Dear Friends,

For 111 years students have been building and honing their musical talents at MacPhail. They bring passion, flair and musical curiosity to our community for us to enjoy in both expected and unexpected places. It is a privilege to share with you the MacPhail Center for Music annual report for our fiscal year 2018. Where there is music, there is MacPhail.

MacPhail Suzuki Talent Education and Sing Play Learn with MacPhail®, two of MacPhail’s flagship programs, celebrated significant milestones last year. For 50 years students have been introduced to music through these nationally recognized programs. Watch for the results later this year, when our multi-year research study on the benefits of music in early childhood development will be released.

MacPhail School and Community Partnerships engaged 9,000 students from across Minnesota in music learning.

- EXPO Elementary, a St. Paul public school, provides general music for all students through a MacPhail partnership. Students were introduced to songwriting in 2018 and are now also exploring music of different cultures through Korean drumming.
- The MacPhail North Side Youth Orchestra (MNYO) capped off its second year with a performance at Orchestra Hall. After a week-long summer camp, MNYO members played for National Night Out events in and around north Minneapolis.
- Students at Willmar Public High School, MacPhail’s largest live online partner, saw the results that access to high quality instrumental specialists could have on their performance. According to Willmar High School Band Director, Bryan Mara, “Living in a poor rural Minnesota district, our students do not have ready access to high quality and knowledgeable private instrumental teachers. MacPhail levels the playing field for these kids by providing excellent teachers digitally.”

Individual and Group Instruction continued to be cornerstones of MacPhail’s mission.

- Six MacPhail teens made it to the final round of the Classical MPR Varsity competition. Four composition students made it to the Featured Composer round. Four of the seven spots in the final competition were claimed by MacPhail students and earned performances on the University of Minnesota campus at Ted Mann Concert Hall.
- Eighth grade Kemunto Onchera, MacPhail National Flute Association Scholarship recipient, was also presented with a new high-quality instrument by the NFA.

MacPhail access sites expanded. Our Apple Valley operation moved to a larger space better suited to supporting the full range of MacPhail programming. The Hormel Foundation and Austin Public Schools approved a $12 million grant for a new music facility with dedicated space for MacPhail.

And, finally, MacPhail by the numbers – 230 teaching artists worked with 16,000 students. Though fiscally responsible programming and management, MacPhail ended the year with a balanced operating budget. Thanks to your support, MacPhail allocated $1.2 million in aid to students and partners.

All of this is accomplished through your generous support. We are so grateful for your commitment to music learning. Thank you for playing your part in the MacPhail community. Keep your ears tuned and your hearts open, you never know where you might hear music by MacPhail.

Gratefully,

Kyle Carpenter
Chief Executive Officer

Tom Abood
Chair, Board of Directors

MacPhail Center for Music Financials
Summary as of August 31, 2018 (Consolidated, All Funds)

<table>
<thead>
<tr>
<th>SUPPORT &amp; REVENUE</th>
<th>$11,607,344</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition and Fees</td>
<td>$7,643,721</td>
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<td>Contributions</td>
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<tr>
<td>Miscellaneous Income</td>
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<td>TOTAL SUPPORT &amp; REVENUE</td>
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<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>$11,083,773</th>
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<tr>
<td>Program Services</td>
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<td>General and Administrative</td>
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<td>Fundraising</td>
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<tr>
<td>TOTAL EXPENSES</td>
<td>$11,083,773</td>
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</tbody>
</table>

| INCREASE IN NET ASSETS | $523,571 |

For a copy of the audited financial statements or Form 990, send requests in writing to MacPhail Center for Music • 101 Second Street South, Minneapolis, MN 55401

Please see macphail.org for complete donor list.
MacPhail provides access to these programs in three ways:

- Established 1907
- "Transforming lives and strengthening communities through music learning experiences that inspire"

## PROGRAMS

### Sing Play Learn with MacPhail® & Partnerships
- 6 wks–8 yrs

### Suzuki Talent Education
- 0–18 yrs

### Individual Instruction
- 5 yrs –Adults

### Group Instruction
- 5 yrs –Adults

### Music Therapy & Partnerships
- Infants–Adults

### Summer Music Camps
- 5 yrs–Adults

### Students

<table>
<thead>
<tr>
<th>Age</th>
<th>Early Childhood</th>
<th>School Age</th>
<th>Teens</th>
<th>Adults</th>
<th>SS+</th>
<th>Students</th>
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</thead>
<tbody>
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<td>Sing Play Learn with MacPhail® &amp; Partnerships</td>
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<td>K-12</td>
<td>K-12</td>
<td>K-12</td>
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<tr>
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<td>0–18 yrs</td>
<td>0–18 yrs</td>
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<td>5 yrs–Adults</td>
<td>5 yrs–Adults</td>
<td>5 yrs–Adults</td>
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<td></td>
<td>Group Instruction</td>
<td>5 yrs–Adults</td>
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<td>5 yrs–Adults</td>
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<td>Summer Music Camps</td>
<td>5 yrs–Adults</td>
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<td>MacPhail Musica Life™</td>
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<td></td>
<td></td>
<td></td>
<td>450</td>
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<td>MacPhail Online</td>
<td>Live Online Lessons and Online School Partnerships</td>
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<td>Total</td>
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<td>4,210</td>
<td>2,650</td>
<td>1,040</td>
<td>2,225</td>
<td>16,000</td>
</tr>
</tbody>
</table>

MacPhail provides access to these programs in three ways:

- **Early Childhood**: Sing Play Learn with MacPhail® & Partnerships (6 wks–8 yrs)
- **School Age**: Suzuki Talent Education (0–18 yrs)
- **Teens and Adults**: Individual Instruction (5 yrs–Adults), Group Instruction (5 yrs–Adults), Summer Music Camps (5 yrs–Adults), MacPhail Musica Life™

