



**HARMONY
FOUNDATION**
INTERNATIONAL

Fiscal Year 2019

Annual Report

More than Raising Funds

COMMUNITY

HOPE

SPIRITS

AWARENESS

EDUCATION

RAISING

VOICES

FUNDS

OPPORTUNITY

THE MISSION



THE MISSION of Harmony Foundation International is to connect people through charitable giving to enrich lives through singing.

Harmony Foundation believes that singing improves lives, and we seek philanthropic partners who wish to share the gift of singing as a means of making lives more enjoyable, satisfying, and meaningful. We provide funding for music education programs for, as well as programs within communities, to promote, develop and advance opportunities for lifelong singing.

WE PROVIDE PROGRAMS THAT:

EDUCATE.

We educate audiences about the benefits of singing.

INSPIRE.

We inspire donations, then provide grant funding to singing programs.

INVEST.

We maximize investment potential.

WE FUND PROGRAMS THAT:

ENABLE SINGING.

- We provide singing and training opportunities to singers of all ages
- We provide support and resources to communities of singers and their leaders
- We provide support and resources for health and wellness through singing
- We provide singing and training opportunities to choral directors and music educators

Trustee's Letter for FY19 Annual Report

To Our Family of Donors,

As a collective group of dedicated volunteers, we thank you for the opportunity to serve as Trustees of Harmony Foundation. It is truly one of the most rewarding volunteer opportunities in which we've been blessed to participate. The hard work and dedication of all of the Trustees, as well as the HFI staff, give us the confidence that Harmony Foundation will be enabled to continue to support, educate, inspire, and invest in amazing singing programs long into the future. We thank our family of donors for their loyalty and commitment. It is an honor to represent you and your investments.

Fiscal Year 2019, was worthy of much celebration. It also came with some unexpected challenges. Likely the most noteworthy of those challenges was the barbershop community's unexpected reaction to the Barbershop Harmony Society's "Everyone in Harmony" vision announcement in mid-June 2018. After this announcement, an unexpected portion of the barbershop community expressed disappointment by withholding their donations to Harmony Foundation. This reaction forced us to evaluate and recalibrate our business model and processes for future funding opportunities.

Nevertheless, our core supporters continued to trust and rely on Harmony Foundation to uphold the intent of their gifts and to make significant impact through their financial support. Harmony Foundation was proud to support programs like Harmony University, Next Generation Barbershop, Donor's Choice, and many more, while continuing to cultivate strong relationships with organizations including The Barbershop Harmony Society, The Association of International Champions, The Coronet Club, Harmony, Inc., and The Contemporary A Cappella Society, and to begin developing program content for the Power of Harmony program.

Please review this annual report, and be proud of the thousands of lives that were enriched by singing because of your gifts. With your continued support, we look forward to an even brighter future ahead.

In harmony,

Board of Trustees
Harmony Foundation International

CONNECT

RAISING AWARENESS

As proud ambassadors for philanthropy, we link those who desire to be financial catalysts for singing directly to the impact partners providing programs that enrich lives through singing. We present facts and stories about the physical and emotional benefits singing provides to individuals and families, especially when harmonies are created within communities. Utilizing multiple communication media, including personal visits to singing communities across the country, we boast about programs that make true differences in the lives of participants and then solicit for financial support to perpetuate singing for generations to come.

