



**Board Meeting Minutes** (Approved 10/3/23 by the FSGW Board of Directors)

**BOARD MEETING – September 5, 2023**

Charlie Pilzer called the meeting to order at 8:00 PM as an online Zoom meeting. Quorum (at least 8) was established.

**Attendees Present:**

Charlie Pilzer, *President*  
Jamie Platt, *Vice President*  
Caroline Barnes, *Dance*  
Will Strang, *Past Treasurer*  
Jim McRea, *Publications*  
Alyssa Hemler, *Secretary*  
Chris Lindsay, *Programs*  
Lucia Schaefer, *At-Large*  
David Shewmaker, *Membership* (until 10:02pm)  
Lynn Bayer, *At-Large*  
Jackie Hoglund, *Treasurer*  
Lynn Baumeister, *At-Large*

**Guests:**

Dana Best  
Mo Brachfeld (office staff)  
Fred Stollnitz  
Tim Livengood  
Jane Gorbaty (joined 8:19pm)

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**Approval of Minutes:**

- MOTION: To approve Minutes from the August 1, 2023 Board Meeting
  - Vote: Jamie Platt moved, Caroline Barnes seconded
  - Jackie Hoglund abstained
  - Resolved: The minutes of the August 1, 2023 meeting are approved and entered into the Society records

**REPORTS:**

**President's Report and State of FSGW:**

- FY2024 began on September 1<sup>st</sup>.
- FSGW has transitioned to Quick Books Online. It is now very easy to review income and expenses. Charlie outlined the preliminary income and expense totals for FY2023.

**Treasurer's Report:**

- FSGW's reserves are up this month. Jackie's time has been spent primarily on putting together the budget for FY2024.

**Office Report:**

- Mo has taken over sending the weekly ECD email blasts in addition to their normal duties of managing the website, social media and general eblast. They are also working on cleaning up contact records in the Wild Apricot database.
- Charlie Pilzer is pursuing a lead on hiring a second administrator.

**OLD BUSINESS:****COVID Review:**

- Anecdotally, there seem to me more cases around but there is no way to track cases anymore.
- There have still been very few cases related to FSGW events. While there have been some reports of positive tests after Friday night dances, there have not been multiple reports within 1-2 days of any one event.

**Concerts:**

- Chris has agreed to pay Focus Music \$100 to support their show next week at the Lyceum. In turn Focus will offer FSGW members a discount.
- There are two cosponsored shows in September. Vidar Skrede, is playing a house concert and Jocelyn Pettit and Ellen Gira will be playing at the Lyceum in Alexandria.
- Two co-sponsored shows are in the works for October. October 29<sup>th</sup> Cillian Vallely and friends will be playing at the Lyceum. This is co-sponsored with Traditional Music in Alexandria City. On October 17<sup>th</sup> Genticorum is playing at Phyllis Derrick's house in Silver Spring.
- Julie Henigan is likely playing a house show in late October, and will be publicized in the FSGW newsletter but is not technically cosponsored.
- A virtual show is in the works for November with Native American performers.
- A holiday show on December 18<sup>th</sup> is in the works with Karen Ashbrook, Paul Oorts, and Andrea Hoag, and will likely be in Silver Spring. This will be cosponsored and FSGW will pay for sound support. Chris is working to get a discounted rate for FSGW members.

**Dances:**

- The Labor Day Social Dance Showcase was well-attended despite the heat. A lot of people who aren't experienced dancers attended. FSGW had fliers on hand and it was a good publicity opportunity.
- The family dance has been renamed to the barn dance. The hope is to attract a wider range of ages. All communications and publicity are being updated with the new name.
- The Silver Spring dance is in a different location this month - Seekers Church. The talent for that series is booked through the end of the year.
- Contrastock is coming up on October 15<sup>th</sup>. The biggest priority right now is publicity.
- Cat Tucker is the chair of the New Year's Eve dance which is fully booked except for a sound tech. Charlie Pilzer will reach out to Cat. Publicity will be ramping up soon with the goal of getting more attendees than last year.

