ABOUT FOLK ALLIANCE INTERNATIONAL

Folk Alliance International (FAI) was founded in 1989 to connect folk music leaders aiming to sustain the community and genre. The leading international voice for folk music, FAI’s network now includes more than 3,000 members: a worldwide community of artists, record companies, publishers, presenters, agents, managers, and arts administrators.

Enhancing folk music networks and creating development opportunities for cultural sector entrepreneurs is the foundation of FAI’s work. From its headquarters in Kansas City, Missouri, FAI produces the world’s largest conference for the folk music industry, the International Folk Music Awards, the Louis Jay Meyers Music Camp, the Folk in the Schools and Artist in Residence programs, community outreach, and the Kansas City Folk Festival.

Diversity and inclusion are core values of FAI.

MISSION

To serve, strengthen, and engage the global folk music community through preservation, presentation, and promotion.

VISION

Advocate for the Folk Music Community
Thoughtful Intentional Growth
A Respected Organization within the Music Industry
Continuing to Produce High Profile Meaningful Events

BOARD OF DIRECTORS

President: Matt Smith
Club Passim
Cambridge, MA, USA

Vice President: Lisa Schwartz
Philadelphia Folk Festival
Philadelphia, PA, USA

Treasurer: Alka Sharma
Folk Music Ontario
Ottawa, ON, CAN

Secretary: Deana McCloud
Woody Guthrie Center
Tulsa, OK, USA

At-Large: Matt Sever
Artist, Matt the Electrician
Austin, TX, USA

Amy Reitnouer
The Bluegrass Situation
Los Angeles, CA, USA

Denise Stiff
Artist Manager (Retired)
Nashville, TN, USA

Dom Flemons
Artist, The American Songster
Hillsborough, NC, USA

Ellen Stanley
Minnesota Music Coalition
St. Paul, MN, USA

Gary Paczosa
Rounder Records
Nashville, TN, USA

Gil Gastelum
Cosmic Artists
Burbank, CA, USA

Greg Torrington
Shingray
Montreal, QC, CAN

Joan Kornblith
The Laid Poet Society
Washington, DC, USA

Laura Thomas
CombatePress Booking
Austin, TX, USA

lou DeMarco
Momentary Love Management
Powell, OH, USA

Lynn Cingari
Paradigm Agency
Monterey, CA, USA

Mary Sue Twohy
Sinus SM Radio
Washington, DC, USA

Michael Kornfeld
Acoustic Music Scene
Huntington, NY, USA

Michelle Conceison
Market Monkeys
Nashville, TN, USA

Reid Wick
Recording Academy
New Orleans, LA, USA

Sam Lee
Artist & The Nest Collective
London, England, GBR

Gil Gastelum
Cosmic Artists
Burbank, CA, USA

Greg Torrington
Shingray
Montreal, QC, CAN

Joan Kornblith
The Laid Poet Society
Washington, DC, USA

Laura Thomas
CombatePress Booking
Austin, TX, USA

lou DeMarco
Momentary Love Management
Powell, OH, USA

Lynn Cingari
Paradigm Agency
Monterey, CA, USA

Mary Sue Twohy
Sinus SM Radio
Washington, DC, USA

Michael Kornfeld
Acoustic Music Scene
Huntington, NY, USA

Michelle Conceison
Market Monkeys
Nashville, TN, USA

Reid Wick
Recording Academy
New Orleans, LA, USA

Sincerely,
Matt and Aengus

Follow us on social media for updates.

WWW.FOLK.ORG

Cover images from left to right: Ruthie Foster emcees the International Folk Music Awards (IFMAs), Black Umbroso Official Showcase, The Stately Falcon Choralie Finale at the IFMAs, Camp Instructor George Jackson, Lima and gri Peters at the IFMAs, Delhi 2 Dublin Official Showcase, Flaco Jiménez at the Kansas City Folk Festival.

