



Legacy Business Registry Staff Report

HEARING DATE DECEMBER 12, 2016

CLARION MUSIC CENTER

Application No.: LBR-2016-17-030
Business Name: Clarion Music Center
Business Address: 816 Sacramento Street
District: District 3
Applicant: Clara Hsu, President
Nomination Date: October 13, 2016
Nominated By: Supervisor Aaron Peskin
Staff Contact: Richard Kurylo
legacybusiness@sfgov.org

BUSINESS DESCRIPTION

Located on the northeast corner of Sacramento Street and Waverly Place, Clarion Music Center has provided cultural programming and music lessons in Western and Chinese instruments to Chinatown residents since 1982. The business was founded by Clara Hsu, an immigrant from Hong Kong who moved to San Francisco with her father, James Ma, owner of a piano manufacturing business called Excelsior that operated alongside Clarion Music Center in the basement of 816 Sacramento Street. In 1992, father and daughter pulled resources together to purchase the 1908 building and expanded the business to include a street level and entrance at Waverly Place. The center gained a reputation as a place to purchase exotic and traditional musical instruments from all over the world and was one of the few businesses to provide repair services for both Western and Chinese instruments. An important part of the business that continues today is its commitment to providing live music, theater, poetry, and dance events, as well as educational classes, workshops, and programs for youth. Clara eventually came to own both businesses and in 2005 sold Clarion Music Center to two long-time employees who operated the business for ten years. Earlier this year, Clara re-purchased the center and intends to maintain the private piano and violin lessons currently offered while expanding to include Chinese and other musical instruments, as well as art and theater classes, poetry events, cultural performances, literary readings, and an art gallery. Her father's Excelsior pianos continue to be used for music lessons within the center. As the only music school in Chinatown, Clarion Music Center fulfills an important role in providing music education to the Chinese immigrant and Chinese American communities and remains committed to providing affordable options for local families.

CRITERION 1: Has the applicant operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years?

Yes, the applicant has operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years:

816 Sacramento Street from 1982-Present (34 years)

CRITERION 2: Has the applicant contributed to the neighborhood's history and/or the identity of a particular neighborhood or community?



SMALL BUSINESS COMMISSION



CITY AND COUNTY OF SAN FRANCISCO

MARK DWIGHT, PRESIDENT
REGINA DICK-ENDRIZZI, DIRECTOR

EDWIN M. LEE, MAYOR

Yes, the applicant has contributed to the Chinatown neighborhood's history and identity.

The Historic Preservation Commission recommended the applicant as qualifying, noting the following ways the applicant contributed to the neighborhood's history and/or the identity of a particular neighborhood or community:

- Clarion Music Center is associated with the art of music, poetry, and theater, with a focus on promoting the use of traditional musical instruments.
- Clarion Music Center has contributed to the Chinatown community's history and identity by providing a space for Chinatown residents, particularly youth, to learn how to play Western and Chinese musical instruments and by offering diverse cultural programs and events for the community.
- The 1908 building is considered "Category A" historic resource by the Planning Department. It was identified as a potential contributor to both the California Register- and National Register-eligible Chinatown Historic District. Further evaluation is needed to determine if the property is individually significant for its association with events, persons, and/or architecture.
- The business has been cited in the following publications:
 - The Seattle Times, 4/3/2007, "A new look at old Chinatown in San Francisco," by Christopher Reynolds.
 - New York Times, 12/9/2001, "Where Chinatown Reveals Itself," by Katherine Kam.
 - Los Angeles Times, 3/25/2007, "In-depth tour of San Francisco's Chinatown," by Christopher Reynolds."

CRITERION 3: Is the applicant committed to maintaining the physical features or traditions that define the business, including craft, culinary, or art forms?

Yes, Clarion Music Center is committed to maintaining the physical features and traditions that define its art of teaching residents how to play Western and Chinese musical instruments, and its tradition of producing and offering cultural programming in the fields of music, poetry, the visual arts, and theater.

HISTORIC PRESERVATION COMMISSION RECOMMENDATION

The Historic Preservation Commission recommends that Clarion Music Center qualifies for the Legacy Business Registry under Administrative Code Section 2A.242(b)(2) and recommends safeguarding of the below listed physical features and traditions.

Physical Features or Traditions that Define the Business:

- Chinatown location.
- Music lessons focusing on Western and Chinese musical instruments.
- Cultural and educational events and performances.
- Visual display of musical instruments.

STAFF RECOMMENDATION

Staff recommends that the San Francisco Small Business Commission include Clarion Music Center currently located at 2981 24th Street and 348 Precita Avenue in the Legacy Business Registry as a Legacy Business under Administrative Code Section 2A.242.

Richard Kurylo, Manager
Legacy Business Program



SMALL BUSINESS ASSISTANCE CENTER / SMALL BUSINESS COMMISSION
1 DR. CARLTON B. GOODLETT PLACE, ROOM 110, SAN FRANCISCO, CALIFORNIA 94102-4681
Small Business Assistance Center (415) 554-6134 / Small Business Commission (415) 554-6481

SMALL BUSINESS COMMISSION
MARK DWIGHT, PRESIDENT
REGINA DICK-ENDRIZZI, DIRECTOR



CITY AND COUNTY OF SAN FRANCISCO
EDWIN M. LEE, MAYOR

Small Business Commission Draft Resolution

HEARING DATE DECEMBER 12, 2016

CLARION MUSIC CENTER

LEGACY BUSINESS REGISTRY RESOLUTION NO. _____

Application No.: LBR-2016-17-030
Business Name: Clarion Music Center
Business Address: 816 Sacramento Street
District: District 3
Applicant: Clara Hsu, President
Nomination Date: October 13, 2016
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legacybusiness@sfgov.org

ADOPTING FINDINGS APPROVING THE LEGACY BUSINESS REGISTRY APPLICATION FOR CLARION MUSIC CENTER, CURRENTLY LOCATED AT 816 SACRAMENTO STREET.

WHEREAS, in accordance with Administrative Code Section 2A.242, the Office of Small Business maintains a registry of Legacy Businesses in San Francisco (the "Registry") to recognize that longstanding, community-serving businesses can be valuable cultural assets of the City and to be a tool for providing educational and promotional assistance to Legacy Businesses to encourage their continued viability and success; and

WHEREAS, the subject business has operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years; or

WHEREAS, the subject business has operated in San Francisco for more than 20 years but less than 30 years, has had no break in San Francisco operations exceeding two years, has significantly contributed to the history or identity of a particular neighborhood or community and, if not included in the Registry, faces a significant risk of displacement; and

WHEREAS, the subject business has contributed to the neighborhood's history and identity; and

WHEREAS, the subject business is committed to maintaining the physical features and traditions that define the business; and

WHEREAS, at a duly noticed public hearing held on December 12, 2016, the San Francisco Small Business Commission reviewed documents and correspondence, and heard oral testimony on the Legacy Business Registry application; therefore



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SMALL BUSINESS COMMISSION

MARK DWIGHT, PRESIDENT
REGINA DICK-ENDRIZZI, DIRECTOR



CITY AND COUNTY OF SAN FRANCISCO

EDWIN M. LEE, MAYOR

BE IT RESOLVED that the Small Business Commission hereby includes Clarion Music Center in the Legacy Business Registry as a Legacy Business under Administrative Code Section 2A.242.

