



Dare to Be Musical

2015-2016 Annual Report

This year, Powers...

- Awarded a record amount of financial aid scholarships
- Implemented new online registration and donation systems
- Welcomed a new Registrar and a new Development & Community Partnerships Coordinator
- Cheered on more than 200 area students in the Mildred Freiberg Piano Festival
- Started compiling information to better understand how we can meet the needs and expectations of our families, students, and community

Annual Report Design: Kelly Marshall
Photos: Kulbako Photo, Powers Staff

www.powersmusic.org
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17 Clark Street, Belmont, MA 02478



Our People

This year, we recognize the talents and accomplishments of our board, staff, faculty, and the following 11 graduating high school students:

Charles Carson (St. Olaf College), Kyle Takach (UMass Amherst), Lloyd Ellison (Bryant University), Nensi Gjata (Harvard University), Dominique Knipper-Davis (Iowa State University), Nikhil Stiff (University of Rochester), Andrew Lee (Northeastern University), Nathaniel Dempsey (Harvard University), Xueyang "April" Peng (Northwestern University's Bienen School of Music), Andrew Jeon (studying abroad in Norway), and Maxwell Hardcastle (Northeastern University). Congratulations to all!

Board of Directors

President

Ernest Sabine

Vice President

Laura Vail Wooster

Treasurer

Jacqueline Whitney Halas

Secretary

Deborah Coyle Barry

Members

Betsy Cabot

Sarah Freiberg Ellison

Elizabeth Foote

Susan Galli

Robert Halstead

Wenjje Hu

Shan-Lee Liu

Laura Meyer

Julie Holland Mortimer

Bruce Rosenblum

Vera Trojan

Christopher Wright

Staff

Executive & Artistic Director

Helen Clapp Stevenson

Assistant to the Executive

& Artistic Director

Cameron Khayde

Director of Music

Spencer Aston

Director of Marketing

& Communications

Kelly Marshall

Development & Community

Partnerships Coordinator

Jessica Firing

Registrar

Cassandra Shelton

Director of Chamber Ensembles

Meghan Jacoby

Performance Manager

Morgan Scagliotti

Accountant

George Peddle

Faculty

Brass

Spencer Aston

Andrew Sorg

Sarah Sutherland

Michael Tybursky

Composition & Music Theory

Geneviève Leclair

Dulcimer, Guitar, Harp, Penny Whistle & Recorder

Lucy Joan Sollogub

Early Childhood

Sarah Bacon

Jessica Cooper

Susanna Fiore

Cindy Giron

Yas Ishibashi

Haeun Shin

Guitar

Daniel Acsadi

James Doran

Christopher Hersch

Lucy Joan Sollogub

Tev Stevig

Berit Strong

Jazz Ensemble

Todd Brunel

Maxim Lubarsky

Music Therapy

Trish Jonason

Orchestra

Spencer Aston

Channing Yu

Organ

Alfa Radford

Percussion

Gary Spellissey

Piano / Keyboard

Elizabeth Chladil

Susanna Fiore

Cindy Giron

Vladimir Gurin

Levon Hovsepian

Yas Ishibashi

Veda Kogan

Svetlana Krasnova

Lisle Kulbach

Maxim Lubarsky

Tamara Medoyeva

Peter Morelli

Natacha Rist

Kathryn Rosenbach

Jei-Yern Ryu

Michael Shea

Haeun Shin

Lyubov Shlain

Piano Accompaniment

Levon Hovsepian

Natacha Rist

Kathryn Rosenbach

Rock Band

James Doran

Tev Stevig

Strings

Sarah Freiberg

Sarah Bacon

Madalyne Cross

Erica Klein

Ellery Klein

Sam Ou

Olga Patramanska-Bell

Morgan Scagliotti

Jenny Shallenberger

Colleen McGary Smith

Sophia Sogland

Jacques Lee Wood

Suzuki Program

Sarah Bacon

Madalyne Cross

Erica Klein

Guan-Ting Ku

Alix Pollack (accompanist)

