



EDUCATION THROUGH MUSIC  
2015-2016 ANNUAL REPORT





# INTRODUCTORY LETTER

## DEAR FRIENDS,

Program year 2015-2016 was an exciting year at Education Through Music. Our program saw tremendous progress as we expanded to serve more students and more schools than ever before. As you look through these pages and read about the many highlights from the past year, we want to take this time to thank the numerous individuals and donors who have supported us.

We are also proud of the fact that regardless of the changing education landscape, we remain singularly focused on our mission of providing music education as a catalyst to transform students' lives. Music is unlocking the potential of these students and giving them the tools they need to become life-long learners and achieve greater success in life.



**Katherine Damkohler**  
Executive Director



**Richard Bernstein**  
ETM Board Chairman



# FULFILLING OUR MISSION

Our mission is to partner with inner-city schools to provide music as a core subject for all children, and utilize music education as a catalyst to improve academic achievement, motivation for school and self-confidence.

# OUR YEAR IN REVIEW

During the 2015–16 school year, ETM worked to support student learning in music and in all areas and to build capacity among school and community members to sustain programs. ETM used music to support the education of nearly 27,000 inner-city students through partnerships with 48 New York City schools in the Bronx, Queens, Manhattan, Brooklyn, and Staten Island.

## **OVER THE COURSE OF THE YEAR ETM PROVIDED:**

- *Students* with sequential, skills- and standards-based music instruction as well as enrichment programs.
- *Music teachers* with ongoing training, mentoring, and oversight.
- *Classroom teachers* with professional development.
- *Principals* with leadership and program management guidance.
- *Parents and community members* with opportunities to learn about music education and to see their children perform.

This year, we served a record number of children and partnered with a record number of schools. We increased our footprint to every borough of New York City so that a greater number of children throughout the city benefited from an education that includes music. We significantly expanded our ensemble offerings, and the annual ETM Festival was a tremendous success for partner school ensemble students. This culminating event was held over two days to accommodate the growing program and allow each ensemble ample time to showcase their technical and musical achievements. We also delivered a record number of hours of training and professional development services.



# WHY MUSIC MATTERS

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ETM's comprehensive and sequential music education program positively affects student learning at longtime partner schools. Students report that music class helped them focus better, feel better about themselves and feel excited about the future.

# STUDENT SUCCESS

Students in schools that receive the ETM program perform better academically than students in schools with similar demographics that do not receive the ETM program. Students' participation in ETM music class and school performances contributes to creativity as well as to social and emotional capacities. The program encourages students' motivation for school in general.

## ACADEMICS

ETM positively impacts students' achievement: 84% of ETM students reported on surveys that music class improved their focus; 76% of middle school students said that music increased their desire to go to school; upwards of 96% of non-music teachers believed ETM enhanced students' math, literacy, and critical thinking skills.

## COMMUNITY ENGAGEMENT

The ETM program promoted stronger relationships between schools and parents and supported community engagement in schools. 69% of non-music teachers reported that the ETM program facilitated greater contact with their students' parents and 62% of teachers observed a more active community discourse about education stemming from ETM's program. Furthermore, 64% of ETM parents reported that they have been more involved in the school community since their children started ETM music classes.

## SOCIAL AND EMOTIONAL DEVELOPMENT

ETM supports students' social and emotional development. All surveyed non-music teachers believed that the ETM music program positively impacts students' attitude, creativity, effort, self-esteem, and cooperation with peers.

## INTEREST IN THE ARTS

The ETM program bolstered student interest in the arts, as 74% of students said they liked art more as a result of music class. Furthermore, 70% of parents reported that their children have developed an interest in pursuing music outside of school.

## PROGRAM SATISFACTION

Partner school personnel and leadership highly rated the program overall: 97% of principals and 98% of non-music teachers evaluated the ETM program positively.



# EMPOWERING TEACHERS

Investing in our teachers is central to our success. We provide our teachers with the support and career advancement they need to reach their full potential.



