



HARMONY
FOUNDATION
INTERNATIONAL

Fiscal Year 2021

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 FY21 Annual Report

To Our Family of Donors,

As a collective group of dedicated volunteers, the Harmony Foundation 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 that 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 the Foundation's purposes and objectives.

Fiscal Year 2021 continued to be a challenge for our barbershop community, the entire singing community and HFI. The persistence of a world-wide pandemic, the fallout from an attempted hostile takeover and ensuing litigation brought about by the Barbershop Harmony Society, as well as the loss of singing events and programs around the nation might have dimmed enthusiasm. However, in spite of these challenges, the Foundation made tremendous strides by developing relationships and fostering impactful programs on many fronts.

During fiscal year 2021, the Foundation continued to strengthen its partnership with the Associations of International Champions by partnering on The Spirit of the Season, a holiday film that featured the very best of barbershop as the production's soundtrack, which was live streamed and seen by nearly 30,000 sets of eyes around the world. That production and opportunity to further explain the AIC Outreach program set a firm base from which to solicit gifts and launch the AIC Outreach Program. The program was further enhanced by a generous gift from John & Sharon Miller that challenged the Foundation to raise \$250,000 in support of AIC Outreach, a program that seeks to provide financial support to chapters and districts to utilize the talents and expertise of AIC quartets for programming and educational events within their regions. The Foundation is grateful to the Millers and donors who have helped us reach these goals and supported these outreach activities, and we are thrilled with the opportunity to fulfill our mission through this growing relationship with the AIC.

Although in person programming was limited by COVID-19, the Foundation's Power of Harmony program continued to move forward with a goal to implement all four elements of the youth anti-recidivism pilot. With an objective that seeks to change the lives of incarcerated youth through singing, we were able to construct a curriculum that features four important tenants: 1) Providing live performances for incarcerated youth, 2) Providing music and singing education, 3) Developing singing ensembles within the facility, and 4) Providing consistent mentorship to the participants once they are released from the facility. While in-person opportunities remained quite limited through 2021, the program was quite successful in engaging the youth through live-stream and zoom performances and interactions. The ultimate goal is to give these young people the chance to change the direction 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 had led them down the wrong path in the first place.

Finally, the Foundation's District Direct business model became fully realized during FY21. Partnering with all 16 US districts and thanks to our President's Council and Ambassador of Song donors, HFI was able to provide funding for local and regional barbershop by supporting new and existing district programs as well as continuing Donor's Choice to chapters and brigades. All in all, HFI provided \$---,--- to districts, chapters and brigades through distributions in October of 2020 and March of 2021. Knowing that the greatest impact members of the Society can make is within their own community, through their chapters and districts, the Foundation is committed to support singing programs at the local and regional levels. We look forward to continued work with District leadership to identify and develop life-changing programs that will not only serve local communities, but will provide growth and deep purpose to our barbershop singing communities across the country.

We thank you for your continued support and engagement with the Harmony Foundation, as we forge ahead and seek to broaden our impact in an ever-changing world. Please review this annual report, and we hope that you are proud of the role you have played to impact 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.

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.

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

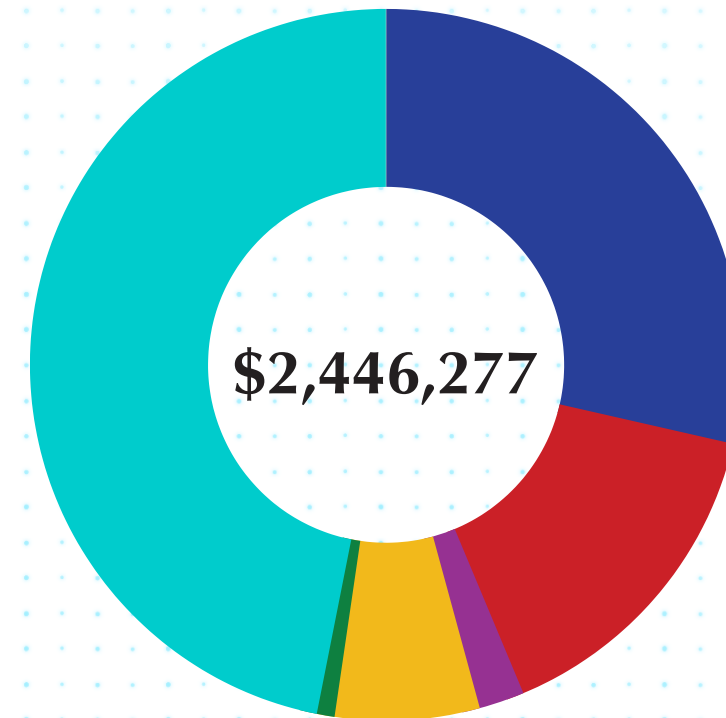
138 Personal visits to individuals creating relationships to raise awareness for the positive impact of community singing, leading to more prominent gifts

