

The Billys

Billy Foundation - Annual Report

Fiscal year: April 2011 – March 2012

Report to the Billy Community from the Board of Directors of the Billy Foundation

Introduction:

The past fiscal year for the Billy Foundation was another successful year filled with growth, heart, frolic and brotherhood. We end the year with this positive fiscal report to our community. We saw long time Board members move on and new members join to help keep this a fully functioning and active Board of Directors. We had good feedback and creative 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 a major revision to our website and policies were established for important functions that help us live our values as a community.



In the past fiscal year your Board of Directors included: Ken Kunert – President, Mike Eccles – Vice President, Jim Hughson –Secretary, Robert Cline – Treasurer, Bill Blackburn, David Hedden, Steve Rockwell, Mark Hoffheimer, Jim Stockton, Richard Ploe and Ezra Cole. During this year, Bill, Mark, Steve and Robert left the Board after guiding our course through rough times and leaving us with a sustainable program. Richard Ploe and Ezra Cole joined the Board to be part of the team. In March, officers were selected with Ezra accepting the treasurer position and other officers accepting another year of service.



Your current Board (left to right):
Mike Eccles, Ken Kunert, Ezra Cole, Jim
Stockton, Richard Ploe.

Not in photo : Jim Hughson and David
Hedden

Gatherings:



The Billys produced six gatherings this year. We had fantastic co-coordinators for each Gathering, brought together through the leadership of the Gathering Council that formed the previous year after the Visioning Retreat. The Gathering Council, (GC), recruited, coached, supported, inspired and spoke from experience as they contributed to the success of each Gathering. They operated as a group to offer council to the portfolio holder and co-coordinators of each Gathering. The current members of the GC are:

Demian Quesnel (Midwinter and Visioning)
Duane Gammil (May Day)
Michael Towne (July 4th)
Steve Cismowski (Labor Day)
George Anthony (Halloween)
Fred Fishman (New Years)
Steve Rockwell (low cost gathering)
Tom Devine (gathering manual)

Gathering co-coordinators each brought their own visions, spirit and enthusiasm to the Gatherings. The themes invited people to be engaged and left our community desiring more time together. They inspired each of us to find ways to be an active part of community. Our gratitude goes out to each of you for completing a job while showing us the joy of being a contribution. Our Co-Coordinators this past year were:

May Day	Fred Dickson and Ruven Hannah
4 th of July	Michael Towne and Fred Fishman
Labor Day	Demian Quesnel and Rob Roy Woodman
Halloween	George Anthony and Rob Roy Woodman
New Year	Fred Fishman and Michael Towne
Mid - Winter	Mike Eccles and Ken Kunert

This past year we saw 1,301 bed nights at our gatherings, compared with 1,263 bed nights* in the previous year. We welcomed 45 new Billys to our gatherings and celebrated the return of 63 Billys that had been away for over a year. Why is this important? It is important because attendance at our Gatherings is the main way we pay for the expenses of providing the Gatherings of the future. It is the way staff support, venues and meals are paid in advance of each Gathering. Your Board pays close attention to the trends in attendance.

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

Actual Attendance		
Total Bed Nights *	Gathering	Year
182	May Day	2011
184	May Day	2010
259	May Day	2009
232	May Day	2008
468	4th July	2011
396	4th July	2010
385	4th July	2009
490	4th July	2008
196	Labor Day	2011
206	Labor Day	2010
172	Labor Day	2009
157	Labor Day	2008
142	Halloween	2011
200	Halloween	2010
211	Halloween	2009
185	Halloween	2008
219	New Year	2012
223	New Year	2011
179	New Year	2010
163	New Year	2009
94	Mid-Winter	2012
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, 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. The Board sets a budget each year that includes anticipated availability of funds that will be donated to the RLSF. This year the Board budgeted funding at the \$12,000 level, a huge increase from the previous years \$8,500 but we still did not meet the needs within our community.

Go to the Billy website to see the full policy for the disbursement of these scholarship funds. **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. 100 Billys requested some level of assistance to attend our gatherings and 89 Billys received scholarships. The difference in these numbers reflects the number of people that withdrew from the gathering because they fell ill, could not get a ride or pet-sitter or some other reason than lack of funds. **No one was turned away from any of our gatherings because of the lack of funds.**

Actual donations to the RLSF amounted to \$6,778. Over \$18,700 of scholarship funds were requested and \$12,771 was spent from the fund. The Billy Foundation spent \$5,993 from the General Funds to cover the lack of RLSF donations. 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.

To meet total requests, we would have had to raise an additional \$5,929 this past year, 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 Borgman 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 and emails are received (often the first contact with new Billys), managing the day to day finances, mailing lists and other 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 or conduct our business if we did not have the support of a resource coordinator like Marcus.** Thank him when you see him next time.

Our current office facility has saved the Billy Foundation some of the costs of making these Gatherings a success. Although we would like to have more storage space and the ability to meet in our office space, it remains as a goal for our future. Other savings in administrative expenses, including the fact that more of our calls and communications are electronic helped this aspect of our operation break even this past year.

