

2016-17 ANNUAL REPORT



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

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

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

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In Memoriam

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In Memoriam

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Ken Schubert, Jr.
In Memoriam

Dear Friend of Music4Life,

What a year! Starting on September 1, 2016 through August 31, 2017, *Music4Life* delivered 277 ready-to-play musical instruments for use by students in Seattle and its surrounding areas. Our independent third-party experts valued these instruments at \$169,000. This compares with 143 instruments delivered the prior year, meaning we nearly doubled our productivity in one year!

When asked how this could happen, we cite: 1) Addition of the Everett Program in November 2016 that collected 87 instruments during the course of the year; 2) Support from Encore Media Group to provide free advertising space in major arts publications; and 3) Streamlining of internal administrative processes.

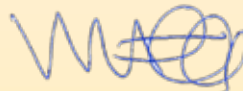
We are also often asked, how are you going to improve on last year's record? Recently, we announced the addition of two new school district-based *Music4Life* programs serving students attending Northshore and Bremerton Public Schools. Other new programs are being considered. *Music4Life* will continue working very hard to put playable musical instruments into the hands of students who need them. Even though we don't view this as a race, we are mindful that students who can participate in school instrumental music activities tend to benefit academically. Our ambition is to help them all.

Still, we want to celebrate our 2016-17 successes and report them to you in this Annual Report. Many thanks to our instrument and financial donors who provide the resources we need to get the instruments repaired and ready-to-play.

Best regards,



David Endicott,
President/CEO



Martin Thall, Chairman
The Governing Board

Purpose

The core purpose of *Music4Life* is to provide ready-to-play musical instruments to participating school districts for use by students in need.

Participating Public School Districts

During the past year (2016-17), *Music4Life* has had active programs serving students in Edmonds, Everett, Highline, Mukilteo, Seattle and Shoreline Public Schools. The Everett program was added last November and has been an enormous success.

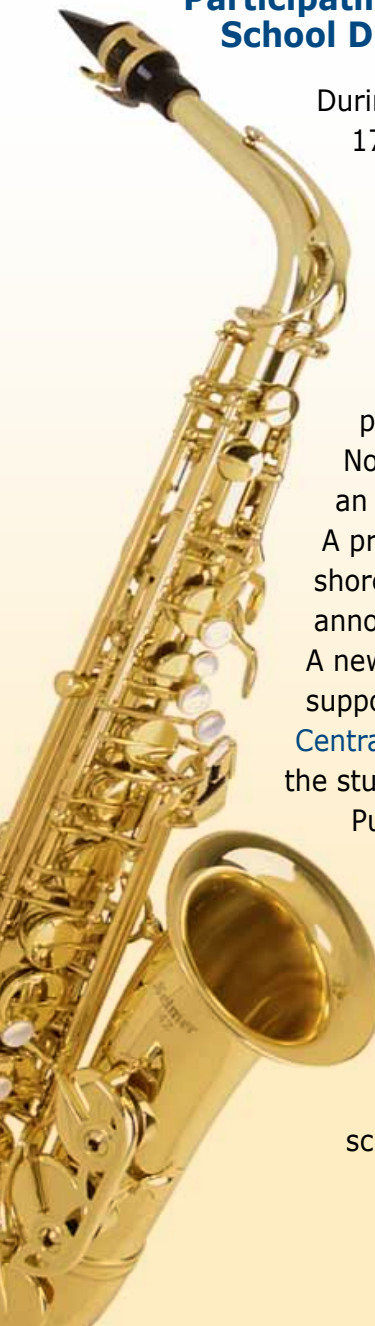
A program serving Northshore Public Schools was announced in August 2017. A new program based on support by the [Bremerton Central Lions Club](#) is serving the students of Bremerton Public Schools. If successful, it may expand to serve other schools on the Kitsap Peninsula. We have met with and are considering programs for at least three other public school districts.

Other Collaborating Organizations

Music4Life has been looking for opportunities to collaborate with other organizations serving the instrumental music needs of public school students. At the moment, we are working with two excellent organizations that are adding value to students.

