

What Your Dues Are Doing!



Maritime Folknet 2014 Annual Report

We want to thank our members. Your support makes our programs possible.

Quick recap:

Since we got our federal non-profit status, we bought a sound system, paid off our loan, and have begun paying musicians. Our budget is growing, and we have plans to offer more free maritime music performances and workshops in 2015.

Maritime Folknet Programs

Maritime Music This Week: a list of events emailed to over 320 people. Frequency: 2 or 3 times monthly. Location: About a third of the events, are in King County, the rest are throughout the Northwest. Cost: Free

Musicians on the Historic Ships Wharf at Lake Union Park in Seattle

Frequency: Three afternoons per month from June through September on weekends and 'Free First Thursdays' when MOHAI has free admission. (12 events per year). Audience: about 500 people per day, 6000 total. Admission: Free

Music at the Lake Union Wooden Boat Festival on the Historic Ships Wharf

Maritime Folknet puts up part of the funds to pay musicians to supplement the Center for Wooden Boats' reduced budget. Frequency: 3 to 5 days annually in July. Audience: about 10,000. Admission: Free

Music at Family Fun Day & Classic Workboat Show at the Historic Ships Wharf

Maritime Folknet puts up part of the funds to pay musicians at these events put on by Northwest Seaport. Frequency: Annually, May and October. Audience: about 500 at each event, 1000 total. Admission: Free

Greet the Season at Lake Union Park

Maritime Folknet books youth choirs to perform aboard the historic steamer Virginia V, and organizes children's crafts. Frequency: Annually in late November. Audience: about 1,000. Admission: Free

Songs of the Northwest Workshops with free lyric and history sheets for about 50 songs

Frequency: 3 times a year. Locations: Rainycamp (Seattle Folklore Society) near Seattle, January. Northwest Folklife Festival, Seattle, May. Tumbleweed Music Festival, Richland, September. Audience: About 100 total. Admission: Free

Workshops - Maritime Music for Pay: training musicians to take the step to performing professionally

Covers stagecraft, song choice, stage presence, sound systems, booking, etc. Frequency: 2 times a year. Location: Dusty Strings Music School in Fremont (Seattle). Number of people: 10 to 20 per workshop. Admission: Free.

Panel Concerts at the Northwest Folklife Festival in Seattle

Frequency: Annually in May. Audience: 60. Admission: Free

Selling CDs at the Maritime Showcase at the Northwest Folklife Festival

Maritime Folknet sets up a table and sells CDs for the maritime performers at no charge to them. We sell CDs to about 70 people on behalf of about 10 music acts. Between 150 - 300 people are in attendance. Frequency: Annually in May.

Music CDs: Northwest Tugboat Tales, Tales from the Bar

Maritime Folknet produced two compilation CDs with Northwest songs from about 25 maritime acts and songwriters. The songs relate to Northwest maritime history and the current maritime industry. We have distributed about 1,350 copies.

Port Gamble Maritime Music Festival

Frequency: Annually in August. Duration: 5 hours. Location: Port Gamble. Audience: about 300. The only West Coast festival devoted solely to maritime music. Admission: Free

Robert Kotta Memorial Songwriting Contest encourages new maritime songs from Northwest songwriters.

Extra credit for songs that celebrate today's Northwest maritime industry. Winners get cash prizes. Location: Open to anyone. Winners may perform at the Port Gamble festival. Contest entry: Free.

We had to answer these questions for a grant request for sustained support from King County 4Culture (Arts Program), and they give a good summary of where we are going.

Description

A one-sentence description of your organization. Please limit to 25 words.

We produce live music events and recordings that connect audience and musicians with past and present Northwest maritime culture, encouraging both traditional and new songs.

Community

Please describe your community. (Consider audiences, artists, collaborators, supporters, volunteers.)