“Folk Alliance has successfully evolved to become truly international in scope. Nowhere else in North America is the global music community so strongly represented than at the annual conference, which each year welcomes, celebrates and supports contemporary living music traditions world wide.”

Matt Greenhill, FLI Artists

2018 IN REVIEW

This year marked our 30th annual conference and was a chance for us to reflect on our incredible journey to date, to celebrate the global community that is Folk Alliance International, and to look ahead to a very bright future.

It was also a momentous year with the launch of several ambitious new projects, record-setting conference attendance, important outreach with key partners, and continued membership and donor growth.

Between July 1, 2017, and June 30, 2018, FAI:

- Hosted a Best Folk Album GRAMMY® party in New York City
- Live-streamed the International Folk Music Awards
- Launched the ExChange program (in Ireland and Sweden)
- Participated in national advocacy and Arts Day on the Hill
- Met 50/50 gender parity across all Official Showcases
- Conducted harassment and discrimination training
- Presented showcases at AMERICANAIFEST® and IBMA
- Produced an official stage for two nights at SXSW
- Facilitated the 4th annual Regional Leaders retreat
- Convened the 2nd industry Executive Directors retreat
- Created a new 2018-2021 Strategic Plan
- Received three non-profit Philly Awards

As a staff and board, we are proud to serve the entire folk music community, to elevate and connect the genre globally, and to fulfill our leadership role in the music industry. Here’s to our next 30 years preserving, presenting, and promoting folk music!

Sincerely,
Matt and Aengus

Matt Smith
President, Board of Directors

Aengus Finnan
Executive Director
The 2018 conference broke attendance records for the fourth straight year with 2,855 attendees from 35 countries, over 1,000 of whom were first-time attendees.

The conference commenced with the International Folk Music Awards show (the IFMAs), held offsite this year at Kansas City’s historic Folly Theater and live-streamed with a capacity audience. Hosted by Ruthie Foster, awards presented included Lifetime Achievement (Richie Havens, Elektra Records), Spirit of Folk recognitions (Anais Mitchell, Betsy Siggins, Kristian Blak, Martyn Joseph, Richard Gilmann), Folk DJ Hall of Fame inductions (Dick Pleasants, Fiona Ritchie, Mary Cliff), the Clearwater Award (Winnipeg Folk Festival), and the People’s Voice Award (Bonnie Raitt). View a full recording at folkconference.org/IFMAstream.

The conference itself featured 180 juried showcases, thousands of private showcases, and a carefully curated series of panels with topics ranging from Women in Music to a panel with the Recording Academy. Speaker highlights included Mary Chapin Carpenter’s keynote presentation reflecting on her 30-year career and addressing gender politics, ageism, and standards of beauty in the music industry, while Fairport Convention co-founder, Richard Thompson, recounted his 30 years in music in a live interview with Steve Winick of the American Folklife Center at the Library of Congress.

Artists participated in community outreach at four local schools and two hospitals, and the 5th edition of the Music Camp provided master classes and introductory community sessions. The final day of the conference presented the third edition of the Kansas City Folk Festival with performances by Los Texmanics, Flaco Jiménez, Kalyn Fay and more.

Thank you to the 231 invaluable volunteers who donated 4,389 hours to help produce the entire event.

As a special 30th anniversary project, a retrospective video was commissioned to review the story of Folk Alliance International. Produced by Scott Alarik and Casey Redmon, and screened during the conference; the video can be viewed at: folk.org/30thvideo.
GLOBAL SUMMITS

During the 2018 conference FAI introduced two global summits designed as closed-door executive peer sessions to re-introduce a more profound connection for the people behind the scenes who help establish and maintain the rich ecology of folk music. The Archivists Summit focused on activating collections and featured a presentation by Indigenous artist Jeremy Dutcher. The Cultural Sector Funders & Policymakers Summit focused on priorities and processes for greater efficiency and collaboration.

FOLK CHARTS

Last year FAI celebrated the retirement of the Folk DJ Radio Chart founder and 20-year volunteer, Richard Gilmann, and assumed ownership of the chart website. FAI provided administrative and financial support to a volunteer team led by Kari Estrin to update the chart format and build and maintain a website.

