# 2025-2026 IMPACT REPORT



music

Phoenix Conservatory of Music

1316 East Cheery Lynn Road, Phoenix, AZ 85014 602.353.9900 www.PCMrocks.org

# The opening

## you belong in the band...

At Phoenix Conservatory of Music, we believe that everyone deserves a place where they belong, where their voice matters, and where they have the opportunity to discover what they are capable of becoming.

Music has a remarkable way of making that happen.

Think about what makes a great band. Every musician brings something different. Some carry the melody, others hold down the rhythm, and still others add the harmony that brings everything together. No one does it alone. We listen, we learn, we make mistakes, we adjust, and we grow stronger together.

That's what PCM is all about. And this year, our band continued to make some extraordinary music.

During the 2025–2026 fiscal year, we served approximately 1,330 unduplicated students, delivered thousands of hours of music instruction, and brought music into our community through 55 performances, workshops, and events. We continued providing scholarships and financial assistance so that family finances would not determine a student's access to quality music education. Through our school and community partnerships, 250 young people participated in music education at no cost.

But some of our most meaningful accomplishments cannot be measured by enrollment or instructional hours.

In our College Prep Program, 95% of surveyed students told us they feel safe at PCM, and 73% are considering careers in music. We watched students find friendships, discover their voices, grow into leaders, and pursue opportunities at some of the nation's most respected music institutions. We celebrated graduating seniors taking their next steps toward college, careers, and adulthood, equipped with skills and relationships that extend far beyond the rehearsal room.

These are the moments that remind us why this work matters. And while there is much to celebrate, I also want to acknowledge that growing an organization committed to both excellence and accessibility is not without its challenges.

The cost of delivering high-quality music education continues to rise. We are working to attract, develop, and retain exceptional teaching artists while keeping tuition affordable and scholarships available. Our programs need appropriate spaces, instruments, technology, and transportation. Families need flexible and accessible pathways into music education. And as more students look toward careers in music, we recognize that our responsibility cannot end when they graduate from high school.

We are meeting these challenges with intention.

Our Board-approved strategic plan is guiding investments in teaching artist development, organizational capacity, stronger financial systems, expanded partnerships, and long-term sustainability. We are strengthening the pathways that connect early childhood music experiences to private lessons, ensembles, advanced study, and future careers. We are also building our scholarship endowment so that opportunities available to students today will remain available to generations who follow.

And we are thinking beyond what a traditional music school can be—exploring how our facilities, partnerships, and music-industry resources can help young people and alumni develop the skills, experience, and connections needed to participate in the creative economy.

This is important work. It requires us to be thoughtful, adaptable, and willing to learn as we grow. Just like a band, we have to listen to one another, recognize what is needed, and do our part to make the whole stronger. We have more work to do. More students to reach. More barriers to remove. More musicians, leaders, and creative professionals to help develop.

And we cannot do it alone.  You belong in the band. And together, we can make sure the music keeps playing for generations to come.




**Regina Nixon**
Executive Director

## Executive Snapshot

**1,421**
Total program enrollments served FY 2025–26 (gross, not deduplicated)

**1,483**
Meals Served

**55**
Community Engagement Events (Concerts, Performances, etc.)

**3,913**
Total audience members across all events

**220**
Students enrolled in 2+ programs

**9,276**
Instructional hours delivered (all programs, corrected methodology)

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"Community"

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

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## 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.

