

# Annual Report ~ Our 32nd Season

FISCAL YEAR 2019 • JULY 1, 2018–JUNE 30, 2019

## Leadership Message: CLOSING OUT THE DECADE

Fiscal Year 2019 saw The Discovery Orchestra close out a decade of music listening education with programs that validated our interactive approach, and with preparations for a major TV program to kick off our next decade of listener engagement!

As we reflect on last season, we know we couldn't have done any of it without you, our dedicated supporters. Here are some of the highlights of a year filled with live events, community outreach, and brand new media content:

- **2 Discovery Concerts** at Drew University—including numerous student groups in attendance for whom we provided bus transportation
- **3 Intimate Afternoon & Evening Recitals**—from the captivating cello sounds of NY Philharmonic member Maria Kitsopoulos to the “sassy” sounds of saxophones to a taste of jazz
- **8 Outreach Programs**—for student and senior community groups in Essex, Morris, Passaic, Somerset and Union counties
- **3 New Discovery Orchestra Chat Videos**—movements from Stravinsky's *Firebird Suite* are explored utilizing on-screen Listening Guides

• **22 New Radio Episodes**—our bi-monthly radio program, *Inside Music* on WWFM The Classical Network, provided mini-listening lessons during live broadcasts and via webcasts.

Behind the scenes in FY19, a lion's share of planning efforts were centered on pre-production for our next public television show, *Discover The Firebird*, recorded on September 22, 2019. The program featured the music of Igor Stravinsky and the exciting sound of over 80 members of The Discovery Orchestra! We are pleased to report that this one-hour program will have its premiere on NJTV in April 2020 and that national distribution will begin in May. Based on past Nielsen statistics, the show will likely be seen by more than one million viewers over its three-year broadcast window, and will later join our previous productions in the catalog of Films Media Group for classroom streaming, and be available on Amazon Prime.

Mission fulfillment on this scale—especially for a small music education nonprofit—could not happen without a strong network of supporters, partners and fans. Thank you again for playing your part (pun intended!) in bringing active classical music listening to the forefront to close out the decade.

With our best wishes,



*Virginia Johnston*  
Virginia Johnston  
Executive Director



*Stephen Reynolds*  
Stephen Reynolds  
President, Board of Trustees



*George Marriner Maull*  
George Marriner Maull  
Artistic Director

Break Through Classical Music  
**THE DISCOVERY ORCHESTRA**  
George Marriner Maull, Artistic Director

# Season Highlights



Maestro Maull and the Orchestra during a teaching segment at the *Bartók à la Mode* Discovery Concert in April



After our *Re-Discover Your Childhood* Discovery Concert, pianist Fei-Fei shared a master class with students from the *Keys 2 Success* piano program in Newark



The Dan Crisci Jazz Quartet performed an uplifting *Taste of Jazz* Intimate Afternoon program at a beautiful home in Pottersville



Guests enjoyed our annual Patrons' Dinner, held in the enchanting Conservatory at The Madison Hotel in Morristown



Students from the Paterson Music Project joined us for the *Bartók à la Mode* Discovery Concert in April



Board President Steve Reynolds accepts the 2019 *Discovery Award* from Executive Director Ginny Johnston and Board Treasurer Bill O'Connor

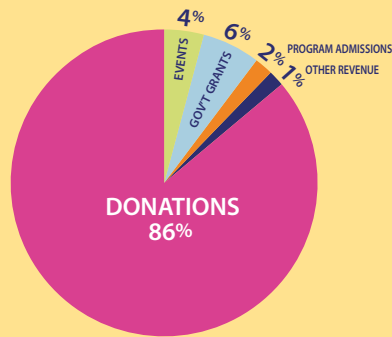


Cellist Maria Kitsopoulos was featured at our *Captivating Cello* Intimate Evening recital

# Financial Snapshot

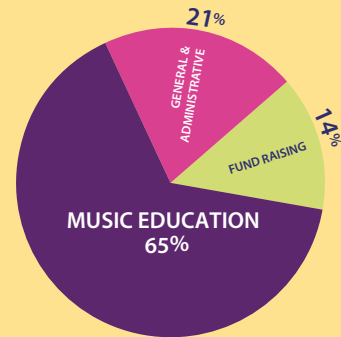
## FY19 Revenues & Support

\$456,115\*



## FY19 Expenses

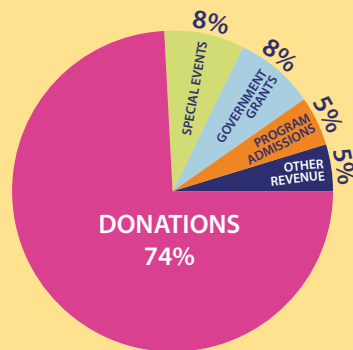
\$297,192



\* The increase in revenue during FY19 was primarily related to the *Discover The Firebird* production campaign.

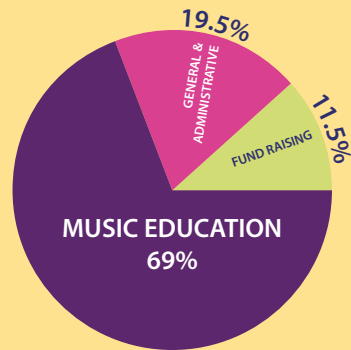
## FY18 Revenues & Support

\$347,035



## FY18 Expenses

\$361,471



# Audience Feedback

"It was a euphoric event for all of us at Keys 2 Success yesterday. The kids and families were just overflowing with excitement all the way home, and well into the night, as I continued to receive happy and grateful texts from parents... Thank you George and Fei-Fei for the wonderful, educational, and entertaining presentation." —*Jee-Hoon Krska, Director, Keys 2 Success*

"I think your Inside Music radio show is fantastic, and I've passed on the link to some friends... It's like a mini private class with wonderful music! What a great idea!" —*Inside Music radio listener*

"This is my second Discovery Concert... I am amazed that [you] can show musical concepts to non-connoisseurs without sugar-coating or 'babying' the listeners. Wonderful!" —*Discovery Concert attendee*

"I found this item [Discover Dvorak's New World video series] on Amazon Prime by chance. It is one of the best instructional videos I know... In short: [it] will influence your understanding and enjoyment of this symphony (and musical structure in general) for the rest of your life." —*Amazon U.K. review*

"The students who enjoyed the concert the most were the ones with the least musical experience; they all commented quite positively on being able to follow your examples and learn along the way!" —*Leslie Sprout, Associate Professor of Music, Drew University*

## PROGRAM SPONSORS



Programs were made possible in part by funds from the New Jersey State Council on the Arts, a partner agency of the National Endowment for the Arts.



Mr. & Mrs. Sterling L. Pierson  
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We gratefully acknowledge the following contributors who generously supported The Discovery Orchestra during fiscal year 2019.

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The Discovery Orchestra teaches the listening skills that help people emotionally connect with classical music. We achieve this through live performances, intimate gatherings and media programs.

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