Dear Friends of Indian Hill Music,

You’ve heard our mission statement before—“To share the transformative power of music, through teaching and performing, and giving music generously when there is need.” Clearly, none of this would be possible without your generous support, so THANK YOU from all of us at Indian Hill Music.

In 2017 we began to expand our educational programs. The Discovery Lecture series, introduced last year, continues with engaging speakers who make music history come alive. We added many new programs in our school, including Songwriting, Kids Musical Revue, Voice Works, and Songs in Motion, along with three new chamber groups. This fall, adult students signed up for the new Ukulele Club and the New Horizons Concert Band as they refresh old musical skills or learn new ones. At Indian Hill Music, education is not just for the young, but also for the young at heart!

We broadened our performances to include more jazz, contemporary, and chamber music, in addition to our Orchestra of Indian Hill concert series. Expanding into wide-ranging genres has helped attract new audiences who now see Indian Hill as a more diversified center for musical performance and education.

But perhaps this aspect of our mission statement—giving music generously—may be the least seen but most valued by our staff and all those we touch. We continued to teach students in the Ayer-Shirley school system—our 11th year—and we are now bringing free band instruction to Fitchburg, a district in great need of music education. Our free Bach’s Lunch concerts have continued to bring joy to over 2,600 community members annually, most of whom are seniors who reside in assisted living facilities and memory care units. Our Threshold Singers, who sing at the bedsides of critically ill patients, were able to reach almost twice as many patients and families last year compared to the prior one.

For many of you who give so generously, you may not be aware of the impact that your gift, multiplied by the gifts of others, has on our broader community. From us and all those whom we serve, thank you for your role in making this possible.

Susan Randazzo  
Executive Director

Carole Prest  
Chair, Board of Directors
Indian Hill Music School's highly experienced, caring faculty of over 60 musicians support students at every level, from their first, tentative notes, to a mastery of music. We teach more than 30 instruments and voice, in styles spanning classical, jazz, rock, folk, Broadway, and more. We nurture musicians of all ages in private lessons, ensembles (such as our Indian Hill Youth Orchestra, above), classes, and recitals, designed to spark curiosity and develop confidence and skills. Students can take advantage of free workshops, master classes, lectures, and professional concerts. In our efforts to be responsive to our students’ needs, we introduced a number of new and expanded options in 2017, including Music for Aardvarks and other beginner classes; summer Chamber Music Intensive for teens; and new adult ensembles. The extensive array of growth opportunities that students can experience here sets Indian Hill apart. We are proud to offer the most well-rounded music education anywhere in the region.

All in the Indian Hill Family

Christopher Lando, 11, quickly settles into his drum lesson with Dave Fox, and together they run through beat patterns. Four years ago, he “picked the drums because I like playing loud instruments and the rhythm. When I started, I immediately wanted to play songs. Mr. Fox taught me that we have to first learn the basic techniques and skills. Then eventually I can play any song I like.”

“Personally, I like songs with singing in them. Right now I’m playing the Beatles and some rock ‘n’ roll, like Green Day and AC/DC.”

Christopher is a percussionist in his middle school band and, because of his Indian Hill lessons, he plays more advanced music with older students. He often brings his band music to his lesson with Dave so they can work on it together. Christopher recently strapped on the big bass drum and led the marching band at Fenn School's homecoming game.

The Lando household is filled with music. Christopher also plays the piano (student of Linda Vieira), his brother Michael plays trumpet (Steve Savage) and piano (Linda Vieira), and his sister Sophia plays flute (Sue Gleason) and sings (Rob Woodin). All of them have studied at Indian Hill Music for years.

Christopher's mom Michelle comments, “Since he was a little guy, Christopher has always had a beat in his head. Whether on top of the table with his hands or underneath the dinner table with his feet, always tapping.” Dave laughs and relates that it was the same for him. Christopher says, “Mr. Fox is really patient with me and I feel he is a good teacher. I like my lessons because I’m having fun.”
Indian Hill Music’s performance season is anchored by the 70-member Orchestra of Indian Hill, the region’s premier professional symphony (above), led by Maestro Bruce Hangen. The Orchestra offers a diverse range of repertoire, from masterworks to lesser-known gems and new works. From the powerful, expansive Orchestra to the intimate chamber concerts in Blackman Hall and the Kalliroscope Gallery in Groton, we present music that spans a range of moods, styles, and preferences. Our concert series feature nationally known artists and also highlight the breadth and caliber of the musicians who teach in our school, such as singer/songwriter Dan Masterson (right). Students get to share the spotlight too; faculty concerts in 2017 included performances by students who study with them, further integrating our mission of performance and education.

Stephanie Maltese has done enough to fill several lifetimes—danced professionally, owned a real estate agency and perfume wholesale centers, tele-marketed for the BSO, and spent decades in retail marketing and sales—all while raising three children. But among her most personally satisfying pursuits is volunteering for the Orchestra of Indian Hill.

