

DQCO

### 2022-2023 Impact Report

With a joyous love of song and an inviting spirit, Tosco Music is breaking down the barriers between performers and audiences to celebrate the incredible power of music and bring people together.

### **TOSCOMUSIC.ORG**

FABFEST

FABFEST



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#### PHOTO CREDITS

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# THANK YOU

More than 30 years ago, Tosco Music was born out of a love of two things: *music* and *community*. What started with a circle of friends gathering in my living room to share songs has grown into a nonprofit organization, and spread like never before. We've seen an increase in diversity in every way, in our performers, scholarship applicants, and audiences.

This past year, we worked with more than 300 musicians and presented 4 Tosco Music Parties at Knight Theater. Our community outreach programs grew to 103 events at 27 different locations, including our monthly open mic, and performances at senior communities.

We expanded our musician support initiatives by awarding over \$12,000 in music scholarships, sending 28 students and young adults to band camps and workshops, helping with music lessons, providing instruments, and much more.

We also presented our annual Beatles festival, FabFest, where fans from across the Southeast *come together* to celebrate the music of the Beatles.

None of this would have been possible without you. You showed up: in person for TMPs and Tosco Music Open Mic, and in giving your resources and volunteering your time.

We're the thriving nonprofit we are today because of *you*, and I'm truly grateful.

As we look ahead, we have many wonderful events and opportunities in the works, and we need you like never before. So, I humbly ask you, whether you've supported us in the past, or are considering doing so for the first time, to partner with us in cultivating local music of all genres, musicians of all ages, and community from all backgrounds...one song at a time.

Thank you for believing, thank you for giving, thank you for your support. It's always been, and continues to be, all about the music and community.

**John Tosco** Founder, Executive Director



# PURPOSE

As a cultural arts nonprofit organization, Tosco Music provides live music with purpose throughout the Charlotte region.

Tosco Music presents a wide variety of music through performances and outreach programs, fosters a sense of community among listeners and performers through inclusive participation, and connects professional and amateur musicians to share and inspire one another.

### What we stand for:

- Building Community
- Celebrating Diversity
- Supporting Musicians
- Serving Older Adults
- Nurturing Young Musicians





"I value my service on the board of Tosco Music because I believe their mission of sharing great live music strengthens the fabric of the Charlotte community."

#### Lance Ollivierre Board Member





# PROGRAMS

#### **Tosco Music Party**

Tosco Music Parties started more than three decades ago in John Tosco's home. Today, music lovers fill Charlotte's Knight Theater for an evening that is as familiar and friendly as it was in John's living room. Musicians of all ages, genres, and backgrounds gather to share their craft with enthusiastic audiences. All TMPs include Tosco Music's trademark singalongs with the audience.

#### **Musician Support**

Celebrating music and music-makers is at the core of everything Tosco Music does! Musicians from all walks of life come together on our stages and through our programs in the community. Connections with new audiences and other performers, music scholarships, and paid performance opportunities are just a few of the ways Tosco Music supports musicians.

#### **Tosco Music Open Mic**

Tosco Music hosts an eclectic and family-friendly open mic at The Evening Muse. This unique, monthly gathering opens with audience singalongs and welcomes performers of all ages and experience levels to play before an incredibly supportive audience of music lovers.

#### **Community Outreach**

Tosco Music provides live music in the community at events that are free and open to the public, at older adult programs throughout Charlotte, and with various community partners. To increase access to the arts for all, Tosco Music makes free TMP tickets available to area nonprofits to include the communities they serve.

#### **FabFest - Charlotte's Beatles Festival**

The annual Tosco Music Beatles Tribute sold out consistently over 15 years. In 2019, Tosco Music expanded it to create FabFest, a full weekend of festivities! FabFest draws fans from across the southeast to the Queen City and is well on its way to becoming a unifying community tradition and premier live-music destination event for Charlotte.











### **FROM THE BEGINNING:**

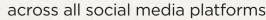
years of Tosco Music Parties

years as a **nonprofit organization** 

TOSCO MUSIC PARTIES!