BE IT FURTHER RESOLVED that the Small Business Commission recommends safeguarding the below listed physical features and traditions at Clarion Music Center:

Physical Features or Traditions that Define the Business:

- Chinatown location.
- Music lessons focusing on Western and Chinese musical instruments.
- Cultural and educational events and performances.
- Visual display of musical instruments.

I hereby certify that the foregoing Resolution was ADOPTED by the Small Business Commission on December 12, 2016.

Regina Dick-Endrizzi
Director

RESOLUTION NO. _____

Ayes –
Nays –
Abstained –
Absent –



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**Legacy
Business
Registry**

Application Review Sheet

Application No.: LBR-2016-17-030
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District: District 3
Applicant: Clara Hsu, President
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Nominated By: Supervisor Aaron Peskin

CRITERION 1: Has the applicant has operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years? X Yes No

816 Sacramento Street from 1982-Present (34 years)

CRITERION 2: Has the applicant contributed to the neighborhood's history and/or the identity of a particular neighborhood or community? X Yes No

CRITERION 3: Is the applicant committed to maintaining the physical features or traditions that define the business, including craft, culinary, or art forms? X Yes No

NOTES: NA

DELIVERY DATE TO HPC: October 17, 2016

Richard Kurylo
Manager, Legacy Business Program



Member, Board of Supervisors
District 3



City and County of San Francisco

AARON PESKIN
佩斯金 市參事

October 13, 2016

Director Regina Dick-Endrizzi
San Francisco Office of Small Business
City Hall, Room 110
1 Dr. Carlton B. Goodlett Place
San Francisco, CA 94102

Dear Director Dick-Endrizzi:

I hereby nominate Clarion Music Center, a true gem of San Francisco's Chinatown, for inclusion on the Legacy Business Registry.

Situated on the southern end of historic Waverly Place, Clarion Music Center has, since 1982, steadily expanded its reservoir of instruments from more traditional instruments to an array of over 100 different exotic instruments. In doing so, Clarion has not only served the local community of traditional Chinese instrumentalists, providing doumbeks and erhus to local residents and buskers, it has also become a renowned meeting place for world music enthusiasts and scholars from around the globe. Clara Hsu owned the business at its outset, and following a decade plus of engaging with San Francisco's vibrant poet community and publishing her own, she is back at the helm of this amazing institution, seeking to expand its celebration of music, theater, art and poetry in a new high-tech world.

Clarion Music Center is ripe for and deserving of inclusion on the Legacy Business Registry, and I strongly support its application.

Sincerely,

A handwritten signature in blue ink, appearing to read "Aaron Peskin".

Aaron Peskin

Section One:

Business / Applicant Information. Provide the following information:

- The name, mailing address, and other contact information of the business;
- The name of the person who owns the business. For businesses with multiple owners, identify the person(s) with the highest ownership stake in the business;
- The name, title, and contact information of the applicant;
- The business's San Francisco Business Account Number and entity number with the Secretary of State, if applicable.

NAME OF BUSINESS:

CLARION MUSIC CENTER

BUSINESS OWNER(S) (identify the person(s) with the highest ownership stake in the business)

CLARA HSU

CURRENT BUSINESS ADDRESS:

816 SACRAMENTO STREET
SAN FRANCISCO, CA 94108

TELEPHONE:

(415) 391-1317

EMAIL:

info@clarionmusic.com

WEBSITE:

clarionmusic.com

FACEBOOK PAGE:

facebook.com/clarion-music-center

YELP PAGE

yelp.com/clarionmusic+center

APPLICANT'S NAME

CLARA HSU Same as Business

APPLICANT'S TITLE

PRESIDENT

APPLICANT'S ADDRESS:

301 Gambier Street
San Francisco, CA 94134-1341

TELEPHONE:

(415) 244-1317

EMAIL:

soullesswoman@gmail.com

SAN FRANCISCO BUSINESS ACCOUNT NUMBER:

0395913

SECRETARY OF STATE ENTITY NUMBER (if applicable):

Board of Equalization BH 19-765330

OFFICIAL USE: Completed by OSB Staff

NAME OF NOMINATOR:

DATE OF NOMINATION:

Section Two:

Business Location(s).

List the business address of the original San Francisco location, the start date of business, and the dates of operation at the original location. Check the box indicating whether the original location of the business in San Francisco is the founding location of the business. If the business moved from its original location and has had additional addresses in San Francisco, identify all other addresses and the dates of operation at each address. For businesses with more than one location, list the additional locations in section three of the narrative.

ORIGINAL SAN FRANCISCO ADDRESS:	ZIP CODE:	START DATE OF BUSINESS
816 Sacramento Street	94108	1982
IS THIS LOCATION THE FOUNDING LOCATION OF THE BUSINESS?	DATES OF OPERATION AT THIS LOCATON	
<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes	1982-Present	

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
		Start:
		End:

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
		Start:
		End:

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
		Start:
		End:

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
		Start:
		End:

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
		Start:
		End:

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
		Start:
		End:

Section Three:

Disclosure Statement.

San Francisco Taxes, Business Registration, Licenses, Labor Laws and Public Information Release.

This section is verification that all San Francisco taxes, business registration, and licenses are current and complete, and there are no current violations of San Francisco labor laws. This information will be verified and a business deemed not current in with all San Francisco taxes, business registration, and licenses, or has current violations of San Francisco labor laws, will not be eligible to apply for the Business Assistance Grant.

In addition, we are required to inform you that all information provided in the application will become subject to disclosure under the California Public Records Act.

Please read the following statements and check each to indicate that you agree with the statement. Then sign below in the space provided.

- I am authorized to submit this application on behalf of the business.
- I attest that the business is current on all of its San Francisco tax obligations.
- I attest that the business's business registration and any applicable regulatory license(s) are current.
- I attest that the Office of Labor Standards and Enforcement (OLSE) has not determined that the business is currently in violation of any of the City's labor laws, and that the business does not owe any outstanding penalties or payments ordered by the OLSE.
- I understand that documents submitted with this application may be made available to the public for inspection and copying pursuant to the California Public Records Act and San Francisco Sunshine Ordinance.
- I hereby acknowledge and authorize that all photographs and images submitted as part of the application may be used by the City without compensation.
- I understand that the Small Business Commission may revoke the placement of the business on the Registry if it finds that the business no longer qualifies, and that placement on the Registry does not entitle the business to a grant of City funds.

CLARA M HSU

Name (Print):

9/23/2016

Date:



Signature:

Clarion Music Center Historical Narrative

Criterion 1

a. Provide a short history of the business from the date the business opened in San Francisco to the present day, including the ownership history. For businesses with multiple locations, include the history of the original location in San Francisco (including whether it was the business's founding and or headquartered location) and the opening dates and locations of all other locations.

