

FISCAL YEAR
2017

AN ANNUAL REPORT
TO OUR SUPPORTERS



 HARMONY
FOUNDATION
INTERNATIONAL



Main Street –Barbershop Harmony Society’s 2017 International Quartet Champions

THROUGH
SINGING
A BETTER
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**HARMONY
FOUNDATION**
INTERNATIONAL

**AN ANNUAL REPORT
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FISCAL YEAR 2017**

Harmony Foundation International (HFI)

believes in the transformative power of singing. Raising your voice in song as an individual provides many physical and emotional benefits with regular practice and exercise and has been linked to medical therapies and healing. Even alone, singing stirs your spirit and heals emotion. Those who experience the joy of singing do better in school, their jobs, and family and social relationships. Harmony Foundation donors financially enable programs that share, nurture and perpetuate the love of singing, in particular four-part a cappella-style.



Quin-Tones: 2017 Youth Barbershop Quartet Contest

Blending your voice with others deepens the experience to a much more intimate level. The act of human beings singing together breaks down barriers including economic, racial, cultural and gender demographic differences that may have otherwise hindered interaction. Harmony Foundation supports sharing the gift of singing as an extraordinary

means of making lives more enjoyable, satisfying and meaningful. Even in times of dire circumstances in someone's life, singing can help provide 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.

As proud ambassadors for philanthropy, we link those who desire to be financial catalysts for inspiration directly to the impact partners providing programs that enrich lives through singing. With the investments made by gracious donors, we are able to provide funding for music education programs for students in middle school, high school, and college, as well as outreach programs throughout the country that promote, develop and advance opportunities for lifelong singing to people of all ages.

Our fiscal year 2017 (Oct 1, 2016 – Sept 30, 2017) was certainly a year of change and transformation. We acknowledge our goals were aggressive during a time of transition, but we are proud of what was accomplished. Recognizing the “rebirth” of Harmony Foundation that began in 2002 and continuing to build on that foundation of supporting programs that enrich lives through singing, HFI has embraced new executive leadership to launch us into the next chapter with an intentional strategic direction. Reorganized and with a fully staffed fundraising team, we were able to fund nearly \$1.5M towards singing programs that are creating ripple effects of benefits into communities across the world.

Our mission is to connect people through charitable giving to enrich lives through singing.

Our vision is to be the premier international agent through which individuals and organizations invest in the lifelong benefits of singing.

SINGING CHANGES LIVES. JOIN THE CAUSE.

A BETTER WORLD THROUGH SINGING

We fulfill our mission by partnering with singing organizations and funding programs that enable, encourage and enhance singing experiences for all ages ensuring everyone has access to the life-changing power of singing.

WE PROVIDE PROGRAMS THAT:

- ▶ educate audiences about the benefits of singing
- ▶ maximize investment potential

WE FUND PARTNER PROGRAMS THAT:

- ▶ provide singing and training opportunities to middle school through college-age youth
- ▶ provide singing and training opportunities to choral directors and singing educators
- ▶ provide support and resources to communities of singers and their leaders

ANNUAL SUPPORT MEMBERSHIP

One-time and auto-recurring donation options

By joining one of our donor membership levels, you are directly contributing to singing programs that are impacting participants' lives RIGHT NOW!

▶ **President's Council**

Annual leadership giving program starting at only \$84 per month

▶ **Ambassadors of Song**

Annual giving program starting at only \$10 per month

▶ **Key Voices**

One-time Gifts up to \$119 annually

▶ **Donor's Choice**

Designate up to 30% of your annual support gift(s) to go directly to your Barbershop Harmony Society district and/or chapter

LEGACY OF HARMONY

Planned giving options

Even after life, leave a legacy upon the singing community. Make a commitment to the perpetuity of Harmony Foundation ensuring a sustainable organization for lifetimes to come.

- ▶ Designate HFI as full or partial beneficiary on cash accounts and insurance policies
- ▶ Leave a bequest or estate gift in your will to HFI
- ▶ Contact Harmony Foundation for more complex arrangements that will benefit the singing community and your loved ones



KEEP A MELODY RINGING

Memorial giving option

When cherished friends pass, memorial gifts recognize a life enriched by singing and create opportunities for others to experience its impact.



