

jump startjr.

Annual Report 2018

FOREWORD

The Jumpstart Jr. Foundation was established in August 2006 using funds exclusively from private individuals.

Initiator Peter Frans Pauwels is passionate about classical music, especially baroque music, and is a committed and successful entrepreneur.

Both aspects come together in the Jumpstart Jr. Foundation: we 'jump-start' the careers of young and very talented baroque musicians.

The most talented musicians can't take it for granted that they will be able to embark on a successful career after completing their education at the Music Academy. A lot depends on the instruments that they play. A special baroque/classical violin or cello from our collection can open doors to internationally renowned orchestras, ensembles and festivals for these young musicians.

A Jumpstart Jr. instrument does not come completely 'without strings': we expect our musicians to be committed and to have an entrepreneurial spirit. The latter may seem like a strange term to use in the world of classical music. But we believe that it is indispensable in this era of hands-off government and cut-backs in subsidies and other (private) donations.

In addition to providing wonderful instruments on loan for a period of ten years, the Jumpstart Jr. Foundation also supports musicians by giving them bespoke coaching and courses, and an introduction to its international network of programmers, festival directors and other important experts.

'As an entrepreneur I know that in life you sometimes need a little push – a "jump-start" as it were. Our goal is to let these young talents evolve to become top performers in the international music arena by helping them to develop their entrepreneurial skills. This enables them to live not only for their art, but also from their art. And it means that we as audiences can enjoy classical music played by young, talented, energetic and innovative musicians.'

P.F. Pauwels – founder of Jumpstart Jr. Foundation

1. GENERAL

INTRODUCTION

The Jumpstart Jr. Foundation's annual report consists of two parts: the financial statements, preceded by a detailed description of the foundation's object, spending policy, the activities that took place in 2018 and the plans for the coming year: the Report of the Board.

GENERAL INFORMATION

The Jumpstart Jr. Foundation has its registered office in Amsterdam at Herengracht 514 and is listed in the commercial register of the Amsterdam Chamber of Commerce under number 34253387 (Legal Entities and Partnerships Identification (RSIN) Number: 816185293).

In November 2006, the Tax and Customs Administration recognised the Jumpstart Jr. Foundation as having the status of a public benefit organisation. In 2007, this status was conferred for an indefinite period of time.

Due to the international nature of the Foundation, we refer to ourselves as the 'Jumpstart Jr. Foundation' alongside our official name 'Stichting Jumpstart Jr.'.

OBJECT UNDER THE ARTICLES

In its deed of formation, the object of the Jumpstart Jr. Foundation is formulated as follows:

The Foundation (the Jumpstart Jr. Foundation) has as its object to support and encourage talented young people in the broadest sense. The Foundation's purpose is not to make profit.

1.2 OBJECT

In the Netherlands and abroad, there are several foundations and charity organisations that focus on supporting musicians by making instruments available to them. The Jumpstart Jr. Foundation distinguishes itself by limiting its support to young and exceptionally talented violinists and cellists who focus on baroque music and historical performance practice.

Baroque music (dating from around 1600 to 1800) is still being performed, and happily more often now, preferably on instruments built during the same period. The authentic, or historical performance practice – a movement that emerged in the seventies in the Netherlands – studies how the music sounded in the time that it was written, and strives to perform this music, using gut strings, in a way that is as authentic as possible.

Jumpstart Jr. musicians are selected from the candidates who participate in the Auditions, which are in principle organised every two years. An expert jury comprising seven professionals from the world of classical music judges the candidates. The Management Board selects the new Jumpstart Jr. Musician or Musicians based on the jury's comments and interviews with the candidates.

The loan period is capped at ten years; within this period of time the musician should be able to give their career a flying start, after which the instrument will be passed on to a new young musician.

With the help of a network of expert advisors, the Jumpstart Jr. Foundation has built up a collection of violins and cellos that are as close to their original state as possible. In 2018, our collection included eight violins and two cellos, all made in the period between 1600 and 1800, of exceptional quality and in very good condition.

Having young, enthusiastic and passionate musicians play these centuries-old and exceptional instruments is magical. The bond that they develop with 'their' violin or cello is very intense and intimate; it gives them self-confidence and respect.

The Jumpstart Jr. Foundation's objective is to lend a special violin or cello to a young musician, but also to guide this young person and to introduce him/her to our international network, and to give their professional career a flying start – in other words a 'jump-start'.

This gives us a great deal of pleasure and we enjoy the fact that, thanks to their performance and talent, this cultural heritage is kept alive.

