



2014 Annual Report

May 2015

Dear Friends,

It is a pleasure to offer you our Annual Report. This is RMC's best opportunity to present you with sound byte-sized information about where we've come from, where we are now, and where we are going. From finances to programming to future plans, we invite you to enjoy this year in review.

This year, we were the lucky recipients of free leadership and organizational development training through a grant from coaches4causes. This initiative is led by Group Relations International, a non-profit that works for a just world through group relations. Their staff match top executive coaches desiring to volunteer their time towards worthwhile causes with non-profit organizations like RMC that can benefit from assistance. This grant made it possible for RMC to consult with experts from University of San Diego's School of Leadership and Education Sciences.

Our staff received extensive training about collaborative leadership models and we learned how to use these skills to improve our productivity as individual teachers and as a group. The training helped us all embrace each other's strengths in order to build the organization up. We are now adopting many standard best practices for non-profit organizations, including formalizing processes and job descriptions. This was especially important because our staff increased significantly over the span of just one year. This experience has helped us lead staff as we transition together from a small non-profit to a thriving and sustainable medium-sized organization.

It's exciting to reflect on the past six years and realize that we have achieved our goal of becoming a successful non-profit community music school. We have a strong financial presence and satisfied employees that enjoy where they work. We are more stable than we have ever been, and are well equipped to continue growing and expanding. What does the future hold for RMC? We are currently exploring ways to grow our outreach programs to help put music back in the public school system. This will mean learning how to take advantage of arts funding for Title 1 schools, applying for grants, and modifying our programming where needed to best embrace the current needs of schools.

We would like to thank all of our staff, students, parents and donors for helping us get to this milestone, and we look forward to working with all of you as we continue sharing music with our community.

Leslie Gereghy
Executive Director

David Taklender
President, Board of Directors

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**RECREATIONAL
MUSIC CENTER**
Innovative music lessons for all ages

Programming in 2014

On-site Programs

These classes were offered at RMC Studios:

Early Childhood Music Classes

(Music Makers)

Ages 9-20 months: Tots

Ages 20-36 months: Toddlers

Ages 3-4: Preschoolers

Vocal & Instrumental Music Lessons

Piano, guitar, drums, vocal, strings, brass, woodwinds

Classes (including theory class or band practice + private lesson)

Ages 4-6: Little Lessons Plus

Ages 7-12: Lessons Plus, Glee Choir, Wind Ensemble, Rock Bands

Ages 13+: Glee Choir, Wind Ensemble, Rock Bands

Camps

Ages 4-6: Little Rockers

Ages 6.5-8: Junior Rockers

Ages 9-12: Rock Band

Ages 13-17: Recording Arts Workshop (in partnership with Studio West and The Recording Arts Center)

Events

Parent's Night Out

Birthday parties



Off-site Programs

Off-site general music outreach was provided to:

Saint Charles Borromeo Academy

Kate Sessions Elementary

Free Programs

Services were provided at no cost to:

High Tech High International

Dana Middle School

Rosarito Orphanage for Severely Disabled Children

Grace Children's Home

Grace Home for Babies

San Diego County Juvenile Court and Community School

Performances

RMC students performed at:

House of Blues

Point Loma Summer Concert Series

Hard Rock Café

Elmcroft Senior Living of Point Loma

Golden Living Point Loma

Bayview Assisted Living

Balboa Nursing & Rehabilitation Center

Merrill Gardens Senior Center

Partners

Liberty School

Skooltopia

Studio West/The Recording Arts Center



2014 Financial Report

| Revenue | |
|---|------------------|
| Direct Public Support Donations | \$18,756 |
| Other Types of Income Incl. studio rental, snacks | \$13,787 |
| Program Income Tuition | \$594,397 |
| Retail Sales (after cost of goods) Books, instruments, accessories | \$232 |
| Special Events Field trips, parties, drum circles | \$6,388 |
| Total Revenue | \$633,560 |

| Expenses | |
|--|------------------|
| Program Costs Materials and supplies | \$22,770 |
| Facilities and Equipment Rent, common areas, instruments | \$105,294 |
| Operations Utilities, phone, internet, office expenses | \$13,594 |
| Payroll Expenses Includes payroll taxes | \$454,567 |
| Meetings & Travel Training, workshops, business meetings | \$3,616 |
| Contract Services | \$5,731 |
| Depreciation | \$4,428 |
| Other Types of Expenses Marketing, insurance, other | \$22,906 |
| Total Expenses | \$632,906 |

- ⇒ *Our Scholarship Program provided **\$58,714** in free lessons to 78 students who were not otherwise able to afford lessons. Every tuition payment at RMC supports this important program.*
- ⇒ *Our faculty and students provided nearly **300 hours** of free programs and services throughout San Diego County and Baja California.*



We served nearly 500 students per week with our onsite music programming... and we just keep growing!



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Innovative music lessons for all ages

A huge thanks to all of our donors in 2014!

Thanks to you, we raised nearly \$10,000 for our Scholarship Program.

2014 Donors

Album of the Year Award (\$999 to \$9,999)

Point Loma Summer Concert Series

Qualcomm Foundation



Breakout Artist Award (\$20—\$999)

Amy Barnhart

Anonymous

Jeri Ceballos

Claudia Cervantes

Neil Coito

Virginia Crouse

Paul Daspit

Matt Dolan

Traci Dorris

Maria Flores

Richard Geisler

Chandra Innes

Shelly Johnson

Erin Kaese

Rachel Kennedy

Christina Lavite

Jessie LaClef

Jana Lay

Heather Lutz

Jennifer Opdahl

Martha Phillips

Karen Radcliffe

Ruth & Rob Rogers

Sammy's Woodfired Pizza

Delaney Sanders

Alexis Secka

Erica Segale

Monica Sweet

Third Day Churches, Inc.

Brynn Watson

Alan Ziter

Lynn Zucchet

Molly Zucchet

Teresa Zucchet