



A non-profit to provide musical instruments to public school students in-need

2017-19 ANNUAL REPORT



Serving These Public School Districts:

**Auburn | Bremerton | Edmonds | Everett | Highline
Kent | Marysville | Northshore | Seattle | Shoreline**

The Mission of Music4Life™ is: Provide donated and repaired musical instruments at no charge to public school districts for use by students in-need.

*2012 & 2018 "Friend of Music Awards"
Washington Music Educators Association*



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In Memoriam

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In Memoriam

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Seafair, Retired

Akane Suzuki

Lead Attorney
Garvey Schubert Barer

Ken Schubert, Jr.

In Memoriam

Music4Life™

2016-17 Annual Report
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October 1, 2019

JOY! There's no other word for it. As unlikely as it seemed when we were at this point last year, *Music4Life* continues to grow and to outpace itself. Last year (ending August 31, 2017) we nearly doubled our productivity of the previous fiscal year. As of close-of-business on August 31, 2018, *Music4Life* exceeded even last year's banner record, delivering 311 ready-to-play musical instruments valued at \$182,817 to our eight participating public school districts. Included were 1,725 recorders delivered to Highline and Everett Public Schools for use in our Link Up program with the Seattle Symphony Orchestra. The "joy" in it is in knowing that each of those instruments quickly got into the hands of a student who needed it.

There's a tendency to think that each of these 311 musical instruments benefits one child. But each of these instruments has a remaining life of anywhere from three to 15 years. More in some cases, especially with new instruments. So two to five students ultimately can be expected to benefit educationally from their use.

This year we added two new Programs to the list of public school districts we support: Kent and Marysville joined the recently added Auburn Public Schools. We're very glad to have all of them aboard.

As we begin 2018-19, the new year is off to a fast start, too. Emory Nordness, as well as Gerard Schwartz, Marvin Hamlish and so many others, would be very pleased.

Regards and many thanks to our donors,

David Endicott, Co-Founder
President

Music4Life™ is recognized by the IRS as a tax-exempt, non-profit 501-c-3 organization.
Our federal tax identification number (EIN) is 26-4733898.
Our State of Washington UBI number is 602-919-066.



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Purpose

Music4Life™ provides donated-and-repaired musical instruments at no charge to ten participating public school districts for use by students in-need. We encourage the school districts to make them available to the youngest students possible, at whatever age the districts start their instrumental music instruction. Why? It's because research show that students who participate in school-based instrumental music activities:

- Do better in math, science, history, literature, international languages, reading & writing, even in computer science, in addition to what it teaches in terms of teamwork and self-discipline;
- Have larger vocabularies and more advanced reading skills than their non-music peers;
- Demonstrate different brain development and improved memory over the course of a school year; and
- Report the lowest current and lifetime use of dangerous substances, including tobacco, alcohol and dangerous drugs.

Music4Life!

"This was a wonderful experience and I hope the kids enjoy the (instruments)."

Ron, Bellevue

Participating Public School Districts

Music4Life now serves students attending Auburn, Bremerton, Edmonds, Everett, Highline, Kent, Marysville, Northshore, Seattle and Shoreline Public Schools. Each of those *Music4Life* "Programs" is supported by local booster clubs, comprised of local community leaders. We seem to be adding one or two public school Programs every year. What the local booster clubs share is the understanding that *Music4Life* is just as much an "education program" as it is an "instrumental music" program. Otherwise, they each have numerous differences. For fairness, instruments and instrument values are provided to the school districts based on the relative financial productivity of each of their booster clubs: The more funds they raise so we can pay for instrument repairs, the more instruments their school district gets.

"The district (Everett), with the help of Music4Life is committed to providing a musical instrument to every student interested in participating in an instrumental music program."

Dr. Ian Saltzman, Superintendent



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2017-19 Accomplishments

Our success is in the numbers. During the 2017-18 school year (beginning each Sept. 1st), *Music4Life* provided 311 ready-to-play musical instruments independently valued at \$181,817 to our participating public school districts. During the 2018-19 school year, this increased to 334 ready-to-play musical instruments valued at \$157,221. (Instrument values are volatile. A flute and a piano each count as just one instrument, but they can have very different values.) Instrument values are determined by our independent vendor/partner experts, the repair shops themselves.

There is a tendency to think that one instrument benefits one student. Because each instrument has a remaining useful life of anywhere from three to 15 years, as many as three, four or even five students may ultimately get the educational and artistic benefits from using it.

Finance Report

Music4Life enjoys the financial support of corporations, foundations, local booster clubs, community service organizations (i.e., Rotary, etc.), government agencies and many individuals. Our ongoing thanks to all of them!