**Getaway:**

- 123 people are registered including 85 fully paid attendees. Dean anticipates they will break even or make money.

- The committee is working on finalizing all of the logistics with the venue.
- Next year's venue is unknown so it is difficult to create a budget.
- The current organizing committee chairs, Dean and Carly, would like to hand over leadership responsibilities to someone else for next year. Ideally a replacement is identified before this year's event.

#### **WFF**

- FSGW and GEPPAC completed the post-festival reconciliation. GEPPAC will reimburse FSGW about \$7000.
- There is no update about a 2024 festival.

#### **Play Day Square Dance:**

- The talent is booked for this event and it will be advertised in the eblast and upcoming newsletter.

#### **NEW BUSINESS:**

##### **Membership:**

- As Membership Chair, David Shewmaker would like the organization to think critically about the pros and cons of the current FSGW member structure, recognizing that a change to the membership structure would require the bylaws to be updated.
- David will spearhead an end-of-year fundraising campaign including setting up a timeline and drafting a letter.
- David would like to reach out to our constituent groups to understand what they see as the value of FSGW.

##### **Takoma Park Old Time Jam:**

- The Takoma Park Old Time Jam is looking for a new venue. Some options include the School of Musical Traditions and Rocklands Winery.

##### **Rocklands Farm Winery:**

- Rocklands Farm Winery wants to have an evening dance (5-8pm) as part of their upcoming Fall Festival on October 29th. Jonathan Vocke has asked FSGW to help with advertising the event and to provide matching funds of \$375 to pay musicians. This is a good publicity opportunity.
  - **MOTION:** *David Shewmaker moved, Jim McRea seconded, to appropriate \$375 to cosponsor a dance at the Rocklands Farm Winery Fall Festival. Motion approved with one abstention (Will Strang).*

**Budget Discussion:**

- The finance committee held a meeting to discuss FSGW's financial situation.
- Treasurer Jackie Hoglund presented a draft FY2024 budget and walked the board through each element and asked for input and edits. There will likely be additional minor edits presented at the October board meeting.
- This is a big transition year with many large one-time expenses. Jackie does not see any way around approving an unbalanced budget right now.
- FSGW has healthy reserves so the organization will survive if this unbalanced budget is realized, but it is not a sustainable model.
- The board brainstormed ideas for increasing fundraising and making up the budget deficit.
  - **MOTION:** *Will Strang moved, Jim McRea seconded, to adopt the FY2024 version 2 budget. Approved unanimously.*

**Meeting Adjourned at 10:33 pm.**

- Jackie Hoglund moved, Will Strang seconded.

Next meeting will be Tuesday, October 3rd at 8pm on Zoom.