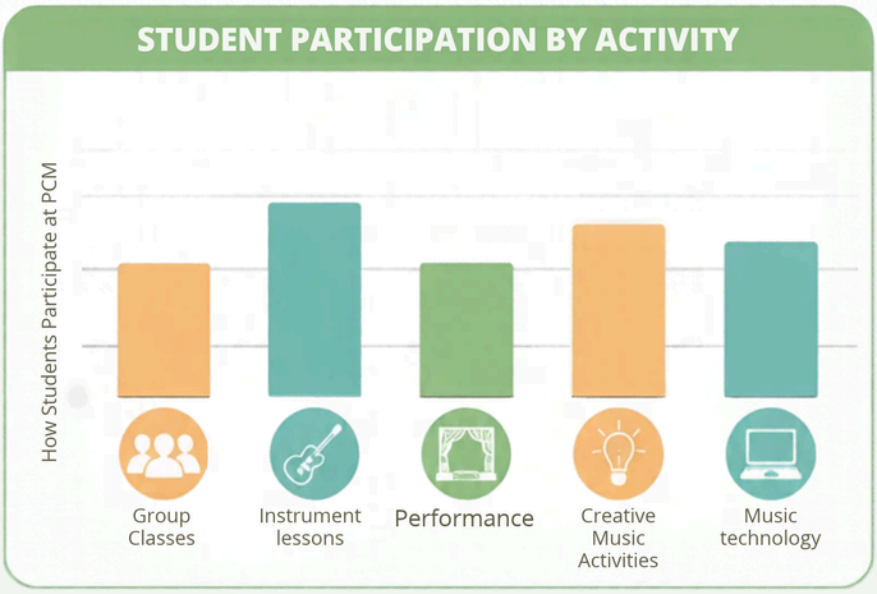
**every student deserves the chance to play...**



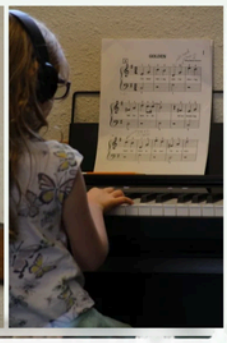
# Student Participation

Students taking part across music learning and performance.

MUSIC BUILDS BRIGHTER FUTURES









Every student has a place in the music.

"Education"

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

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| Program | Full Paid | Scholarship | Fin. Aid | Both/Partial | Total Aid | Total Students | % Aid |
|---|---|---|---|---|---|---|---|
| Private Lesson (Students) | 322 | 63 | 38 | 20 | 100 | 423 | 24% |
| Private Lessons (Units) | 3,896 | 808 | 1,193 | | 2,001 | 5,897 | |
| College Prep Program | 50 | 59 | 18 | — | 77 | 127 | 60.6% |
| Summer Camps | 321 | ~88 | ~14 | — | 102 | 423 | 24% |
| In-House Programs | 156 | ~17 | ~10 | — | 27 | 183 | 19% |
| Pre-Prep | 15 | 9 | 2 | — | 11 | 26 | 42.3% |
| School Programs | 0 | ~250 | ~ | — | ~250 | ~250 | 100% |

**1,330**
participants
1,201 youth ages 0-17

**9,276**
Instructional hours*
delivered, all programs

**55**
events
about 3,993 audience members

**95%**
feel safe at PCM
CPP Student Survey result

## ACCESS

**569+**
aid & scholarship enrollsments (about 39% of gross enrollsments)

**63%**
of College Prep / Pre-Prep students received aid — 88 of 139

**1,483**
meals saved to students and families

**$77,600**
in need-based support

**7**
instruments loaned

## PATHWAYS

**12**
seniors in the Class of 2026

**100%**
College Prep graduation rate, the Class of 2025

**$1.26M**
of scholarship offers earned by the Class of 2026

**73%**
of surveyed students considering a music career

**11**
summer intensive scholarships

## COMMUNITY

**30+**
Arizona municipalities represented

**73%**
of participants live in Phoenix

**67**
paid teaching artists & classroom employees

**80**
volunteers — 1,062 hours given

**250**
students through 6 school & community partnerships

"Empowerment"

**WE EMPOWER OUR STUDENTS TO MEET THEIR FULL EXPRESIVE POTENTIAL.**

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## A PATHWAY FOR EVERY YOUNG PERSON

### BELONGING

Feel seen, welcomed, and part of a community.

### CONFIDENCE

Build self-belief through encouragement and opportunity.

### CREATIVE EXPRESSION

Develop skills, explore your voice, and make a difference.








