Education Through Music

2017-2018 Annual Report



Engage. Teach. Motivate.

MESSAGE FROM THE LEADERSHIP

PS 91 presents Breakfast with the Orchestra

MUSIC

ON THE COVER: A MAP OF ALL 2017-18 ETM PARTNER SCHOOLS.

American



DEAR FRIENDS,

The 2017-2018 school year was one of growth, as Education Through Music (ETM) expanded its footprint to serve 30,000 students in 58 partner schools. As ETM's model reaches more students each year in our efforts to develop successful, well-rounded, and life-long learners, we also continue to affect more schools and communities. ETM's work throughout the school year can be best summarized in three words: Engage. Teach. Motivate.

Engage: When ETM partners with a school, we engage all of its students - including those with special needs - by providing access to comprehensive, sequential music instruction and enrichment.

Teach: Our model is delivered by highly effective music teachers, who are hired, trained and supported by ETM. We provide ongoing, customized professional development to help teachers maximize their impact in the classroom.

Motivate: ETM works with whole school communities, including principals, teachers, and parents, to build music programs that will inspire students today and for years to come. We help schools design music programs that meet the unique needs of their student body.

This year was an amazing time of growth and achievement for ETM in New York City. In 2018, in line with ETM's strategic goals of expansion beyond NYC, long-time Executive Director Katherine Damkohler transitioned to a new role as Director of National Activities.

As we look to 2019, please join us in our work to ensure that all students have access to quality music education.

Sincerely,

Richard Bernstein Chairman of the Board

Penny Swift Executive Director



MISSION

Education Through Music (ETM) partners with under-resourced schools to provide music as a core subject for all children, and utilizes music education as a catalyst to improve academic achievement, motivation for school and self-confidence.





VISION

Education Through Music believes:

- Every child deserves access to high-quality music education, taught by qualified and well-trained music teachers.
- Music should support learning in other key areas, including math, science and language arts.
- Engaged parents and school communities are key to the success of students.



"Music is **SO** empowering. It makes me feel good."

- ETM Partner School Student



THE ETM MODEL

The Education Through Music model to provide quality music education to all students as a core subject dates back to 1991 when the program was piloted in one school.

ETM's program is rooted in these core beliefs:

- Strong school leadership is key to a successful partnership.
- A great teacher with the right professional development and mentorship is likely to remain in the profession and make a long-lasting impact on the community they serve.
- Professional development for non-music teachers helps promote cross-curricular integration and fosters school environments that value music.
- The music curriculum should be comprehensive, sequential and tied to grade-specific benchmarks.
- Music programs can help boost parental engagement, which in turn strengthens school communities and school achievement.



Partner with principals to develop a sustainable program in their school



- Integrate the music program into the school culture
- Offer professional development to non-music teachers
- Help obtain funding for instruments and equipment
- Equip new music classrooms

Hire qualified music teachers and match them with a partner school

Equip teachers with the tools to succeed



- Find candidates who possess musical expertise and pedagogical skill
- Match teachers with the unique needs of each partner school
- Connect teachers to professional peer network
- Provide professional development geared towards the unique needs of music teachers
- Assign mentors who provide resources and support (e.g., lesson planning, classroom management, performances, observation and feedback, problem solving)
- Provide teachers with standards-aligned benchmarks to inform curricula design
- Support teachers in obtaining certification

Institute a sustainable program



- Partner schools hire their teacher from ETM
- ETM provides ongoing mentorship and professional development to teachers hired by partner schools

Provide quality music education to ALL students

education

ETM was featured on Times Square screens for the whole month of March, thanks to Morgan Stanley's Lights on Broadway program.

NOVOTEL

Education Through M

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The 2018 Children's Grammy-nominated group Alphabet Rockers visited an ETM Partner School.

ETM was honored as a Finalist for the 2018 New York Community Trust Nonprofit Excellence Awards, and was selected as the overall winner in the area of Communications.



