



2023-2024 IMPACT REPORT



music

Phoenix Conservatory of Music

a from our director...

Regina Nixon

Executive Director



This year, we're proud to share the extraordinary impact we've made together. During the 2023-2024 season, PCM served 1,966 young people through 990 dynamic musical activities across seven diverse program streams. From our littlest learners in Early Childhood Music Programs to aspiring professionals in our College Prep Program, we've seen firsthand the transformative power of music.

Thanks to the Arizona Department of Education ESSER III funding, we were able to serve 274 students who not only explored the joys of music but also built critical skills that support academic success and personal growth.

While our dynamic programs have been growing, we've been building our capacity to do the same with a focus on creating efficiencies in our facility, systems, helping our staff and teaching artists be more impactful in their jobs; and finding ways of taking care of those who give so much to our students. We are growing our board of directors, and shoring up all of our supports so our programs can continue to flourish.

Your support makes all this possible. Together, we are nurturing creativity, fostering resilience, and opening doors to new opportunities for hundreds of young people. Thank you!

With Gratitude-

A handwritten signature in black ink that reads 'Regina Nixon'.

Regina Nixon
Executive Director

1,966

Total students served

\$700,000+

College Scholarship Offers Earned

77%

Of our students received tuition assistance so cost was NOT a barrier to participation.

"Community"

WE FOSTER A SENSE OF COMMUNITY IN A SAFE, NURTURING AND INCLUSIVE ENVIRONMENT.

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directly from our students...

"This program...the joyful impact it has had on my life! The program has not only sharpened my technical skills but has also taught me valuable life lessons about working hard, trying new things, leadership and being resilient. The PCM classes have helped me have a new sense of purpose and creativity that I will always cherish." - Carly

"I love music, everything about it is just so great. From the way it makes you feel, to the way it brings people together. I love listening, playing and making music for people to enjoy. Despite all of the language barriers in the world, music is the grand unifier. Thank you for helping me get better with my instruments. Thank you for helping me learn more about music and theory. Thank you for helping me learn about all of the unique jobs and fields in the music industry, and thank you for helping to bring this amazing community together, a community that not only teaches but cares." - Israel



mission

The Phoenix Conservatory of Music's mission is to unleash the power of music by providing high quality music education and experiences to students and families that is affordable and accessible. We fill our mission by providing community education programs and classes, after school programs for at risk populations, private music lessons, ensembles and a unique college preparatory program in affiliation with Berklee College of Music's Berklee City Music Network and other higher education institutional and community partnerships.

vision

It is our vision to be a leader in music education (with a focus in popular and commercial music) in order to foster Creative Youth Development in the Greater Phoenix Area and beyond.

"I am in 2nd grade. I love music class because I learn music. It makes me feel happy."

"Education"

WE STRIVE FOR EXCELLENCE IN OUR TEACHING BY BEING COMPASSIONATE AND RESPECTFUL MENTORS.

music



programs in action

2023/24 Recap

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Phoenix Conservatory of Music

| Program | Students Served | Teachers Employed | % of Students Receiving Financial Aid/Scholarship | Number of instructional hours |
|--------------------------------|-----------------|--|--|-----------------------------------|
| Early Childhood Music Programs | 98 students | 5 teachers | 100% | 544 hours of direct instruction. |
| In-House Group Classes | 201 students | 8-12 teachers | 14% | 124 hours of direct instruction. |
| Summer Camp (June and July) | 185 students | 15 teachers and 9 assistants who are students !!!! | 100% | 1,026 direct hours of instruction |
| School Capacity/Outreach | 722 students | 15 teachers | 100% | 1,287 direct hours of instruction |
| Learning Through Music | 176 students | 8 teachers | 100% | 201 direct hours of instruction |
| Private Lessons | 826 units | 43 teachers | 47%- pcm provided 7,803 lessons on financial aid or scholarship. | 9,049 direct hours of instruction |
| College Prep | 86 students | 25 teachers | 56% | 1,187 direct hours of instruction |

Why?

