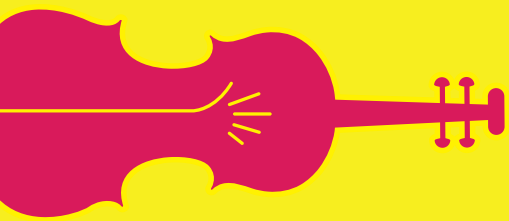


Reaching Out Through Music

2018 Annual Report



Enriching Lives



This has been an incredible year for ROTM

With the support and leadership of our Executive Director, membership in the St. James Town Children’s Choir grew significantly from approximately 10 to nearly 20 dedicated students. The Choir participated in a number of successful performances, including at a benefit concert with accomplished internationally performing tenor Asitha Tennekoon and at a community concert at Allan Gardens.

We have also continued to provide high quality instrumental instruction to students in piano, violin, guitar, and voice. We have attracted instructors who are themselves highly talented musicians, including students from the Glenn Gould School. This year, we have begun to offer recorder lessons. We also plan to offer ukulele lessons in the fall, which we anticipate will be a very popular program with the students.

We have also built stronger ties with the St. James Town community. We have done this through local performances and events and by working with volunteers and families. For the first time ever, our website and registration materials are presented in four different languages, representing the cultural diversity of the St. James Town community, and with the goal of facilitating membership and registration.

While this has been a successful year, there is still much work to do. With the loss of one of our regular sponsors and increasingly limited opportunities for



Andrea Bolieiro, Board Chair

public grants, ROTM is continuing to look for ongoing financial support. Further, following a transition of the board of directors, ROTM continues to attract and retain dedicated individuals to lead the organization into the future.

With the continued hard work of our members and instructors, and ongoing support from our sponsors, ROTM will be in a position to continue offering high quality musical programming for the children of St. James Town for years to come.

St. James Town Children’s Choir



At start of season, September 2018

11 Choristers
At end of season, June 2019

21 Choristers

8 Pre-registrations for 2019/20 season
(not including current choristers)

30+ Anticipated choir membership
September 2019

Private & Small Group Instrumental Membership: At end of season, June 2019

Violins 4
Piano 10
Guitars 4
Voice 1

Anticipated Small Group Membership 2019/20 Season

Violins 6 Guitars 4
Piano 11 Voice 1
NEW Ukuleles 6
NEW Flute 1

(lessons and flute donated by professional flautist, Nancy Nourse)

Programs added throughout the 2018/19 Season

- Small group vocal coaching
- Recorder ensemble

Programs to be added commencing September 2019

Ukulele Choir/Song Writing

For up to six students – led by a new instructor, to be held Mondays 4 – 5 pm at the St. James Town Community Corner

This pilot program is sponsored by an anonymous donor, and will incorporate a song writing component as well. We anticipate integrating the ukeleles with the choirs for collaborative performances.

Sponsorship or discounted purchase of ukeleles has been broached.

Music Theatre Term

Winter term to focus on a small music theatre production to be performed before March break

Vocal Jazz Ensemble

Auditioned, for older students

Kinder Choir

Primary music and movement program for JK – Grade 2 students

Creation of Music Departments

In the past, our small group/private instrumental instructors have worked quite remotely from one another. It is the goal to form ‘departments’ such that teachers of piano, for example, will work collaboratively together to formulate consistent, results oriented instruction. They will meet frequently throughout the season, and report to the Executive Director on attendance, student progress, performance preparation, and end of season in-house certification.



In-House Performances/Events

Welcome Back Party/	September
Registration/Orientation	October
Costume Party Get-Together	December
December Showcase Concert	February
Valentine Get-Together	May
End of Season Concert	

Community Outreach Performances

Euterpe Collaboration, Rose Ave PS	November 2018
Spring Gathering, Rose Ave PS	March 2019 (180 Attendees)
Fudger House Senior's Residence	April 2019
Allan Gardens Conservatory	April 2019 (75 Attendees)
Spring Breezes, Grace Toronto Church	April 2019 (50-70 Attendees)

Enrichment Performances:

Tafelmusik Free Concert: Bach & His World	April 2019
The Ukulele Orchestra of Great Britain	April 2020





Website Updates/Social Media

“Join the Choir” Registration information and form translated into: Tagalog, Tamil, Amharic & Arabic

Regular Blogposts, regular Facebook and Instagram posts have garnered positive attention, and increased awareness and visibility of the organization.

