

# FREIGHT & SALVAGE

## 2016 ANNUAL REPORT





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**Freight & Salvage 2020 Addison Street, Berkeley, CA [www.thefreight.org](http://www.thefreight.org)**

Photography: James Barry Knox, LatinBayArea, Mike Melnyk, James Doiron, Irene Young



SEPTEMBER 2017

## *Dear Friend,*

The Freight & Salvage is an anchor institution in downtown Berkeley and a cultural gem for our community, and it was my great honor to serve as Board Chair for a second year in 2016.

At the Freight, we believe that music provides a fundamental human connection. A defining quality of traditional music is that it is passed from one person to another. For centuries, traditional music has been shared between people in their living rooms, on their porches, and working in the fields.

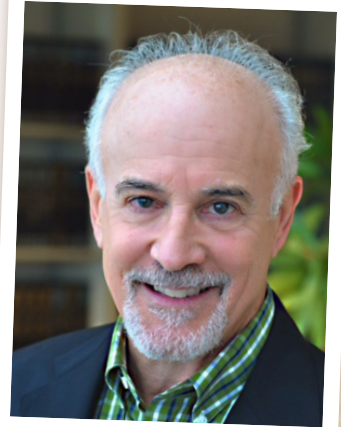
Programs at the Freight & Salvage cultivate and support connections: between performers and audience in our listening room, between teachers and students in our classrooms, and between parents and children in our family programs.

In 2016, we hosted over 300 concerts featuring nearly 2,500 different artists, held hundreds of classes and workshops, and celebrated intergenerational music making with fantastic family programs. Through all of these activities, we brought people together and fostered a growing and thriving community.

For traditional music, inspiration, music education, and community building, the Freight & Salvage is a valuable resource—our job is to share this resource as widely as possible.

## *Thank you for your support.*

Russ Pollock  
Board Chair, 2014-2016



SEPTEMBER 2017

## *Dear Friend,*

Traditional music is about connection—with our history, with our understanding of the world and the divine, and with one another. Connection between musicians and music lovers is what makes the music come alive. It's the reason we sing and play together, and in 2016, the Freight strengthened and deepened its connections with an ever-widening community.



As you look through this report, you will find that our commitment to following the evolution of traditional music – in many forms – has been strengthened and expanded. You'll find the best in roots and Americana on our stage, and we are continuing to discover and explore music traditions from around the world.

As an organization, we are reaffirming and deepening our commitment to diversity, equity, and inclusion. This commitment is reflected in a number of areas at the Freight.

In 2016, we made two important new hires and the candidates we selected have demonstrated a nuanced and thoughtful understanding of how to effectively engage with the diverse communities of our region.

We hired a new Program Director, Peter Williams, and we created the new position and hired a Director of Marketing & Communications, Brian Peebles Kameoka. You can read about these dynamic new staff members in this report. In addition to generating excitement for our current season, Brian and Peter are now busy working on a series of special activities for our 50th Anniversary celebrations in 2018.

The generosity of our donors allows us to continue presenting great music that honors traditions and brings people together. In 2016, one of the areas of the greatest growth was in our income from charitable contributions, which covers one third of our expenses. Of particular note was the Freight's first fundraising gala, a very special evening with music legend, Emmylou Harris. I especially want to thank all of our new donors who stepped forward to support the Freight & Salvage – we are grateful for your gifts.

In 2016 the Freight & Salvage convened a growing community of music lovers – for concerts, classes, and special events.

## *Thank you for joining us!*

Sincerely,  
Sharon Dolan



## NEW PROGRAM DIRECTOR

In October 2016, Peter Williams became our Program Director, booking all performances at the Freight & Salvage. Peter has been programming venues since 1998, including the Green Music Center (Rohnert Park), Yoshi's (both Oakland and San Francisco), and the Napa Valley Opera House/City Winery. Peter has very broad musical tastes, and brings a wealth of experience to the position. He shares our vision for programming—a broad variety of traditional music, as well as the headliners we've come to enjoy in recent years.



## Music

The Freight & Salvage produced 304 concerts in 2016, selling 67,426 tickets, and featuring 2,451 artists. 50% of our shows featured local artists, among those were long-time Freight friends as well as musicians that were new to the stage.

