

# The Billys

## Billy Foundation - Annual Report

Fiscal year: April 2012 — March 2013

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 some 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 Billys expanded to support the Generate Gathering 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, Ezra Cole – Treasurer, David Hedden, Jim Stockton, and Richard Ploe. During this year, Jim Hughson past on and David and Richard left the Board. In March, officers were selected with all current officers accepting another year of service. After the end of the fiscal year, Les Gurvitch joined the board.



Your 2012-13 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. 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)  
(Vacant) (May Day)  
Michael Towne (July 4<sup>th</sup>)  
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	Nick Gill and Ron Stein
4 <sup>th</sup> of July	Richard Applegate and Mark Hoffheimer
Labor Day	Sean Brient and Steve Rockwell
Halloween	Demian Quesnel and Scott Marley
New Year	Mike Eccles and Michael Towne
Mid - Winter	Ezra Cole and Ken Kunert

This past year we saw 1430 bed nights at our gatherings, compared with 1,284 bed nights\* in the previous year. We welcomed 51 new Billys to our gatherings and celebrated the return of 79 Billys that had been away for over a year. Why is this important? It is important because

growing our community creates vitality and the means to plan and secure future gatherings; attendance at our Gatherings stimulates the magic investment in our bigger selves. Your Board pays close attention to the balance and distribution of the costs and contributions of all of our energies, financial, volunteer and heart-space - the elements that makes gatherings juicy - and attendance numbers are a key mirror of this energy.

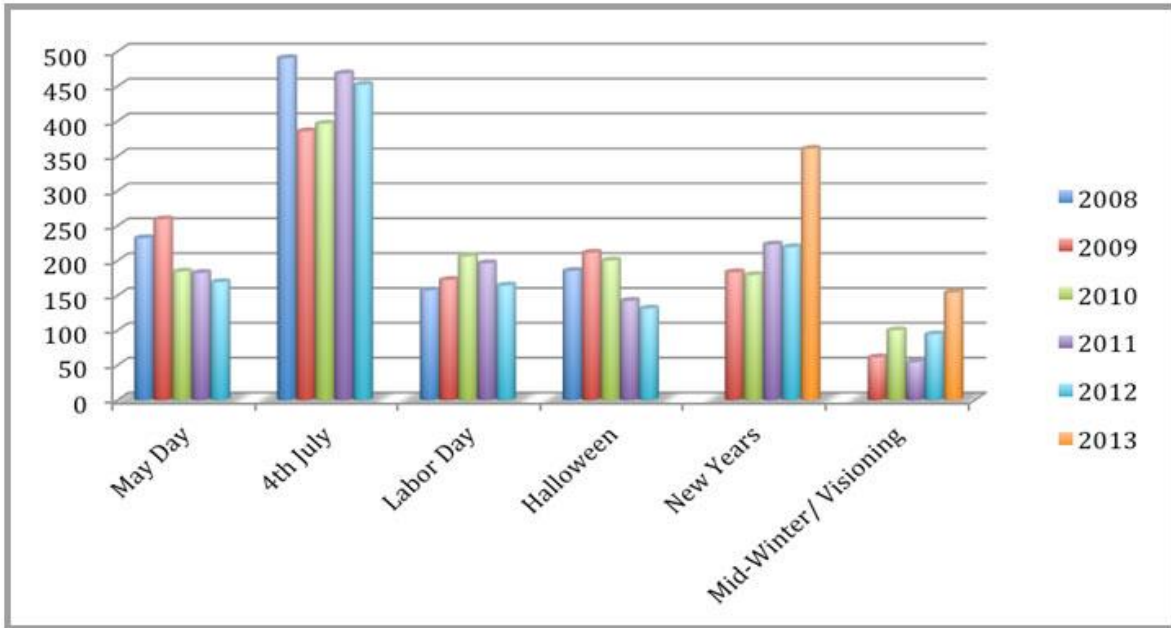
This table gives an overview of attendance at our gatherings for the past couple years as well as during this fiscal year.

