



AN ANNUAL REPORT
TO OUR SUPPORTERS 2016

 HARMONY
FOUNDATION
INTERNATIONAL



FOR MORE THAN 50 YEARS,

Harmony Foundation International has supported singing through the programs of the **Barbershop Harmony Society**, the world's largest male a cappella singing organization. **The Society's** 22,000 members sing barbershop-style music for recreation, performance and competition.

Harmony Foundation International believes that singing changes lives, and we seek philanthropic partners who wish to share the gift of singing as a means of impacting others, making lives more enjoyable, satisfying and meaningful. Partnering with the **Barbershop Harmony Society**, we provide funding for music education programs for students in middle school, high school, and college, as well as outreach programs in communities to promote, develop and advance opportunities for lifelong singing to people of all ages. In addition, the **Foundation** funds programs that encourage singing across all economic, race, cultural and gender demographics to remove the financial barriers and make a **better world through singing.**

THE MISSION

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

THE VISION

of Harmony Foundation International is to be the premier international agent through which individuals and organizations invest in the lifelong benefits of singing.



FROM THE PRESIDENT AND CEO

I have been honored to come on board as the newest President and CEO of Harmony Foundation International. Since April, I have begun to meet many throughout our donor community, and I am heartened by the love you have for this wonderful art form. Singing changes lives. The stories you have shared are toughing, and they have clarified the mission of this organization.



I hope you will take the time to review both the financial information and stories from our community included in this annual report.

I look forward to meeting more of you and hearing your stories.

Thank you for your support.

Thank you for your dedication.

In Harmony,

Perry D. White, DMA
President and CEO

FROM THE CHAIR

As you know, 2016 will go into the history books as a year of many changes for Harmony Foundation International. However, as I have rejoined the Board of Trustees to support this organization over the next few years, I see great promise for us.

I wish to say thank you to Sharon W. Miller, who served as acting CEO for much of the year. Her leadership was invaluable and provided continuity through the search. Additionally, I welcome Perry White, who joined us in April 2017. On behalf of the Board of Trustees, we look forward to working with him to strengthen our organization.

I am excited to introduce the annual report for calendar year 2016. You will get a glimpse into the practicality of our business and the motivation behind the gifts that support the wonderful programs carrying forward our mission: Connecting people through charitable giving to enrich lives through singing.

I look forward to your continued partnership in the future.

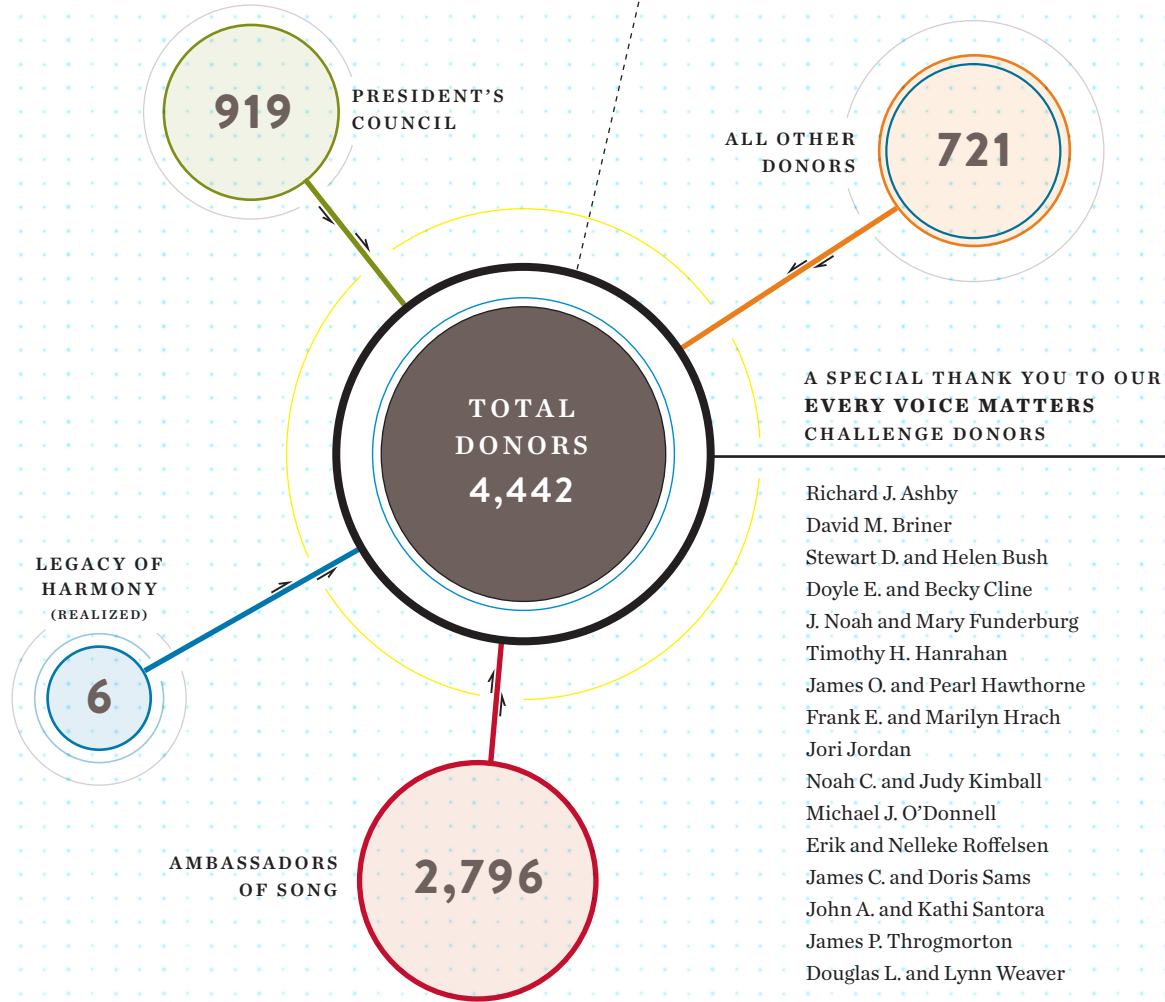
Thank you for all you do for so many people through Harmony Foundation International.



