



BurlyCon Nonprofit Annual Report 2018

A colorful graphic for BurlyCon XI. The background is a grid of stylized illustrations of a woman with glasses and a flower in her hair, holding a book that says "NOV 8-11 2018". The text "BURLYCON XI" is written in large, bold, yellow-outlined letters across the top. Below it, in smaller white text, is "burlesque educational & social convention" with a yellow star. In the center, "SAVE THE DATE!" is written in large, bold, teal-outlined letters. Below that, "NOVEMBER 8-11, 2018" is written in bold, pink-outlined letters, and "HILTON SEATTLE AIRPORT & CONFERENCE CNTR" is written in smaller, black-outlined letters at the bottom. A yellow star is also present in the bottom left corner of the graphic.

Message from BURLYCON BOARD OF DIRECTORS

This year's Convention was our 11th Anniversary of providing Burlesque Education on a grand scale. We have grown tremendously as an organization, even as burlesque has grown and spread around the globe. With growth comes change and a constant need to listen, learn, and adapt to the world around us. BurlyCon continues to learn and grow to better support all of our cherished attendees, supporters, and members, and to serve all that is burlesque.

BURLYCON'S VALUES:

We value burlesque as a feminist, humanist, and uniquely American performance art form that has global influence and expression. We're committed to supporting the growth, health, and multicultural diversity of the international burlesque community. We seek to ensure affordability and accessibility of continuing education in our art form.

2018 ACTIVITIES:

In June of 2018 BurlyCon hosted the Burlesque Hall of Fame "BurlyPod Finishing School" Master Classes with the Legends at the BHOF Weekender for the tenth year in a row. The Finishing School is a great way for new performers to connect to the wisdom and humor of our icons. Please look for these classes each year at the Burlesque Hall of Fame Weekender with wonderful line-ups of brilliant Legends!

In an effort to create a more supportive environment the BurlyCon Board and Directors attended diversity training. In an effort to create an atmosphere of communication, diversity, consciousness, and trust, BurlyCon has reviewed and updated policies to ensure that conversations are productive and respectful. All of our policies are available on our website and are distributed to attendees at the time of enrollment. We have also been working hard behind the scenes to streamline our own internal communications between the volunteer committee, constituents, and the board to be able to better address issues as they arise and ensure that our decision-making process is as transparent as possible.

And in very exciting news, Lola Love was hired as Executive Director to work with our Executive Director. We are thrilled to have her!

We also have program directors who have already hit the ground running to make this year's Con the best yet and improve our year-round functionality. Please welcome Ri Ri Sin Cyr as our new Director of Development heading up all fundraising and membership activities, Vixen Valentine our Director of Publications who will keep you abreast of our latest antics, and Fosse Jack our Director of Volunteers who keeps our incredible crew all paddling in the same direction. Red Delicious is still keeping us in the black as Administrative Director and COO.

2018-2019 OBJECTIVES:

In the coming year, you will see us back in Las Vegas with our BurlyPod Finishing School as the educational leg of the Burlesque Hall of Fame.

The Board has been working closely with our new Director of Development, RiRi Sin Cyr, to develop a more comprehensive membership program and to create beneficial membership and benefactor perks. Our membership program is vital to our growth so we

want to make sure that you feel great about being a BurlyCon member all year round!

We are continuing to streamline communication with the Board and ED and committees. Working with our new ED and updating policies and methods of operation to meet the needs of our community and to make an awesome convention and BurlyPod BHOFF Finishing School.

Kristina Nekyia stepped down as a Board Member. Her work, sacrifice, and love continues to shine through BurlyCon! The board is actively seeking new board members to better represent and serve the BurlyCon community.

The 2019 Con is already just months away and we are preparing a great year for you with Master classes, top notch instructors, and a Legend and special guest who will blow your mind right open with all their stories and knowledge. We can't wait to see you in Seattle!

Warmly,

Baby Doe, Coco Lectric, Jen Gapay, Jo "Boobs" Weldon, Miss Indigo Blue, Ophelia Flame, Red Delicious, Sandy Beaches

BurlyCon Organizational Mission

BurlyCon is a community-oriented professional growth and educational convention for Burlesque performers, fans, and aficionados.

We conduct educational events to preserve, promote, and advance Burlesque as a Theatrical Art form. We offer classes, workshops, panels, and other educational offerings that further professional skill and development. We are committed to supporting personal transformation through creative artistic expression in the Burlesque Arts.

2018 Annual BurlyCon Conference

Just in case you missed the 2018 Con, here are some of the highlights. We hosted author and burlesque Legend Brandy Wilde (the first American to perform at the Crazy Horse, Paris, and GLBTQ activist), Lisa Petrucci of Something Weird Video, and Reigning Queen of Burlesque, The One and Only INGA,

Of course we had a whole host of additional presenters from all over the globe. Over the four-day Con we offered a total of 61 presenters and panelists teaching 143 different workshops on everything burlesque including how to run a business in burlesque, the intricacies of theatricality, boosting your self-image, flexibility, musicality, costuming, and lots of dance, dance, dance.

Our community-building activities included some fun party times like the Vintage Meet & Greet where everyone looked their best, Pep Rally, Movie Night, the Bacchus Ball dance party, Peer Reviews, and a storytelling night that had everyone laughing and crying sometimes at the same time.

As always, BurlyCon would not be possible without the amazing and massive 50-member volunteer steering committee, of which each member is an invaluable

contributor. We love you guys to the moon and back! Special thanks to our day-of-event volunteers, in-kind donors, sponsors, advertisers, and vendors.

