

SAVE THE MUSIC FOUNDATION
STATEMENT OF ACCOMPLISHMENTS
For the year ended December 31, 2023

Mission Statement: Save The Music Foundation helps kids, schools, and communities reach their full potential through the power of making music.

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For the year ended December 31, 2023:

Total support & revenue \$9,636,600
Total program expenses \$7,528,599
Total fundraising expenses \$1,599,347
Total management and general expenses \$488,195
Total expenses \$9,616,141

As of 12/31/23:
Net Assets \$5,023,757

Program Accomplishments

Save The Music Foundation (“STM” or “the Foundation”) is a 501(c)(3) nonprofit organization dedicated to creating systemic change in the American public school system by restoring instrumental music programs and by raising public awareness about the importance of music education. STM was created to address the inequity in availability of music education for students in many of the most challenged communities in the U.S. Since its creation, STM, working with local school districts, has restored music education programs in more than 2,763 schools in 351 school districts around the country – impacting the lives of hundreds of thousands of students. During that time, the Foundation has donated more than \$68 million worth of new musical instruments, equipment, and technology to school districts across the country.

STM values music as a critical learning tool that keeps students engaged in school, helps develop well-rounded individuals, and encourages skills that are vital for success in the 21st century.

Program staff members from STM work closely with superintendents, school board members, principals, arts coordinators, and music educators in each school district to identify schools that are eligible to participate. STM works with local policymakers and advocates to help ensure schools that are not currently eligible to participate in the Foundation’s restoration of music education programs take the steps needed to become eligible. STM works to enable every school within the district to have access to music education. The Foundation expands its reach in serving all public school students Pre-Kindergarten through the 12th grade.

STM has developed a unique model to foster equitable access to comprehensive music education for all children. Through strategic partnerships with school districts, the Foundation provides brand-new musical instruments, equipment, technology, method books, professional development, and program support to public elementary, middle, and high schools, jump-starting dormant music programs across the country. To make certain that music programs remain a core part of the curriculum in public schools, and that the programs live on in perpetuity, STM works with schools that have agreed to implement a sequential instrumental music program based on local, state, and national standards for music education.

Grant Offerings & Schools Served

STM offers six different grant packages to public schools based on grade level, need, and the school’s music program goals. The grant packages are decided upon with the input of district administrators, school leaders, and the Foundation’s Program staff. A school must make the commitment to conduct their instrumental music program as part of the regular school day, provide a designated space for music instruction and instrument storage, and commit to hiring a full-time, certified music educator. By guaranteeing that each grant recipient school fulfills the schedule, space, and staff requirements, STM fosters a sustainable music program.

In the 2023 fiscal year, STM delivered grant packages (Core, Intro to Music, J Dilla Music Tech, J Dilla Jr. Music Tech, Save The Music + Hometown to Hometown Music Tech, and Keys + Kids) to 160 schools, totaling more than 28,000 musical instruments and pieces of musical equipment, in 48 school districts (listed below) across 15 states. These grants impacted more than 102,500 students and music educators by increasing their access to quality musical instruments, instructional books, equipment, technology, and resources. More information about each grant package follow.

Program Accomplishments (continued):

48 School Districts that Received Grant Packages in Fiscal Year 2023:

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| Akron Public Schools, OH | Mason County Schools, WV |
| Anaheim Union High School District, CA | Memphis Shelby County Schools, TN |
| Atlanta Public Schools, GA | Mercer County Schools, TN |
| Orleans Parish Public Schools, LA | Meridian Public School District, MS |
| Baltimore City Public Schools, MD | Metropolitan Nashville Public School, TN |
| Chula Vista Elementary School District, CA | Miami-Dade County Public Schools, FL |
| Cleveland Metropolitan School District, OH | Minneapolis Public Schools, MN |
| Columbus City Schools, OH | Newark Board of Education, NJ |
| Dallas Independent School District, TX | New Brunswick Public Schools, NJ |
| Detroit Public Schools Community District, MI | New York City Department of Education, NY |
| East Orange School District, NJ | Orleans Parish Public Schools, LA |
| Elizabeth Public Schools, NJ | Pajaro Valley Unified School District, CA |
| Fayette County Schools, WV | Passaic Public Schools, NJ |
| Fulton County Schools, WV | Paterson Public Schools, NJ |
| Greenville Public School District, MS | Preston County Schools, WV |
| Greenwood Leflore Consolidated School District, MS | Randolph County Schools, WV |
| Hancock County Schools, WV | San Diego Unified School District, CA |
| Jackson County Schools, WV | San Francisco Unified School District, CA |
| Jackson Public Schools, MS | St. Paul Public Schools, MN |
| Jasper County Charter System, GA | Sweetwater Unified High School District, CA |
| Jersey City Public Schools, NJ | The School District of Philadelphia, PA |
| Los Angeles Unified School District, CA | Wayne County Schools, WV |
| Logan County Schools, WV | Whitmore Lake Public Schools, MI |
| Marion County Schools, WV | Wood County School District, WV |
| Marshall County School District, WV | Zeta Charter Schools, NY |