# PROFESSIONAL DEVELOPMENT

ETM provided approximately 100 hours of ongoing training and professional development to music teachers (both those employed by ETM and those who have been hired by partner schools) through the ETM Academy. Training began with seven days of intensive workshops before the start of the school year, with each teacher attending training relevant to their teaching assignment (e.g. general music, ensembles, grades K–5, grades 6–8). We prepared teachers by strengthening their knowledge of pedagogy and music methodologies, as well as by addressing issues specific to implementing the ETM model in the following ways.

## **WORKSHOPS**

Workshop topics included: classroom structure and management, lesson and unit planning, concert repertoire, rubric and assessments, rehearsal strategies, and integration. To follow up on the summer training, 14 additional sessions from September through March covered: teaching ETM’s curriculum benchmarks through choral and instrumental lessons, incorporating different learning styles in instruction, and classroom management.

## **MENTORING**

Each music teacher received ongoing mentoring from an ETM Field Supervisor/Music Teacher Mentor, through regular site visits, monthly observations, and informal and formal evaluations. Teachers also had access to ETM’s resource library and could use one another as a support network.

## **TUITION REIMBURSEMENT**

ETM also launched a tuition reimbursement program in January to provide support to ETM music teachers in the process of pursuing a master’s degree, a requirement for permanent teacher certification in New York State. This program is supported by restricted funding, and four teachers took advantage of the new offering during its first eight months.



# HIGHLIGHTS

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In addition to expanding our program, ETM is involved in activities that further engage the communities we serve.

# EXPANDED FOOTPRINT

During the 2015–16 school year, ETM served 27,000 students at 48 partner schools in all five boroughs of New York City.

## BRONX

P.S. 8  
P.S. 42  
P.S. 43  
P.S. 48  
P.S. 64  
P.S. 68  
P.S. 72  
P.S. 76  
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P.S. 195  
P.S. 277

P.S. 294  
P.S. 357  
P.S. 359  
P.S. 369  
P.S. 392  
P.S. 481  
P.S. 483  
P.S. 567  
P.S./I.S. 89  
P.S./M.S. 194  
P.S./M.S. 498  
I.S. 181  
M.S. 180  
M.S. 355  
M.S. 529  
M.S. 566  
St. Angela Merici School  
St. Anselm  
St. John's School

## QUEENS

P.S. 110  
P.S. 154  
P.S. 175  
P.S. 213  
P.S. 244  
P.S. 343  
St. Thomas the Apostle

## MANHATTAN

P.S./M.S. 7  
St. Ann's School

## BROOKLYN

P.S. 75

## STATEN ISLAND

P.S. 39

# 25TH ANNIVERSARY BENEFIT GALA

ETM celebrated its 25th Anniversary at its Children’s Benefit Gala on June 13th, 2016 at Cipriani 42nd Street. The annual Gala featured two Grammy award-winning artists: jazz trumpet player Chris Botti, and longstanding Board member and violinist Joshua Bell. Christine Baranski, Tony and Emmy Award-winning actress and star of the hit show *The Good Wife*, emceed the event. The Gala raised over \$900,000 for music education.

ETM’s Gala honoree was Steinway & Sons. For over 160 years, Steinway & Sons has been dedicated to the ideal of making the finest pianos in the world, creating instruments renowned for their uncompromising craftsmanship and unsurpassed quality. Equal to their commitment to excellence is their unremitting support of music education. In 2015 Steinway & Sons joined ETM in its efforts to bring music education to the economically disadvantaged children of New York City. This multi-year philanthropic relationship will enable ETM to expand its school partnerships to reach more NYC children, support music teacher education, and promote the importance of music education in schools.



# NASDAQ OPENING BELL

Education Through Music's newly-elected Chairman of the Board Richard Bernstein rang the NASDAQ Opening Bell in Times Square on January 20, 2016 along with ETM's Board of Directors and staff. Partner school students from P.S. 43 in the Bronx were also in attendance and helped open the market with the sounds of their band instruments.



