



2017 Annual Report

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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.

It is not a given that the most talented musicians are able to start 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 is certainly not to be taken for granted; we expect our musicians to be committed and to have an entrepreneurial spirit. This may seem like a strange word to use in the world of classical music. But we believe that it is indispensable in this time of a hands-off government, and cut-backs in subsidies and other (private) donations.

In addition to providing such 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 in 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 Jumpstart Jr. Foundation

1. GENERAL

INTRODUCTION

The Jumpstart Jr. Foundation annual report consists of two parts: the financial statements, preceded by a detailed description of its objects, spending policy, the activities that took place in 2017 and the plans for the coming year: the directors' report.

GENERAL INFORMATION

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

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

OBJECTS UNDER THE ARTICLES

In its deed of formation, the objects of the Jumpstart Jr. Foundation are formulated as follows:

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

1.2 OBJECTS

NOTES

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 music from the past (baroque) and historical performance practice.

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

Our collection includes nine violins and two cellos, all made in the period between 1600 and 1800, of exceptional quality and in very good condition.

Baroque music (i.e. music dating back to the period between 1600 and 1800) is still performed, fortunately more and more, preferably using instruments that were also built in this period. The authentic, or historical performance practice – a movement that emerged in the seventies in the Netherlands – has investigated 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.

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.

Having young, enthusiastic and passionate musicians play these centuries-old and exceptional instruments is magical. For them, it is more than a wonderful chance to get their careers off to a flying start. The bond that they develop with ‘their’ violin or cello is very intense and intimate; it gives them self-confidence and respect.

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.

AUDITIONS

With the aid of our international network of scouts and our permanent advisors, we select a group of around 12 young talented violinists and cellists and we invite them to come for an audition in the small hall (Kleine Zaal) in the Royal Concertgebouw in Amsterdam.

By inviting an audience (friends and interested parties), an intimate concert atmosphere is created. The jury of experts sits on the balcony and a professional sound and video recording is made of each audition, emphasising the serious nature of these auditions.

We select one, two, sometimes three musicians from among the candidates: those who are clearly ambitious and who have potential. They are offered an extraordinarily beautiful string instrument from our collection, one which they can play for up to 10 years.

LISTENING TEST

We ask well-known and trusted dealers, violin makers and auction houses in the Netherlands and abroad to make the finest instruments, which are suitable for and appropriate to the Jumpstart Jr. Foundation's collection, available for our listening test. This 'audition' for the instruments is held once every two years in the 'Kleine Zaal' of the Royal Concertgebouw.

A group of six prominent violinists and cellists specialising in early music and historical performance practice then play around 25 instruments. The performance is then discussed and assessed in detail. Based on their advice, we select 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 a 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.

This is how the Jumpstart Jr. Foundation provides the tools they need, not only *for* their art, but to be able to live *from* their art.

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 objects as set out in its articles. Board members are appointed by the Advisory Board.

During 2017, the Jumpstart Jr. Foundation Board consisted of the following members:

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

All board members perform their duties as unsalaried directors.

The Board met four times in 2017, during which the fixed agenda items were discussed, i.e. finances, progress of the musicians' development, and the maintenance and status of the instrument collection.

MANAGEMENT

Since January 2017, the management has consisted of Alida Schat as Artistic Director and Anne Plaisier as Business Director. The management is 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 in 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.

In addition, the Advisory Board approves the budget and the annual financial report after the Board has adopted these documents.

We are delighted that Xavier Vandamme has taken a seat on the Advisory Board alongside Jan Van den Bossche and Jonathan Sparey.

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.

4. DEVELOPMENTS IN 2017

MUSICIANS

The Jumpstart Jr. Foundation supported ten young, talented and particularly ambitious musicians in 2017. They play nine instruments from the Jumpstart Jr. collection and an instrument that has been loaned to us by two friends of the foundation.

Auditions were held in January 2017: ten candidates were heard and assessed by an expert jury. Unfortunately, no suitable new Jumpstart musician could be selected from this group.

By changing the loan period from nine to ten years, we also introduced the 'annual interview'. During these annual interviews, we talk to each musician separately 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 required. 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 that everyone attends.

INSTRUMENTS

In 2016, we started a major maintenance programme for the Jumpstart Jr. instruments, which is run alongside the 'regular' annual checkups. The Mezdri violin was given a baroque neck and (once again) it sounds magnificent. In 2017, the Carcassi violin, the Gagliano violin and the Camilli violin were closely inspected over a period of several weeks, during which minor repairs were carried out and the instruments were thoroughly cleaned. Time has been set aside in 2018 for the Stainer violin, the Cappa violin and the Gagliano cello.

To decide on a fine destination for the instruments from the Elisabeth and Jonathan Sparey Donation, a major and intensive examination of these 13 instruments was started in January 2017. With the exception of three instruments, which were examined at the beginning of 2018, two specialists in the field of baroque instruments have assessed all of them for the quality of their sound and for their condition. This is a time-consuming task that Alida Schat has supervised closely.

All the instruments in this collection are (still) played by musicians who were selected by Jonathan Sparey himself. From mid-2018, the current players will hand back two instruments each year to the Jumpstart Jr. Foundation.

Unfortunately, one of our most beautiful instruments was stolen in July 2017. It was a wonderful violin made by Giovanni Battista Rogeri in 1699 in Brescia, Italy.

We immediately sounded the alarm: all violin makers and especially the violin maker associations in the Netherlands, Germany, Belgium, France and Poland were warned, and we wrote to pawnshops and antique shops. Via social media and the local newspapers, we drew attention to this theft. In the process, we worked closely with the police, the insurance company's investigation firm and of course the musician who played the Rogeri.

Unfortunately, it was all to no avail and we now consider this violin to be lost.

FINANCIAL DEVELOPMENTS

The Jumpstart Jr. Foundation capital is used for the acquisition and management of special violins and cellos, which are as authentic as possible, from the period between 1600 and 1800. A great deal of attention was paid to the management and maintenance of the Jumpstart Jr. and Elisabeth and Jonathan Sparey Donation instruments in 2017: in total € 22,673 was spent on this.

Scouting, researching and selecting new musicians and contributing to and guiding the careers of our current musicians requires a lot of time and attention. The Coaching & Courses Programme that we introduced in 2016 did not have the desired effect this year: it is (still) underutilised.

The Jumpstart Jr. Foundation does not actively raise funds. A donation is received annually for the rental expenses amounting to € 12,000. Up to the end of 2016, the foundation also received a donation for a staff member, but because this staff member has left employment, this donation has lapsed.

The income for 2017 amounted to minus € 81,840, partly due to the auditions held in 2017 and the maintenance carried out on the instruments. The insurance payment due to the theft of the Rogeri violin came to € 320,000. This amount was received in April 2018. Given

that the book value of the violin was € 250,000, this results in a positive balance of € 70,000. We will use the insurance payment to purchase a new instrument.

Liquid assets that are not immediately required are held in a savings account.

1.5 OUTLOOK FOR 2018

As noted above, we expect to have completed the examination of all instruments in the Elisabeth and Jonathan Sparey Donation collection in early 2018. Once we have the results, we can formulate a policy specifically for this collection of instruments.

In addition, the Board will probably adopt the 2018-2022 Policy Plan with accompanying multi-year budget in mid-2018. This Policy Plan sets out the objects, the policy and the strategy for 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 will be published on our website in accordance with the conditions stipulated for our status as a public benefit organisation.

2.

2017 FINANCIAL STATEMENTS