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

42 District Leadership Meetings

12,895 Phone calls, ensuring our donors' wishes are met

FY21 CONTRIBUTIONS



PRESIDENT'S COUNCIL
Harmony Foundation International

501 Households contributed a total of \$698,696

AMBASSADOR OF SONG
Harmony Foundation International

1797 Households contributed a total of \$370,155

KEY VOICES
Harmony Foundation International

1291 Households contributed a total of \$50,488

LEGACY OF HARMONY
Harmony Foundation International

Legacy, Endowment and Unrestricted \$160,398

KEEP A MELODY RINGING
Harmony Foundation International

11 Memorial Nameplates with \$19,780 contributed

996 New Donor Households in FY21 and 67% FY20 Donor Retention into FY21

Plus special programs, principal gifts and donated services totaling \$1,146,760

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

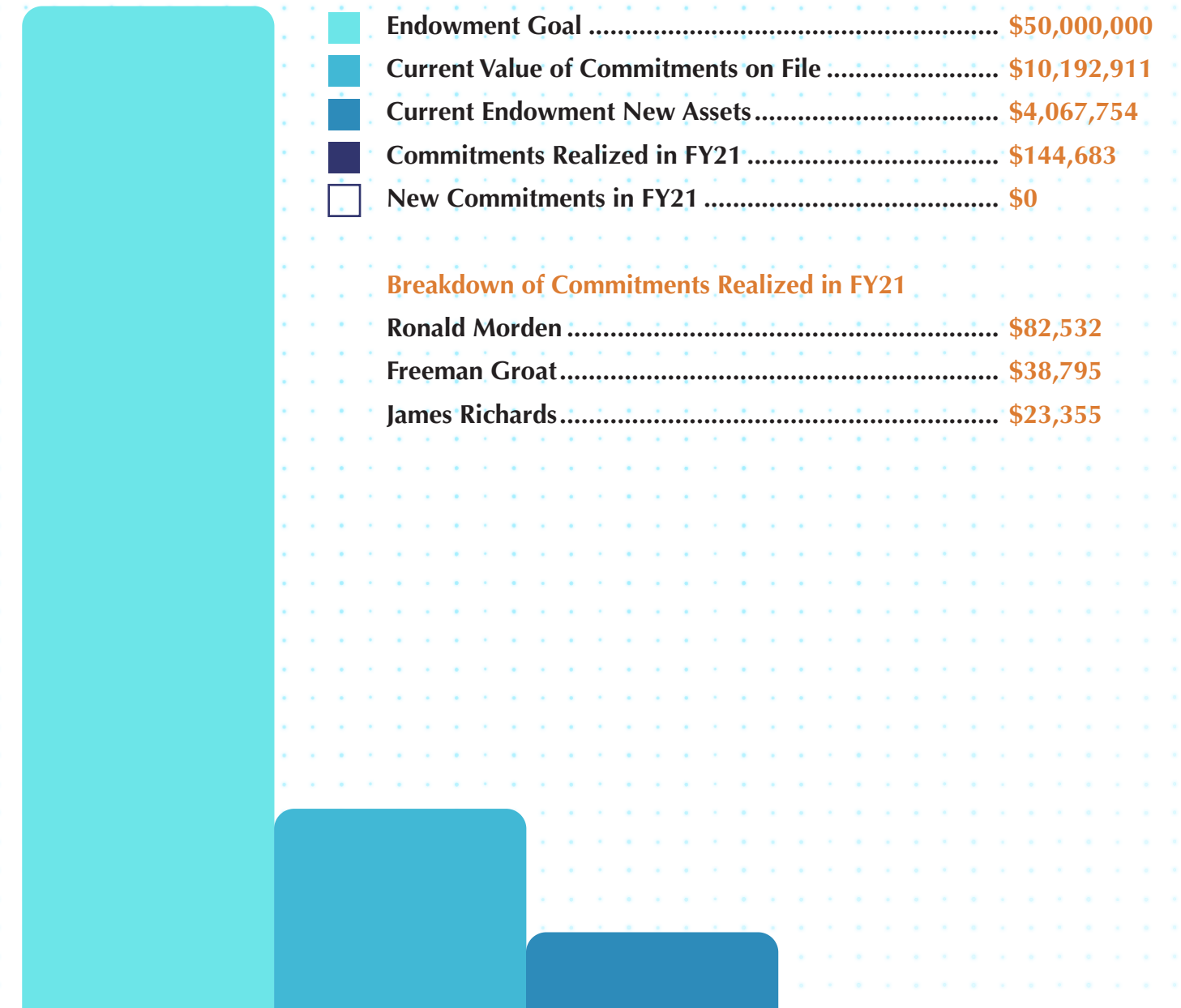
With the investments made by gracious donors, we are able to provide grant funding for singing participation programs to students of all ages, as well as to support outreach programs throughout the country that promote, develop, and advance opportunities for lifelong singing to people of all ages.