FAI established a Radio Charts Task Force to advise on the development of the Folk DJ chart and the opportunity to work with the North American College & Community (NACC) Radio Folk Chart. FAI ultimately negotiated and paid for an unlimited-access three-month account that provided free access to the NACC Folk Chart for all FAI members.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.

ARTIST IN RESIDENCE

The 2018 Artist in Residence project explored the connection between music, sound, mathematics, and art. FAI connected Korean-American musician Henry Nam with students and instructors from the UMKC (University of Missouri-Kansas City) Math and Statistics Department and the Kansas City Art Institute.

Together, based on a new percussive instrumental guitar composition by Nam, students created a digital display of the mathematics involved in his music. They also presented a digital visualization of the live sound frequencies and muscle movement of the musical performance using a program that assigns color to sound frequency data, while simultaneously logging the numerical data output from a Myo armband.

NEW AND NOTABLE

THE EXCHANGE

This year FAI launched a new initiative called The ExChange, providing boutique micro-conferences in international locations to strengthen networks, forge new industry relationships, showcase export-ready talent, and celebrate legends.

The ExChange in Clonakilty, Ireland, was FAI’s first-ever event produced outside of North America in the organization’s 30-year history. The event was presented in partnership with the Clonakilty International Guitar Festival and made possible in part through funding from Culture Ireland and Cork County Council.

The ExChange in Gothenburg, Sweden, was sponsored by the Music Export Offices of Denmark, Finland, Norway, and Sweden in partnership with Bilda, Göteborg & Co, and Music Estonia.

FAI presented a five-artist performance at the 2017 AMERICANAFEST® in Nashville and hosted an official showcase stage for the first time at the 2018 SXSW festival in Austin.

Featured over two nights at SXSW were performances by AHI, Dimpker Brothers, Joe Purdy and Amber Rubarth, Joshua Burnside, Lisa LeBlanc, Quique Escamilla, Rev. Sekou, Saint Sister, The Deer, The Krickets, and The Lost Brothers.

The Finest Folk event at AMERICANAFEST® in 2017 was billed as A Celebration of Women in Music. Featured performers at the event were Kaia Kater, Kate Rose, Mary Gauthier, Sarah Siskind, and ShaShona Kish (Digging Roots).

ARTIST IN RESIDENCE

FAI presented a five-artist performance at the 2017 AMERICANAFEST® in Nashville and hosted an official showcase stage for the first time at the 2018 SXSW festival in Austin.

Featured over two nights at SXSW were performances by AHI, Dimpker Brothers, Joe Purdy and Amber Rubarth, Joshua Burnside, Lisa LeBlanc, Quique Escamilla, Rev. Sekou, Saint Sister, The Deer, The Krickets, and The Lost Brothers.

The Finest Folk event at AMERICANAFEST® in 2017 was billed as A Celebration of Women in Music. Featured performers at the event were Kaia Kater, Kate Rose, Mary Gauthier, Sarah Siskind, and ShaShona Kish (Digging Roots).

GRAMMY EVENT

In January FAI hosted an inaugural and exclusive GRAMMY® Week event to a full house at one of NYC’s premier venues, Joe’s Pub, to celebrate the Best Folk Album nominees and other American Roots music artists.

The live-streamed matinee event was emceed by Rose Cousins (whose album was nominated for Best Engineered Album) and featured performances by Best Folk Album nominees The Secret Sisters and Olivia Chaney (of Ofra Rex) whose collaborators, The Decemberists, were also in attendance. Additional guest performers included Dar Williams, Guy Davis and Fabrizio Poggi (nominated for Best Traditional Blues Album), and Ashley Campbell (daughter of the late Glen Campbell, who was nominated for Best American Roots Performance). Recording Academy Chair Emeritus, Christine Albert, made remarks in celebration of the Academy’s 60th and FAI’s 30th anniversaries.

