Folk Alliance International’s office is located on the ancestral Indigenous land of the Osage, Kansa/Kaw, Kickapoo, and Očhéthi Šakówin nations, also known as Kansas City. We honor with gratitude their elders: past, present, and future. The purpose of making this land acknowledgment in post-colonial society is to show respect for Indigenous peoples and their traditional territories, to recognize their unique culture and enduring relationship to the land, and to raise awareness about histories that have often been replaced, suppressed, or forgotten.

On the Covers

Our eyes are usually on the big moments of our conference: the showcases, business meetings, panels. But the small moments leading up to those are just as important: the rehearsals, planning, chasing down your bandmate, or even just taking a moment to breathe. Front cover: Ashley Virginia plays a little something on the foyer piano—a popular jam session spot this year. Back cover: First-timer Riana Naipaul practices original music on a brand new guitar purchased during the conference.

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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 is an arts nonprofit and NEA designated National Arts Service Organization based in Kansas City, Missouri, USA. FAI is also a member of the Alliance of Performing Arts Conferences (APAC) and the Performing Arts Alliance (PAA).

FAI is the leading international voice for folk music with a network of more than 3,000 members: a worldwide community of artists, agents, managers, labels, publicists, arts administrators, venues, festivals, and concert series presenters.

Our Team

Jennifer Roe
Interim Executive Director/Deputy Director

Alex Mallett
Development Director

Jerod Rivers
Conference Director

Marisa Kolka
Communications Manager

Treasa Levasseur
Program and Community Engagement Manager

Fawn Lies
Digital Media Coordinator

Tisha Naipaul
Membership & Development Administrative Assistant Coordinator

Marina Yudice
Marketing Assistant

Sara Gougeon
Marketing Assistant

Lily Joiner
Graphic Design Assistant

Conference Contractors

Elexa Dawson
Outreach Coordinator

Scott DeVouton
Ofcial Showcase Coordinator

Claire Diamond
Ofcial Showcase Coordinator

Beth Hatch
Volunteer Coordinator

Fred Knittel
Ofcial Showcase Coordinator

Kylee Lambert
Production Coordinator

J im Schultz
Private Showcase Coordinator

Arielle Silver
Daytime Program Production Coordinator

LaWanda Smith
Ofcial Showcase Coordinator

Mollie Stephens
Production Coordinator

Renata Raphael Robertson
Ofcial Showcase Coordinator
Board of Directors

President
Ashley Shabankareh
Artist / NFP Arts
Administrator
Artist Corps New Orleans

Vice President
Reid Wick
Sr. Membership & Project Manager
Recording Academy

Secretary
Laura Thomas
Owner/Agent ComboPlate Booking

Treasurer
Kevin Dalton
Certif ed Financial Planner
Wiles+Taylor & Co.

At-Large
Rosalyn Dennett
Executive Director
Folk Music Ontario

Ayappa Biddanda
Sr. Director
Concord

Beau Bledsoe
Artist
Ensemble Iberica

Lynn Cingari
Agent
Wasserman Music

Iona Fyfe
Artist/Director
Traditional Music and Song Association

Catalina Maria Johnson
Journalist/DJ
Beat Latino

Michael Kornfeld
Communications and Public Relations Strategist / Founder
AcousticMusicScene.com

Sara Leishman
Executive Director
Calgary Folk Festival

Gary Paczosa
VP A&R
Rounder Records

Chris Porter
Producer & Talent Buyer
Hardly Strictly Bluegrass
President/CEO Porter Productions LLC

Ann Powers
Critic and Correspondent
NPR Music

Caroline Randall Williams
Artist / Author / Scholar
Vanderbilt University

Amy Reitnouer Jacobs
Executive Director
The Bluegrass Situation

Alka Sharma
Senior Program Advisor Canadian Arts Presentation Fund

Guillermo Subauste
Producer

Gerald Torres
Professor of Law
Yale University

Brandi Waller-Pace
Artist/Founder
Decolonizing the Music Room
Letter from Our Leadership

Hello friends,

This past year has been full of changes and transitions for FAI. We said goodbye to our beloved Executive Director of eight years, Aengus Finnan, hosted our first hybrid conference, announced our new board president, and most recently announced our new Executive Director, Neeta Ragoowansi, who starts in December.

