



# 2010 Annual Report



# ARCHIE EDWARDS BLUES HERITAGE FOUNDATION

*Preserving the memory of Archie Edwards  
and carrying on his educational mission to keep the Piedmont blues alive*

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Archie is in the house.

In 2010, we installed a museum nook honoring Archie Edwards in the Foundation's current location in Riverdale, Maryland. The cover of this annual report shows a portion of the nook, including the centerpiece photograph of Archie Edwards (by M.Colella), which was prepared for display by Paul Kennedy. The museum makes available to the public photographs and memorabilia of the Alpha Tonsorial Palace (the original Archie's Barbershop) including Archie's barber chair, some of the original cabinets and of course, the ash trays. It was a different time. We have more artifacts of the old barbershop and are considering ways to increase the material on display.

Fitting out the museum nook was part of a larger effort to make better use of the space at 4701 Queensbury Rd. Under Willie Leebel's leadership, a crew of volunteers made substantial improvements throughout the space. In addition, with help from a grant from the Anacostia Trails Heritage Area, Inc. and equipment donated by Gina DeSimone, we now have a stage with a decent sound system for concerts and workshops and the potential for making recordings.

The Saturday jam continues to thrive, with 20 or more people participating on a typical jam day. This success brings with it a challenge, however. Jams should be a rewarding experience for everyone -- beginner to accomplished player. The Piedmont blues we are dedicated to preserving and teaching is difficult to master, and its delicate finger -style guitar is not well suited to a large jam session. To help address this, we offer Piedmont picking practices every Saturday and take time during the jams to showcase the advanced Piedmont players who drop in. Other styles of blues are easier to play and more adaptable to large groups. The jams provide plenty of opportunity for everyone to join in the fun. As part of our educational mission, we try to foster a quality jam by encouraging jammers to learn how to listen and to develop good jam etiquette. However, we also strive to have an open and encouraging music community -- and having a good time jam without too many rules is part of that. And so, we continue to discuss ways to guide the jam.

The Archie Edwards Blues Heritage Foundation exists to promote and preserve acoustic blues, especially the Piedmont style of which Archie was a master. We preserve the legacy of that earlier time when music was something friends made with and for each other, and when the natural way of learning was to sit and listen, and try to follow the elders. The best music is the music you make in a community. As heirs to that treasure, we can only hope to pass it on.

*The Archie Edwards Blues Heritage Foundation is a non-profit District of Columbia Corporation and is a tax exempt organization under section 501(c)(3) of the Internal Revenue Service.*

## Workshops, Performances, and Other Programs

In addition to weekly picking practices and jams, and monthly open mics & songwriting workshops at the AEBHF space in Riverdale  
(Unless identified as a Guest Artist, individuals identified are Jambassadors, i.e. barbershop jam regulars.)

