


FREIGHT & SALVAGE

2017 ANNUAL REPORT



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Freight & Salvage 2020 Addison Street, Berkeley, CA www.thefreight.org

Title page photos, from top: Rhonda Benin's "Just Like A Woman", Bela Fleck & Abigail Washburn, Niyaz, Bill Evans, Evie Ladin & Stephanie Prausnitz, Austin Willacy

Photography: Tom Ehrlich, Ruth Kaiser, Mike Melnyk, Irene Young

NOVEMBER 2018

Dear Friend,

At the Freight & Salvage, we believe traditional music is about connection—with our history, our understanding of the world, the divine, and one another. For generations, traditional music has been passed down around campfires, on front porches, in fields, and in sacred spaces. But in today's fast paced, highly commercialized world, there are too few opportunities for people to gather, share traditions and build community through music.

Since 1968, the Freight & Salvage has provided that gathering space, and has been a home for traditional music and musicians. As we carry on the legacy of the Freight, we are taking steps to ensure that our work as presenters of traditional music is fair, inclusive, equitable, respectful, and sustainable. In recent years, we have worked to expand our definition of "traditional music" to be inclusive of more cultural traditions, and we have engaged in an organization-wide assessment of equity and inclusion as it relates to our mission and programs. We are now showcasing a broader range of music genres and reaching new audiences in addition to our long-time audience.

And, we are ecstatic to report that 2017 was a record-breaking year at the Freight & Salvage. We welcomed more concert-goers than ever before—with annual attendance reaching 88,679—and our income from donations rose to over \$1 million. These are major milestones in building a thriving Freight & Salvage that will endure for many years to come. We are continuously grateful for the strength and support of the Freight community—thank you!

Sincerely,

Beth Sawi
Board Chair

Sharon Dolan
Executive Director



Words from our Audience

"THE FREIGHT IS MY FAVORITE BAY AREA VENUE. THANK YOU FOR ACKNOWLEDGING AND LIFTING UP THE DIVERSITY OF WHERE WE LIVE."

"I HAVE BEEN GOING TO THE FREIGHT SINCE IT WAS ON SAN PABLO AVENUE... IT IS SUCH AN IMPORTANT PART OF BERKELEY'S CULTURAL ECOSYSTEM."

"My husband and I loved our first visit to Freight and Salvage. It is a fabulous venue to listen to music. Great sound and intimacy."



**IN 2017, WE HOSTED
339 CONCERTS, REACHING
88,679 CONCERT-GOERS.**

MUSIC

The Freight & Salvage is an outstanding venue for live music. In 2017, we hosted 339 concerts. Our ticket sales totaled 80,207, and with free admission to concerts and special events, we served an audience of 88,679 in total. This was the highest annual attendance in the history of the Freight & Salvage. We continue to reach new audiences and for these first-timers, the concert experience at the Freight is exceptional. Our Freight community is strong and growing.

A FEW WORDS FROM PETER WILLIAMS, PROGRAM DIRECTOR:

2017 was my first full year of booking this amazing venue and I've had a great time! I have enjoyed bringing my own friends and colleagues into the Freight family, as well as getting to know the many musicians and friends already connected with this East Bay institution. Booking traditional music gives us a lot of leeway as to what we can present. But I love music that has something to say and takes the listener on a journey. We are very fortunate to have the opportunity to hear this music in the Littlefield Room at the Freight.

SOME OF PETER'S FAVORITE SHOWS IN 2017:

MS. LISA FISCHER AND GRAND BATON MARCH 5, 2017

I've been a big Lisa Fischer fan for years. This show was her Freight debut and she was fantastic from start to finish. And to make it even better, she loved the room.

RUTHIE FOSTER APRIL 14, 2017

Ruthie performed solo, and from the first note had the audience in the palm of her hand. She was upbeat, personable, and ran the gamut of musical styles from gospel to country, to blues.

MARTY STUART AND HIS FABULOUS SUPERLATIVES MAY 15, 2017

This was my first time seeing Marty and the band live. I knew that they were great. I just didn't really know how great they were. Each band member is an incredible musician, the music is fantastic, and they know thousands of songs. They've been playing together for so long, they are a really tight and amazing band.

PUERTO RICO BENEFIT ORGANIZED BY JOHN SANTOS AND MIGUEL ZENON OCTOBER 8, 2017

An incredible day of music from members of the SF Jazz Collective, Joshua Redman, Zakir Hussain, John Santos, and more. The Duet between Zakir and Josh Redman was a high point of my career.