2 years of Tosco Music Open Mic

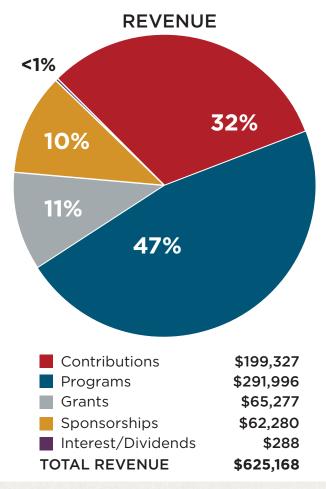
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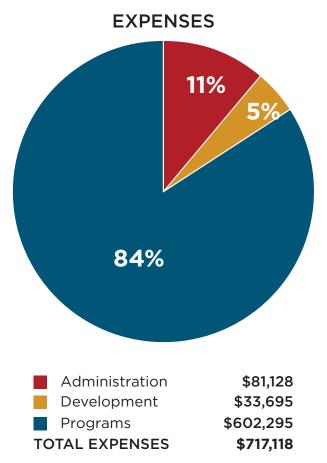




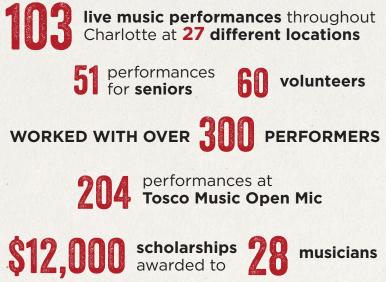
# FINANCIALS

Tosco Music's FY23 unrestricted income and expenses are shown (July 1, 2022 - June 30, 2023). Over the past few years, Tosco Music built a financial surplus of greater than \$300K in order to add staff. In FY23, Tosco Music began to dip into surplus for hiring; initial costs are higher as staff becomes trained and experienced. We expect to continue to use this surplus for the next 2 years to reach staffing needs before resuming a balanced budget. Our nonprofit financial history is available in detail on Guidestar as Tosco Music Parties, Inc.





### IN 2022-2023:





# *Greating* **CONNECTIONS**

Music connects us, brings joy, and bridges divides! Tosco Music events bring nationally recognized acts and undiscovered artists to the stage, with audience members enthusiastically singing along.

Tosco Music's outreach programs connect artists with new audiences, new venues, and with each other. Our impact relies on our success creating connections and building community for artists and audiences alike. "Building community and strengthening our connections through music, singing, gathering, simply generating JOY is what Tosco Music does for the greater Charlotte region. Creating and enhancing that sense of belonging is truly remarkable and so important for each and every one involved."

> Joe Kuhlmann Co-Owner, The Evening Muse









## *Building* COMMUNITY

Tosco Music has been building community through music in Charlotte for more than three decades with TMPs, Tosco Music Open Mic, senior programs and performances on stages across the region.

We serve our community with four impact areas: bridging cultures through music, supporting musicians of all ages, drawing audiences to Charlotte, and cultivating audiences across generations.

Our third FabFest in 2022 brought attendees from across the Carolinas and 14 other states, and in 2023 that increased to 18 states! Artists, musicians, and audiences were able to come together for an intergenerational festival focused on community participation.

Another way we create connections in our community is by bringing together artists at Tosco Music Open Mic where wonderful collaborations happen naturally among musicians meeting and supporting each other.

"Friendships & Tosco Music events share several specific elements... strong bonds that build over the years, coupled with an inclusive nature that welcomes new experiences. Driven by a love of music, you know that a Tosco Music Party is an event where old friends celebrate music together, new friendships are born, and active participation in the sing-a-longs makes us all "in the band." That's why Patty & I always enjoy Tosco Music Parties with our "family" — friends that are part of our local community musical family."

> Bill Saunders LRS Donor



"Tosco Music cultivates events where artists like me can flourish, empowering us to share our gift of music with communities of all ages."

