About Folk Alliance International

Folk Alliance International (FAI) is a 29-year-old charitable organization with over 3,000 global members and five regional affiliate organizations, FAI produces an International Awards Show, a Music Camp, the Kansas City Folk Festival, and the world’s largest conference for the folk music industry that draws 2,500 registrants from almost 20 countries. Advocacy and outreach programs operate year-round out of FAI’s home office in Kansas City, Missouri.

Our Mission

Our mission is to nurture, engage, and empower the international folk music community - traditional and contemporary, amateur and professional - through education, advocacy and performance.

This mission is achieved through:

- Education
- Networking
- Advocacy
- Field Development
- Professional Development
- Consumer Development

www.folk.org

Follow us on social media for updates.
President’s Message

Folk Alliance International continues to expand in membership and services. We are mid-stride in a strategic transformation from an organization that hosts an annual conference to one that nurtures the folk music community year-round.

In 2016, our event was successful as ever – attracting delegates from 18 countries and extending our local reach with a public festival. Our regional affiliates offered programming throughout the year. Our advocacy efforts focused on Copyright & Royalties, Visas & Immigration, Travel with Instruments, and Health Care – publishing educational materials, petitioning legislators, participating in coalitions, and asking the difficult questions.

At our annual planning meeting, we discussed diversity and inclusion in folk. We formed a series of belief statements to guide us as we grow. Through Aengus Finnan’s diligent leadership, our staff has expanded to include positions dedicated to Operations, Development, Marketing, Membership and Technology, enabling us to broaden our work in service to our mission.

We are constantly seeking new ways to welcome and support creators, helpers, and lovers of folk music worldwide.

Michelle Conceison
President, Folk Alliance International

Executive Director’s Message

Our past year was one of refinement and growth. Staff expansion led to greater capacity, data informed decision-making, community input led to improved services, and increased outreach broadened our engagement worldwide.

We produced our most successful conference yet, launched a public festival to tremendous response, hosted our second Artist in Residence program, focused our Music Camp, closed the Folk Store, forged new partnerships, and, for the second year in a row, we crested a 1 million dollar operating budget closing in the black.

It was also a painful year with the passing of our friend and colleague Louis Jay Meyers, who had just retired in May 2015. Daily, I appreciate that our success and ability to elevate our industry is a direct result of the foundation he established as Executive Director.

I’m immensely proud of our Board, staff, and community, and continue to be honored to lead this incredible organization.

Aengus Finnan
Executive Director, Folk Alliance International
Our Membership

<table>
<thead>
<tr>
<th>Type</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual</td>
<td>1,106</td>
</tr>
<tr>
<td>Partner</td>
<td>321</td>
</tr>
<tr>
<td>Small Org.</td>
<td>330</td>
</tr>
<tr>
<td>Medium Org.</td>
<td>45</td>
</tr>
<tr>
<td>Large Org.</td>
<td>19</td>
</tr>
<tr>
<td>Lifetime</td>
<td>132</td>
</tr>
<tr>
<td>Non-Voting</td>
<td>197</td>
</tr>
<tr>
<td><strong>Total Memberships</strong></td>
<td><strong>2,150</strong></td>
</tr>
</tbody>
</table>

Membership vs. Members: A membership is counted as a single paid account regardless of size or type. Members are the actual number of individuals associated with each membership.

"Folk Alliance is one of the most unique and amazing conferences. Friendships have begun and continued, ideas have sprouted out of the rich mixture of talent. Performers, educated audiences, and music professionals are all enchanted by new and traditional music. It is a place to share, rejoice, and participate in the unique and the inspiring."

- Judy Collins, 2016 Keynote Speaker

Policy Advocacy

FAI became a member of two coalitions who advocate for legislation to benefit musicians and presenters.

**MusicFIRST Coalition**

**Fair Play/ Fair Pay, H.R. 1733:** This bill focuses on artist’s rights (writers, performers, and producers) and strategies for small venue presenters overcoming costly PRO expenses.

**Performing Arts Visa Working Group**

**Arts Require Timely Service Act S.2510:** A bill that would improve processing for visa petitions filed by, or on behalf of, nonprofit arts organizations.

Resources

FAI published two research-based resources to assist artists in managing different aspects of their careers.

**Tipsheet for Traveling with Instruments On Airplanes**
A guide for traveling with your instrument on U.S. airlines operating to, from, or within the U.S.

**Understanding Copyright, Royalties and Practical Application in Folk Music**
A how-to guide for folk musicians.

Find more information and links to resource documents and advocacy letters on our website: folk.org/advocacy.

Social Media Growth

- **Email:** 2,847 (2015) to 7,986 (2016)
- **Facebook:** 11,274 (2015) to 13,832 (2016)
- **Twitter:** 16,600 (2015) to 19,000 (2016)
- **YouTube:** 376 (2015) to 520 (2016)

Find more information and links to resource documents and advocacy letters on our website: folk.org/advocacy.
“The camaraderie, community, and musicianship make Folk Alliance an essential part of our culture. Through my involvement, my career has grown from playing local folk festivals to GRAMMY stages. I will never forget the experience of learning from and standing shoulder to shoulder with musicians of like minds and the true legends of the field.”

