

**Subject:** New submission ALBANY Arts, Culture, and Tourism Application**Date:** Friday, June 30, 2023 at 1:11:41 PM Eastern Daylight Time**From:** jnytko@govsol.org**To:** jnytko@govsol.org

<b>General Information</b>
<b>Date of application</b>
06/30/2013
<b>Name of Entity</b>
Old Songs, Inc.
<b>Entity TIN, EIN or Social Security Number</b>
22-2173973
<b>Entity physical address</b>
37 S. Main St. PO Box 466 Voorheesville, NY 12186 United States <a href="#">Map It</a>
<b>Is the physical address different from the mailing address?</b>
Yes
<b>What is the mailing address?</b>
PO Box 466 Voorheesville, NY 12186 United States <a href="#">Map It</a>
<b>Website (if available)</b>
<a href="http://oldsongs.org">http://oldsongs.org</a>
<b>Primary Contact Information</b>
<b>Primary contact name</b>
Joy Bennett
<b>Primary contact title</b>
Executive Director
<b>Primary contact phone</b>
(917) 922-5404
<b>Primary contact email</b>
<a href="mailto:joy@oldsongs.org">joy@oldsongs.org</a>
<b>What is the primary contacts preferred method of contact?</b>
Either
<b>Entity Info and Structure</b>

**Which structure best describes the entity?**

Non-profit organization

**What is the date of establishment?**

1977

**If applicable, is the entity a W/MAM (Minority or Women-Owned Business Entity)?**

No

**Have you or the entity ever received any form of COVID-19 relief funds or loans specific to the negative impacts of the Pandemic?**

Yes

**If "Yes" above, please specify the type(s) and amount(s).**

PPP1 - \$18,765 Loan - forgiven  
PPP2 - \$18,765 Loan - forgiven  
HNY Grant - Cares \$5,000  
NYSCA Grant - Restart NY - \$10,000  
NYSCA Grant - Recovery- \$10,000  
NYSCA Grant - Regrowth & Capacity Building \$10,000  
Live Music Society Grant - \$5,000

**General Project Information****Describe the arts/cultural/tourism activities your organization provides in Albany County.**

Old Songs, Inc. presents two annual festivals, the smaller Black Creek Fiddlers Reunion in its 24th year and the Old Songs Festival of Traditional Music and Dance, in its 43rd year. Both Festivals draw attendees from Albany, across NY State and nationally. The artists are local, national, and international and represent a variety of cultures. Old Songs houses artists in Albany county hotels and festival participants utilize hotels, and local services. The Old Songs Festival welcomes group home residents and our Special Services group provides assistance during the festival. There is a sign language interpreter at the evening main stage concerts.

The Great Groove Band and Chorus provides 3 rehearsals for children 5-18 culminating with a performance on the main stage on Sunday afternoon. There is a children's activity area with music, crafts, and Roger the Jester.

In addition The Old Songs Community Arts Center provides programs all year long including our Sept-May concert series featuring local and nationally and internationally touring artists, instrument instruction, community sings and dances, open mics, jam sessions and more.

**If an award is made, describe how Albany County will benefit. Where possible, please quantify impact.**

At a time when festivals are closing locally and around the country, Old Songs has survived and is a destination to many people traveling from within New York State and across the country to the Albany area.

Old Songs uses Albany hotels to house artists - accounting for 170 room nights this year. Based on our survey, festival attendees used an estimated 800 room nights in Albany hotels this year. In addition, artists and attendees frequent local shopping, restaurants, supermarkets and other attractions. As we continue to rebuild audience and attract new audience, the festivals will bring additional people to Albany where they will take advantage of everything Albany has to offer, increasing revenue for all the services and attractions mentioned earlier.

**If an award is made, describe how the funds will help you to sustain your operations in Albany County.**

As previously mentioned, Old Songs has survived through the pandemic, though ever increasing energy costs, artist fees, fairground rental, tent, porta-potty, and golf cart rentals as well as food costs and operating costs continue to rise. This funding will help to offset the increased operating and festival specific costs while keeping ticket prices affordable. It will also help us to bring on some part-time administrative help as Old Songs has a paid staff of only 2.

**Describe the extent to which the COVID-19 pandemic increased or decreased demand for your services. As an option, you may attach to this application any optional information that supports you're the service increase or decrease being described below.**

There is a continued need for a human connection and music helps to bring people together in a positive way. 2019 was a very successful festival year. With no in person festivals in 2020 and 2021, we were able to reach people virtually and in 2022, began building back the in-person festival. 2023 was near pre-pandemic levels as we continue

to fill the need for the healing of music and community.