> Kevin Jones Vocalist



Anthony Vasquez (18) is a Tosco Music Scholarsihp winner. He and Laine Mansfield (17) are long-time performers at Tosco Music Open Mic. After meeting there several times, Anthony asked Laine to sing with him on a song he'd recently written (pictured below). The audience absolutely loved their duet!

The synergy that happens when musicians of all ages are given channels through which to express their skills is part of the reason we open the stage to musicians of all levels and backgrounds. We look forward to hearing the music they'll continue to create together, and all of the musical collaborations that are yet to come from the next generation of musicians in our city.



# *Supporting* MUSICIANS

Music is best as a shared experience! Growing as a musician requires practice and supportive audiences. It's not unusual for emerging artists to sometimes feel isolated and discouraged.

Tosco Music provides music scholarships and performance opportunities for people of all ages and skill levels, connecting them with other performers and with audiences who are enthusiastic about discovering and supporting musicians of all kinds.

Tosco Music connects travelling artists with local venues and with volunteers who host musicians in their homes. The TMP House Band often backs up solo or young musicians to support their performances. TMP's Green Room offers a catered meal and space to connect with other TMP performers.

In partnership with Music Everywhere CLT, Grindhouse Studios, and Fairplay Music Equity Initiative, Tosco Music presented Charlotte Music Community Hang, a free quarterly event that features opportunities for artists and others in the music industry to network and enjoy a performance, and also features educational panel discussions about overcoming common obstacles that local musicians face.





"The Tosco Music organization has been a huge influence on me artistically, providing many enriching opportunities to use my voice in all sorts of ways, from performing in the singalong choir at music parties to getting bookings at a variety of events. On a personal level, the focus on building community & sharing resources has been greatly appreciated as well, through events like music meetups & outreach programs. The TMP is good for me!"

> Shana Blake Musician



# *Celebrating* **DIVERSITY**

Tosco Music nurtures inclusive community with a wide variety of incredible talent. A Tosco Music Party is one of the most equitable stages in Charlotte and reflects the richness of Charlotte's broad music scene: classical, folk, jazz, blues, Latin, bluegrass, R&B, and more!

Our commitment to inclusion onstage has fostered audience enthusiasm and increased demand for the great variety and incredible talent we offer. Communities are stronger when everyone participates and appreciates each other's gifts!

Our first International TMP highlighted music from 12 countries at the inaugural Charlotte International Arts Festival, displaying our region's incredible diversity and talent.







"As a former board member and participant of Tosco Music Parties, I have always admired Tosco Music for its inclusion of diverse performers and musical styles. At Carlotan Talents, we are so looking forward to our partnership with Tosco Music hosting "Viva La Musica CLT," a music series designed to unite and build bridges between the Latino and non-Latino communities in Charlotte. I can't think of a better organization to partner with than Tosco Music."

> Tony Arreaza Carlotan Talents



# Serving OLDER ADULTS

Music has an unequaled ability to uplift, unite, and entertain. We see the enthusiasm of older adult audiences at Tosco Music programs in community centers and independent and long-term-care residences across the region. Last year, we provided 51 performances for older adults at 10 different communities.

#### **COMMUNITIES SERVED**

Aldersgate Avondale Presbyterian Church The Barclay at SouthPark The Blake at Edgewater Brookdale East Carriage Club The Ivey Overture Cotswold St. Vincent Catholic Church Windsor Run

"Tosco Music brings music to us, new tunes, old tunes, the young and the old. Tosco Music groups would come and perform, and residents would gather around the lake to listen and tap their toes. Recently, many knew all the tunes at the Beatles concert."

Jan Valder Aldersgate Resident, LRS Donor







# *Murturing* YOUNG MUSICIANS

Tosco Music fans the flames of tomorrow's musicians with youth music scholarships and our family-friendly Tosco Music Open Mic. A guitar teacher by trade and Tosco Music's founder, John Tosco has taught thousands of young people the joy of not only playing an instrument but also sharing their music with others onstage. When young people see a musician their age perform on a professional stage, they can begin to envision future possibilities in music for themselves.