“The caliber of the symphony is brilliant. Bruce is beyond belief.” Stephanie hands out programs, guides patrons to their seats, and helps to make everyone’s concert experience wonderful. Her reward is settling in and listening to the orchestra play. She says of the audience members, “I feel like I’m with my peeps. We are all in sync. They love classical music as much as I do.” What has surprised her in her orchestra volunteering? “So many keep coming, even when they are ill. It’s something that they have to hear, have to be a part of. They are dedicated to the concerts and to Indian Hill.”

Stephanie believes strongly that it’s important to engage children in music when they are really young. “We must help tune their ear to classical music, make them feel they are part of the musical world.”

She adds, “Indian Hill saved my life in a way. Without my music, I wither. I can’t believe I’m part of this organization. It’s a true privilege.” And in between caring for her grandchildren, travel and volunteering, Stephanie still finds time for another passion—dancing to techno music.

“The Usher Will Seat You Now

Stephanie Maltese
Indian Hill gives music generously when there is need, ensuring its transformative power is accessible to all. We provided $114,000 in need-based scholarships and outreach programs in 2017, working in partnership with other organizations and towns to offer a variety of entry points where individuals can engage with music at any stage of life, regardless of their financial means. Students in our Ayer-Shirley School Music Partnership (above) play earnestly during subsidized after-school lessons with Indian Hill faculty. A nursing home caregiver observing how residents with dementia respond to our free monthly Bach’s Lunch concert series (far right), says, “Music reaches beyond eyes and ears.” At the bedside of their dying mother, a family expresses gratitude for the Indian Hill Threshold Singers, whose singing brought “peace... over the whole house.” This value of giving music unites our community and is central to our mission.

Jeanette Millard receives a call that someone needs comfort at their hospice bedside and, if at all humanly possible, she is there. Jeanette is a member of the Threshold Singers of Indian Hill Music, volunteers who practice repertoire together and drop everything, day or night, to sing in small groups for clients who are very sick and vulnerable. “Singing blended harmonies, the beauty of the music and the connectedness we feel as a trio, are all so important to why our presence there is such a spiritual balm,” Jeanette says.

“It’s a tender time for strangers to walk in. But as soon as we begin singing, it provides a moment of respite for the client in their journey toward health or toward death.” And for both the client and the family members gathered, “Sometimes it’s the only time that they tune into the way they feel. The love, the loss that’s coming, the connection through song.”

“I am honored to be part of someone’s life at this important moment,” she says. “Every experience is different. Many times for the dying person, their unfinished business is right there in front of them.” Even still, Jeanette is very rarely overwhelmed. She feels she is giving back in a way that makes her a better person.

“I tell my friends to sing to their dying loved ones. Sing any song slowly and kindly and it will be fine. At such times, we are helpless but not hopeless.”

Jeanette (left) rehearses with the Threshold Singers of Indian Hill Music
This is the seventh consecutive year in which Indian Hill has met or exceeded our financial goals. We are a completely debt-free organization and have shown a positive change in net assets from operating activities for the past seven years. We have $3.2 million in investments and $31.5 million in total net assets.

**2017 Operating Support & Revenue**
(Excludes Capital Support)

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Tuition Revenue</td>
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<tr>
<td>Ticket Revenue</td>
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<tr>
<td>Endowment Assets</td>
<td>3%</td>
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<tr>
<td>Contributed Revenue</td>
<td>40%</td>
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<tr>
<td>Other Revenue</td>
<td>2%</td>
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</table>

**2017 Operating Expenses**

<table>
<thead>
<tr>
<th>Expense Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Expenses</td>
<td>80%</td>
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<td>8%</td>
</tr>
<tr>
<td>Fundraising Expenses</td>
<td>12%</td>
</tr>
</tbody>
</table>

A complete copy of the audited financial statements is available upon request from Indian Hill Music. Contact Debra Gorfine, Senior Accounting Analyst, at (978) 486-9524 x109 or dgorfine@indianhillmusic.org.
Annual Supporters

Indian Hill Music gratefully acknowledges the following individuals whose generous financial contributions have provided critical support for our performance, education and community outreach programming. This list reflects gifts made from July 1, 2016–June 30, 2017 and does not include donors who invested in our Leadership Gifts Initiative, listed elsewhere in this report.

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**Concert Attendees**

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**Outreach and Scholarships**

$114,000

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**Orchestra Subscribers**

411

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Indian Hill Chamber, Contemporary and Jazz Concerts 19
Number of Volunteers 122
People Served Through Outreach 6,338

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Commitments Spanning 2015–2018

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* in-kind gift
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The Encore Society celebrates those who have included Indian Hill Music in their estate plans, through bequests, life-income gifts, annuities, or other deferred-giving arrangements.

We are deeply grateful to the generous and forward-thinking individuals who have joined Indian Hill's Encore Society.

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the transformative power of music, through teaching and performing,
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Photography: Bob Lotz (Susan Randazzo, inside cover); 
Karen Riggert (Orchestra of Indian Hill woodwind players,
page 5); Karen Riggert (Orchestra of Indian Hill flute players,
back cover). All other photos taken by Indian Hill Music staff.

www.indianhillmusic.org