Media Coverage

Ludwig Van Toronto article, March 2019

<https://www.ludwig-van.com/toronto/2019/03/07/feature-how-a-tragic-fire-brought-a-community-together-through-music/>



CBC Metro Morning interview with Asitha Tennekoon in advance of Spring Breezes Concert
<https://podcast-a.akamaihd.net/mp3/podcasts/metromorning-kUqDS6Y8-20190426.mp3>

St. James Town Community Corner

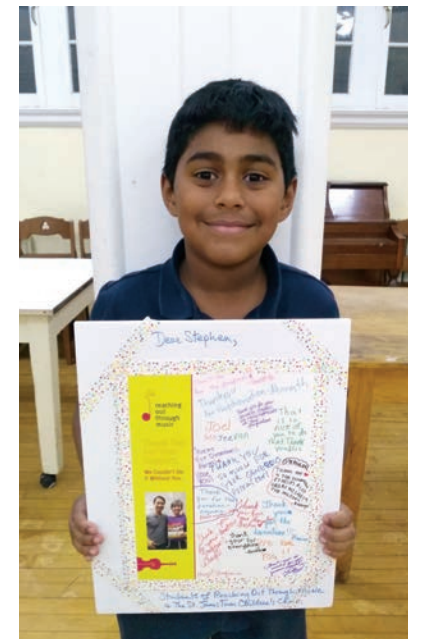
article circulated to 1600 households in SJT.

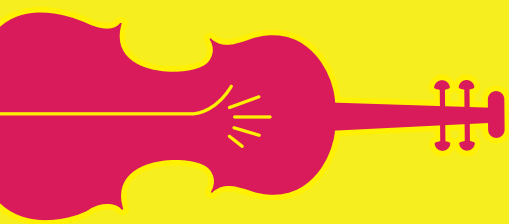
<https://www.stjamestown.org/2019/05/07/reaching-out-through-music/>

Leaside Bennington Neighbourhood publication – article and photos will be circulated August, 2019.

Financial Snapshot

	Fiscal year ended Dec 31, 2018	Fiscal year ended Dec 31, 2017
Corporate donations	200	21,071
Individual donations	11,376	7,514
Patron donation	140	–
Foundation donation	45,000	–
Donated items in-kind	275	4,085
Total	56,991	32,670





Instrumental Instruction Summaries

Recorder

“We were able to work through learning the instrument and some simple songs during our weekly sessions and had time to include fun games and activities. We look forward to integrating the

Recorder Choir into new ROTM programming slated for the upcoming 2019/20 season, and, due to a shift in scheduling, welcoming several new students who were otherwise involved in a Tamil language class.” – Recorder Instructor, **Tatsuki Shimoda**

Piano

“It’s been a great pleasure teaching my students not just how to play, but how to listen and work efficiently in the time they have outside of their lessons. I’ve challenged a number of them to jump forward in their levels and they accepted the challenge eagerly!”

– Piano Instructor, **Linda Ruan, Glenn Gould School**

“I have been motivating my students by moving them along through pieces more quickly, sharing with them a range of knowledge about music including theory, ear training, improvisation, composing, singing, and more. Previously, private instrumental lessons have been somewhat unstructured. More recently, ROTM staff have been encouraged to prepare our students for a consistent, informal exam-like assessment and certification. We are excited about this new ‘results oriented’ goal, and anticipate putting this into practice by the end of the 2019/20 teaching year”

– Piano Instructor, **Godwin Friesen, GGS**

I have been apart of ROTM since 2012. Trying to find a good and affordable place to learn the piano posed a challenge, but luckily, my family and I ran into the ROTM program. The learning experience was fun and engaging, and I quickly began to pick things up. Soon, I took interest in more than just the piano lessons, since I heard there was a choir as well. I took part in the choir from 2012-2015. Joining the choir was also an amazing experience. Whether you believed you can sing really well, or you thought you weren’t all that amazing, didn’t matter.