Core Grant

The Core Grant – in the form of Band, String, or Mariachi – has been the cornerstone grant that STM provides to school grant recipients across the country. Each Core Grant is valued at approximately \$50,000 and jump-starts a new instrumental music program at a school. The Core Band Grant includes 36 musical instruments - woodwind, brass, and percussion. The String Grant includes up to 38 string instruments - violins, violas, cellos, and basses. The Mariachi Grant includes 36 musical instruments – brass and string instruments, both fretted and unfretted, as well as Mariachi bowtie and belts. All Core Grants include music stands, instructional method books, professional development support for music teachers, and Foundation program support for 10 years. In fiscal year 2023, STM delivered 33 Core Band Grant packages, 10 Core Strings Grant packages, and 10 Core Mariachi Grant packages, impacting more than 37,500 students and music educators.

Intro to Music Grant

The Intro to Music Grant was developed in 2018 and includes everything a music teacher needs to provide elementary students Pre-Kindergarten through grade 5 with sequential, standards-based general music instruction focused on active music-making and engagement. The grant is valued at approximately \$18,000, including developmentally appropriate and culturally relevant instruments and resources: digital piano, acoustic guitar, Orff Instruments, world drums, recorders, hand-held percussion, Boomwhackers, a classroom set of ukuleles, instructional method books, professional development support for music teachers, and STM program

support for 10 years. In fiscal year 2023, the Foundation delivered 72 Intro to Music Grant packages, impacting more than 31,000 students and music educators.

Program Accomplishments (continued):

J Dilla Music Tech Grant

The J Dilla Music Tech Grant was developed in 2018 and focuses on delivering the future of music learning through innovative music tech tools and curriculum for high school students. Our goal is to bring out students' inner creativity, talent, and confidence by teaching the fundamentals of electronic music creation, recording, and production. In 2019, the Music Tech Grant was named after the late, influential industry rapper and hip-hop record producer J Dilla. The grant is valued at approximately \$62,000, which includes hardware and software to support instruction in audio recording, audio engineering, DJ-ing, beat-making, along with in-depth training for music teachers, including a one-on-one mentorship with a local music education community partner and STM program support for 10 years. In fiscal year 2023, the Foundation delivered 18 J Dilla Music Tech Grant packages, impacting more than 16,500 students and music educators.

J Dilla Jr. Music Tech Grant

In addition to the J Dilla Music Tech Grant for high school students, STM has created a music technology grant package for middle school students, grades 4 through 8, with similar goals. The J Dilla Jr. Music Tech Grant is valued at approximately \$19,000 and includes music creation software, technology, and equipment, along with a one-on-one mentorship with a local music education community partner and Foundation program support for 10 years. In fiscal year 2023, STM delivered 12 J Dilla Jr. Music Tech Grants, impacting nearly 8,500 students and music educators.

Save The Music + Hometown Music Tech Grant

In 2020, STM launched a partnership with SongFarm, a nonprofit organization “working to *build recording studios in underserved high schools, so kids have equal access to creative opportunities*”. The SongFarm Music Tech Grant package’s mission is similar to that of the J Dilla Music Tech Grant and is valued at approximately \$59,000. In fiscal year 2023, the Foundation and SongFarm delivered 3 Music Tech Grant packages, impacting more than 3,500 students with access to quality musical instruments, equipment, technology, and contemporary audio production software along with a one-on-one mentorship with a local music education community partner and STM program support for 10 years.

Keys + Kids Grant

The Keys + Kids Grant supports any type of music education program, including vocal/choral, general music, musical theater, or instrumental. The grant is valued at approximately \$16,000 and includes a contemporary digital hybrid piano, keyboards, instructional method books, professional development support for music teachers, and Foundation program support for 10 years. In fiscal year 2023, STM delivered 1 Keys + Kids Grant packages, impacting nearly 2,000 students and music educators.