- ▶ Once memorial gifts for an individual total \$1,000, their name is forever honored in a special place within Harmony Hall.

MAJOR GIFTS

Large-scale program catalysts

Each year, there are a number of fundable projects that act as catalysts for greater good to come. In addition to your annual support membership, please consider underwriting the following:

- ▶ Matching gift challenge campaigns boost participation in first-time gifts and level increases to annual support memberships
- ▶ A chorus to attend Next Generation Barbershop Junior Invitational: \$10,000

ENDOWMENT FUNDING

Invested giving options

Through the power of endowment, your gift can grow over time while providing income to accomplish good things now, and for years to come.

- ▶ The Harmony Foundation Endowment exists to support Harmony Foundation's mission. This enables an income stream that supports current programs and operating activities today and into the future.
- ▶ Program, or restricted, Endowment Funds exist to fund donor specified programs such as providing scholarships to singing educational and engagement programs like Harmony University.
- ▶ Associate Endowment Funds exist to provide income to other singing organizations, such as Barbershop Harmony Society districts, chapters, and other subsidiaries. Harmony Foundation's partnership provides resources that further the impact exponentially.

FROM THE PRESIDENT AND CEO

On behalf of the management and staff of Harmony Foundation International (HFI), I am pleased to present our Annual Report to Shareholders for our fiscal year ended September 30, 2017.

My experience thus far with HFI has been wonderful and enlightening. I am truly astounded by how gracious and dedicated our donors are with their investments to a better world through singing and proud of the impact the programs funded are achieving.

While making some positive changes within the organization this year, I hope you have experienced more frequency and exposure to the work of HFI. I have personally visited many singers across the country and lead the charge for our team's "boots-on-the-ground" efforts to educate and cultivate increased support by visiting more communities of singers in person than ever before.

These efforts have proven very beneficial in laying the groundwork to more meaningful relationships and financial investments. Our forecasts for fiscal year 2018 are quite ambitious but with your help, attainable. Thank you all for your generosity in advocacy, donations and promotion of our vision of a better world through singing.