HABIB KOITE NOVEMBER 2, 2017

As a long time fan, I was excited for his first appearance at The Freight, and was not disappointed. The band was tight, there were great rhythms, and we all went to Africa for the night.





GUEST CURATOR: JOHN SANTOS

In 2017, John Santos served as a Freight & Salvage Guest Curator and he developed an outstanding line-up of seven concerts called **Raices**. The series showcased diverse Latin American music representing a wide range of formats and dynamic interpreters.

Additionally, we partnered with him for two outstanding benefit concerts. On July 2, 2017, we held a benefit for the incredible musician, Giovanni Hidalgo, a well-known and loved Latin jazz percussionist for whom many incredible musicians came out to support. On October 8, 2017, less than one month after the devastating Hurricane Maria struck Puerto Rico, John organized a benefit concert with Miguel Zenon. The concert brought many local Latin Jazz luminaries to the Freight for the first time, and raised \$20,000 to support hurricane victims.

After the close of the 2017 Raices Series, John said "The Freight & Salvage Coffeehouse is coffee for the soul—spiritually stimulating, mood enhancing, brewed with love, presenting music that enters first through the heart, then through the ears and eyes. This is why we live in the Bay Area. What a gem!"





IN 2017, OUR EDUCATION
PROGRAMS REACHED
2,209 STUDENTS OF ALL AGES.

MUSIC EDUCATION

The Freight offers classes and workshops in a variety of roots-music traditions and techniques to further our mission to preserve heritage musical forms and pass them on.

CLASSES & WORKSHOPS

We hosted a total of **164 six-week classes**, reaching 1,149 students. The Most popular classes were Folk Song Repertoire, Old-Time Fiddle, Singing Outside of the Shower, Beginning Ukulele, and Country Harmony Singing.

We also launched a **new community chorus**. The **Freight Singers** is a “pay what you can” class. In 2017 we enrolled 39 students—that number rose to 81 students in 2018! Repertoire focuses on international vocal traditions and body music and embeds the history and context of the music into the curriculum. The chorus performs twice annually.

We hosted **22 single-day workshops** and 5 of those featured out of town artists. Our most popular were the 5th Annual Berkeley Dulcimer Gathering, Ukulele Blues Party with Del Rey, Songs to the Orishas: Lucumí Chants from Oro Cantado with Bobi Céspedes, and Clawhammer Banjo: Developing a Useful Musical Toolkit with Adam Hurt.

We hosted **41 open jams**, allowing students of a particular style of music to practice standards in community with others. The format allows for new students to study chord progressions while more advanced students can practice solos and embellishments. Jams are one of the primary ways that traditional music has been passed from generation to generation. In 2017, our regular jams were bluegrass and blues.

KIDS AT THE FREIGHT

The Freight & Salvage offers a range of family-friendly arts experiences, setting children and their caregivers on a lifetime of music exploration.

Our Fiddlekids day-camp, which runs for one week for students ages 7-14, reached 81 students. This was the 20th year of Fiddlekids and it was a resounding success. Through the generous support of the Bill Graham Foundation, we were able to increase our scholarship support.

Freighter Tots, our family song circle on Saturday mornings reached 176 family-units (participation is just \$10 per family).

The Patchwork Series of high-energy matinee performances filled our showroom with hundreds of dancing parents and their preschool-aged children.

In September 2017, the annual free Family Open House was attended by 350 children and their grown-ups. The day featured family-friendly performances on the mainstage, a dance floor for little ones, crafts and hands-on activities in the lobby, a family song circle, and the beloved instrument petting zoo.





COMMUNITY PARTNERSHIPS

The Freight & Salvage strives to strengthen and expand our thriving local

arts ecosystem by supporting other organizations, student groups, and the community at large. Below are some of the many ways we served as a partner organization:

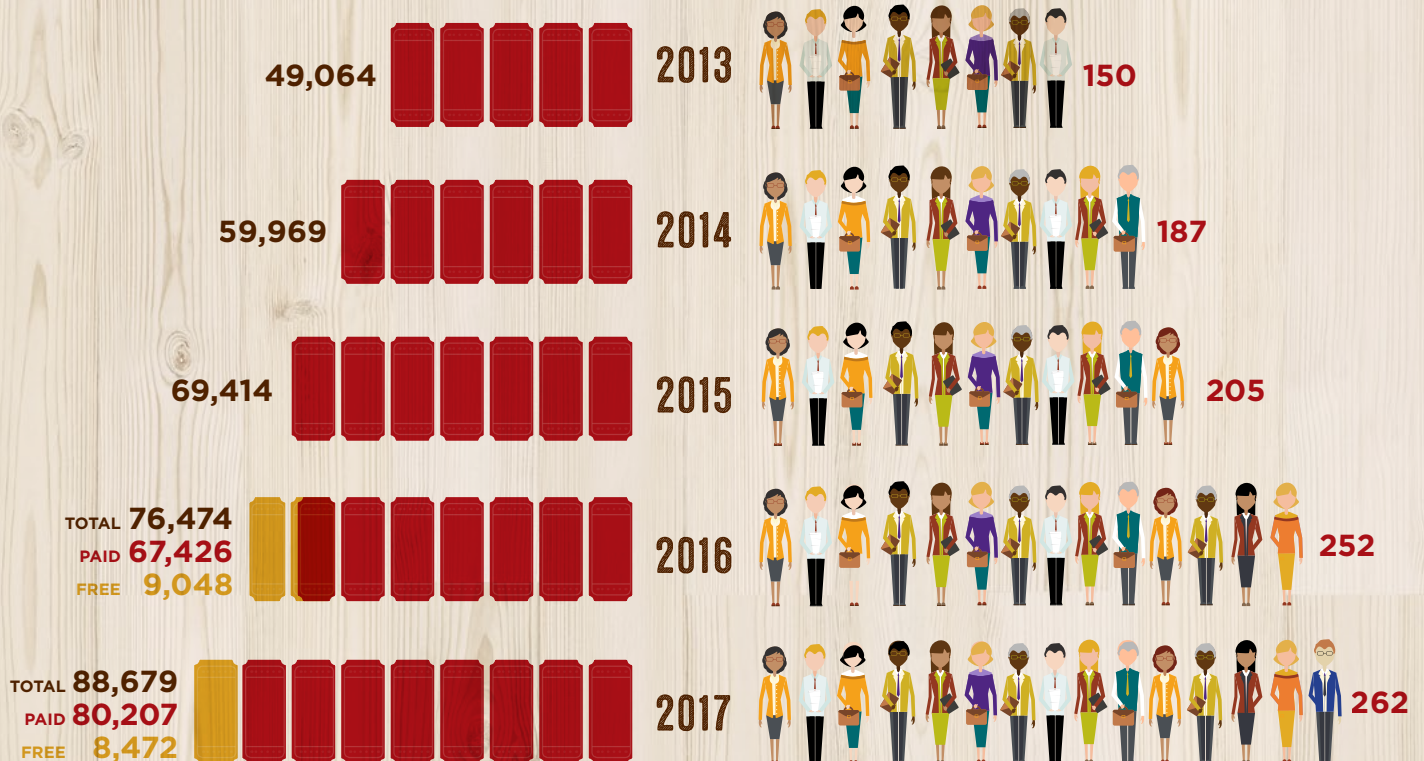
- In 2017, we partnered with over 20 non-profit organizations to present benefit concerts, festivals, and celebrations.
- In May we presented the 2nd Annual Berkeley Bluegrass Festival in collaboration with local bluegrass luminary, Laurie Lewis. The festival featured three nights of outstanding music, alongside free daytime workshops and jams.
- We shared our stage with 8 student ensembles including Berkeley High School Chamber Orchestra and Jazz Ensemble, UC Berkeley Jazz Ensemble, Oakland Youth Chorus, and the Junior Bach Festival.
- We continued our partnerships with West Coast Songwriters and the Chamber Music Society of San Francisco.
- We opened our stage for 18 open mic nights, affectionately known as “ground zero for the hootenanny revival”.
- Cynthia Lin and Ukulenny hosted a Holiday Uke Jam that brought over 400 ukulele players into our venue to sing and play along.
- We co-presented a range of festivals such as the SheSings Women’s A Capella Festival, Celtic Fiddle Festival, Bay Area Book Festival, and Berkeley Festival of Ideas.
- We continued our longstanding partnership with the beloved Berkeley Old Time Music Convention.