School Districts that Received Supplemental Donations in Fiscal Year 2023:

Supplemental donations were given to Successful Incorporated, a 501(c)(3) organization serving deserving band students and school band programs in Tennessee and Mississippi.

Program Accomplishments (continued):

Program Support

A grant of instruments, equipment, and resources provides the impetus for music programs to be restored, but this is only the beginning of STM's partnerships with school districts nationwide.

Grant recipient principals are provided with hands-on guidance in building an instrumental music program. STM's Program staff assists principals in developing their music program through workshops, personal meetings, and the Foundation's *Guide to Building an Instrumental Music Program*. The Guide provides information to principals on getting started, next steps on how to grow the school's music program, national music education standards, research attributing music education for positive childhood development, and other resources of additional information. Every new principal in STM's network is provided an electronic copy of the guide once they are confirmed as a grant recipient.

In instances where school programs, initially supported by STM, faced the imminent risk of elimination, proactive measures were taken. In each scenario, a letter expressing the Foundation's apprehensions about the potential discontinuation was provided to the school's principal, members of the school board, and the superintendent of the school district. The correspondence referenced the initial agreement between STM and the school district, serving as a reminder of the mutual commitment to sustaining the program. Subsequently, meetings were orchestrated to engage with senior leadership within the school districts, providing a platform for constructive dialogue. Notably, these concerted efforts proved effective, as most of the programs were successfully preserved and spared from elimination.

The conversations that take place while advocating in local communities prove most effective when decision makers, community members, stakeholders, and funders are already familiar with the importance of music education. For this reason, the Foundation employs several strategies on a national scale to lay the groundwork for successful local advocacy.

In fiscal year 2023, STM's Program staff offered new grant recipients – music teachers, school leaders, and district administrators – the opportunity to learn more about their grant and how to successfully sustain their music programs in the new school year. The Foundation offered four virtual information sessions between August and October. A total of 66 grantees from 30 school districts attended.

School Leaders

STM targets school leader conferences to spread the word about the vital need for music education. Each year, school administrators gather to share information that will enable them to make important decisions about the curriculum in their schools. Both the School Superintendents Association (AASA) and the National School Boards Association (NSBA) have granted STM and other music-education advocates a section of their convention spaces to be used as special pavilions devoted to spreading the word about the importance of music education. Since 2005, Save The Music has been joined by instrument manufacturers, retailers, and the NAMM Foundation's Support Music Coalition in the music pavilions.

Program Accomplishments (continued):

STM honors – in front of thousands of school district leaders and administrators from around the country – those school district officials who have been supportive of music education at AASA’s Annual National Conference. In the 2023 fiscal year, this award was presented to Dr. Christopher Downing, the superintendent of Anaheim Elementary School District in Anaheim, California. In total, the Foundation has delivered a total of 30 grants since 2015 to the school district where music education remains a priority.

Educational Workshops

STM provides numerous workshops on the benefits of music education at national and regional conferences. Topics for these workshops included building and expanding community music education ecosystems. One such example, is STM partnering with The NAMM Foundation and the NAMM Show in April 2023 (Anaheim, California) to produce workshops and panel discussions.

Professional Development

STM and its school district partners collaborate to co-create opportunities for music educators to engage in professional development that focus on growing their skills and building their music programs. With the start of the 2022-23 school year, the Foundation prioritized professional development opportunities for educators as a necessity for every grantee school district and community. These opportunities are tailored to fit the needs of each school district partner. The professional development, or Teacher Programs, funds were spent on producing workshops, sponsoring scholarships for teachers to enroll in continuing education courses, become members of music education organizations, attend educational conferences, and providing local support partnerships as described below.

In fiscal year 2023, STM sponsored 33 workshops for music educators for active grantee school districts and communities. Expert clinicians presented topics, such as social emotional learning, music technology, mariachi pedagogy, elementary music classroom methods, student empowerment, and effective teaching practices. The Foundation often produces elements of the workshops as well, including clinician contracts and travel arrangements, participant, registration, materials, schedule, feedback survey, and hands-on, day-of support.

STM partnered with 7 organizations to sponsor 28 total scholarships for music educators in active grantee school districts to enroll in a continuing education course. Scholarships include the full cost of tuition and fees. These courses enhance and elevate teaching practices, thus empowering educators in the classroom and empowering their students.

