



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

## 2021-22 ANNUAL REPORT



**Music4Life™ Mission:** Provide musical instruments to participating public school districts for students in-need.

**Music4Life™ Vision:** Every child has the opportunity to enrich their education through music for life.

2012 & 2018 "Friend of Music Award"  
Washington Music Educators Association

## **Governing Board**

**David Endicott**  
Co-Founder &  
Chairman/CEO

**Marli Iverson**  
Director

**Cliff Lenz**  
Director

**Dean Petrich**  
Director

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## **Advisory Board**

**Colleen Armstrong**  
Retired Chief of Staff  
Seattle Opera

**Adm. Bill Center**  
US Navy Ret.

**Paul Heppner**  
encore, President

**James A. Kraft**  
Wash. Water Trust

**Don Morgan**  
GMA Research

**Muriel Allen Sanders**  
Musician, Composer,  
Instructor

**Beth Wojcik**  
Seafair, Retired

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**Ken Schubert, Jr.**  
In Memoriam,  
Garvey Schubert Barer

**Attorneys of Record**  
Foster Garvey

August 2023

Dear Friend of *Music4Life*,

For many, Beethoven's "Ode to Joy" is a remarkable musical accomplishment. It is the embodiment of its name: "Joy." And so it is with our work for *Music4Life*. Theologian David Jeremiah has written recently that "a person who regards everything as a burden" cannot serve well. Those serving on the *Music4Life* Governing Board, the Advisory Board and many of its 11 Chapter teams agree: We do *Music4Life* joyfully to get playable musical instruments into the hands of students of families in-need. This helps all students because it gets more students into the community of musicians, which increases competition and promotes education. Better education means successful students. Successful students mean successful schools. Successful schools mean successful communities.

We've finished the past two years delivering several hundred ready-to-play musical instruments across 11 public school programs. Even so, we know we're just scratching the surface of what the real need is out there, given the recent pandemic and economy. My personal nightmare is the mother who wakes up crying in the middle of the night because she knows she can't afford even to rent a musical instrument that her child wants. That's why we're here.

So come along with us now as we report the successes and challenges of recent years.

Best Regards,



David Endicott  
Chairman/CEO



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## The Pandemic Years

In a world that tends to be dominated by a "What have you done for me today" approach, isn't it great to know that your investment in *Music4Life* opens the wonderful world of music to many students? That is true whether you've donated financially or with a musical instrument that can be repaired. What you're doing is investing in the basic education guaranteed to all by the Washington State Constitution.

Since our most recent annual report, ALL of us have gone through the pandemic. An awful time, hopefully now mostly in our rear-view mirrors. Still, we're all troubled by declining enrollments, declining school district budgets and reports of declining scholastic accomplishment by students subjected to remote learning.

During the two most recent years, *Music4Life* has delivered 556 ready-to-play musical instruments having a fair market value of \$243,752 to our 11 Puget Sound area public school districts. In addition are the 2,956 recorders (the little flute-like instrument that sticks straight out of the mouth) bought for third- and fourth-graders. The kids take a couple months to learn to play them, and then are invited to Benaroya Hall to play their recorders WITH the Seattle Symphony Orchestra. What a thrill! Also provided were many mouthpieces, bows, straps, harmonicas, percussion and other equipment we don't count as separate instruments but the value of which we do track for each Chapter.

Until this year, I had no idea what a critical role Music4Life plays in subsidizing the instruments the district provides. Holy cow. If it weren't for Music4Life, we'd have a lot of students who would not be able to play an instrument, or at least not the instrument of their choice.

I am now only fully beginning to comprehend how much Music4Life contributes to the students in our school district, and I am in awe.

THANK YOU to everyone who donates, repairs and provides instruments for our students. It matters.

**Lesley Moffat**, Director of Bands, Heatherwood Middle School, Mill Creek, Washington

## About Our Financials

On the facing page is a report of how we've shepherded your donations, whether you're an instrument donor, a government agency, a corporation, a foundation or one of our many individual donors. What it shows is that we use as many financial resources as possible to repair musical instruments that are donated to us by the hundreds of people who have them in their garages, attics or closets and who have gotten to the point of realizing that their highest-and-best use is to put them back into play.

