



# *Removing Barriers* *Providing Opportunity*



## 2012 Annual Report



GnG NCA, PO Box 1141, Springfield Virginia 22151  
[www.musicforlife.org](http://www.musicforlife.org)





## Providing Opportunity

## Who we are

Music for Life serves Washington DC and the neighboring counties in Virginia and Maryland. We provide an after-school music and mentoring program for youth living under adverse circumstances - poverty, dysfunctional families and challenged neighborhoods. Financial reality has resulted in fewer opportunities for those with limited means to participate in a quality music program at school. At the same time the fastest growing segment of our population is youth being born into poverty and the school dropout rate for these youth, particularly among minorities is high. We believe every child should have the opportunity to benefit from a quality music program.

## What we do

Music for Life goes into the communities where these youth reside and sets up its music program; free to all who qualify. Research has shown a strong correlation between music education and a person's success in life. Youth involved in quality music programs tend to do better in school; score higher on standardized tests; be less inclined to engage in risky behavior; and be more inclined to take advantage of opportunities made available to them. In addition to its educational value, learning music is also a release for stressful emotions that can't otherwise be expressed. Music is particularly effective in today's diverse society because it appeals to youth of any age, gender, race; religion or cultural background; there are no stereotypes associated with who can learn to play.



## Understanding the benefits of a music program



## Kids with nowhere to go, end up ... going nowhere

## Why it's important

Youth born into poverty or with limited opportunities are affected both physically and mentally. Without intervention today these youth will become society's burden tomorrow. Our music program teaches discipline, builds self esteem and develops self confidence. Our mentors provide these youth the skills and guidance necessary to overcome the limitations inherent to the environment into which they were born and become successful in life.

We are a community based program because bringing solutions into the communities where our student's reside is the most effective way to create lasting change. Providing programs in communities doesn't just benefit the people who participate in them; it also helps develop a sense of pride and ownership in the community itself.

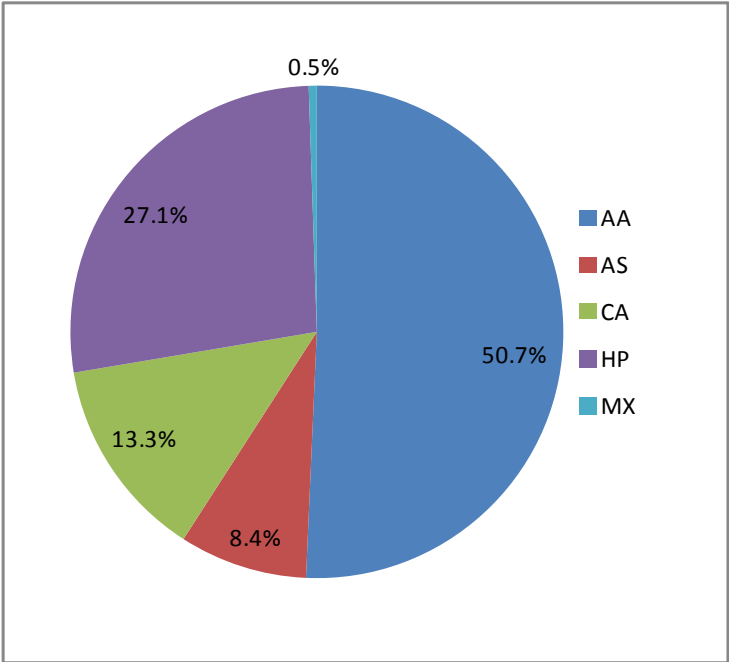
Music for Life came to the metropolitan Washington DC area in 2006 and has grown substantially each year since. In 2012 we served over 280 youth at 35 different teaching locations across the area. While we continue to improve our organization and broaden our funding base, we're most proud of the results we're achieving.

Assimilating the diversity in our society is a major concern and one of the goals of our program. Music embraces our diversity; its appeal easily crosses gender, age, race, national origin, religion and physical attributes boundaries. Our program is attracting that diversity and our students are developing important social skills as they learn together in our diverse classrooms.