Jay Rosenberg

Berit Strong

Viola Da Gamba

Jane Hershey

Voice

Stephanie Scarcella

Woodwinds

Judith Bedford

Todd Brunel

Mary Cicconetti

Mary Cunningham

Carol Hunt Epple

Ben Fox

Faith Hutchison-Williard

Meghan Jacoby

Summer Day Program Faculty & Staff

Spencer Aston

Sarah Bacon

Judy Bedford

Todd Brunel

Andrew Goodridge

Adam Grossman

Ellery Klein

Yas Ishibashi

Meghan Jacoby

Guan-Ting Ku

Sam Ou

Jane Parkhouse

Dimitar Petkov

Emerald Rae

Kathryn Rosenbach

Dawn Scaltreto

Haeun Shin

Liana Zaretsky

Our School

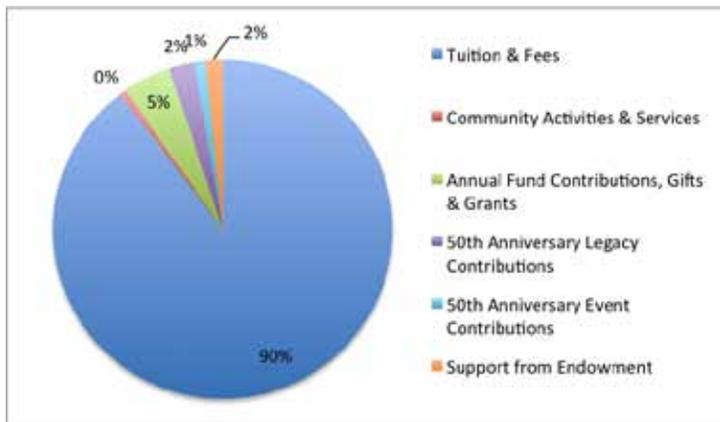
The academic year 2015-2016 was a year of rethinking and restructuring for Powers. Throughout the fall and well into the spring, Powers staff worked intensely to set up and fully implement two new database systems - ASAP (a registration and customer relationship management system) and Bloomerang (a donor and fundraising management system). The addition of two new staff members, initial and ongoing challenges with the ASAP program, and a decline in several group programs brought to light many questions about what the families, students, and community of Powers truly want and need. Are we really meeting their expectations, and do we even know what those are? We began the first step of answering those questions by gathering and compiling data from the previous 10 fiscal years (as outlined in our current strategic planning goals) to look for trends and patterns that might inform us about our programs, events, and school as a whole. While addressing the many technical and workflow challenges mentioned above, we began to review our school and community programs and festivals with a critical eye and refine them to more closely match the interests of our community and families. We then began to plan for how we could listen more closely to what our students and supporters are telling us.

Congratulations to Spencer Aston, Director of Music, who will be moving on to a full-time faculty position with Bridgewater State University. He will remain with us as a faculty member.

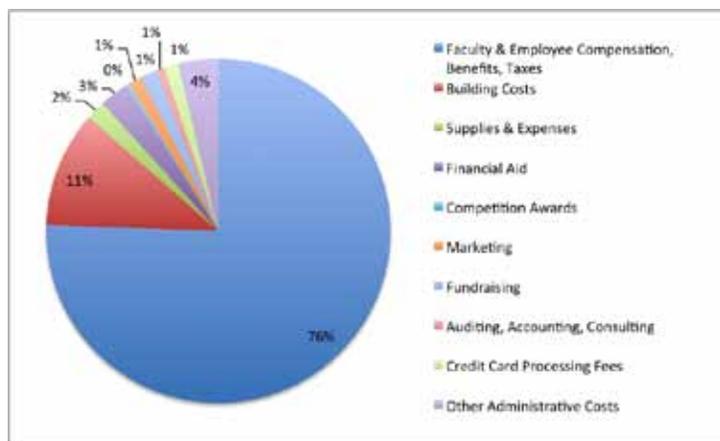
FY15 Key Financials

ENDOWMENT UPDATE FY16	
Beginning Balance (9/1/15)	\$1,397,092
Ending Balance (8/31/16)	\$1,471,855
<i>Activity included...</i>	
Spending Policy Transfer	(\$58,000)