Warmly,

Mike Deputy
Chair, Board of Trustees

Total Giving: \$3,430,437



EVERY VOICE MATTERS



In 2015, 16 dedicated donors formed the **Every Voice Matters** matching gift campaign by pledging a total of \$250,000 to inspire an additional \$250,000 in new gifts to enrich lives through singing. In August 2016, we far surpassed that goal, and we are so grateful to all of you who made that happen. By expanding our reach, we grow this great community of barbershop.

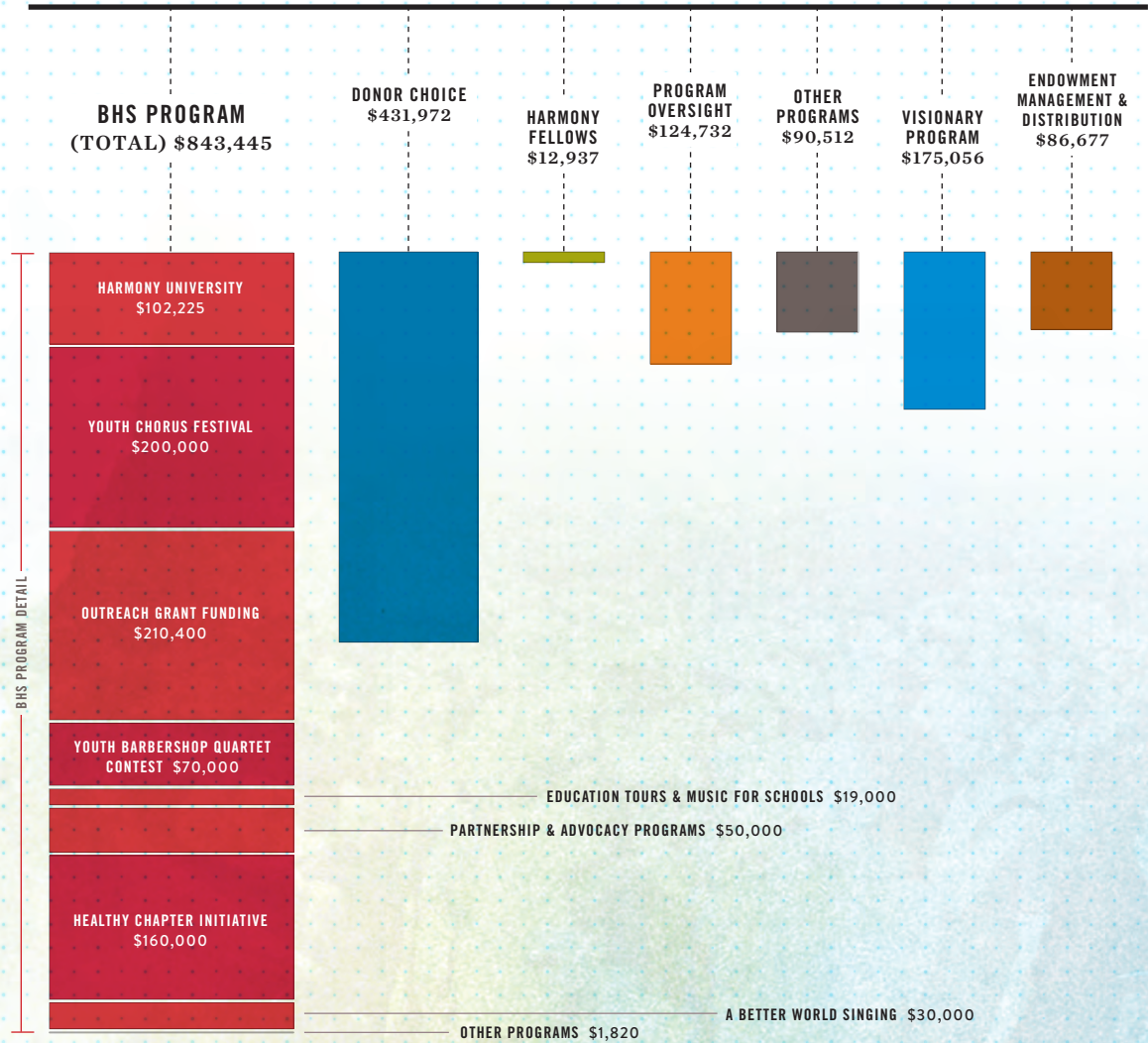
PROGRAM SUPPORT



“ From an insider’s perspective,
 I am keenly aware of the value each gift to Harmony Foundation International has on the work we do at BHS to further the heritage, artistry and impact of barbershop singing. I can’t thank our donors enough for your belief in us and your generous support of our people and programs! This is why my wife, Amy, and I are so pleased to also count ourselves among the donors to HFI. Together, we (HFI & BHS) are making an impact all around the world! ”

~ MARTY MONSON,
 Barbershop Harmony Society
 CEO/Executive Director