# Appendix I: Treasurer's Report: FY2023 P&L

## Folklore Society of Greater Washington

Profit and Loss  
September 2022 - August 2023

|                                  | TOTAL               |
|----------------------------------|---------------------|
| Income                           |                     |
| 1 Program Income                 |                     |
| Attendee Revenue                 | 137,754.31          |
| Crafts, Food, Items              |                     |
| Item Sales                       | 602.00              |
| Food Sales                       | 95.00               |
| T-Shirt/CD Sales                 | 814.00              |
| <b>Total Item Sales</b>          | <b>1,511.00</b>     |
| <b>Total Crafts, Food, Items</b> | <b>1,511.00</b>     |
| <b>Total Attendee Revenue</b>    | <b>139,265.31</b>   |
| Dances                           | 237.48              |
| Donations                        | 48,243.42           |
| Friends of the Festival          | 17,035.00           |
| <b>Total Donations</b>           | <b>65,278.42</b>    |
| Equipment Rents                  | 350.00              |
| Grants                           | 11,950.00           |
| <b>Total 1 Program Income</b>    | <b>217,081.21</b>   |
| 2 Admin Income                   |                     |
| Investment Income                |                     |
| Dividend Income                  | 10,492.62           |
| <b>Total Investment Income</b>   | <b>10,492.62</b>    |
| Membership Dues                  | 15,765.00           |
| Membership Dues - Paper Mailing  | 1,460.00            |
| <b>Total Membership Dues</b>     | <b>17,225.00</b>    |
| Sponsorships/Adverts             | 280.00              |
| <b>Total 2 Admin Income</b>      | <b>27,997.62</b>    |
| <b>Total Income</b>              | <b>\$245,078.83</b> |
| <b>GROSS PROFIT</b>              | <b>\$245,078.83</b> |
| Expenses                         |                     |
| 1 Program Expense                |                     |
| Artist Pay                       | 86,315.93           |
| Equip Rent/Maint                 | 360.00              |
| Equipment Rental                 | 5,937.50            |
| <b>Total Equip Rent/Maint</b>    | <b>6,297.50</b>     |
| Equipment Purchase/Maintenance   | 573.08              |
| Miscellaneous                    | 2,783.78            |
| Operations                       | 769.06              |
| <b>Total Miscellaneous</b>       | <b>3,552.84</b>     |
| Sound Technician                 | 12,316.83           |

# Folklore Society of Greater Washington

## Profit and Loss

September 2022 - August 2023

|                                 | TOTAL               |
|---------------------------------|---------------------|
| Supplies/Food/Hosp              | 3,284.50            |
| Food Services                   | 120.00              |
| Hospitality Reimbursements      | 102.51              |
| Inventory Costs                 | 439.00              |
| <b>Total Supplies/Food/Hosp</b> | <b>3,946.01</b>     |
| Travel/Transport                | 16,356.33           |
| Travel - Mileage/Reimbursement  | 160.00              |
| <b>Total Travel/Transport</b>   | <b>16,516.33</b>    |
| Venue Rental                    | 53,288.00           |
| Facility Fee                    | 877.50              |
| <b>Total Venue Rental</b>       | <b>54,165.50</b>    |
| <b>Total 1 Program Expense</b>  | <b>183,684.02</b>   |
| 2 Admin Expense                 |                     |
| Bank & Service Charge           | 4,243.00            |
| Charitable Donations            | 2,400.00            |
| Equipment Rent/Maint            | 2,962.48            |
| Free Concerts                   | 650.00              |
| Free Dances                     | 1,920.00            |
| Mailings/Postage                | 7,133.45            |
| Admin Postage                   | 19.80               |
| <b>Total Mailings/Postage</b>   | <b>7,153.25</b>     |
| Other Costs                     |                     |
| Election Ballots, Etc           | 120.00              |
| Supplies                        | 400.79              |
| <b>Total Other Costs</b>        | <b>520.79</b>       |
| Outreach                        | 375.00              |
| Professional Fees               |                     |
| Administrative Services         | 13,976.17           |
| Bookkeeping/Audit               | 4,950.00            |
| Data Entry/Membership           | 2,000.00            |
| Graphic Design Svcs             | 5,488.00            |
| <b>Total Professional Fees</b>  | <b>26,414.17</b>    |
| Publicity/Printing              | 6,667.34            |
| Event Publicity                 | 5,763.05            |
| <b>Total Publicity/Printing</b> | <b>12,430.39</b>    |
| <b>Total 2 Admin Expense</b>    | <b>59,069.08</b>    |
| <b>Total Expenses</b>           | <b>\$242,753.10</b> |
| NET OPERATING INCOME            | <b>\$2,325.73</b>   |
| NET INCOME                      | <b>\$2,325.73</b>   |