As we look towards 2023, we have been reflecting on our upcoming conference theme of sustainability. By the start of this report’s fiscal year (July 1, 2021), the pandemic continued to cause challenges for FAI and the community. In December of 2021, we made the difficult decision to move the conference from February 2022 to May 2022 after the COVID-19 Omicron variant impacted the United States. With forethought and preplanning, our staff was able to adapt, easily transitioning to a new conference date.

We forecasted a financial loss of $130,000 going into the May conference; however, thanks to the work of our staff, we were able to reduce expenses wherever possible, with the conference hotel agreeing to provide all of the contracted concessions without a penalty. This, coupled with generous support from the community, allowed FAI to continue to sustain, ending the year with a small $3,000 loss (as detailed on page 24).

This past year also prompted us to sustain in other ways by utilizing our Executive Director succession plan to begin the search for a new Executive Director for FAI. Our succession planning, combined with successfully building and maintaining a high functioning staff, made the process of finding a new Executive Director less daunting, allowing FAI to be strategic and intentional in approaching our search.

In advance of our new Executive Director joining the FAI staff, our board has worked on developing a draft strategic plan that will outline the direction of the organization over the next five years. The next Executive Director, along with the staff, will finalize the strategic plan to be released in early 2023.

As we move into our current fiscal year, we are excited to transition the sustainability of the past year into growth. We look forward to ushering FAI into the next generation of leadership!

Sincerely,

Ashley Shabankareh (she/they)
Board President

Amy Reitnouer Jacobs (she/her)
Immediate Past Board President

Jennifer Roe (she/her)
Interim Executive Director
This year saw each of our five regional affiliate organizations persevere to continue providing resources to their communities despite the pandemic. SERFA, the Southeast Regional Folk Alliance, was the first of our regions to present an in-person conference since 2020. Each region has their own independent board of directors and hosts an annual conference in their respective territory. The goal of each is to build stronger regional folk music networks, develop local markets, and support artists and industry alike throughout the year. To learn more about our regions and what they’re up to throughout the year, please visit folk.org/regions.
Diversity, Equity, Inclusion

Cultural Equity Council

This year, we introduced the new FAI Cultural Equity Council, led by co-conveners Karima Daoudi and Dom Flemons (pictured above). The council was a formal arms-length listening body independent of the FAI Board and staff with the goal to make equity recommendations to inform FAI’s new strategic plan, moving from initiatives to policy.

The council hosted a town hall in April to invite community reflections and input regarding equity issues in folk music and at FAI. This meeting informed FAI’s new strategic plan, and the council co-convenors presented the findings from this town hall during the CommUNITY Gathering at the conference in May.

Affinity Groups

Affinity Groups continue to be a popular community gathering event both in-person and online! In FY22, we held 13 in-person Affinity Groups at the conference and 26 online. Affinity Groups are community-oriented sessions designed to encourage and foster connections between folks within the FAI community who share a common identity or experience. We offered sessions for International Folks, Folks from the African Diaspora, Indigenous Folks, Parents and Caregivers, LGBTQ2IA+ (pictured), and many more.

10/20/30 Pledge

We’re committed to APAP’s 10/20/30 REDI Pledge, with a goal to work towards 20% of our programming or artist rosters and 30% of annual budget toward supporting or featuring people of marginalized communities over a 10-year period.

We’re proud to have exceeded both goals in just four years!