FY15 Operating Revenue



FY15 Operating Expenses



OPERATING REVENUE

Tuition and Fees	\$1,313,128
Community Activities & Services	\$8,640
Annual Fund Contributions, Gifts, Grants	\$67,644
50th Anniversary Legacy Contributions	\$36,064
50th Anniversary Event Contributions	\$15,100
Support from Endowment	\$23,986
Total Operating Revenue	\$1,464,562

OPERATING EXPENSES

Instruction & Community Programs

Faculty/Artist Compensation, Benefits, Taxes	\$717,889
Building Costs	\$131,349
Supplies & Expenses	\$26,422
Financial Aid	\$40,505
Competition Awards	\$4,025

Total Program Services Expenses

\$920,190

Support Services

Employee Compensation, Benefits, Taxes	\$379,015
Building Costs	\$26,703
Marketing	\$18,309
Fundraising	\$22,501
Auditing, Accounting, Consulting	\$10,757
Credit Card Processing Fees	\$19,378
Other Administrative Costs	\$54,659

Total Support Services Expenses

\$531,322

Total Operating Expenses \$1,451,512

NET SURPLUS/DEFICIT (before depreciation & capital expenses)

\$13,050

Depreciation	(\$16,274)
Capital Expenses	(\$10,042)
Total Depreciation & Capital Expenses	(\$26,316)

NET SURPLUS/DEFICIT (\$13,266)

ENDOWMENT ACTIVITY FY15

Beginning Balance (9/1/14)	\$1,393,059
Ending Balance (8/31/15)	\$1,420,705
<i>Activity included...</i>	
Spending Policy Transfer	(\$23,986)
Net Realized/Unrealized Gains	(\$61,444)

Registration



Software

The ASAP program, a fairly new competitor in the nonprofit software sector, has provided us with a wealth of benefits and new challenges. We are pleased to offer families easy access to account information, invoices, and registration for many programs online. Unfortunately, many difficulties still remain to be ironed out in the system's private lesson attendance module, forcing Powers to adapt on the fly to ever-changing software and internal workflows.

Staffing

We were sad to say goodbye to our Assistant to the Executive & Artistic Director, Cameron Khayde, and our long-time Registrar, Evan Loudon, but happily welcome Cassandra Shelton to take Evan's place. We hope that with Cassandra's help and consistent communication with the ASAP team, the registration process will be working smoothly and serving families efficiently soon.

Programs

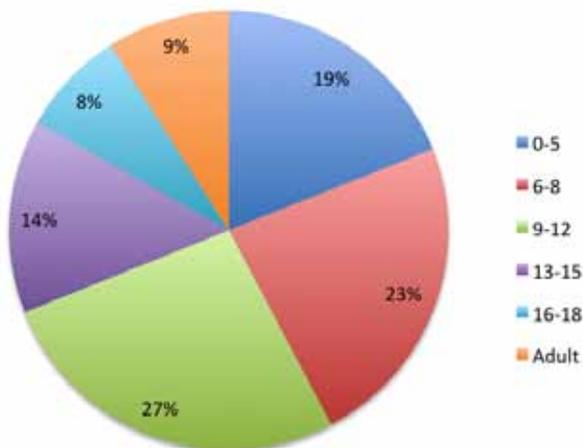
This past year, the Suzuki program saw growth during the fall and spring semesters compared to the previous academic year. Several group programs that initially saw an influx of students following the close of Longy's community music division have now dipped back to their previous numbers of students, including Dalcroze Eurhythmics, Music Pups®, Keys for Kids®, MYSP, and Theory. With the loss of the MYSP Senior Orchestra and the orchestra program's charismatic conductor George Ogata, Powers must reconvene to listen to the needs and wants of our students to find the best mix of programs and music education opportunities.