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# FROM FIRST NOTE TO MUSIC CAREER

**A student pathway that grows with every learner**



01 DISCOVER

**Early childhood**

Playful music experiences spark curiosity, confidence, and belonging.

**Find the joy**



02 EXPLORE

**Try and wonder**

Students sample instruments, singing, and ensemble music-making.

**Try something new**



03 BUILD

**Grow your skills**

Lessons, practice, and collaboration turn interest into ability.

**Practice with purpose**



04 COMMIT

**Own your sound**

Focused study and performance build artistry, discipline, and voice.

**Step into the spotlight**



05 LAUNCH

**Make your mark**

Students pursue music careers and lifelong creative opportunity.

**Keep the music going**

WHERE THE PATHWAY LEADS

| 12 | 100% | $1.26M | $6.7M+ | 73% |
|---|---|---|---|---|
| graduating seniors in Class of 2026 | college graduates since 2015 | scholarships earned by the Class of 2026 | scholarships earned by our graduates | of alumni pursuing or considering music careers |

**Phoenix Conservatory of Music • Every student. Every stage. Every possibility.**









"Accessibility"

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

## PROGRAMS

### COLLEGE PREP

An immersive, audition-based contemporary music program for grades 4–12. Weekly classes use nationally recognized curriculum, including Berklee resources, to build skills, confidence, and college or career readiness.

### PRE-PREP

A bridge program for grades 3–5 with weekly group classes in piano, songwriting, and audio production — building core skills and preparing students for advanced study.

### GROUP CLASS

Short-term music courses for Kinder–5th grade in voice, piano, ukulele, and guitar. Offered in 4- or 6-week sessions, these fun, skill-building classes introduce students to playing and performing in a supportive group setting.

### PRIVATE LESSON

Personalized year-round, one-on-one instruction across various instruments and voice, catering to all levels from 4 years old to adults.

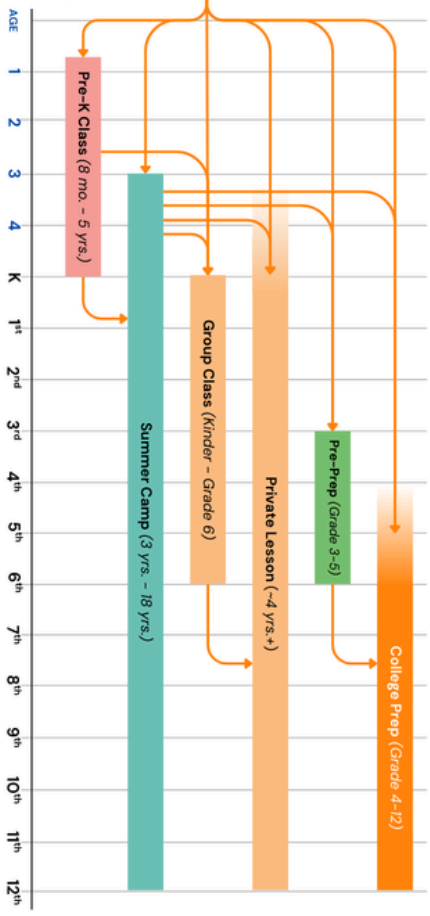
### SUMMER CAMP

One-week, age-tiered summer offerings; from half-day Pre-K sessions to full-day intensives for high schoolers; blending music instruction, performance, crafts, collaboration, and fun.

### PRE-K CLASS

Playful, interactive early childhood music classes—Parent-Tot and WeBop—offered in 8-week sessions that nurture development and bonding through singing, movement, and instrument exploration.

## PATHWAY




## WHY PCM

### FULL PATHWAY OF PROGRAMS

From beginner classes to pre-college training, PCM supports musical growth at every stage—ages 8 months to 18 years old.

### NATIONAL RECOGNITION

Designated a National Youth Program of Distinction by the President's Committee on the Arts and Humanities.

### EXPERT FACULTY

Learn from professional musicians and certified educators with experience on stage and in the classroom.

