

**FAI Board Meeting  
June 13, 2016  
Minutes**

*In attendance:*

Michelle Conceison	Tim McFadden
MarySue Twohy	Dan Navarro
Lisa Schwartz	Amy Reitnouer
Donald Davidoff	Matt Sever
Renee Bodie	Alka Sharma
lou DeMarco	Jean Spivey
Ralph Jaccodine	Ellen Stanley
Joan Kornblith	Keli O'Neill Wenzel
Mike Kornfeld	Ericka Wollam-Nichols
Deana McCloud	

Aengus Finnan, Executive Director

Absent: Matt Smith

**President's Announcements/Housekeeping**

Meeting was called to order 1:06 PM ET by President Michelle Conceison once a quorum was established. Michelle then reviewed the process to request being put on the list to contribute to the discussion.

**Approval of Minutes**

The approval of the minutes from April 28 & 29, 2016 as well as the ExCom meeting from May 17, 2016 is tabled until the next Board call.

Motion: to approve the minutes from the ExCom meeting of April 28, 2016  
Moved by: Donald Davidoff  
Seconded by: Joan Kornblith  
Result: Motion carried unanimously

**Executive Director's Report**

Aengus highlighted the following topics from his report:

### Staff Updates

FAI has now hired a Communications Manager, Erika C. Noguera, bringing our staff compliment to seven full time employees as of June 14, 2016. Additionally, we have two summer interns working three and two days per week respectively, Marisa Kolka and Bre Jacobs, who will assist in everything from graphic design to research and data management.

### Membership

FAI membership continues to fluctuate around renewals related to applications for each regional conference, spiking in the late fall and early winter. Since July 1, 2015 FAI has been using a new online user-driven database system allowing for ease and continuity of contact, along with more accuracy in account info and membership and renewal tracking. In one month we will lap all of our membership renewals and no members will remain outside of the new system.

### Social Media

FAI continues to see increased traffic and interaction with all social media and has planned more robust activity once the Communications Manager starts.

### Official Showcases

Three industry juries will oversee the applications form each of the three markets (US, Canada, International). Juries review all of the submissions, score, and submit recommendations to the ED. A standard scoring matrix is used to rack jurors score re: artistic excellence, uniqueness, career level/readiness. Efforts are made to include emerging artists as well as established artists, and to ensure a range of musical styles. This is the fourth year utilizing this jury process.

To ensure turnover and access, artists who have had two official showcases the past two consecutive years are not eligible to showcase again for a year. They may still apply to lock in the \$250 artist registration rate and also be considered for the camp or festival.

**Action item:** Initiate additional listserv conversation to discuss how to close the loophole that has led to artists who are ineligible for official showcase due to having showcases the prior two years applying for showcases again in order to lock in the Early Bird rate.

### Sponsored Stages

Any business or individual may sponsor a stage. Stage sponsorship is about branding for the sponsor and support for FAI. It does not enable a sponsor to

program the stage outside the juried FAI process. It is important that agents and other industry professionals attend our conference and Aengus is working to maintain fairness and transparency.

### Camp

The camp has not been official renamed in honor of Louis Jay Meyers. We want to be certain that we can maintain the camp in perpetuity.

### **Finance Committee Report**

The Department of Labor has revised its overtime regulations impacting salaried employees with new rules taking effect on December 1, 2016. We will need to change our scheduling around the conference or be faced with significant increases in wages.

### **Governance Committee Report**

We discussed the possible need for a bylaw addition to control adherence to confidentiality. Given that there are no prescribed sanctions for any breach, GovCom recommends more instigating more awareness of our policies and responsibilities and further recommends that a reminder about confidentiality be added to the start of each meeting. GovCom does not recommend a Bylaw addition at this time.

### **Membership Committee**

Topic for discussion: What are some meaningful things we could learn about Folk through research? What are some things that we could do if there was data to support it?

We discussed creating an RFP for an outside research assistant

Some of the meaningful things we stand to learn:

Members' preferences

Demographics

Psychographics

Fiscal impact of Folk on the overall economy/how much is spent?

What percentage of all seating available for music consumption resides in Folk venues?

Graying of Folk – Myth or Fact?

What could we do with the data?

Learn to tell our story better  
Inform the future make-up of the Board  
Recognize shifting trends and react

### **Nominating Committee**

Topic for discussion: in light of our recent conversations about diversity and inclusion, what is the actual charge we are giving the Nominating Committee in that regard? What can we do as a board, and as individuals, to expand our network?

We seek diversity of experience, industry, geography, but not diversity for the sake of diversity.

**Action item:** Send names of potential candidates to NonComm by 7/1

### **Committee Goals**

Committee chairs were asked to update their committee goals in the Google Doc and report to Michelle if they felt that their committee required major changes in purpose or created goals.

Meeting adjourned 2:58 PM ET

Respectfully submitted,  
Lisa Schwartz, Secretary