Goal: 10-year Commitment
Our Progress: 2 Years as of April 2023

Goal: 20% of Programming/Artists
Our Progress: 80%

Goal: 30% of Annual Programming Budget
Our Progress: 47.8%
For the 2022 Artist in Residence project, British-Canadian multi-instrumentalist Saskia Tomkins (pictured above) was invited to partner with The Mixed Museum in London, England. The result was a commissioned instrumental piece weaving Roma, traditional fiddle, and blues elements to accompany a narrated photo essay exploring Tomkins’ family search to find her grandfather, a segregated African-American G.I. who was forbidden to marry his white girlfriend and required to return to the US. His daughter (Tomkins’ mother) was twice placed in an orphanage as part of England’s buried and rarely discussed “Brown Babies” era.

Created to foster cultural cross-pollination, diversify audiences, and nurture artistic growth, FAI’s Artist in Residence (AIR) program pairs folk musicians with institutions and community organizations through innovative partnerships.

There’s something really settling about knowing your roots, knowing how you fit into the world, and watching intergenerational wounds heal.
Global Summits

Centering Disability in the Music Industry Summit

The Centering Disability in the Music Industry Summit, in partnership with Global Toronto, was a half-day online convening in advance of the 2022 conference bringing together folks with disabilities who work in the music industry and or belong to the folk music community. During the conference, a summary session took place where recommendations, questions, and calls to action that emerged from presentations and group discussion during the summit were presented.

The summit summary was presented by, Lilli Lewis, Adam Perry, Mark Erelli, and Gaelynn Lea (pictured above).

Disability is a celebration of being not just resilient but coming at things from a different lens that's informed by your experience in your body, and that's something we can celebrate instead of simply accommodate.

– Gaelynn Lea

Folklorist Summit

Presented by FAI and co-hosted by American Folklore Society and the American Folklife Center at the Library of Congress with funding in part through the National Endowment for the Arts, this summit brought together folklorists, artists, and industry professionals to consider pathways and barriers to practicing tradition as a profession and to being recognized as an expert in artistic and academic spaces. It was a four hour discussion about equitable professional practice in the field, the historic entanglements of the labels, and the urgent needs for moving our field forward in a healthier ecosystem where artists, tradition keepers, folklorists, administrators, and presenters work together with a more shared authority, more direct profits and intellectual property to tradition bearers, and with empathy and kindness.

The summit summary was presented by Junious Brickhouse, Queen Nur, Lamont Jack Pearley, Ellie Dassler, and Teresa Hollingsworth (pictured below).

Nostalgia is extremely...
I don’t say disrespectful but it’s not grounded in reality: you don’t have to dress like you’re picking cotton to play the blues in 2022.

– Lamont Jack Pearley

Disability is a celebration of being not just resilient but coming at things from a different lens that’s informed by your experience in your body, and that’s something we can celebrate instead of simply accommodate.

– Gaelynn Lea

...But where are you really from?

– Gaelynn Lea
We were thrilled to partner with JM International to bring the first Ethno event to the United States! The inaugural Ethno USA took place on October 9-20, 2021, in the beautiful backdrop of Black Mountain, North Carolina. This very special event brought together young artists from around the world to learn new musical traditions from each other.

The group stayed at the YMCA Blue Ridge Assembly where they spent a week teaching each other songs from their unique cultures and rehearsing them before their public performance at the renowned LEAF Festival in Asheville.

After their festival performances, the participants then headed to Echo Mountain Recording in Asheville to record all of their songs for a commemorative album of the very first Ethno USA.

Though it was the first to take place in North America, Ethno USA is just one of the 30+ Ethnos that happen all over the world, including Sweden, Greece, Tunisia, Jordan, Brazil, and more. Learn more about JM International and the Ethno programs at www.ethno.world.
Changing the Tune
In the final year of our work with Majestic Collaborations, we produced multiple resources for our community through the Changing the Tune project, including an e-book on producing accessible events and a seven-day digital course on building creative resilience for organizations. We appreciate all of the work Majestic has put into this project and are grateful to a grant from Performing Arts Readiness, funded by the Andrew W. Mellon Foundation.