## Appendix II: FY2024 V2 Budget and Notes

| 2024 Budget V2 - Approved 9/5/2023         | 1. New Years Eve Contra   | 2. Weekly Contra  | 4. ContraStock                              | 5. Hashdance Weekend             | 6. Spring Ball English       | 7. Weekly English         | 8. Barn Dance  | 10c. Silver Spring Contra Monthly  | 11. Concerts  | 12. Grapevine                                      | 13c. Schweinhaut Song   | 15. Getaway Weekend  | 16. Mid-Winter Festival                          | 17. Washington Folk            | 18. FSGW Admin   | 19. Membership  | 20. Publications   | 21. Publicity & Marketing        | Total FSGW |                |
|--|---|---|---|----------------------------------|------------------------------|---------------------------|--|--|---|--|-------------------------|--|--|--------------------------------|--|---|--|----------------------------------|------------|----------------|
| <b>Program Income \ Budget source &gt;</b> | 2023 Actuals (Talk with Cat)                                      | 2023 Actuals  | 2023 Actuals                                | 2023 Actuals                     | 2023 Actuals                 | 2023 Actuals              | 2023-06 BoD Meeting  | 2023 Actuals   | 2023 Actuals  | 2023-08 BoD Meeting                                | Fred Stolnitz           | FY2023 YTD   | TBD  | TBD                            | Actuals + Finance committee + 2023-08 BoD Meeting                            | 2023 Actuals + Finance committee  | 2023 Actuals   | 2023 Actuals + Finance committee |            |                |
| Attendee Revenue                           | 3100  | 78,340  | 7,130                                       | 13,000                           | 3,230                        | 15,840                    | 0  | 7,200  | 2,100   |  | 0                       | 30,000   |  |                                |  |   |  |                                  |            | 159,940        |
| Crafts, Food, T-Shirt/CD                   |   |   | 590   | 780                              |                              | 40                        |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 1,410          |
| Donations                                  |   | 500   |   |                                  | 40                           | 1,560                     | 1,000  |  | 500   | 6,000  |                         |  |  |                                | 23,000   |   |  | 0                                |            | 32,600         |
| Grants                                     |   |   |   |                                  | 2,700                        |                           |  | 1,750  |   |  |                         |  |  |                                |  |   |  |                                  |            | 4,450          |
| Sponsorship                                |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 0              |
| Advertisement from others                  |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   | 65   |                                  |            | 65             |
| <b>Total Program Income</b>                | <b>3,100</b>  | <b>78,840</b>   | <b>7,720</b>                                | <b>13,780</b>                    | <b>5,970</b>                 | <b>17,440</b>             | <b>1,000</b>   | <b>8,950</b>   | <b>2,600</b>  | <b>6,000</b>                                       | <b>0</b>                | <b>30,000</b>  | <b>0</b>   | <b>0</b>                       | <b>23,000</b>  | <b>0</b>  | <b>65</b>  | <b>0</b>                         | <b>0</b>   | <b>198,465</b> |
| <b>Admin Income</b>                        |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            |                |
| Invest Income                              |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 1,880  |   |  |                                  |            | 1,880          |
| Membership Dues                            |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  | 16,000  | 1,430  |                                  |            | 17,430         |
| Equipment Rental                           |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 0              |
| <b>Total Admin Income</b>                  | <b>0</b>  | <b>0</b>  | <b>0</b>                                    | <b>0</b>                         | <b>0</b>                     | <b>0</b>                  | <b>0</b>   | <b>0</b>   | <b>0</b>  | <b>0</b>   | <b>0</b>                | <b>0</b>   | <b>0</b>   | <b>0</b>                       | <b>1,880</b>   | <b>16,000</b>   | <b>1,430</b>   | <b>0</b>                         | <b>0</b>   | <b>19,310</b>  |
| <b>Total Income</b>                        | <b>3,100</b>  | <b>78,840</b>   | <b>7,720</b>                                | <b>13,780</b>                    | <b>5,970</b>                 | <b>17,440</b>             | <b>1,000</b>   | <b>8,950</b>   | <b>2,600</b>  | <b>6,000</b>                                       | <b>0</b>                | <b>30,000</b>  | <b>0</b>   | <b>0</b>                       | <b>24,880</b>  | <b>16,000</b>   | <b>1,495</b>   | <b>0</b>                         | <b>0</b>   | <b>217,775</b> |
| <b>Program Expense</b>                     |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            |                |