CONCERT ATTENDANCE

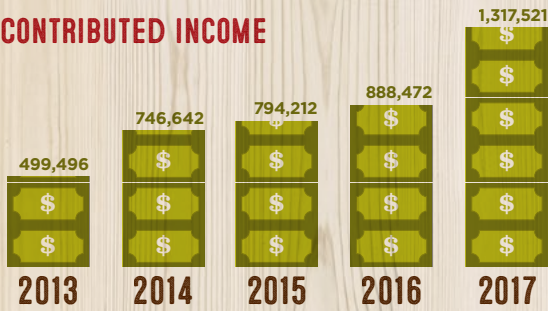
AVERAGE AUDIENCE SIZE



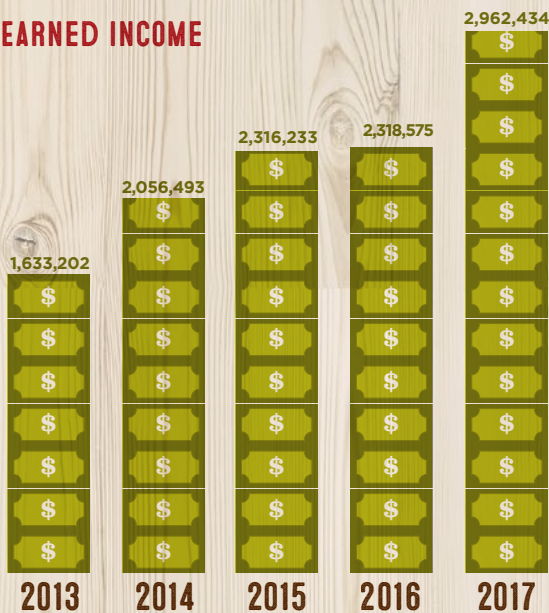
The Freight distributes free tickets to hundreds of local organizations, participates in the Discover & Go program, and hosts a range of free events. The above data shows the number of free tickets that have been redeemed. This data is not available for years prior to 2016.

2017 INCOME

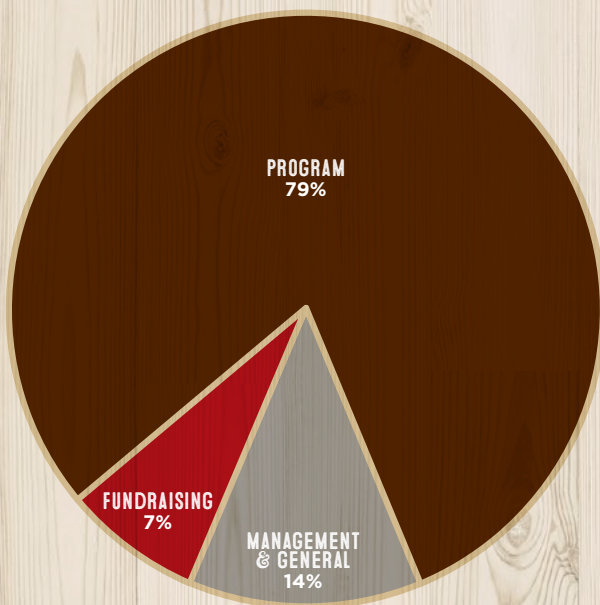
CONTRIBUTED INCOME



EARNED INCOME



2017 EXPENSES



BALANCE SHEET

December 31, 2017

ASSETS

Total Current Assets	\$ 1,606,225
Property and Equipment, Net	9,879,080
TOTAL ASSETS	11,485,305

LIABILITIES AND NET ASSETS

Current Liabilities	535,235
Total Liabilities	535,235
Net Assets	
Unrestricted	10,800,070
Temporarily restricted	150,000
Total Net Assets	10,950,070
TOTAL LIABILITIES AND NET ASSETS	11,485,305

PROFIT & LOSS

January 1, 2017–December 31, 2017

UNRESTRICTED NET ASSETS

REVENUES

Ticket Sales	\$ 2,342,101
Contributions	1,020,700
Concessions sales	245,201
Class fees	211,569
Other program income	99,134
Interest income	65,213
Other income	80,701
Net Assets released from donor restrictions	281,550
TOTAL REVENUES	4,346,169

EXPENSES

Program Services	3,206,167
Management and General	576,458
Fundraising	293,782
TOTAL EXPENSES	4,076,407

INCREASE IN UNRESTRICTED NET ASSETS	269,762
GAIN ON TRANSFER OF NEW MARKET TAX CREDIT	3,304,372

TEMPORARILY RESTRICTED NET ASSETS

Contributions	173,750
Net assets releases from donor restrictions	(281,550)

DECREASE IN TEMPORARILY RESTRICTED NET ASSETS	(107,800)
INCREASE / (DECREASE) IN NET ASSETS	3,466,334

The increase in net assets includes a \$3,304,372 non-cash gain due to the finalization of the New Market Tax Credit transfer.



MONDAY, OCTOBER 2, 2017

A FUNDRAISING PARTY FOR THE FREIGHT

IRMA THOMAS

BLIND BOYS OF ALABAMA

PRESERVATION HALL LEGACY QUINTET

THE HEART & SOUL QUEEN OF NEW ORLEANS

THANK YOU TO ALL WHO ATTENDED THIS CELEBRATION!

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