1.3 ORGANISATION

BOARD

The Board is responsible for developing the strategy, setting up and implementing policy, drafting the multi-year budget, and for the performance of the Jumpstart Jr. Foundation as an organisation. It ensures that the activities of the Jumpstart Jr. Foundation focus on achieving its object as set out in its articles. Board members are appointed by the Advisory Board.

During 2018, the Jumpstart Jr. Foundation's Board consisted of the following members:

- Ayolt Zoer, Chair
- Mirjam de Boer-Postmus, Treasurer
- Derk Lemstra, Secretary
- Merel Kindt, general board member

- Rijn Buve, general board member

All Board members perform their duties unpaid.

The Board met five times in 2018. During these meetings, the fixed agenda items were discussed: i.e. finances, progress of the musicians' development, and the maintenance and status of the instrument collection.

MANAGEMENT

The Management consists of Alida Schat as Artistic Director and Anne Plaizier as Managing Director. They are responsible for implementing strategy and policy, preparing plans and budgets, and the day-to-day management of the organisation.

The Management informs the Board about all relevant facts and developments, initiates Board meetings, carries out the associated administration, and is accountable to the Board.

ADVISORY BOARD

The members of the Advisory Board for the Jumpstart Jr. Foundation are experts and professionals from the classical music world.

They are closely involved with the Jumpstart Jr. Foundation, can provide advice, on request or otherwise, to the Board and Management, and have an important voice in the auditions and listening tests. We are delighted that Jonathan Sparey, Jan Van den Bossche and Xavier Vandamme have seats on the Advisory Board.

ADVISORS

Over the years, the Jumpstart Jr. Foundation has managed to attract a number of experts from the classical music world to whom we can turn for things such as judging auditions and listening tests or

professional discussions with our musicians.
Their help and expert vision is greatly appreciated.

1.4 JUMPSTART JR. FOUNDATION IN 2018

MUSICIANS

The Jumpstart Jr. Foundation supported nine young, talented and particularly ambitious musicians in 2018.

We hold intensive talks with each musician separately at least once a year. During these discussions, we talk about their career but also and especially about how they view the future once the loan period for the Jumpstart Jr. is over and the instrument must be returned. We believe it is important to think about this at an early stage so that we can support and guide them when necessary and desired. We call this the 'Fly Out' programme. This programme is customised and so it is different for each musician, but it does include an interview with a financial coach for each of them.

We bid farewell to Cecilia Bernardini in April 2018. Cecilia played the Camilli violin, an instrument that has been a big part of her success. Before her loan period was over, she was fortunate enough to be offered a beautiful Amati violin to play for the longer term.

INSTRUMENTS

We have three separate collections:

The Jumpstart Jr. Foundation Collection

Since 2007, the Jumpstart Jr. Foundation has concentrated on building up an extraordinary collection of baroque/classical instruments. These instruments were all built between 1600 and 1800 and all are in excellent condition. All of the instruments are played with gut strings.

Major maintenance of this collection started in 2016, with all the instruments being examined one by one, cleaned and where necessary, carefully restored or modified in the process. This project was completed in 2018.

The Jumpstart Jr. Foundation Collection represents an insured value of €2,345,000.

The EJS Donation

In July 2016, Jonathan Sparey, together with his wife Elisabeth, donated 12 violins and one viola to the Jumpstart Jr. Foundation. These instruments are currently played by musicians that Jonathan selected earlier.

From July 2019 onwards, these instruments will gradually be released and handed over to Jumpstart Jr. Foundation. We will be selecting new young musicians for these exceptional instruments.

A loan for an indefinite period has been agreed upon for one instrument in the Elisabeth & Jonathan Sparey Donation (EJS Donation) collection, namely the Andrea Amati violin played by Alina Ibragimova and her Chiaroscuro Quartet.

All the instruments in this remarkable collection have since been examined and where necessary restored. One instrument, the Brothers Amati violin, is being transformed back into its original baroque state, which is a time-consuming job.

The Elisabeth & Jonathan Sparey Donation currently represents an insured value of €1,389,528.

The Slendebroek Collection

The Jumpstart Jr. Foundation manages a Goffredo Cappa violin, which was built in 1700, on behalf of Marc and Maarten Slendebroek. The Foundation ensures that this instrument is insured, maintained, valued, and above all, played by a Jumpstart Jr. Foundation talent. Playing this violin requires a special bow acquired from Luis Emilio Rodrigues.

Marc and Maarten Slendebroek pay an annual allowance of €10,000 over five years as a contribution towards the maintenance costs of the Cappa violin and selecting the musician.

The insured value of the Cappa violin is €300,000, and the bow has an insured value of €5,200.