Maritime music, even more than other musical genres, attracts people who like to participate. Originating with the work songs used aboard sailing ships, many songs feature easy choruses and repeat lines. The community spans people along a continuum from amateur to professional, from singers who have just come “out of the shower” and want to hide behind a massive swelling of other voices, through amateurs who will lead a song at a chantey sing, to full-time professionals. The number of talented local songwriters of all ages is increasing.

There are 50 or more professional maritime musicians in the Northwest, and many more who have some maritime songs in their repertoire. Over 20 of these live and work in King County. Most came of age during the folk revival of the 1960s. Younger people in their 20s and 30s display talent at chantey sings, but have not yet begun performing professionally, which is needed for the continuing health of the genre. Over the past fifteen years, at least 13 professional maritime musicians in King County have died, retired, or moved away. Others rarely play maritime music anymore because of the lack of paying gigs. More events that pay maritime musicians are needed in order to sustain the existing musicians and attract new ones.

Maritime Folknet sends emails to over 320 people who have expressed an interest in upcoming maritime music events, and the actual audience is even larger. Most come to several events a year. Our supporters and volunteers are drawn from these audience and musicians. We recently began offering memberships, and have about 40 members.

Collaborators include members of the Lake Union Working Group. Typically collaborators provide a venue, while Maritime Folknet provides music.

Another question from the King County 4Culture grant request.

Programming

What program are you most proud of and why?

We would like to highlight our collaborative effort with Northwest Seaport to provide music for the 2014 Classic Workboat Show, because it demonstrates a number of points that we want to carry out in our upcoming programs.

First of all, we are paying musicians to perform. There are not enough paying opportunities for maritime musicians, and the music is suffering as a result. There are many enthusiastic amateurs, but professional musicians provide a higher level of musical quality that inspires both amateurs and other professionals, and maintains the overall health and continuity of the genre. Paying gigs are necessary both to sustain the existing professional musicians, and to draw in younger musicians who can carry the genre into the future. Northwest Seaport and the Center for Wooden Boats are the only other non-profit organizations in King County that sometimes pay maritime musicians, and their music programs have been cut in recent years. Maritime Folknet wants to collaborate to sustain their programs, and add more paid maritime music events of our own.

We intend to make all our music events free. This provides maximum access to the public. It also helps draw in new audience. Northwest Seaport used to have a maritime concert series with paid admission, but had to discontinue it due to declining audiences. There was too much competition with other concerts that attract the aging folk music audience, whose incomes and energy are decreasing. We want to reach out to younger people who are also finding an interest in folk and maritime music, but can't afford to pay.

The location at the Historic Ships Wharf is ideal for drawing in more audience of all ages.

Another question from the King County 4Culture grant request.

Management

How has your organization evolved in the last two years?

We were founded in 2010, and began by producing two compilation CDs of Northwest maritime music by various performers. Some songs were drawn from earlier CDs; some were new songs that we recorded for the projects. We are continuing to make these CDs available, but have moved in the direction of producing live music events.

We got our federal 501(c)3 status in 2013, which has opened new fundraising opportunities. We began offering memberships this year. We are now eligible to receive grants from CenturyLink, and will receive \$1000 each year. We have begun seeking funding from both arts and heritage sources.

Maritime Folknet has produced the Port Gamble Maritime Music Festival for several years under the umbrella of Puget's Sound Productions (PSP). In 2014, the event began transitioning from PSP to Maritime Folknet. For 2015, we have recruited a separate fundraising committee, largely drawn from volunteers on the Kitsap Peninsula, to raise \$1925 for this festival. The other 75% of our fundraising will be devoted to King County, where most of our events take place.

For 2015, we have planned a series of free live maritime music events on the Historic Ships Wharf in Seattle. This builds on trial events at this location in 2013 and 2014, and collaborative events in 2014 with Northwest Seaport.

Throughout these changes, our board has remained stable, with three founding members who have been involved with maritime music and various non-profit organizations for decades. Lately, we have seen a need to expand the board gradually to build capacity. We will try out possible board members in volunteer positions to see how they will work out.