Several notable headliners graced our stage for the first time, including Ladysmith Black Mambazo, Bill Frisell, Keb Mo, David Crosby, Jeff Bridges, The Waifs, Blind Boys of Alabama, Sarah Jarosz, Roseanne Cash & John Leventhal, Leo Kottke, The Weepies, Elvin Bishop, Dave & Phil Alvin, Ricki Lee Jones, and Dave Mason.

Returning Freight favorites included: Darlingside, Wake the Dead, Vienna Tang, Del McCoury, Peter Rowan, Richard Thompson, Tommy Castro and the Painkillers, and Greg Brown.

In May 2016, we hosted the first Berkeley Bluegrass Festival in collaboration with local bluegrass legend, Laurie Lewis. In addition to three nights of outstanding performances by Steep Ravine, High Country, John Jorgenson, and Laurie Lewis & the Right Hands, the weekend was filled with free workshops, and a panel discussion on the history of the Northern California Bluegrass.

## Music Series

Traditional music evolves and changes over time, and the Freight & Salvage has always been a place to witness that evolution. With this in mind, we have two regular concert series that we believe are vital to the continuity of traditional music forms. Check the calendar for regular concerts in these exciting series.

- **Genre-Bending Innovators:** Artists in this series are creating new forms within the traditional genres and cross-pollinating instruments, repertoire, and musical components across cultural and genre boundaries. This music is wildly risk-taking while remaining firmly rooted in traditional music. Examples of recent Genre-Bending Innovators concerts at the Freight include: Bela Fleck & Abigail Washburn, Marley's Ghost, Barbara Higbie, Shasta String Celebration, Carrie Rodriguez, Allison Miller's Boom Tic Boom, and SF String Trio, among others.
- **Global Roots** is a series of musical riches highlighting traditional music from around the world and lesser-known regional folk music from the United States. For our Global Roots series we seek artists who demonstrate deep expertise in a culturally-specific style. Recent Global Roots concerts have included: Ramana Viera, SVER Trio, Willie K, Alasdair Fraser & Natalie Haas, Cascada de Flores, Ladysmith Black Mambazo, and Dàimh among others.





## 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

In 2016, we offered 280 classes and workshops, serving 2,161 students of all ages. Many more attended free workshops and open jams. The most popular classes and workshops were Folk Song Repertoire, Old-Time Fiddle, Buzzy's Juke Joint Blues Jam, Singing Outside of the Shower, Bluegrass Jam, Beginning Ukulele, Country Harmony Singing, the Berkeley Dulcimer Gathering, and the Banjo Mini-Camp.



### 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 signature Fiddlekids summer camp celebrated its 19th year. Fiddlekids is an intensive day camp for violin/fiddle students ages 7-14. Through the generous support of the Bill Graham Foundation, we were able to expand Fiddlekids to two sessions in 2016, and we were able to increase our scholarship support. With two sessions our total attendance grew to 91 students. Of these, 16 students received partial scholarships and 2 received full scholarships.
- The Patchwork Series of high-energy matinee performances filled our showroom with hundreds of dancing parents and their preschool-aged children.
- Over 420 people came to "Sing the Beatles" evening of Friday, June 10. Music historian, Peter Elman, offered insights into the music and was joined on stage by The Quarry Persons, a Beatles tribute band that recreated all the favorites for a fun-filled, all-ages, sing-a-long event.
- In September 2016, the annual free Family Open House was attended by 350 children and their grown-ups. The day featured family-friendly performances on the main stage, a dance floor for little ones, crafts and hands-on activities in the lobby, a family song circle, and the beloved instrument petting zoo, where children could touch, play, and bang on real instruments ranging from guitars and violins to bongos and maracas.