# 2015 TCS NEW YORK CITY MARATHON



Education Through Music secured a limited number of spots in the 2015 TCS New York City Marathon, through the Community-Level Charity Program. Team ETM raised funds for music education while sharing a life-changing, powerful experience with thousands of other runners from across the globe. Team ETM runners helped raise money to support music education for deserving children in New York City schools.

# STATEMENTS OF ACTIVITIES

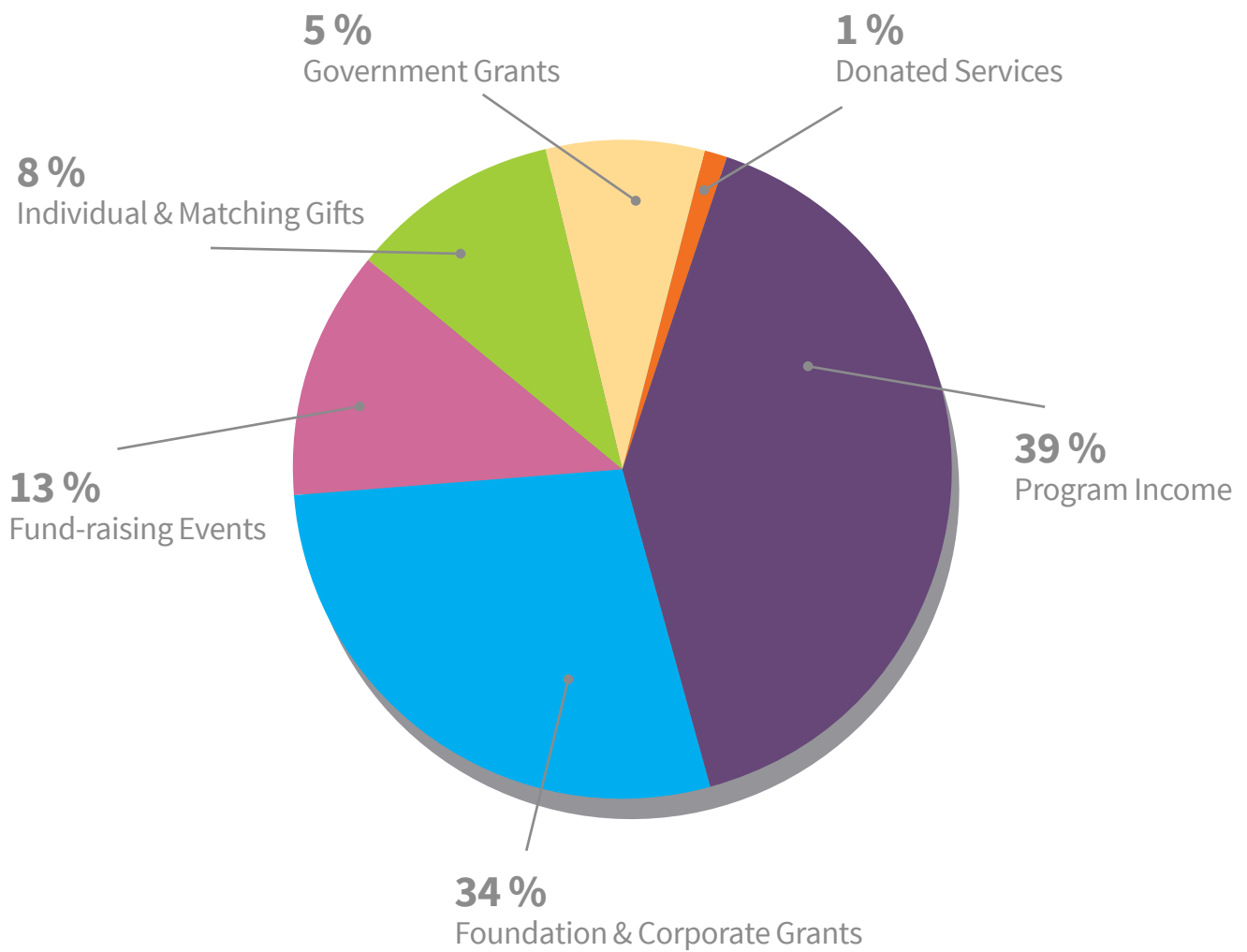
YEARS ENDED AUGUST 31, 2016 AND 2015

	2016	2015
<b>Changes in Unrestricted Net Assets</b>		
Revenues and Other Support		
Contributions	\$1,324,004	\$ 878,513
Benefit and event income	744,050	490,733
Less: Direct fundraising costs	(168,941)	(92,206)
Program income	1,807,853	1,320,168
Donated goods and services	18,114	32,400
Interest and dividend income	8,318	7,054
Unrealized gain (loss) on investments	8,593	(8,691)
Miscellaneous income	24	14
	<u>3,742,015</u>	<u>2,627,985</u>
 Net assets released from restrictions		
Satisfaction of time and program restrictions	845,123	624,383
Total Revenues and Other Support	<u>4,587,138</u>	<u>3,252,368</u>
 Expenses		
Program Services		
Education	3,510,829	2,389,957
Supporting Services		
Management and general	271,586	186,088
Fundraising	547,482	382,306
Total Supporting Services	<u>819,068</u>	<u>568,394</u>
Total Expenses	<u>4,329,897</u>	<u>2,958,351</u>
Increase in Unrestricted Net Assets	<u>257,241</u>	<u>294,017</u>
 <b>Changes in Temporarily Restricted Net Assets</b>		
Contributions	1,228,157	1,148,123
Net assets released from restrictions	(845,123)	(624,383)
Increase in Temporarily Restricted Net Assets	<u>383,034</u>	<u>523,740</u>
Increase in net assets	640,275	817,757
Net assets, beginning of year	<u>2,139,457</u>	<u>1,321,700</u>
 <b>Net Assets, End of Year</b>	<u><u>\$2,779,732</u></u>	<u><u>\$2,139,457</u></u>

*These statements have been audited by Lutz & Carr LLP. Complete audited statements are available upon request.*

