



## A 501(c)(3) nonprofit school of music.

October 2022

Dear Supporter,

When the Uptown Music Collective first opened its doors in April of 2000 at 445 Market Street, Williamsport, it operated under a set of guiding principles that still act as the school's North Star today. One of those key principles was that *no deserving student should ever be turned away due to their inability to pay.*

Having grown up in a single-parent household, I know what a stretch it would have been for our family to be able to afford the type of education the UMC offers. As the Collective's founder, I wanted to make sure that any kid with a strong work ethic and a powerful desire to learn could participate fully in what we offer. So, in those early days as a sole proprietorship (2000-2005), we committed to two strategies to make this key principle a reality.

First, we committed to keeping our prices affordable by focusing on alternative sources of income, like our popular student performances to supplement tuition income (17% of income) and becoming a nonprofit organization in 2006, and immediately focused on writing grants to upgrade school equipment (9%) and seeking donations to offset program expenses (32% of total revenue in 2021/22).

Today, the school is still focused on the affordability strategy; however, price increases are inevitable as the cost of doing business rises. But thanks to community support through donations and partnerships, along with the UMC's continued effort to seek creative revenue streams and a continued focus on controlling expenses, the UMC has only enacted two price increases in the past nine years for a combined total increase of 11% -- from \$118 per month in 2014 to \$125 in 2015, and to the current rate of \$131.25 in 2019. *(To put these costs into perspective, the School of Rock, a for-profit school vaguely similar to the UMC, charges a minimum of \$275 per month for lessons – [www.schoolofrock.com/guitar-lessons](http://www.schoolofrock.com/guitar-lessons).)*

The second strategy involved taking deserving students who could show a financial need and a strong desire to learn music on a pro bono basis. These students would, in return, be required to help around the school with various responsibilities, such as cleaning, setting up and maintaining equipment, and, when they had developed sufficient skills, lead workshops and assist in teaching classes. This practice continued at the UMC through 2015 and allowed some of the school's finest students to receive a high-quality music education they couldn't otherwise afford.

In 2016, this practice of bringing in students on a pro bono basis was replaced with a Scholarship and Financial Aid program, thanks to the inspiration and help of generous members of our community, local businesses and corporations who believed in the school's work. Since the scholarship and financial aid program's inception in 2016, the Uptown Music Collective has awarded more than \$137,000 in scholarship funds and financial aid to 125 students.

Thanks to you and the support of our community, for the past 22 years we have been able to provide more than 1,000 deserving students with a powerful education that goes way beyond music, alongside unparalleled onstage experiences that will live in their memories for a lifetime. Donating to our annual campaign will help to ensure that we can continue to provide current and future generations with the same opportunities. Please consider making a donation today.

Sincerely,

Dave Brumbaugh – Executive Director and Founder, Uptown Music Collective

**P.S. Every donation, big or small, helps us to connect more kids with music.**

*The official registration and financial information of Uptown Music Collective may be obtained from the Pennsylvania Department of State by calling toll free within Pennsylvania, 1-800-732-0999. Registration does not imply endorsement.*