Total Unique Students **FY15** **FY16**
 949 907

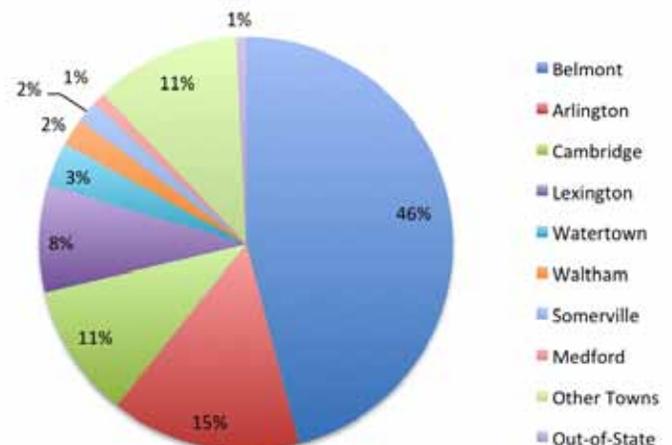
Unique Students by Program

Program	FY15	FY16
Private Lessons	500	527
Eurhythmics	78	63
Music Pups	74	64
Pow-Wow	74	85
Suzuki Lessons	69	72
MYSP	67	38
Keys for Kids	65	57
Ensemble	64	54
Suzuki Group	58	66
Music on the Hill	54	34
Theory	27	6
Fiddlin' on the Hill	18	12
Adult Orchestra	12	N/A
Singing for Kids	11	10
Semi-Private Lessons	6	8
Suzuki Musical Kids	5	4
Suzuki on the Hill	N/A	15

Students by Age, FY16



Students by Town, FY16



Our Community

Mildred Freiberg Piano Festival

Powers' founding event!

214 participating students

47 participating teachers

17 concerts over 2 days!

Peter Elvins Vocal Competition

Opera Division:

42 applicants, 13 semi-finalists

Teen Division:

13 applicants, 13 semi-finalists

Awarded \$2,900 in cash prizes

Musical Storytelling Series

616 attendees and 16 faculty & student performers

6 total concerts provided free to local venues:

- Disney's Winnie the Pooh: Piglet's Big Movie
- Bringing the Rain to Kapiti Plain
- Click, Clack, Moo
- Horrible Bear!

in 4 different towns:

- Belmont Public Library
- Watertown Free Public Library
- Arlington Center for the Arts
- Boston Public Library



Neighborhood Concert Series

578 attendees and 15 performers

8 concerts provided free to local venues:

- Sing in the Holidays!
- Seaglass Sound: A Valentine's Stroll
- Irish Spice: A St. Patrick's Day Concert
- The Roaring Dukes of Swing: Jazz Concert

held in 4 different towns:

- Beech Street Center, Belmont
- Waltham Council on Aging
- Somerville Council on Aging
- Peabody Council on Aging

Belmont Open Sings

137 unique singers

+ 46 anonymous guests

= 183 total participants

15 people attended more than one event

3 concerts at Payson Park Church

- Israel in Egypt
- Messiah
- Requiem

Stein Chamber Music Festival

52 performers

Development

Over the course of the 50th Legacy Campaign, which spanned two fiscal years from September 1, 2013 to August 31, 2015, students, families, board and staff raised an unprecedented \$358,554 for the Powers Annual Fund and Endowment. This year, and for many years to come, our programs, school, and students will see the benefit of that support and how those funds further music education and joy in their lives.

Now that the excitement of the Legacy Campaign has settled somewhat, we must turn our attention to new and sustainable ways to fundraise and create a true culture of giving at Powers. We were lucky to have had some extra help this fall from our Development Intern, Jessica Firing, a recent graduate of Boston University's Arts Administration program. Jessica helped us to compile and clean up fundraising data from the past five fiscal years for use in a new donor management system called Bloomerang, which was implemented in the winter of 2015-2016. With this new system comes improved donation tracking, reporting, analysis, and a more personal way of communicating with current and potential donors about their giving preferences and history. Bloomerang allows Powers to accept online donations, increases retention of donors, and maintains reliability of donor information. Jessica has recently joined us full-time as Powers' Development & Community Partnerships Coordinator, and we anticipate that with her help we can begin to foster a true spirit of giving through donations, volunteer programs, and renewed investment in the success of the school by students, parents, and the community.