We are largely dependent on the donations of musical instrument from those who provide us used musical instruments they have stored in garages, attics and closets. If you have a trumpet, clarinet, violin, cello, flute, trombone or other musical instrument and realize that its "highest and best use" may be to put it back into play, please contact us. We also accept financial donations to repair these instruments. Even at the discounted rates provided us by our preferred vendor/partners, on average it costs us \$125 to repair a used musical instrument. Often more.

Fiduciary oversight of *Music4Life* is provided by an independent Governing Board of prominent local volunteers (see list on our letterhead on the inside cover of this report). Financial resources are mostly used to pay for musical instrument repairs, as well as for accounting and bookkeeping services, legal filing fees, registration with government agencies, brochures, insurance and other costs for producing the *Music4Life* activity (see detailed report on the facing page).

"Thank you so much for all you do to support our school district's Marysville and Tulalip students and families."

Jason Thompson, Marysville
Superintendent

Music4Life

Financial Statements For The Year Ending August 31, 2019 Cash Basis

SOURCE AND APPLICATION

	FYE 08/31/18	FYE 08/31/19
Source of Funds:		
Corporate Contributions.....	\$ 6,969	\$ 15
Events Income.....	438	8,598
Gifts in Kind - Goods.....	168,054	146,965
Individual Contributions.....	31,082	29,821
Organizational & Gov't Grants.....	45,229	47,147
Other.....	-	13,029
Total	<u>251,772</u>	<u>245,575</u>
Application of Funds:		
Direct Program Services.....	214,973	196,338
General & Administration.....	33,793	37,270
Fund Raising.....	5,411	9,657
Total	<u>254,177</u>	<u>243,265</u>
Net Funds:	<u>\$ (2,405)</u>	<u>\$ 2,310</u>

BALANCE SHEET

Assets:		
Cash <i>Unrestricted</i>	\$ 14,904	\$ 14,604
Vendor Credits.....	-	2,665
Total:	<u>14,904</u>	<u>17,270</u>
Liabilities:		
Current Liabilities.....	121	55
Net Assets:		
Net Assets at beginning of Year.....	17,188	14,904
Change in Net Assets:.....	<u>(2,405)</u>	<u>2,310</u>
Equity.....	<u>\$ 14,904</u>	<u>\$ 17,270</u>



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Helping *Music4Life*

Music4Life now benefits from the in-kind assistance provided by many organizations and individuals. They help us raise local awareness, produce fund raising events, set-up and operate booths at local events and otherwise implement the Promise of *Music4Life*: Provide ready-to-play musical instruments at no charge to public school districts for use by more students.

We are fast approaching the acquisition of our first 3,500 musical instruments that may qualify for repairs. The *Music4Life* Governing Board wishes to thank all who help, especially those who support us financially.

There are 60 people (probably more) who volunteer their time and talent across all our *Music4Life* Programs, including service on our local booster clubs. If you share our appreciation of the unique value of "kids," "instrumental music" or "education," please feel welcome to join us in service to tomorrow's citizens and leaders!

All of us joyfully participate in *Music4Life* because we know that thousands of students now benefit, musically and educationally, from what we do.

Music4Life now enjoys the endorsement of numerous organizations and individuals in the Puget Sound area, including:

The Encore Media Group (they produce the programs and other documents for the dozen largest arts organizations in the Puget Sound area)

(encoremediagroup.com)

The law firm of Garvey Schubert Barer

(www.GSBLaw.com)

Lamar Advertising (the billboard company)

(www.Lamar.com)

4Culture, formerly the Seattle-King County Arts Commission

(www.4Culture.org)

The Washington Music Educators Association

(www.WMEA.org)

KING FM radio

(www.KING.org)

The Seattle Symphony Orchestra

(www.SeattleSymphony.org)

and numerous others.

"Our Shoreline Rotary Club members appreciate the work that you and others in *Music4Life* do to help young people have the opportunity to play musical instruments. It is a well-known fact that students who learn to play musical instruments perform better in school and I believe live happier lives. Thanks again for all that you do."

Harley O'Neil, Jr.
Treasurer

Volunteers

Many people volunteer to serve *Music4Life*. Here's a partial list of them (by alpha). The Governing and Advisory Board members are listed on the letterhead on the inside front cover. If you see someone on this list or notice school district-based Program you'd like to join in service to local kids, just let us know.