# INCOME SOURCES

## 2015-16



# STATEMENTS OF FINANCIAL POSITION

AUGUST 31, 2016 AND 2015

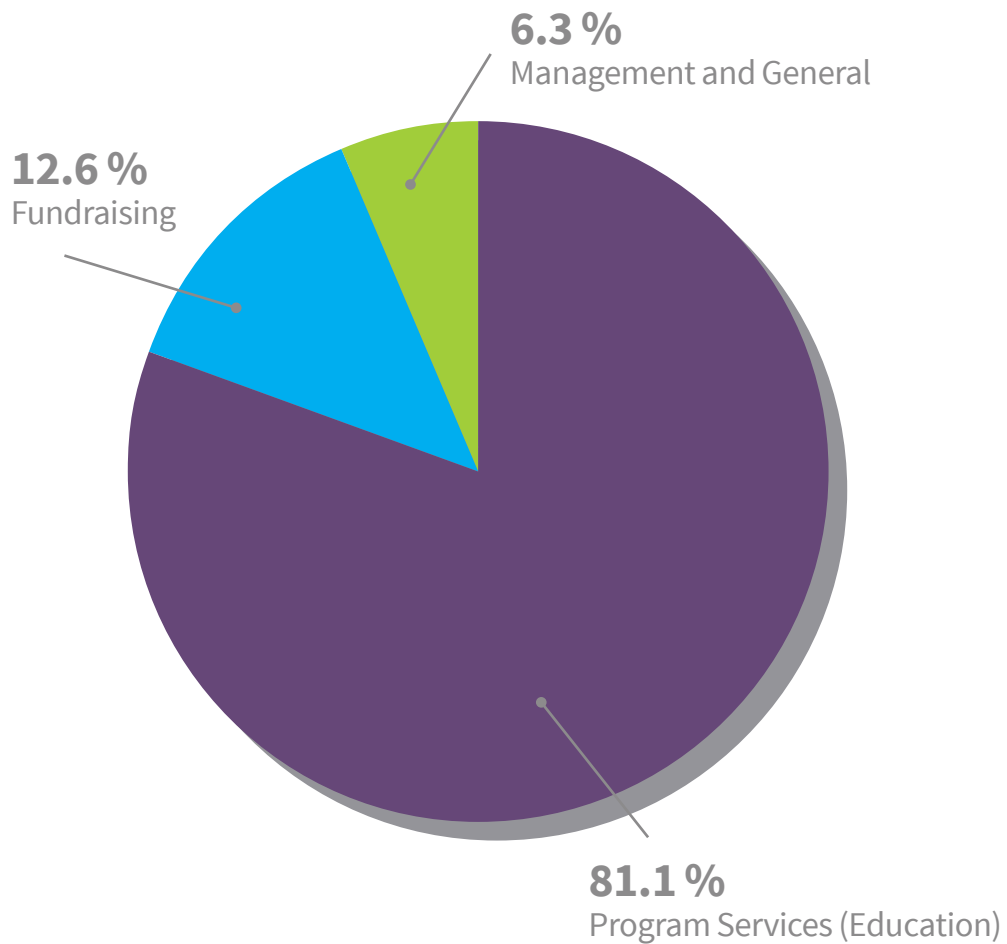
	2016	2015
<b>Assets</b>		
Cash and cash equivalents	\$1,942,942	\$1,570,120
Investments	258,641	242,183
Unconditional promises to give		
Unrestricted	-	16,500
Restricted to future programs	526,122	195,000
Accounts receivable	2,733	690
Prepaid expenses	23,669	70,067
Property and equipment, at cost, net of accumulated depreciation	58,809	45,084
Security deposit	34,293	34,269
	<hr/>	<hr/>
<b>Total Assets</b>	<u><u>\$2,847,209</u></u>	<u><u>\$2,173,913</u></u>
 <b>Liabilities and Net Assets</b>		
Liabilities		
Accounts payable and accrued expenses	\$67,477	\$34,456
	<hr/>	<hr/>
Commitment and Contingency		
Net Assets		
Unrestricted		
Operating	973,923	735,997
ETM Special Fund	249,402	230,087
Total Unrestricted	<hr/> 1,223,325	<hr/> 966,084
Temporarily restricted	1,556,407	1,173,373
Total Net Assets	<hr/> 2,779,732	<hr/> 2,139,457
	<hr/>	<hr/>
<b>Total Liabilities and Net Assets</b>	<u><u>\$2,847,209</u></u>	<u><u>\$2,173,913</u></u>

*These statements have been audited by Lutz & Carr LLP. Complete audited statements are available upon request.*



# EXPENSE RATIOS

2015-16



# DONORS SUPPORTING 2015-16 ACTIVITIES

## **\$350,000 and Above**

CMA Foundation  
William & Muriel Elliott Foundation  
The Music Man Foundation

## **\$100,000 to \$349,999**

Jerome L. Greene Foundation  
New York City Department of Cultural Affairs  
The Weissman Family Foundation

## **\$50,000 to \$99,999**

Brodsky Family Foundation  
Katherine D. Elliott and Richard S. Abramson  
Emily Davie and Joseph S. Kornfeld Foundation  
Andrew J. Malik  
New York City Council Speaker Melissa Mark-Viverito  
Steinway & Sons

