

# HOCHSTEIN

2020-2021 ANNUAL REPORT





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2020-2021

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*Photo: Hochstein Concertino Strings rehearsal - November 7, 2020*



Dear Friends and Supporters of Hochstein:

Without a doubt 2020-2021 was another challenging year. And yet, Hochstein continued to help our community maintain its resilience – and to provide our life-affirming music and dance education programs and expressive arts therapies!

The summer of 2020 was quite an achievement: a record enrollment in individual lessons, despite being fully online. Though most of our usual summer camps, workshops, and classes could not run, we looked to the fall with anticipation that we could resume some in-person classes, if we put the right practices in place.

We did so with great success!

Incredibly, our lesson enrollment rose to over 90% of pre-pandemic levels. We resumed some ensemble, dance, and other class activity. We were especially limited in providing services to many of our Expressive Arts clients.

- About 50% of our individual lessons remained online – required for all wind and voice lessons but also available for any student/faculty member who chose this option.
- All-school recitals took place via Zoom, and we kept our community partnerships going, virtually, to the greatest extent possible.
- Through our partnership with WXXI, we offered two short seasons, fall and spring, of “Live from Hochstein” – performed on our stage but without in-person audiences.
- In late spring, we began to have some hybrid student performances – permitting small, distanced, masked audiences in person while offering live-streaming/recording to others. It was truly a joy to experience live music-making!

In all, 1,885 individuals of all ages – from 6 months to over 90 years – participated in our music, dance, and expressive arts programs – and 36% of these participants were awarded a total of \$175,000 in tuition assistance. In spite of the pandemic, we partnered with other organizations and schools including the YMCA, RCSD, ROCmusic, and Nativity Preparatory Academy, to offer individual and group lessons to hundreds of children and youth throughout the city, ensuring that they could flourish from the expertise, attention, and care that our instructors provide.

We are grateful to donors who contributed through two events – our December 9 “Happy 100th Hochstein!” virtual event celebrating the conclusion of our centennial year, and our June 19 hybrid event “Celebrating Apart to Bring Us Together!” with small gatherings hosted by members of our Board, combined with a virtual program. Many thanks to all who helped us achieve success!

Hochstein has continued to faithfully and nimbly execute its mission. We’ve awarded tuition assistance to many individuals, and maintained our core offerings across the School. Despite constantly changing scenarios, our expert faculty and staff renewed their dedication to delivering our programs online or off-site for hundreds of children and youth who benefit from arts learning.

Everything that has been accomplished is due to the kind and generous support of many individuals, foundations, and corporate sponsors who believe in the mission of Hochstein and the value of arts education. This community effort is why our School remains a hub of Rochester, and an integral part of the healing and growth of our city and surrounding area.

I offer my heartfelt thanks and deepest appreciation to all of you who have been a part of this united effort – to preserve and strengthen the amazing legacy of David Hochstein and Emily Sibley Watson. We look to the future with hope and anticipation of the wonderful things to come for this amazing institution!

Sincerely,



Dr. Margaret (Peggy) Quackenbush  
President & Executive Director





# HOCHSTEIN STORIES

*“HOCHSTEIN gives you SKILLS ...”*

Miriam was a student in Hochstein’s Mini-Dancers program. Her mother says, “Miriam’s spoken language is not very strong, but she does express herself through movement and I think that’s one of the powerful things about music and dance. Since she’s come here, I have seen her growth, her interaction with other kids, her desire to

dance. ...  
Hochstein gives you skills and helps you learn how to implement them in real life. Dance and music – it’s a unique part of what makes us human beings.”



*“You’ve TAUGHT me INVALUABLE LESSONS about not only VIOLIN but LIFE.”*

Violin student Chris Han and his sister Jeslyn started studying with Marcos Kreutzer when he first joined the Hochstein faculty in 2008. In 2021 Chris graduated high school and planned to attend Binghamton University in Finance.

Both he and his sister have been in all the Hochstein orchestras as well as taking piano and Suzuki lessons at Hochstein.

Chris played his senior recital and his teacher couldn’t be prouder of him. Chris thanked Marcos, saying, “You’ve taught me invaluable lessons about not only violin but life. I hope my kids one day have the same love for music that I do, that you’ve shown me.”

He added, “Mr. Marcos also got me started in the Hochstein orchestra program which also was a major influence in my life. I’ve made amazing memories and met some of my closest friends through the program. None of which would have been possible without Mr. Marcos.”