### Locations
- Minneapolis, Apple Valley, Austin, Chanhassen, White Bear Lake, 7,000 students
- Community Partnerships = 113 partnerships, 5,500 students
- MacPhail Online = Live Online Lessons and Online School Partnerships, 1,000 students

### Results

- **FACULTY**: 230 Teaching Artists - 75% Masters degree or higher
- **STAFF**: 48 Full and part-time management, program leadership and administration
- **FACILITIES**: Minneapolis–65 studios/250 seat performance hall–56,000 Sq. Ft.; Apple Valley; Austin; Chanhassen; White Bear Lake (each 3-5000 Sq. Ft.)
- **TECHNOLOGY**: 10 GIG hi-speed Internet access, lesson recording capability, online registration, online instruction options
- **INSTRUCTION**: 35 instruments and voice, music theory, composition, multiple genres (classical, rock, jazz, blues, hip hop, etc.)
- **ENROLLMENT**: 16,000 students in 2018 totaling 416,000 student contact hours.
- **REACH**: Over 62,000 people attended MacPhail instruction, recitals, performances, workshops and clinics in 2018.
- **FINANCIAL AID**: $1,200,000 in student aid and community partnership subsidy in 2018.
- **DIVERSITY**: 38% of all MacPhail students and 46% of partnership students come from diverse backgrounds.
- **QUALITY**: 97% student satisfaction with their quality of instruction.
- **DONATIONS**: $2.6 million contributed to Annual Fund by individuals, foundations, and corporations in 2018.
- **FINANCIALS**: 2018 was the 16th straight year of achieving a balanced budget, at $11.6 million – 70% earned and 30% contributed revenue.

## Corporations and Foundations

We gratefully acknowledge these corporations and foundations whose generous contributions allow MacPhail Center for Music to preserve valued programs and to meet student and community needs through collaborative partnerships and access initiatives. (Gifts and pledges received September 1, 2017 through August 31, 2018.)

### $50,000 & Above

- Communicating for Agriculture Education Foundation
- Faegre Baker Daniels
- Family Philanthropy Advisors
- GPS Family Foundation
- The Gold Bay Foundation
- The Grammie Jean Foundation
- The Medtronic Foundation
- Pohlad Companies
- Pricewaterhouse Coopers LLP
- Surdna Foundation
- United Properties Investment LLC
- Wells Fargo Advisors, LLC
- Woodhouse Family Foundation

### Aria $2,500–4,999

- ACMF Foundation
- Athwin Foundation
- The Jr League of Minneapolis
- Art and Martha Kaemmer Fund of the HRK Foundation
- Mutual of America
- Edith and Edwin Norberg Trust
- Peregrine Capital Management
- Pershing LLC
- The Saint Paul Foundation
- The TCW Group, Inc.
- US Bancorp Investments, Inc.
- Zelle LLP

### Prelude $1,000–$2,499

- Briggs and Morgan
- Rodney and Barbara Burwell Family Foundation
- The Cooper Family Charitable Fund
- Community Shares of Minnesota
- Dorchy & Whitney LLP
- Douglas & Wendy Dayton Foundation
- Indeed Brewing Company
- InFaith Community Foundation
- Kinder Morgan Foundation
- Minnesota Community Foundation
- National Christian Foundation Twin Cities
- The National Flute Association
- New Horizon Academy
- Okabena Advisors
- PepsiCo Foundation
- Peravid Foundation
- The Elizabeth C. Quinlan Foundation
- Raymond James Charitable Endowment Fund
- UBS Financial Services Inc.
- U.S. Charitable Gift Trust
- Witte Travel & Tours
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Cy and Paula DeCosse
Kirk and Anita Hoaglund
Mannie Jackson
Denny and Jeanne Lind
Ken and Janet Talle

Symphony $10,000–$24,999
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Ellen and Jan Breyer
Melanie Broida
E. Jerome and Linda Carlson
Klerissa and John Church
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3M

Gold $10,000–24,999
The Private Client Reserve of U.S. Bank

Silver $5,000–9,999
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RBC Wealth Management
Ecolab
Pohlad Companies
Pricewaterhouse Coopers LLP
The Christensen Group IRI
Klerissa Church
Marcia Pag
Judith Hirsch
Target Foundation

Bronze $2,500–4,999
Faegre Baker Daniels
Dorsey & Whitney LLP
Zelle LLP
Abbot Downing

Additional Sponsors
Ciceron
Okabena Advisors
Mutual of America

EVENT SPONSORS and MEDIA PARTNERS
MacPhail Free Family Music Events
99.5 Classical Minnesota
MacPhail Spotlight Series
99.5 Classical Minnesota

ANNUAL FUND
Members of the Encore Society provide significant financial support with an annual leadership gift. The generosity and confidence of these donors makes our mission possible. (Gifts received to the annual fund September 1, 2017 through August 31, 2018.)

ENCORE SOCIETY
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Judith and Edward Hirsch
Andrew Johnson
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Sylvia and Sam Kaplan
Warren P. Kelly and Chele Storer
Annette Lee and Jerry Lynch
Kathy and Allen Lenzmeier
Michael Luger and Nancy Heim
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Lynn and Carol Truesdell
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Steven Wells and Jane Scallen
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Tom and Lindsay Pohlad
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John and Nicole Righini
Mahlon and Karen Schneider

ANNUAL FUND
This activity is made possible by the voters of Minnesota through a Minnesota State Arts Board operating support grant, thanks to a legislative appropriation from the arts and cultural heritage fund.

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Maxine J. Wallin

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Laura Wagner
Joe Weiner
Sara Wenzel
Mary Anne Wolfeky
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