**Please select the grant opportunity you wish to apply to**

Arts, Culture, and Tourism (ACT) Recover Grants (Up to \$50,000)

**Project Information – Recovery Grant**

**What amount of funding is being requested?**

\$40,000.00

**Provide the total amount of lost revenue/additional expenses attributable to the COVID-19 Pandemic.**

In 2020 we changed our fiscal year to 8/1 - 7/31 to better reflect our program year. The Old Songs Festival in late June is the largest festival earning the majority of our income in any fiscal year.

Earned Revenue: -\$523,982 All revenue: -\$388,336. Due to donor contributions and grants the All revenue loss is lower. But the earned revenue took the larger hit. Both are shown below as a comparison

We calculated the income loss for 3 fiscal years following your last fiscal year prior to the COVID shutdown, 8/1/18-7/31/19 - our festival would have been in June 2020. Below we show the both the earned revenue loss and the All revenue loss.

The figures for fiscal year 2018/2019 and 2019-2020 shown here are different than that on our 990s. the information is adjusted here to show what it would have been for the same period in all years.

**Earned Revenue diff notes**

8/1/18 - 7/31/19 285,282 last fiscal year before COVID

8/1/19-7/31/20 48,739 -236,543 COVID yr 1

8/1/20-7/31/21 70,762 -214,520 COVID yr 2

8/1/21-7/31/22 212,363 -72,919 recovery yr 1

-\$523,982 Total earned revenue loss

**All Revenue Diff Notes**

8/1/18 - 7/31/19 363,942 last fiscal year before COVID

8/1/19-7/31/20 109,596 -254,346 COVID yr 1 includes large donations, PPP & Grants

8/1/20-7/31/21 215,363 -148,579 COVID yr 2 includes large donations, PPP & Grants

8/1/21-7/31/22 378,531 14,589 recovery yr 1 includes large donations & Grants rolled over from prior yrs.

-\$388,336 Total all revenue loss

**Sustainable Operating Model: Describe how your organization adapted its operations to respond to (a) the immediate impacts of the COVID-19 Pandemic and (b) any long-term trends brought about by the COVID-19 Pandemic.**

Old Songs had to cancel its 2020 festivals and all concerts. For 2020 we reimagined our Old Songs Festival and presented an audio only 2-day event on Folkmusicnotebook.com (internet radio) - through donations and t-shirt sales we were able to pay the participating artists.

We began live-streaming concerts in the fall of 2020, using artists' own internet connections through June 2021. In November 2020 we initiated a partnership with 10 other organizations to present a live-streamed full stage concert of Le Vent du Nord with support from the Québec Cultural Attaché in NY. We also partnered with the Mandolin streaming platform to present several concerts to our audience and continued until Mandolin folded in May of 2023.

In 2021 we again reimagined our two festivals, presenting a one-day Black Creek Fiddlers Reunion on Zoom in May, and in June, a 3 day, 5 stage, 70+ artist event using Zoom breakout rooms, present both live-streamed (local and national) and with pre-recorded international content created specifically for this festival in June. We tried to make the experience as close to being there as possible by having a breakout room running a continuous show of over 100 photos of past festivals, video clips of Roger the Jester wandering the empty fairgrounds and going through the motions to do his lost and found pantomime on the empty main stage, and produced a pre-recorded pub sing of 12 songs with over 350 participants from across the globe. We charged a modest "admission" and again was able to financially support the artists while supporting Old Songs and keeping its vision alive in attendees minds.

In October 2021 we began live-streaming from our venue in Voorheesville using borrowed equipment. We also partnered with a studio in the UK to live-stream several concerts with artists who were no longer touring in the US.

We continue to live-stream all our in-house concerts and are purchasing the borrowed equipment. Where possible, these live-streams are recorded for later viewing on our youtube channel.

It should be noted that outdoor festivals are very much weather dependent - something over which we have no control. Fortunately, 9 of the 11 performance locations for the Old Songs Festival are either indoors or under cover, and our evening main stage concerts are moved indoors in inclement weather.

In May and June 2022 we held our first in-person festivals since the COVID shutdown and are still rebuilding. In 2023, the Black Creek Fiddlers Reunion and the Old Songs Festival of Traditional Music and Dance were held - we are getting closer to pre-pandemic levels of attendees, but we're not quite there yet.