Total Funding Distribution: \$1,765,331

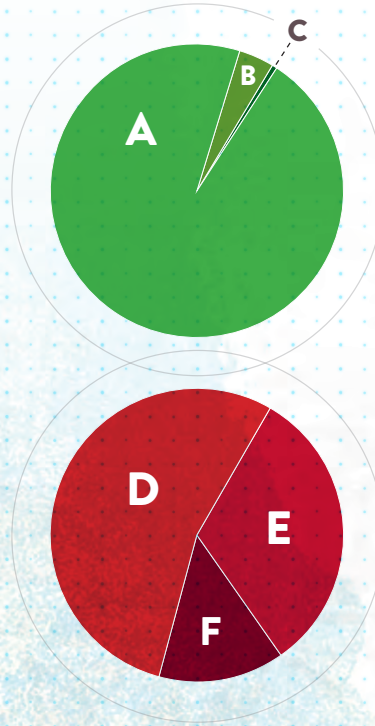


Financial Activity / JANUARY 1 - DECEMBER 31, 2016

REVENUE AND SUPPORT		
A	Contributions	\$ 3,430,437
B	Investment Income	138,668
C	Other Revenue	13,677
TOTAL REVENUE AND SUPPORT		\$ 3,582,781
EXPENSES		
D	Program Services	\$ 1,765,331
E	Fundraising	1,030,829
F	Management and Administration	447,541
TOTAL EXPENSES		\$ 3,243,701
CHANGE IN NET ASSETS		\$ 339,080

Statement of Financial Position / DECEMBER 31, 2016

Total Assets	\$ 5,151,829
Total Liabilities	599,674
TOTAL NET ASSETS	\$ 4,552,155
Total Liabilities and Net Assets	\$ 5,151,829



MAKING A DIFFERENCE IN YOUTH THROUGH YBQC



Pratt Street Power took the stage at the 2016 Youth Barbershop Quartet Contest, sponsored by **Harmony Foundation International**, and emerged as champions.

“It’s so encouraging to have Harmony Foundation supporting arts and supporting education in the arts.”

~ VINCE SANDRONI

“The investment you make in young people’s lives really does make a difference. I know it did for me.”