Folk Charts
This is the third year that Folk Alliance International has managed the monthly folk radio charts, in addition to distributing the weekly NACC folk charts. The charts are shared weekly via email and posted on social media, and the email subscribers have grown to 1,400 folks since we first launched.

Membership
This year we continued to see a drop in our average membership numbers, which is typically related to the amount of registrants at our annual conference. Our team has been working diligently to bring our membership back up to pre-pandemic numbers, and we have some exciting projects in the work to help serve our members even better!

Group Exemption
As a continued benefit of FAI membership, last year we had 50 non-profit organizations as part of our Group Exemption program, which allows small organizations to register as 501(c)3 non-profits under our IRS certification. This simplifies the process of verification for these organizations and helps keep their documents organized and filed on time.
Performing Arts Alliance

In 2020, FAI was formally invited to be a member of the Performing Arts Alliance, which is a group that advocates for America’s professional nonprofit arts sector before Congress and key policy makers. Other members include theater, dance, opera, chorus organizations, and more. This partnership is key in participating in the national conversation of preserving the arts, while also elevating the folk music industry as a performing art that’s essential to the cultural sector.

Global Music Match

Our partnership with Global Music Match continued last year with the second edition of the world’s largest online music collaboration. In 2021, the artists participating in the program who represented the United States were Treya Lam, Max ZT (pictured above), Lilli Lewis, Julia Othmer, Thea Hopkins, HuDost, and Windborne. We’re excited to continue working with Sounds Australia, Showcase Scotland Expo, and Canada’s East Coast Music Association (ECMA) on the 2022 Global Music Match program this fall.

Kansas City Folk Festival

Launched in 2017, the Kansas City Folk Festival started as a small indoor festival held in conjunction with our annual conference as a way to bring folk acts from around the globe to the public right in our hometown of Kansas City. The festival has since grown and shifted to a now community-led, independent non-profit organization produced by friends in our community. We’re proud of the work we’ve done to get the festival off the ground and are excited to see future iterations of the event as the community takes on full control of its vision and planning.
Social Media Growth

Our social media presence is relatively new, considering the organization’s 34 years of history! Since FAI moved from Memphis to Kansas City, the new team has grown significantly, and with that, our marketing efforts as well.

We saw a huge need for FAI to professionalize its online presence, and the pandemic only further proved that. We’ve managed to increase our Instagram followers by a whopping 706% since 2016, and have made great strides in growing our YouTube audience, too. In the last few years we’ve produced many high-quality videos, including our keynotes, conference recap videos, executive director addresses, and many more.

We’re proud of the work we’ve done and have many plans on how we can reach new audiences globally!

Facebook

28,016 followers
up 103% since 2016

Twitter

16,510 followers
up 706% since 2016

YouTube

3,109 subscribers
up 524% since 2016

Community Webinars

Since the onset of the pandemic, we’ve produced many webinars covering a wide range of topics to meet our community’s needs. This year we worked with our partners to produce seven webinars primarily geared toward furthering artists’ careers, like “The Power of Fan Engagement” (sponsored by Kari Estrin Mgmt/Consulting & Radio Promo) and “Online Revenue Generating for Musicians” (sponsored by Bandzoogle).

Our plan is to continue strengthening our digital offerings to the community to provide resources that meet the needs of the folk music industry year-round.

Online Community Engagement

“Our trailer was stolen while we were in Tuscon, AZ so Patreon was sort of what helped us get back on our feet and our community really came around us too at the same time.”

– Sav Buist and Katie Larson of The Accidentals during The Power of Fan Engagement sponsored by Kari Estrin

“You should absolutely maintain a presence on social media, but your goal should always be to drive the traffic back to your website, capture contact information, and then you can start relationship building.”