### SUMMER INTENSIVE & COLLEGE SCHOLARSHIPS

PCM students earn scholarships to elite external summer programs and often receive college scholarships to top music schools like Berklee College of Music and ASU Popular Music.

### CREATIVE COMMUNITY

Students feel safe, gain confidence, and are inspired to pursue music careers or college through performance opportunities, peer collaboration, skill-building, friendship, and creative expression.

### AFFORDABLE AND ACCESSIBLE

Sliding scale tuition, scholarships, and no audition requirements for many programs.

"Character"

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

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# from practice to possibility...



MI COLLEGE OF CONTEMPORARY MUSIC

Berklee City Music

Popular Music



**Arizona State University, Popular Music, Summer Program**
Amani Fabrizius, Junior, Voice
Eileen Cordova, Junior, Strings

**Musicians Institute Summer Shot**
Titus Hostler, Sophomore, Guitar
Mack Temple, Junior, Guitar

**Berklee Aspire City Music Scholars**
Marcelo Hartwig, Junior, Drums
Noah Allen, Junior, Bass
Brookelyn Nichols, Senior, Voice
Kolton Koller, Senior, Guitar






## Partners

Berklee City Music

Kids Cafe
St. Mary's Food Bank
El Sistema USA.
MUSICALLYFED
MIS MUSIC INDUSTRY STUDIES
MUSICIANS INSTITUTE
ASU
Popular Music
The Nash
Fervor
LA FRONTERA ARIZONA
WMN

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# our team...

Behind every successful PCM program is a team of dedicated staff, teaching artists, and board members working passionately to advance our mission. We want to take a moment to recognize and thank the people who make PCM's work possible






## Board of Directors

**Mr. David Clower, President**
President and CEO
National Trust Community Investment Corporation

**Ms. Cyndi Ramirez Ryan, Vice President**
Founder & CEO, Mas Talent Human Resources

**Ms. Karina Felix, Secretary/Treasurer Finance Committee Chair**
Bilingual Accounting and Finance Consultant Versus, LLC

**Ms. Deepa Salastekar Governance Committee Chair**
Consultant/Asset Manager, Kaiju Worldwide Governance Committee Chair

**Mr. David Sullivan Marketing Committee Chair**
Founding Partner, Farsight Federal Consulting

**Ms. Gloria Vasquez Fundraising Committee Chair**
Director of Workforce at Arizona Alliance for Community Health Centers

