



ANNUAL REPORT 2020



In memory of Peter A. Salsbury



D.C. Blues Society, Inc.

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www.dcb Blues.org

Dear D.C. Blues Society members, supporters, and aficionados:

2020 began with so much promise. The months since March of 2020 devastated countless lives, institutions and organizations, not only in the Blues community. As many are aware, on September 20, 2021, Pete Salsbury, President of the DC Blues Society passed after a long and difficult battle with Covid-19. Pete's family, and so many people he touched in the local blues community will miss this very special person. This Annual Report is the result of a comprehensive strategy undertaken by the Board of Directors since June of 2020, the success of which would not have been possible without Pete's leadership and support.

We wanted to provide an Annual Report for 2020 once we completed review of our books and records. As part of this process, we retained an accounting firm to help us reconcile finances going back to January, 2019, develop a chart of accounts, and file a detailed 2020 IRS Form 990-EZ. This has been done. We want to share the accomplishments of the organization and provide transparency.

From March, 2020, through June, 2021, DCBS had to cancel all planned events - events that provided over 50% of our pre-pandemic revenue sources. Nevertheless, the Board was able to tighten controls over expenditures, keep more money in the bank, and invest in the improvement of business operations. As a result, we entered the second half of 2021 well positioned to host live, in-person events, including free outdoor concerts with The Nighthawks and Linwood Taylor in Fort Reno Park, the free annual DC Blues Festival at the Wunder Garten, where we presented King Solomon Hicks, Robbin Kapsalis and Vintage 18, the Linwood Taylor Band and J.P. Reali. We also look forward to resuming our 1st Sunday Blues Jams at Post 41 on December 5th. Lastly, we are thrilled to be sending Carly Harvey's Kiss & Ride and Danny Garrett and Sam O'Hare to Memphis for the International Blues Challenge in January, 2022.

Thanks to this time of rebuilding, we are in a position to host some killer events in 2021.

We thank you for your continued support of the D.C. Blues Society, live music, and our mission to keep the Blues alive.

D.C. Blues Society, Inc. is a non-profit corporation organized under the laws of the District of Columbia and is a tax-exempt organization under section 501(c)(3) of the Internal Revenue Code.



D.C. Blues Society, Inc.

	2019	2020
Revenue Sources		
Donations		
Individual Donations	3,673.00	3,425.00
Donations by Directors	100.00	1,250.00
Corporate & Foundation Gifts	2,500.00	2,269.00
Amazon Smile and Paypal Giving	97.03	190.00
Total All Donations and Gifts	\$ 6,370.03	\$ 7,134.00
Program Revenues		
College Park Blues Festival Contract	8,000.00	-
Ticket Sales From Concert & Events	5,985.00	4,150.00
Membership Dues	9,826.17	6,845.00
Sales of Merchandise	2,319.92	435.00
Advertising Revenue	480.00	240.00
Vendor Fees (CPBF)	680.00	-
Total Program Revenues	\$ 27,291.09	\$ 11,670.00
Raffles & Auctions		
Raffles	1,360.50	124.00
Sale of Donated Items	762.00	295.00
Total Raffles & Auctions	\$ 2,122.50	\$ 419.00
Total Revenue	\$ 35,783.62	\$ 19,223.00
Expenses		
Merchandise Purchases	1,625.50	978.00
Charitable Contributions By DCBS to Others	262.50	-
Blues Foundation Grants (HART Fund)	205.00	390.00
Grants to Performers for IBC	2,000.00	-
Event Production Expenses		
Rent of Event Facilities	3,615.00	1,200.00
Other Event Facility Fees	540.00	-
Payments to Performers	11,125.00	1,500.00
Sound & Production	3,775.00	-
Hospitality	1,584.86	563.62
ASCAP/BMI Royalties	147.48	63.74
ASCAP/BMI Annual License Fees	86.79	140.67
Insurance - Special Event Coverage	-	-
Newsletter Printing	2,864.82	396.75
ConstantContact- E Blasts	585.00	548.10
Newsletter Postage	85.20	57.40
Total Event Production Expenses	\$ 24,409.15	\$ 4,470.28

Operating Expenses

Accounting & Financial Services	-	-
Legal Services	-	348.00
Government Permits, Taxes & Licenses	-	420.00
Postage	606.22	47.18
Bank Fees and Charges	347.08	229.50
Software subscriptions	211.73	302.12
Supplies	208.63	362.90
Organizational dues/fees (Blues Foundation, etc.)	125.00	125.00
Internet Hosting and Email	470.74	216.24
Rent of PO Box	206.00	216.00
Insurance - CGL - BOP	1,722.17	1,342.50
Insurance - Directors and Officers	-	-
Office Rent	-	-
Meals & Entertainment	167.08	57.37
Parking	4.00	37.75

Total Operating Expenses

\$	4,068.65	\$	3,704.56
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Purchases of Equipment & Materials

Purchases of Equipment (Music & Backline)	770.34	-
Purchase of Other Equipment	-	479.12

Total Purchases of Equipment & Materials

\$	770.34	\$	479.12
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Total Expenditures