"Thank you, David. I am grateful for all you have done for our students over the years. It has been a pleasure working with you."  
(Departing) **Superintendent Susan Enfield**,  
Highline P.S.

What it also shows is that *Music4Life* helps support local repair shops and the skilled workers they employ. These local repair shops provide us discounts on repair costs first because of quantity: *Music4Life* ultimately agrees to the repair of 250 to 300 instruments every year. Many also realize that helping create more musical instrumentalists is a smart investment in their own long-term futures.

What it does not show is that 55-65% of all instruments we get are not designated by their donors for any particular public school district but "for use wherever there's the greatest need." This allows *Music4Life* to provide ready-to-play musical instruments to school districts based on the relative financial success of their Chapter teams. The more funds a Chapter team raises so *Music4Life* can pay for repairs, the more instruments and instrument values they receive. By the way, one of the most successful Chapters we have is also a Chapter that has the greatest local need.

"I don't know how I missed it, but your "Our Purpose" statement precisely describes my experience and beliefs regarding musical training. And clicking through, it appears you have provided links to research backing that up. Fantastic to think I'm not alone in my belief in the transformative nature of musical training, "Thanks again for providing the services of *Music4Life*."

**Dale Higgs**, Covington, Washington

# Music4Life

## Financial Statement For The Year Ending August 31, 2022 Cash Basis

	FYE		FYE	
Source of Funds:	08/31/21	%	08/31/22	%
Individual by Chapter.....	\$ 12,340	5%	\$ 19,367	8%
M4L Events .....	-	0%	7,418	3%
Rotary Grants.....	10,050	4%	30,850	12%
Corporate Grants.....	1,516	1%	2,047	1%
Government Grants.....	24,592	10%	16,250	7%
Individual Doination Unrestricted.....	17,773	7%	35,650	14%
Gifts in Kind - Goods.....	144,152	58%	122,502	49%
Other.....	39,393	16%	15,065	6%
Total	249,816	100%	249,149	100%
Application of Funds:				
Program Services.....	176,508	71%	167,809	67%
General & Administration.....	32,056	13%	51,105	21%
Fund Raising.....	9,384	4%	7,474	3%
Total	217,948	87%	226,388	91%
Net Funds:	\$ 31,869	13%	\$ 22,760	9%

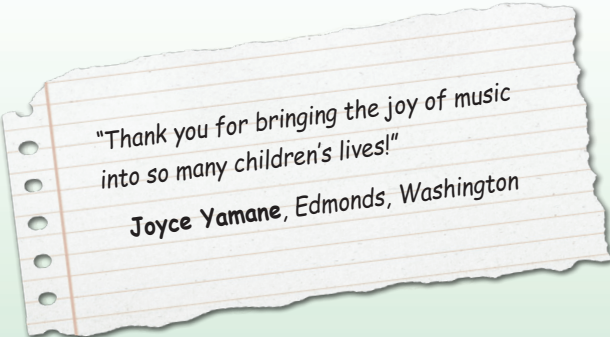
### BALANCE SHEET

Assets:				
Cash .....	\$ 47,170	19%	\$ 70,876	28%
Instruments.....	4,095	2%	4,095	1.6%
Total:	51,265	21%	74,971	30%
Liabilities:				
Current.....	(747)	0%	199	0%
Equity:				
Net Assets.....	20,143	8%	52,012	21%
Net Income.....	31,869	13%	22,760	9%
Equity.....	\$ 51,265	21%	\$ 74,971	30%



## A Word About These Local Vendors

As of this writing, *Music4Life* works with Kennelly Keys Music (several shops headquartered in Lynnwood that includes American Music); Ted Brown Music (several shops headquartered in Tacoma); Hammond Ashley Violins in Issaquah; Raphael Carrabba Violins on Queen Anne in Seattle; Bandwright in Bellevue; Bigfoot Music in Arlington/Marysville; Mike Simpson Brass Repair in Renton; and Petosa Accordions in Lynnwood. We also enjoy the active support of Olsen Violins in Ballard and the Guitar Center in Seattle's U District. Other vendors are welcome to apply.