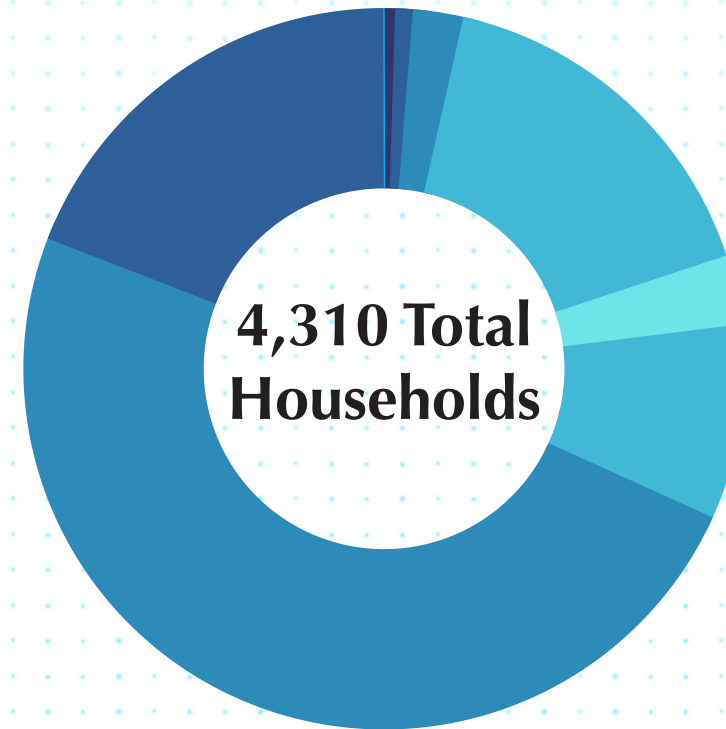
HFI Connects people through:

- Outreach, promotion, and singing advocacy activities.
- Education and singing education program funding.
- Educator outreach, educator grants and/or resource provisions, such as sheet music, student engagement, and connection with other music educators.
- Connecting financial resources to programs and initiatives and providing opportunities for program partners/donors to meet with program participants.
- Encouraging participation in singing activities.
- Encouraging singing communities by promoting singing benefits for personal enjoyment and beyond, including: the physical and mental benefits to the singers and audiences, the societal benefits of healthy community activity, the altruism of giving to others to enrich their lives, the forging of intergenerational community friendships, etc.
- Encouraging perpetuation of arts and culture in communities.

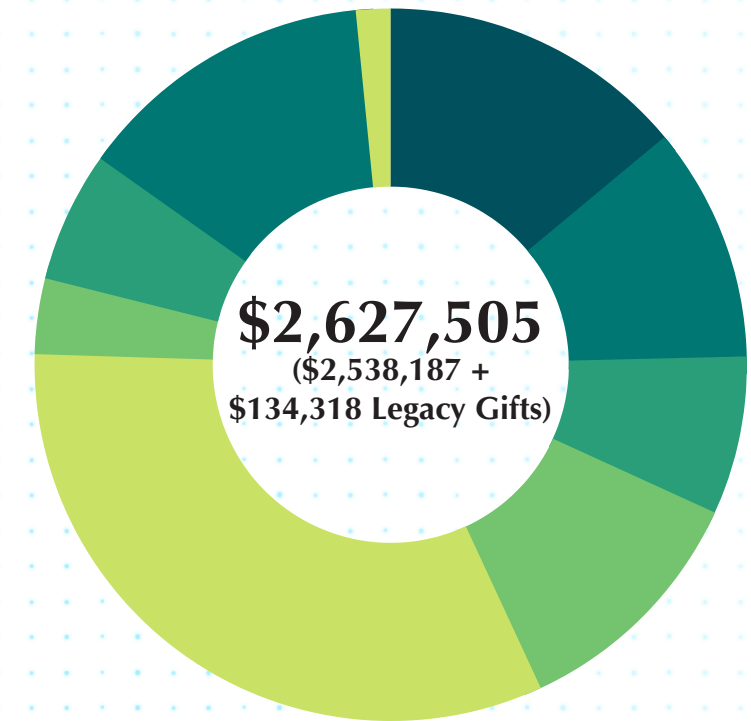
- 233** Chapter presentations, promoting the benefits of singing and BHS outreach programs
- 537** Personal visits to individuals creating relationships to raise awareness for the positive impact of community singing, leading to more prominent gifts
- 20** BHS District convention presentations, promoting programs at the local and regional levels
- 8,108** Phone calls, ensuring our donors wishes are met

759 New Donor Households in FY19 and 79% FY18 Donor Retention into FY19

FY19 Donor Breakdown



FY19 Gross Contributions



	Chairman	\$25,000+	6 households contributed a total of \$354,152
	Director	\$10,000 - \$24,999	21 households contributed a total of \$270,838
	Advisor	\$5,000 - \$9,999	34 households contributed a total of \$182,321
	Counselor	\$2,500 - \$4,999	97 households contributed a total of \$286,138
	Partner	\$1,000 - \$2,499	705 households contributed a total of \$822,310