WINNER

2018 Children's Grammy Award Winner Lisa Loeb, along with other Children's Grammy nominees, performed a fundraising concert in support of ETM. Actress **Meryl Streep** narrated a 360 video that provides an inside look into student learning at ETM schools in 2018.

LIPE

View the video at: https://tinyurl.com/y65hrdhc



Ensemble members from the Grammy and Tony Award-winning Broadway show **The Band's Visit** went to multiple schools to perform for ETM students.

See a list of all ETM celebrity supporters at ETMonline.org/Celebrity

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A year of learning culminated with a vibrant performance by Queens students from P.S. 154 at the 2018 ETM Gala.

Country musicians and CMA executives came out to support ETM for the 2018 Gala, including CMA CEO Sarah Trahern, Kix Brooks, Brad Warren, CMA Foundation Chairman Joe Galante (honoree), Randy Owen and Brett Warren.



Motivating Life-Long Learners

ETM provides music teachers with the tools they need to create opportunities for robust student learning and success. These tools include benchmarks to curricula with state and national standards, classroom supplies and professional development.



With your support, NYC students collectively spent

hours in ETM partner school programs

Teaching Music Teachers

ETM provides professional development (PD) for music teachers throughout the school year starting with ETM Academy, a two-week intensive PD program in the summer. ETM also provides tuition reimbursement for master's degrees, as well as Orff certification opportunities for music teachers.



ETM provided music teachers with

of Professional Development





"*Everyone* in my class is *dedicated* to what they do."

- ETM partner school student



"It's **empowering**. It gives you a **strength** that no other activity can give you."

- ETM partner school student



"When children go to the music room, **they transform right before your eyes** into totally different people. **It's incredible**."

- ETM partner school teacher

After P.S. 154 Queens students performed for employees of One World Trade, the spire of the building was lit in purple in support of music education and ETM.



By The Numbers

sponsors an entire year of music education for one child

b30,000

\$180

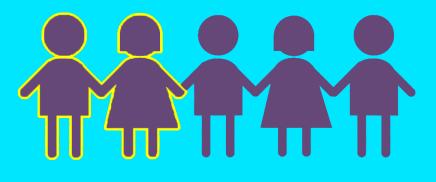
students receive music education as a core subject on a weekly basis



have special needs



are students of color



2 out of 5 children at new partner schools have never taken a general music class before ETM



90% qualify for free or reduced-price lunch program

are English language learners

4 Out of 5 families would have difficulty paying for private music lessons



"When we perform, it makes me feel really happy, and say, 'Wow! We actually did it.' "

- ETM Partner School Student



ETM Partner Schools

ETM started in one school in 1991. During the 2017-18 school year, ETM partnered with 58 schools in all five NYC boroughs.



The Bronx	M.S./H.S. 242	Brooklyn	Manhattan
P.S. 23	I.S. 181	P.S. 75	P.S. 142
P.S. 24	M.S. 180	P.S. 309	P.S./M.S. 34
P.S. 42	M.S. 287	M.S. 353	St. Ann School
P.S. 43	M.S. 355	St. Francis	
P.S. 48	M.S. 529	Cabrini	
P.S. 49	St. Anselm		
P.S. 51	St. John's	Staten Island	
P.S. 59	School	P.S. 21	
P.S. 68		P.S. 39	
P.S. 72	Queens	P.S. 57	
P.S. 76	P.S. 106		
P.S. 87	P.S. 154		6.73
P.S. 91	P.S. 175		A A A A A A A A A A A A A A A A A A A
P.S. 96	P.S. 244		
P.S. 97	P.S. 312		
P.S. 103	P.S. 343		
P.S. 169	St. Mary		
P.S. 182	Gate of Heave	n	
P.S. 195	St. Thomas		
P.S. 277	the Apostle		
P.S. 314		Ve	
P.S. 357		and the second se	JAN LLC
P.S. 359			A PARA
P.S. 369	3		- Ward
P.S. 392		A Real	1 2 2
P.S. 396			
P.S. 481			
P.S. 483			
P.S. 567			
P.S./M.S. 89			
P.S./M.S. 279			education through MUSIC
P.S./M.S. 498			