#### **GABBY'S STORY**

Gabby Fariñas, a fifteen-year-old rising sophomore, moved to Matthews, North Carolina from Havana, Cuba one year ago. A multiinstrumentalist with a passion for music, Gabby began studying percussion in elementary school and quickly progressed to playing clarinet and piano.

She lost her first clarinet teacher in Cuba to COVID-19 but was determined to pursue marching band, JazzArts, and Nuestro Tiempo Latin Jazz Ensemble opportunities when she arrived in the U.S. She recently represented her high school in the All District Band and was the only freshman to do so from her school! This summer, Tosco Music awarded Gabby a Jacob Titus Youth Music Scholarship which covered her expenses to attend a marching band camp at the Western Carolina University Symposium Summer Camp, an opportunity that Gabby said her family would not have been able to afford otherwise.

Gabby has performed at Tosco Music Open Mic several times and each time dazzled the audience with her jazz clarinet skills and her passion for music. Your support allows us to nurture young musicians like Gabby so they can grow into the accomplished musicians they dream to become.



"The history behind playing jazz is that when we came here my mom wanted me to actively keep learning music so she googled music education in the Charlotte area and scholarship opportunities because our economic situation isn't very good. I enjoy playing Latin jazz here because I can use the Cuban style and rhythms and it makes me feel at home. I would love to achieve my goals of being a Cuban American jazz musician."

> **Gabby Fariñas** 15-year-old musician, Tosco Music Scholarhip Recipient



### Thank you!

Your support makes all of our programs possible. Thank you for helping us build community through music in Charlotte and beyond!

#### Legend \$10,000+

Susan Loudenslager & Greg Smith Dennis & Kaye McGarry John & Amber Ockerbloom

#### Encore \$5,000+

Ian & Jane Ballard DeWitt Crosby & Richard Wechsler Charlie Elberson Chris & Susan Kearney Patrick J. O'Leary & Karen M. Yamasaki Elizabeth Lewicki & Pam Montag

#### Headliner \$2,500+

Brian & Heather Collier Jim & Betsy Deupree Russell & Becky Helms Kathryn & Luke Kissam John Richards Thomas & Sherry Skains Paul Trapani & Carol Thompson

#### **Opener \$1,000+**

Mickey Aberman & Linda MacDonald Stephen Allred & Carolyn Lugo-Allred Ivi Bilich & Jennifer Twiggs Rob Boisvert & Audrey Truman Ron & Sandra Boozer Jan & Jim Brittain

#### David Carlson & Gretchen Caldwell Dumont Clarke & Shirley J. Linn

Jack & Caydea Coobs Mark & Adele Dillon\* Leo & Flora D'Souza Mark & Maria Easley Sebastian & Lorraine Fazzino Frank & Patricia Fisher

#### Opener \$1,000+ (continued)

Smitty & Jill Flynn Parker & Joan Foley **Phyllis & Peter Fulton** Michelle & Mark Hamilton Martha Harbison & Ron Cox **Aly & Erik Higgins** Sally Higgins & Ray Owens Jess & Vince Hindman Alan & Silla Jacobson Adara & Josh Jacobson\* **The Kennedy-Bendel Family\* Phil & Beth Koonce** The Love Family Mansfield Family Brian & Mary Anna Marley Connie & Steve Matthews\* Brad & Barbara Merlie Samuel & Kelly Merritt **Teri & Kemp Miller\*** Mike & Lisa North Lisa Otter Rose & Gary Rose Tom & Elaine Pacicco **George & Peg Povinelli** Alice Richey & Dave Pitser Cathy & Terry Roche Robert & Susan Rose Bill Saunders & Patty Babb Brian Tarle Carrie & Jeff Teixeira Scott & Beth Thomas & Family Don Upton Janice Valder John Viccellio **Cynthia & Chris Walsh** Leslie & Mitchell Wickham Chris Woodrow & Lori Walker\* Al & Tracy Zapata