Music4Life has been providing “recorders” (the little flute-like instrument that sticks straight out of the mouth) to third and fourth graders in a cooperative program with the **Seattle Symphony Orchestra** called “[Link Up.](#)” The students get their recorders in late fall, practice on them for a couple months and are then invited in to Benaroya Hall to play their recorders with the Seattle Symphony! A memory to last a lifetime!

This year *Music4Life* formed a collaboration with **Seattle Music Partners**, a non-profit dedicated to bringing more music-learning opportunities to students in low-income schools. The organization does this by offering free after-school and evening programs that use music and mentorship to empower young people. The after-school program works with more than 100 4th and 5th graders, twice weekly, from Leschi, Lowell, and Bailey Gatzert Elementary Schools, as well as Madrona K-8.



Instrument Repairs and Purchases

As an independent non-profit organization, *Music4Life* has enjoyed the ongoing support of local musical instrument retailers and repair shops. We pay them for the work they do, but at discounted rates that emphasize getting more instruments into the hands of more young students as an enlightened long-term business practice. Vendor-partners are [Kennelly Keys Music](#), [Hammond Ashley Violins](#), Ted Brown Music, [Rafael Carrabba Violins](#), [Donn Bennett Drums](#), [Emerald City Guitars](#), the [Guitar Center](#) stores in Seattle and Tukwila and Henselyn Music in Ballard. Abundant encouragement also comes to us from [Olsen Violins](#) and [Bischofberger Violins](#). Many thanks to all!

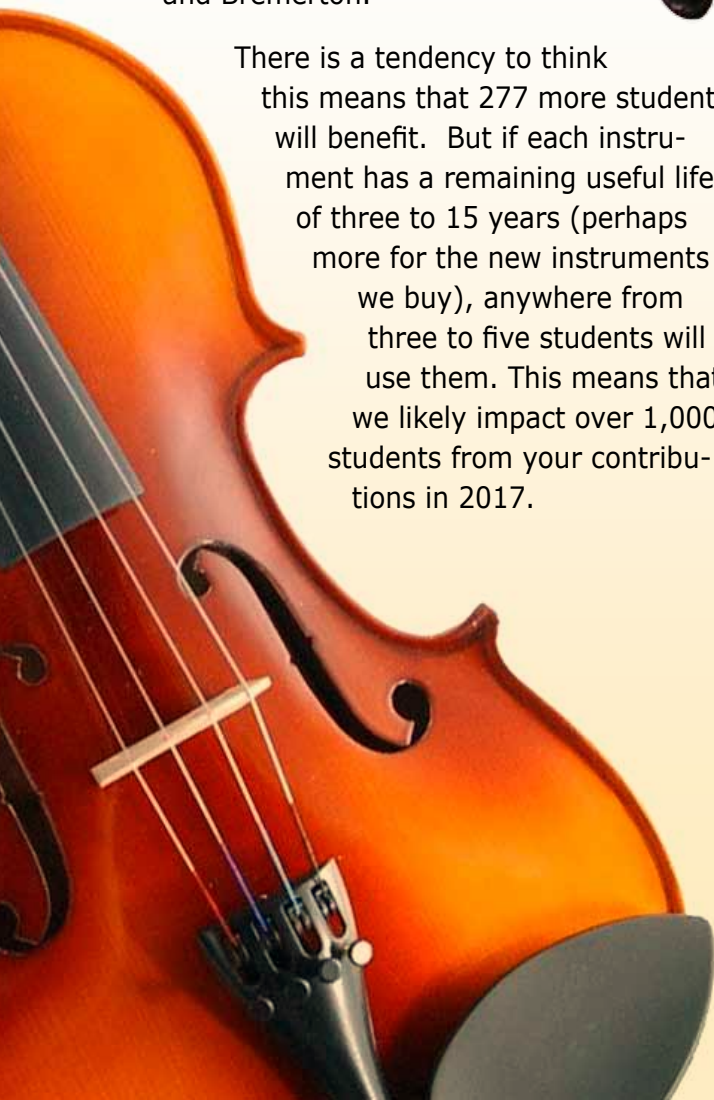
Average Cost of Instrument Repairs

On-average, it costs *Music4Life* about \$125 to repair a used musical instrument. It actually can range from \$50 to \$1,500, depending on the kind of instrument and its value. Because we provide “ready-to-play” musical instruments to public school districts, it is imperative that these repairs are done well. That is the reason we use the skilled technicians listed above. Our instruments may not always be “pretty,” but they are playable and are in presentable cases. These are hard costs to *Music4Life*, just one of the reasons for our ongoing fund raising activities. Instrument repairs consume approximately 85 per cent of our budget.