At PCM, we address a critical gap in accessible, high-quality music education for youth, particularly in underserved communities. The greater Phoenix Metro Area (Maricopa County) is the nation's 4th largest county in terms of population. 22% of it's population is under the age of 18. In that environment PCM is building out programs to provide our youngest learners (and their families) through our young adult students with rich experiences focused on music steeped in community collaborations that address critical needs in our community.

According to the Maricopa County Community Needs Assessment marginalized communities listed their top needs as food support, childcare, and mental health. PCM is addressing those needs through critical community partnerships with La Frontera Impact (giving access to low/no cost behavioral health, suicide prevention/substance abuse prevention training, life skill classes, and character development) and St. Mary's Kid's Cafe program (serving hot meals).

13,418

Hours of direct instructional hours

2,898

Meals Served

"Empowerment"

WE EMPOWER OUR STUDENTS TO MEET THEIR FULL EXPRESSIVE POTENTIAL.

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Phoenix Conservatory of Music



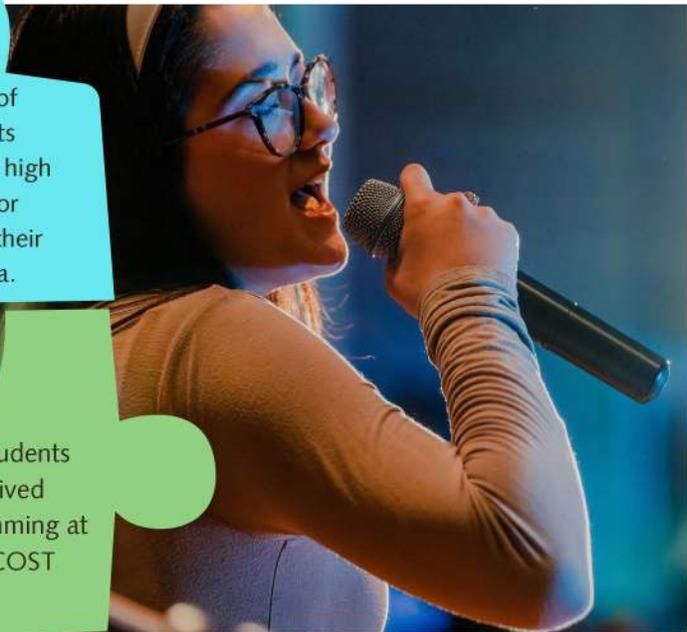
programs in action

Total Instructional Hours: 13,418

100% of students graduated high school or received their diploma.

5,074 private lessons given on scholarship

390 students received programming at NO COST

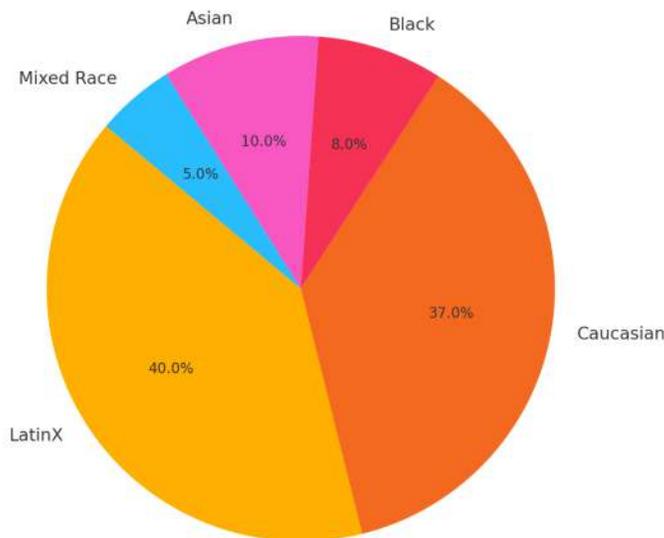


Who are we serving?