01/02/10	Holiday party and fund raiser at the AEBHF space
01/19/10	Concert, Armed Forces Retirement Home (Maureen Andary and Ian B Walters)
01/23/10	Bones making workshop at AEBHF Space (Jim Lande)
02/13/10	Harmonica workshops, beginning and intermediate, at the AEBHF space (Phil Wiggins)
02/16/10	Concert, Armed Forces Retirement Home (Mike Gorham, David Jackson, David Oziel, Miles Spicer)
02/21/10	Slide guitar workshop, guest artist Scott Ainsley at the AEBHF space
02/27/10	Songwriting workshop, guest artist Gaye Adegbalola at the AEBHF space
02/27/10	Concert, guest artist Gaye Adegbalola at the AEBHF space
03/07/10	Concert, guest artist Paul Geremia at the AEBHF space
03/14/10	Guitar workshop, guest artist Andy Cohen at the AEBHF space
03/16/10	Concert, Armed Forces Retirement Home (Pearl Bailes & Eleanor Ellis)
04/13/09	Concert, DC Veterans Hospital (David Bird, Lande, Cecil O'Neal)
04/17/10	Bones making workshop at AEBHF Space (Lande)
04/18/10	Concert, Armed Forces Retirement Home (Johny Grave, Andary)
05/02/10	Ukulele workshop, guest artist Del Ray at the AEBHF space
05/16/10	Performance Glassworks (Bird, Lande, Willie Leebel, Scott Mitchell)
05/18/10	Concert, Armed Forces Retirement Home (guest artist Anthony Emerson with Bird, Lande)
05/27/10	Performance, Prince Georges Historical Society at Darnell's Chance Mansion (Bird, Donna Fletcher, Lande, Leebel, Spicer)
06/06/10	Performance, Folklore Society of Greater Washington's 29th Annual Folk Festival (Mike Baytop & Lande, hosts; jam regulars)
06/10/10	Concert, Living Wages (Bird, Lande, Geoff Seals)
06/12/10	Concert, guest artist Steve James at the AEBHF space
06/13/10	Guitar workshop, guest artist Steve James at the AEBHF space
06/13/10	Jam, Tinner Hill Blues Festival at Bangkok Blues (jam regulars)
06/15/10	Concert, Armed Forces Retirement Home (Stacy Brooks with Andary, Bird, Lande)
06/21/10	Country blues guitar workshop, guest artist Mary Flower at the AEBHF space
06/26/10	Concert, guest artist Ernie Hawkins at the AEBHF space
06/27/10	CAGED blues guitar system workshop, guest artist Ernie Hawkins, at the AEBHF space
07/20/10	Concert, Armed Forces Retirement Home (The Social Ramble, guest artist Goldie, O'Neal)
08/17/10	Concert, Armed Forces Retirement Home (guest artist Daryl Davis with Jay Summerour)
09/04/10	Performance, DC Blues Society festival at Carter Barron -- (Bird, Kevin Farrell, Jackson, Lande, Bob Rychlik)
09/11/10	Concert, Lee District Park (Tom Cox, Rick Franklin, guest artists Rodger Hart and Rick Usilton)
09/17/10	Performance, Accokeek Foundation (Bird, Lande, Spicer)
09/21/10	Concert, Armed Forces Retirement Home (guest artists Dr. Feelgood and Scott Chadwick with Gorham, Jackson, Oziel)
09/25/10	Harmonica repair class, guest artist Howard Ehrenfed, at the AEBHF space
09/26/10	Performance, Eastern Market Music Series (Tom Cox, Fletcher, Lande, David Rothman, Sheryl Sears, Walters, others)
10/02/10	Harmonica workshop, intermediate, at the AEBHF space (Phil Wiggins)
10/09/10	Performance and jam at the River House Blues & BBQ Festival (Carl Aiyeola, Gina DeSimone, Fletcher, Dennis Herndon, Leebel, Pat Quinn)
10/15/10	Harmonica workshop, intermediate, at the AEBHF space (Phil Wiggins)
10/19/10	Concert, Armed Forces Retirement Home (guest artists The Grateful Feds)
10/29/10	Harmonica workshop, intermediate, at the AEBHF space (Phil Wiggins)
11/06/10	Guitar repair workshop.at the AEBHF space
11/13/10	Harmonica workshop, intermediate, at the AEBHF space (Phil Wiggins)
11/16/10	Concert, Armed Forces Retirement Home (guest artists Clarence Turner and Stephan Termese, with Gorham, Jackson, Lande, Spicer)
11/20/10	Harmonica workshop, intermediate, at the AEBHF space (Phil Wiggins)
12/04/10	Holiday party and fund raiser at the AEBHF space
12/07/10	CFC Fundraising Concert, U.S. Marshals Service (Bird, Jackson, Lande)
12/09/10	Concert, Living Wages (Bird, Lande, Seals)