Clarion Music Center opened its doors in San Francisco's Chinatown in October 3, 1982. James Ma, a Hong Kong piano manufacturer who had immigrated to the United States upon his second marriage, and his daughter Clara Hsu, who received a music degree in New Jersey, decided to make a new start in their new world. With the help of friends they built music studios in the basement of the old Salvation Army Church and invited piano and violin teachers to give private lessons to local children. Enrollment grew steadily, and by the end of 1991 there were over 130 students. Clara organized concerts, competitions and workshops for the students, and in 1989 became the Representative of the Associated Board of the Royal Schools of Music (an international music examination organization based in London, England, organizing examinations, workshops and concerts for the entire Bay Area.

James had his own company, Excelsis Music, at the same location as Clarion Music. His business consisted of retail and wholesale, mostly in pianos, violins and Chinese traditional musical instruments. Musicians who stumbled into this humble little shop were surprised and pleased to see gongs and Chinese drums. Some of them would trade their own instruments for an erhu or pipa.

Father and daughter began to take an interest in the instruments that they received from trading: a Native American flute, an African drum, a bagpipe from Belarus to name a few. These instruments were unusual and beautiful, handcrafted and one-of-a-kind. The customers were interesting too because many were world travelers and had fascinated stories to tell. James and Clara found themselves gradually being led into the world of traditional instruments.

In 1992 James and Clara purchased the old Salvation Army building and expanded their businesses to include a street level with an entrance on Waverly Place. With the new space the duo decided to stop selling standard western classical instruments and started in earnest in presenting exotic musical instruments of the world. With the collaborations of Fred Tietjen and Stephen Kent, Clarion gained an international reputation of being the "Mecca of Didgeridus." (Didgeridu is an Australian aboriginal instrument.)

Cultural Awareness Through Music workshops began in 1995 with Michael Santoro, were designed to educate school students. The workshops are still ongoing to this day.

World Music at Clarion, a Friday night concert series from 1997-2005, was challenging because its goal was to present music that was not mainstream. It was meant to be a learning experience for the audience rather than entertainment.

In 1998 James Ma suffered a stroke and sold his business Excelsis Music to Clara. Now Clara took over the wholesale and retail of the instruments in addition to her administration on the music studios, concerts and workshops.

b. Describe any circumstances that required the business to cease operations in San Francisco for more than six months?

In its entire operation Clarion has never ceased operation, even when the building experienced a major flood due to a faulty valve of the hot water heater on the roof in 2002. Clara managed to get help from the First Chinese Baptist Church across the street and the First Congregational Church on Walter U Lum Place and used their facilities for teaching.

c. Is the business a family owned business? If so, give the generational history of the business.

Clarion Music Center has been a family owned business since its founding in 1982, with a ten-year period from 2005 to June 2016, when it was not family owned. Clara Hsu owned the business until 1998 when her father James Ma suffered a stroke and had to retire from his wholesale business. Clara then took over James' operation. In 2005, she decided to sell the business to pursue her interest in poetry. The business was sold to two of her long time employees. When the new owners decided to close Clarion in 2016, Clara re-purchased the business.

d. Describe the ownership history when the business ownership is not the original owner or a family owned business.

There was a period in the history of Clarion Music Center from 2005 to 2016 when it was not a family owned business.

The new owners canceled the World Music at Clarion series and decided instead to focus on Chinese musical instruments. However they kept the Cultural Awareness Through Music workshops for school's field trips.

In recent years, the business struggled financially due to a lack of sophistication in today's social media and the online retail environment.

e. When the current ownership is not the original owner and has owned the business for less than 30 years, the applicant will need to provide documentation of the existence of the business prior to current ownership to verify it has been in operation for 30+ years. Please use the list of supplemental documents and/or materials as a guide to help demonstrate the existence of the business prior to current ownership.

Included in this Legacy Business Registry application is a photo album showing the grand opening of Clarion and Excelsis Music. Dates are on the back of the original photographs.

A set of signature card copies were provided by Bank of America, Chinatown Grant Ave Branch, showing the name and date of when Clarion Music Center was opened.

f. Note any other special features of the business location, such as, if the property associated with the business is listed on a local, state, or federal historic resources registry.

The building is regarded as a historical building as it was the old Salvation Army Church, with a corner stone dated 1958.

Criterion 2

a. *Describe the business's contribution to the history and/or identity of the neighborhood, community or San Francisco.*

Clarion Music Center is the only music school in the Chinatown neighborhood since the 1980s and it remains to be so to this day.

b. *Is the business (or has been) associated with significant events in the neighborhood, the City, or the business industry?*

On the wake of 9-11-01, Clara organized a candlelight memorial at Clarion and invited people to send in their words of grief and consolation. Message came via emails from many parts of the world and they were posted on a wall at Clarion. During the memorial the messages were read out loud and musicians played. Afterward participants walked around the block of Waverly, Clay, Grant and Sacramento with candles. This event was fondly remembered by those who were there. Clara was often reminded about its impact on people even to this day.

c. *Has the business ever been referenced in an historical context? Such as in a business trade publication, media, historical documents?*

Clarion has been referenced in local newspapers and TV shows. Please see attachments.

d. *Is the business associated with a significant or historical person?*

"Clarion" means a loud and clear trumpet. The business name plays on "Clara" which means bright and clear.

e. *How does the business demonstrate its commitment to the community?*

Even through the most difficult circumstances, suffering loss of sales from the multiple disasters associated with the age of the building, Clarion has remained available to the community and has never shut its doors on the students. From the very beginning Clarion is built solely on personal resource, not bank loans. Clara came out of retirement to buy back the business for the sake of the arts and the community, using her own savings to restore the business.

f. *Provide a description of the community the business serves.*

Many of the students at Clarion are Chinatown residents. The parents are mostly first generation immigrants who hold menial jobs. They don't have the privileges that are enjoyed by the more affluent Chinese families and many don't travel outside of the community until they go to college.

Willa Li, a resident of Chinatown and former piano student of Clara, now a freshman at Harvard University, wrote:

". . .Clarion has been such an integral part of my life and will always be where my musical passion has seeded and blossomed. I still remember the many years I have walked through the store; how as a young child, the ocarinas, guzhengs, and lustrous gongs were visual delights that piqued my interest in music. I will remember Clarion as the melting pot of exotic instruments that filled me with a rich sense of worldliness, and I am so grateful for Clarion for exposing me to music, culture, and history in a way that I will always treasure. . ."

g. Is the business associated with a culturally significant building/structure/site/ object/or interior?

The building was the old Salvation Army Church but other than that there is no significant or important cultural content within or without the building.

h. How would the community be diminished if the business were to be sold, relocated, shut down, etc.?

The original owner Clara Hsu, now a published poet, was moved to consider the impact of the end of a legacy when the last owners decided to close shop. Clarion Music Center was the only music establishment left in the Chinatown and downtown vicinity, and families in the immigrant-rich neighborhood would have a hard time finding affordable music lessons for their children if the store were to close.

Clara decided to keep Clarion going by purchasing the business back because she firmly believes that the awareness of beauty in sound and sight is cultivated through listening, seeing, feeling and immersion. What is important is not the mechanical action that is taught in playing an instrument. What is important is the awareness of beauty, and to be able to discern the difference between the good and the bad; and that beauty comes in many shapes and forms. It is this environment that Clara wants to cultivate and protect for the Chinatown community.