| Artist Pay                                 | 1,200   | 39,250  | 3,600                                       | 7,200                            | 1,205                        | 10,980                    | 3,300  | 6,640  | 4,600   | 4,000  | 2,400                   |  |  |                                |  |   |  |                                  | 0          | 84,375         |
| Equipment Rental/Maintenance               |   |   |   |                                  |                              | 400                       |  |  |   |  |                         |  |  |                                | 2,400  |   |  |                                  |            | 2,800          |
| Miscellaneous                              |   | 2,450   |   |                                  |                              |                           |  |  |   |  |                         | 200  |  |                                |  |   |  |                                  |            | 2,650          |
| Sound Technician/Tech Support              | 300   | 7,350   | 670   | 1,210                            | 325                          |                           | 1,100  | 1,360  | 450   | 1,000  |                         |  |  |                                |  |   |  |                                  |            | 13,765         |
| Supplies / Food / Hospitality              | 390   |   | 240   | 1,080                            | 230                          | 240                       |  | 0  | 310   |  |                         | 500  |  |                                |  |   |  |                                  |            | 2,990          |
| Travel / Transport                         | 150   |   |   |                                  |                              | 10                        |  |  |   |  |                         | 1,500  |  |                                |  |   |  |                                  |            | 1,660          |
| Venue Rental                               | 3,450   | 24,410  | 1,830                                       | 3,320                            | 3,600                        | 7,800                     | 1,100  | 2,500  | 2,500   | 1,000  |                         | 23,872   |  |                                |  |   |  |                                  |            | 75,382         |
| <b>Total Program Expense</b>               | <b>5,490</b>  | <b>73,460</b>   | <b>6,340</b>                                | <b>12,810</b>                    | <b>5,360</b>                 | <b>19,430</b>             | <b>5,500</b>   | <b>10,500</b>  | <b>7,860</b>  | <b>6,000</b>                                       | <b>2,400</b>            | <b>26,072</b>  | <b>0</b>   | <b>0</b>                       | <b>2,400</b>   | <b>0</b>  | <b>0</b>   | <b>0</b>                         | <b>0</b>   | <b>183,622</b> |
| <b>Admin Expense</b>                       |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            |                |
| Bank & Service Charge                      |   | 1,700   | 210   | 410                              |                              | 370                       |  | 145  | 25  | 236  |                         |  |  |                                | 1,250  |   |  |                                  |            | 4,346          |
| Charitable Donations to Others             |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 2,900  |   |  |                                  |            | 2,900          |
| Depreciation                               |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 0              |
| Dues & Memberships to Others               |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 500  |   |  |                                  |            | 500            |
| Election Costs                             |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 180  |   |  |                                  |            | 180            |
| Fundraising                                |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 0              |
| Insurance                                  |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 1,075  |   |  |                                  |            | 1,075          |
| Outreach                                   |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 1,125  |   |  |                                  |            | 1,125          |
| <b>Professional Fees</b>                   |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 0              |
| Accounting/Audit                           |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 6,000  |   |  |                                  |            | 6,000          |
| Administrative Services                    |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 20,880   |   |  |                                  |            | 20,880         |
| Bookkeeping                                |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 9,000  |   |  |                                  |            |                |
| Graphic Design Services                    |   |   | 120   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   | 8,400  |                                  |            | 8,520          |
| Legal                                      |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 0  |   |  |                                  |            | 0              |