2016-2017 Accomplishments

The mission of *Music4Life* is to do one thing: Put ready-to-play musical instruments into the hands of students who need them. Besides the growth from the previous year (277 ready-to-play instruments delivered compared to 143 during 2015-16), *Music4Life* also added new programs serving public school students in Everett, Northshore and Bremerton.

There is a tendency to think this means that 277 more students will benefit. But if each instrument has a remaining useful life of three to 15 years (perhaps more for the new instruments we buy), anywhere from three to five students will use them. This means that we likely impact over 1,000 students from your contributions in 2017.



It's All About Volunteers

Music4Life is a volunteer-driven non-profit organization. More than 60 volunteers in our various school districts work day-to-day for our success — and that of their kids. We thank them all.

4Culture

Arts Committee of the Rotary Club of Seattle

Bremerton Central Lions Club

Encore Media Group

Everett *Music4Life* Booster Club

Everett Schools Foundation

First Choice Health

Garvey Schubert Barer

GMA Research

Highline *Music4Life* Booster Club

Highline Schools Foundation

InMove.com

Joel Niemeyer

Knossos Foundation

Lamar Advertising

Northshore *Music4Life* Booster Club

Northshore Schools Foundation

Randy Oxford Entertainment

Rotary Club of Burien-White Center

**Rotary Club of Des Moines/
Normandy Park**

Rotary Club of Duwamish

Rotary Club of Edmonds

Rotary Club of Everett

Rotary Club of Magnolia

Rotary Club of Mercer Island

Rotary Club of Mill Creek

Rotary Club of Seattle

Rotary Club of Shoreline

Rotary District 5030

Seattle Folklife Festival

Seattle Music Partners

Seattle Symphony Orchestra

Shoreline *Music4Life* Booster Club

And many individual donors!

A special note of thanks to the *Music4Life* Governing Board members: Martin Thall, Chairman; David Endicott, President; Erin McBride, Secretary; Marli Iverson, Director; Lynn Lindsay, Director; and Kim Moore, Director.



Finance Report

Music4Life

Balance Sheet - Consolidated

	<u>Aug 31, 17</u>
ASSETS	
Current Assets	
Checking/Savings	15,315.59
Other Current Assets	1,408.25
Total Current Assets	<u>16,723.84</u>
TOTAL ASSETS	<u>16,723.84</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
BECU Visa Card #1964	-464.54
Total Credit Cards	<u>-464.54</u>
Total Current Liabilities	<u>-464.54</u>
Total Liabilities	-464.54
Equity	
Unrestricted Net Assets	5,804.86
Net Income	11,383.52
Total Equity	<u>17,188.38</u>
TOTAL LIABILITIES & EQUITY	<u>16,723.84</u>

Sources & Uses of Funds for the Fiscal Year Ending August 31, 2017

Statement of Income Expense - Consolidated

September 2016 through August 2017

Cash Basis

	<u>Sep '16 - Aug 17</u>
Ordinary Income/Expense	
Income	
Source of Funds	245,763.37
Total Income	<u>245,763.37</u>
Gross Profit	245,763.37
Expense	
PROGRAM EXPENSES	205,351.16
ADMINISTRATIVE COSTS	24,016.17
FUNDRAISING	5,012.52
Total Expense	<u>234,379.85</u>
Net Ordinary Income	11,383.52
Net Income	<u>11,383.52</u>

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

Our Partners/Vendors

[Kennelly Keys Music](#) • [Hammond Ashley Violins](#) • [Guitar Center](#)
[Rafael Carrabba Violins](#) • [Ted Brown Music](#) • [Henslyn Music](#) • [Donn Bennett Drums](#)
[Emerald City Guitars](#) • [Bischofberger Violins](#) • [Olsen Violins](#)