Student Demographics (2023-2024)

PCM highlights our success in reaching a broad spectrum of the community. By offering tailored programs and removing barriers to access, we honor our values of Community, Accessibility, and Empowerment.

Our focus on diversity ensures that students from all backgrounds experience the transformative power of music education, fostering creativity, resilience, and academic success.



544

hours of direct instruction in early childhood learning at NO cost

5

Summer Immersion Programs offered on full scholarship to students.

"Accessibility"

WE PROVIDE ACCESSIBLE AND EQUITABLE STUDENT CENTERED OPPORTUNITIES AND EXPERIENCES THAT SUPPORT OUR DIVERSE CULTURES.

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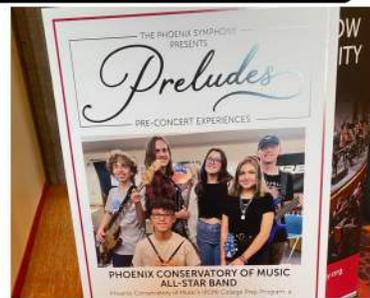


programs in action



Summer programs alone served 523 enrollments with over 1,000 hours of instruction, while outreach efforts connected with 722 students across Maricopa County.

Phoenix Conservatory of Music



1 of 5



places in the country to offer Jazz at Lincoln Center's award winning program, WeBop for students 8months- 5 years and their family.

20+

performance opportunities, workshops and media engagements to bring students diverse educational experiences outside of the classroom

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"Character"

WE MODEL RESPECT, KINDNESS AND INTEGRITY IN OUR COMMUNITY OF PRACTICE.

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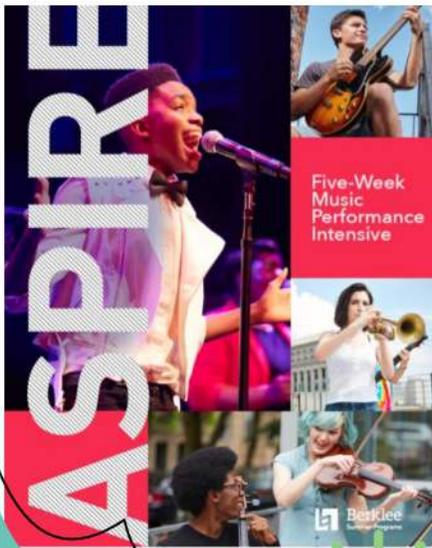
Summer Intensives



Sebastian Swensen, Guitar



Mercedes Rodriguez



Five-Week Music Performance Intensive



Patrick Cassidy, Guitar



City Music



Gabi Pinilla, Guitar



Star Mahoney, Voice

Congratulations to Seniors Olneya Fong and Star Sung Mahoney who received FULL tuition scholarship offers!



Did you know that in 2023-2024, we sent five students to summer music intensives in 3 states on full scholarship? In the last 10 years, we have sent 33 scholars to summer music intensives, and students have earned cumulatively over \$3.2 million dollars in college scholarship offers.

Partners



Berklee
City Music



PARADISE VALLEY
COMMUNITY COLLEGE
A MARICOPA COMMUNITY COLLEGE

ASU Herberger Institute for
Design and the Arts
Arizona State University

LA FRONTERA
ARIZONA
IMPACT - SUICIDE PREVENTION CENTER



Phoenix Conservatory of Music

music

our team..