Financial Aid Scholarships

Merit Scholarships

As of June 1, 2016, we awarded \$5,240 in Ellen Huff Powers merit scholarships to 7 unique students with extraordinary achievements.

Financial Aid Scholarships

Through August 2016, we awarded \$53,174.50 in financial aid scholarships to 49 unique students (36 families). For half of these families, financial aid awards covered between 50-75% of their tuition costs for the year. The average financial aid award per student this year was \$1,085.19.

**Total Raised for FY16 Annual Fund
(9/1/15 - 8/31/16)**
\$81,636.10

How are we using the funds we raised?

Scholarships and Awards: In FY16 we awarded more than \$53,000 in Financial Aid Scholarships to families in need, the largest amount our school has ever distributed. Without this support, these families would not have access to music—learning an instrument, performing, or playing in an ensemble. We also awarded \$5,240 in Merit Scholarships to students with significant achievements, and \$2,900 in cash prizes during the Peter Elvins Vocal Competition.

Orchestra & Student Performances: Our orchestral students in the MYSP Chamber and Preparatory String orchestras received access to high quality instruction, personalized sectional masterclasses, and performance opportunities at the Fenn School in Concord, First Church in Belmont Unitarian Universalist, and the Performing Arts Center at 51 Walden in Concord. Funds also helped to cover supplies and staffing for all-school recitals and other student performances.

Community Outreach: Funds supported performer honorariums for local professional musicians and Powers' faculty through our various community programs, bringing unique cultural performances to over 1,100 attendees this year in the towns of Arlington, Belmont, Boston, Peabody, Somerville, Waltham, and Watertown.

Capital Improvements: Powers made significant strides this year to modernize our digital capabilities, purchasing and implementing a cloud-based registration database (ASAP) and donor database (Bloomerang). We also commissioned a new attendance sheet design for our registration software, ASAP, to improve the functionality of our system for our teachers. Several new computers were added with updated software to replace old and outdated systems in our offices. New lights were added to illuminate our buildings and signs.

Donors & Supporters

September 1, 2015 – August 31, 2016

Directors Circle

\$10,000-\$24,999

The Edmund and Betsy Cabot
Charitable Foundation
in honor of Helen Clapp Stevenson
The Virginia Wellington Cabot
Foundation

Legacy Circle

\$5,000-\$9,999

Supporters Circle

\$1,000-\$4,999

Anonymous+
Anna Gabrieli
Wenjie Hu & Xiaopeng Gong
Jacqueline Whitney Halas & Paul Halas
Anne & Neil Harper
Julia & George Hibben
Fran & Tom Knight
In honor of the Legacy Campaign
Laura Perlo Meyer & Klemens B. Meyer
Julie & Richard Mortimer
Tracy Powers
Ernest Sabine
Cecila Chao & Michael Schoenegge
Susan Galli & Mark Thurber
Wayne Woo & Family

Family Circle

\$100-\$999

Anonymous+
Lillian Armstrong
In honor of Peter Elvins
Deborah Coyle Barry
Louise Botero
Philippa A. Bovet
Katie & Paul Buttenwieser
Denise Gilpin & Dan Burnham
Cameron Khayde & Jim Campbell
John A. Carey
Vera Trojan & Mark Carthy
Doris & Larry Coe
Kathleen Corsi & Mark Cosby
Joan P. & Ronald C. Curhan
Rima Kaddurah Daouk & Ghaleb Daouk
Martha Davidson
Mark & Nancy Davis
Christine Knipper & Patrick Davis
Carl Dettman

Family Circle (cont.)