## Archie Edwards Blues Heritage Foundation

Sources and Applications of Funds	2006	2007	2008	2009	2010
<b>Sources of Funds</b>					
Donations by directors	\$1,215	\$2,763	\$1,954	\$3,947	\$2,365
Donations at fundraising events	600	540	146	35	508
Other donations	2,194	11,694	2,944	5,957	6,246
In-kind donations of qualifying services	2,100	2,050	2,025	2,675	0
Total Donations	6,109	17,046	7,068	12,614	9,119
Ticket sales to AEBHF fundraising events	909	840	810	0	0
Ticket sales to AEBHF concerts & workshops	0	2,390	450	4,370	3,494
Total ticket sales for AEBHF events	909	3,230	1,260	4,370	3,494
Appearance fees for outside events	2,750	5,250	2,150	3,200	2,250
Sale of Donated Items (e.g. Silent Auction)	0	0	0	69	2,053
Sale of CDs & other items	2,216	3,227	1,477	1,886	812
Collections for Augusta: tuition & room deposits 2/ Sub-rental	4,860	9,340	8,720	7,295	8,470
Interest	0	1,000	0	0	0
Private and Government grants	4	11	7	4	1
Total	1,000	4,500	0	0	1,650
Total	\$17,848	\$43,604	\$20,682	\$29,438	\$27,849
<b>Uses of Funds: Expenses</b>					
<b>Fundraising</b>					
Salaries & benefits	\$0	\$0	\$0	\$0	\$0
Contract services	\$0	\$0	\$0	\$0	\$0
Mailouts & phone banks	\$0	\$0	\$0	\$0	\$0
Rental space for fundraising events	\$0	\$0	\$0	\$0	\$0
Payments to director performers 3/ Payments to other performers & sound techs 3/ Imputed in-kind expense of performers & sound	\$0	\$0	\$0	\$0	\$0
Hospitality expense at fundraising events	\$750	\$252	\$500	\$0	\$0
Public relations and advertising	\$0	\$66	\$0	\$30	\$35
Other fundraising expenses	\$0	\$165	\$0	\$0	\$0
Total fundraising Expense	\$0	\$100	\$0	\$0	\$0
Total fundraising Expense	\$750	\$583	\$500	\$30	\$35
<b>Program Expenses</b>					
Jam, workshop & performance space					
Rent	\$4,400	\$14,400	\$1,500	\$5,500	\$6,000
Gas, water, electricity, trash	\$756	\$1,555	\$205	\$1,755	\$1,262
Furniture & equipment	\$0	\$164	\$0	\$916	\$2,201
Maintenance & piano tuning	\$105	\$165	\$185	\$1,465	\$75
Honoraria for hosting jams	\$150	\$700	\$350	\$0	\$0
Other expense such as cleaning supplies	\$0	\$0	\$0	\$120	\$0
Total jam, workshop & performance space expense	\$5,411	\$16,984	\$2,240	\$9,756	\$9,539
Performances and workshops					
Payments to director-performers 3/ Payments to other performers / sound 3/ Imputed in-kind expense of performers & sound	\$733	\$450	\$685	\$279	\$0
Hospitality	\$1,343	\$2,154	\$990	\$3,686	\$3,295
Touring, travel, lodging & meals	\$1,350	\$1,950	\$1,425	\$2,575	\$0
Other incl. equipment rental	\$0	\$0	\$184	\$344	\$395
Total performance and workshop expense	\$0	\$0	\$0	\$0	\$9
Total performance and workshop expense	\$3,426	\$4,554	\$3,284	\$6,884	\$3,699
Historic Collection					
Acquisition & conservation	\$0	\$777	\$50	\$0	\$97
Moving & storage	\$0	\$55	\$2,503	\$525	\$0
Production & exhibition costs	\$0	\$0	\$0	\$229	\$262
Management & other costs	\$0	\$51	\$0	\$0	\$0
Total historic collection expense	\$0	\$883	\$2,553	\$754	\$359
Conference and training					
Tuition & room deposits for Augusta Heritage Blues Week	\$5,225	\$8,975	\$8,720	\$7,270	\$8,455
Other	\$0	\$0	\$0	\$0	\$0
Total Conference and training expense	\$5,225	\$8,975	\$8,720	\$7,270	\$8,455
Grants					
Costs of evaluating grants	\$0	\$0	\$0	\$0	\$0
Grants (primarily Augusta Youth Scholarship Fun	\$230	\$190	\$375	\$1,200	\$370
Total Grants	\$230	\$190	\$375	\$1,200	\$370
Total Program Expense	\$14,292	\$31,586	\$17,172	\$25,864	\$22,422

