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Thank You to Our Donors

Mission Statement

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Dear Friend,

The Freight & Salvage has settled into the new and larger venue at 2020 Addison Street and it feels like home now—our unique listening room is a place where both audience and artist can experience the intimacy of a living room and the superb acoustics of one of the country’s finest performance halls.

As I reflect on 2015 and review the highlights contained in this report, I am struck by the extraordinary growth we have seen at the Freight in recent years. Thanks in large part to our donors and our audience, we have secured our place as an anchor institution in downtown Berkeley’s Arts District.

In January 2015, following an exhaustive search conducted by our Board of Directors and a professional arts organization search firm, Sharon Dolan took the helm as our new Executive Director. During her first year, Sharon’s management skills enhanced our organizational capacity and engagement with our community, and increased our contributed income, continuing the positive trend from 2014.

With new senior leadership in place, the Board was able to return to the strategic planning work that it began in 2013. The Board formally adopted a new strategic plan at its November 2015 meeting. This plan has ambitious goals to grow and diversify our audience and to engage more deeply with the community, and will provide guideposts for us to measure our progress.

In 2015 we saw significant increases in both program and donated revenues. The average attendance at shows continued to grow, as it did during 2014. We presented 350 evening shows, plus a range of rentals and daytime uses of our listening room. Donations from individuals have also increased. We are deeply grateful for this growing support and enthusiasm for our programs.

Overall, there has been extraordinary optimism at the Freight, and I am proud to have served as Board Chair during this exciting time. At concerts, I am greeted by stalwart supporters who have nurtured the Freight for more than four decades, and I see many new faces in our growing family.

Thank you for keeping traditional music alive and well in our community.

Russ Pollock
Board Chair
Dear Friend,

It has been my great pleasure to join and be welcomed into the Freight & Salvage community in 2015—thank you! In the last year, I enjoyed meeting many of you, and those conversations left me enthusiastic about carrying out our vision and goals for the Freight.

In these conversations, I have been inspired by the sense of ownership of the Freight that is held by so many people. It is remarkable how many of you say “we” when talking about the Freight. The Freight truly embodies the motto on its marquee, “Music Builds Community”, and this community is a source of great strength for the Freight.

Though I have known about the Freight for many years, working here has given me a new appreciation for the history of this organization. This legendary venue is now the longest running folk and roots music venue west of the Mississippi, and our reputation for excellence is widespread. The Freight is known as a great place for musicians and audience alike, and this is in no small part due to the work of our talented board and staff. I am privileged to be working closely with this group of people.

Founded in 1968, at the height of the civil rights and anti-war movements, the Freight & Salvage is deeply rooted in that aspect of Berkeley’s culture that embraces freedom, justice, cooperation, and innovation. In the late 1960’s, the Freight was a place to hear the soundtrack of the times, and we are here now, nearly 50 years later, a place to hear the voices of current struggles.

Our mission broadly defines traditional music as “music that is rooted in and expressive of the great variety of regional, ethnic and social cultures of peoples throughout the world.” I love the expansiveness of this intent and its focus on inclusion. In the coming years, we will continue to showcase music from many regions and cultures.

Traditional music evolves over time, as the Freight has, and together, we will keep adding our verses to the song.

Sincerely,
Sharon Dolan
Music

The Freight & Salvage produced 343 concerts in 2015, selling tickets to nearly 70,000 people—an increase of 16% over 2014.

• The Freight presented a wide variety of music from Celtic, Brazilian, African, Balkan, Hawaiian, Arabic, Jewish, Turkish, Armenian, Moroccan, and Latino traditions and regions. We showcased many genres of music including Americana, bluegrass, old-time, soul, blues, jazz, country, gospel, reggae, classical, and rock/pop.

• Several notable headliners graced our stage for the first time, including Buffy Sainte-Marie, Ricky Skaggs, Leo Kottke, the Watkins Family Hour, Joan Armatrading, the BoDeans, and Suzanne Vega. Cris Williamson celebrated the 40th anniversary of The Changer and the Changed with an enthusiastic crowd at the Freight.

• Over 50% of our shows featured local artists, among these were long-time Freight friends as well as musicians that were new to our stage.

• Those who know the Freight, report that they often take a chance on performers and music styles that they have never heard before. With this in mind, we launched our New Roots series, showcasing emerging artists in roots, Americana, and folk music. We also continued other successful series: Genre-Bending Innovators and World Music Treasures.

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.

• Our classrooms were very active in 2015, with 327 classes and workshops offered, serving 3,286 students.

• The most popular classes were Women’s Singing Circle, Beginning Ukulele, Roots of Resistance & Songs of Freedom and Old Time String Band. Favorite one-time workshops included the Berkeley Dulcimer Gathering and the Banjo Mini-Camp.
Kids at the Freight

The Freight & Salvage is an anchor for family-friendly arts experiences in the community. The Kids at the Freight program was developed to help launch children on a lifetime of music exploration. In 2015, Kids at the Freight included the following activities.