## 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 2016:

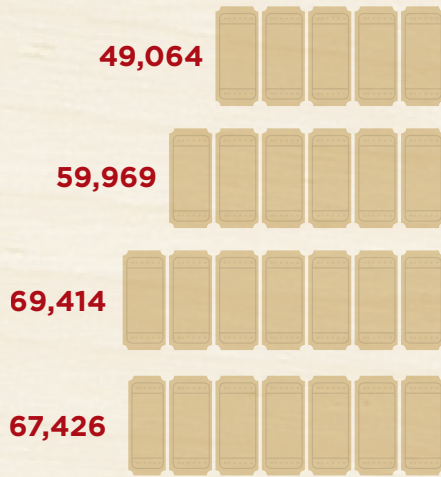
- On Thursday, January 21, 2016, we hosted a very special evening celebrating Ronnie Gilbert's activism, music, and life. 697 people attended this free event, either in the Freight's Littlefield Room or via simulcast in the Rhoda Theater at the Berkeley Rep. Hundreds more watched the event via simulcast online. We now host an annual Ronnie Gilbert Public Sing event to keep the celebration going.
- In 2016, we partnered with over 20 non-profit organizations to present benefit concerts, festivals, and celebrations.
- 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 worked with the Osher Lifelong Learning Institute, OLLI@Berkeley, to present courses, lectures, and events, for adults, age 50 and above.
- We co-presented a range of festivals such as the SheSings Women's A Capella Festival, Rafael Manriquez Memorial Festival (in collaboration with La Pena Cultural Center), Celtic Fiddle Festival, Bay Area Book Festival, and Berkeley Festival of Ideas.
- We provided a venue for other performing arts organizations, such as the West Edge Opera, San Francisco Chamber Orchestra, West Coast Songwriters, and the Bay Area Children's Theater, to serve downtown Berkeley.
- We continued our longstanding partnership with the beloved Berkeley Old Time Music Convention.
- We hosted a City of Berkeley Candidates Forum for mayoral and city council candidates to discuss the arts in Berkeley, and it was the most highly attended of the Berkeley candidates forums in the 2016 election cycle.

### NEW DIRECTOR OF MARKETING & COMMUNICATIONS

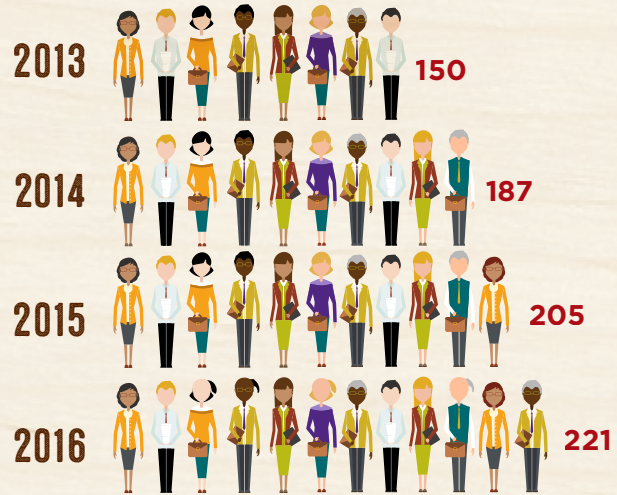
Brian Peebles Kameoka joined the Freight in 2016. Previously he was director of marketing for Harris Center for the Arts at Folsom Lake College, Capital Stage Company, B Street Theatre. He has worked for Crocker Art Museum, Unexpected Productions in Seattle, Ryan Stiles's Upfront Theatre, Northwest Asian American Theatre and Kansas City Repertory Theatre. Brian holds a Bachelor of Arts in Theatre from Grinnell College and a Masters of Business Administration from California State University, Sacramento.



