



Fiscal Year 2020

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

Trustees' Letter for FY20 Annual Report

To Our Family of Donors,

As a collective group of dedicated volunteers, the Harmony Foundation International (HFI) Board of Trustees remains grateful for the opportunity to serve our donors by remaining true to our mission to enrich lives through singing. We will continue to proudly perform our fiduciary duties to faithfully steward and protect the assets our donors have entrusted to us, while seeking the most impactful programs for financial support. We thank our family of donors for their trust, loyalty, and commitment to HFI's purposes and objectives.

Fiscal Year 2020 was a challenge for barbershop, the entire singing community, and HFI. The rise of COVID-19, BHS's attempted hostile takeover of HFI, and the loss of valuable programs that have been the focal point of HFI's past support stole from us much of what we hold dear. However, 2020 was not a total loss for HFI, as new and exciting opportunities arose.

During fiscal year 2020, HFI strengthened our partnership with the Association of International Champions (AIC) and launched the AIC Outreach Program, which seeks to provide financial support to Chapters and Districts for programming and educational events that utilize the talents and expertise of AIC quartets within their regions. We kicked off fundraising for the program with a live-stream, virtual AIC Show in July of 2020, and nearly 30,000 sets of eyes around the world experienced a fantastic production. HFI is thrilled with the opportunity to fulfill our mission through this growing relationship with the AIC.

In addition, with help from the Wenk Family Foundation in Cleveland, OH, HFI partnered with the Men of Independence barbershop chorus to launch the Power of Harmony program, which seeks to change the lives of incarcerated youth through singing. The four pillars of the program include performance, education, participation, and mentorship after they are released. Our goal is to give these young people the chance to change the trajectory of their lives by introducing them to music, and providing a community of support on the outside that may help them avoid the kinds of activities that led them down the wrong path in the first place.

Finally, after receiving communication from the Barbershop Harmony Society (BHS) HQ that prohibited HFI from using BHS HQ programs for fundraising purposes, HFI sought ways to support barbershop singing and programming on a local and regional level by partnering directly with the 16 US Districts of BHS, knowing the greatest impact members of BHS can make is within their own communities through their Chapters and Districts. We continue to work with District leadership to identify and develop life-changing singing programs that will not only have benefits locally, but also provide growth and deep purpose to our barbershop singing communities across the country.

We thank you for your continued support and engagement with HFI as we forge ahead and seek to broaden our impact in an ever-changing world. As you review this annual report, we hope you are proud of the role you have played to impact the thousands of lives that were enriched by singing because of your financial 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.

198

Chapter presentations, promoting the benefits of singing and BHS outreach programs

296

Personal visits to individuals creating relationships to raise awareness for the positive impact of community singing, leading to more prominent gifts

9

District convention presentations, promoting programs at the local and regional levels