Criterion 3

a. Describe the business and the essential features that define its character.

Clarion has always been ahead of its time in terms of concept. Musical instruments were treated with respect, displayed in beautiful cases and containers, whether they were a few dollar items or expensive instruments. The same concept is applied to the new Clarion: to provide an inclusive environment that is inspiring and respectful for the arts.

b. How does the business demonstrate a commitment to maintaining the historical traditions that define the business, and which of these traditions should not be changed in order to retain the businesses historical character? (e.g., business model, goods and services, craft, culinary, or art forms)

After Clara had re-purchased the business in July, 2016 changes were necessary in order for the business to survive and thrive.

As painful as it was, the collection of rare and exotic instruments no longer could support the business. Clara decided to buy the business back without its massive inventory. Her vision was to create a new Clarion, keeping and expanding the private piano and violin lessons to include Chinese and other musical instruments, art and theater classes; and the presence of poetry.

Clarion is now the home of the San Francisco Poetry Open Mike Podcast TV Show, where taping of the show is produced once a month. David Acevedo, director of SF City Theatre Company and Teatro Latino will offer drama classes and performances. An art gallery is in the works. There will be literary readings and a distinctive poetry collection by local poets will be showcased. As Clara puts it, "Poetry will not be the bread and butter, but it will be the soul of Clarion." World Music at Clarion will be back to celebrate our culturally rich Bay Area. Clarion

will be the next "Mecca of arts" where San Francisco and Chinatown residents and youths will benefit in experiencing the living arts of our time.

c. How has the business demonstrated a commitment to maintaining the special physical features that define the business? Describe any special exterior and interior physical characteristics of the space occupied by the business (e.g. signage, murals, architectural details, neon signs, etc.). Does the building occupied by the business relate to the immediate neighborhood?

With the Golden Mountain Temple as its next door neighbor, the First Baptist Church and the YMCA across the street and Clarion with its educational, music and art focus, Chinatown has a unique corner that serves the community in health, arts and spiritual practices. This corner does not sell touristic souvenirs, and it is the starting point of many historical tours.

BUSINESS REGISTRATION CERTIFICATE

RENEW BY DATE
05-31-2017

EXPIRATION DATE
06-30-2017

FY 2016-17

BUSINESS ACCOUNT NUMBER 0395913	LOCATION ID 0395913-01-001
TRADE NAME (DBA) CLARION MUSIC CENTER	BUSINESS LOCATION 816 SACRAMENTO ST
BUSINESS CLARION MUSIC CENTER	THIRD PARTY TAX COLLECTOR <input type="checkbox"/> PARKING TAX <input type="checkbox"/> TRANSIENT OCCUPANCY TAX

CLARION MUSIC CENTER
816 SACRAMENTO ST
SAN FRANCISCO CA 94108-2117

CITY AND COUNTY OF SAN FRANCISCO
OFFICE OF THE TREASURER & TAX COLLECTOR



José Cisneros
Treasurer



David Augustine
Tax Collector

POST CLEARLY VISIBLE AT THIS BUSINESS LOCATION

Read reverse side. To update addresses or to close a business, go to www.sftreasurer.org/accountupdate.

Clarion Music Center

TITLE OF ACCOUNT(S)

Bank may pay out funds as instructed below:

For Sole Proprietors: with your signature alone (in box number 1) or with any one of the other signatures below unless you specify another number here _____ for the other signers.

For all other businesses: with any one of the signatures below unless you specify another number here: _____

Authorized Signature(s):

1. Clara HSU

(TYPE OR PRINT NAME)

(SIGNATURE)

(DRIVERS LICENSE / SOCIAL SECURITY NUMBER)

2. James MA

(TYPE OR PRINT NAME)

(SIGNATURE)

(DRIVERS LICENSE / SOCIAL SECURITY NUMBER)

3.

(TYPE OR PRINT NAME)

(SIGNATURE)

(DRIVERS LICENSE / SOCIAL SECURITY NUMBER)

4.

(TYPE OR PRINT NAME)

(SIGNATURE)

(DRIVERS LICENSE / SOCIAL SECURITY NUMBER)

5.

(TYPE OR PRINT NAME)

(SIGNATURE)

(DRIVERS LICENSE / SOCIAL SECURITY NUMBER)

6.

(TYPE OR PRINT NAME)

(SIGNATURE)

(DRIVERS LICENSE / SOCIAL SECURITY NUMBER)

FOR CASC/ACCOUNT ADMIN USE ONLY

You agree that the written information we give you is part of your agreement with us and tells you the current terms of our deposit accounts.

By signing below, you certify under penalty of perjury that the tax reporting information set forth on the reverse is true, correct and complete. The Internal Revenue Service does not require your consent to any provisions of this document other than the certifications required to avoid backup withholding.

Type or Print Name

Signature

Type or Print Name

Signature

Accounts Established Under This Agreement

The written information we give you and the tax reporting information you gave us on this card apply to each account opened under this agreement.

ACCOUNT INFORMATION		DATE OPENED	COMMENTS
TYPE	ACCOUNT #		
Checking	[REDACTED]	8/82	
IMX	[REDACTED]	8/98	

• Cash and deposit all checks payable to me or to this account name when endorsed.

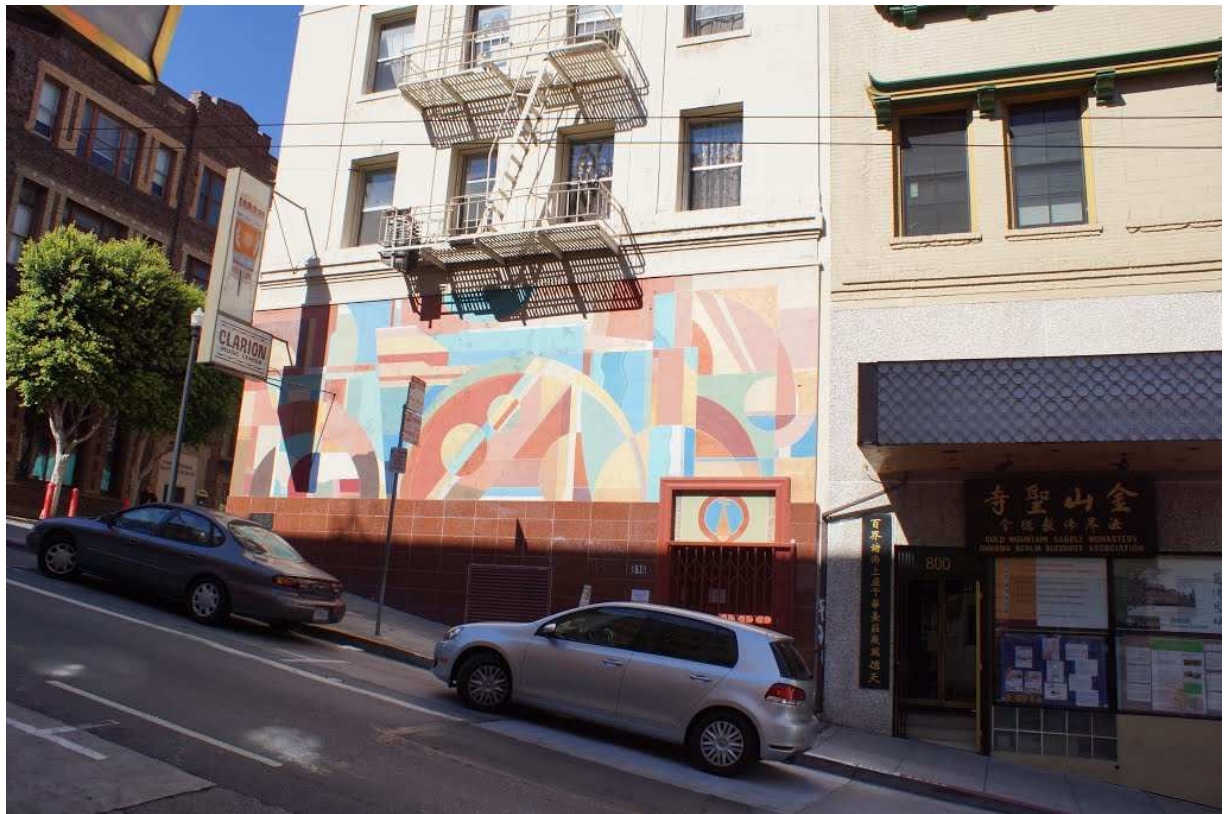
I want you to:

- MAIL all my statements and other notices.
- HOLD all my statements and other notices. Mail them to me if I don't call for them in 30 days. If the statements and other notices are returned to you undelivered, you may destroy them after 2 years.

I agree that you're not responsible for items lost while not in your possession.

I want a unified Timesaver Statement.™

My checking savings account number is _____





Clarin Music Center
SALE!

Violin 小提琴 \$148.00...
Flute 長笛 \$198.00...
Clarinet 單簧管 \$198.00...
Trumpet 小號 \$198.00...



Clarin Music Center
SALE!

Violin 小提琴 \$98.00...
Flute 長笛 \$198.00...
Clarinet 單簧管 \$198.00...
Trumpet 小號 \$198.00...



招財進寶

16.00









ER HU

二胡

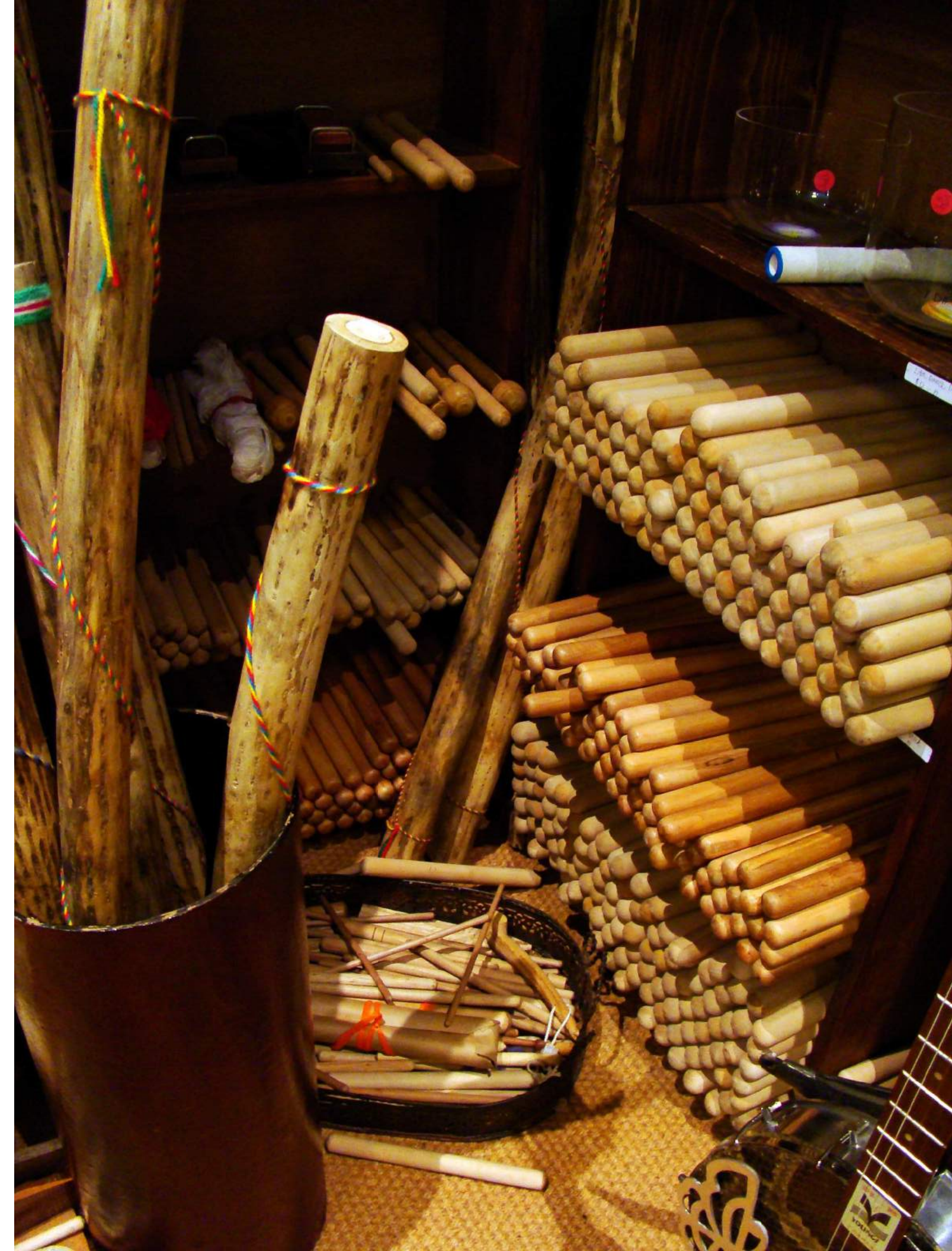
- EHBV \$89.00
Basic Model Yellow
- EHBR \$109.00
Basic Model Rose
- EHRW \$20.00
Student Model
(w/ hard case)

Add \$20.00 for





SALE
The Sea ...
\$299.00
7.600.000







INTERNATIONAL TAKO FESTIVAL

CHINESE CHURCH



華聲樂器

MENCLOS
MUSIC INC.
906-7338

音樂中心

CLARION
MUSIC CENTER
391-1317

CELIGA



PLEASE LEAVE
THE INSTRUMENTS
AND OTHER ITEMS
AS THEY ARE

BUSINESS

MON. 10-6
TUE. 10-6
WED. 10-6
THU. 10-6
FRI. 10-6
SAT. 10-6
SUN. 10-6

NO SMOKING











**Photo Album Showing the Grand Opening
of Clarion and Excelsis Music**

TO:

CLARION MUSIC CENTER

BEST WISHES

KIN .