<b>Actual Attendance</b>		
<b>Total Bed Nights *</b>	<b>Gathering</b>	<b>Year</b>
169	May Day	2012
182	May Day	2011
184	May Day	2010
259	May Day	2009
232	May Day	2008
452	4th July	2012
468	4th July	2011
396	4th July	2010
385	4th July	2009
490	4th July	2008
164	Labor Day	2012
196	Labor Day	2011
206	Labor Day	2010
172	Labor Day	2009
157	Labor Day	2008
131	Halloween	2012
142	Halloween	2011
200	Halloween	2010
211	Halloween	2009
185	Halloween	2008
360	New Year	2013
219	New Year	2012
223	New Year	2011
179	New Year	2010
163	New Year	2009
154	25 <sup>th</sup> Anniversary	2013
94	Mid-Winter	2012
54	Visioning	2011
100	Mid-Winter	2010
61	Visioning	2009

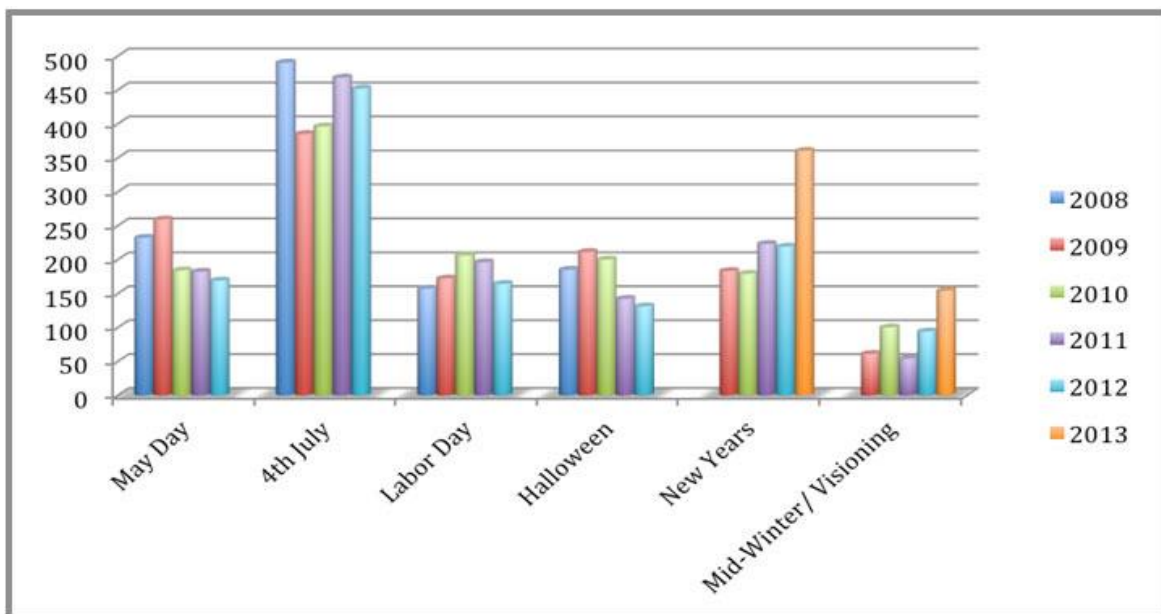
\* Since people attend gatherings for different lengths of time, this is our convenient unit for comparisons: 1 person stays 3 nights at a gathering = 3 Bed Nights; 1 person stays 1 night = 1 Bed Night.

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.

### Attendance by Calendar Year



### Attendance by Gathering



## 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 \$10,000 level, an 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. One hundred and two Billys requested some level of assistance to attend our gatherings and eighty nine scholarships were granted. 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 \$13,936. Over \$19,580 of scholarship funds were requested and \$14,789 was spent from the fund. The Billy Foundation spent \$858 from the General Funds to cover the lack of RLSF donations. These numbers vary from the requests for the reasons noted above.