#### **Living Room Society**

LRS is a giving circle of donors whose gifts of \$1,000 or more are paving the path forward for Tosco Music. LRS is named in the spirit of the original music parties when Tosco Music began with musicians and friends coming together to play and sing in the warmth of someone's home. LRS Gatherings now bring donors together in the same way. **LRS Founders have given continuously since LRS began in 2017.** 

#### **Tosco Music Staff**

John Tosco Founder, Executive Director

Jackson Cini Program Assistant

Taryn Hofert Director of Community Engagement **Christen Hoover** Director of Development

**Douglas Young** Director of Operations

#### Promoter \$500+

Kim & Robert Adden Trish & John Anderson Jill Blumenthal\* Al & Donna DeMolina Larry & Catie Good

#### Fan \$1-499

Gillian Albinski & Douglas Young Francis Bagbey Kate Bankston Pamela Bashor Chris & Jennifer Beasley Danny & Janice Bernstein Jamey Boiter Linda Bollag Spence & Jayne Borden Marissa Brooks Jarod Brown Cheryl & Jamey Brownd Jon Buchan **Richard & Allyson Burns** Justine Busto Greg Cagle Vanessa & Cliff Calabro Melanie Calvasina Liz Canovan & Jean Lewicki David Christensen Jen & Steve Coss Tom Covington Doug & Sue Crossley Matt & Ashley Crowder\* Scott & Katie Curry\* Nancy Davis & Tip Nicholson Lee & Marlene Engel Katherine Everett Joe Fiondella Dave Forrest & Laurie Will Matt Freeman Lynne & Kate Friedheim Bob & Lynn Gaar Ian & Linda Gerdes Holly Giacobone

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\*Sustaining donors (automatic recurring gifts) help us plan for a long term future. Contributions received July 1, 2022 - June 30, 2023.

#### **Board of Directors**

Jane Ballard, Chair Retired, SPX Corporation

Robert Adden, Treasurer Ruff Bond Cobb Wade & Bethune, LLP

**DeWitt Crosby, Secretary** *Retired Psychologist* 

Jamey Boiter BOLTGROUP

Martha Harbison Community Contributor

#### **Advisory Council**

**Tony Arreaza** *Carlotan Talents* 

**Brian Collier** President The Gambrell Foundation

**Charlie Elberson** *VP/Insights Strategist, Wray Ward Trustee, Reemprise Fund*  Michelle Hamilton Carter

Elizabeth Lewicki Stanley Black & Decker

Carolyn Lugo-Allred Children's Theater of Charlotte

Brad Merlie Ponte Ventures, LLC

Sam Merritt Alston & Bird LLP

**Tom Gabbard** President/CEO Blumenthal Performing Arts

Maria Howell Singer, Actor, Voiceover, Coach

Mark O'Connor Professional Musician, Composer Past TMP Performer John Ockerbloom Barings

Lance Ollivierre Central Piedmont Community College

**Carrie Teixeira** *Community Volunteer* 

Graves Upchurch Moore & Van Allen, PLLC

**Cynthia Walsh** *Cox Walsh & Associates* 

Susan Patterson Retired, Knight Foundation

**Kyle Petty** Philanthropist, Broadcast Media Professional Past TMP Performer

# PLAY A PART Support Financially

Financial gifts are the lifeforce of our work. We cannot do this without the support of donors like you. There are so many ways to support us financially, and many of them include opportunities

for your gift to be matched, doubling your impact! You can give by mail, or use the QR code to donate online. Transfers of stock and end of year IRA charitable distributions are also great ways to support. We also accept in-kind donations of goods and services, like raffle and auction items. Increase your impact by creating a Facebook fundraiser to benefit Tosco Music, and make sure to check **doublethedonation.com** to see if your employer participates in matching charitable gifts!



Volunteer

There are plenty of ways that our volunteers help Tosco Music build community in Charlotte while enjoying and supporting live music of all kinds! Tosco Music volunteers help with a variety of needs: event setup/packup, working backstage or in the lobby at shows. office help, social media, and more!

Email **volunteer@toscomusic.org** and let us know what your volunteer interests are.

