

**FAI Board of Directors Meeting
October 10, 2017**

In attendance:

Matt Smith (President)
Lisa Schwartz (Vice President)
Deana McCloud (Secretary)
Alka Sharma (Treasurer)
Matt Sever (Member at large)

Lynn Cingari
Michelle Conceison
Donald Davidoff
lou DeMarco
Dom Flemons
Joan Kornblith
Michael Kornfeld

Cheptoo Kositany-Buckner
Sam Lee
Tim McFadden
Amy Reitnouer
Ellen Stanley
Erika Wollam-Nichols

Aengus Finnan, Executive Director

Regrets: Mary Sue Twohy

Call to Order/Procedure Reminder

The meeting was called to order by President Matt Smith at 12:05 PM CT. Matt reminded board members of the confidentiality of the meeting as well as the procedure placement on the list to speak.

Review/Approval of Minutes

The minutes from the August meeting were presented for approval. Matt Smith noted a needed change to remove the name of a proposed Board appointee on page 10 of the draft.

Motion: To accept Board Meeting minutes from August 10 with suggested correction.

Moved by: Tim McFadden

Seconded: Lisa Schwartz

Result: Motion passed unanimously

Executive Director's Report

Conference Registration/Membership Update

Aengus noted that there are positive indications regarding registration numbers to date. Since deadlines have moved up, there is an increase in the early response in comparison to last year. Membership numbers are on track and are continuing to be measured by staff. A think tank is scheduled for the following Friday in order to discuss universal renewal date proposal.

New FAI Office

Aengus reported that the build-out costs for the new office are higher than anticipated, but still cost effective for overall expenses.

New Canadian Representative

As the FAI representative in Canada, Treasa Levasseur will oversee the Montreal host committee.

Development Update

Aengus provided an update on Development activities. FAI has received a few new grants and several applications are pending and others in line for completing the application process. Most of the grants are city/state foundations based on the past success of the organization in Kansas City.

There was also a reminder of the 100% Board member participation request for donations or pledges as soon as possible. This support is very advantageous for development purposes as well as the new annual report.

The Exchange

Aengus reported that The Exchange in Clonakilty, Ireland, was a remarkable event that sets the stage for revenue and development. In addition, it will act as a springboard for European artists to strengthen the networking ability of FAI on an international level. Board members who attended echoed the positive response and congratulated Aengus, Jen, and Sheena on the success. It was noted to be an incredible pilot of its type to demonstrate the international aspect of the organization. A formal report will be compiled and sent to all involved partners.

Music Camp and KCFF

Plans for the Music Camp and the Kansas City Folk Festival are in progress. When official FAI showcase artists are confirmed, the line-up for the KCFF will be set.

Lifetime Achievement Award Nominees

The list of award nominees will be sent the following day. The "Best of" award nominees will be sent to membership in December.

Finance Committee Report

Alka Sharma provided the August end statement reports. \$50,000 will be put in the Lead Bank account. The total build out of the new space is estimated to be \$177,000. Rather than paying interest over seven to ten years, there is a more attractive option to pay that amount out of pocket. A portion would be from the operating account and some out of the money market account. There is also a strategy for approaching foundations to help with the costs of the build out. The suggested tarte is to spend \$125,000 in cash that would be amortized over seven years at a monthly payment of \$1488. The remaining "rent" balance of \$500+ would go toward programming and activating the public space at the new office.

There were no surprises with the audit recently completed. There are some adjustments that will be made on the journal entries, but not any drastic changes. As with any audit, there is a slight difference from the audit to the June end statements presented at the last meeting.

Site Selection Task Force Report

Tim McFadden provided a recap of the site selection trip to New Orleans and Baltimore. Both cities had great presentations and both hotels were perfect for our needs. Both were extraordinary opportunities. New Orleans is recommended as the best selection for 2020.

Michael Kornfeld questioned the recommendation about holding the conference in January and whether that would affect regional conferences held late in the year in regard to the 60-day restriction. The target dates for 2020 are January 20-27 in order to be scheduled closer to APAP to perhaps engage more international buyers. It also provides an extra month's window for festival buyers.

Motion: To approve the recommendation from the Site Selection Task Force to commence negotiations with the Sheraton New Orleans and city stakeholders to secure New Orleans as the conference site for January 2020.

Moved by: Tim McFadden

Seconded by: Alka Sharma

Result: Motion unanimously approved.

There was also a reminder of the confidentiality of this decision. Aengus noted that when negotiations are concluded and a tactical date is set, the Board will be notified.

Nominating Committee Report

A discussion was opened to discuss filling the Board position that is open due to Ralph Jaccodine's resignation. Amy Reitnouer reported that the Nominating Committee recommends the approval of Greg Torrington of Montreal.

Motion: To approve the appointment of Greg Torrington

Made by: Lisa Schwartz

Seconded by: Lynn Cingari

Result: Motion approved.

There are currently five open seats on the Board, and the Nominating Committee has six recommended nominees to be presented for the ballot. In addition, the Nominating Committee is recommending two appointees whom they believe will fill the Board's biggest need and those who have a great deal of experience. A review was provided of the potential appointees' credentials and the criteria of Board need, followed by discussion. Matt Smith thanked the Nominating Committee for the work and time involved in the reviewing process.

Motion: To approve the slate of candidates as provided.

Made by: Alka Sharma

Seconded by: Deana McCloud

Result: Motion approved.

Matt Smith asked Joan Kornblith and Erika Wollam-Nichols to speak about their requests for appointments to the Board. Joan noted that she feels that a board alumni association would be beneficial in handling the passing on of information to new board members. This would allow for more engagement with former board members. In addition, there are a few projects she feels she needs to complete and asks for consideration of her request for appointment.

Erika feels there is an opportunity to make a difference in the next year and would like to complete current tasks in regard to membership that she has begun.

Erika and Joan left the call so that the Board could discuss both of their proposals, specifically related to initiatives actively in progress or part of our strategic plan. This situation provides the opportunity for a policy to address future requests for appointments in order to complete a specific task. After a lengthy discussion, it was recommended that we continue the conversations via listserv with input from Nom Com, Ex Com, and Gov Com before putting it forward for a vote.

Matt Smith will reach out to Erika and Joan to let them know we are still discussing their requests. Amy will start a new thread that doesn't include the proposed appointees with notes from our conversation for further discussion. The intention is to wrap up a thoughtful decision as soon as possible.

Programming Committee Report

Deana provided a report as part of the Board Kit that notes the current status of programs being scheduled. Bi-monthly conference calls continue as we work to complete all details related to the panels, programs, and showcases.

Other Business

Matt Smith reported that he recently attended the Far West Regional Conference. It was an amazing event, and he complemented Far West on their success.

Aengus asked the Board to read through the Folk D.J. Chart information that is included in the Board Kit.

Action Item: Think Tank about Folk D.J. Chart scheduled for Friday, October 13 at 1:00 PM CT

Motion: To adjourn meeting.

Made By: Michael Kornfeld

Meeting was adjourned at 2:15 PM CT.