In song,
Perry D. White

FROM THE BOARD OF TRUSTEES

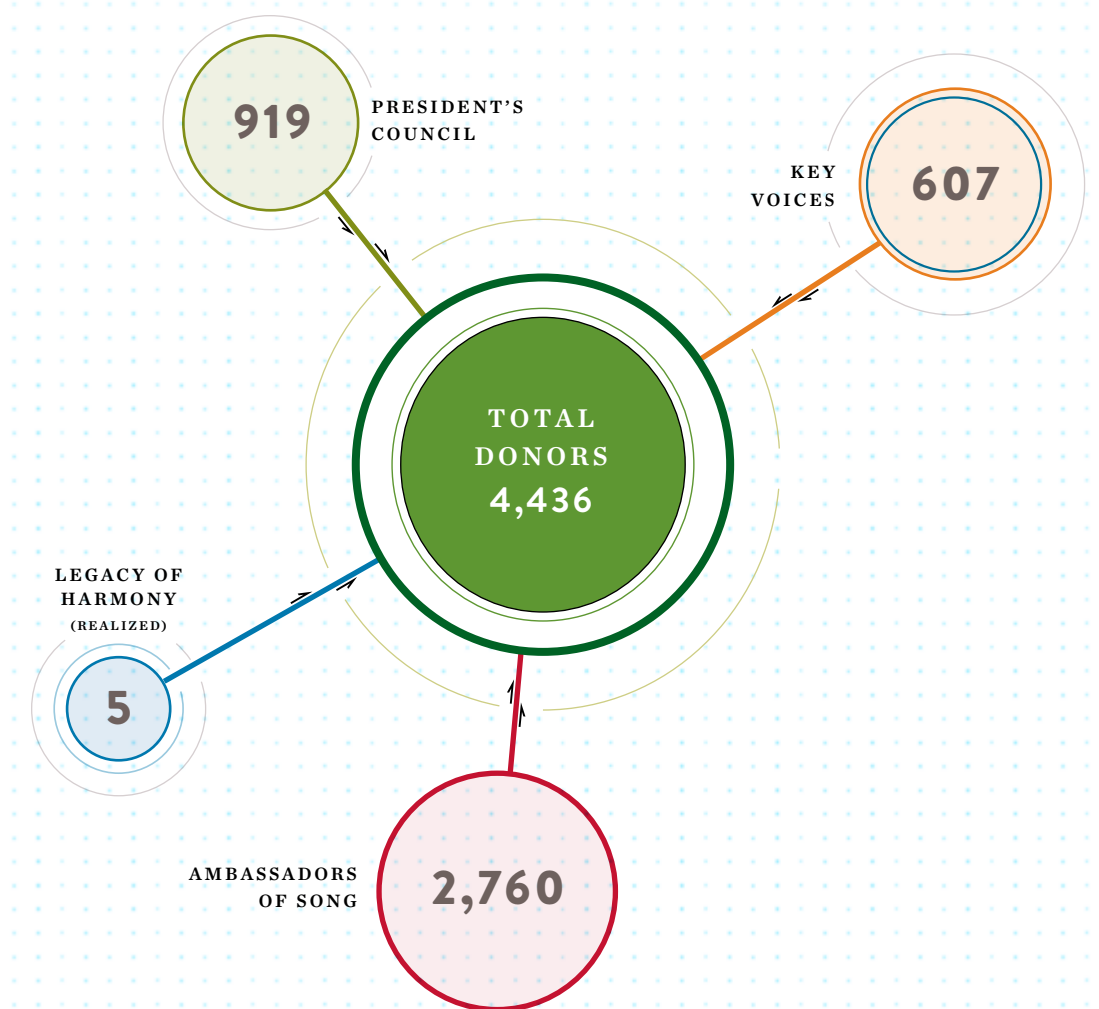
Serving as board chair for Harmony Foundation International (HFI) has truly been an honor. Singing has been and will continue to be such an important part of my life. Getting to serve an organization dedicated to ensuring that singing opportunities will be available to enrich others for years to come simply warms my heart.

I truly appreciate the hard work of our Board of Trustees as well as Perry and his staff to continue the mission of the organization. We have all had to buckle down during this transitional year to ensure program support success while also dedicating concentrated efforts to strategize for the future of the organization. Without a doubt, I foresee HFI becoming even more of a model foundation for its innovative and donor-centric practices under the guidance of the incoming board chair, Lynn Weaver.

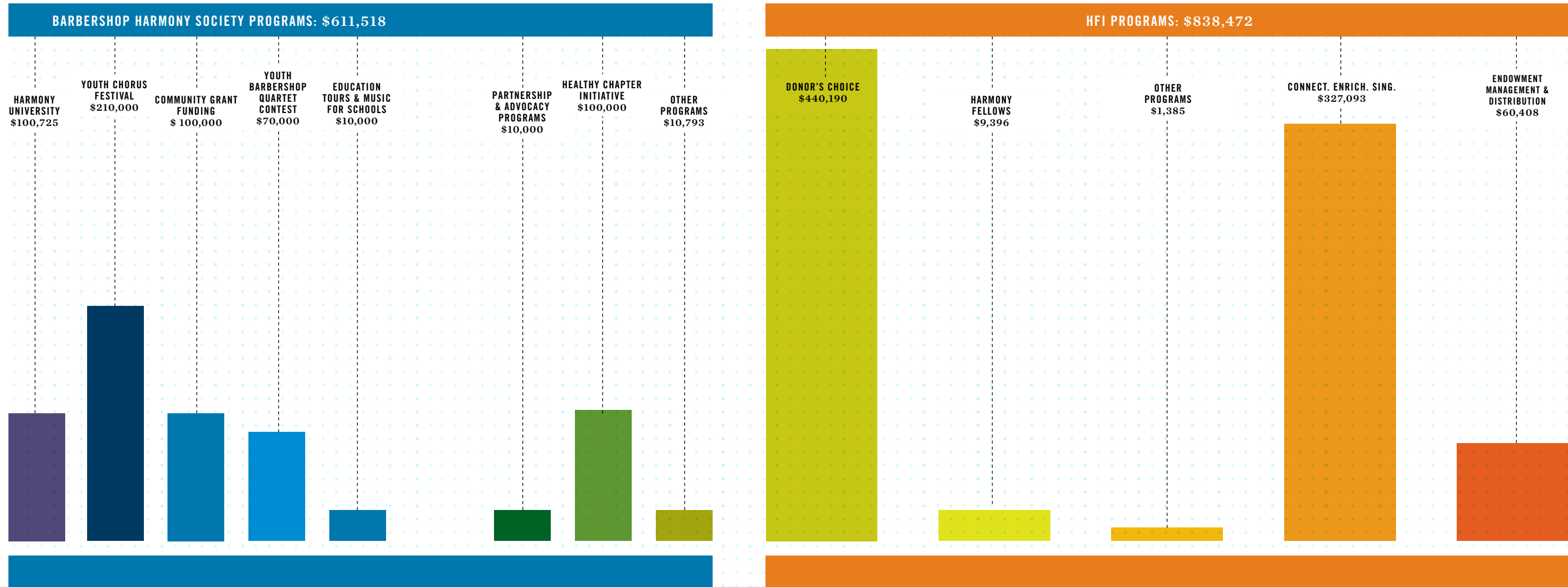
I respectfully charge our singing community of brothers and sisters to join us in supporting HFI's mission. If you're already a donor, THANK YOU! Please consider increasing your support by giving more financially or raising additional funds to match your contribution from family and friends. Every gift no matter how large or modest directly impacts the health of all of our communities.



