

2014-15 ANNUAL REPORT



Mukilteo
School District



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

The Mission of *Music4Life™* is: Provide musical instruments to participating schools for students in need.

**2012 "Friend of Music" Award
Washington Music Educators Association**

Governing Board

Betty Woods

Chair of the Board

Mike Bujnowski

Vice Chair

Spencer Lehmann

Secretary

Gary Ryno

Treasurer

Karen Hlinka

Member

John Iverson

Member

Kim Moore

Member

Advisory Board

Colleen Armstrong

*Retired Chief of Staff
Seattle Opera*

Adm. Bill Center

US Navy Ret.

Julie Nelson

Windermere

Vicky Oxley

Comcast

David Endicott

*President / CEO
& Co-Founder*

Akane Suzuki

*Attorney
Garvey Schubert Barer*

CEO's LETTER TO THE COMMUNITY

October 2015

Nearly every year in a vital organization's development is important. The past year has been especially so for *Music4Life*™. We delivered 218 repaired and ready-to-play musical instruments to our five participating public school districts. Those included 34 new instruments that we purchased for two of our school district-based programs because they had the financial resources to do so. This represents about a six percent increase from the 205 instruments delivered the previous year.

It also was a year of building organizational strength. The *Music4Life* bylaws allow for a Governing Board of up to 17 Members. We added two new Members, Karen Hlinka and Kim Moore, both of whom have significant financial experience. Also welcomed to our family was Vicky Oxley, who has statewide responsibility with Comcast and was added to our Advisory Board. We continue to build the Governing Board based on desirable skill sets. We also began a committee restructuring to be more strategically aligned with our mission.

With the leadership of Chair Betty Woods and Vice Chair Mike Bujnowski, *Music4Life* is beginning a year-long strategic re-assessment of the entire initiative. The reasons for this are to methodically re-examine what we do and why we do it, as well as to improve operations and lower administrative costs so even more students can be served.

Improvement often means change, and change is not always comfortable for some. As long as we keep our eye on the goal – service to kids and their education – things will continue to go well for *Music4Life*.

Best Regards,



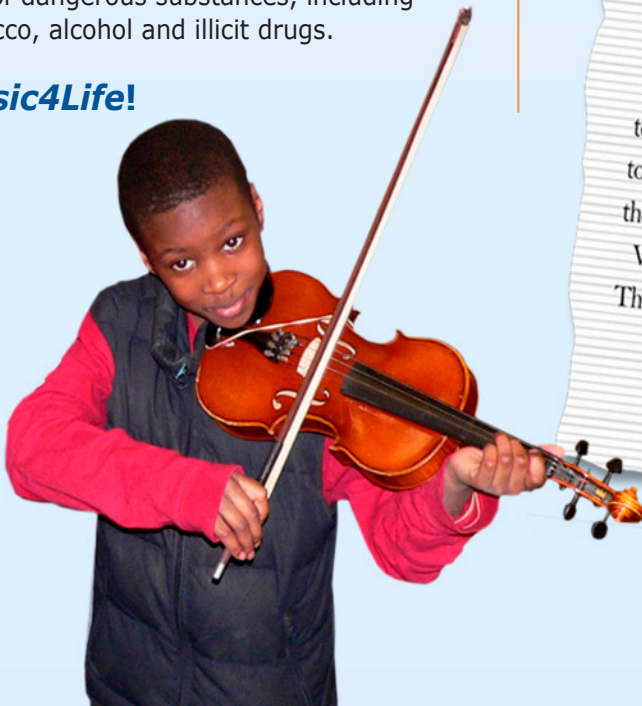
David Endicott,
President/CEO

Purpose

Music4Life provides ready-to-play musical instruments to school districts and encourages them to make them available to kids in need. Why, you might ask? It's because research shows that children who participate in instrumental music:

- Tend to 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 year;
- Engage areas of the brain that are involved with paying attention, making predictions and updating events; and
- Report the lowest current and lifetime use of dangerous substances, including tobacco, alcohol and illicit drugs.

Music4Life!