# STORIES CONT'D...

## BRYNN *and* CAROLINE *have been* SINGING TOGETHER *for* 15 YEARS!

Brynn Peters and Caroline Fountain started music classes at Hochstein at the same time at age 3, first in Little Singers with Alice Pratt, then joining Hochstein Youth Singers with Director Maryellen Giese from fourth grade on. They both also have taken voice lessons with Dr. Sandra Boysen Sluberski and have participated in Hochstein's recitals. As high school seniors, they had spent 15 years singing together at Hochstein.

Caroline says, "There's nothing else I would rather do with my life than be singing. ... I feel like if I didn't have Miss Giese, I'm not entirely sure that I would be going into music. She had such a big impact on my life. ... She prepped me for how I should act in an ensemble and really paying attention."



Brynn credited Giese for helping her learn better discipline, focus, and concentration – things that will help her throughout her life. Brynn adds, "When I was younger, I never felt like she was forcing me to learn, just that she made learning so fun and engaging."



For their last year at Hochstein, they wanted to sing a duet together. In March, they performed "I Will Never Leave You" from *Side Show* for the Hochstein Youth Singers' "3 Minutes of Fame" concert. This online version had them singing their parts separately at home, but then merged together with the magic of technology by Jon Madden – a Hochstein alum.

Caroline says, "I really owe it to my parents for signing me up for Hochstein. I think I would not be the same person today if I didn't go to Hochstein. For many years, it was the best part of my week. ... [Hochstein is] a piece of me now. I feel like if I stopped, a chunk of my being would be missing."





# 2020-21 HIGHLIGHTS

*From the STAFF and FACULTY to the PARENTS and STUDENTS,  
The Hochstein School's COMMUNITY is RESILIENT.*

The 2020-2021 school year was the first full year spent braving the pandemic. During this time, we worked to keep people safe and found unique ways to keep our students engaged.

We temporarily hired health screeners to ensure no one entering the building was experiencing symptoms of COVID-19. In order to accommodate social distancing, group activities were limited in size and held in large rooms, such as the Performance Hall and dance studios.



Concerts, recitals, and special events – such as our Honors Convocation and our fundraising event *Celebrating Apart to Bring Us Together* – were live-streamed and in some instances held with limited numbers of audience members.





# *Despite the obstacles, our COMMUNITY continued to CONNECT, GROW, and to HEAL.*

Thanks to everyone's efforts, Hochstein was able to serve a total of 1,885 students this school year; 1,440 through music and dance programs and 445 through expressive arts therapy.

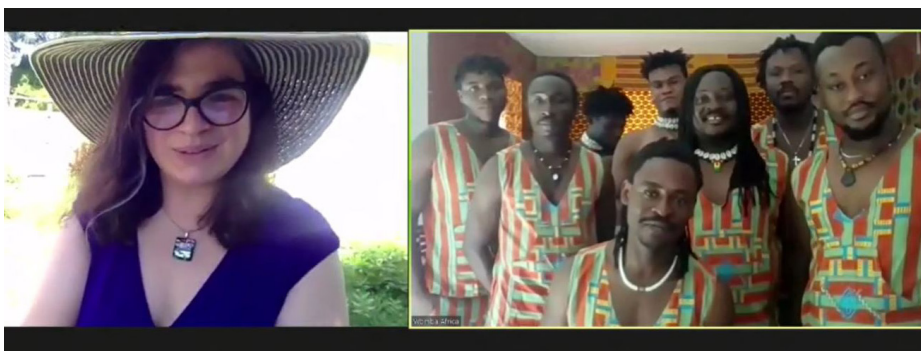
To ensure equitable access to arts education, the school awarded \$175,000 to 677 of these students with limited financial means. These figures are lower than previous years due to challenges presented by the pandemic. However, our mission is to provide people of all ages, backgrounds, and abilities with access to excellent music and dance education in a community that nurtures and encourages personal achievement. In those terms, the year was a success.



We are proud to say that we continued to partner with other community organizations during this time to provide music and dance education as well as arts therapy services, including:

- Nativity Preparatory Academy – a new partnership that reached 22 students through contemporary dance classes, guitar classes, and drumming classes.
- Music teachers of the Rochester City School District and the Rochester Education Foundation – to provide their students with 28 summer scholarships for lessons, classes, and camps.