**Mr. Neal Bookspan,**
Attorney/Partner
Jaburg and Wilk

**Ms. Rusty Foley**
Retired, Executive Director for Arizona Citizens for the Arts, 2020 Shelly Award Recipient

**Mr. Manuel Ferrer-Herrera**
Vice President of Engineering, Ballast Technologies

**Mr. Samuel Ingram III**
Global Inclusion & Diversity Director, Medtronic

**Mr. Hunter Watts**
Economic Advisor, Chief Investment Officer USAID/Tomorrow Fund

**Ms. Sue Kapp**
VNSA Representative

**Ms. Karin Fedo**
VNSA Representative

**Ms. Vista Thompson**
VNSA Representative

**Ms. Gabi Pinilla**
PCM Student Representative

**Ms. Megan Brooks**
PCM Student Representative

## Administrative Staff

**Regina Nixon**
Executive Director

**Chiquita Taylor**
Development Manager

**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

**Lane Rogers**
Tech and Equipment Lead

**Wen Fong**
Pre-Prep SEL Lead

**Cynthia Moore**
Front Desk Lead

**Ty Parker**
Development Associate

**Israel Juniel**
Front Desk Associate

**Kai Burkhaulter**
Front Desk Associate

**Olina Fong**
Front Desk Associate

## Teaching Artists

*An Zhihuan, Stephen Avalos, Sadie Azersky, John Bacino, Neray Bailey, Matthew Barr, Jordan Blanton, Stormie Burky, Ronnie Colquitt, Stephanie Crawford, Dan Davis, Liliana de Leon Torsiello, Susan Dunn, Lisa Eisenberg, Josh Finnson, Wen Fong, Megan Frederick, *Diego Gonzalez, Payton Gunderson, Michael Gutierrez, Nicholas Hildebrandt, Elizabeth Jones, Jeff Jones, Michael Judge, Amy Krajewski, Jacob Leyba, Andrew Lineweaver, Alyssa Marksz, Kiernan Marriott, Nick Martinez, Ann McGregor, Diego Miranda, Glen Niles, Regina Nixon, A.J. Odneal, Kyler Paden, Ty Parker, Kyle Perez, Alisa Phoenix, *Jude Poorten, JP Rabusa, *Lane Rogers, Meghan Ruel, Jules Schubert, Robert Shapero, Jacob Silverman, Jiyeon Son, Breanna Stephens, Akshara Sundararajan, Peter Torsiello, Teresa Valenzuela Mertz, Jack Uppling, Lys Wainwright, Hannah Warcola, Donna Wilde*

**- indicates alumnus of the Phoenix Conservatory of Music*

PHOENIX CONSERVATORY OF MUSIC · FY2025-2026

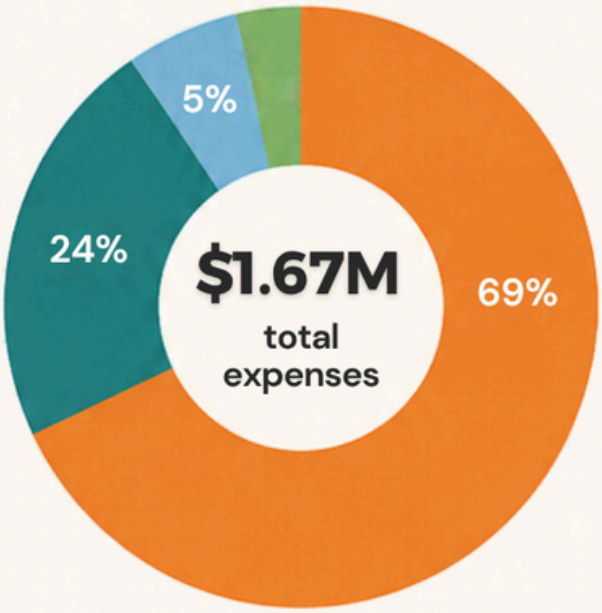
# How We Turned Out

Revenue and expenses: July 1, 2025 – June 30, 2026 · Accrual basis

| $1.88M | $1.67M | $210,468 |
|---|---|---|
| **total income** | **total expenses** | **net income** |
| 100% of board-approved budget | 95% of board-approved budget | budgeted at $118,342 |

## WHERE THE MONEY WENT

Total expenses: $1,667,465




| | | |
|---|---|---|
| Personnel | 69% | $1,157,465 |
| Operating | 24% | $394,887 |
| Direct program | 5% | $90,726 |
| Depreciation & financing | 2% | $26,428 |

## WHERE THE MONEY CAME FROM

Total income: $1,875,510

| | | |
|---|---|---|
| Individual donations | $589,673 | (31%) |
| Grants | $375,503 | (20%) |
| In-kind donations | $172,489 | (9%) |
| Special events | $26,960 | (1%) |
| Board & corporate | $20,950 | (1%) |

## INCOME EARNED

Total earned: $689,934

| | | |
|---|---|---|
| Private lessons | $501,195 | (27%) |
| In-house & camps | $76,365 | (4%) |
| College Prep | $73,828 | (4%) |
| School-based | $28,710 | (2%) |
| Other earned | $9,836 | (1%) |

## THE BOTTOM LINE

**Income finished at 100% of budget and expenses at 95%.**
**Net income of $210,468 beat the $118,342 budget.**

Source: Budget vs Actuals, 2025-2026 Board Approved Budget v3 (9/27/25), Classes, July 2025-June 2026, generated Nov 17, 2026, accrual basis, UNAUDITED DRAFT — figures pending final audit.
Includes in-kind donations of $172,489, in-kind rent of $135,660 in operating expenses.