OCT. 3, 1982















Newsletter December 2001

Dear Friends of Clarion,

Happy Holidays! I would like to thank those of you who took advantages of our holiday sales and bring music to your homes and friends. Our after Christmas storewide sale will feature the following:

* **December 29 (Saturday) DAY-LONG Customer Appreciation Didjeridu Sale**

20%-40% Discount on all didjeridus and we take you out to lunch!

The ornately painted and finely worked yirdakis in the didjeridu gallery at Clarion Music Center have long held player appeal and high value. From bell size to bore dimensions, shape, wall thickness, backpressure, resonance, tone, and the exquisite 40,000+ year old Aboriginal clan designs--these instruments are crafted to be the ultimate in didjeridu.

Pick up rare instruments made by famous northeast Arnhem Land makers Djalu Gurruwiwi, Milkayungu Munungurr, Yuwalkitj, Datjirri Wunungmurra, and Gapanbulu Yunupingu, current yidaki player of Yothu Yindi.

Don't miss out on this opportunity 9am and 5pm Saturday December 29 to acquire your dream didjeridu at rockbottom prices including lunch on us.

* **30% off all holiday items** - This includes beautiful Woodstock chimes, ethnic accessories like purses, scarves and bags; and all overstock items.

This sale is limited to the inventory on hand. Sale prices do not apply to special order items. Sale ends January 15, 2002.

We will be opened on Sunday December 30 from 12-4, and closed on Monday December 31 for inventory.

The new year is full of activities. Please see the event calendar below.

With all good wishes.

Clara

CONCERTS 2002

Friday January 25 Open Mic - poetry and music

Hosted by Gaya Jenkins

FREE EVENT

This is about getting together and having a good time, and share works that are important and inspirational to you. Many people signed up already, and we will have only twelve participants (ideally six poets and six musicians), so that each one will have enough time to perform. So if you are thinking about playing or reading, don't! Make a commitment now and e-mail me at clara@clarionmusic.com

Other Upcoming concerts: (more details later)

Friday February 8 Zimbabwean Shona Dance and music featuring Julia Chigamba

Friday February 22 Danny Heines, guitar

Friday March 1 Jorge Perez-Molina and Friends (berimbau, vocal and piano)

Friday March 15 Gamelan Saker Jaya

Friday April 5 Jiebing Chen, Erhu master

Volunteer

I am looking for volunteers who are willing to help out on the Friday night concerts. Please let me know if you are interested and indicate the date(s) that you are available. Thank you.

WORKSHOPS 2002

January 11 Frame Drumming Workshop with Glen Velez

Time: 7-10pm

Fee: \$50.00

Glen Velez is an internationally recognized frame drummer, composer, scholar and teacher. Velez has created his own musical style inspired by both western percussion and frame drum performance styles from around the world. This workshop will cover various extended hand techniques, Indian rhythm formulas, hand movements used in S. Italian, Basque and Azerbaijan frame drum techniques, and rhythm material from his latest CD, Breathing Rhythms.

We will have some drums available at the workshop. You may bring your own drum. A tar drum with a diameter between 10" - 16" is recommended.

Advanced registration only.

January 10 Chinese Erhu Class with Mr. Shi Tao

Time: Every Thursday, time to be determined

Fee: \$60.00 for a session of six consecutive classes

Erhu, or the two string fiddle, is a popular instrument in China. It is simple enough that many people find it satisfying playing at home. However its long history has created virtuosity in techniques and music. It is the lead instrument in most Chinese ensemble, and often played as a solo instrument.

Starting on January 10 we will offer erhu classes every Thursday evening at Clarion. Mr. Shi Tao is a graduate of Nan-Jing University in China, and has been teaching erhu in institutions and privately for many years. Since he came to San Francisco in 1999, he has performed with Melody of China, a local professional ensemble in the Bay Area, at Yerba Buena Center, Old First Church, and Channel 26. He also does performance and demonstration for schools in the Bay Area.

No music background is necessary to participate in this class. Tuition is paid in full on the first class for a session of six consecutive classes. A selection of erhu is available at Clarion.

Advanced registration only.

January 7- March 25 Ensemble Workshops

Internationally acclaimed Erhu (Chinese two-string violin) virtuoso Jiebing Chen will be a Resident Artist at Clarion Music Center from January through March 2002!

During this time, Ms. Chen will lead two workshop ensembles. The first will take place Monday nights from January through March 2002 and will be a multi-cultural music workshop ensemble where participants can try their hands at working in and with different musical traditions.

On Tuesday nights, Ms. Chen will lead a workshop ensemble for traditional Chinese instruments where both traditional repertoire and new works can be developed and explored.

Intermediate to Advanced musical proficiency is recommended, all instruments and ages are welcome. Participants need to provide their own instruments.

This FREE workshop is a program of Clarion Music Center, the California Arts Council - a State Agency, and Asian Improv aRts.

Dates:

Multi-cultural Music Workshop Ensemble: Mondays,
January 7 - March 25, 2002

Traditional Chinese Instrument Workshop Ensemble:
Tuesdays, January 8 - March 26, 2002

Time: 7-9:30pm for both workshops

Tuition: Free

For more information, please e-mail Jeff Chan at jfchan@asianimprov.com

Clarion Music Center

816 Sacramento Street
San Francisco, CA 94108

Tel: 415-391-1317

e-mail: clara@clarionmusic.com

web site: <http://www.clarionmusic.com>

Exotic **Musical Instruments** *at*

CLARION MUSIC CENTER



AFRICAN DRUMS AND PERCUSSIONS
AUSTRALIAN ABORIGINAL DIDJERIDUS
CHINESE GONGS AND DRUMS
INDIAN SITARS
NATIVE AMERICAN FLUTES
TIBETAN SINGING BOWLS
MUSIC RECORDINGS AND BOOKS
.... AND MUCH, MUCH MORE!

Snuggled in the midst of San Francisco Chinatown, Clarion Music is "the best place to see, hear and buy exotic musical instruments of the world" (The Bay Guardian). This "Aladdin's Cave of a shop" is a place for musicians and non-musicians to explore sound, history and art.



Didjeridu Master

david blansi

CLARION MUSIC CENTER

EVENTS

October 12, Sunday at 1:00pm
"Cultural Performance/Workshop"
Aboriginal Didjeridu player Janawirri Yiparrka. \$40

November 2, Sunday at 1:00pm
"Yidaki making techniques of NE Arnhem Land."
a slide presentation and discussion with Fred Tietjen. \$12

November 16, Sunday at 1:00pm
"Advanced Didjeridu Techniques"
with Stephen Kent. limited to 12 people. \$40

Call 888-343-5374 for reservation

front: Yidaki from NE Arnhem Land by Dhalu Guruwiwi,
legendary didjeridu maker for Yothu Yindi.
The collection is on sale at Clarion

Clarion Music Center
816 Sacramento Street, San Francisco, CA 94108

Cultural Awareness Through Music

at Clarion Music Center

Cultural Awareness Through Music is a program that leads students to explore and examine the incredible creativeness of human beings. It was conceived and designed to share the diversity of the world's cultures, its people, and the music that is natural, unpretentious, and lives in all of us.