Another question from the King County 4Culture grant request.

Future

How do you plan for the future? (Not what, but how?)

Maritime Folknet attends monthly meetings of the Working Group. This is a meeting of heritage organizations that carry out activities at Lake Union Park, and includes MOHAI, the Center for Wooden Boats, Northwest Seaport, the Virginia V Foundation, and others. The Working Group has adopted a 10-year plan to increase activity at the park. Maritime Folknet is a member of the Program Committee that develops specific programs for meeting the goals of the plan. One of the needs identified by the Program Committee is for free maritime music on the Historic Ships Wharf on summer weekends and 'Free First Thursdays'.

Planning for Maritime Folknet is the result of discussions among our board members as to what would be feasible and give the most public benefit. What the board brings to these discussions stems from our many years of experience with producing music events, but also results from ongoing interaction with the maritime music community. We know the musicians and many of the audience members, and see them at concerts, parties, and festivals. We are always sounding them out to get their ideas. We make a special effort to talk to new, younger people who come to these events, and to include them in the 'participant parties' so they are drawn into the community.

Once we have decided on a direction, we run some tests to get more information before final planning. For example, test music events on the Historic Ships Wharf let us know that we should focus our events there from June through September.

Maritime Folknet Volunteers Needed

If there are numbers, the duties might be done by different people.

Website for Maritime Folknet

Keep website updated. Knowledge of Wordpress would be useful.

Facebook page for Maritime Folknet

Add updates and photos.

Website for Port Gamble Maritime Music Festival

Keep website updated. Contact Chris Glanister to find out what system is used.

Publicity for Port Gamble Maritime Music Festival

1. Research retirement homes on the Kitsap Peninsula. Contact them to find out if they take their residents on excursions. Interest them in the PGMMF. Needs to be done early in the year. Supply them with flyers for their residents.
2. Contact businesses, libraries, etc. on the Kitsap Peninsula to ask if they would allow us to post a flyer in their window and/or on their board. Bring flyers, tape, push pins.

Fundraising for Port Gamble Maritime Music Festival

1. Get contact information for businesses or individuals who might give donations.
2. Send letters or emails asking for donations.
3. Visit contacts to talk to them about donating.

(Note: The above duties might be done by different people.)

Fundraising for Maritime Folknet's other programs

Similar to above. Coordinate efforts with PGMMF if we are contacting the same people.

Grant research & grantwriting

1. Research possible sources of funding. Compare the grantmaker's guidelines for giving with the mission and programs of Maritime Folknet to find out if we would be a good match. Find out grant deadlines.
2. Help in writing grant requests – compile information, write answers.
3. Proofread grant requests written by others. Check for sense.

Money tracking

Help the treasurer manage Maritime Folknet's money. Keep accurate records. All expenditures and deposits need to be tracked by categories. Record all transactions on spreadsheets. Knowledge of Excel needed. Keep inventory of music CDs. Reconcile bank records/checkbook/spreadsheets monthly. Not actually a very large volume of transactions. Formal accounting training not required. Must be detail oriented.

Maritime Folknet Volunteers Needed (continued)

Transport & set up sound system

1. Go to maritime music events on the historic ships wharf. Set up and test sound system. Adjust the sound system for the musicians when they arrive. Monitor sound throughout the event.
2. Transport the sound equipment in your vehicle. Might be a different person.

On-site event manager

Go to music events on the Historic Ships Wharf. Arrive early. Put signs on the parking spaces. Make sure the musicians find parking. Greet the musicians and help them unload and set up. Make sure they have water, help them find restrooms, etc. Stay throughout the event to make sure the musicians have what they need. Thank them and give them checks. This might be the same or different than the person with the sound system.