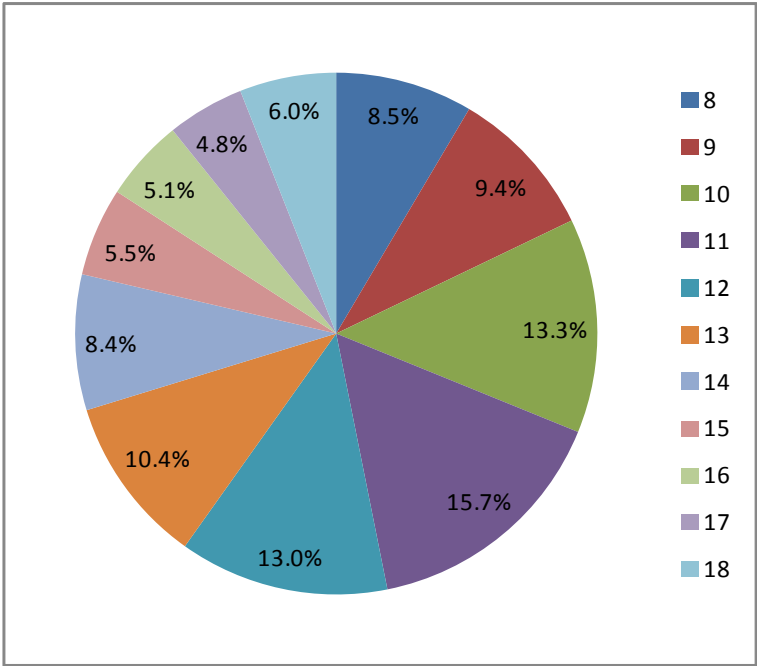
Our racial diversity reflects the low income population distribution in the communities we serve.

Our age diversity is approximately a 50/50 split between middle and high school age students.

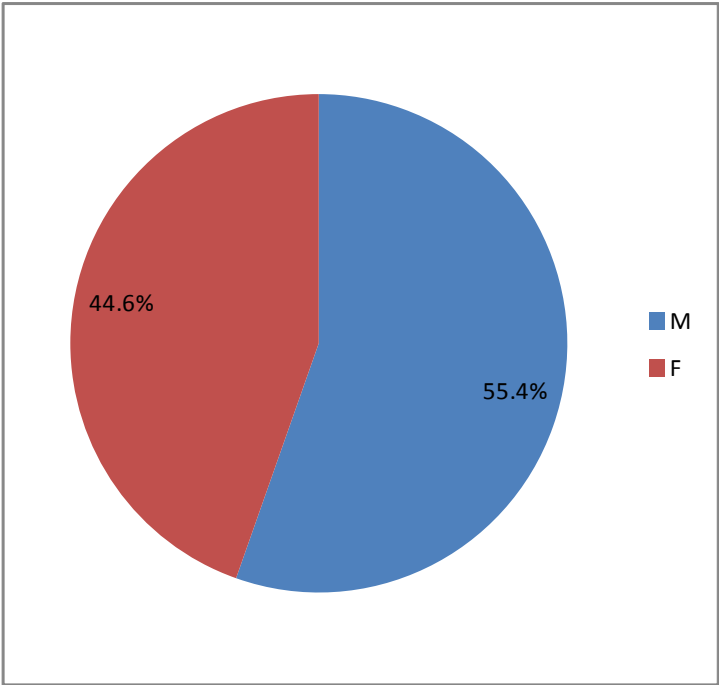
Our gender diversity is slightly more males than females. The percentages changed little from 2011.



Racial Diversity



Age Diversity



Gender Diversity



Building the confidence and self esteem of the youth we serve is another major goal of our program. Research has shown that youth who feel good about themselves and experience success are much more likely to avoid risky behavior and succeed in life.



Our new students are taught the discipline required to play an instrument; they learn basic guitar skills, music theory and how to read music; and they experience positive relationship/role-modeling with adults and older youth. These disciplines and interpersonal experiences are directly applicable to their other academic and work initiatives. These positive experiences improve our student's academic performance; inspire them to engage in more of the opportunities available to them; and removes those factors that lead them toward participating in risky behaviors.

## Building Confidence



Sustained participation by youth enrolled in our program strengthens their relationships with other youth, especially youth from different ethnic/social/racial backgrounds. Music is enjoyed by everyone and can be performed by anyone regardless of their gender, race, religion, national origin, intellectual accomplishments or physical size. With music serving as the common interest that brought them together, our students engage one another; they learn more about what they have in common; and they gain understanding of their differences.

## Developing Understanding



Many parents and teachers have told us that their child's/student's academic performance has improved as a result of their participation in our program. While music is an art form it is mathematically based and exercises the same part of the brain that is used for math and science. When children are able to indulge their passion, in our case music, it lifts their spirits and makes it easier for them to focus on other tasks which are important but perhaps less interesting to them.