Phoenix Conservatory of Music

# the people behind the music...















Berklee City Music

Visionary Partners: The Family of William R. and Lelia Schulz
The Larkin Scholarship Fund, Villa Cheery LLC & Mongepoint

THE DIANE & BRUCE HALLE FOUNDATION

VIRGINIA G. PIPER CHARITABLE TRUST

CMAF FOUNDATION

ARIZONA COMMUNITY FOUNDATION

arts + culture CITY OF PHOENIX

WEST VALLEY ART MUSEUM

ANALOG DEVICES AHEAD OF WHAT'S POSSIBLE™

ARIZONA COMMISSION ON THE ARTS

CF THE CARMODY FOUNDATION

Boyd & Mary Rawley Audio Recorders of Arizona Scholarship Fund

WESPAC CONSTRUCTION INC.

MAKING A DIFFERENCE THUNDERBIRDS CHARITIES

APPLIED MATERIALS FOUNDATION

JW JABURG WILK LAW FIRM

arts scottsdale

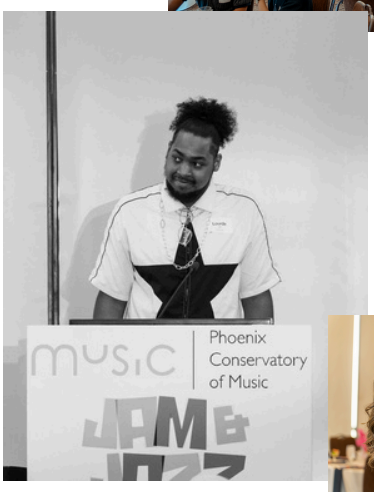
SCOTTSDALE COMMUNITY BANK

THE Les Paul FOUNDATION

SKB CASES

aps

Sweetwater Music Instruments & Pro Audio





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# hall of giving

**PCM Legends - $25,000+**
John & Joan D'Addario Foundation
The CMA Foundation
The Diane and Bruce Halle Foundation
The Family of William R. and Leila M. Schulz
The Larkin Scholarship Fund
The Virginia G. Piper Charitable Trust
Volunteer Nonprofit Service Association Inc.
West Valley Art Museum

**PCM Icons - $5,000 to $24,999**
Analog Devices Foundation
Arizona Musicfest
Hungry For Music
Jaburg and Wilk Foundation, Inc.
James McNerney
Jan Johnson
John Dixon
Patrick Cantelme
Phoebe Johnson
Rick Beck
Scottsdale Arts
Thomas and Laurie Carmody
Wespac Charities

**PCM Rock Stars - $1,500- $4,999**
Adam and Megan Harben
Andrew Fabrizius
Arthur Strong II
Barbara Gant Donor Fund
Ben and Kelly Koller
Brian Ellis
Carco Industries
David Clower
David and Dee Elston
David Hartwig
David Hilker
Don Manthe
Estevan Curiel
Gloria Vasquez
Heather Groynom
James Peterson
Kevin Overbay
Kim Jurick
Leslie Soncco
Lisa Rosas
Martin Davis and Mariea Devera
Mary T. Miller
Meghan Ruel and Diego Miranda
Mitch Turbenson
Neal and Jennifer Bookspan
Patricia McFarlin
Patrick Stevenson
Ralph and Savanna Sandoval
Raza Development Fund
Richard Dombrowski
Ron and Regina Nixon
Sadie Azersky
Samuel Ingram
Scottsdale Community Bank
Stephanie Small
Susan Berk
Tammy S. Austin
The Les Paul Foundation
Tim and Cyndi Ryan
Tyler Davis
Vincent and H. Leona Carfagno
William and Linda Langer
William Deichmann