Board of Directors

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President and CEO
National Trust Community Investment Corporation

Mr. Neal Bookspan, Past President

Attorney/Partner, Jaburg and Wilk

Mr. Mitch Turbenson, Vice President

Litigation Associate
Ballard Spahr, LLP

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Bilingual Accounting and Finance Consultant
Versus, LLC

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2020 Shelly Award Recipient

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Ms. Star Sung Mahoney

PCM Student Representative

Mr. John McGregor

VNSA Representative

Ms. Gabi Pinilla

PCM Student Representative

Ms. Cyndi Ramirez Ryan

Founder & CEO, Mas Talent Human Resources

Ms. Armani Rodriguez

Trainer and Success Leader,
Omniengine

Ms. Isabella Rodriguez

PCM Student Representative

Ms. Deepa Salastekar

Consultant/Asset Manager,
Kaju Worldwide

Mr. Hunter Watts

Economic Advisor, Chief Investment Officer
USAID/Tomorrow Fund



Administrative Staff

Regina Nixon

Executive Director

Meghan Ruel

Program Manager

Diego Miranda

Program Manager

Stephanie Crawford

Registrar

Christine Ehanno

Administrative Supervisor

Ellen O'Hare

College Prep Program Associate

Karen Turner- Domakeczna

Group Class Coordinator/ Facilities

Wen Fong,

Learning Through Music SEL Lead

***Alicia Castillo**

Development Support

Tonia Rogers

Social Media/Communications

Cynthia Moore

Front Desk Lead

Ty Parker

Front Desk Associate

Isabella Rodriguez

Front Desk Associate

Teaching Artists

Ryan Anthony, Stephen Avalos, Sadie Azersky, Trisha Bacalso, Neray Bailey, Jordan Blanton, Stormie Burcky, *Alicia Castillo, Stephanie Crawford, Dan Davis, Liliana de Leon Torsiello, Don Fenderson, Josh Finsson, Megan Frederick, Kristin Garson, *Diego Gonzalez, Michael Gutierrez, Nick Hailey, Nick Hildebrandt, Sophia Humbert, Leon Jin, Elizabeth Jones, Jeff Jones, Keith Johnson, Amy Krajewski, Andrew Lineweaver, Jakob Leyba, Alyssa Marks, Kiernan Marriott, Nick Martinez, Ann McGregor, Diego Miranda, Zach Monroe, John Moore, Danny Morrissett, *Arsen Nalbandian, Regina Nixon, A.J. Odneal, Kyler Paden, Ty Parker, Kyle Perez, Alisa Phoenix, JP Rabusa, *Lane Rogers, Toni Rogers, Meghan Ruel, Christopher Scrivens, Jacob Silverman, Chino Soberano, Savannah Thompson, Peter Torsiello, Teresa Valenzuela Mertz, Jack Uppling, Donna Wilde

*- indicates alumnus of the Phoenix Conservatory of Music

Financial Statements

21.8% growth in contributions 

24.4% growth in earned revenue 

These are the preliminary, unaudited draft financial statements for Phoenix Conservatory of Music.

Income Statements

The income statement reveals a strong financial performance for The Phoenix Conservatory of Music, with significant growth in both contributed and earned revenue streams. This financial success underscores the organization's mission to provide high-quality, accessible music education by ensuring resources are available to support its diverse programs. The steady increase in individual donations and grants reflects the community's trust and investment in the Conservatory's vision to lead in music education and creative youth development. These financial outcomes align with the organization's values of empowerment, accessibility, and community, ensuring continued support for students and families in the Greater Phoenix Area and beyond.

Cash Flow Statement

The Phoenix Conservatory of Music's cash flow for the fiscal year demonstrates a well-managed balance between revenue generation and expense management, underscoring its commitment to financial sustainability. Significant revenue streams, such as grants and private lessons, highlight the organization's success in securing diverse funding, which directly supports its mission of providing high-quality, accessible music education. The periodic fluctuations in cash flow reflect the dynamic nature of programmatic and operational needs, aligned with the organization's vision to foster creative youth development. These efforts ensure a robust financial position that empowers the community and reinforces the core values of accessibility, empowerment, and community building.

Balance Sheet

The Phoenix Conservatory of Music's balance sheet reflects a stable financial foundation, with a strong focus on current assets that ensure operational liquidity and flexibility. This financial health directly supports our mission of providing high-quality, accessible music education to diverse communities. By maintaining a robust financial position, the organization is well-equipped to invest in innovative programs, empower students to achieve their full potential, and build a nurturing community aligned with our core values. This fiscal stability reinforces our vision of being a leader in music education and fostering creative youth development for the Greater Phoenix Area and beyond.