Young children will be introduced to instruments through play-acting and storytelling. Upper grade students will be able to discuss the science and math concepts used to construct instruments. Together, they'll discover facts, such as:

- 17th Century Japanese Shakuhachi players were spies for the government.
- Musicians of Morocco and Tunisia play on the Zorna to charm a basketful of snakes.
- Drum heads are sometimes made from fish skin.
- A goat's hoof, a grain of sand, a pod of seeds, and termites are just some of the ingredients that make musical instruments in our world.

The most exciting part of the program is usually handling the instruments themselves:

- Cradle a Sitar, bow an Erhu, or play a Doumbek. Pluck a string, tap the skin, or blow a long breath... and feel the vibration of the instrument in your hands.

Clarion Music Center invites you to step into the beat, feel, and experience the richness of music our world has to offer.

"The Best!...The presentation of the instruments, the opportunity for the students to hold and play the instruments, and your generous hospitality were all together the making of a wonderful day!"

Cameron Teasdale, 5th grade teacher
Seven Hills School, Walnut Creek, CA

"You presented a thrilling and memorable experience for all of us, parents too! Your style of presentation was captivating from beginning to end!"

Toni Jensen, 6th grade teacher
Auburn Elementary School, Auburn, CA

Clara Hsu, President

Clara received her music degree at Westminster Choir College in Princeton, New Jersey. She moved to California and started Clarion Music Center in 1982. Aside from building her collection of exotic musical instruments, Clara works with numerous music teachers in the Bay Area, and designs the educational program for students who come to the Center for regular music lessons.

"This was one of the best trips ever!...The integration of music and social studies was so well done...A quality experience. Unique. Excellent. Would definitely come back next year."

Kent Peterman, 2nd grade teacher
Burton Valley Elementary, Lafayette, CA

"The hands-on aspect of the workshop was particularly successful for us..."

Doug and Bingle Lewis
Summit School, Winston-Salem, NC

Michael Santoro, Program Director

Michael earned his Bachelor of Arts degree from The Ohio State University in Columbus, Ohio. In 1993, Michael moved to San Francisco, and is now teaching music theory and appreciation to students (kindergarten through high school) at Clarion Music Center. As a musician/composer, he devotes his time to the study of Chinese and Japanese instrumental music.

Listen to the
MUSIC

See the
PICTURES

Play the
INSTRUMENTS

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Chinatown
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About the Shop

Located in the heart of San Francisco Chinatown, this Aladdin's cave of a shop has become a consummate meeting place for exotic music, where musicians and non-musicians can explore sound, history and art.

The instruments are displayed in a way that stimulates the imagination and curiosity. Besides more than 100 varieties of instruments from every continent, there are books, instructional videos and CDs for teachers and students.

Clarion was established in 1982, when owner Clara Hsu received an offer from the Captain of the Salvation Army Corps in Chinatown to take over a retail space in the basement of an old church.

In the early days, Clarion dealt mostly in pianos, violins and Chinese traditional musical instruments. Musicians who discovered the shop wanted the Chinese instruments, and would trade in their own doumbek or berimbau for a dizi or erhu.

After a few years, Clarion collected many unusual and beautiful instruments. These instruments in turn inspired Clarion to become a world music instrument shop.



Photo Credit: Jim Block



Photo Credit: Jim Block

SATURDAY MUSIC CLASS...

Group classes for the chinese erhu (two string fiddle) and guzheng (zither) meet **every Saturday from 5:00 - 6:30 pm**. They are great for beginners. Adults and children are welcome. Tuition is **\$15.00** per class.

Information and Directions:

415.391.1317

shop online

www.clarionmusic.com

info@clarionmusic.com



or visit us at our retail store

**816 Sacramento Street
San Francisco, CA 94108**

between Grant Street & Waverly Place

Mon - Fri 11:00am - 6:00pm

Sat 9:00am - 5:00pm

"Snuggled in the midst of San Francisco Chinatown, Clarion Music Center is the best place to see, hear and buy exotic musical instruments of the world"

The Bay Guardian

printed on recycled paper

CLARION MUSIC CENTER

816 Sacramento Street
San Francisco, CA 94108

In the heart of chinatown



Photo Credit: Jim Block

WWW.CLARIONMUSIC.COM



CHINESE MUSICAL INSTRUMENTS OUR SPECIALTY

LION DANCE EQUIPMENT



Lion Dancers

Clarion Music Center carries a comprehensive array of Chinese gongs, cymbals and drums.

Lion and dragon masks used in festivities such as new year, weddings and birthdays are available in adult and child sizes.



Tong Drums

Red is the color of Chinese drums! Tong drums and lion dance drums are used in music ensembles as well as dragon boat races.

We have a wide selection of percussion instruments from around the world. We take special orders for any size drum.

CHINESE INSTRUMENTS



Photo Credit: Jim Block
Bowed Instruments

The **Hugin Family** is much like the violin family. They come in many sizes.

The most popular hugin is the **Erhu**. It is usually played as a solo or lead instrument in a Chinese ensemble.



Sounas

The **Chinese souna** is a member of the clarinet family, with cousins in Persia (shawm), Egypt (mizmar) and North Africa (ghaita).



Photo Credit: Jim Block
Mask, drum, gong cymbals

We have authentic Lion Dance Ensembles complete with instructions. Stop by our website www.clarionmusic.com

ABORIGINE & AGAVE DIDJERIDUS



Stephen Kent

The **Didjeridu** is a wind instrument originated from Northern Australia.

Traditionally Australian males blow into these logs with the accompaniment of rhythm sticks during ceremony.

Nowadays, it is used as a solo instrument, as well as in ensemble and for meditation.

We carry didjeridus for beginners, as well as masterpieces made by famous didjeridu makers.



Photo Credit: Jim Block
Jusse Nayeli

We feature agave didjeridus made by South African master **Jusse Nayeli**.

WORLD INSTRUMENTS



H'mong drur

H'mong drur is a healing gong used by the H'mong tribe's shaman from South East Asia. The edge of this gong bends inward at an angle, creating a focused tone.



Dombek and Gimbri

The **gimbri** is a traditional Moroccan wooden three-stringed lute. It is one of the principal instruments in Gnawa music.



African Shakers

Shakers, shells, pebbles, rice and seeds are some of the secret ingredients dwell inside a shaker.

BOOKS, CDS & VIDEOS



Books/CD's

Books of Learning
Learn how to play the djembe, sitar, penny whistle and how to make gourd instruments.



South East Asian CD's

Music of the globe

Listen to traditional, experimental, and music that fuses cultures of the world together.



VHS's/DVD's

Genghis Blues, the Oscar nominated documentary brings international fame to Paul Pena, San Francisco's blind blues legend, who calls Clarion his home.

MUSICAL TREASURES



Teacher's choice

Clarion's Cadence Violin outfit is a superb student model at an affordable price.



Jingle Bands

Looking for unique **musical gifts**? Our bargain items start at \$5.00.