	Mentor	\$600 - \$999	134 households contributed a total of \$87,123
	Coach	\$360 - \$599	376 households contributed a total of \$150,252
	Sponsor	\$120 - \$359	2114 households contributed a total of \$345,202



		\$1 - \$119.....	823 households contributed a total of \$39,851
--	--	------------------	---

ENRICH

RAISING HOPE

Harmony Foundation supports sharing the gift of singing as an extraordinary means of self-expression and self-actualization, making lives more enjoyable, satisfying, meaningful, and purposeful. Even in the most dire circumstances, singing provides strength, hope, and inspiration to persevere. Our goal is to be the most powerful influencer of singing in the entire world, with hopes to grow stronger communities.

HFI enriches lives by:

- Providing opportunities for lives to be enriched through singing – both to singers and non-singers – through performances, community engagements, programs and events, celebrations, concerts, shows, emceeing, directing, visiting chapter meetings, and adding value to community events.
- Sharing the gift of singing in ways that make life more enjoyable, satisfying, meaningful, and purposeful.
- Providing opportunities for local communities of singers to enrich lives by providing financial resources to chapters, districts, organizations, and groups to sustain themselves financially and encourage participation to both singers and audiences within their local communities.
- Providing chapter and district show/event support and/or grants.

SING

RAISING VOICES






With the investments made by gracious donors, we are able to provide grant funding for singing participation programs to students of all ages, as well as to support outreach programs throughout the country that promote, develop, and advance opportunities for lifelong singing to people of all ages.

HFI raises voices through:

- Programs and Grant funding for singing participation and hands-on singing programs for all ages and demographics.