Participating Public School Districts

Music4Life began in 2007 as a program to help kids in Seattle Public Schools. Since then we've expanded to help students attending Highline, Shoreline, Edmonds and Mukilteo Public Schools.

Because *Music4Life* is a community-based activity, we guarantee that resources developed in any of those communities are used exclusively for the benefit of kids in those communities, as long as they are enrolled there. "Program Management Teams" comprised of local community leaders help us operate each of our programs.

"I received the cello and violin today and it made two kids (and parents) very happy. Two different families that could not afford to rent an instrument and very much wanted to play those particular instruments now have the opportunity because of your organization. What a fabulous investment in their future. Thank you very much - words cannot express the joy of making music!"

— Leann of Shoreline



Finance Report

Music4Life benefits from the financial support of corporations, foundations, individuals, service organizations and others who care about “kids,” “instrumental music” or “education.”

We hold fund raisers throughout the year and work closely with our community-based Program Management Teams (PMTs) comprised of local community leaders to produce other local events. Coordinating with our PMTs, we hold fund raising events that support our mission throughout the year.

We are largely dependent on donors who give us used musical instruments. If you have a trumpet, clarinet, flute, violin 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 are glad to accept financial donations of up to \$200 – or more, if needed – to repair these instruments.

Oversight of *Music4Life* is by an independent Governing Board of prominent local volunteers. Financial resources are used to repair donated musical instruments and pay for such things as the printing of brochures and other documents, filing fees, accounting and tax services, production of our digital newsletter called *Quarter Notes*, insurance, travel to pick-up and deliver instruments, and other costs for producing the *Music4Life* initiative.

The President/CEO is the only “staff” of *Music4Life*. He is under contract for \$1,200 per month for the considerable amount of time he devotes to the cause. He is paid exclusively from a special reserve set-up by the Governing Board and devoted to this purpose.

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

*David Endicott, President/CEO
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Seattle, Washington 98119
(206) 409-3275
DavidEndicott@Live.com*

*“We are so appreciative of your support!
Thank you so much also for (your) simply
wonderful work and accomplishments!”
— Alicia of Seattle*

**Sources and Uses of Funds for the Fiscal Year Ending
August 31, 2015**

Source of Funds:	FYE 08/31/15	%	FYE 08/31/14	%
Corporate Contributions.....	\$ 2,500	1%	\$ 4,725	2%
Events Income.....	1,126	1%	484	0%
Gifts in Kind - Goods.....	131,921	67%	132,980	63%
Individual Contributions.....	34,586	18%	41,024	19%
Organizational & Gov't Grant.....	26,785	14%	32,800	15%
Total	196,918	100%	212,013	100%
Application of Funds:				
Instrument Repair and Distribution....	\$ 165,554	84%	\$ 171,718	81%
Fund Raising.....	3,022	2%	1,376	1%
Administrative.....	30,027	15%	22,026	10%
Total	198,603	101%	195,120	92%
Net Funds:	(1,685)	-1%	16,893	8%
Beginning Fund Balance:	\$ 22,758	12%	\$ 5,865	3%
Net Gain (Loss).....	(1,685)	-1%	16,893	8%
Ending Fund Balance:	21,073	10.70%	22,758	10.73%

BALANCE SHEET

Assets:				
Cash	\$ 21,073	10.7%	\$ 22,758	10.7%
Inventory.....	-	0.0%	900	0.4%
Total:	21,073	10.7%	23,658	11.2%
Liabilities & Equity				
Liabilities.....	\$ -		\$ -	
Equity.....	21,073	10.7%	23,658	11.2%
Total:	21,073	10.7%	23,658	11.2%



Instrument Repairs & Purchases

Music4Life uses most of its resources to repair used instruments we get from donors and then provides them to participating school districts: Seattle, Highline, Shoreline, Edmonds and Mukilteo Public Schools.

When financial resources allow, we can also purchase new musical instruments. A few instruments were purchased at discounted rates by our Mukilteo program. And our Highline *Music4Life* program recently purchased \$10,000 in new instruments for kids attending Highline Schools.