– CEO of Bandzoogle Stacey Bedford during Online Revenue Generating for Musicians

“I’d like to be assured people aren’t booking me because it’s easy... But they’re also actively thinking more than one black artist on a bill, more than one female black artist on a bill. And, as I say, at the moment I have yet to come across that.”

– Lady Nade during Real Talk: Collaborative Problem Solving in the Live Touring Ecology

Social Media Growth
The Village Fund

In 2021, we were proud to launch Folk Alliance International’s first grant program, The Village Fund. Created in reaction to the COVID-19 pandemic, it was designed to provide support for musicians and independent music industry professionals in need.

Funding for the grants has come from our generous donors and ticket holders to the virtual Folk Unlocked showcases in 2021. We hope to continue distributing grants through this program for years to come. If you’d like to help support our community, please visit folk.org/the-village-fund to donate.

$50,000 distributed

100 grants awarded

“The Village Fund helped me through a scary and uncertain time in my career when my gigs were being cancelled left and right.”

· · · · · Ann Torralba

#ForPeteSakeDonate

The For Pete’s Sake, Donate! campaign was our first attempt at a grassroots, crowdsourced fundraising campaign to raise money for The Village Fund. We encouraged people to share a video singing a favorite folk song on Pete Seeger’s birthday while asking friends to donate and share a song as well. PetesSakeDonate generated over 100 videos across social media and we raised $29,905 for The Village Fund for the year, the bulk of which came in during the few days around Pete Seeger’s birthday on May 3. Tro / Essex (the publishers that manage many of Pete’s songs) donated songbooks which were sent to donors. To check out some of the campaign videos, search the hashtag #ForPeteSakeDonate on Facebook, Instagram, or Twitter!
The 2022 Folk Alliance International Conference was the reunion we've all been waiting for. After two years of not meeting in person due to the pandemic, and an additional postponement from our original February date to May, we were finally able to gather in person with our community! With some modifications in place to make it safe for in-person attendees and engaging for those attending online only, we were able to produce a successful hybrid conference that included 1,547 attendees in total.
Artists Kate Cosentino and Jeremy Carter-Gordon of Windborne answer audience questions at the Let’s Talk TikTok Q&A

We found the conference to be helpful for re-establishing relationships with industry folks. Our artists made great contacts for future shows. We would encourage more presenters to attend to help create more routing possibilities for the artists. The exhibit hall was well attended as well.

– Louise W Baker, Baker Booking-Musicalou Productions

I truly appreciated the growth in diversity exhibited at this year’s conference. It felt like an international conference. The attention to detail was obvious and the overall experience was richer for it.

– Amber Buist, OTB Management
As house concert hosts, we like to see artists give a live performance before we book them into our venue. Without FAI, it would be very hard for us to confidently book anyone who has never before toured in our local area. We found a couple of wonderful new-to-us acts that we will be hosting soon... in some cases, as one stop on their first-ever tour through central Texas.

– Joe and Beverly Angel, Arhaven House Concerts

In a word, FAI is excellent! The love for music, community building, and education is palpable among attendees and staff, all while creating a fun and safe environment for networking. I made invaluable connections for collaborations and lifelong friends beyond just music. FAI week is on my calendar (in ink)!

– Mehuman, Artist/Wish I Wrote It! Podcast
Countries Represented

Australia  Chile  Egypt  Guyana  Ireland  New Zealand  Paraguay  Switzerland
Belgium  China  England  Haiti  Italy  Norway  Scotland  Turkey
Bolivia  Colombia  Estonia  Hungary  Mexico  Morocco  Senegal  United States
Brazil  Cuba  Germany  Iceland  Morocco  Netherlands  Spain  Wales
Canada  Denmark  Greece  Iran  Northern Ireland  Panama  Sweden

Panelist Diversity

Outside US  BIPOC & Latine  LGBTQ2IA+  Disability  Female/Nonbinary
25%  49%  17%  13%  52%