"We really believe in what Tosco Music is doing for the music community here in the Charlotte area. From supporting aspiring youth to providing a stage for our many local musicians to share their talent. We hope to see the organization continue to grow and that's why we give. We're also very fortunate that our employers match our donations allowing us to double our impact to this great organization."

Brittany & David Netta Monthly Donors



Invite Your Friends

Born from intimate jam sessions in John Tosco's living room more than 30 years ago, we have come this far because we kept inviting people to the party. "May the circle be unbroken..." and ever-widening! We hope you'll join us at one of our upcoming events, and bring your family and friends!

"I have been volunteering for Tosco Music for over 7 years and love it! Although I am not a musician, I have met many wonderful, creative folks from all walks of life that participate or perform at the Tosco parties, some I now call friends. John Tosco has made it his life work to unite the Music Community here in Charlotte and the surrounding area. John is truly a jewel in the crown of the Queen city."

Terri Cunningham Volunteer



Leave a Legacy

When Tosco Music's Board Chair Jane Ballard and her husband Ian decided to make Tosco Music a part of their estate planning, they ensured that part of their legacy will be building community through music for years to come. Gifts like this can sustain our nonprofit mission and programs and keep the music going long-term!

Contact us at **info@toscomusic.org** for information about how to include Tosco Music in your planned giving. What will your legacy be?

"We've received so much joy over the years from Tosco Music, that's why we chose to leave a legacy gift, so others can experience what we have. We wanted to ensure that even when we're no longer here, we'll still be a part of the work that Tosco Music is doing in the community."

Jane & Ian Ballard Founding LRS Donors



"Tosco Music's mission strikes a chord with individuals from all backgrounds because it represents the kind of vibrant, joyful community we all yearn for. When I moved to Charlotte over sixteen years ago, Tosco instantly claimed a top spot on my "mustexperience" list. From that first music party to the present, the music has always been amazing, but more importantly, I've found an incredibly diverse and welcoming community united by a compelling purpose. But...more people need to know about this amazing organization, so I've also been passionate about introducing Tosco Music to potential audience members and donors. I know if we can get them there for one event, they'll be hooked for life!"

Brian Collier LRS Donor, Tosco Music Advisory Council



Make Connections

One of the most powerful ways to support our mission is through opening doors for us in the community. Who do you know that needs to know about our work? Who might support/sponsor/volunteer/ perform? We want to meet them! Every door that opens is an opportunity to increase our impact.

### Plan Ahead

TOSCO MUSIC PARTY TOSCO MUSIC HOLIDAY PARTY VALENTINE'S FUNDRAISER TOSCO MUSIC PARTY

October 14, 2023 Knight Theater

December 18, 2023 Knight Theater

February 14, 2024 Booth Playhouse

April 20, 2024 Knight Theater





PO Box 9483 Charlotte, NC 28299-9483

Find, Follow & Tag @ToscoMusic!





#### TOSCOMUSIC.ORG



FOUNDATION FOR THE CAROLINAS

Tosco Music is supported, in part, by the Infusion Fund and its generous donors.

Multimillion Dollar Commitment City of Charlotte

#### \$1.5 million and above

Bank of America C.D. Spangler Foundation / National Gypsum Company John S. and James L. Knight Foundation Trane Technologies

\$600,000 - \$1 million

Albemarle Foundation Atrium Health Barings Duke Energy Honeywell JELD-WEN, Inc. LendingTree Foundation Lowe's Companies, Inc. Novant Health Red Ventures Truist

#### \$300,000-\$600,000

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Robinson, Bradshaw & Hinson, P.A Rodgers Builders Wells Fargo

Up to \$300,000 Fifth Third Bank Foundation For The Carolinas Deidre and Clay Grubb Leslie and Michael Marsicano Jane and Hugh McColl Nucor Corporation PNC Bank Premier, Inc. Jane and Nelson Schwab Name Address City, State ZIP

### Look what you made possible this year!



#### **Thank You Tosco Music Sponsors!**