Selling CDs

Help sell music CDs at the Northwest Folklife Festival, the Lake Union Wooden Boat Festival, or the Port Gamble Maritime Music Festival. Help people find CDs that interest them. Persuade them that they need them. Sell Maritime Folknet memberships. Handle money and track CD sales. Get the correct amount of CD sales money to each musician. There will usually be someone there to help you.

Festival set up

1. Transport boxes and equipment to any of the above festivals in your vehicle.
2. Help set up canopies, tables, signs, etc.

Children's coloring

At the Lake Union Wooden Boat Festival or the Port Gamble Maritime Music Festival, set up children's tables and chairs. Set out sheets and crayons. Pick up crayons. Keep crayons from melting. Pick up and recycle used coloring sheets. Put out new sheets. Pack up at the end.

Children's coloring & crafts

At Greet the Season on the Virginia V in November. Same as above, plus manage crafts. Pick up stickers and trash from the deck. Set out more stickers and material as needed. Monitor tables and clear up excess trash when possible. Clean up at the end.

Member Excursion Manager

Set up some free tours for members to sites of maritime or historical interest. Manage emails for ridesharing to get everyone to the site.

Maritime Folknet Volunteers Needed (continued)

Marketing for CDs

1. Find stores that might carry our two CDs. Get contact information for the manager or buyer.
2. Contact them by email, letter or in person to interest them in buying from us wholesale.

Market CDs to CD Baby

Add new titles to Maritime Folknet's site on CD Baby. Get the text and descriptions for the CDs added to the site. Mail the CDs to CD Baby. Arrange with Dan to get a portion of the proceeds mailed to the correct contact. These are Cutters and Steve Guthe CDs. Maritime Folknet will market them and get a portion of the proceeds.

Overnight Hosts

Host musicians at your home for overnight stays. Needed in August for the Port Gamble Maritime Music Festival, but possibly for other events.

Contact Alice at
walice1@qwest.net
206-448-0707

Budget Notes - for the budget page

Line 9 Artistic Personnel - Musicians

We are committed to paying musicians for performing, and this is the largest item in our budget. We used information from the Musicians' Association of Seattle, Local 76-493 of the American Federation of Musicians, to determine our rates. We are expanding our music programs on the Historic Ships Wharf in Seattle, to reach more people and make more opportunities for musicians. Some musicians played for free in 2013 (line 27), but in future we want to pay them.

Line 10 Production Personnel

This is cost for professional sound at the Port Gamble Maritime Music Festival. This was an in-kind donation in 2014, but we are moving towards paying for professional music services. For events in Seattle, we will use a smaller sound system that we own, and will train volunteers to use it as part of our education program.

Line 15 Production - CD Replication

In 2014 we purchased a sound system at a greatly reduced cost (\$500) from a local musician who is a supporter (see line 26). This sound system will allow us to produce music events on the Historic Ships Wharf and other locations.

Line 17 Education Program Expenses

We will give free workshops that encourage amateur maritime musicians to develop the skills to turn professional. Cost is rental of the facility at Dusty Strings Music School and listing in their online course catalog. Fees for the instructors are shown under Education Personnel (line 12).

Line 32 Memberships

Our federal 501(c)3 tax-exempt status has allowed us to start offering memberships.

Line 33 Other Earned Income

This is primarily sales (wholesale & retail) of the two CDs of Northwest maritime music that we produced in 2010-12. These compilation CDs provide samplers of the work of Northwest maritime musicians and songwriters. The songs give vivid links to history and present maritime culture in the Northwest.

Line 43 Other contributed income.

Now that we have federal non-profit status, we are pursuing several sources of contributed income. We need to raise \$1925 for the Port Gamble Maritime Music Festival, and about \$2000 for other programs.

Line 61 Other Liabilities

In 2010 we borrowed \$750 as a production loan from the Robert Kotta Fund, a memorial to a local maritime musician. We used the money to help fund two CDs of Northwest maritime music. The CD sleeves permanently give credit to the Robert Kotta Fund. By 2014 we had paid back the loan with interest, and are entirely debt-free.