~ DARREN SCHMIDT

GROWING EDUCATION AND OUTREACH

Don Rose (center), Director of Harmony University, accepted a check representing \$80,000 in scholarship funds from Harmony Foundation International. Sharon Miller (left), then Acting President and CEO of Harmony Foundation International, and Ryan Killeen, former Senior Director of Development, presented the check at 2016's opening session. An additional \$20,000, distributed in 2016, supported programmatic needs for a total of \$100,000 to Harmony University.



hundreds of choruses across this country and reach thousands of singers every year. They leverage the growth of barbershop harmony in their schools and communities, and make valuable connections with colleagues and mentors.

Scholarships to Harmony University were awarded to 150 participants in 2016, up from 118 in 2015. That's a 123 percent increase from 2013, when 67 attendees received scholarships. Music educators represent



A LEGACY WORTHY OF A LEGEND

Harmony Foundation International is honored to pay tribute to one of the most beloved members and performers to ever grace this wonderful art form—Doug Maddox—and his wife Jan.

Doug and Jan not only demonstrated a lifelong commitment to Barbershop Harmony Society, Masters of Harmony and Barbershop style, they were also dedicated donors to Harmony Foundation International. With the passing of Jan, that faithfulness culminated in the realization of an estate gift to HFI which leaves a lasting mark on all of us by ensuring their selfless spirits are more than just a memory—it lives forever through the programs impacted by their gift.



We invite you to view a tribute video at [HarmonyFoundation.org/legacy-worthy-legend/](https://www.harmonyfoundation.org/legacy-worthy-legend/) highlighting the Maddoxes' lifelong devotion to barbershop, in general.

HFI staff members can help you explore the methods of gift planning that can allow you to leave a lasting legacy, as well. Contact us today to learn more.



PAYING IT FORWARD

“They’re not just some group at this school. They’re almost like the star football team. When they come out and the audience cheers, it’s like they’re in the playoffs.”

Those words from John Wernega, director of the Wildcat Harmonizers, articulate the feelings of most of the singers in the choral community when performing on stage. Can you imagine not having the opportunity to feel that feeling of accomplishment?

Gifts to Harmony Foundation International make it possible for choruses such as the Wildcat Harmonizers to experience performance and competition, learn from others, and take their talents to the world.

There are a number of ways you can help Harmony Foundation International (HFI) increase program funding and the number of lives enriched through singing.

MAKE YOUR DONATION GO TWICE AS FAR!

Did you know that many companies will double employee donations? Some will even match gifts from spouses and retirees. Matching gifts help HFI provide additional support to further our mission. Call us today to see if your company offers a corporate giving program.

WE WOULD LOVE TO VISIT YOUR CHAPTER!

Give us a call to talk about scheduling an HFI staff member for a chapter meeting or event. It is one of the great joys of our staff to meet Barbershoppers, quartets and choruses, see you in action, learn where donor support is needed, and share the impact made by the donors to HFI. And, of course, we love to sing with you as well!

SHARE THE NEWS WHEN YOU MAKE A GIFT.

You don't have to share the amount you give, but let your friends know that you support HFI. Tell them in person, on social media (tag us, and we'll share too), by phone...shout it from the rooftops! Gifts of all sizes matter, and if you have friends who value singing in their lives, their donations will help spread that joy.

BUILD A GROUP EFFORT.

Organize your own crowd-funding effort for HFI. Let us know in advance, and we can help by providing some information and even setting up your own online giving link!

TELL US YOUR STORY.

We love to hear from our donors, whether you've given for years or have made your first contribution. Your story can and will inspire others. Why do you sing? Why do you give? Tell us so we can tell others.

SHOP WITH A SMILE AT AMAZON.

Make giving to HFI a part of your everyday life. The AmazonSmile program provides the opportunity for customers to designate their favorite nonprofit as the beneficiary of a

percentage of their purchase. Make HFI



your charity of choice, and give when you shop without even thinking about it.

AMERICAN EXPRESS MEMBERS GIVE.

Rack up those Amex points and give your rewards to HFI when you sign up for the Members Give program. Another way to shop toward a cause.

MAKE YOUR HFI DONATION A PART OF YOUR BHS MEMBERSHIP RENEWAL.

Set a reminder to yourself to check off your HFI gift at the same time you renew your BHS membership. If you renew by phone, BHS Customer Service can connect you with a member of the HFI Donor Care Center. If you renew online, click on over to the HFI giving page and make a quick gift securely.

VOLUNTEER.

We need help at conventions and events, and representation at chapters throughout the country. Contact us to find out what volunteer opportunities will fit into your schedule and lifestyle.

SING! SING! SING!





THE OFFICIAL FUNDRAISING ENTITY FOR



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