In harmony,
Mike Deputy



TOTAL RAISED: \$2,526,569



TOTAL FUNDING DISTRIBUTION: \$1,449,990

FUNDED PROGRAM INFORMATION

EDUCATION

Harmony University Belmont, Barbershop Harmony Society

A week-long immersion in singing, for everyone from entry level singers to experienced artists and music educators. During this week, barbershop is taught, skills are built, music leaders and teachers are energized with new rehearsal techniques and so much more.

DONOR IMPACT

57 singers, 39 educators, and 31 directors were provided a full or partial scholarship to attend Harmony University covering registration, room and board. 465 applications for financial assistance were received yet only 130 were able to be funded.



Flightline - Barbershop Harmony Society's 2017 Youth Quartet Champions

YOUTH

Youth Barbershop Quartet Contest, Barbershop Harmony Society

A highly visible outreach effort to encourage youth to sing barbershop harmony in quartets and provide a vehicle in which they can learn, compete and be supported by the entire barbershop community.

DONOR IMPACT

Through this program that began in 1992, more than 2,500 youth in 625 quartets have crossed the contest stage. Many of these participants have experienced more profound outcomes including career paths to become music educators, increased leadership skills, confidence and becoming role models and inspirations to the youth to follow year after year.

Youth Chorus Festival, Barbershop Harmony Society

A key component for establishing lifelong singing as an asset in communities across the country and the world. This special event is paired with the largest barbershop senior quartet event, truly demonstrating the benefits of lifelong singing while providing the gateway across a generational bridge of positive, supportive and memorable immersion into singing for hundreds of people, young and mature.

DONOR IMPACT

Harmony Foundation donors provided funding to offer complimentary registration and lodging to 600 middle school through college singers and their educators at the 2017 Midwinter Youth Chorus Festival in San Antonio.

OUTREACH AND ADVOCACY

Community Grants, Barbershop Harmony Society

Barbershop Harmony Society promotes vocal outreach programs through its 17 districts, 700+ chapters across north America, and other choral groups that promote lifelong singing at a grass roots level. There is a stringent application and accountability standard designed and implemented by Barbershop Harmony Society and its outreach team.

DONOR IMPACT

Out of 71 applications requesting over \$370,000 worth of outreach funding, our donors were able to fulfill 29 applications (\$9,500 in Innovation Grants and \$93,632 in Youth Outreach Grants.)