## **\$25,000 to \$49,999**

Richard Bernstein and Janice Abbott  
The Durst Organization  
Ford Foundation  
The Sidney E. Frank Foundation  
Jennifer Goff  
Victor J. Goldberg and Patricia A. Waldeck  
George Hall  
Karen Karlsrud and Raymond Mikulich  
Matthew Knouff and Trudy Mandobh  
Eldon and Betts Mayer  
The New York Community Trust  
New York State Council on the Arts  
New York State Education Department  
Stavros Niarchos Foundation  
Morgan Rodd  
Michael Schaefer and Eric Nikoloff  
Edmund and Elaine Schroeder

## **\$15,000 to \$24,999**

New York City Council Member Fernando Cabrera  
Cushman & Wakefield  
New York State Assembly Speaker Carl E. Heastie  
Felipe Ibanez  
Jones Lang Lasalle  
The Leir Charitable Foundations  
National Endowment for the Arts  
The New Yankee Stadium Community Benefits Fund  
Pine Tree Foundation of New York  
The Scoob Trust Foundation  
Solon E. Summerfield Foundation  
Manoj Susarla

## **\$10,000 to \$14,999**

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Allied World  
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CBRE  
Con Edison  
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Find Your Light Foundation  
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The Hyde and Watson Foundation  
The Ireland Family Foundation  
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John Levis  
Oxford 1 Asset Management USA Inc.  
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Proskauer Rose LLP  
Ropes & Gray LLP  
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Savills Studley, Inc.  
SL Green Realty Corp.  
Dr. Robert C. and Tina Sohn Foundation  
Heidi Stamas  
David Stiepleman and Carey Lifschultz  
Michael and Elizabeth Sweeney  
Nicki and Harold Tanner  
Taubman Foundation  
Rob Weisstuch and Faith Glazier  
Steven Williams and Sekka Scher

### **\$5,000 to \$9,999**

42nd Street Development Corp.  
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The Bangs-Russell Foundation  
Bettina Baruch Foundation  
Dean J. Borg  
Kiri J. Borg  
Dr. Lisa Borg  
Bristol-Myers Squibb  
Colgate-Palmolive  
D'Addario Foundation  
Dancing Tides Foundation, Inc.  
Empire State Realty Trust, Ryan Kass, Peter Malkin  
Fried, Frank, Harris, Shriver & Jacobson LLP  
The Gilder Foundation  
Goldman Sachs  
Diane Jaffee  
Mike and Cate Katergaris  
Dale and Debra Lewis  
Ronald Losby  
Joseph F. McDonald  
Mozarts and Einsteins  
NASDAQ  
Newmark Grubb Knight Frank  
Henry E. Niles Foundation

Open Society Institute Matching Gift  
Amie Patel and Nishu Trivedi  
Patterson Belknap Webb & Tyler LLP  
New York State Assembly Member Victor Pichardo  
Mickey and Ellen Rabina  
Rossi Family Foundation  
May and Samuel Rudin Family Foundation, Inc.  
Emily Susskind  
Michael Tuch Foundation  
Ullmann Family Foundation  
Vornado Realty Trust  
Wells Fargo  
Wells Fargo Community Support Campaign

### **\$1,500 to \$4,999**

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Pernilla Andren Avital  
New York State Assembly Member Michael Benedetto  
Edward H. Benenson Foundation  
Bennett Family Foundation  
Carol Bilotti  
Melody Blasenheim  
Blue Smoke LLC  
John and Janet Canning  
Howard and Leslie Chatzinoff  
Cleary Gottlieb Steen & Hamilton LLP  
Jesse Cohn  
Colliers International NY LLC  
Cords For Music  
Coulter 2006 Management Trust  
Rick Dobbis and Mary Ann Koenig  
Ronald and Paula Filler  
Franklin Philanthropic Foundation  
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Larry Maguire  
John and Susi Manley  
Katherine and Frank Martucci  
Norman and Joanne Matthews  
Sandra McFarland  
William and Rachel McKernan  
MdeAS Architects  
Merrill DataSite  
Meta-E Discovery  
New York State Assembly Member Michael Miller  
Stephie and Bill Miller  
Julia Murphy  
Charles P. Nastro  
Michael and Elyse Newhouse  
Marla Nissan  
Ronald and Kathie Olson  
Petretti & Associates  
Carl and Betty Pforzheimer  
Rabina Properties  
Jean Rabunski  
RBC Wealth Management  
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Gaurav and Elizabeth Seth  
Simple Actions Family Foundation  
Elizabeth Smith-Malik  
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Paul and DiAnne Stebbins  
Robert and Suzanne Stetson  
Stroock & Stroock & Lavan LLP  
Structure Tone Inc.  
STUDIOS Architecture  
Tiger Ale LLC  
Time Warner, Inc.  
TPG Architecture  
TPG Global, LLC  
Diodato and Karen Villamena  
Anne T. Vitale  
Philip and Jane Waterman  
David and Lorraine Watson  
Larry Welch  
Winick Realty Group, LLC