\$	31,715.64	\$	9,043.96
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Net Operating Revenue

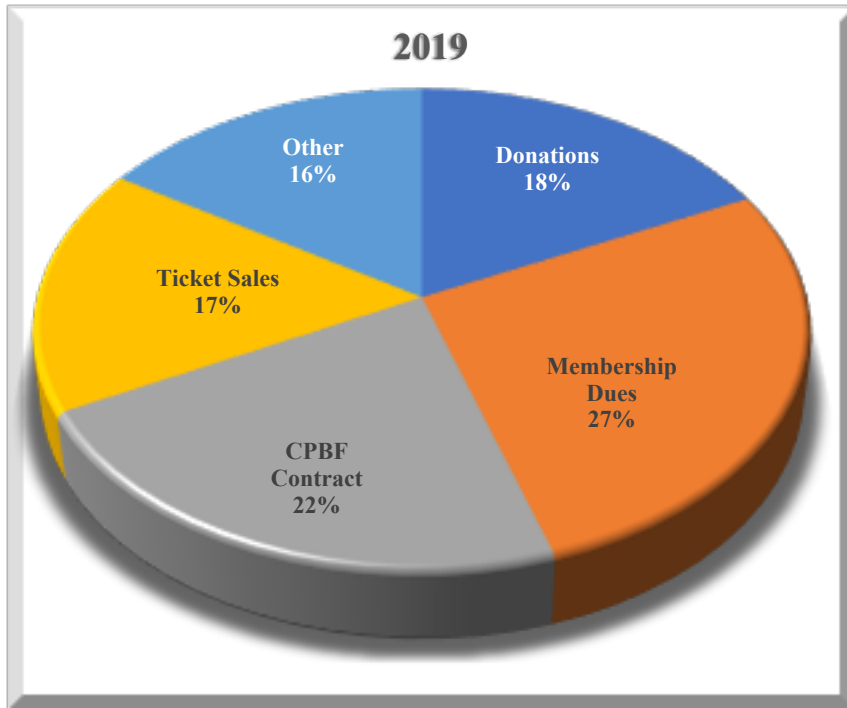
\$	2,442.48	\$	9,201.04
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Balance Sheet

	2019	2020
ASSETS		
Checking Account	22,488.42	32,234.55
PayPal	1,305.12	960.03
Savings	13,653.71	13,653.71
Cash on hand- Petty Cash	200.00	-
Total Assets	\$ 37,647.25	\$ 46,848.29
LIABILITIES AND EQUITY		
Liabilities	-	-
Opening Balance Equity	35,204.77	35,204.77
Retained Earnings	-	2,442.48
Net Revenue	2,442.48	9,201.04
Total Equity	\$ 37,647.25	\$ 46,848.29
TOTAL LIABILITIES AND EQUITY	\$ 37,647.25	\$ 46,848.29

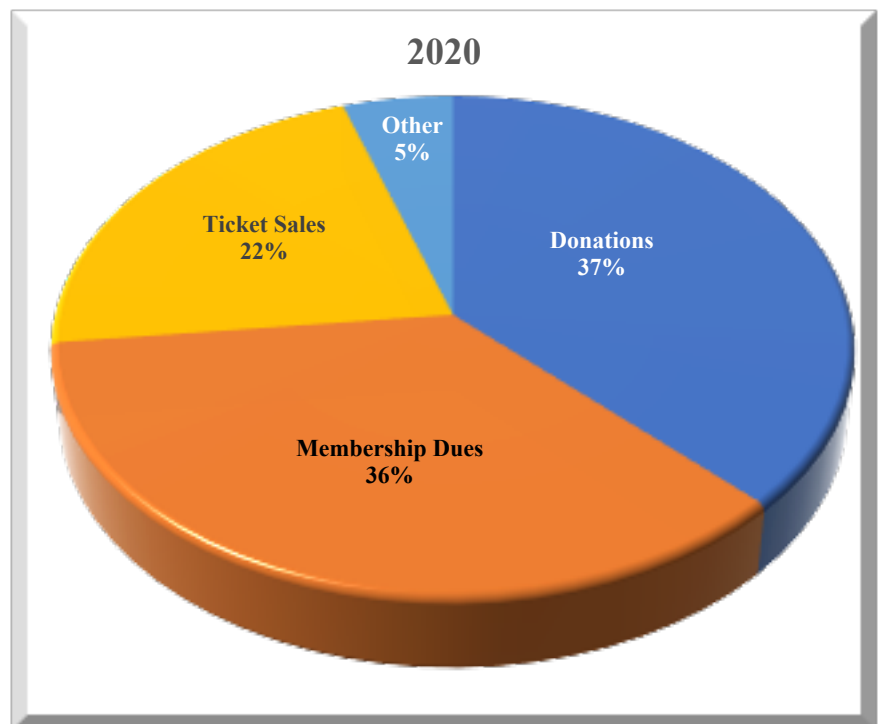


2019 and 2020 - Comparison of Revenue Sources.