**Describe how requested funds will help the entity recover from the negative impacts of the COVID-19 pandemic.**

As we continue to rebuild, these funds will help mitigate increasing costs of space rentals, and necessary equipment costs, and aid in increasing seasonal staff needed and help with any issues as we rebuild for the future.

**Does the entity possess a financial management system that provides records that can identify the sources and application of ARPA funds if an award is made? Please explain below:**

Yes

**If "Yes" above, please provide details about the type of financial system that is utilized by the entity**

Old Songs uses quickbooks online with a chart of accounts that conforms to GAAP requirements. We can easily identify which funds are used where.

**Tax Information**

**Please upload Federal tax returns for 2019**

- [2019-Old-Songs-Inc-990-FYE-2-29-20.pdf](#)

**Please upload Federal tax returns for 2020**

- [2020-short-and-full-year-990.pdf](#)

**Please upload Federal tax returns for 2021**

- [2021-Old-Songs-Inc-990-FYE-7-31-22-990-only.pdf](#)

**If available, please provide your Unique Entity Identifier (UEI) from SAM.gov**

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**Risk Assessment**

**Has the entity adopted and/or implemented policies relating to: records retention, conflict of interest, code of ethics, and/or nondiscrimination policies?**

Yes

**If "Yes" above, please specify which policies have been adopted**

records retention, conflict of interest, code of ethics, and nondiscrimination policies

**Is the entity properly insured?**

Yes

**If "Yes" above, please specify which types of insurance(s) are held and the limit(s).**

General Liability: GENERAL AGGREGATE LIMIT \$2,000,000 PRODUCTS - COMPLETED OPERATIONS AGGREGATE LIMIT \$2,000,000 PERSONAL AND ADVERTISING INJURY LIMIT \$1,000,000 EACH OCCURRENCE LIMIT \$1,000,000 DAMAGE TO PREMISES RENTED TO YOU \$500,000 MEDICAL EXPENSE LIMIT \$20,000 Auto: Hired & Non-Owned Auto \$1,000,000 Property Building (Replacement Cost) - Loc 1 \$450,000 Business Personal Property \$35,000 Building (Replacement Cost) - Loc 2 \$2,000 Business Personal Property \$5,000 Accident Alliance of Nonprofits 2023-33017-ACC 05/09/2023 - 05/09/2024 Aggregate limit: \$1,000,000 Disability/Paid Family Leave ShelterPoint 01/01/2023 - 01/01/2024 Coverage: Statutory Group Life ShelterPoint 01/01/2023 - 01/01/2024 Worker's Compensation NYSIF - statutory

**Does the entity have a financial management system?**

Yes

**If "Yes" above, please provide details about the financial management system.**

Quickbooks with a chart of accounts conforming to GAAP

**Has there been any change in the entity's key staffing positions in the last 2 years?**

No

**Has the entity previously done work for the Federal government (i.e. Is the entity experienced in managing Federal funds)?**

No

The County is careful about identifying and avoiding conflicts of interest, especially with grants awarded through the County. A conflict of interest arises when a person's self-interest and professional interest or public interest intersect. In this situation, there is the potential for biased professional judgment and lack of objectivity which creates a serious conflict when one of the interests can benefit financially or personally from actions or decisions made in the official capacity. A conflict of interest exists whether or not decisions are affected by a personal interest; there only needs to be the possibility of bias for a conflict. If your organization knows of a possible conflict of interest with your application for funds please disclose that information here. Otherwise write "None."

none

**Certifications**

**US Treasury Reporting & Compliance Acknowledgment 1**

- I Have Been Provided a Copy and Understand the U.S. Treasury's Compliance and Reporting Guidance for State and Local Fiscal Recovery Funds (see link or PDF included at the top of page)

**US Treasury Reporting & Compliance Acknowledgment 2**

- Should the County Allocate ARPA Funds, I am Able to and Pledge to Adhere to ALL Compliance and Reporting Requirements of the U.S. Treasury as it relates to any State and Local Fiscal Recovery Funds

**US Treasury Reporting & Compliance Acknowledgment 3**

- I Understand the County Will Contact me if/when Additional Information is Needed and that Information will be Promptly Provided to the County to Support Reporting Requirements

**US Treasury Reporting & Compliance Acknowledgment 4**

- If for Any Reason I am Unable to Comply with the U.S. Treasury's Compliance and Reporting Requirements I will Immediately Notify the County in writing by email or letter

**US Treasury Reporting & Compliance Acknowledgment 5**

- All Information Submitted in this Application is True & Accurate

**Electronic Signature Agreement**

- I Agree

**Type name**

Joy Bennett