Steven G. Dickman
Ray Jackendoff & Hildy Dvorak
Sarah & Jeff Ellison
Grace Feldman
In loving memory of Ellen Powers
Dr. Andrew Jewett & Dr. Healan Gaston
Ronald Geiger & Gisela Geiger
Susan Geller
The Gillis Family
Robert & Bethe Hagopian
Bert & Louise Halstead
Frances Harris
Artie Helgason
William & Mari-Ann Hogan
Iyengar/Richard Family
Elizabeth Foote & Howell Jackson
Gretchen & John Jackson
Lynne Davis & Michel Jackson
Harriet A. Karkut
The Keefe Family
Sandy Kendall
Apple Stephen & Andrew Kirk
Gisela Krause-Beyer
Mackevicius & Lambert Family
Po-Shang Chen & Shan-Lee Liu
Delphine Lui
In honor of Kathy Rosenbach
Richard Curzi & Nancy McCabe
Asako Nagashima
Arthur & Constance Page
Jacob Taylor & Jean Park
Glenn & Faith Parker,
the Parker Family Fund
Caroline Huang & Michael Phillips
Stephen & Susan Polit
Alix Pollack
Bjorn Poonen
Daniel Raizen
Roger & Lynn Peterson Read
The Rosenblum Family
Don & Margaret Skemer
Dr. Lisa Skowronek &
Mr. Jacob Skowronek
Robert & Katy Siegler
Helen Clapp Stevenson &
Gordon Stevenson
Chitra & Rangamani Sundar
Mariya & Michael Treisman
Ann Waters
Jonathan & Lisa Wilk
T. Walley Williams, III

Family Circle (cont.)

Jonathan & Leslie Wolf
Christoph & Barbara Wolff
Laura & Jim Wooster
Chris & Jessica Wright
Bao Min Yee, D.M.D.

Student Circle

Up to \$99

Anonymous+++++
Brian Altomare
Alexandra Houck & Kevin Amaratunga
In honor of Susanna Fiore
Lindsay Miller & Peter Ambler
Margaret & Charles Barsam
Carol & Frank Burt
Carolyn Mehaffey & Charles Butte
Rita Butzer & Daniel Carpenter
The Colangelo Family
Edward J. Deluca
John T. Dieckmann
Jessica Firing
Jian Jian Wang & John Friedbauer
Sheila Mehta-Green & Brian Green
Katya & Vladimir Gurin
Vanessa Hamilton
Erika Hartweg
Ann & Philip Heymann
Leslie M. Holmes
Jeanne-Marie Kaufmann
Dr. Anthony Vagnucci &
Dr. Anjali Kumar
In honor of Susanna Fiore
Janet Sand & Peter Lawner
Kelly Marshall
Melody McGrath
Shaun McGrath
Eileen McNeely
Silvia von Gunten & John Moavenzadeh
Andrea & Christopher Nolin
Nicole Lamy & Michael Patti
Alfa Joy Radford
Sandra P. Rosenblum
Nancy Seasholes
Pieter & Seema Sheth-Voss
Carolyn Stevens
Barbara Payne & Roger Tobin
Luis F. Travassos &
Ana Bairos-Travassos
Mary Beekman & David Warner
Sylvia K. Whitney
Drs. John & Blair Wylie

+ indicates number of donors

Donors & Supporters

September 1, 2015 – August 31, 2016

Corporate Giving

Allston Piano Moving Company, Inc.,
a division of Gentle Giant Moving
Company
Barnes & Noble
Cambridge Savings Bank
East Boston Savings Bank
Charitable Foundation, Inc.
The Fenn School
Johnson String Instrument
The Lions Club of Belmont, Inc.
Watertown Savings Bank

Instrumental Gifts

Donald Drumm
Lisa Ferrera

Matching Gifts

Dell Community Foundation
The G.E. Foundation
John Hancock
State Street Foundation
Virginia Wellington Cabot Foundation

Grant Awards

Arlington Cultural Council
Belmont Cultural Council
Peabody Cultural Council
Somerville Cultural Council
Waltham Cultural Council
Watertown Cultural Council
local agencies supported by the
Massachusetts Cultural Council,
a state agency

*We apologize for any errors in spelling
that may have occurred during printing.
Should you find an error, please contact
PowersMusicDevelopment@gmail.com*



***It's easy to show students at
Powers that you support
music education!***

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Powers Music School, P.O. Box 398, Belmont, MA 02478

Donate by phone: Give us a call at 617-484-4696 to learn
about your options for making a gift to Powers.

Donate online: Now you can donate by credit card
with a click of a button at www.powersmusic.org/donate

Ask us about matching gifts, stock, planned giving,
and other ways to make your gift!



FENN

