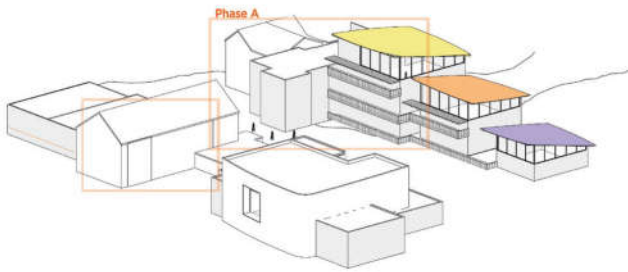
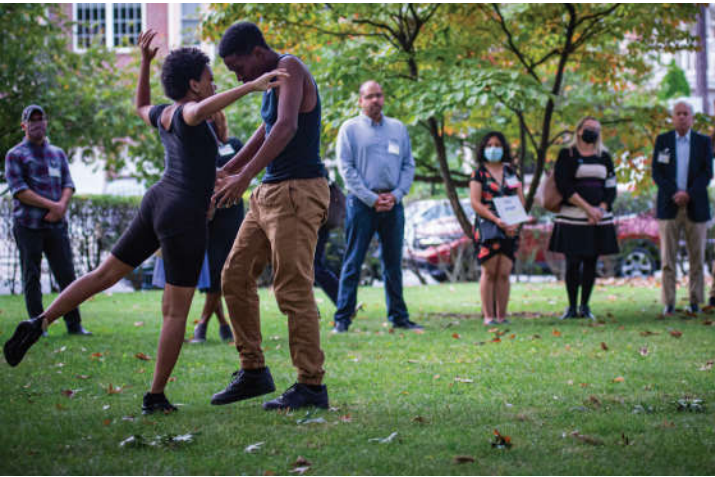


The Institute of Music for Children
Impact Report
2021-2022





The Institute
BRINGS THE MUSIC
in me out.



The Institute celebrated our property acquisition and unveiled our Master Campus Plan at *Imagine 2025* with student performances and guests, including Asw. Annette Quijano, Lt. Governor Sheila Oliver and Sen. Joseph Cryan.

Dear Friends,

It was just over a year ago that we welcomed Lt. Governor Sheila Oliver to the Institute for our ribbon cutting event, *Imagine 2025*. She was there to celebrate our work and our future as new owners of our beautiful three-acre campus and she referred to the Institute as “the best kept secret in the State of New Jersey.” And it was at this event that we were able to share our vision with the public; a vision for the development of the Institute – one that I have been thinking about for a very long time.



Soon after I became leader of the Institute, almost 15 years ago, I envisioned transforming our spacious church campus into a state of the art, fully-equipped, arts education and cultural center for our youth.

At *Imagine 2025*, we unveiled our Master Campus Plan which will guide our path in expanding our programs and services, our facilities and our impact. This multi-phased project is ambitious yet vital, as we continue to strive for equity for all New Jersey families.

Our state has already begun to invest. Through a \$250,000 grant from the New Jersey State Council on the Arts, we are beginning the renovation of our teaching kitchen, enabling us to expand our workforce development programs and offer a more competitive space for rentals. This will provide needed services in our community and a new source of revenue to help us sustain this growth. It will take our extended community to join in this vision and to support and advocate on our behalf as we look to fund this work.

Join us. Imagine more.

In HARMONY,

Alysia Souder
Executive Director



**What was important to me was
how many people helped me
to SEE MYSELF.**



Our Mission

The Institute of Music for Children engages our youth in artistic expression and the creative process. Guided by our vision of **HARMONY - Helping Achieve Responsible, Motivated, Optimistic Neighborhood Youth** - the Institute is building a community of high-achieving citizens who are arts lovers and arts makers through professional instruction, mentorship, and family engagement.