Partner, Course – School District(s) or Community, State – Number of Scholarships

- Kent State University, Orff Levels Course – Akron Public Schools, OH – 3
- Cobb County School District, Orff Levels Course – Atlanta Public Schools, GA – 9
- World Music Drumming, Drumming Level 1/ Kids, Choir & Drums – Miami-Dade County Public Schools, FL – 10
- Lakeland University, Orff Levels Course – Milwaukee Public Schools, WI – 1
- VanderCook College, Summer Course – Milwaukee Public Schools, WI – 1
- University of the Arts, Summer Music Studies Course – School District of Philadelphia – 1
- New York City Chapter of the American Orff-Schulwerk Association, Orff Levels Courses – New York City Department of Education, NY – 3

Program Accomplishments (continued):

STM partnered with 2 organizations to sponsor 13 total scholarships for music educators in active grantee school districts to become members of music education organizations. Scholarships include the annual membership cost. The memberships provide music teaching resources, opportunities to attend workshops and conferences, and connections to fellow educators.

Partner – School District(s) or Community, State – Number of Scholarships

- San Diego American Orff-Schulwerk Association – Chula Vista Elementary School District, CA – 9
- American String Teachers Association – New York City Department of Education, NY and Miami-Dade County Public Schools, FL – 4

In fiscal year 2023, STM partnered with 3 organizations to sponsor 36 total scholarships for music educators in grantee school districts to attend an educational conference. Scholarships may include conference registrations, stipends for travel and meal costs, and hotel stays, depending on the ease of traveling to the event. Conferences provide opportunities to learn proven practices for the music classroom and connect with fellow educators.

Partner, Conference – School District(s) or Community, State – Number of Scholarships

- NAMM Foundation, The 2023 NAMM Show – Los Angeles Unified School District Compton; Ingelwood Unified School District; Anaheim Elementary School District, Anaheim Union High School District; Chula Vista Elementary School District; Vista Unified School District, CA – 21
- The Midwest Clinic, The International Band and Orchestra Conference – West Virginia – 14
- Conn-Selmer, Conn-Selmer Institute – Greenwood Leflore Consolidated School District, MS – 1

STM partnered with 13 grassroots organizations and individuals in active grantee communities with a high level of expertise to provide mentorship, guidance, and individualized content support to 76 grantee music teachers. Hands-on professional development has high potential to empower teachers and teach them new skills and techniques to then pass on to their students. For music technology grantee teachers, the local music tech support partner is engaged to ensure the grant is implemented successfully in their classrooms. Mentorships with organizations are active for the duration of the school year.

Program Accomplishments (continued):

Partner (Type of Mentorship) – School District(s) or Community, State – Number of Mentees

- Music Education Group (Music Tech) – Atlanta Public Schools; Jasper County Schools, GA – 11
- Community Music School-Detroit, Michigan State University (Music Tech) – Detroit Public Schools Community District; Harper Woods School District; Whitmore Lake Public Schools, MI – 4
- Young Producers Group (Music Tech) – Los Angeles Unified School District; Compton Unified School District, CA – 4
- Memphis Music Initiative (Music Tech) – Memphis-Shelby County Schools, TN – 2
- Southern Word (Music Tech) – Metro Nashville Public Schools – 13
- Blue Bear School of Music (Music Tech) – San Diego Unified School District, CA – 4
- Young Musicians Unite (Music Tech) – Miami-Dade County Public Schools, FL – 3
- Record High (Music Tech) – East Orange School District; Elizabeth Public Schools; Jersey City Board of Education; Newark Board of Education; New Brunswick Public Schools, NJ – 5
- We Make Noise (Music Tech) – Anaheim Union High School District; Los Angeles Unified School District, CA; New York City Department of Education, NY – 11
- Tri-C Creative Arts Academy, Cuyahoga Community College (Music Tech) – Cleveland Metropolitan School District, OH – 1
- Dr. Mike Bogle of Dallas College (Music Tech) – Dallas Independent School District, TX – 1
- Darren Saunders (Music Tech) – Baltimore City Public Schools, MD – 1
- Mindfulness Through Music (Band and Elementary Music) – Meridian Public Schools; Mississippi Achievement School District, Holmes County Consolidated School District; Greenwood Leflore Consolidated School District, Holly Springs School District, MS – 16

Virtual Gatherings

In fiscal year 2023, Save The Music Program staff members hosted 23 virtual gatherings, including roundtables for grant recipient educators and public workshops for the Foundation’s network of music teachers and administrators.

