

Folsom Street East, Inc.

Report of Revenue, Expenses and Donations for Fiscal Year 2017

9 May 2018

About Folsom Street East

Folsom Street East celebrates and inspires participation and pride in fetish, kink, and LGBTQ communities through the creation of safe spaces for public expression of our sexual identities. Folsom Street East promotes and provides grants to other nonprofit organizations serving these communities.

With your support, Folsom Street East has granted over \$125,000 since 2009 to local community organizations, including our 2017 beneficiaries:

[Iris House](#)

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

[Queer Detainee Empowerment Project](#)

Folsom Street East, Inc. is a 501(c)(3) nonprofit organization registered in the State of New York.

2018 Board Members

Robert Lopez, *president*

Witti Repartee, *vice president*

Rudy Flesher, *secretary*

Dick DeWilde, *treasurer*

Q Darkwolf, *at-large*

Ed Davis, *at-large*

Andrew Harwin, *at-large*

Matt Johnson, *at-large*

Heysha Nameri, *at-large*

Dax Volpe, *at-large*

2017 Board Members

Matt Johnson, *president*

Robert Lopez, *vice president*

Rudy Flesher, *secretary*

Dick DeWilde, *treasurer*

Ed Davis, *at-large*

Heysha Nameri, *at-large*

Marie Gagnon, *at-large*

Andrew Harwin, *at-large*

Witti Repartee, *at-large*

Letter from the President

You did it again! With your support, our 2017 giving set a record two years running. And it couldn't have come at a better time: with bias violence, health care disparities, and threats of detention and deportation on this rise, your gifts to Iris House, New York City Anti-Violence Project (AVP), and Queer Detainee Empowerment Project (QDEP) are changing and saving lives, in addition to being the best twentieth anniversary present ever.

It is with regret that we accepted the resignation of Marie Gagnon in 2017; we thank her for her service to the organization. On a brighter note, we are happy to welcome two new board members: Dax Volpe and Q Darkwolf.

On behalf of the entire board and our volunteers: we look forward to welcoming you home on Sunday, June 17th! Here's to another twenty years of Sex, Love, Unity, Trust and Safety.

Sincerely,

Robert Lopez
President, Folsom Street East, Inc.

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

As of February 28, 2018

| | 2013 | 2014 | 2015 | 2016 | 2017 | Since Inception 2009 |
|------------------------------|------------|------------|------------|------------|--------|----------------------|
| Revenue | 2,237 | 58,882 | 53,413 | 89,554 | 76,904 | 568,154 |
| Expenses | 8,732 | 43,790 | 45,207 | 41,042 | 46,445 | 350,164 |
| Donations | 2,900 | 14,550 | 500 | 20,677 | 25,570 | 140,050 |
| Net Income | (9,395) | 542 | 7,706 | 27,835 | 4,889 | 77,940 |
| Expenses as % of Revenue | See Note 1 | 74% | 85% | 46% | 60% | 62% |
| Donations as % of Revenue | See Note 1 | 25% | 1% | 23% | 33% | 25% |
| | | See Note 2 | See Note 2 | See Note 3 | | |

Note 1: 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 2: Event hours shortened by NYC resulting in approximately a 25% reduction in revenue.

Note 3: Event hours restored plus admission fee increase (after nearly 20 years) resulting in approximately an 87% increase in revenue. Donations budgeted to increase in 2017.