20

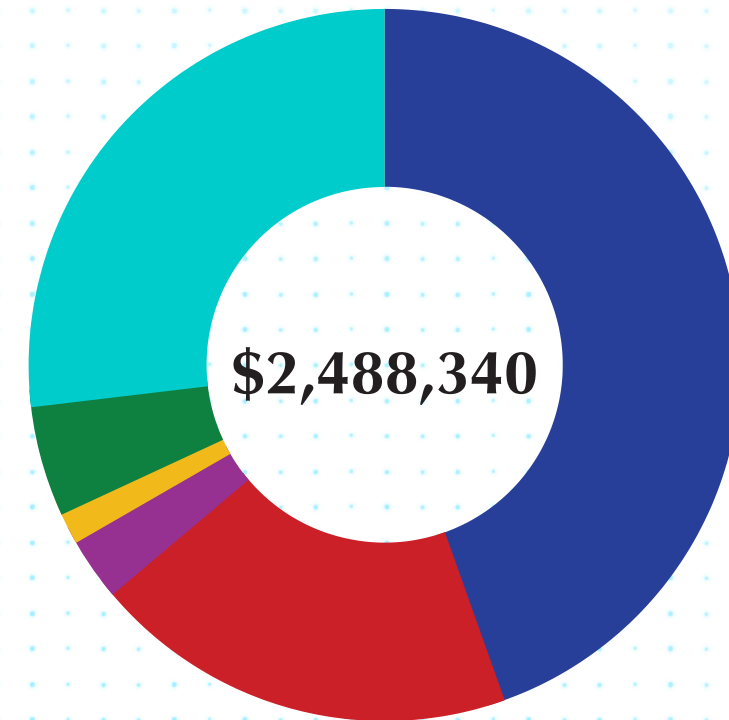
District Leadership Meetings

12,674

Phone calls, ensuring our donors' wishes are met

752 New Donor Households in FY20 and 77% FY19 Donor Retention into FY20

FY20 CONTRIBUTIONS



PRESIDENT'S COUNCIL
Harmony Foundation International

747 Households contributed a total of \$1,107,925

AMBASSADOR OF SONG
Harmony Foundation International

2273 Households contributed a total of \$480,694

KEY VOICES
Harmony Foundation International

911 Households contributed a total of \$70,590

LEGACY OF HARMONY
Harmony Foundation International

Legacy, Endowment and Unrestricted \$124,713

KEEP A MELODY RINGING
Harmony Foundation International

14 Memorial Nameplates with \$35,183 contributed

Plus special programs, principal gifts and donated services totaling \$669,235

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

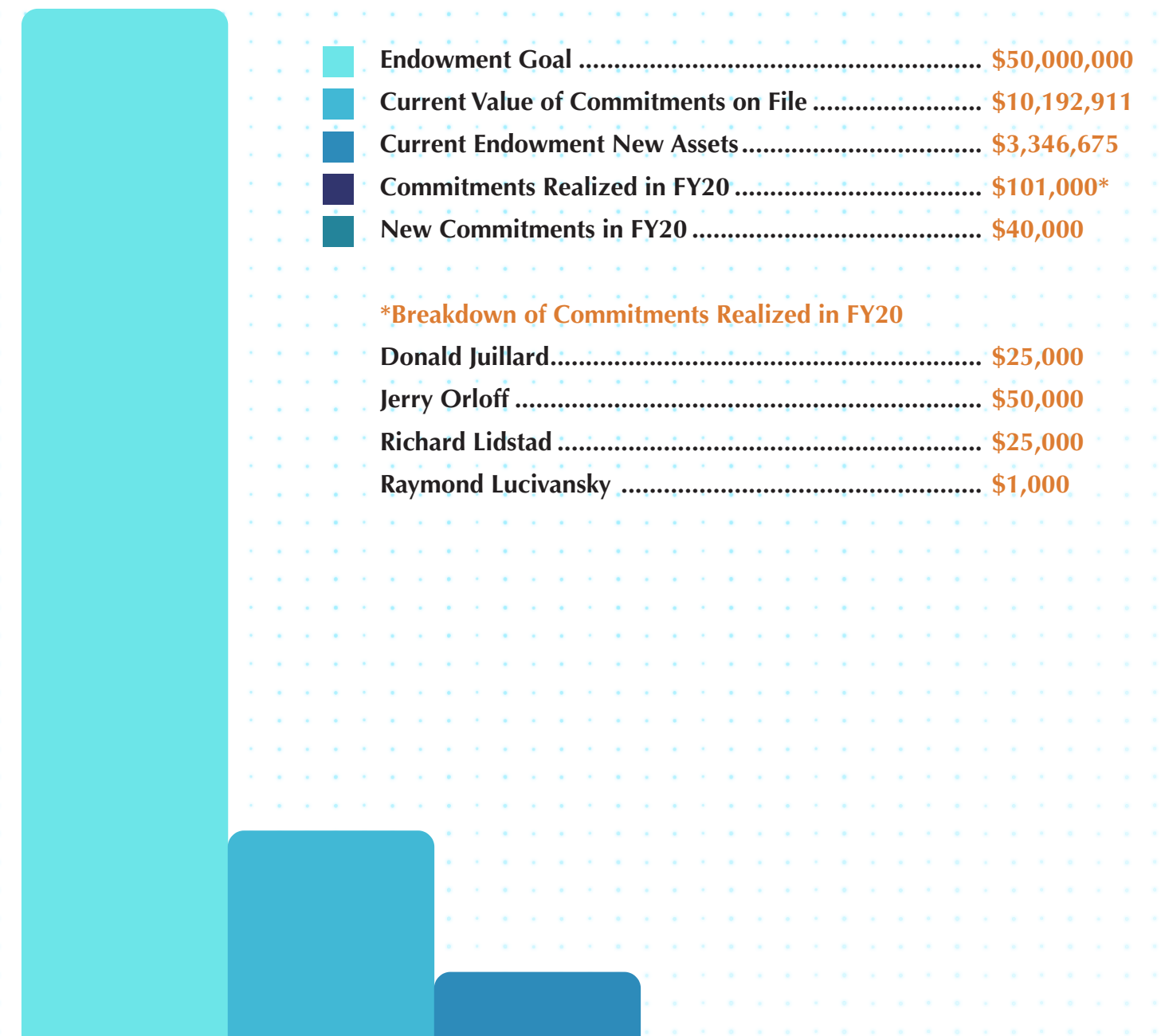
With the investments made by gracious donors, we are able to provide grant funding for singing participation programs to students of all ages, as well as to support outreach programs throughout the country that promote, develop, and advance opportunities for lifelong singing to people of all ages.