Activities beyond the Convention in 2018

Seattle Pride Parade

BurlyCon was once again actively engaged in GLBTQ Pride activities, and over 40 participants marched with the BurlyCon contingent in the Seattle Pride Parade this year. Marchers carried banners reading “Seattle Queer Burlesque,” “Seattle Burlesque Community,” and “BurlyCon Burlesque Convention.” Thanks for marching, holding banners, and being fabulous!

Burlesque Hall of Fame Finishing School

We successfully held our annual Legends of Burlesque classes at the Burlesque Hall of Fame Weekend in Las Vegas last June. This ongoing opportunity to bring together newer performers with brilliant Legends is a part of our BurlyPod program to bring burlesque education to other events and locations year-round. The Finishing School is lovingly curated by BC board member Jo “Boobs” Weldon and executive director Indigo Blue. Lola Love and her programming team work their organizational magic to seamlessly deliver this inter-generational education to new and seasoned attendees alike.

Statement of Activities

BurlyCon’s nonprofit revenue comes from weekend pass sales, individual donations, memberships, our Burly Benefactors program, sales of BurlyCon merchandise, merchandise, sponsorships, and BurlyBar revenue.

	2017	2018
Assets	38.7	41.2
Liabilities	0.7	8.3
Total Net Assets	38	32.9
Temporarily restricted	0	0

Balance Sheet Summary (in thousands)

Program Expenses include the costs of hotel rental, advertising, travel expenses, office equipment, web hosting and maintenance, and events equipment. Management and General Expenses include payroll, instructors and guest of honor stipends, office equipment, and software/hardware.

2018 Revenues

Grants	\$0
Contributions	\$12,174
Memberships	\$13,590
Program Revenues	\$84,941
Interest	\$2

TOTAL REVENUE \$110,707

2018 Expenses

BurlyCon Conference (PE)	\$65,754
Grants	\$2,095
Management and General Expenses (MGE)	\$47,945

TOTAL EXPENSE \$115,794

Change in Net Assets \$5,112

Full financials are available upon request (ad@burlycon.org).

This Work Needs Your Help

BurlyCon is organized by a predominantly volunteer-run Steering Committee. We strive to keep our annual conference as affordable and accessible as we can while working to expand our programs and services. As a 501(c)(3) organization, BurlyCon can accept donations in any amount at any time for the continuation of our programs and services.

There are multiple ways you can support us including a one-time donation, becoming an year-round member at any level, or by joining our Burly Benefactor program that includes a ticket to the Con and a schmancy dinner with the board members and Guests of Honor. You can find out more about all of these opportunities on our website.

The full amount of donations will be tax deductible. Donors receive a receipt by the end of the year to include in tax documents. Please consult a tax professional if there are further questions.

Creative Contributions

Any donation is appreciated, welcome, and necessary to help us meet the needs of our growing organization. Donors have created their own Burly-Scholarship or applied funds directly to helping us in one specific area. We are happy to craft a creative contribution that meets your funding desires. Donations by mail may always be made to: BurlyCon, PO Box 18373, Seattle, WA 98118

Sponsorship Opportunities

We have many sponsorship opportunities with rates ranging from \$100 to \$10,000 with many benefits, including media pushes, web links, event attendance, logo usage, and special burlesque performances. More information is available on the Sponsor section of our Website.

Scholarships

Every year BurlyCon grants scholarships to the full four-day event to attendees who want to come but could use a boost. We offer 5 full registrations, and 1 full registration with shared hotel room based on an application review process. The application is available on the website.

Volunteer and Make a Difference

Do you love BurlyCon and want to support the organization but don't have the extra cake to make a financial contribution? Do you want to attend the Con but the full cost of a ticket seems like a stretch? Come be a volunteer! Every year our team of 50+ volunteers kick ass making the Con happen, and they have a great time doing it. BurlyCon offers 15 full-pass exchange spots for volunteer-attendees.

- Volunteer pre-BurlyCon – put in 40 hours of work pre-Con and you get a free Registration
- Volunteer during BurlyCon – put in 16 hours of service work during the Convention and you get a free registration
- Volunteer just because you want to! So many opportunities to help your community!

Please visit our website at <http://burlycon.org/volunteer-opportunities> to learn more and to register yourself as a potential willing and able Burly Volunteer!

Wish Lists

BurlyCon maintains an Amazon Wish List of in-kind goods, services, and products. We always need plates, compostable/disposable cutlery, compostable/disposable cups, lights, pipe and drape, cords, coffee, and much more.

We are particularly in need of registration equipment such as iPads, and presentation equipment such as Projectors, and tax deductions for tangible donations. We also accept in-kind donations of goods such as snacks for hospitality, decorations for events, and more.

We are committed to providing allergen-free sustenance to our attendees in the Hospitality room and are always in need of items like gluten free granola, bread, almond butter, juice, or other healthy and tasty snack items. Our wish list: [BurlyCon's Amazon Wish List](#)

THANK YOU TO OUR 2018 GENEROUS SPONSORS, IN-KIND DONORS, AND BENEFACTORS

Lagunitas, Champion Party Supply, Shiftboard, Essentia Water, Mukilteo Coffee Roasters, Kixies, Sin in Linen, Velvet Swing, Zenni Optical, Burlesque on the Rio, Fierce!, and the Ohio Burlesque Festival.

BurlyBenefactors 2018:

GiGi Holliday, Jezebel Sinclair, Jezebel Vandersnatch, Miss Frankie Eleanor, Poison Ivory, Ri Ri Syn Cyr, Scarlett Letter, Sinnamon DD Lux, The Full Bosomed Lark

SPECIAL THANKS

All of our partners, kids, families, co-workers, producers, pets, physical therapists, and friends—who have supported us over the last year while working on this massive endeavor. AND YOU! Each gorgeous sparkling individual attendee who infuses this magical gathering with your energy, feedback, glitter, and super sexy brain. Thank you!