1.5 FINANCIAL DEVELOPMENTS

The 2018-2022 Policy Plan and the Budget were approved at the Board meeting held on 21 June 2018. This Policy Plan sets out the objects, policy and strategy of the Jumpstart Jr. Foundation for the coming years. This document, in principle and subject to special circumstances, governs all decisions that will be made during this policy period.

The main features of this policy plan and an abbreviated version of the budget have been published on our website in accordance with the conditions stipulated for our status as a public benefit organisation.

The Jumpstart Jr. Foundation's capital is used for the acquisition and management of the three collections described above.

The scouting and selection of candidates for the 2019 Jumpstart Jr. Auditions began in June 2018. An amount of €33,000 has been set aside for organising the Auditions in February 2019.

The Coaching and Courses programme that we introduced in 2016, in which we offer all musicians €1,000 annually to spend on courses and training to support their business career, has unfortunately not had the desired effect. The musicians are not taking enough advantage of it. We are considering giving this budget, which we reserve annually, a different designation.

Jumpstart Jr. Foundation is not a fundraising institution. A donation of €12,000 is received annually for rental expenses. Liquid assets that are not immediately required are held in a savings account.

The insurance payment due to the theft of the Rogeri violin in July 2017 was €320,000. This amount was received in April 2018. Given that the book value of the violin was €250,000, this meant a net gain of €70,000. We will use the insurance payment to purchase a new instrument.

1.6 OUTLOOK FOR 2019

Motto for 2019: **Spread the Love**

In 2019 we will continue where we started in 2018, or actually in 2017. All instruments from both the Jumpstart Jr. Foundation Collection and the Elisabeth & Jonathan Sparey Donation will be checked for any damage and wear, as well as thoroughly cleaned. Any repairs, major and minor, will be carried out lovingly and professionally.

The relationship with 'our' musicians is warm and open, and we cherish it.

We believe that it is important that professionals in the classical world know about Jumpstart Jr. and its work. We do our work, not for our own honour and glory, but because we think that having these contacts will help our musicians in one way or another. This is particularly important at the end of the loan period when they start looking for a new instrument. It goes without saying that we help them in their quest through the Fly-Out programme by giving them financial coaching, and by testing any new violin or cello that they are thinking of buying.

But we are in a position to support them even more. An introduction to private individuals, organisations and foundations that can provide them with a loan or even a donation when buying a new instrument can be of tremendous value to our musicians.

That is why our goal for 2019 is to expand our professional network and to spread the Jumpstart Jr. message far and wide.

AUDITIONS

In the spring of 2018 we started preparing for the new Jumpstart Jr. Auditions, which we scheduled for 18 and 19 February 2019. Using our international network of scouts and our permanent advisors, but mainly thanks to the expertise of Alida Schat, Jumpstart Jr.'s Artistic Director, and the intensive work she does, we were able to select a group of 13 young talented violinists. We invited them to come for an audition in the small hall (Kleine Zaal) of the Royal Concertgebouw in Amsterdam.

By inviting an audience (of friends and interested parties), an intimate concert atmosphere is created. The expert jury sits on the balcony in the Kleine Zaal.

A professional sound and video recording is made of every audition, and these recordings are used in the final selection of a new Jumpstart Jr. musician. Every candidate is given a professional video of his/

her audition, which can be used as they see fit, for instance by posting it on social media or when applying for a position in an ensemble or at a festival. Many of the JJF Audition videos can be found on YouTube.

Based on the jury members' comments, the reports of the short interviews with the candidates and the Management's advice, the Board decides which candidate or candidates will be loaned a Jumpstart Jr. instrument. They are loaned the instrument for a maximum period of ten years.

LISTENING TEST

Because it turns out that one of our cellos is not a very suitable instrument for a young, novice professional musician, we decided to look for a replacement cello. In the autumn of 2018 we started preparations for a listening test, which will be held on 5 March 2019.

We have asked reputable and trusted dealers, violin makers and auction houses in the Netherlands and abroad to make the finest cello(s), which are suitable for and appropriate to the Jumpstart Jr. Foundation Collection, available for our listening test.

A select group of prominent cellists specialising in early music and historical performance practice will play the available cellos. The performance will then be discussed and assessed in detail. Based on their advice, we will select one or more instruments for further investigation, after which any purchase negotiations can be started.

COACHING AND GUIDANCE

Jumpstart Jr. Foundation believes that merely making a special string instrument available to a young musician is not enough to give their career a proper jump-start. For this reason, we make an annual budget available for each musician so that they can get coaching or follow a course aimed at developing the business side of their careers.

In addition, we introduce our musicians, wherever possible, to our extensive professional network, which they can turn to if they have specific career-related issues.