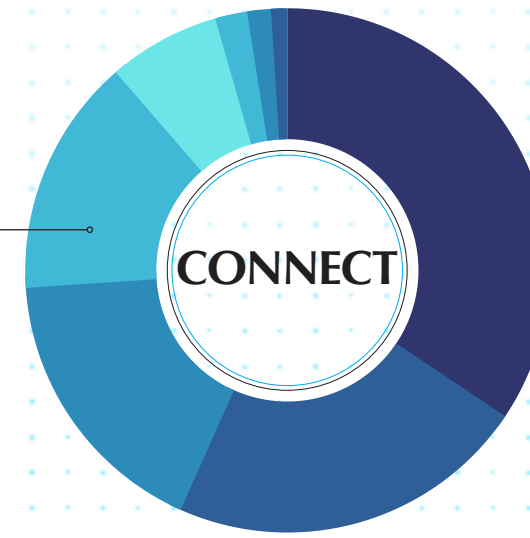
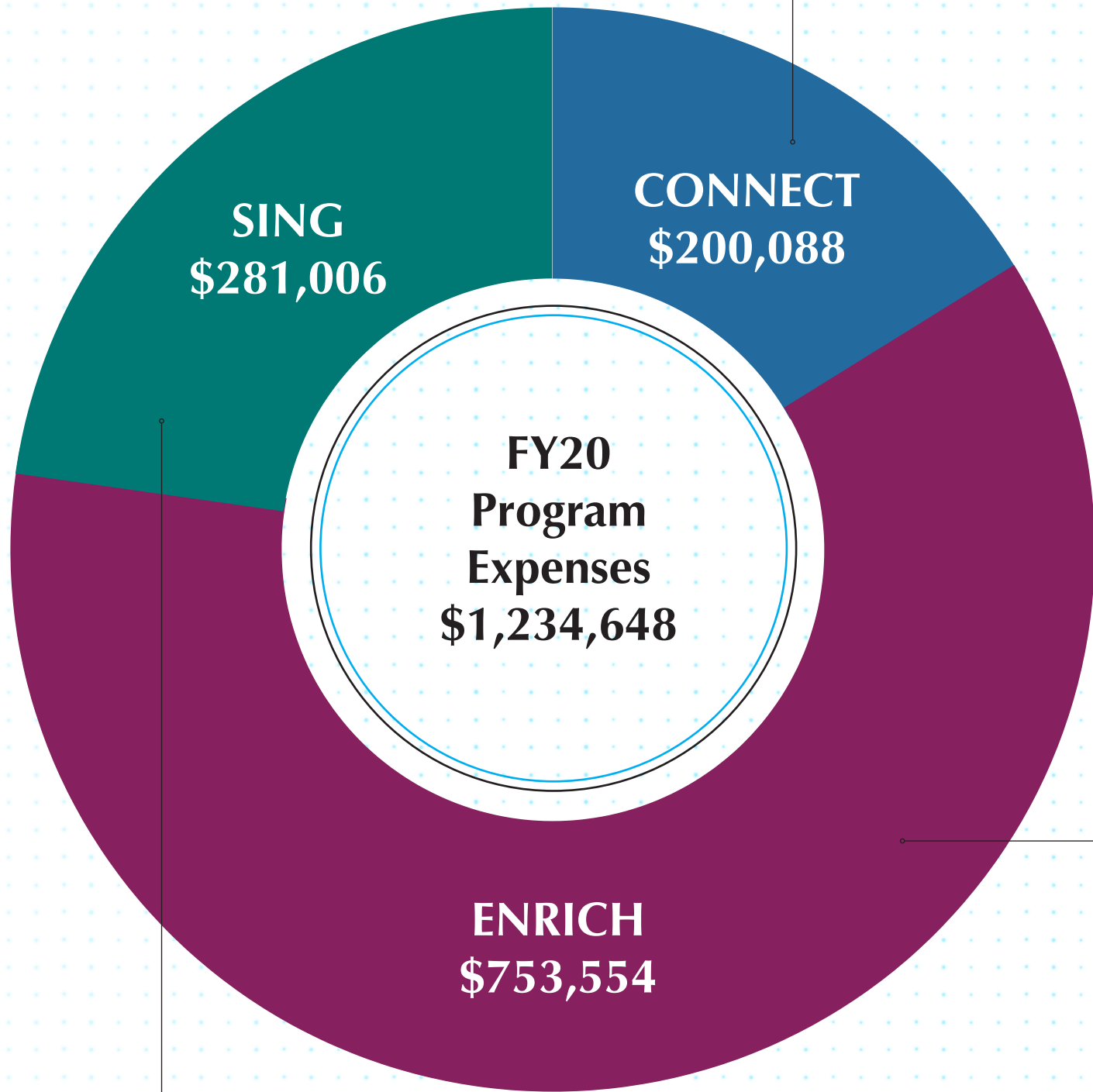
HFI raises voices through:

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



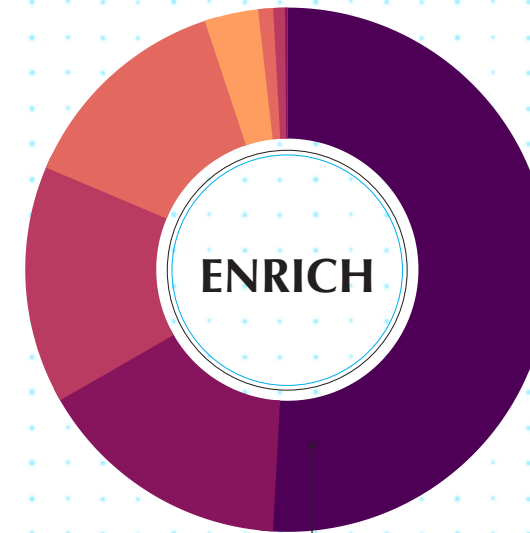
Last year, we launched an initiative to increase present-day gifts as well as after-life gifts to our endowment fund. Just think - someday, with an endowment fund large enough, Harmony Foundation would be able to fully support itself, including our grants program, from the earnings and required distribution 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.





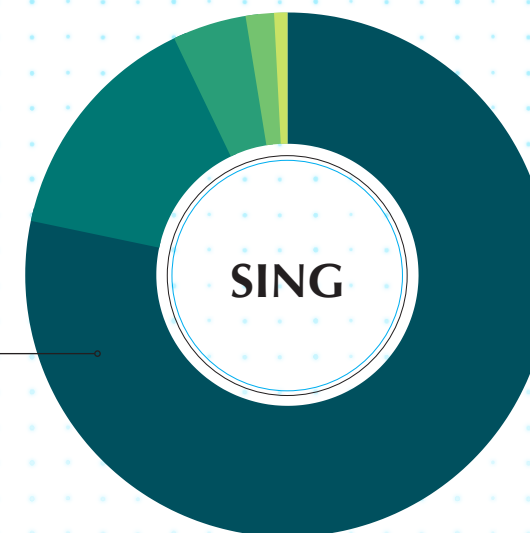
Raising Awareness

- Grants to BHS for HU Digital Innovation \$68,800
- Connect: Partnerships, Collaboration Activities \$44,604
- Awareness & Advocacy Education..... \$34,529
- Power of Harmony - Singing in Cuyahoga Hills JCF \$29,421
- Youth Barbershop Education Grant..... \$13,847
- Preserved Sheet Music to BHS Library \$3,971
- Grant to BHS for Norman Rockwell Scrim \$2,916
- Grants to BHS for Partnerships, Educators, etc. \$2,000



Raising Hope

- Community Support (Donor's Choice Grants Program) \$383,412
- AIC Outreach: July 3rd Program \$119,215
- Enrich: Program Related Activities \$110,535
- Community Support (Endowments & related activities) \$101,876
- Grants to BHS for Outreach Grants \$25,000
- Engagement & Fellowship (Conventions, Events)..... \$6,964
- Grants to BHS for Healthy Chapter Initiative..... \$5,405
- Grants to Chapter COVID Relief, other programs \$1,147



Raising Voices

- Grants to BHS for Next Gen. Chorus Program..... \$220,000
- Sing: Program Related Activities \$41,006
- Sing: Grants to Youth Singing Program Activities \$12,800
- Singing Booth Experience..... \$4,896
- BHS Program Grants (Youth 1st Year Memberships) \$2,304



Financial Statement of Activities October 1, 2019 - September 30, 2020

Revenue and Support

Contributions

Annual Fund Contributions: \$2,400,086

Endowment Contributions: \$78,254

Federal Programs: \$10,000

Total Contributions: \$2,488,340

Less allowance and discounts on pledges: (\$163,104)

Net Contributions: \$2,325,236

Investment Income: \$471,727

Other Revenue: \$8,942

Total Revenue and Support: \$2,805,905

Expenses

Program Services: \$1,234,648

Fundraising: \$773,068

Management and Administration: \$572,383

Total Expenses: \$2,580,099

Change in New Assets: \$225,806

Statement of Financial Position September 30, 2020

Assets

Cash: \$570,850

Contributions Receivable, Net: \$767,112

Investments: \$3,353,008

Beneficial interests in estate gifts: \$575,500

Prepaid expenses and other assets: \$57,955

Total Assets: \$5,324,425

Liabilities

Payables and other liabilities: \$80,357

Donor Choice payable, due March 31: \$69,109

Notes Payable, COVID Govt Programs: \$379,625

Total Liabilities: \$529,091

Net Assets

Unrestricted: \$632,614

Temporarily restricted: \$816,045

Permanently restricted: \$3,346,675

Total Net Assets: \$4,795,334

Total Liabilities and Net Assets: \$5,324,425



Harmony Foundation International

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