Every kid was engaged in the rehearsals and had fun performing. I even took part in guitar lessons from 2012-2016. Every program I took part in was fun and engaging. It influenced me greatly from

a musical standpoint. Everything I learned from ROTM programs have influenced my musical life outside of the program. I was able to apply my knowledge and experiences in school curriculum, after school bands, and overall influenced my love for music.

I play in a few school bands, and I’ve even considered continuing music as a hobby. It was all thanks to ROTM. I wouldn’t have come this far without ROTM’s influence.



Cassius Francis

Guitar

“Our Intermediate ‘Ladies Guitar Ensemble’ achieved a great deal this year, improved upon their music literacy, learned new techniques, and greatly expanded their ability to play more intricate classical pieces wherein a guitarist

must play a bass line and a melody line at the same time. Our two beginner students have already gained some basic skill on the guitar’s first two strings, and have absorbed ongoing knowledge and experience by collaborating with our more advanced students.” – Guitar Instructor, **Jamie Ruben**

Song

“Our talented soprano demonstrates her commitment through her practicing, which is steady and thorough, and her commitment to studio opportunities. She goes out of her way to attend studio events – for example, when her

building’s power was off this winter, and she was living with relatives in Scarborough, she still made it downtown to sing at our studio “salon” night. This also speaks to her family’s commitment to the program, and to supporting their daughter in achieving her goals. She competed in and won a contemporary showcase festival, earning a small scholarship and an opportunity to work in a masterclass with star soprano Adrienne Piezonka.” – Singing Instructor, **Brooke Dufton MMus, DMA, CAEA, NATS, ORMTA, RCM Certified Teacher – Advanced Voice Specialist**

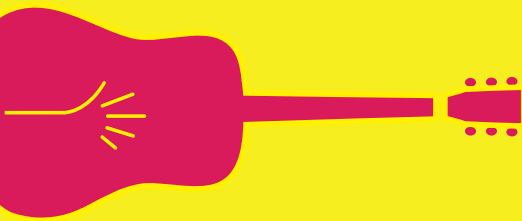
Violin

“Our ‘sisters’ never missed a lesson, an indication of their commitment to ROTM’s programs and opportunities. They are punctual, accept instruction, and are keen to learn more every week. Our senior violin student, also studying

singing, shows focus in every lesson and has a natural sense of musicality. This was a really good year and certainty more organized than the previous ones. It was a great experience for all our students to participate in our multiple in-house mini concerts too!”

– Violin Instructor, **Jamie Carrasco, GGS**





Reaching Out Through Music

FINANCIAL STATEMENTS

DECEMBER 31, 2018

INDEPENDENT AUDITORS' REPORT



9140 Leslie Street, Suite 305
Richmond Hill, Ontario L4B 0A9
Tel: (905)762-1900
Fax: (905)762-1909
Email: info@rashidi.ca

To the Members of **Reaching Out Through Music**
Report on the Audit of the Financial Statements

QUALIFIED OPINION

We have audited the financial statements of Reaching Out Through Music (“the Organization”), which comprise the statement of financial position as at December 31, 2018, the statement of operations and changes in net assets, and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of Reaching Out Through Music as at December 31, 2018, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

BASIS FOR QUALIFIED OPINION

In common with many not-for-profit organizations, Reaching Out Through Music derives revenue from donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these amounts was limited to the amounts recorded in the organization’s accounting records and we were not able to determine whether, as at and for the year ended December 31, 2018, any adjustments might be necessary to donations, excess of revenue over expenses reported in the statement of operations, and net assets reported on the statement of financial position.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditors’ Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled my other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

RESPONSIBILITIES OF MANAGEMENT AND THOSE CHARGED WITH GOVERNANCE FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing these financial statements, management is responsible for assessing the Organization’s ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization’s financial reporting process.