Peer Session Diversity

Outside US  BIPOC & Latine  LGBTQ2IA+  Disability  Female/Nonbinary
13%  32%  13%  13%  74%

International Folk Music Awards Diversity

Outside US  BIPOC & Latine  LGBTQ2IA+  Disability  Female/Nonbinary
16%  41%  20%  16%  58%

Affinity Group Host Diversity

Outside US  BIPOC & Latine  LGBTQ2IA+  Disability  Female/Nonbinary
24%  36%  24%  8%  68%

FAI 2022 was a robust and engaging time made up of infectious energy in reconnecting with folks we’d been missing for two years. This large and growing community makes FAI far more than just another conference and is really a musical family reunion which we are all happy to be a part of, sharing with one another and inviting others to join us where we belong.

– Stephanie Coronado, Ginger Roots Agency

As a journalist, general devotee to Americana music, and someone trying hard to learn more and be of more use in this community, I got more enjoyment and education out of this event than I ever could’ve predicted. Besides discovering at least a dozen amazing new acts, I came away with ideas to improve our platform and inspiration to use it for good: to better promote and support artists, effect social change through what we do, and above all, to carry on and bolster a tradition that matters to nearly all of us: gathering.

– Carol Roth, Adventures in Americana
During the 2022 International Folk Music Awards, we honored and celebrated community members, leaders, and emerging talent including Nanci Griffith, Flaco Jiménez, Jason Mraz, Mali Obomsawin, Lilli Lewis, Gaelynn Lea, and many more. In addition to announcing the member-voted 2021 Song, Album, and Artist of the Year, we presented the Lifetime Achievement, Spirit of Folk, People’s Voice, Rising Tide, and Clearwater Awards, in addition to inductions into the Folk DJ Hall of Fame.

The awards show opened with a land acknowledgement by Elexa Dawson and Thea Hopkins (pictured below left) and a song by gospel group Isaac Cates & Ordained (pictured below right). There were feature performances by nominees Crys Matthews, John Smith, and Diana Jones. Award presenters included Chris Porter, Ayappa Biddanda, Liz Levitt-Hirsch, Tim Baker, and more.
SONG OF THE YEAR
"Changemakers" by Crys Matthews

ALBUM OF THE YEAR
"Outside Child" by Allison Russell

ARTIST OF THE YEAR
Allison Russell

Living Lifetime Achievement
Flaco Jiménez

Legacy Lifetime Achievement
Nanci Griffith

Business/Academic Lifetime Achievement
Swallow Hill Music

People’s Voice
Jason Mraz

Clearwater
Planet Bluegrass

Rising Tide
Mali Obomsawin

Spirit of Folk
Eugene Rodriguez

Spirit of Folk
Lilli Lewis

Spirit of Folk
Gaelynn Lea

Spirit of Folk
Erin Benjamin

Spirit of Folk
Amado Espinoza

Spirit of Folk
Shain Shapiro

Folk DJ Hall of Fame
Angela Page

Folk DJ Hall of Fame
Jonathan Øverby

SONG OF THE YEAR
"Changemakers" by Crys Matthews

ALBUM OF THE YEAR
"Outside Child" by Allison Russell

ARTIST OF THE YEAR
Allison Russell

Living Lifetime Achievement
Flaco Jiménez

Legacy Lifetime Achievement
Nanci Griffith

Business/Academic Lifetime Achievement
Swallow Hill Music

People’s Voice
Jason Mraz

Clearwater
Planet Bluegrass

Rising Tide
Mali Obomsawin

Spirit of Folk
Eugene Rodriguez

Spirit of Folk
Lilli Lewis

Spirit of Folk
Gaelynn Lea

Spirit of Folk
Erin Benjamin

Spirit of Folk
Amado Espinoza

Spirit of Folk
Shain Shapiro

Folk DJ Hall of Fame
Angela Page

Folk DJ Hall of Fame
Jonathan Øverby
Farewell to Aengus Finnan

We were proud to work with Aengus every day to further our mission-driven work. He brought empathy and compassion to everything he did and helped build our team into the family it is today. We miss him dearly and wish him the best of luck in his future endeavors!