Highlights of 2021-2022

- Served **594 students** in **46 art forms** employing 44 artists and paying them a **living wage**
- Obtained **ownership** of 780 Salem Avenue and hosted a ribbon cutting with **Lt. Governor Sheila Oliver** and 200 guests
- Reached near full enrollment for the Summer Arts Institute, **expanded early childhood** enrollment based on increased demand, and presented our final production *No Day But Today* at **Kean University's Wilkins Theatre**
- Hosted GRAMMY Award winning bassist **Victor Wooten** for a benefit concert at Kean University's beautiful Enlow Recital Hall

↑12%

Increase in
respondents who say

I FEEL IMPORTANT

in 5 weeks
of programming



A Place to Belong

In loving memory of

Janelle Adrianna Isaacs

June 27, 1997 to September 16, 2022

Student • Youth Leader • Teacher

Janelle grew up at the Institute. What started with a 9th grade student taking one class, turned into a 12 year relationship, one in which we walked alongside Janelle through high school, then through four years of college and finally into adulthood as she began her career as a speech pathologist. All this time, Janelle remained an invested member of our community – first as an animated student, then as a magnetic Youth Leader, and most recently, as a beloved teacher. Janelle brought warmth and energy into every room she walked into. She was bubbly, confident and generous of spirit – always sharing a compliment or an uplifting word, and spreading happiness with her laughter and the very best hugs. She made people feel like they mattered and through her many roles with us, she was instrumental in making them feel that the Institute was a place where they belonged.

We are forever grateful for the time we spent with our smart, sassy, talented and oh so beautiful Janelle and the many gifts she shared with us.



Janelle era un **ser de luz**. Su **sonrisa** y la **calidez** que tenía le **desbordaba**. A Danika la hacía sentir **cómoda** y la ayudaba a estar **confiada en su forma de arte**. Le ayudo a salir de su **caparazón** y a dejar la **timidez de un lado**. Voy a estar siempre agradecida por todo lo que ella hizo por Danika.

Gladys Pérez
Institute Parent

Part of what makes the Institute so important is that it is the place that so many children and teens choose as their second home. It's a place they know they belong. So many young people, like Janelle, literally grow up with us, spending five or ten years, and sometimes longer, in our village. During their time with us, they are impacted by the community just as much as they make their own impact, becoming irreplaceable threads in the fabric of who we are.

Belonging is not just about feeling accepted; it's knowing that your presence matters and that you make a difference.



“

Janelle was a being of light. Her smile and the warmth she had overflowed. She made Danika feel comfortable and helped her to be confident in her art forms. She helped her come out of her shell and put her shyness aside. I will always be grateful for everything she did for Danika.

96%

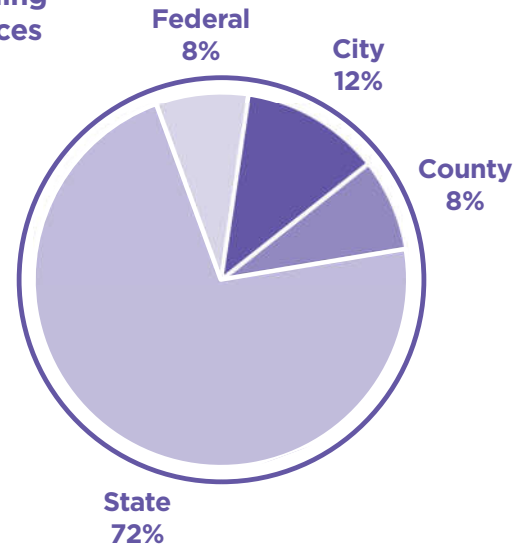
Youth Leaders who say that their employment at the Institute helped them learn critical thinking and problem solving skills.



Financials

	FY21 ACTUAL	FY22 PROJECTED (9 months)
Tuition	\$ 127,015	\$ 160,105
Contract Services (schools & nonprofits)	\$ 19,450	\$ 22,817
Government Grants & Contracts	\$ 589,654	\$ 515,657
Corporate & Foundation	\$ 319,864	\$ 247,531
Faith-Based Organizations	\$ 105,885	\$ 15,410
Individuals	\$ 27,823	\$ 40,539
Fundraisers	\$ 30,630	\$ 29,282
Rental Income	\$ 26,108	\$ 33,008
Miscellaneous	\$ 24,856	\$ 9,326
Total Operating Revenue	\$ 1,271,285	\$ 1,073,675
Capital Funding	\$ 7,500	\$ 237,500
Gross Revenue	\$ 1,278,785	\$ 1,311,175
Total Operating Expenses	\$ 1,163,181	\$ 1,141,635

Government Funding Sources



* The Institute changed its fiscal year, resulting in a 9-month year in FY22.