**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 \$858 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.

## Your Participation Needed!

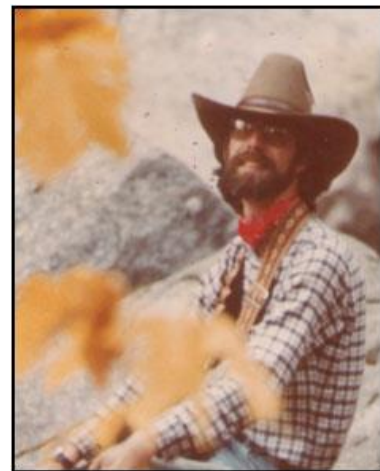
A personal message from the Board President, Ken Kunert

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 to 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. During each Gathering I experience the connection, support and strength that help make us a community. I witness the trust that comes as we speak our truths and watch the fears dissolve as each person shares in integrity. I experience again the truth that we only cry when there is someone to cry for. I enter a larger story; I get to hear the voice of others and to tell my story, our stories need to be told over and over; Billy magic happens as we do so.

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 direct experience of this incredible thing we continue to create for ourselves, 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. My message and request remains the same.



**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, 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. The average paid by Billys to attend Gatherings per night this year was \$93.92 while the actual cost per night to attend Gatherings was \$103.74 per night. It is clear that all of us depend on the generosity of Billys in making additional donations that support the entire community. 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 volunteers in activities like potlucks, garden parties and activities, 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.

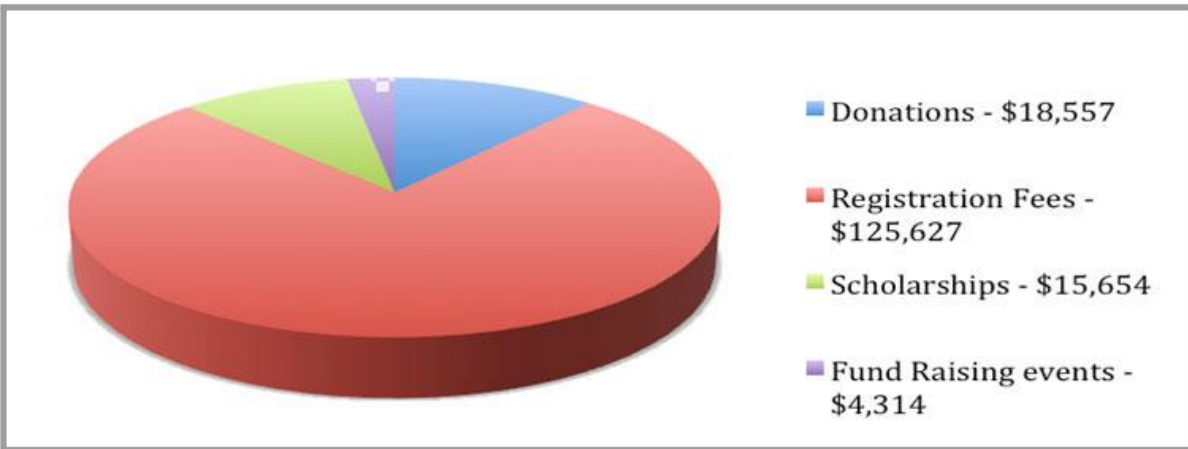
With a growing number of new attendees, and continued difficulty in meeting our funding goals, we have struggled to reign in costs and yet be committed to a budget simplicity that increases our overall capacity, while keeping the budget realistic and bottom-line break-even each year. During the next 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 2012-13	Actual 2012-13	Actual 2011-12
Ordinary income/expense			
<b>INCOME</b>			
Contributed Income			
General Fund Donations	17,500	18,057	17,701
Restricted Donations	500	500	
<b>Total Contributed Income</b>	<b>18,000</b>	<b>18,557</b>	<b>17,701</b>
Earned Income			
Registration Fees	116,556	125,627.50	109,075
Fee Refunds	-6,500	-6,119	-6,140
<b>Total Registration Fees</b>	<b>110,056</b>	<b>119,508.5</b>	<b>102,935</b>
Mailing List Fees	750	986	801
Interest and Dividends	600	585.39	596
Other earned income	0	0	91
<b>Total Earned Income</b>	<b>111,406</b>	<b>121,079.89</b>	<b>104,423</b>
Merchandise Sales	0	265	655
RLSF Scholarships Given	10,000	14,794	12,772
Board Scholarships Given	1,000	860	1,145
<b>Total Scholarships Given</b>	<b>11,000</b>	<b>15,654</b>	<b>13,917</b>
Miscellaneous Income	0	864	724
Fundraising events	4,000	4,313.87	2,632
BESF Awards Given	500	1,147.03	1,000
<b>Total Income</b>	<b>144,905</b>	<b>161,023.29</b>	<b>141,052</b>
<b>EXPENSE</b>			
Bank Charges/Pay Pal	1,850	1,831.67	1,722
Communications: Internet, Webpage, Telephone	1,350	1,262.72	1,308
Event costs:			
Pride	550	0	
Local Events	600	412.51	
Cooks	8,112	6,828.39	7,884
Facility Rental	64,365	69,802.72	64,309
Food	16,224	16,665.79	14,441
<b>Total Event costs</b>	<b>89,851</b>	<b>93,709.41</b>	<b>86,715</b>
Contractors & Insurance	4,166	4,373.45	3,580
Office rental and Utilities	5,000	5,072.52	4,969
Payroll - salary	28,208	26,208	26,340
Payroll other: insurance, taxes etc.	8,819	8,604.77	8,413
Supplies: Gathering and Admin	2,050	1,653.73	1,752
BESF Disbursements	500	1,147.03	1,000
Postage, fees, licenses, printing, copying, travel, etc	3,100	4,482.63	3,149
<b>Total Expenses</b>	<b>144,894</b>	<b>148,345.93</b>	<b>138,948</b>
<b>Net Income</b>	<b>11</b>	<b>12,677.36</b>	<b>2,104</b>
<b>Write-off multiple years unfunded scholarships</b>			<b>-6,751</b>
<b>Net Income for IRS purposes</b>			<b>-\$4,647</b>