SAFE COMMUNITY PLEDGE

The 2nd annual FAI CommUNITY Gathering, entitled Addressing Harassment and Discrimination in the Music Industry, echoed the #metoo and #timesup social movements and reinforced FAI’s ongoing efforts to proactively embed the values of diversity, inclusion, and social equity in all programs. During the gathering, MOCSA and The D8 Approach facilitated bystander training entitled, “A Leadership Moment: Creating a Community Free of Violence.” FAI’s advocacy committee also presented a Committing to a Safe Music Community pledge, which was signed by hundreds of attendees. FAI encourages other organizations to adopt or adapt the pledge, which is included along with a resource document at folk.org/pledge.

FAI established a Radio Charts Task Force to advise on the development of the Folk DJ chart and the opportunity to work with the North American College & Community (NACC) Radio Folk Chart. FAI ultimately negotiated and paid for an unlimited-access three-month account that provided free access to the NACC Folk Chart for all FAI members.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.

FAI also began posting (online, by email, and via social media) a weekly Radio Chart update of the top 10 listings of the NACC Chart and monthly top 10 listing of the Folk DJ Chart.
The move to Kansas City provided a stable home base and opportunity for strategic investments in operations. Increased spending in operations has resulted in significant growth in revenue. The graphs below represent growth over time represented by fiscal years in which a conference was produced; however, it is worth noting that FAI moved its headquarters in 2013 and the overall growth in income and expenses is an impressive 90% and 122% respectively.

**ANNUAL INCOME VS. EXPENSES**

- **2018 TOTAL INCOME**: $1,480,446
- **2018 TOTAL EXPENSES**: $1,457,038

*Conference Breakout:* 58% Registration, 15% Sponsors & Advertisements, 11% Membership, 9% Donations, 6% Camp, KCFF, & Exchange, 1% Other, 2% In-kind

*Program Services Breakout:* 72% Conference, 23% Management, 5% Fundraising

**FUNDRAISING GROWTH**

- **SPONSORS**: $284,428
- **DONATIONS**: $328,923
- **BARTERS**: $315,521
- **GRANTS**: $470,029

**ORGANIZATIONAL GROWTH**

**CORE TEAM**

- Aengus Finnan: Executive Director
- Jennifer Roe: Director of Operations
- Alex Mallett: Business Development Manager
- Erika Noguera: Communications Manager
- Jerod Rivers: Membership & Technology Manager
- Leah Watts: Executive Assistant & Special Projects
- Marisa Kolka: Digital Marketing Coordinator
- Carina White: Graphic Design Intern
- Forrest Beck: Development Coordinator
- Dianne Hradsky: Development Intern
- Ian Susman: Conference Intern
- Katie Walker: Communications Intern

**ADDITIONAL STAFF**

- Amie Therrien: Program Coordinator
- Beth Hatch: Volunteer Coordinator
- Jim Schultz: Private Showcase Coordinator
- Kelly Dougherty: Kansas City Folk Festival Coordinator
- Sheena Keane: International Representative
- Treasa Lavoisier: Canadian Representative

**TWITTER**

- 2014: 500K
- 2015: 750K
- 2016: 1,250K
- 2017: 1,800K
- 2018: 2,000K

**FACEBOOK**

- 2014: 18,000
- 2015: 36,000
- 2016: 64,000
- 2017: 128,000
- 2018: 256,000

**INSTAGRAM**

- 2014: 60K
- 2015: 120K
- 2016: 240K
- 2017: 480K
- 2018: 960K

**YOUTUBE**

- 2014: 25K
- 2015: 50K
- 2016: 100K
- 2017: 200K
- 2018: 400K
FISCAL YEAR 2018 DONATIONS

Folk Alliance International is a federally recognized 501(c)3 non-profit organization (Tax ID 56-1698333). We rely on the generosity of donors to support our mission and year-round programs and activities. A donation of any amount has an immediate impact to support the preservation, promotion, and presentation of folk music.

