Greetings from the Board Chair & Executive Director

Music

Music | Guest Curator: John Santos

Music Education

Community Partnerships

Freight by the Numbers

Freight Financials

Thank You to Our Donors

Mission Statement | Staff

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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 Meinsky, Irene Young
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.”

“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.”

“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.”
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.

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.

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.
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!”
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: Lucumi 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.
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.

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:
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**

- 2013: $499,496
- 2014: $2,056,493
- 2015: $2,316,233
- 2016: $2,318,575
- 2017: $2,962,434

**EARNED INCOME**

- 2013: $1,633,202
- 2014: $2,056,493
- 2015: $2,316,233
- 2016: $2,318,575
- 2017: $2,962,434

**BASING 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 released 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.
2017 CONTRIBUTORS Thank you to the following individuals, government agencies, and corporations for their generous support. These gifts were received from January 1, 2017–December 31, 2017.

$50,000+
E. W. & Laura Littlefield, Jr.
David & Elizabeth Sawi*
William & Flora Hewlett Foundation

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Robert Dell
Ann DeRosa
Holly Earl
Russ Ellis & Julie Gordon Shearer

*indicates board member

2017 CONTRIBUTORS

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!
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.

Staff 2017 to Present

Administration & Finance
Sharon Dolan, Executive Director
Karen Elliot, Accountant
Chuy Haugen Mendeola, Operations Manager
Maia Sawi, Finance Manager

Program
Peter Williams, Program Director
Leah Wollenberg, Program Assistant

Development
Susan Lefkowich, Director of Development
Jed Dearing, Development Associate
Lorrie Johnson*, Administrative and Development Assistant
Jeanine Richardson, Development Assistant
Katy Waffle, Development & Grants Manager

Marketing
Brian Peebles Kameoka, Director of Marketing & Communications
Anica Odell-Smedley, Marketing Associate
Sam Smetana, Digital Marketing Coordinator

Education
Celeste Kopel, Class & Workshop Coordinator
Leah Wollenberg, FiddleKids Administrator

Box Office
Blake Parker, Box Office Manager
Terri Esther
Alice Gallagher
Jenny Hurth
Amber Neal*
Celeste Kopel
Elina Schenker
Allegra Thompson

Night/Event Managers
Andrea Hirsig, House Manager
Tim McGraw, Volunteer Coordinator
Elinor Blake
Suzanne Fox
Phuong Le*
Dee Plunkett
Sridevi Ramanathan*
Elina Schenker
Sam Smetana
Bob Whitfield
Leah Wollenberg

Production & Sound
Bob Whitfield, Production Manager
Bethany Wycoff, Production Assistant
Bob Nelson, Production Assistant
Mary Alafetich*, FOH
Adam Blomberg, FOH
Tesser Call, FOH
Jillian Dockter*, FOH
Tony Ferro, FOH
Dan Foldes, FOH
Lou Judson, FOH
Chad Roberts, FOH
Robin Scott, FOH
Pete Soper, FOH
Heidi Trefethen, FOH
Dave Trouse*, FOH
Brian Walker, FOH
Bethany Wycoff, FOH

Counter/Bar Staff
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Eliza Cantwell*
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Aya Davidson
Zachary Gamble
Robert Grover
Judi Newell
Toshio Onaga
Annie Pietz
Danny Rucker*
Claudia Russell
Dan Sidle
Ritchie Ugaz
Julie von Ehrenkrook
David Wagner
Dan Weeks
Haley Woods

The Freight & Salvage is supported by hundreds of volunteers. We are deeply grateful for their tireless support of our mission and programs.

* Hired in 2018