Youth Chorus Festival

Professional Partnerships, Barbershop Harmony Society

This program promotes a deeper connection between barbershop harmony and the broader choral and music community. Music educators are the primary focus because we know that one teacher has an outward reach of thousands under their direct instruction but then exponentially beyond when their students impact others through song. In 2017, Harmony Foundation provided funding for Barbershop Harmony Society staff and leadership to participate in various programs and opportunities to deepen partnerships with ACDA (the American Choral Directors Association), NAFME (the National Association for Music Educators), and other vocal organizations.

DONOR IMPACT

By underwriting the cost to attend these specific conventions and supply attendees with free barbershop music materials for their classrooms, hundreds and thousands of seeds are planted making barbershop style approachable for students while lifting cultural stigmas. Providing educators with the proper tools makes them our best advocates within their communities.

MESSAGE FROM MARTY



Like many of you, I've been a Society member for many more years than the time Amy and I have been giving to Harmony Foundation International. We wish we would have started supporting HFI much earlier. (where have we heard of that before?) However, as we continue to give to HFI, we know the ultimate gratification as a donor is the expanded reach into communities all around the world planting the seeds of "Everyone In Harmony." Thank you for your donations and confidence in BHS programs. We simply couldn't do it without you.

Marty Monson
BARBERSHOP HARMONY SOCIETY
CEO/EXECUTIVE DIRECTOR

SINGING COMMUNITY SUPPORT

Healthy Chapter Initiative, Barbershop Harmony Society

The Barbershop Harmony Society believes that the success of their organization rests in large part on the health of their diverse array of chapters. The purpose of the Healthy Chapter Initiative is to develop strategies for strengthening the overall health of the communities of artists that comprise the Barbershop Harmony Society chapter structure. For the majority of their members, the local Barbershop Harmony Society chapter is the single most significant point of contact with the Barbershop Harmony Society.

DONOR IMPACT

Healthy chapters means a strong membership pipeline, a higher level of artistry and musical credibility, and a more reliable grassroots distribution mechanism through which our charitable and service aims can be actualized, measured, and refined.

SENIOR SINGERS

Harmony Fellows, Harmony Foundation International

When Barbershoppers have been members of the Barbershop Harmony Society for 50 years, they enter a fraternity known as

the Harmony Fellows. In recognition of this significant milestone of loyalty and service, the Barbershop Harmony Society no longer charges membership dues.

DONOR IMPACT

Harmony Foundation conducts an annual recognition event where Harmony Fellows can celebrate their milestone and receive their special member pin. This event provides the opportunity for the singing community to appreciate what these individuals have provided so many others throughout their singing tenure with the benefits of lifelong singing.

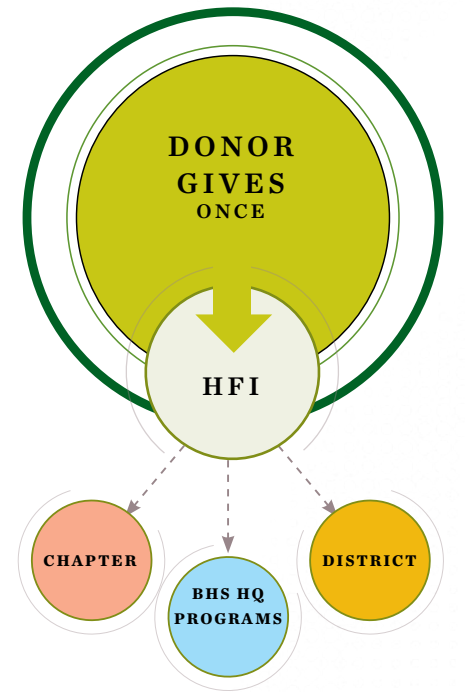
ENDOWMENT MANAGEMENT & DISTRIBUTION

Harmony Foundation International has established several endowment funds to perpetuate the love of singing, expand access to programs that provide community singing, and educate society on the benefits of lifelong singing. Endowment management and distribution is a mission critical program existing to distribute financial support to programs such as scholarships to singing education opportunities, youth and community programs, and iconic institutional preservation initiatives. The endowment program exists in perpetuity, thus helps us fulfill our mission to current and future generations of singers and those touched by their song.