Statements of Financial Position

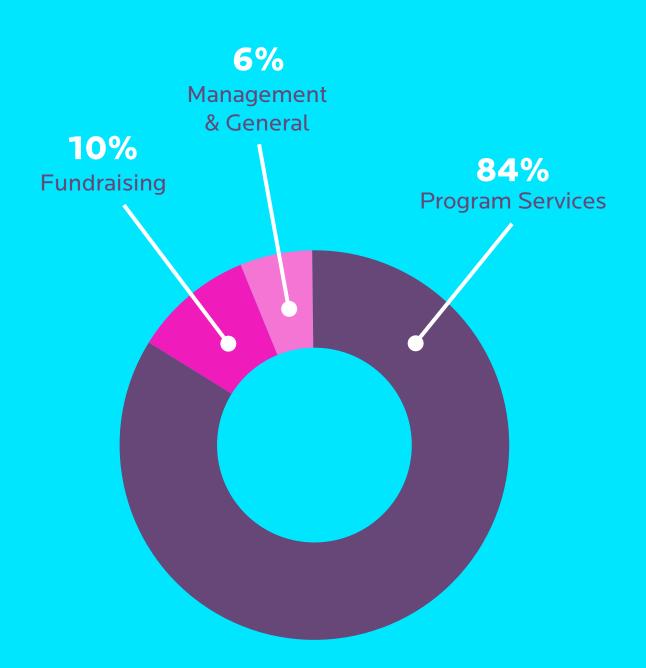
EDUCATION THROUGH MUSIC, INC STATEMENTS OF FINANCIAL POSITION YEARS ENDED AUGUST 31, 2018 AND 2017

	2018	2017
Assets		
Cash and cash equivalents	\$2,107,211	\$2,426,458
Investments	569,343	387,892
Unconditional promises to give		
Unrestricted	70,830	83,500
Restricted to future programs	426,500	402,774
Accounts receivable	47,692	46,862
Prepaid expenses	20,306	69,819
Property and equipment, at cost, net of accumulated		
depreciation	105,123	54,742
Security deposit	34,528	34,317
Total Assets	\$3,381,533	\$3,506,364
Liabilities Assets		
Liabilities		
Accounts payable and accrued expenses	\$127,402	\$55,113
Accounts payable and accided expenses	\$127,402	د١١,ﺩﺩﺩ
Net Assets		
Unrestricted		
Operating	881,099	991,228
ETM Special Fund	556,584	377,490
Total Unrestricted	1,437,683	1,368,718
Temporarily Restricted	1,816,448	2,082,533
Total Net Assets	3,254,131	3,451,251
Total Liabilities and Net Assets	\$3,381,533	\$3,506,364