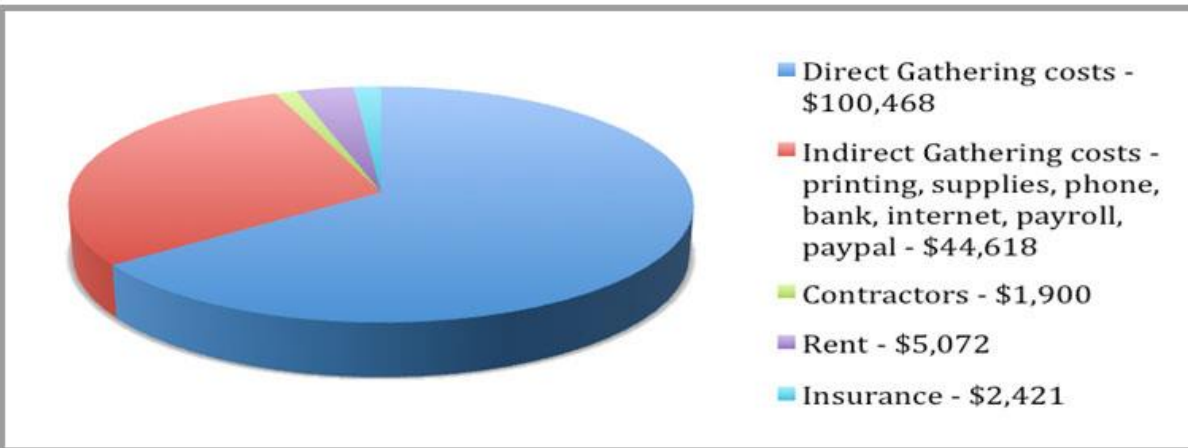
In order to further explain our income sources and expenses the following charts paint an additional picture of our fiscal status.



## Income



## Expenses



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.

Gratefully, Your Billy Board

Mike  
Ken

Uma  
Les

Egan