DONORS CHOICE PROGRAM

Donors Choice, Harmony Foundation International

This partnership program gives donors the option to provide financial support to Barbershop Harmony Society districts and chapters at the local level and the Barbershop Harmony Society global level that benefits a better world through singing. It connects the donor, the Foundation, the district or chapter, and BHS Headquarters without the burden of seeking individual philanthropic financial support independently for local operational needs. This allows the focus to remain on singing, fellowship, and embracing all the benefits of singing that are at the core of our mission while maximizing Harmony Foundation's fundraising expertise. Twice annually, HFI distributes hundreds of thousands of dollars representing annual fund designations supporting the vital work at the local and regional levels to enrich lives through singing.



DONOR IMPACT

This year, Harmony Foundation was able to distribute more than \$440,000 directly to districts and chapters!

GRAND CENTRAL RED CAPS ENDOWMENT



Established to provide scholarships and other support to encourage the broadest possible participation of promising barbershop singers, music educators and directors of color. An initial \$50,000 commitment by the Barbershop Harmony Society and a \$50,000 endowment gift to Harmony Foundation International from Dr. Bart and Audrey Campbell of Nashville launched the initiative.

THE JIM RICHARDS LAND O' LAKES CHALLENGE



Jim Richards epitomized what it is to be a Barbershopper. He gave selflessly to the craft decade after decade and his friends at "The Friday Lunch Bunch That Meets On Thursday" thought his passion and dedication deserved to be celebrated in such a way as to honor the scope of impact he had on each of their lives.

To immortalize their beloved Minneapolis Commodore, TFLBTMOT pledged a \$50,000 match challenge to Land O' Lakes District membership. In support of Barbershop Youth Outreach Programs, an additional \$50,000 in new or increased gifts to HFI was raised, thereby generating \$100,000 in total. This matching campaign was one of the fastest completed campaigns in HFI's history.

CONNECT. ENRICH. SING.

Harmony Foundation International spends countless hours in the field all across the country visiting both communities of singers as well as organized groups of non-singers to promote the benefits of singing, educate on the decline of organized singing and the risks to society, and inspire action whether it be through donations, volunteerism or advocacy. We

are the conduit between need and philanthropy by connecting the generosity of others to the best programs that provide solutions to the problems our mission is set to fulfill. Our presentations

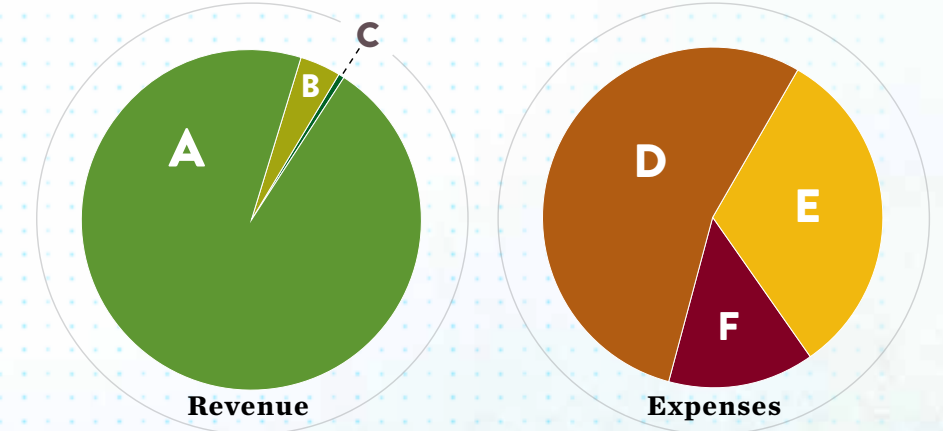
help singers realize what a precious treasure the act of singing and the community of singers that surrounds them truly is to their lives plus the impact they each have on those listening to their craft. They also teach groups of non-singers how the act of singing has wonderful mental and physical health benefits as well as the social advantages of community support when harmony is made within a group.