**PCM Superfans - $500-$1,499**
Amanda Ho
Amy Heisler
Andrea Fabrizius
Barbara Homs
Benevity Causes
Bernadina Hale
Betsy Buxer
Bill Remy
Chalette Hartwig
Cindy Braun
Cory and Mike Underhill
Dan and Toni Rogers
David Sullivan
Diana Cohen
Doug Gavilanes
Eric and Joal Redmond
Eric McDowell
Erin Barringer
Evan Scannapieco
Executive Charities
Gabriela Pinilla
George Jackson
Hisami Dillard
Jason Ryan
JD Kemper
Jeff Freundlich
Jewish Community Foundation of Greater Phoenix
Joe Hesley
Johnathon Bernat
Jordan Brown
Josh Simons
Joshua Pettit
Justin Liu
Karin Fedo
Karina Felix
Kenneth Reinstein
Kristen Guerin
Loril Gibson-French
Mark Schwartz
Mary K. Florian
Max Underwood
Melissa Huckins
Michael Gates
Michael Hudson
Miguel Arroyo
Mikhail and Galina Svoiski
Nancy Harvey
Olga Karoui
Oscar de las Salas
Pablo and Kristine Villalon
Patricia Pittman
Patricia Stancil
Patti Graetz
Peter Torsiello
Philip Dobbin
Phillip Wescott

**PCM Superfans - $500-$1,499 continued**
Rachel Rudibaugh-Arreola
Rayce Wiggins
Rusty Foley
Samantha Franklin
Sandy and Jeff Raynor
Sentimental Swing
Shoshana B. Tancer Survivor's Trust Fund
Susan Sorgen
Sweetwater
Terrance Ellman
Vista Sumner Thompson
Zackary Flodeen
Zig Fang
Zsaber Gerett



Because of you, the music plays on. PCM is fortunate to have a community of generous donors – individuals, families, foundations, corporations, and community groups – who believe in our mission and invest in our students. This section is dedicated to acknowledging those supporters who made the 2025–2026 year a success. We extend our heartfelt gratitude to every donor; whether you contributed $5 or $50,000, you are an essential part of the PCM family.

*Thank You*

Phoenix Conservatory of Music
**1316 East Cheery Lynn Road**
**Phoenix, Arizona 85014**




Please consider PCM in your year-end giving!

As an Arizona Qualifying Charitable Organization, PCM offers eligible Arizona taxpayers the opportunity to receive a dollar-for-dollar state income tax credit for qualifying donations, up to:

- $506 for single filers
- $1,009 for married couples filing jointly

# your place in the band

**Every Gift Makes a Difference. Transformational Gifts Change What Is Possible.**

Whether you are a parent, student, teaching artist, volunteer, community partner, or donor, you are part of this band. Your generosity, time, and talent help make PCM a place where young people are seen, supported, and celebrated.

Our vision is ambitious, but our belief is simple: Talent is everywhere, and opportunity should be, too.

As PCM grows, we are expanding access to music education, strengthening pathways to college and creative careers, investing in our teaching artists, and building resources to sustain opportunities for generations to come.

Transformational giving isn't just about the size of a gift. It's about what becomes possible because someone chooses to invest in another person's future.

Find Your Place in the Rock & Roll Hall of Giving

- **Annual & Monthly Gifts:** Provide consistent access to scholarships, instruments, instruction, and mentorship.
- **Leadership & Transformational Gifts:** Invest in program expansion, facilities, creative workforce development, and long-term sustainability.
- **Gifts of Stock & Appreciated Assets:** Explore tax-efficient ways to make a meaningful impact.
- **Planned & Legacy Gifts:** Create opportunities for future generations through estate gifts and the Larkin Scholarship Fund.
- **Arizona Charitable Tax Credit:** Eligible taxpayers can support PCM while receiving a dollar-for-dollar Arizona income tax credit, subject to applicable limits. This is one of THREE tax credits you can take: School, Foster Care and the Qualifying Charitable Organization Tax Credit (that's us!). **Our Arizona QCO number is 20958.**

*"What I would tell a donor is what they provide quite literally makes dreams come true. It makes the things that appear impossible possible."— PCM Student*

The next generation is ready to play.
Help us make sure everyone has a place in the band.
**Give. Connect. Create a Legacy.**

Phoenix Conservatory of Music