Revenue

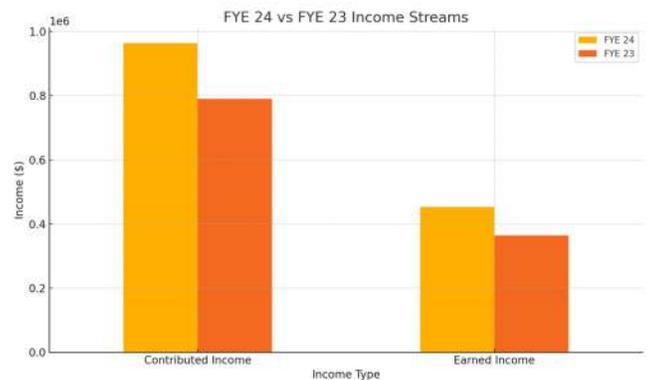
\$1,417,054

Expenses

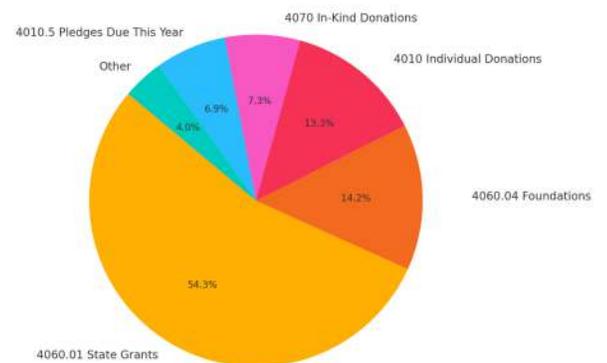
\$1,321,939

Profit

\$95,115



FYE 24 Contributed Revenue Streams (Top 5 and Other)



Assets

\$730,780 

Liabilities

\$122,761 

Equity

\$608,019 

our village...



BECAUSE
OF YOU



MORE THAN
MUSIC



OUR PROGRAMS ARE NOT ONLY TEACHING THE STUDENTS MUSIC, BUT GIVING THEM A SAFE THIRD PLACE, PROVIDING POSITIVE CHILDHOOD EXPERIENCES THAT WILL HELP THEM LEAD A BETTER QUALITY OF LIFE.

| | | |
|------------------------|------|--|
| → Musical Skills | 97% | of students surveyed say they are becoming better musicians |
| → Academics | 74% | of students and parents surveyed say they are working harder on their academics (reading, and preparing for the future) |
| → A Sense of belonging | 100% | of students surveys feel safe at PCM "PCM has been my second home. The teachers and my peers have supported my growth. I'm excited for my future because of what I've learned here." |

our village

Leadership Circle- \$10,000+

Arizona Commission on the Arts
Arizona Department of Education
City of Phoenix
CKKO Foundation
James McNerney and Intel
John Dixon (The Floyd and Mary Ramsey
Audio Recorders of Arizona)
John & Joan D'Addario Foundation
Karen Fruen
National Endowment for the Arts
Vicky Miel
Ellen L. Schulz
Schulz Family Foundation
Scottsdale Arts
State of Arizona
Summer Youth Program Fund
The Carmody Foundation
The CMA Foundation
The Thunderbirds Charities
Virginia G. Piper Charitable Trust
Volunteer Nonprofit Service Association Inc.