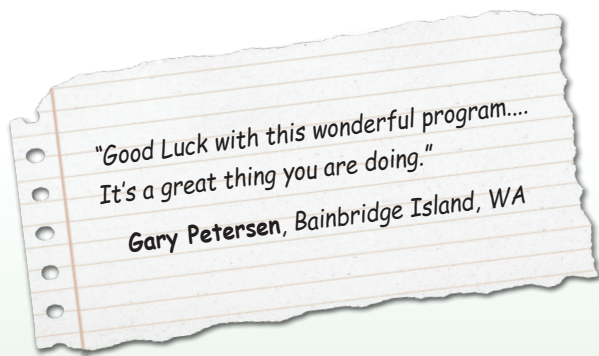
"Thank you for bringing the joy of music into so many children's lives!"

Joyce Yamane, Edmonds, Washington

The average cost of repairing a musical instrument is about \$125-\$150. We invite — but don't insist — that instrument donors contribute this or any other amount toward the repair of the instruments they provide us. Repair costs vary all over the place, depending on whether you're talking anything from piccolos to pianos, of course.

## Our Values

There are now about 60 people who volunteer their time and creativity across all of *Music4Life* and its 11 Chapters. Some do it because they value "kids." Others want to support "instrumental music" at its very foundation. And still others want to enhance "education." Our abundant appreciation to each of them!



"Good Luck with this wonderful program....  
It's a great thing you are doing."

Gary Petersen, Bainbridge Island, WA

Currently, students attending public schools (sequentially) in Seattle, Highline, Shoreline, Edmonds, Everett, Northshore, Bremerton, Auburn, Kent, Marysville and Riverview benefit from their efforts. Local enthusiasts who share our values are welcome to participate, too

Others with whom we collaborate include the Washington Music Educators Association (WMEA); the clubs of Rotary District 5030; Seattle Symphony Orchestra; Lamar Advertising (the billboard company); Classical KING FM Radio; 4Culture (formerly the Seattle-King County Arts Commission); the Snohomish Arts Council; the law firm of Foster Garvey; and many others.

Our Website is [www.Music4Life.org](http://www.Music4Life.org).



**Music4Life**™ A non-profit to provide musical instruments to public school students in-need

## For Your Notes

[illegible]

## 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: (Please write carefully)

If you have an instrument to donate, please help us by getting it to a repair shop that can do the work. In other words, don't take a drum set to the accordion shop or don't take a trumpet to a violin shop. Questions? Just ask us.

### 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:)

Tax recognition letters available upon request.

- ☐ Use wherever there's the greatest need.

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

\_\_\_\_\_

- ☐ Please contact me about other ways I can help.

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

### HOW DID YOU LEARN ABOUT US?

- ☐ Blues & Brews Fest  
 ☐ Des Moines Wine Fest  
 ☐ KING FM  
 ☐ Encore Media Group publications  
☐ Lamar Advertising (billboards)  
 ☐ KEZX Radio  
 ☐ Seattle Times  
 ☐ Your Speeches  
 ☐ Folklife Festival  
☐ \_\_\_\_\_ School District Program  
 ☐ Other: \_\_\_\_\_

## Preferred Vendors

[American Music \(Seattle\)](#) • 
 [Bandwright \(Bellevue\)](#) • 
 [Bigfoot Music \(Arlington/Marysville\)](#)  
[Guitar Center \(Seattle\)](#) • 
 [Hammond Ashley Violins](#) • 
 [Kennelly Keys Music](#) • 
 [Mike Simpson Brass Repair](#)  
[Olsen Violins \(Ballard\)](#) • 
 [Petosa Accordians](#) • 
 [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 • Riverview Public Schools • Seattle Public Schools • Shoreline Public Schools

Music4Life • 422 First Avenue West • #101 - Seattle, WA 98119 • Phone: (206) 409-3275

[www.Music4Life.org](http://www.Music4Life.org)