We get repair and purchase discounts from our "partner" vendors that include:

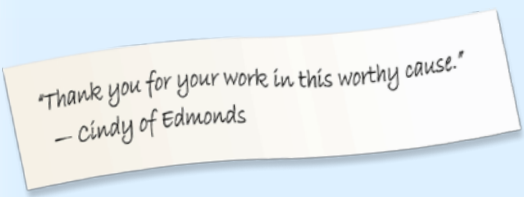
Kennelly Keys Music
(www.KennellyKeysMusic.com)

Music & Arts (www.MusicArts.com)

Hammond Ashley Violins in Issaquah
(www.HammondAshley.com)

and the Guitar Center stores
(www.GuitarCenter.com).

We are deeply appreciative to them all!



"Thank you for your work in this worthy cause."
— Cindy of Edmonds

Average Cost of Instrument Repairs

On average, it costs about \$200 to repair one of the "lovingly used" musical instruments we receive from donors who no longer need them. The range, of course, is all over the map, depending on the size and sophistication of the instrument. For instance, we recently received a $\frac{3}{4}$ string bass from former Seattle Mariners President Chuck Armstrong and his wife Susan that cost \$1,800 to repair. Once done, however, we delivered a very hard-to-come-by string bass valued at \$3,500 to Global Connections High School in the Highline School District.

2014-15 Accomplishments

According to Kennelly Keys Music, the Music & Arts stores and Hammond Ashley Violins, the retail value of the 218 repaired and new musical instruments we delivered last year was about \$165,000. That is a per-instrument average of about \$757 and an increase of about six percent in instruments delivered from the 2014-15 fiscal year.

Thanks to King and Snohomish Counties and numerous Mayors and City Councils within them, "June Is *Music4Life* Month" is now established as an annual event to help raise public awareness about the ongoing need.



Helping Us

About 50 people now volunteer their services across all our *Music4Life* programs. We provide our financial reports to them regularly.

They help raise local awareness, do fund raising, set-up booths at local farmers markets and otherwise help implement the promise of *Music4Life*: Provide repaired and ready-to-play musical instruments to students in need.

We are fast approaching the acquisition of our first 2,500 musical instruments. The Governing Board wishes to thank all, especially those who support us financially.

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

Please feel welcome to join us.

Our website is
www.Music4Life.org

We now enjoy the endorsement of numerous prominent organizations and individuals in the area, including:

Washington Music Educators Association
(www.WMEA.org)

Washington State Superintendent of Public Instruction Randy Dorn (www.K12.WA.us)

The Seattle Times Newspapers in Education program (<http://services.nw-source.com/nie/times/index.asp>)

Seattle Symphony Orchestra
(www.SeattleSymphony.org)

4Culture (formerly the Seattle-King County Arts Commission) (www.4Culture.org)

The law firm of Garvey Schubert Barer
(www.GSBLaw.com)

First Choice Health (www.FCHN.com)

KPLU Radio (www.KPLU.org).

as well as local Rotary and Kiwanis clubs and many others. We are grateful to all of them for their ongoing support of our work!

"I just wanted to tell you that everything you have done and are doing for this school and our students is having a truly awesome effect! My friend, you and your organization are wonderful! 2 of the violins have already been incorporated into the string program!

Thank you!!!"

— Paul of Seattle

Music4Life™

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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"/> Percussion | _____ |

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

Please give my donated instrument to:

☐ Use wherever there's the greatest need.

☐ Edmonds Public Schools ☐ Highline Public Schools

☐ Mukilteo Public Schools ☐ Seattle Public Schools ☐ Shoreline Public Schools

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

☐ Please contact me about other ways I can help.

Instrument Donation Drop-off Locations

See our websites for a list of conveniently located drop-off locations during normal business hours.

If you have questions, please call (206) 409-3275 or or send an email to DavidEndicott@Live.com

Our Partners



CLICK FOR LOCATIONS



CLICK FOR LOCATIONS



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

Edmonds Music4Life • Highline Music4Life • Mukilteo Music4Life
Seattle Music4Life • Shoreline Schools Music4Life.org