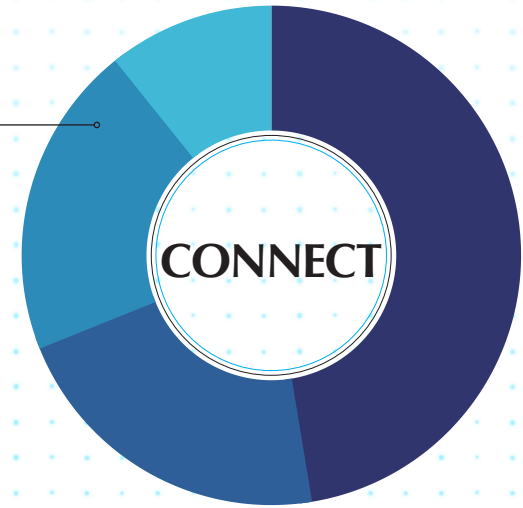
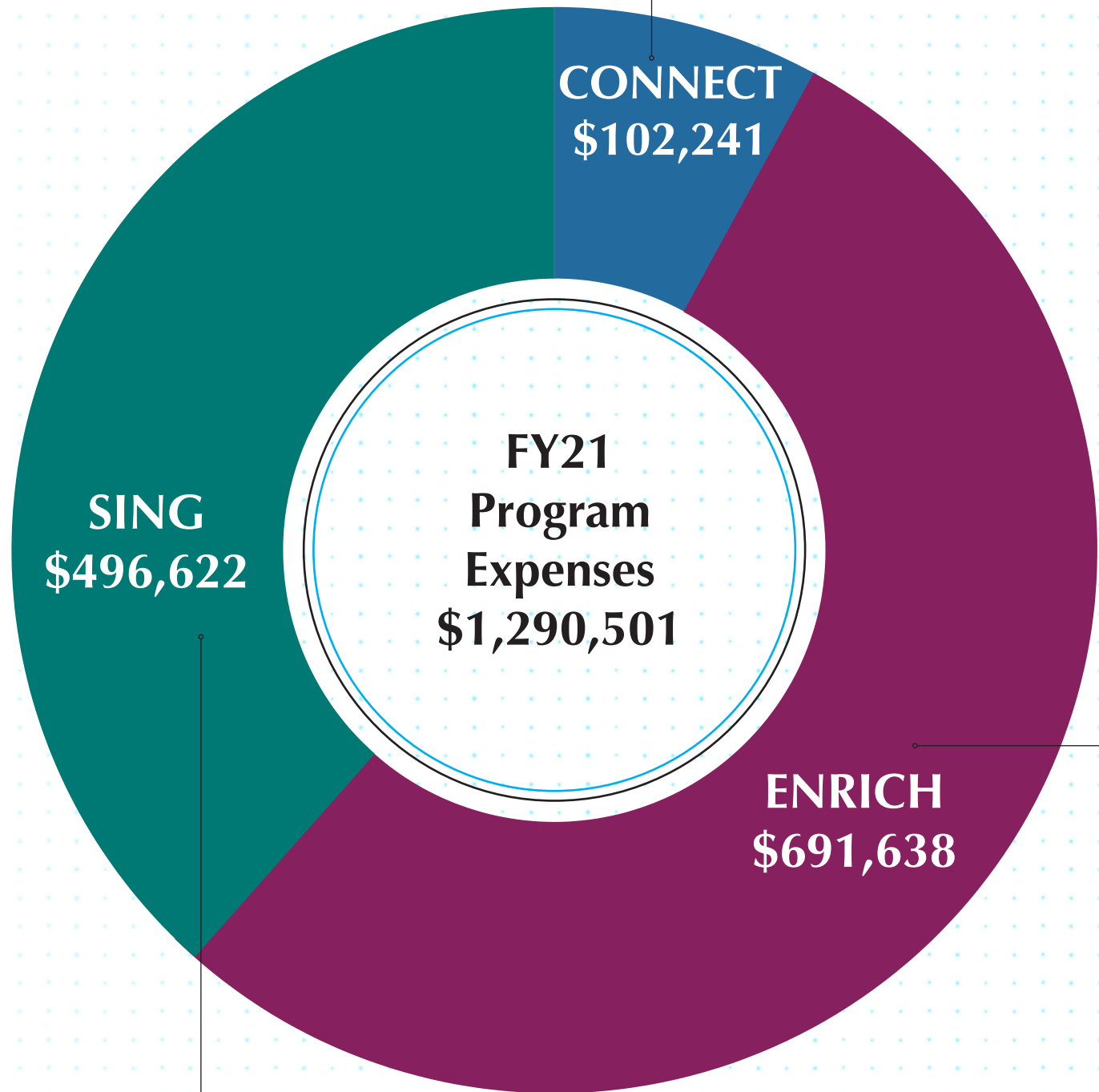
HFI raises voices through:

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



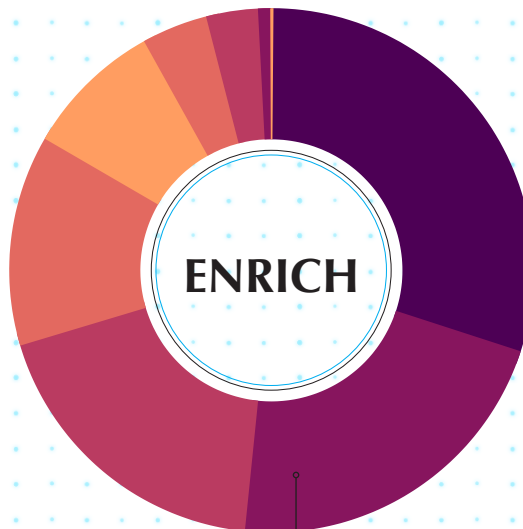
We continue our initiative to increase present-day gifts as well as after-life gifts to our endowment fund. Just think - someday, with an endowment fund large enough, Harmony Foundation would be able to fully support itself, including our grants program, from the earnings and required distribution from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





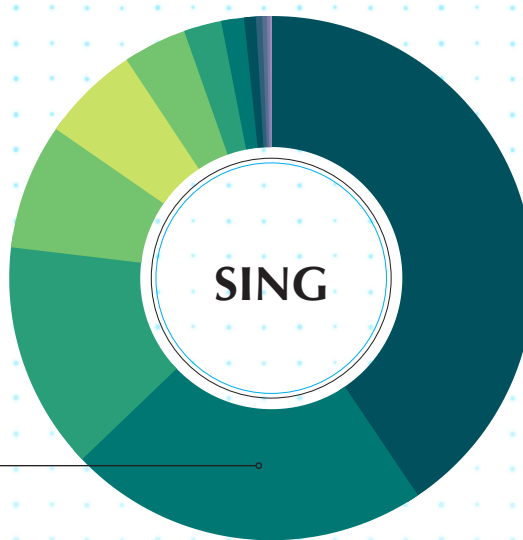
Raising Awareness

AIC: Outreach Fund Activities & Grants	\$48,454
Awareness & Advocacy Education.....	\$22,000
Connect: Partnerships, Collaboration Activities	\$20,776
Power of Harmony - Expansion.....	\$11,011