- Dom Flemons, GRAMMY® Award-Winning Artist
Financial Snapshot

Annual Revenue vs. Expenses

Donor Base Growth

Sponsorship & Barter Growth

Fundraising Diversification
Our Funders

Our deepest thanks to the following donors who supported the charitable mission of our 501c3 organization during the 2015/16 fiscal year.

To donate or bequeath funds visit folk.org/donate. Federal EIN # 56-1698333.

**Benefactor (up to $10,000)**
- Anonymous

**Partners (up to $1,000)**
- Martin Guitar Charitable Foundation

**Leaders (donations up to $500)**
- Michelle Conceison~
- Donald Davidoff~
- Aengus Finnan~
- Ralph Jaccodine~

**Advocates (up to $250)**
- Pete & Julie Browne
- Martha Stacener Dantzic
- Richard Hill
- Robijn Hornstra
- David Israelite
- Joan Korinblith~
- Alex Mallett~
- Grant Mellott
- Tim McFadden~
- Art Menius
- Dan Navarro~
- Amy Reitnouer~
- Riverstone Resources LLC
- Joyce Sica
- Eileen Stanley~
- Erika Wollam Nichols~

**Supporters (up to $100)**
- Erik Balkey***
- Phyllis Barney
- Jim Bizer
- Beau Bedsole
- Renee Bodie~
- Branford Folk Music Society
- Sav Buist
- Lou and Lorraine DeMarco
- Mike Doll
- Fiddle & Bow Folk Music Society
- John Frink
- Thomas Carlow
- Sara Henderson White*
- Steve Hermes
- Liz Levitt Hirsch
- David Hirshland~
- Michael Kornfeld~
- James Kweskin
- Bud Johnson
- Peter Lattu

**Friends of FAI (up to $50)**
- Lisa Schwartz~
- David Shulder
- Matt Smith~
- Jean Spivey~
- Jill Stargardt
- Philip Stoffregen
- Jenny Tonyes~
- MarySue Twohy~
- Richard M. Warren
- Kell Wenzel~
- Tommy Womack

**Fans OF FAI (up to $25)**
- Alamosa Live Music Association
- David HB Drake
- Leslie Evers
- John Ferullo
- Jenni Finlay
- Joni Forneri
- Gregg Gehrig
- Robert Howard
- Steve Katz
- Bob Kay
- Gary & Pam Kruth
- Chris LaVancher
- Diane Lincoln
- Gary Lynch
- Erin McGrane & Jeff Freling
- Steve Mesulam
- Greg Patterson
- Kathy Peters
- Chris Peterson
- Brandon and Jennifer Phillips

**Legend**

~ member of FAI Staff or Board of Directors

* Donation to the Elaine Weissman Fund (First-Timer Scholarship)

** Donation to the Mike Seeger Fund (Traditional Artist Scholarship)

*** Donation to the Gene Shay Fund (Emerging Folk DJ Scholarship)

“I contribute annually, and have done for a dozen years. It’s not just to support my musical immediate family, worthy as that is, but to help further the essential role of Folk Alliance in fostering connection through storytelling. In an increasingly isolating world, that’s arguably more important than ever.”

- Dan Navarro, Artist and FAI Past President
Outreach & Education

**Artist in Residence**
A program to connect musicians with national institutions and community organizations through innovative partnerships.
[folk.org/airprogram]

**Music Camp**
A 3-day public program of world-class instructors and legendary artists offering introductory and master classes at all levels.
[folk.org/musiccamp]

**Kansas City Folk Festival**
A one-day indoor family music event with multiple stages, workshops, participatory folk dance, and artisan market.
[folk.org/kcfolkfest]

**Industry Development**
Staff presence and folk music promotion at key markets: A2IM, AMA, APAP, Breakout West, CMW, FARM, FAR-WEST, Folk Expo, IBMA, NERFA, SERFA, SWERFA, SXSW, WOMEX.

“I believe the future of folk music is more than it's conventional ideas of itself. It is rooted in our connections to place, culture, and community. It is our collective memory. It is alive, changing, and ever-growing. Folk music encompasses the imaginings and inspirations of many voices; dissenting, celebrating and documenting our identity.”

- Shoshona Kish, JUNO Award-Winning Artist

Looking Ahead

**2017: Forbidden Folk**
February 15-19, 2017
Kansas City, MO, USA

**2018: 30th Anniversary**
February 14-18, 2018
Kansas City, MO, USA

**2019: Montreal**
February 13-17, 2019
Montreal, QC, CAN

Folk Alliance International has a proud past, a stable foundation, strong direction, and an ambitious team. We have a clear vision for continued growth and refinement, one in which the organization is:

- An advocate for the folk community
- Expanding internationally and synonymous with folk globally
- A presenter of world-class showcases
- An active partner in business and career development
- Inspiring and connecting creators
- An educational resource for folk music and culture
- Progressive, relevant, diverse, inclusive, high-profile, innovative, creative, and fun