Patron- \$5,000-\$9,999

Cesar Lopez
Otter Tail Corporation Foundation
Maria Speth
Ms. Alex Zadel

Key Club- \$1,000-\$4,999

Tammy Austin
Bill & Kelly Bahlburg
Christopher Bane
Richard F. Beck
Neal Bookspan
Sun Byun
Mr. Richard Corton
D'Addario Music Foundation
Martin Davis & Mariea Devera
Desert Diamond Casinos
David Elston
Farm Bureau Financial Services- Cowan Gray Agency
Catherine (Rusty) Foley
Kris & Courtney Gray
David Hartwig
Samuel Ingram III
Jaburg & Wilk Foundation, Inc.
Kim Jurick
J Patrick Mahoney
Yoon Mahoney
Douglas McDonald
Medtronic
Midway Chevrolet
Ron & Regina Nixon
Raza Development Fund
Bill and Sandy Remy
Stephanie Small
The William & Susan Winnie Charitable Fund
Mitch Turbenon

Major Player- \$500-\$999

Miguel Arroyo
Beverly Basalla
Susan Berk
David Clower
Quintin Cushner
Josef Daransky
Daniel Davis
Eric Dinehart
Lois Doeller
Richard Dombrowski
Brian Ellis
Zig Fang
Fidelity Charitable
Jonathan Fitzgerald
Jonathan Gengle
Billie Jo Harned
David Hilker
Melissa Huckins
Joseph Kolbeck
Joseph Kolbeck
Lianne Liddell
Rhonda LIM
Tom and Sandy Lineweaver
Melissa McDonald
Thomas and Ellen O'Hare
Pledgeling Foundation
Deepa Salastekar
Mark Schwartz
Daniel & Evelyn Simon
Josh Simons
Arthur Smith
Brandon Sullivan
Sweetwater Sound, LLC
Christopher Velasco
Pablo and Kristine Villalon
Phillip Wescott

Principal Player- \$250-\$499

Alaska Airlines
Cynthia Barlow
David Becerra
Charities Aid Foundation
America
Tenille Davis
Alex Devereux
Jerry Diaz
Philip Dobbin
Ellen Doeller
Timothy (tim) Edwards
Hugo Espinoza
Andrea Fabrizius
Karina Felix
Mary K. Florian
Wen Fong
Leah Fregulia
Christopher Gladney
Pamela J. Good
Matt Gress
Kristen Guerin
Barbara Hobson
Michael Hudson
Sandra Inouye
Joseph Kolbeck
Donald L. Kruger

Key Player- \$100-\$249

Monica Ballesteros
Diane Beamon
Stoney Bowen-Weiszmann
Melanie Braunbeck
Maria Brunner
Peter Buseck
Rebecca & James Cairo
Nichole Cassidy
Robert Chamberlain
Tanya Cushner
William Deichmann
Allison, Doug, Brooks + Wesley
Dushuttle
Andrea Tyler Evans
Ian Fischer
Sarah & Mike Fisher
Wen Fong
Marlowe Garay
Lauren Garner
Jim Gwisdala
Teri Harnisch
Katherine Hoffman
Jennifer Horne
Ron Jamison
Olga Karoui
Katherine & Fred Kenny
William & Linda Langer
Anne S. Levig
Xingxian Li
Sandra Lineweaver
Linda Lofaro
Andrea and Jesus Love
Mia Maddoux
Armando Martinez
Michael McClure
John McGregor
Debra & John Murphy
Ellen O'Hare
Michael Patterson

Joy Rechucher
Kenneth Reinstein
Cameron Robb
Michael Robb
Dan and Toni Rogers
Roger Russell
Ms. Sharon Ryan-Benson
Jeannine Schmickley
Jack Schwimmer
Jake Seltzer
Linda Sessions
David Silveira
Stephen Smith
Toby Staenberg
Sandra K. Stahl
Patricia Stancil
Angela Sullivan
Vista Sumner Thompson
Karina Tello
Christine Thompson
Michael Underhill
Meagan Wahl



Thank You

To our numerous friends!! Without your loyalty, generosity and commitment, we would not be able to give our students the opportunities they so richly deserve.



Please consider PCM in your year end giving. As a charitable tax credit organization, your donation is eligible for a dollar for dollar tax credit match, \$470 for single filers, \$938 for joint filers.