+ COVID-19 has impacted the timing of the Institute's programming and funding.

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In Gratitude

We appreciate members of our community that launched Facebook Fundraisers to benefit the Institute: Betty Prezzy Bryant, Latasha Casterlow-Lalla, Elena Vladimirovna De Jesus, L.C. DeSandies, Vicki Fernandez, Tierney Fitzmartin, Mike Jones, Hector Morales, Aisha Mullings, Fritz Napoleon, Jay Orellana, Michael Pittman, Gina Rosales, Kristin Schwartz, Gonzalo Silva, Elliott Souder and Jennifer Waddell

In Memory Of

George Y. Chin • Alice Fitzpatrick • Joanne Noblitt • Janelle Isaacs • Jay Pandolfe • Donald Schiessl

In-Kind Contributions

Robert C. Brown • Jeff Cohen • Shawn Cole • Elizabeth Development Company • Kean University • James Mastro • Ana G. Pineiro • Jazaiah Sanabia Delta Sepulveda • Maritza Sokolosky • Nikkita Walton • WBGO • Jill McBride

Churches and Faith-Based Organizations

Catholic Church of the Holy Trinity • Central Presbyterian Church (Lena Willis Fund) • Community Presbyterian Church • Congregation Beth Hatikvah • First Presbyterian Church of Cranford • Jewish Family Service of Central New Jersey (WAYVE Teen Foundation) • Linden Presbyterian Church • Presbyterian Church of Basking Ridge • Siloam-Hope First Presbyterian Church • Synod of the Northeast

Government Grants & Contracts

City of Elizabeth (Department of Planning and Community Development, Department of Recreation) • County of Union (Youth Services Commission, Department of Community Planning and Development, Office of Cultural and Heritage Affairs) • National Endowment for the Arts • State of New Jersey (Center for Hispanic Policy, Research and Development, Council on the Arts, Department of Community Affairs and Office of Faith-Based Initiatives)

Corporate & Foundation Gifts

Bank of America (matching gift) • Community Foundation of New Jersey • David and Minnie Berk Foundation • E.J. Grassmann Trust • Elizabeth & Baretts O. Benjamin Foundation • Elizabeth Development Company • Elizabethtown Healthcare Foundation • Federal Express • Geraldine R. Dodge Foundation • Hyde and Watson Foundation • Investor's Foundation • JC Kellogg Foundation • Lewis Prize for Music • Lillian Schenck Foundation • Mendham Capital • Mid-Atlantic Arts Foundation • New Jersey Arts & Culture Renewal Fund • New York Life • Newark Arts • Open Societies Foundation (matching gift) • Phillips 66 (matching gift) • Turrell Fund • Union Foundation • Valley Bank • Venti • Verizon • Vermella • Victoria Foundation • Village Markets • Waldele Family Foundation Wawa • Wells Fargo • Westfield Service League



Our Values

- Creativity
- Respect
- Compassion
- Social Equity
- Inclusion
- Personal Growth
- Fun

89%

OF STUDENTS responding
say that "I have **HOPE** for
MYSELF and the **FUTURE.**"



The Institute of Music for Children

780 Salem Ave, Elizabeth, NJ 07208 • 908.469.1211 • giving@instituteofmusic.org



Sponsored by the Union County
Board of County Commissioners
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The Institute's programs are made possible by funds from the National Endowment for the Arts (NEA), the Center for Hispanic Policy, Research and Development (a Division of Programs in the Department of State), the New Jersey State Council on the Arts (a partner agency of the NEA), the Union County Board of Commissioners (Bureau of Community Development - CDBG, Office of Cultural and Heritage Affairs and Youth Services Commission) and the City of Elizabeth.