AUDITORS' RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor’s report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization’s internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management’s use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization’s ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor’s report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor’s report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner than achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Rashidi LLP

Chartered Professional Accountants Licensed Public Accountants
Richmond Hill, Ontario June 30, 2019

STATEMENT OF FINANCIAL POSITION

As at December 31, 2018	2018	2017
ASSETS		
Current		
Cash and cash equivalents	\$ 30,919	\$ 29,102
Prepaid expenses	649	1,402
	\$ 31,568	\$ 30,504
LIABILITIES AND NET ASSETS		
Current		
Accounts payable and accrued liabilities	\$ 2,466	\$ 4,648
	2,466	4,648
Net assets	29,102	25,856
	\$ 31,568	\$ 30,504

Approved on behalf of the Board:



Andrea Bolieiro – Director



Heather Oda – Director

(See Accompanying Notes)

STATEMENT OF CHANGES IN NET ASSETS

For the year ended December 31, 2018	2018	2017
Balance, beginning of year	\$ 25,856	\$ 18,538
Excess of revenue over expenses	3,246	7,318
Balance, end of year	<u>\$ 29,102</u>	<u>\$ 25,856</u>

STATEMENT OF OPERATIONS

For the year ended December 31, 2018	2018	2017
Revenue		
Donations	\$ 56,716	\$ 28,585
Special events	9,924	7,695
Program student fees	280	195
Donations in-kind (Note 4)	275	4,085
Other	122	416
Scholarship	60	1,500
	<u>67,377</u>	<u>42,476</u>
Expenses		
Teacher fees	18,784	14,977
Executive director fees	13,750	–
Advertising	9,599	1,418
Special events (Note 4)	8,090	8,740
Consulting fees	6,780	–
Professional fees	2,260	2,260
Office and general expenses	2,215	4,044
Insurance	1,754	2,052
Instruments and music supplies	899	1,667
	<u>64,131</u>	<u>35,158</u>
Excess of revenue over expenses	<u>\$ 3,246</u>	<u>\$ 7,318</u>

(See Accompanying Notes)

STATEMENT OF CASH FLOWS

For the year ended December 31, 2018	2018	2017
Cash provided by (used in)		
Operating activities		
Excess of revenue over expenses	\$ 3,246	\$ 7,318
Changes in non-cash working capital items		
Prepaid expenses	753	(1,402)
Accounts payable and accrued liabilities	(2,182)	4,648
	<u>(1,429)</u>	<u>3,246</u>
Increase in cash during the year	1,817	10,564
Cash and cash equivalents, beginning of the year	29,102	18,538
Cash and cash equivalents, end of the year	<u>\$ 30,919</u>	<u>\$ 29,102</u>

(See Accompanying Notes)

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2018

INCORPORATION AND PURPOSE OF ORGANIZATION:

Reaching Out Through Music (the “Organization”) was incorporated as a not-for-profit corporation without share capital under the Canada Corporations Act by letters of patent dated June 9, 2008. The Organization is a registered charity under the Income Tax Act (Canada) as of January 1, 2009, and as such, is exempt from income taxes. The Organization’s registered charity number is 856912696 RR0001.

The Organization is an arts and human development organization that operates a community choir and provides individual and group instruction in voice and musical instruments to children. It is currently focusing its work in a particular community in downtown Toronto, with a view to fostering individual development and community building.

1. SIGNIFICANT ACCOUNTING POLICIES:

These financial statements have been prepared in accordance with Canadian accounting standards for not-for profit organizations. Outlined below are those policies considered particularly significant:

a) Revenue recognition

The Organization follows the deferral method of accounting for grants. Grants are recognized as revenue in the same period as the related expenditures. Grants received prior to the year to which they apply are deferred.

Donations are recorded as revenue when received.

Other revenues are recognized as revenue in the period in which they are earned.

b) Expense recognition

Expenses are recognized on the accrual basis.

c) Financial instruments

The Organization initially records all financial instruments at fair market value, and subsequently records them at amortized cost.