STM hosted roundtables for district arts leaders approximately once per month during the school year (August through May) to gather school district-level music and curriculum coordinators and supervisors nationwide who have received, or will receive, a Save The Music grant. Participants discussed challenges, successes, curriculum ideas, and education policy as a group with the goal of creating a national community of district arts leaders. In fiscal year 2023, the Foundation delivered 8 of these sessions impacting nearly 50 district arts leaders.

STM hosted roundtables for music teachers who have received a J Dilla Music Tech Grant, J Dilla Jr. Music Tech Grant, or Save The Music + SongFarm Music Tech Grant throughout the school year (August through June). Sessions were planned and lead by the Arizona State University professor of music education mentor, Dr. Evan Tobias. Attendees shared success and challenges from the classroom, as well as ideas for curriculum and classroom lessons. In fiscal year 2023, the Foundation delivered 7 of these sessions impacting approximately 35 music teachers.

STM hosted roundtables for music teachers who instruct band, strings (orchestra), mariachi, or elementary general music. In partnership with Alfred Music, an international music publishing company, the Foundation offered sessions that gathered teachers to hear from experts in their content area, ask questions, celebrate successes, and discuss challenges in the music classroom. In fiscal year 2023, STM delivered 4 of these sessions impacting nearly 40 music teachers.

Program Accomplishments (continued):

STM produced public workshops for its network of music teachers and administrators. The workshops were hosted in collaboration with Foundation partners in which their products are featured in Save The Music grant packages. Expert presenters give resources and conduct demonstrations for teachers to learn more about the product. Workshops increase the skills and knowledge of teachers so they may use the product more efficiently in the classroom. Workshop topics and partners included Soundtrap, Serato Studio, and Casio Keyboard. In fiscal year 2023, STM delivered 4 of these sessions impacting approximately 75 educators.

Sponsored Student Masterclasses

In fiscal year 2022, STM partnered with Kobalt Music and Primary Wave Music to sponsor two J Dilla Music Tech Grants with accompanying in-person masterclasses at the respective schools. The masterclasses provide an opportunity for students to learn about career pathways in the music industry and explore topics not included in their regular music classes. Partners are encouraged to have their staff members engage with a school and community of students. Kobalt Music and Primary Wave continued their masterclass commitment through the 2023 spring semester with one masterclass presentation each. Kobalt Music presented to Manual Arts High School in Los Angeles, California, and Primary Wave Music presented to the High School for Climate Justice in New York City. In fiscal year 2023, these presentations impacted approximately 40 students and teachers.

Convenings

A convening is an event over the course of one to three days where stakeholders, speakers, and special guests are gathered to discuss the future of music education in their community. Stakeholders include public school educators, local community music programs, foundations and national funders, city leaders, cultural institutions, arts service organizations, universities, and local musicians. Stakeholders build relationships and networks, sharing resources and committing to a shared vision of strengthening music education in their community.

In 2023, a convening was held in New Orleans during May 11-12. Another convening was held in Los Angeles on September 19.

Social Communications

STM shares grant recipient updates and stories of impact on its social media platforms and in email communications with Foundation stakeholders. Stories include interviews with students, teachers, and principals, pictures and videos of students playing instruments in school or in performance, and events that occur around STM's investment of instruments at a school. In these communications, funders and partners are often acknowledged, as well as the district's continued support of music education in their community. Sharing stories of impact shows the Foundation's constant relationship with its grant recipient schools and its advocacy for continued music education in public schools. Social Communications also include research on how music education – and support from musical artists, community leaders, and local or state lawmakers – positively impacts children. Hundreds of posts are made each year to thousands of users and followers.

Program Accomplishments (continued):

Online Teaching & Learning Resources

The Program Team has acted in response to school building closures during the COVID-19 pandemic. All Save The Music partner schools experienced at least a moderate change in learning environment, for example, virtual classrooms and asynchronous learning. In fiscal year 2020, STM's Music Education Resources page on its website significantly expanded by listing more than 100 resources including advocacy organizations, digital curriculum and lessons, free music classroom apps and software, and virtual concerts and tours offered by world-renowned cultural institutions. In August 2020, the Music Education Resources page was relaunched with a new, user-friendly design. Email communications and social media have been used to promote this page. The Music Education Resources page continues to evolve and in fiscal year 2023, it featured links to more than 200 relevant online platforms, apps, tools, websites, and articles for educators, students, and families.