Masters of Harmony

Financial Activity / OCTOBER 1, 2016 - SEPTEMBER 30, 2017

REVENUE AND SUPPORT		
A	Contributions	\$ 2,526,569
B	Investment Income	261,321
C	Other Revenue	8,687
TOTAL REVENUE AND SUPPORT		\$ 2,796,577
EXPENSES		
D	Program Services	\$ 1,449,990
E	Fundraising	927,297
F	Management and Administration	447,502
TOTAL EXPENSES		\$ 2,824,789
CHANGE IN NET ASSETS		\$ (28,212)



Statement of Financial Position SEPTEMBER 30, 2017

Cash	\$ 350,967
Contributions Receivable, Net	\$ 1,342,033
Prepaid expenses and other assets	\$ 45,441
Property and equipment, Net	\$ 10,730
Investments	\$ 2,524,425
Beneficial interests in estate gifts	\$ 556,700
TOTAL ASSETS	\$ 4,830,296

LIABILITIES

Payables and other liabilities	\$ 86,930
Donor Choice payable, due March 31	100,414
Investments held, BHS Managed Fund	323,002
TOTAL LIABILITIES	\$ 510,346

NET ASSETS

Unrestricted	\$ 1,054,165
Temporarily restricted	951,304
Permanently restricted	2,314,481
TOTAL NET ASSETS	\$ 4,319,950
TOTAL LIABILITIES AND NET ASSETS	\$ 4,830,296



Party of Five - Barbershop Harmony Society's 2017 Senior Quartet Champions

Participate with Harmony Foundation International

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.

FUNDRAISE ON OUR BEHALF

Organize your own crowd-funding effort. We can help you run your own Facebook fundraiser or broadcast email campaign with online giving links. Dedicate your birthday, anniversary or singing milestone event to get your friends and family involved in supporting Harmony Foundation.

SHOP FOR A CAUSE

Many organizations donate portions of every day purchases to registered non-profits. Simply link your account to Harmony Foundation as the beneficiary and shop like normal. Kroger stores, Amazon Smile program, Southwest and American Express rewards are just a few examples.

SET A REMINDER

Are you a member of the Barbershop Harmony Society? When it is time to renew your membership dues, set that as the perfect time to make your annual gift to Harmony Foundation as well. 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!

OUR STAFF

Perry White, D.M.A.
PRESIDENT AND CEO

Carolyn Faulkenberry
CHIEF FINANCIAL OFFICER

Jim Johnson
DIRECTOR OF
COMMUNICATIONS

Dixie Semich, bCRE-Pro
DEVELOPMENT
OPERATIONS MANAGER

Jim Clark
WESTERN REGIONAL DIRECTOR

Sean Devine
PLANNED GIVING MANAGER
LEGACY OF HARMONY

JJ Hawkins
DONOR CARE CENTER
ASSOCIATE

Brian Nelson
DONOR CARE CENTER
ASSOCIATE

Sarah Ogiba
FINANCE ASSISTANT

James Pennington, bCRE-Pro
DONOR CARE
CENTER MANAGER

Robert Rund
EASTERN REGIONAL DIRECTOR

Kyle Snook
CENTRAL REGIONAL DIRECTOR

Rick Taylor
NATIONAL
DEVELOPMENT MANAGER



*L to R: 1st Row: Sean Devine, Dixie Semich, Sarah Ogiba, Carolyn Faulkenberry, Jim Clark
2nd Row: JJ Hawkins, James Pennington, Perry White, Robert Rund, Jim Johnson
3rd Row: Kyle Snook, Brian Nelson, Rich Taylor*

BOARD OF TRUSTEES

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CHAIR

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VICE CHAIR

Gary Plaag
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Don Lambert

Mike Moisio

Casey Parsons

Jeff Selano

Perry White
EX-OFFICIO

Marty Monson
EX-OFFICIO

Jim Warner
GENERAL COUNCIL

† IN MEMORIAM

Chuck Warner
SECRETARY (2012-2017)



Whether you knew it as the CQC or CBQC or YBQC, the Youth Barbershop Quartet Contest celebrated its 25th Anniversary last summer in Las Vegas with a special Reunion Chorus sponsored by the donors of Harmony Foundation. Anyone who had ever sung in a youth quartet and participated in the program over the last 25 years was invited to catch up with old friends and ring some chords on the stage of the incredible Axis Theater at Planet Hollywood. This Reunion Chorus is a generational testament to the mission of Harmony Foundation to promote and support lifelong singing.



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