Disbursements   | 487               | 500               | 500               |
| Postage, fees, licenses, printing, copying,<br>travel, etc | 3,511             | 3,600             | 3,650             |
| <b>Total Expenses</b>                                      | <b>136,561</b>    | <b>138,912</b>    | <b>144,253</b>    |
| <b>Net Income</b>  | <b>7,276</b>      | <b>25</b>         | <b>947</b>        |

The above Annual Report details were prepared without audit from the books and records of the corporation.

As stated in our Billy Goals and Agreements, created at the 2009 Visioning Retreat, it is Billys who own the Billy community. As always, we invite your participation and feedback.