The Organization’s financial instruments consist of cash, accounts receivable, accounts payable and accrued liabilities.

d) Use of estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent liabilities at the date of the financial statements and the reported amounts of revenue and expenditures during the reported period. Significant items subject to such estimates and assumptions include the useful lives of capital assets, and year-end accrued liabilities. Actual results could differ from management’s best estimates as additional information becomes available in the future.

e) Contributed services

Because of the difficulty of determining the fair value of services provided by volunteers, contributed services are not recognized in these financial statements.

2. CAPITAL MANAGEMENT AND ECONOMIC DEPENDENCE:

The Organization includes cash, prepaid expenses, accounts payable and accrued liabilities, and net assets in its capital management consideration. The Organization’s objectives when managing capital are to safeguard its ability to continue as a going concern and continue to execute its mandate within the restrictions that the organization is not in receipt of core funding.

The Organization monitors these items to assess its ability to fulfil its ongoing financial obligations. The Organization relies primarily on donations, grants, and fundraising to fund its operations and makes adjustments to its budgeted expenditures in light of changes. The Organization is not subject to externally imposed capital requirements.

The Organization is dependent on charitable donations for continued operations.

3. FINANCIAL INSTRUMENTS – RISK MANAGEMENT:

a) Interest rate risk

Interest rate risk is the risk of potential financial loss caused by fluctuations in their fair value of future cash flow of financial instruments due to changes in market interest rates.

b) Credit risk

Credit risk is the potential for financial loss should a counter-party in a transaction fail to meet its obligations.

c) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities.

The Organization’s financial instruments consist of cash, prepaid expenses, accounts payable and accrued liabilities. Unless otherwise noted, it is management’s opinion that the Organization is not exposed to significant interest or credit risks. Liquidity risk is managed by establishing budgets and maintaining sufficient cash and equivalents on hand or in interest bearing accounts.

4. DONATIONS IN-KIND:

The Organization received \$275 (2017 - \$4,085) of contributed goods in-kind for the purposes of a special event silent auction. An equal and offsetting amount has been recognized as part of special event expenses in the statement of operations. Accordingly, there is no net impact on the excess of revenue over expenses for the fiscal year from these recorded donations in-kind.



Sponsors

Thanks to our growing family of Sponsors and Supporters



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the Church
of St Peter and
St Simon-the-Apostle



Rosedale Physiotherapy
& Sports Injury Centre

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PHOTOGRAPHY



theWholeNote

Special Thanks to

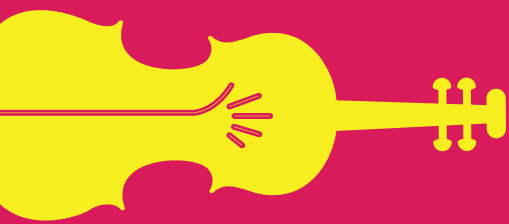
Margaret McCain
Andrea Bolieiro
Stephen & Teh Chin

Terry & Jennifer
Collins
Winona Lavier

John Loosemore
Patricia Parr
Patrick Slaney

Richard Smith
Asitha Tennekoon
John Walsh





ROTM, established in 2007, had one primary goal: to provide high quality music education, free to the children and youth who reside in St. James Town, the densely populated neighbourhood located immediately to the south of the church of St. Peter & St. Simon. ROTM has stayed true to this goal, and intends to improve and expand upon the programs offered, and the expanding age groups it serves. The St. James Town Children's Choir, the heart of ROTM, is quickly becoming widely recognized and sought after for public appearances in local festivals and community gatherings. Its numbers are increasing rapidly as word spreads of the enormous benefits choral education provides, and, which is offered within walking distance of local schools and residential towers.

The ROTM team is comprised of dedicated professionals who bring both extraordinary talents and passion to the work they do with these students, some of whom have been with ROTM for over a decade and who have benefitted enormously from its wide breadth of programs and experiences.

For more information please visit: reachingoutthroughmusic.org