

Folsom Street East, Inc.

Report of Revenue, Expenses and Donations for Fiscal Year 2016

11 April 2017

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 \$100,000 since 2009 to local community organizations, including our 2016 beneficiaries:

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

[Visual AIDS](#)

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

2017 Board Members

Matt Johnson, *president*

Robert Lopez, *vice president*

Rudy Flesher, *secretary*

Dick DeWilde, *treasurer*

Ed Davis, *at-large*

Andrew Harwin, *at-large*

Marie Gagnon, *at-large*

Heysha Nameri, *at-large*

Witti Repartee, *at-large*

2016 Board Members

Matt Johnson, *chair*

Dave Hughes, *president*

Robert Lopez, *secretary*

Dick DeWilde, *treasurer*

Rudy Flesher, *at-large*

Marie Gagnon, *at-large*

Gary Martin, *at-large*

Josh Parkin-Ring, *at-large*

Paul Phillips, *at-large*



Letter from the President

2016 was a triumphant year Folsom Street East. With your enthusiastic participation in our nineteenth annual street festival, we set a new record for revenue generation and were able to fulfill our 2015 pledge to our beneficiaries, the New York City Anti-Violence Project (AVP) and Visual AIDS, with our largest gift to date. AVP generously acknowledged our two-decade partnership by honoring us at their annual [Community Heroes Awards](#). And to our knowledge, 2016 marks the first time a sitting United States Senator has purchased a Folsom Street East t-shirt.

However, as is so often the case, our triumph was born out of tragedy and loss. Our 2016 festival theme, HEROES, was originally intended as an homage to our lost queer idols, notably Bowie and Prince, as well as everyday heroes like you who have sustained us through the past twenty years. On the Sunday before the festival, our choice of theme took on a deeper poignancy as we learned of the attack on the Pulse nightclub in Orlando. Even as our global community was plunged into grief, we were consumed with putting the finishing touches on the street festival, determined that the party would go on, in honor of those who died and in defiant celebration of those of us who have survived so much.

A new administration in Washington is determined to visit different orders of violence upon us, and we know that the work we do is more critical now than at any time in our history. Our community has labored in the shadow of existential threats before; through mobilizing to meet them, we have emerged stronger than ever. In our twentieth anniversary year, Folsom Street East is resolved to direct our giving to and train a light on organizations serving New York's fetish/kink, LGBTQ and HIV-affected communities which are most vulnerable to changes taking place at the federal level. We take care of our own, and that means all of you.

It is with regret that we accepted the resignations of Dave Hughes and Josh Parkin-Ring in 2016; we thank them for their service to the organization. On a brighter note, we are happy to welcome four new board members: longtime volunteer and organizer Andrew Harwin; emcee, chanteuse, and staunch supporter Wittie Repartee; bootblack community champion Ed Davis; and photographer Heysha Nameri (check out her photo spread from our 2016 event in [The Advocate](#)).

On behalf of the entire board and our volunteers: thank you for twenty years of support, discovery, thrills, affection and hope. We look forward to welcoming you home on Sunday, June 18th!

Sincerely,

Matt Johnson

President, Folsom Street East, Inc.

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

As of February 29, 2016

	2012	2013	2014	2015	2016	Since Inception 2009
Revenue	84,167	2,237	58,882	53,413	89,554	476,737
Expenses	49,092	8,732	43,790	45,207	41,042	286,485
Donations	26,900	2,900	14,550	500	20,677	114,613
Net Income	8,174	(9,395)	542	7,706	27,835	75,639
Expenses as % of Revenue	58%	See Note 1	74%	85%	46%	60%
Donations as % of Revenue	32%	See Note 1	25%	1%	23%	24%
			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 lengthened plus adjustment to admission resulting in approximately an 87% increase in revenue. Donations budgeted to increase in 2017.