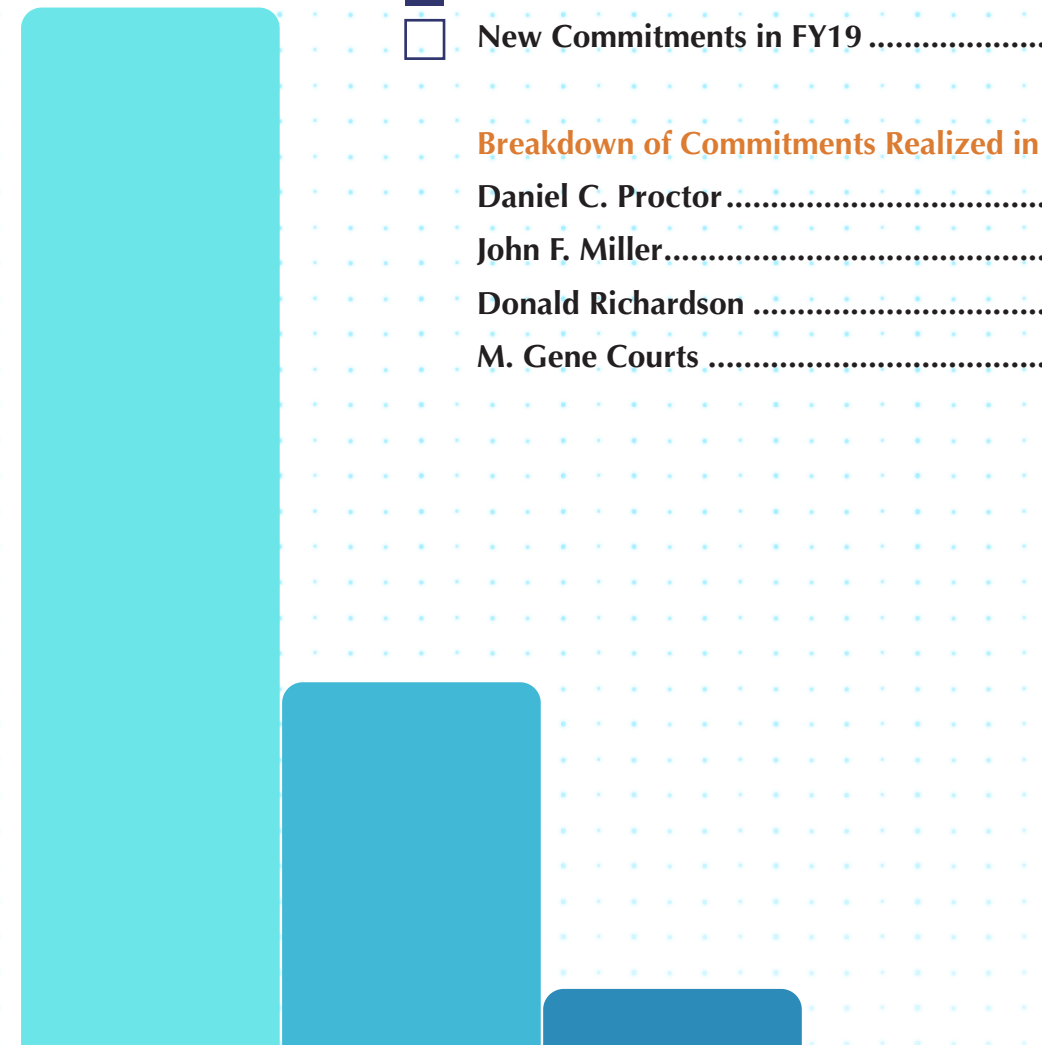


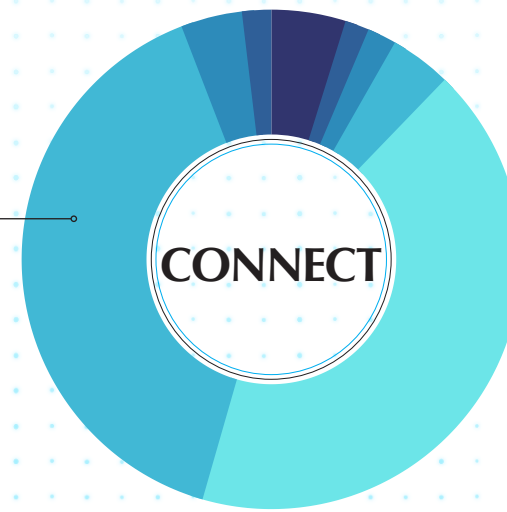
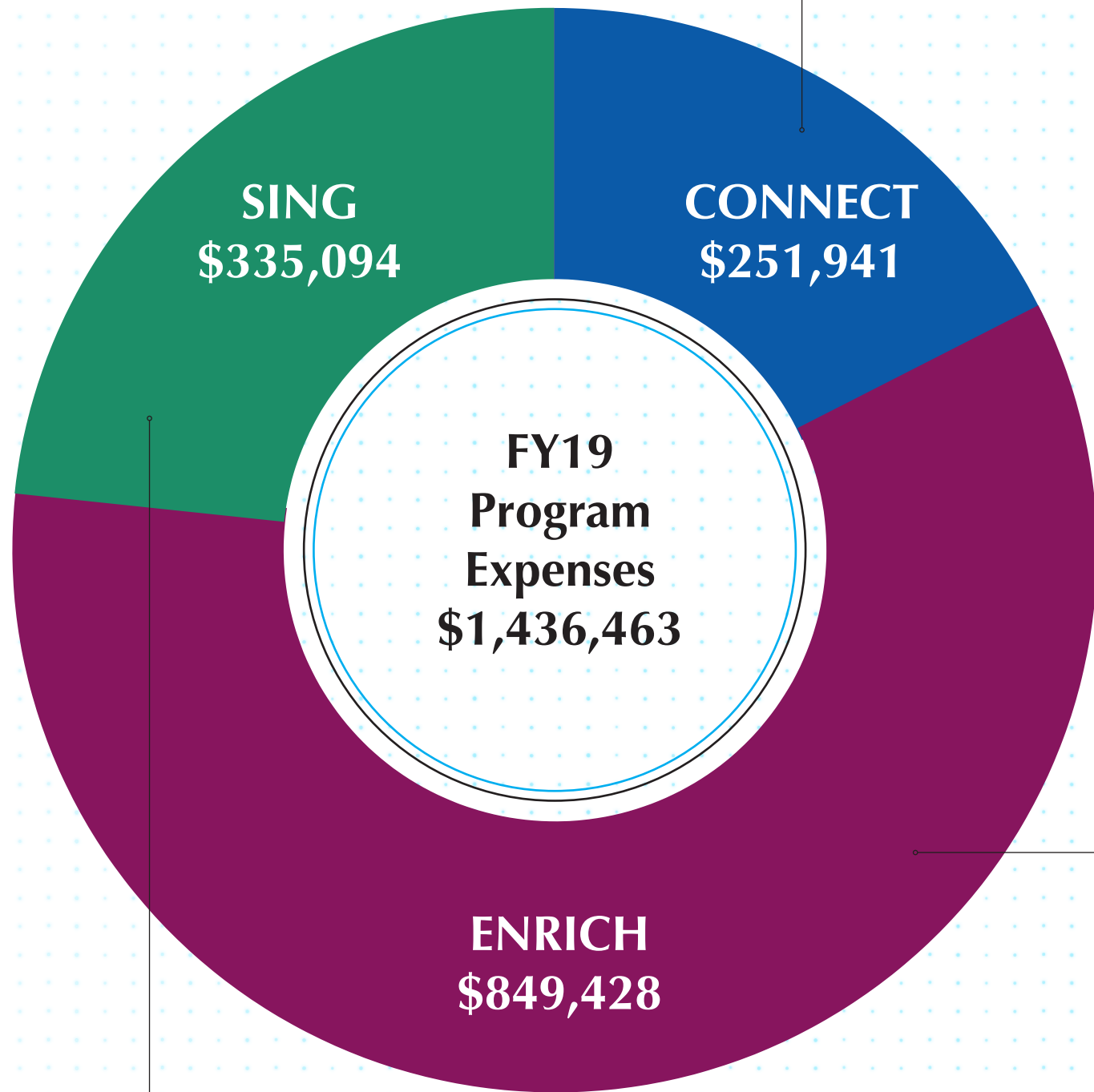
This year, we launched an initiative to increase present-day gifts as well as after-life gifts to our endowment fund. Just think - someday, with an endowment fund large enough, Harmony Foundation would be able to fully support itself, including our grants program, from the earnings and required distribution from the endowment fund alone! Yes, it is a tall order but with your help, it is feasible. If we band together now and commit to increasing annual support by 20%, dedicating that increase to endowment, as