## **\$750 to \$1,499**

American Express  
Anonymous (8)  
Patricia Attia  
Alice Avanian  
Catherine Banat  
David Berg  
Frederick Chin  
Stephen Cohen and Barbara Lange  
Timothy Collins  
Charles C. Copeland  
Margaret Crotty  
Hung Dang  
Paula Davis  
Bryce Ferguson  
Christine Franklin  
Goldman Copeland Associates, P.C.

Ann Saunders Gordon  
Alexander Greer  
Paul and Carmela Haklisch  
Carrie Jackson  
Robyn Joseph  
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Terry Resnick  
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Aaron and Martha Spital  
The Bernard & Anne Spitzer Charitable Trust  
Silda Wall Spitzer  
Jay & Deanie Stein Foundation Trust  
Edward and Claire Stiepleman Charitable Fund  
Jerome and Mary Vascellaro  
Veritable, LP  
Tom and Marcy Vogel  
We Bee Spelling  
Mr. and Mrs. Alan G. Weiler

Wilk Auslander LLP  
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## **\$150 to \$749**

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Ron Abel  
Catherine Adler Productions  
Renuka Agarwal  
Vikas Agrawal  
Qais Al-Awqati  
Yael Alkalay  
Rodolpho and Claudia Amboss  
Sung Mee An  
Emma Anderson  
Anonymous (20)  
Adam Ardise  
Joseph and Annabel Arena  
Ronald Arron and Roberta Weiner  
Avlyn Ashterman-Reece  
Vivian Awner  
David and Linda Babolcsay  
Monica Bacon-Proctor  
Charles Balducci  
Jacquelyn Barkley  
Judi Barrett  
Nick and Evie Beilenson  
Joshua Bell  
Garrett Bendel  
Arthur and Regina Berlowitz  
Alyssa Bernstein  
Elizabeth Bertch  
David Beyer  
Bisogni Chiropractic Office  
Emily Block  
Blum Family Fund  
Boddewyn Gaynor Architects, d.p.c.  
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Tom Bow  
Rose Bowen  
E. Steve Braun  
Gregory Brown and Linton Stables  
Randi Brown  
Douglas Brush

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Lindsay Califano  
James and Jean Marie Campbell  
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The Career Place  
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David Carr  
Irene Ten Cate  
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Jerry Cipriano  
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Mary Ann Corio  
Alexis Crespin  
Robert Daniels  
Richard Das  
Justin Davis  
Philip De Bard  
Todd DeGarmo  
Erica Delforno  
Jaime Delia  
Jamie DeRoy  
Nimish and Meghna Dixit  
Julie and Andrew Doupe  
Avi Drissman  
Alan Duffy  
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Alan and Ilene Sperling  
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Beth Stevens  
Adam and Julianna Stockton  
Peter and Laura Strauss  
Catherine Sullivan  
Marilyn Susskind  
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Andrea and Bill Watson-Canning  
Jeannine and David Webber  
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Donald and Susan Weisstuch  
Helmut and Caroline Weymar  
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