| Technical Support                          |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 4,250  |   |  |                                  |            | 4,250          |
| <b>Total Professional Fees</b>             |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            |                |
| Publicity (advertising to others)          | 75  |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 75             |
| Printing                                   |   |   |   |                                  | 200                          |                           |  |  |   |  |                         |  |  |                                |  |   |  |                                  |            | 3,840          |
| Mailing & Postage                          |   |   |   |                                  |                              |                           |  |  |   |  |                         | 200  |  |                                |  |   |  |                                  |            | 6,600          |
| Website Migration                          |   |   |   |                                  |                              |                           |  |  |   |  |                         |  |  |                                | 10,000   |   |  |                                  |            | 10,000         |
| <b>Total Admin Expense</b>                 | <b>75</b>   | <b>1,700</b>  | <b>330</b>                                  | <b>410</b>                       | <b>200</b>                   | <b>370</b>                | <b>0</b>   | <b>145</b>   | <b>25</b>   | <b>236</b>   | <b>0</b>                | <b>200</b>   | <b>0</b>   | <b>0</b>                       | <b>57,160</b>  | <b>0</b>  | <b>18,840</b>  | <b>0</b>                         | <b>0</b>   | <b>70,691</b>  |
| <b>Total Expense</b>                       | <b>5,565</b>  | <b>75,160</b>   | <b>6,670</b>                                | <b>13,220</b>                    | <b>5,560</b>                 | <b>19,800</b>             | <b>5,500</b>   | <b>10,645</b>  | <b>7,885</b>  | <b>6,236</b>                                       | <b>2,400</b>            | <b>26,272</b>  | <b>0</b>   | <b>0</b>                       | <b>59,560</b>  | <b>0</b>  | <b>18,840</b>  | <b>0</b>                         | <b>0</b>   | <b>263,313</b> |
| <b>Net Income</b>                          | <b>-2,465</b>   | <b>3,680</b>  | <b>1,050</b>                                | <b>560</b>                       | <b>410</b>                   | <b>-2,360</b>             | <b>-4,500</b>  | <b>-1,695</b>  | <b>-5,285</b>   | <b>-236</b>  | <b>-2,400</b>           | <b>3,728</b>   | <b>0</b>   | <b>0</b>                       | <b>-34,680</b>   | <b>16,000</b>   | <b>-17,345</b>   | <b>0</b>                         | <b>0</b>   | <b>-45,538</b> |
| <b>Notes:</b>                              | Lower attendance than expected in 2022. 2024 contact: Cat Tucker. | 50 dances, 100 paid, \$15 each. Artists: 4 * 150. Sound: 150. Venue: 25% income + 0.25/dancer | Confirm with Caroline, Penelope and Alyssa. | Confirm with Penelope and Alyssa | Ask Bob Hershler for contact | Confirm with Bob Hershler | 12 dances. Artists: \$200 band, \$100 caller, \$100 sound. Venue \$100. Consider grants... | 12 dances, 60 dancers, \$15 public, \$12 FSGW, assume 50/50, Carpe Diem grant for venue, split the net | 2023 comments: 5 live & 4 Zoom events, artist pay 2 perfs @ 250 guarantee, except 1500 for windborne. 60 attendees @ 20 member, 25 public | Artist guarantee: 9 * 2 * 250 and \$100 venue fee. | Artist: \$200 per event | We paid West River \$2,534 for 9/29-10/2/2023, + \$1850 already paid. Total fee: \$23872. \$6956 due on 7/1/2023 | No live MiniFest in 2023, none planned for 2024. | No current plans for WFF 2024. | office pay: 12 mo * 60 hrs * \$29/hr. WA cost: 4250/yr. storage rent: 200/mo | End of year letter & email should push event restart and renew membership | graphic design: 2024: 11 issues * \$750, \$150 base fee + \$25 per page 2023: \$100 base fee plus \$18 per page. |                                  |            |                |
| <b>Income Overhead Rate (15% or 0)</b>     | 0.15  | 0.15  | 0.15  | 0.15                             | 0.15                         | 0.15                      | 0.15   | 0.00   | 0.15  | 0.15   | 0.00                    | 0.15   | 0.00   | 0.00                           | 0.00   | 0.00  | 0.00   | 0.00                             | 0.00       | 1.50           |
| <b>Overhead on Total income</b>            | 465   | 11,826  | 1,158                                       | 2,067                            | 896                          | 2,616                     | 150  | 0  | 390   | 900  | 0                       | 4,500  | 0  | 0                              | 0  | 0   | 0  | 0                                | 0          | 24,968         |
| <b>Net Income after Overhead</b>           | <b>-2,930</b>   | <b>-8,146</b>   | <b>-108</b>                                 | <b>-1,507</b>                    | <b>-486</b>                  | <b>-4,976</b>             | <b>-4,650</b>  | <b>-1,695</b>  | <b>-5,675</b>   | <b>-1,136</b>                                      | <b>-2,400</b>           | <b>-772</b>  | <b>0</b>   | <b>0</b>                       | <b>-34,680</b>   | <b>16,000</b>   | <b>-17,345</b>   | <b>0</b>                         | <b>0</b>   | <b>-70,506</b> |