2018

2017

Expense Ratios 2017-2018





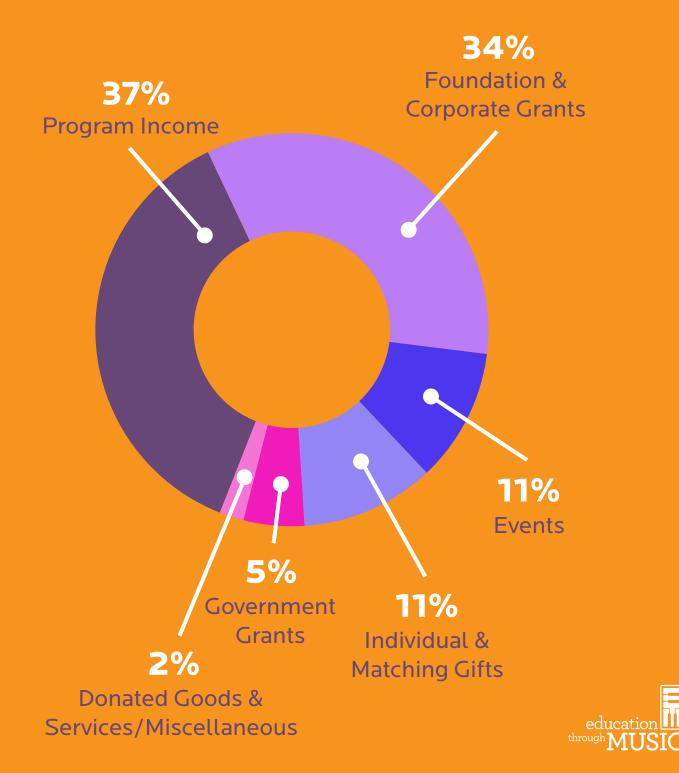
Statements of Activities

EDUCATION THROUGH MUSIC, INC STATEMENTS OF FINANCIAL ACTIVITIES YEARS ENDED AUGUST 31, 2018 AND 2017

YEARS ENDED AUGUST 31, 2018 AND 2017	2018	2017
Changes in Unrestricted Net Assets		
Revenues and Other Support		
Contributions	\$2,055,283	\$2,155,370
Benefit and event income	713,289	658,135
Less: Direct fundraising costs	(130,200)	(133,714)
Program income	2,071,702	1,791,511
Donated goods and professional fees	58,822	33,810
Interest and dividend income	16,599	8,366
Realized gain on investments	2,655	-
Unrealized gain on investments	20,856	16,133
Miscellaneous income	502	118
	4,809,508	4,529,729
Net assets released from restrictions		
Satisfaction of time and program restrictions	728,413	623,535
Total Revenues and Other Support	5,537,921	5,153,264
Expenses		
Program Services		
Education	4,618,783	4,085,300
Supporting Services		
Management and general	330,087	413,404
Fundraising	520,086	509,167
Total Supporting Services	850,173	922,571
Total Expenses	5,468,956	5,007,871
Increases in Unrestricted Net Assets	68,965	145,393
Changes in Temporarily Restricted Net Assets		
Contributions	462,328	1,149,661
Net assets released from restrictions	(728,413)	(623,535)
Increase (Decrease) in Temporarily Restricted Net Assets	(266,085)	526,126
Increase (decrease) in net assets	(197,120)	671,519
Net Assets, beginning of year	3,451,251	2,779,732
Net Assets, End of Year	\$3,254,131	\$3,451,251

These statements have been audited by Lutz & Carr LLP, and complete audited statements are available upon request.

Income Sources 2017-2018



2017-2018 Donors

\$350,000 and Above

CMA Foundation William & Muriel Elliott Foundation Music Man Foundation

\$100,000 to \$349,999

Booth Ferris Foundation New York City Department of Cultural Affairs Steinway & Sons

\$50,000 to \$99,999

Brodsky Family Foundation CC Capital Chinh Chu Katherine D. Elliott and Richard S. Abramson The Hearst Foundations Emily Davie and Joseph S. Kornfeld Foundation New York City Council Speaker Melissa Mark Viverito Michael R. Schaefer and Eric Nikoloff

\$25,000 to \$49,999

Gus and Lisa Field The Eloise Susanna Gale Foundation The Leir Charitable Foundations Andrew J. Malik and Elizabeth Smith-Malik The Pierre and Tana Matisse Foundation National Endowment for the Arts New York State Council on the Arts New York State Department of Education

\$15,000 to \$24,999

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\$10,000 to \$14,999

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\$5,000 to \$9,999

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\$1,500 to \$4,999

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\$750 to \$1,499

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\$180 to \$749

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up to \$179

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Without Music I feel a piece of me is **Missing**."

- ETM Partner School Student

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"It's just amazing how it's helping me and other people."

- ETM Partner School Student







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