**Expenses - continued****Cost of goods sold**

Cost of goods sold	\$231	\$3,903	\$200	\$862	\$149
Commissions	\$0	\$0	\$0	\$0	\$0
<u>Total cost of goods sold</u>	<u>\$231</u>	<u>\$3,903</u>	<u>\$200</u>	<u>\$862</u>	<u>\$149</u>

**Depreciation**

\$0	\$0	\$0	\$0	\$0
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**Bad Debts**

\$0	\$0	\$0	\$0	\$0
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**G&A**

Insurance	\$1,092	\$1,096	\$1,117	\$1,182	\$1,181
Salaries & benefits for administration	\$0	\$0	\$0	\$0	\$0
Telephone for normal operations	\$236	\$737	\$294	\$151	\$131
Internet costs incl. in-kind	\$0	\$0	\$0	\$0	\$0
Dues to other organizations and subscriptions to periodicals	\$0	\$0	\$0	\$0	\$0
Postage and PO Box costs	\$74	\$183	\$14	\$46	\$92
Printing	\$0	\$19	\$0	\$0	\$127
Bank fees & Paypal charges	\$17	\$86	\$13	\$129	\$41
Imputed cost of in-kind legal & accounting services	\$0	\$100	\$100	\$100	\$0
Supplies & other administrative	\$0	\$261	\$80	\$454	\$196
<u>Total G&amp;A</u>	<u>\$1,419</u>	<u>\$2,482</u>	<u>\$1,618</u>	<u>\$2,061</u>	<u>\$1,768</u>

Total Expenses	\$16,692	\$38,553	\$19,490	\$28,817	\$24,374
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**Accrued revenue and expense for Augusta**

Tuition & Room deposits due to Augusta	0	0	0	0	0
Amounts paid to Augusta not yet received	0	0	0	0	0
<u>Net payables &amp; receivables for Augusta</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>

<b>Net Profit or Loss</b>	\$1,156	\$5,051	\$1,192	\$621	\$3,475
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**Other Sources and Uses of Funds: Capital Expenditures, Deposits and insurance**

Real Estate	0	0	0	0	0
Leasehold Improvements	0	0	0	0	0
Deposits and prepaid expense	0	0	0	700	0
Net Insurance payments (Payments to reserve minus expense)	223	(110)	149	91	100
Unreimbursed cash expenditures	0	0	0	0	853

<b>Imputed Change in Cash Position</b>	\$933	\$5,162	\$1,043	(\$170)	\$4,228
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**Balance Sheet**

	12/31/06	12/31/07	12/31/08	12/31/09	05/12/10
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**Assets 3/**

Checking & Paypal	\$4,665	\$9,816	\$10,603	\$10,429	\$14,656
Building fund (interest bearing deposit)	3,419	3,425	3,682	3,687	3,688
Real Estate and Leasehold Improvements	0	0	0	0	0
Refundable deposits (gas & electric)	0	0	0	700	700
Balance of insurance reserve account	276	165	314	406	506
Accounts receivable: Augusta payments outstanding	0	0	0	0	0
<u>Total</u>	<u>\$8,360</u>	<u>\$13,407</u>	<u>\$14,600</u>	<u>\$15,221</u>	<u>\$19,549</u>

**Liabilities**

Tuition & deposits owed to Augusta	0	0	0	0	0
Other Liabilities incl. unreimbursed cash outlays	0	0	0	0	853

<b>Net Equity</b>	\$8,360	\$13,407	\$14,600	\$15,221	\$18,696
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<b>Change in Equity</b>	\$1,156	\$5,047	\$1,193	\$622	\$3,475
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Cross-check: actual cash vs imputed	\$0	(\$4)	\$1	\$1	\$0
Cross-check: change in equity vs profit/los	\$0	(\$4)	\$1	\$1	\$0