well as making commitments through estate planning, wills, and beneficiaries, we can ensure that support for singing will live on in perpetuity, meaning more of the annual fund contributions will go directly towards the programs you care about most.

	Endowment Goal	\$50,000,000
	Current Value of Commitments on File	\$17,635,975
	Current Endowment New Assets	\$2,927,057
	Commitments Realized in FY19	\$122,881
	New Commitments in FY19	\$0

Breakdown of Commitments Realized in FY19

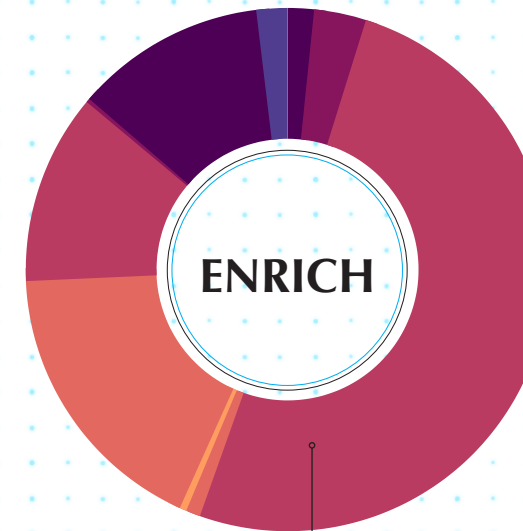
Daniel C. Proctor	\$100,112
John F. Miller	\$11,770
Donald Richardson	\$1,000
M. Gene Courts	\$10,000