## NUMBER OF TICKETS SOLD



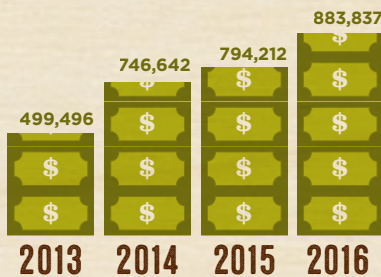
## AVERAGE AUDIENCE SIZE



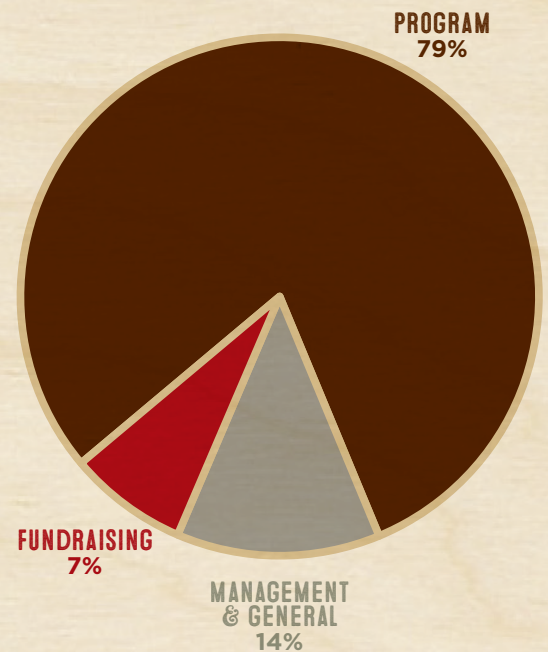
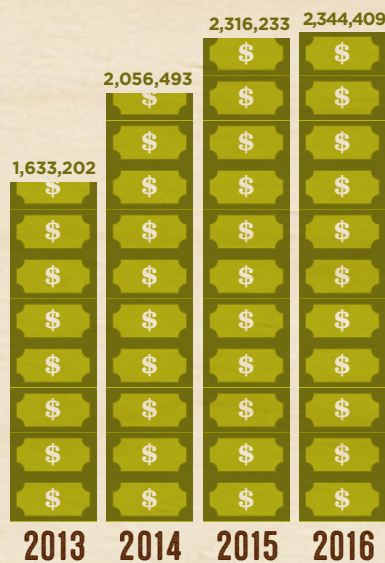
## 2016 INCOME

## 2016 EXPENSES

### CONTRIBUTED INCOME



### EARNED INCOME







## BALANCE SHEET

December 31, 2016

### ASSETS

Total Current Assets	\$ 1,153,600
Receivables, Net	50,000
Promissory Note	9,730,628
Property and Equipment, Net	10,055,954
<b>Total Assets</b>	<b>\$ 20,990,182</b>

### LIABILITIES AND NET ASSETS

Current Liabilities	\$ 492,075
Notes Payable	13,014,371
<b>Total Liabilities</b>	<b>13,506,446</b>
Net Assets	
Unrestricted	7,225,936
Temporarily restricted	257,800
<b>Total Net Assets</b>	<b>7,483,736</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 20,990,182</b>

## PROFIT & LOSS

January 1, 2016 - December 31, 2016

### UNRESTRICTED NET ASSETS

#### REVENUES

Ticket Sales	\$ 1,795,710
Contributions	815,637
Concessions sales	210,184
Class fees	205,669
Other program income	67,664
Interest income	65,182
Other income	43,981
Net Assets released from donor restrictions	68,200
<b>Total Revenues</b>	<b>\$ 3,272,227</b>

#### EXPENSES

Program Services	\$ 2,661,045
Management and General	470,400
Fundraising	253,519
<b>Total Expenses</b>	<b>\$ 3,384,964</b>
<b>Decrease in Unrestricted Net Assets</b>	<b>(112,737)</b>

### TEMPORARILY RESTRICTED NET ASSETS

Contributions	\$ 250,000
Net assets releases from donor restrictions	(68,200)
<b>Increase in Temporarily Restricted Net Assets</b>	<b>181,800</b>
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>69,063</b>





# CELEBRATE THE FREIGHT WITH EMMYLOU HARRIS TUESDAY, OCTOBER 4, 2016



Event Co-Chairs Marci Rubin and Beth Sawi

*Thank you*  
TO OUR HOST  
COMMITTEE AND  
TO ALL WHO  
ATTENDED THIS  
VERY SPECIAL EVENT.

*Thank you* to the following individuals, government agencies, and corporations for their generous support. These gifts were received from January 1, 2016 – December 31, 2016.

## \$10,000+

Lisa Connor  
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\*indicates board member



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*Our mission:* The Freight & Salvage is a non-profit community arts organization dedicated to promoting public awareness and understanding of traditional music—music that is rooted in and expressive of the great variety of regional, ethnic, and social cultures of peoples throughout the world.

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