Auburn Schools Program

Program Chair - Shannon Spicciati
Randy Campbell
Paul Casperson
Natasha Daily
Cari Manry
Skip Rowland
Alan Spicciati
Kevin Paustian *

Bremerton Schools Program

Program Chair - Roger Eagan
Patty Glaser
Lon Howard
Jim Lamb
Allan Anderson *

Edmonds Schools Program

Interim Program Chair - Ken Noreen
Program Coordinator - Dennis Ashbrook
Ginny Burger
Dave Earling
Scott Barnes *

Everett Schools Program

Program Chair - Jane Webber
Program Coordinator - Mark Wilder
Carmen Boggs
Jennifer Bowen
Rick Bowen
Lois Craig
Georgia Lindquist
Dr. Mark Valentine
Carol Wheeler
Mark Wilder
Jeanne Willard
Emily Cheever *

Highline Schools Program

Interim Program Chair - Catherine Carbone Rogers
Program Coordinator - Gary Milligan
Jordan Beckman
Paul Casperson
Claudia Dickinson
Bud Jackson
Dan Johnson
Dave Peterson
Mark Ward
Stefan Nelson *

Kent Schools Program

Program Chair - Linda Mackintosh
Program Coordinator - Gary Milligan
Hira Bhullar
Cynthia Boyd
Christine Corbley
Brenda Farwell
Don Gregory
Allyson Johnson
Kate Matos
Skip Rowland
Harry Williams
Marge Williams
Christopher White *

Marysville Schools Program

Program Chair - Lee Hudson
Program Coordinator - Dennis Ashbrook
Bob Clark
Chase Dermott
John Daugherty
Deanna Hudson
Amy Kiffe
Steven Kiffe
Mary Ruch-Brawn
James Orr *

Northshore Schools Program

Program Chair -- Patsy Treece
Shelley Al-Hadrami
Carmin Dalziel
Melissa O'Neal
Connor Ralph
Merrie Reith
Debbie Montague *

Shoreline Schools Program

Program Chair - Ken Noreen
Program Coordinator - Dennis Ashbrook
Lynn Evans
Renee Hart
Ellen Kaje, Ph.D.
Dick Nicholson
Nick Novy
Greg Schroeder

** School District's representative who receives the instruments.*



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Musical Instrument Donation Form

Please attach completed form to the instrument or its case.

Donor Name:

Date:

Mailing Address:

City:

Zip:

Day Phone:

Eve Phone:

E-mail address:

Musical Instrument Donation

- | | |
|-------------------------------------|--------------------------------------|
| <input type="checkbox"/> Cello | <input type="checkbox"/> String Bass |
| <input type="checkbox"/> Clarinet | <input type="checkbox"/> Trombone |
| <input type="checkbox"/> Flute | <input type="checkbox"/> Trumpet |
| <input type="checkbox"/> Guitar | <input type="checkbox"/> Viola |
| <input type="checkbox"/> Oboe | <input type="checkbox"/> Violin |
| <input type="checkbox"/> Saxophone | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Snare Drum | _____ |

Description (please include any distinguishable labels or markings, serial numbers, comments about the conditions, case and accessories):

Indicate below if you have a preference for the school district where your instrument should be used:

☐ Use wherever there's the greatest need.

☐ Please add my name to the **Music4Life** mailing list.

☐ Please contact me about other ways I can help.

If you have questions, please call (206) 409-3275 or or send an email to info@Music4Life.org

HOW DID YOU LEARN ABOUT US?

- | | | | | |
|---|---|--|--|--|
| <input type="checkbox"/> Blues & Brews Fest | <input type="checkbox"/> Des Moines Wine Fest | <input type="checkbox"/> KING FM | <input type="checkbox"/> Encore Media Group publications | |
| <input type="checkbox"/> Lamar Advertising (billboards) | <input type="checkbox"/> KEZX Radio | <input type="checkbox"/> Seattle Times | <input type="checkbox"/> Your Speeches | <input type="checkbox"/> Folklife Festival |
| <input type="checkbox"/> _____ School District Program | <input type="checkbox"/> Other: _____ | | | |

Our Vendor/Partners

Bigfoot Music (Arlington/Marysville) • **Guitar Center (Seattle)**
Hammond Ashley Violins • **Kennelly Keys Music** • **Olsen Violins (Ballard)**
Rafael Carrabba Violins • **Ted Brown Music**

• **Auburn School District** • **Bremerton School District** • **Edmonds School District**
Everett Public Schools • **Highline Public Schools** • **Kent Public Schools** • **Marysville Public Schools**
Northshore Public Schools • **Seattle Public Schools** • **Shoreline Public Schools**

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www.Music4Life.org