| Section | 2024 Budget changes  | Comment  |
|---------|--|--|
| 8       | Motion on 6/6/2023: to make Family Dances free to attendees beginning June 11th, 2023.   | 2024 budget updated to show \$0 for attendance |
| 12      | Change "12. StoryTelling (Grapevine)" to "12. Grapevine"   | Explain to Leslie                              |
| 12      | Motion on 8/1/2023: to authorize Grapevine for \$5000 of commitments over a projected 10 shows in the fiscal year 2024 budget  |  |
| 12a     | Create new category "12a. Storytelling"  | Explain to Leslie                              |
| 17      | <p>No WFF planned for next year, so budget is currently zero. For reference, here are the motions from the 5/2023 board meeting for the 2023 WFF:</p> <p>MOTION: To approve an expenditure and contract of up to \$12,000 for tents for the 2023 Washington Folk Festival.<br/> Moved by Will Strang, seconded by Lucia Schaefer; Passed unanimously.</p> <p><input type="checkbox"/> MOTION: To approve an expenditure and contract of up to \$16,500 for buses for the 2023 Washington Folk Festival.<br/> Moved by Will Strang, seconded by Stephen Winick; Passed unanimously.</p> <p><input type="checkbox"/> MOTION: To approve an expenditure and contract of up to \$6,000 for use of Glen Echo park, to cover GEPPAC site expenses for the 2023 Washington Folk Festival.<br/> Moved by Will Strang, seconded by Stephen Winick; Passed unanimously.</p> <p><input type="checkbox"/> MOTION: To approve an expenditure of up to \$3,500 for use of Glen Echo park, to cover Program Book printing expenses for the 2023 Washington Folk Festival.<br/> Moved by Will Strang, seconded by David Shewmaker; Passed unanimously.</p> <p><input type="checkbox"/> MOTION: To approve an expenditure and contract of up to \$2,500 for parking management for the 2023 Washington Folk Festival.</p> |  |
| 18      | Motion on 8/1/2023: to allocate our traditional stage sponsorship of the Abbott stage at the 9/10/23 Takoma Park Folk Festival in the amount of \$500 cash in the FY24 budget  |  |
| 18      | Motion on 8/1/23: to allocate \$750 in the FY 24 budget to fund dancing at Play Day in Takoma Park on September 23   |  |
| 18      | Professional Fees: Indented the categories and renamed them  |  |
| n/a     | <p>Motions from 4/2023 Board meeting (already included in 2023 v8 budget)</p> <ul style="list-style-type: none"> <li>- moving up to \$25,000 from our reserves to our operating accounts</li> <li>- to be a sponsor of the Gala in the Park event by paying \$2400 for a table</li> <li>- to allocate \$200 under Concert Publicity for fiscal year 2023 for publicity expenses by Liz Milner</li> <li>- to increase the insurance line in our FSGW Administration budget from \$900 to \$1075 for FY2023</li> </ul>   |  |
| All     | See comments embedded in fields and the notes at the bottom of each column for more info.  |  |