## Improving Academics

## President's Message



Despite the continuing sluggish economy, 2012 was a good year for us; revenue declined as two major fund raisers were delayed until 2012 but expenses declined proportionately so we still managed an 11% increase in total assets. We were also able to continue improving our curriculum without increasing our equipment cost per student. The number of youth served in 2012 increased by 24% over 2011. We're achieving excellent results; support for our program continues to grow; and we're committed to continuing our success in the years ahead.



The demographics of the youth in proximity to some of teaching locations has changed resulting in fewer students who qualified for our program at these locations. Because we execute our program in partner facilities versus our own fixed locations we have the flexibility to relocate when the demographics in a community change. We are continuously looking for new teaching locations to replace those in areas where the demographics have changed.



Some of our partners continued to experience financial difficulties and/or increased workload which made it more difficult for them to support our program continuously throughout 2012. In addition, some of our volunteers responsible for setting up and overseeing teaching locations experienced family or career issues which required more of their time thus reducing their volunteer hours with us. To date we have been an all volunteer organization but we've found that this model limits the number of teaching locations we can concurrently set up and oversee on a continuous basis. We are moving away from our all volunteer approach to one in which some paid staff is used to perform the essential logistical tasks associated with our program. This approach will provide us the required resources to sustain continuous operations at locations where our partners are experiencing difficulties.



The outlook for 2013 and subsequent years are challenging. The general consensus is that political wrangling and the slowness of the economic recovery will continue to increase the need for nonprofit services. Concurrently, there is the expectation that nonprofit funding will not keep pace with this increase in need. We are well positioned and prepared to meet the challenge. The positive benefits that our music program provides coupled with our cost efficiency make us one of the best investment values for effectively addressing the challenges that so many of today's youth face. We will continue to collaborate with Government agencies, other nonprofits and the business community to ensure that our music program is effectively addressing the need in the most cost efficient manner possible.



We are grateful to all of those associated with us. Our volunteers, their dedication and hard work is responsible for our success; and our sponsors and donors, their support makes our program possible. Thank you.

## Overview

GnG NCA operates in Virginia, Maryland and Washington DC. Prior to 2010, GnG NCA operated within Guitars not Guns Inc. In 2010 GnG NCA became a separate corporation.

2010 is the first year in which GnG NCA reported separate finances; for 2006 - 2009 GnG NCA's numbers were included in Guitars not Guns financial reporting. For comparison, following is summary of GnG NCA's finances for 2006 - 2012.

	<u>Revenue</u>	<u>Expenses</u>
2006*	\$19,318	\$ 8,009
2007*	\$26,514	\$11,853
2008*	\$31,699	\$33,388**
2009*	\$37,385	\$20,286
2010	\$44,426	\$17,329
2011	\$47,871	\$25,468
2012	\$33,026	\$22,024

\* Reported in Guitars not Guns finances

\*\* Spent \$20,000 Capacity building grant

## Balance Sheet

As of December 31, 2012

Unaudited

Cash	
Unrestricted	\$ 33,317
Temporarily Restricted	\$ 15,029
Pledges Receivable	\$ 775
Grants Receivable	\$ 7,500
Inventories for Sale	\$ 13,656
Inventories for Use	\$ 34,027
Total Assets	\$104,304
Total Liabilities	\$ 0
Net Assets	\$104,304

## Revenues & Expenses

Period ended December 31, 2012

Unaudited

### Revenues:

Contributions	\$10,312
Grants	\$ 8,000
Product Sales	\$ 91
Guitar Raffles	\$ 1,868
Federated Campaigns	\$ 7,930
In-Kind Donations	\$ 4,825

Total Revenues \$33,026

### Expenses:

Guitars & Accessories	\$ 8,200
Training & Teaching Supplies	\$ 7,356
Fed & State Fees	\$ 152
Professional Fees	\$ 5,148
Teacher Insurance	\$ 1,371
Information Technology	\$ 2,165
Advertising & Promotion	\$ 787
Office Supplies	\$ 289

Total Expenses \$22,023

2011 Adjustment (\$ 388)

Change in Net Assets \$11,003

## GnG NCA Board of Directors

Skip Chaples

*Chairman*

Betsy Stone

*VP/Treasurer*

Gloria Dawson

*Secretary*

Jim Basara

Cheri Brown

Frank Darling

Glen McCarthy

## Income Uses

Program	\$17,122	77.7%	
Administration	\$ 2,966	13.5%	70.8% for audit cost
Fundraising	\$ 1,936	8.8%	22.9% cost of goods sold