Opportunity Knocking:

a personal message from the Board President, Ken Kunert

The end of the Billy year is when I look back at the Gatherings I have attended and it is always emotional for me, as it is after a gathering for nearly all who have participated; imagine six gatherings every year. If you weren't with us this year, let me explain why this is so for me. For each of the Gatherings, men from our community/tribe representing all races/ethnicities, faiths, and backgrounds—ranging in age from 21-83—were united by one common goal: being there for each other, being a community. We share our successes, our failures, our trials and our loves. We share who we really are with each other. It's a bittersweet feeling when the Gathering comes to an end because while many of us are full of life from days of being in joyful community we are returning to a different world, for those few days we are what the world should be: a world without stigma, a world in which differences are celebrated, and a world in which people care about and whole-heartedly support one another. It's hard to understand these emotions unless you've experienced this incredible thing we continue to create yourself, but it's the reason people keep coming back to Billy Gatherings. And it's why we have new men joining our community each year and people who haven't shown up for a while returning.



Billy magic doesn't happen without a lot of effort and devotion of a lot of full hearted men, and it keeps happening. Over the last couple years we have, this community has, done everything we can to keep the costs of gatherings stable and the community strong. **We have created new ways to raise the dollars** we need to make this happen. We have had the Garden Parties, the special events and even special appeals for support. We have discovered that these events, usually local events have helped keep our community together as well as raise the funds we use to make the gatherings rich and playful. **We need more help to make these special events even better. We need you to step up and lend a hand in organizing, spreading the word and doing all the things to make the Billys more stable and our costs the same.** There are lots of ideas for how to engage people in special events but not many people stepping up to make them happen. **We need your help.**

We'll help you. We'll help you fundraise. And you'll experience a life-changing event that helps the Billys continue to provide community to people living without the experience of family that we all have shared. **Are you curious to know more about the experience of leading an event? Do something bold and volunteer to produce an event to support the Billys.** Contact any of the Board members to find out more or have a discussion with me; I'll help you find a match for your event. It only takes one contact to get it going and you will be directly influencing the health of our Billy community. Please join me in making our community a stable enlivening heart and example of life as it can be all the time.

Billy Huggz,
Ken

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 as Gathering coordinators, as well as local Billy volunteer in activities like potlucks, garden parties and auctions, the Billys 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 continued difficulty in meeting our funding goals, we have struggled to reign in costs and yet be committed to a budget simplicity that increases our overall capacity, while keeping the budget realistic and bottom-line break-even each year.

Official explanation of changes in accounting documentation:

As we finish the 2011-12 budget year on a positive cash basis, the Board of Directors seeks to correct a structural element of the organization's financial management and create a more accurate and transparent annual budget process, and to protect and sustain the Billy Foundation. To this end the Board has taken the following actions:

1. When the amount of scholarship requests exceed the Richard Locke Scholarship Fund at hand for any particular gathering, we judiciously use General Funds to meet the need. Eventually this created a negative balance in the RLSF, accumulated over the past several years, and will be written-off in the 2011 budget year. This will bring the bottom line into a negative number for IRS purposes, but will allow the Board to move forward with actual and current numbers to consider as we continue to seek to assist community members with the cost of gatherings.
2. The Board has created a Reserve Account, separate from funds held in checking for day-to-day operations, for the purpose of conserving funds from year to year that will be available to protect the foundation through economic challenges. The Reserve Account has been initially funded in the amount of \$10,000. These funds will be available as deemed appropriate and necessary, with the intent to continue to grow the Reserve Account in future budget cycles.

In Plain English:

We have written off an asset (a debt owed to the Billys) that we will unlikely ever collect. We are making efforts to show what actually comes in as donations as well as where those donations are made each year. In order to account for the changes we had to show a loss. In the past year we actually saved a few dollars. We will maintain any donations outside of the current year in a savings account.

During the next year we intend to do it all over again as we grow in our community. We will increase our Board focus on raising the funds we need to keep our Gatherings affordable and juicy. 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.

	Budget 2011-12	Actual 2011-12	Budget 2012-13
Ordinary income/expense			
INCOME			
Contributed Income			
General Fund Donations	19,500	17,701	17,500
Restricted Donations			500
Total Contributed Income	19,500	17,701	18,000
Earned Income			
Registration Fees	106,286	109,075	116,556
Fee Refunds	-1,886	-6140	-6,500
Total Registration Fees	104,400	102,935	110,056
Mailing List Fees	1,500	801	750
Interest and Dividends	600	596	600
Other earned income		91	0
Total Earned Income	106,500	104,423	111,406
Merchandise Sales	500	655	0
RLSF Scholarships Given	12,000	12,772	10,000
Board Scholarships Given	1,200	1,145	1,000
Total Scholarships Given	13,200	13,917	11,000
Miscellaneous Income		724	0
Fundraising events	5,000	2,632	4,000
BESF Awards Given	500	1,000	500
Total Income	145,200	141,052	144,905
EXPENSE			
Bank Charges/Pay Pal	1,425	1,722	1,850
Communications: Internet, Webpage, Telephone	1,115	1,308	1,350
Event costs:			
Pride			550
Local Events			600
Cooks	7,860	7,884	8,112
Facility Rental	65,871	64,309	64,365
Food	15,720	14,441	16,224
Total Event costs	89,451	86,715	89,851
Contractors & Insurance	2,320	3,580	4,166
Office rental and Utilities	5,400	4,969	5,000
Payroll - salary	26,298	26,340	28,208
Payroll other: insurance, taxes etc.	8,828	8,413	8,819
Supplies: Gathering and Admin	3,000	1,752	2,050
BESF Disbursements	500	1,000	500
Postage, fees, licenses, printing, copying, travel, etc	3,650	3,149	3,100
Total Expenses	144,253	138,948	144,894
Net Income	947	2,104	11
Write-off multiple years unfunded scholarships		-6,751	
Net Income for IRS purposes		-\$4,647	

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.