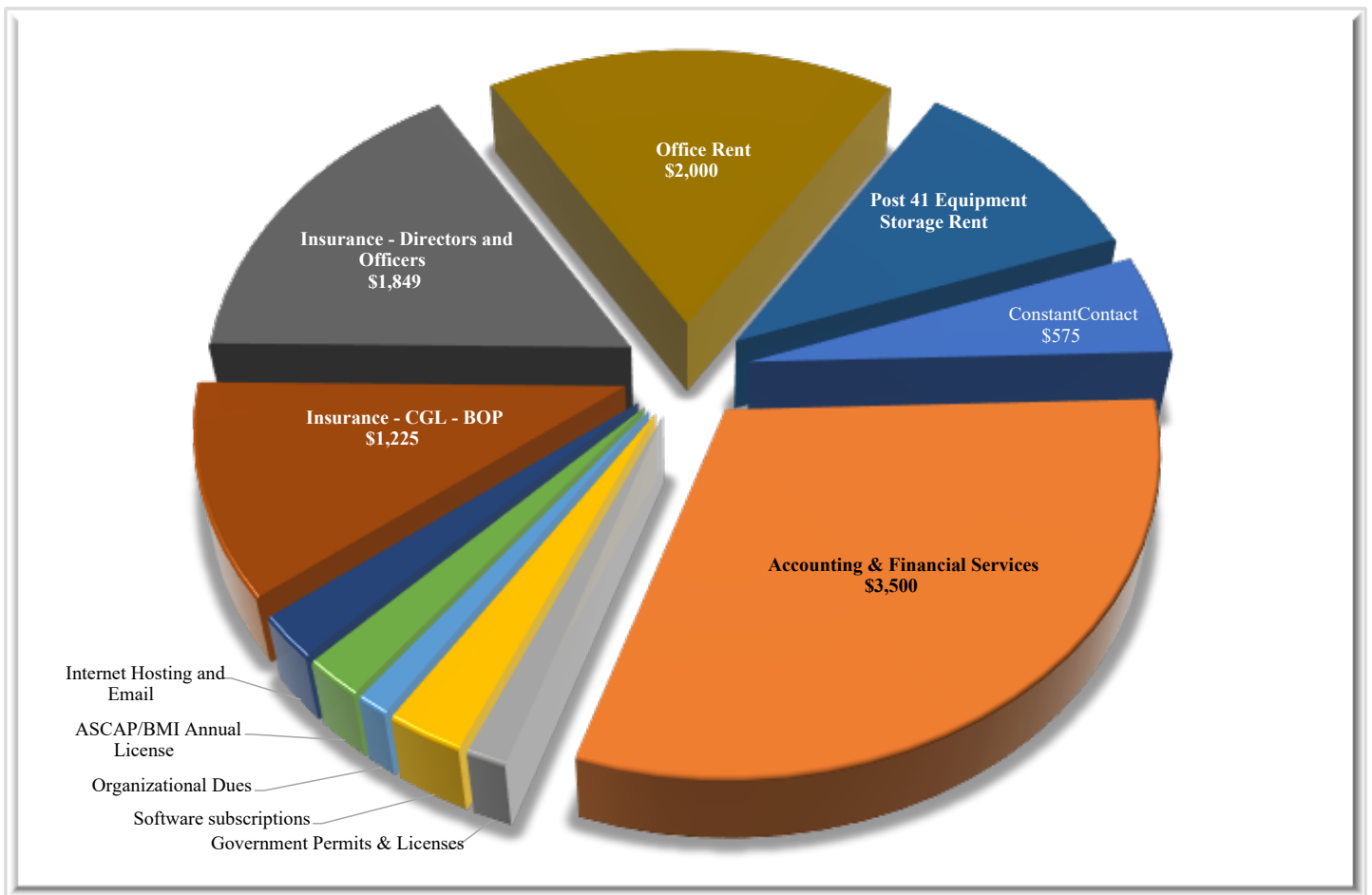
Until 2019, DCBS organized and promoted the annual College Park Blues Festival, traditionally held each November, pursuant to a contract with the City of College Park. The Board is uncertain whether this arrangement will be available, post pandemic.

In 2020, DCBS lost events which, in 2019, constituted over 50% of the DCBS revenue sources (CPBF, NYE Gala, Ticketed Concerts, etc.).





2021 - Currently Projected DCBS Operational & Administrative Expenses



This chart illustrates the breakdown of what DCBS currently estimates as the annual cost of "keeping the doors open," so to speak. We currently project an annual operational budget of approximately \$11,000 per year. This is before we rent a room for a free blues jam, secure a live venue, or otherwise hire performers.

Our Mission

D.C. Blues Society, Inc. ("DCBS"), founded in 1987 as a non-profit corporation organized under the laws of the District of Columbia, and also qualified to do business in Maryland. Through the dedication of its volunteers, members and contributors, DCBS is dedicated to keeping the blues music traditions of the Washington, DC area alive through live performances, outreach and education. DCBS is also an Affiliate of The Blues Foundation, an international organization formed to preserve blues heritage, celebrate blues recording and performance, expand worldwide awareness of the blues, and ensure the future of the uniquely American art form. Funding for DCBS comes from membership dues, private donations, sponsorships, grants and merchandise, advertising and event ticket sales.



Donate



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