Aengus did much for FAI during his eight years as Executive Director. Here are just a few of the highlights!

- Launched the Artist in Residence program
- Increased international representation at the annual conference from 12 countries in 2014 to 47 countries in 2019
- Intentionally expanded the range of folk genres served to include more international genres
- Advanced careful and strategic DEIA (diversity, equity, inclusion, access) work, including training the full staff and board
- Led the creation of formal Annual Reports
- Advocated for the folk genre at the GRAMMYs
- Led the committee that eventually became community-led Kansas City Folk Festival
- Doubled the budget from $800,000 to $1,600,000
- Grew team from one staff member to over ten
- Rebuilt and expanded relationships with the music industry at large
Aengus and I started our tenures at Folk Alliance around the same time - me as Board Member and he as Executive Director. Over the course of the last eight years we have weathered, witnessed, and worked on so much together, and he has shown all of us what great leadership looks like, approaching everything he does with heart and humility. It’s been a true honor to know him as a peer and a friend.

– Amy Reitnouer Jacobs (The Bluegrass Situation), FAI Board President 2021-2022

It was one of the greatest honors of my life to both lead and serve this amazing community and to work alongside and to learn from Aengus Finnan who devoted every single day to elevating the profile of FAI on a global scale. He threw open the doors and windows of our ‘Folk House’ and strived to make FAI a welcoming place for everyone. Aengus raised the bar so high, I had to stand on my tip toes just to reach, and I’m still stretching. I am so grateful to know him and to call him my friend.

– Lisa Schwartz (Alchemy Arts Consulting), FAI Board President 2019-2021

While sitting on the FAI Board of Directors I was able to witness a leader with passion, empathy and a vision beyond what had been seen prior. Aengus continues to be an inspiration in how I do my own work and I’m so proud and grateful to have had the chance to serve this organization with him.

– Matt Smith (Club Passim), FAI Board President 2017-2019

Aengus came to FAI with an ability to see an organization we were not yet but had potential to be. He saw where we could go, and possessed the instincts, education, experience, and resilience to set us on our way. He wanted our leadership, staff, committees, and members to reflect a larger, more inclusive global folk community. Most of all, Aengus had the confidence to admit mistakes and things he didn’t know — which ultimately bred the trust, respect, open-mindedness and transparency we associate with Folk Alliance International today. Aengus leaves FAI a stronger, more innovative and resilient organization than he found it.

– Michelle Conceison (Mmgt), FAI Board President 2015-2017
When FAI first faced the reality of the pandemic in the spring of 2020, our team forecasted a loss of $500,000 over two years that was covered by our reserve. In the first full fiscal year of the pandemic, FAI cut expenses and leveraged donations and government relief funds to end the fiscal year with a positive balance. In the second fiscal year of the pandemic, we increased our budget to host an in-person conference and expected a $130,000 loss. Moving the conference from February to May added uncertainty that we wouldn’t have the number of attendees needed to cover our expenses and meet hotel obligations. Our staff diligently considered ways to cut costs in the months leading up to the conference, and the hotel worked with us by waiving fees while providing the full value of our contract. These measures along with continued government pandemic relief funds and generous donations brought the unaudited loss to only $3,000 for FY22.

As we enter the third year of the pandemic, the financial impact continues. The board approved a budget with a nearly $200,000 loss for FY23 recognizing that government relief funding is no longer readily available and our community is still struggling.

### Total Income: $1,468,468

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### Total Expenses: $1,471,469

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<td>Management/General</td>
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<tr>
<td>Fundraising</td>
<td>$61,495</td>
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*Data not yet audited*
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