- Our signature Fiddlekids summer camp celebrated its 18th year. Fiddlekids is an intensive summer day camp for violin/fiddle students ages 7-14. Fiddlekids served a record of 75 students in 2015. Of those, 4 received partial scholarships and 1 received a full scholarship.

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

- In September 2015, 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, where children could touch, play, and bang on real instruments ranging from guitars and violins to bongos and maracas.

Partnerships

In addition to producing many nights of music on our own, we seek to strengthen and expand our community by engaging other members of the thriving local arts ecosystem.

- In 2015, we partnered with over 30 non-profit organizations to present benefit concerts, festivals, and celebrations.

- We offered our stage to 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 co-presented a range of festivals such as the Gamelan Summit, Hawaiian Music Festival, International Body Music Festival, 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 and the Bay Area Children’s Theater, to serve downtown Berkeley.

- We became the East Bay home for the Moth StorySLAM, featured on NPR affiliate stations across the country.

- We continued to serve as a primary venue for OLLI @ Berkeley. OLLI, the Osher Lifelong Learning Institute, is an extension of UC Berkeley offering daytime courses, lectures, and events for adults age 50 and above.
2015 Income

CONTRIBUTED INCOME

2013 499,496
2014 746,642
2015 794,212

2015 Expenses

PROGRAM 80% 2,616,730
FUNDRAISING 7% 244,191
MANAGEMENT & GENERAL 13% 416,280

EARNED INCOME

2013 1,633,202
2014 2,056,493
2015 2,316,233

2013

NUMBER OF TICKETS SOLD

49,064
59,969
69,414

2013
AVERAGE AUDIENCE SIZE

150
187
205

2014

2015
Thank you to the following individuals, government agencies, and corporations for their generous support. These gifts were received from January 1, 2015 – December 31, 2015.

**$10,000+**
Nancy Freeman, Bequest of Tim Patterson
Patricia & Richard Gibbs
Hellman Foundation
William & Flora Hewlett Foundation
Glenn Jackson* & Joel Jackson
Nate Levine* & Charlene Akers
Krista & Bill Martin
Steve Meckfessel*
Charles Munger
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Russell Pollock* & Laurie Campbell
Marc Rubin
David & Elizabeth Sawi*
Scott Shenker
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Diane Davenport
Wendy Cosin
Stuart Berman
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Tim Ware
Elizabeth Wegstein
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Peter Wexler
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Konrad Alt & Maureen Kennedy
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Jerry Mosher
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Alpert & Alpert Iron & Metal, Inc
Don Arbitblit & Jill Sutte
Jerry Barush & Lorraine Gunther
Tom Bruns
Lisa Caplan*
Nancy Castille* & Rich Mynick
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Alameda County Arts Commission / ARTSFUND Grants
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Barbara Licht
Richard Lopez
GJ Stillson MacDonnell & Helen Walsh
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Oakland Interfaith Gospel Choir
Kerry* & Barry Parker
Laurel Przybyski
Barbara Raulaha
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Joyce Rybandt
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Elizabeth Alexandro
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Ann DeRosa
Rajan & Rhea Dev Shoshana & Dave Finacom
Susan Forsythe
Robin Harper*
Paul Hennessey & Susan Dague
Lisa Honig
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Nancy Hutcheon
Tony Ferro
Pat Flores & Dell Martin
Robin Flower*
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Jim Bruno
Stephanie Burnett
Jennifer Burroughs & Michael Rowe
Bob Butsic
Warren & Lorna Byrne
Cherie Campbell
John Caner
Cindy Caprasecca

**$1,000 TO $4,999**
Anonymous (3)
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Don Arbitblit & Jill Sutte
Jerry Barush & Lorraine Gunther
Tom Bruns
Lisa Caplan* Nancy Castille* & Rich Mynick
Lawrence Chung* Alameda County Arts Commission / ARTSFUND Grants
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Ann DeRosa
Rajan & Rhea Dev Shoshana & Dave Finacom
Susan Forsythe
Robin Harper*
Paul Hennessey & Susan Dague
Lisa Honig
Eric & Sandra Hudson
Nancy Hutcheon

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 2015 to Present

ADMINISTRATION & FINANCE
Sharon Dolan, EXECUTIVE DIRECTOR
Michael Sawi, FINANCE MANAGER
Karen Elliott*, ACCOUNTANT
Chuy Haugen Mendeola, OPERATIONS MANAGER & PUBLICITY COORDINATOR
Karen Elliott*, ACCOUNTANT

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Rose Shapiro**, PROGRAM ASSISTANT

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Sam Smetana, DIGITAL MARKETING COORDINATOR

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Andrea Hirsig, FIDDLEKIDS ADMINISTRATOR
Leah Wollenberg, FIDDLEKIDS ASSISTANT

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Terri Esther
Alice Gallagher
Jenny Hurth
Celeste Kopel
Jo-Ellaine Morgan**, SENIOR BOX OFFICE ASSOCIATE
Elina Schenker*

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Bethany Wycoff, PRODUCTION ASSISTANT
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David Wagner
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The Freight & Salvage is supported by hundreds of volunteers. We are deeply grateful for their tireless support of our mission and programs.

* Hired in 2016  ** No longer at the Freight