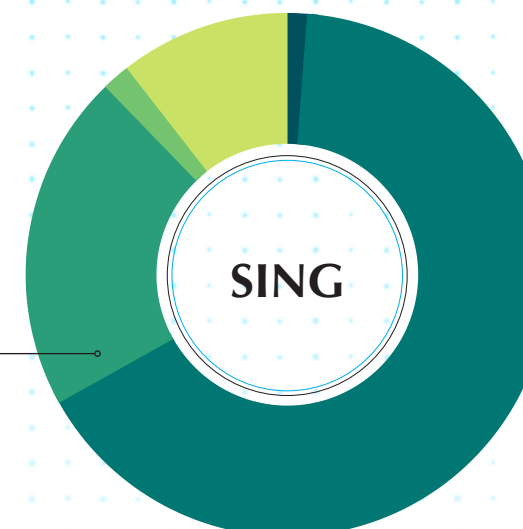
Raising Awareness

Awareness & Advocacy Education.....	\$12,108
Partnerships, Collaboration Activities.....	\$3,926
Grants to BHS Preservation Fund.....	\$4,740
Grants to BHS Partnerships, Advocacy.....	\$10,000
Connect Program Oversight and Related Expenses.....	\$106,402
Grants to BHS for HU Scholarships.....	\$100,000
Grants to BHS for Harmony, Inc. Scholarships to HU..	\$10,000
Preserved Sheet Music to BHS Library.....	\$4,765



Raising Hope

Enrich Program Travel and Meetings.....	\$13,850
Other.....	\$27,339
Community Support (Donor's Choice, Endowments) ...	\$430,822
Celebration of Harmony Fellows.....	\$7,581
Engagement & Fellowship (Conventions, Events).....	\$3,584
Enrich, Donor's Choice & Endow. Program Oversight..	\$149,076
Grants to BHS for Healthy Chapter Initiative.....	\$100,000
Donor's Choice Distribution Related Expenses.....	\$2,075
Grants to BHS for Outreach Grants.....	\$100,000
Grants from Associate Funds.....	\$15,101



Raising Voices

Sing Program Travel and Meetings.....	\$4,036
Grants to BHS for Next Gen. Chorus Program.....	\$220,000
Grants to BHS for Next Gen. Quartet Program.....	\$70,000
Singing Booth.....	\$5,591
Sing Program Oversight and Related Expenses.....	\$35,467



Financial Statement of Activities October 1, 2018 - September 30, 2019

Revenue and Support

Contributions

Annual Fund Contributions: \$2,416,594
Endowment Contributions: \$134,318

Total Contributions: \$2,550,912

Less allowance and discounts on pledges: (\$86,107)

Net Contributions-presented on audit per GAAP: \$2,464,805
Investment Income: \$93,747
Other Revenue: \$3,712

Total Revenue and Support: \$2,562,264

Expenses

Program Services: \$1,436,462
Fundraising: \$875,666
Management and Administration: \$401,560

Total Expenses: \$2,713,688

Change in New Assets: (\$151,424)

Statement of Financial Position September 30, 2019

Assets

Cash: \$207,962
Contributions Receivable, Net: \$1,014,827
Investments: \$3,235,435
Property and equipment, Net: \$25,982
Beneficial interests in estate gifts: \$564,000
Prepaid expenses and other assets: \$55,026

Total Assets: \$5,103,232

Liabilities

Payables and other liabilities: \$78,197
Donor Choice payable, due March 31: \$98,071
Investments held, BHS Funds: \$357,436

Total Liabilities: \$533,704

Net Assets

Unrestricted: \$822,679
Temporarily restricted: \$817,792
Permanently restricted: \$2,929,057

Total Net Assets: \$4,569,528

Total Liabilities and Net Assets: \$5,103,232



Harmony Foundation International

P.O. Box 24030
Nashville, TN 37202
(615) 571-2776

Harmony Foundation International, Inc. is a 501(c)(3) nonprofit organization.
All contributions are tax deductible to the fullest extent allowable by law.
EIN 39-6073041