Raising Hope

Community Support (Donor's Choice Grants Program)	\$207,475
AIC Outreach: Holiday Programming	\$149,505
Enrich: Program Related Activities	\$129,709
Community Support (Endowments Grants & exps.)	\$89,960
Coronet Club: Outreach, Fall Show	\$59,132
Other program activities.....	\$28,105
Grants: Chapter, COVID Relief projects	\$22,068
Grants to BHS Preservation Fund.....	\$5,434
BHS, other	\$250



Raising Voices

District Direct Program development and grants.....	\$201,348
Sing: Program Related Activities	\$110,735
Power of Harmony: Cleveland, Year 2 activities.....	\$69,699
AIC Outreach Grant Program	\$38,550
District Covid Relief grant.....	\$30,000
Coronet Club - Scholarships to Queens College.....	\$19,457
CASA - program development and scholarships.....	\$11,544
Henricho Cty School District virtual chorus grant	\$7,000
Wichita Children's Home and schools project	\$3,563
BHS-program grants.....	\$1,945
Harmony Inc's Scholarships, program activities.....	\$1,413
Rocky Mountain College Grant.....	\$940
Board Designated Grants Fund program activities.....	\$315
Jim Miller Scholarship fund activities.....	\$113



Financial Statement of Activities October 1, 2020 - September 30, 2021

Revenue and Support

Contributions

Annual Fund Contributions: \$1,945,025
Endowment Contributions: \$116,982
Federal Programs: \$384,269

Total Contributions: \$2,446,276

Less allowance and discounts on pledges: (\$150,756)

Net Contributions: \$2,295,519
Investment Income: \$763,356
Other Revenue: \$2,840

Total Revenue and Support: \$3,061,715

Expenses

Program Services: \$1,290,501
Fundraising: \$416,316
Management and Administration: \$689,099

Total Expenses: \$2,395,916

Change in New Assets: \$665,799

Statement of Financial Position September 30, 2021

Assets

Cash: \$634,959
Contributions Receivable, Net: \$512,004
Investments: \$4,112,566
Beneficial interests in estate gifts: \$599,800
Prepaid expenses and other assets: \$116,894

Total Assets: \$5,976,223

Liabilities

Payables and other liabilities: \$69,025
District Direct & Donor Choice payable, due March 31: \$77,605
Notes Payable, COVID Govt Programs: \$368,460

Total Liabilities: \$515,090

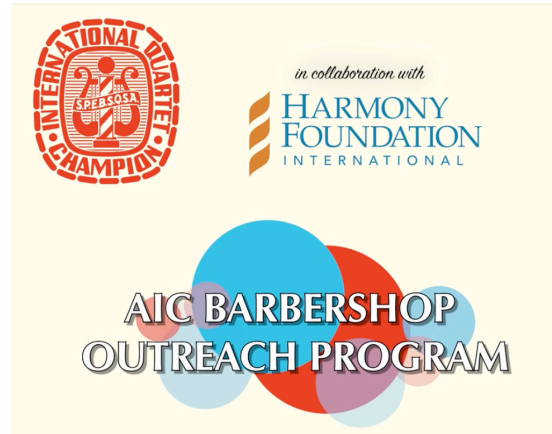
Net Assets

Unrestricted: \$647,774
Temporarily restricted: \$745,605
Permanently restricted: \$4,067,754

Total Net Assets: \$5,461,133

Total Liabilities and Net Assets: \$5,976,223

Looking ahead to FY22, in our next annual report, you will learn about the ways Harmony Foundation continues to succeed and fulfill it's mission despite much adversity.



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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