

Folsom Street East

Report of Revenue, Expenses and Donations for Fiscal Years 2009-2013

8 May 2014

About Folsom Street East

[Folsom Street East](#) is a 501(c)(3) nonprofit organization registered in the State of New York. We produce fundraising events serving the leather/fetish/kink community, the LGBT community and New York City at large.

Our biggest annual event is the Folsom Street East street festival, the largest outdoor fetish street festival on the East Coast, which brings thousands of sexy kinksters out onto the streets of New York City on a summer afternoon to celebrate sexual diversity and expression.

With your support, Folsom Street East has donated more than \$250,000 since the first street fair in 1997 to local community organizations, including our 2012 and 2013 beneficiaries:

[The Center: The Lesbian, Gay, Bisexual & Transgender Community Center](#)

[Housing Works](#)

[National Coalition for Sexual Freedom](#)

[The New York City Anti-Violence Project](#)

2014 Board Members

Matt Johnson, *chair*

Gary Martin, *president*

Ray Poulin, *secretary*

Dick DeWilde, *treasurer*

Dave Hughes, *at-large*

Doc Hoskins, *at-large*

Luis Velazquez, *at-large*

2013 Board Members

Fil Vocasek, *chair*

Gary Martin, *president*

Ray Poulin, *secretary*

Dick DeWilde, *treasurer*

Doc Hoskins, *at-large*

Luis Velazquez, *at-large*

Matt Johnson, *at-large*

A Letter from the Incoming Board Chair

Folsom Street East was the first pride event I ever attended back in 1999, and it has remained one of the high points of my social calendar ever since. I've been involved in the fair in one capacity or another for most of its history, and for most of my own history as an out kinky gay man. When I was invited to join the board in late 2012, I naturally jumped at the chance. So you can imagine my disappointment in joining the board's decision to cancel last summer's street fair.

The cancellation of the 2013 fair urged along some thoughtful conversations already going on among the board members about the community we serve. We spent our efforts during the 2013 pride season getting to know you better. Over 400 of you responded to our online community survey, a new thing for Folsom East and a rarity within leather/fetish/kink communities. The data we gathered about you is helping shape a host of new initiatives to keep you better informed about the work we do and the organizations we support.

The anonymous survey data has also been shared with the Leather Archives & Museum in Chicago, so that researchers and community leaders around the globe can benefit from what we've learned. Big thanks to Rick Storer and all at the Archives for their support, and to all of you who participated for contributing your time and your feedback.

Other, less fortunate events last summer were a strong reminder of how essential our beneficiaries are to the health of New York's community. At the moment when we were celebrating our fellow New Yorker Edie Windsor's watershed civil rights victory in Washington, our sense of security here at home was challenged by a string of bias attacks, some culminating in deadly violence.

Despite full legal recognition of our relationships, we still need resources to protect ourselves, our neighbors, and the ones we love from harm. The LGBT Community Center, the Anti-Violence Project, Housing Works, and the National Coalition for Sexual Freedom are among a host of organizations which help to provide these services, and our support of them is as essential now as it was back when I attended my first Folsom Street East fifteen years ago. I'm proud to say that, with your help, Folsom Street East has been able to grant these groups over \$75,000 in our last three fiscal years.

Just as essential to our well-being are places to gather and celebrate our vital sexual culture. In 2013, we partnered with a number of local businesses who produced a leather bar crawl, a tea dance, and a play party in support of our beneficiaries. A huge thanks to the Eagle NYC, Julius', Stonewall, Ty's, Rockbar, and Paddles for helping further our cause this past year. We welcome opportunities to partner with sponsors on other events going forward; send email to info@folsomstreeteast.org and let us know what you have in mind.

Last but certainly not least among our gathering places, the street fair will return to Chelsea in June 2014. Preparations are already well underway. I couldn't be prouder to be supporting the team that's bringing it back, but I'm proudest of all of you. Your time, energy and enthusiasm are what makes the fair not only possible but sexy and fun, and what keeps New York the raw, weird, wonderful place we call home. If you want to have a hand in the 2014 street fair, shoot a message to volunteers@folsomstreeteast.org.

Yours in brotherhood, in service, and in gear,

Matt Johnson, Board Chair, Folsom Street East

Fiscal Year Balances

	Mar 09 - Feb 10	Mar 10 - Feb 11	Mar 11 - Feb 12	Mar 12 - Feb 13	Mar 13 - Feb 14	Mar 14 - Feb 15	Total
Revenue	49,529	69,587	72,613	80,923	2,404	32	275,089
Expense	7,290	73,816	71,908	70,464	9,771	1,103	234,352
Net	42,238	(4,229)	705	10,459	(7,366)	(1,071)	40,736

Folsom Street East, Inc. Event Year Revenue, Expenses & Donations

As of April 15, 2014

	2009	2010	2011	2012	2013	2014	Total
Revenue	46,910	67,438	74,110	84,167	2,237	233	275,095
Expenses	171	45,530	47,641	49,092	8,732	4,116	155,283
Donations		24,540	24,520	26,900	2,900	209	79,069
Net	46,739	(2,632)	24,000	1,124	(22,145)	(6,342)	40,743

Expenses as
% of Revenue See Note 1 68% 64% 58% See Note 2 See Note 3

Donations 24,540 24,520 26,900 2,900 209 79,069

Donations as
% of Revenue

	36%	33%	32%
2010-2012 Revenue			225,715
2010-2012 Donations			75,960
% of revenue donated			34%

Note 1: Funds received from GMSMA.

Note 2: 2013 event canceled due to construction on street. Expenses include continued community donations, pre-cancellation marketing and event costs, and overhead, e.g., tax preparation and storage.

Note 3: 2014 street fair will be held on June 22. Expenses to date include marketing, event costs and overhead.

Expense 171.48 70,070.35 50,110.81 83,042.39 24,382.22 6,574.92 234,352.17