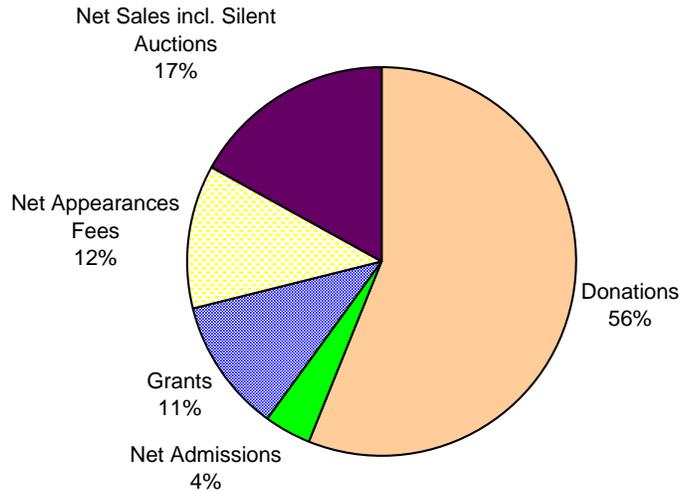
1/ Donation and rent reflect actual receipts and outlays. For analytical purposes, both totals for 2007 could be reduced by \$5,400, reflecting donations by the owner of 2007 Bunker Hill, NE, which we leased through 2007.

2/ The portion of checks received for Augusta Blues and Swing Week that represents a donation are included with donations. Some of these donations were designated for the Augusta Heritage Youth Scholarship Fund. Such amounts also are included as grant outlays. The remainder, represents tuition, room deposits, and refunds if any. Receipts from students are matched by an account payable until tuition actually is remitted. Once tuition is paid, the books show a receivable if students have not yet paid.

3/ Payments to performers can occur at both AEBHF events and outside events. At many AEBHF concerts, and workshops, performers got 80% of ticket sales. Payments associated with outside events generally come out of appearance fees.

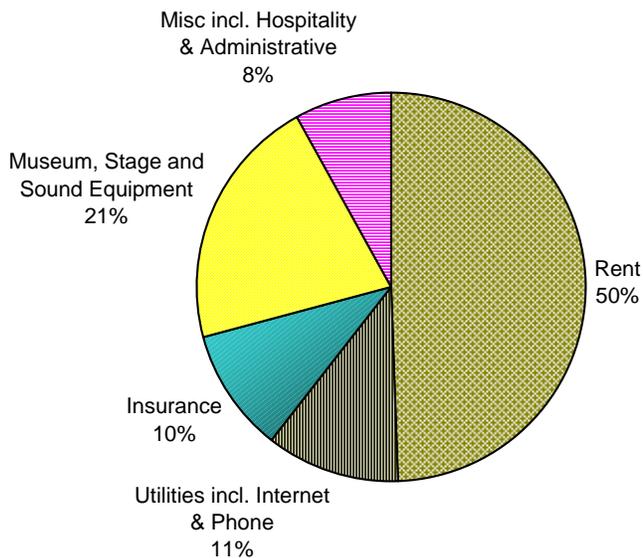
4/ Costs of producing CDs or hats are expensed, as are outlays for sound equipment, furniture and collection items.

## 2010 Sources of Funds



Note: Net Admissions represents the AEBHF 20% share of concert and workshop admission charges. In some cases local musicians are hired through the AEBHF. In such instances, Net Appearance Fees represents the amount retained by AEBHF.

## 2010 Operation of the Shop & Program Expenses



Note: Does not include payments or receipts associated with Blues Week.

## The Bass Line - Key Contributors

The Archie Edwards Blues Heritage Foundation wishes to thank the people listed below whose individual contributions of \$100 or more during 2010 were essential to sustaining the Foundation's work. These folks collectively donated \$6804.

The Foundation also appreciates the countless others in the Archie's Barbershop community who have provided vital funds, in-kind services, equipment, and other support.

Anonymous  
David M. Bird  
Kevin Canning and Judy Leep  
Iggy and Skip  
Ronna Cohen & Dale Roethlisberger  
Gina DeSimone  
Terry Dyroff  
Judy Evans  
Donna Fletcher  
Hattie G. & John W Hodge  
Linda Goodman  
Jim Groves & Rebecca Gitte  
Jim Lande & Joyce Mason  
Willie Leebel  
Carolyn and Jeffrey Leonard  
Scott A. Mitchell  
Adam Oppenheim  
David Oziel & Susan Yaffe-Oziel  
Dianne Rennack  
David Rothman & Mairi Breen Rothman  
Geoffrey Seals