- Our collaborative partners in ROCmusic – Eastman School of Music, Eastman Community Music School, Rochester City School District, City of Rochester, Rochester Philharmonic Orchestra, and Gateways Music Festival – to support immersive music instruction to 155 city students in grades 1-12.
- WXXI – who helped present Live from Hochstein, a live noontime concert series broadcast to the entire community from our beloved Performance Hall, and Hochstein at High Falls. A virtual showcase in August 2020 featured John Dady, Hanna PK, and Womba Africa that was produced with the help of High Falls Business Association.

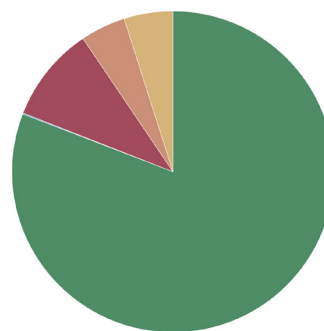


# 2020-21 FINANCIALS

## OPERATING EXPENSE & REVENUE\*

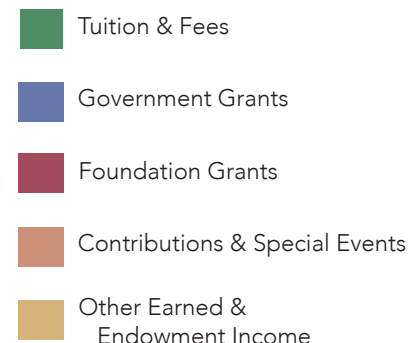
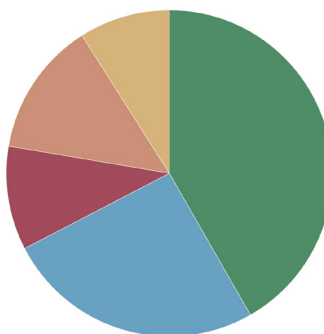
### Expense

Wages/Salaries & Benefits	\$ 1,891,370
Program Supplies & Services	\$ 2,555
Occupancy	\$ 224,679
Outside Professional Services	\$ 106,076
Promotion & Other Expenses	\$ 114,721
<b>TOTAL EXPENSE</b>	<b>\$ 2,339,401</b>



### Revenue

Tuition & Fees	\$ 1,180,381
Government Grants	\$ 731,927
Foundation Grants	\$ 293,031
Contributions & Special Events	\$ 380,237
Other Earned & Endowment Income	\$ 256,717
<b>TOTAL REVENUE</b>	<b>\$ 2,842,293</b>



## 2020-21 STATEMENT OF FINANCIAL POSITION

as of 6/30/2021

### Assets

Current Assets	\$ 1,316,964
Property & Equipment	\$ 3,515,519

### Other Assets

Investments	\$ 4,975,850
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### TOTAL ASSETS

**\$9,808,333**

### Liabilities

Current Liabilities	\$ 246,722
Long-term Liabilities	\$ 398,870

### TOTAL LIABILITIES

**\$ 645,592**

### Net Assets

#### Without Donor Restrictions:

Undesignated	\$ 3,800,607
Board Designated Quasi-Endowment	\$ 3,341,095

#### Total Without Donor Restrictions

**\$ 7,141,702**

#### With Donor Restrictions:

Purpose Restrictions	\$ 598,872
Perpetual in Nature	\$ 1,422,167

#### Total with Donor Restrictions

**\$ 2,021,039**

### TOTAL NET ASSETS

**\$ 9,162,741**

### TOTAL LIABILITIES AND NET ASSETS

**\$ 9,808,333**

\*FY21 surplus was the result of two major pandemic- related revenue items from the federal government:

1. Forgiveness of our April 2020 PPP loan, which occurred in December 2020 and therefore booked as a revenue item in FY21.
2. Unbudgeted and unanticipated Earned Income Tax Credit revenue.





# THANK YOU, DONORS

Thank you to our donors in the 2020-2021 School Year!

The following list includes gifts received between July 1, 2020 and June 30, 2021 from those who have generously given their time, talent, services, and dollars to support Hochstein and its students. Their thoughtful patronage ensures Hochstein's continued success and we cannot thank them enough.

If you have any questions regarding your gift(s), please contact Alette Jordan, Director of Development and Community Engagement, at (585) 454-4403.

*Unfortunately, due to space constraints, only those donors of \$100 or more have been listed. We sincerely apologize for this and hope you understand. If you find your name has been listed incorrectly or you believe was inadvertently omitted, please contact the Development Department at (585) 454-4403.*

\*deceased

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