Our deepest thanks to the following donors who have supported the overall mission of Folk Alliance International during the past year.

All donors are recognized on our website. Donors in the U.S. receive a tax receipt.

LEGACY (donations up to $50,000)
Anonymous

BENEFACtor (donations up to $10,000)
Robert Davis
Robert Bixby
Phil Collins
Donald Davidoff
David Holiday
Dan Tappan
Cyndey and Keith Perske
Aaron Alexakis

PATRONS (donations up to $2,500)
Aengus Finnan
Aegus.

LEADERS (donations up to $10,000)
Allen Reynolds
Dad’s Hat Pennsylvania Rye Whiskey
David V. Francis with the Francis Family Foundation
Madeleine Janis
Rick Pettigrew
Julie McCullough

PARTNERS (donations up to $500)
Bill Cutler
in honor of
Barbara Manners

FANS of FAI (continued)
Barbara Hammerness
Barbara Jo Kammer
Beth Cavanagh
Besh Hutch
Betsy Schmidt
Betsy Siggins
Bill Cutler
Bill Frisell
Brent Copeland
Caroline Gallagher
Carolyn Andre
Chipotle Mexican Grill
Chris DeLong
Christine Doherty
Chuck McDowell
Cindy Coghill
Cindy Rogers
Clint Alphin
Dave Cafell
David Tamkin
Deji Fall
Denise Smith
Doug Cox
Dudley Scaville
Ellen Roberts
Elyas F. Isaacs
Erik Finlayson
Eric Pliner

FUNDERS

FUNDING TO THE:

** Donation to the Louis Jay Meyers Music Fund
*** Donation to the Mike Seeger Fund (Traditional Artist Scholarship)
++ Friends of Folk Alliance International
* Donation to the Elaine Weissman Fund (First-Timer Scholarship)
^ Donation to the Gene Shay Fund (Emerging Folk DJ Scholarship)
# Donation to the FAI Music Camp
• Donation to the Folk DJ Chart Fund
^ Donation to the Folk DJ Chart Fund
FAI is committed to enhanced recycling, waste-diversion practices, and reducing its environmental impact. This document is made from 100% eucalyptus fibers and is printed with soy ink. For more information on our sustainability efforts, visit folk.org/greenfolk.

The Green Folk program launched to address the environmental impact of FAI events and programs. Implementing a variety of strategic actions to significantly reduce the footprint of the five-day conference, FAI successfully diverted 5.9 tons of landfill waste to recycling and compost stations.

Budget-friendly monthly giving, corporate matching, tax season donations, legacy estate giving, and retirement rollover gifts are all options for support of FAI’s work. A tax deductible donation of any amount has an immediate impact to support FAI’s mission and charitable work and is recognized online at folk.org/donors.

You can also support the future of folk by becoming a member of FAI. Member benefits include access to a global member database, discounts to the annual conference and a variety of products and services, and the opportunity to vote to determine the FAI Board of Directors and honorees of the International Folk Music Awards.

WAYS TO SUPPORT

Donate online at folk.org/donate.

Donate by check:
Folk Alliance International
601 Avenida Cesar E Chavez, Suite 100
Kansas City, MO 64108

For more donor information please contact:
Alex Mallett, Business Development Manager
development@folk.org
816-221-3655 ext. 6

GREEN FOLK

The Green Folk program launched to address the environmental impact of FAI events and programs. Implementing a variety of strategic actions to significantly reduce the footprint of the five-day conference, FAI successfully diverted 5.9 tons of landfill waste to recycling and compost stations.

FAI is committed to enhanced recycling, waste-diversion practices, and reducing its environmental impact. This document is made from 100% eucalyptus fibers and is printed with soy ink. For more information on our sustainability efforts, visit folk.org/greenfolk.

Images from top to bottom: Anaïs Mitchell at the IFMAs, Guy Davis at the IFMAs, John Oates Official Showcase, Nathalie Pires Official Showcase with Ensemble Ibérica.