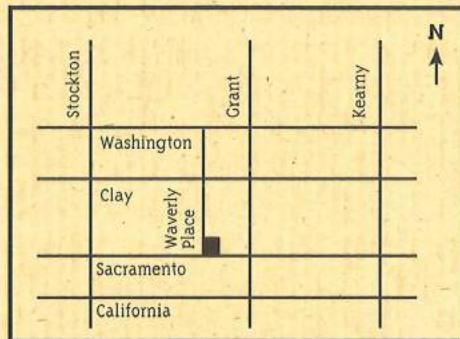


Hand Crafted Shakers

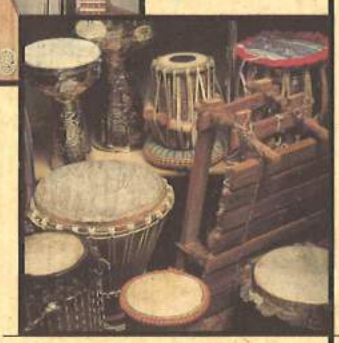


Zills-finger cymbals

Come in and browse our world music collection - it's cultural, historical, educational and fun - right in the heart of SF Chinatown.



Address: 816 Sacramento Street,
 San Francisco, CA 94108, U.S.A.
Telephone: 415-391-1317
 1-888-343-5374 (Toll Free within USA)
Fax: 415-391-3716
E-mail: info@clarionmusic.com
Web Site: http://www.clarionmusic.com
Operating Hours:
 M-F 11am-6pm
 Sat 9am-5pm



Discover
 a Whole New World
 of Music at...

CLARION MUSIC CENTER



The popular local television series Bay Area Backroads said, "Clarion Music Center honors the diversity that fueled this city with an incredible collection of musical instruments from around the world."

British musician and educator Angus Watson described Clarion as "Aladdin's cave of a shop."

To the San Francisco Bay Guardian, Clarion Music Center is "the best place to see, hear and buy exotic musical instruments of the world."

But Clarion Music is much more than that...

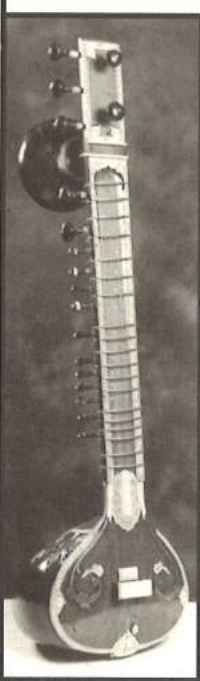
Snuggled in the midst of San Francisco Chinatown, Clarion Music Center also serves as an educational and resource center for the world musical culture. Clarion's unique in-store Cultural Awareness Through Music™ program leads audiences to explore and examine the incredible creativeness of the human spirit. Its World Music at Clarion series was conceived and designed to share the diversity of the world's cultures, its people and the music that lives in all of us.

Here I present to you a glimpse of our products, services and activities. I invite you to make the journey to Clarion and experience with us the joy of music.

Clara Hsu, president

You will also find...

African drums
and
percussion



Australian aboriginal didgeridus, Chinese gongs and drums,* Indian sitars, Native American flutes, Tibetan singing bowls.....

Music recordings, books, educational materials and much, much more!

* Chinese traditional instruments are our specialty.



"The children and the adults were enraptured and enthralled. A quality experience. Unique. Excellent!"

Kent Peterman, 2nd grade teacher, Burton Valley Elementary, Lafayette, CA

Cultural Awareness Through Music™

Students from around the Bay Area and beyond are introduced to instruments through play-acting, story-telling, demonstration and discussion. Together, the audience will discover intriguing facts such as these:

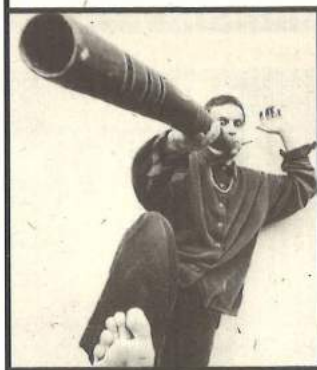
- 17th – century Japanese shakuhachi players were spies for the government.
- Musicians of Morocco and Tunisia play on the zorna to charm a basketful of snakes.
- Drum heads are sometimes made from fish skin.
- A goat's hoof, a grain of sand, a pod of seeds and termites are just some of the ingredients that make musical instruments of our world.

World Music at Clarion



World Music at Clarion is a series of workshops, lectures and performances that have been developed to provide learning and listening opportunities for world music enthusiasts. Workshops include playing the didjeridu,

Tuvan overtone singing, and lectures on yidaki making and painting. Friday night performances present world music with world class musicians on Chinese music, the Persian santur, Indian sarod and tabla, and more. A few of the artists are highlighted here.



Stephen Kent

Composer, performer, multi-instrumentalist and teacher, Stephen Kent is one of the foremost exponents of the Australian aboriginal didjeridu in contemporary music. Stephen offers lessons and didjeridu consultations on Tuesdays at Clarion. Workshops on the art of playing the didjeridu are scheduled throughout the year.



Fred Tietjen

Fred Tietjen has published several articles on the aboriginal didjeridu and is a contributing author to the book "The Didjeridu from Arnhem Land to Internet." His

interviews with Alan Dargin, David Hudson, Charlie McMahon, Mandawuy & Makuma Yunupingu of Yothu Yindi, and Stephen Kent are a veritable resource in the world of didjeridu today. Fred arranges workshops on aboriginal music and culture and travels to Australia to hand select instruments, making Clarion's didjeridu collection one of the finest in the world.



The Jumping Buddha Ensemble

As resident ensemble of Clarion Music Center, the Jumping Buddha Ensemble regularly performs traditional Chinese music for the World Music at Clarion series and visitors to San Francisco.

Zhang Xiao-Feng on the er hu (Chinese fiddle), **Fred Fung** performs on the yangqin (Chinese hammered dulcimer) and **Michael Santoro** on the dong xiao (vertical flute). Together they provide soulful music of bygone era — a unique and unforgettable insight to Chinatown.



Lessons, Rental & Repairs

Private lessons are offered on the piano, violin, guitar and several world musical instruments including Chinese gu zheng, er hu, aboriginal Australian didgeridu and Indian tabla. Student recitals are organized once a year.

Violin, flute and clarinet are available for rental.

Instrument repair service includes piano, violin, flute, clarinet and most traditional instruments.

時省

受惠於這個新計劃。
根據統計顯示，一九九四年學生貸款業務較九三年成長了百分之四十三。而許多學生表示，由於申請貸款不再困難，他們借款的金額也就降低了。
「威廉福特聯邦直接貸款計劃」不但借款容易，同時也提供學生多項還款選擇計劃；學生可以根據自己的經濟狀況，選擇十二至三十年的固定還款，或遞增還款方

加參迎 會聯

攝的「走入火線」，及羅門·帕藍斯基拍攝的「中國城」，歡迎民眾前往欣賞。
將於三月十三日（週一）晚間七時上映的「走入火線」(Coming Out Under Fire)，為亞瑟·董於九四年製作的影片，在此片中，亞瑟·董面訪多位在二次世界大戰中服役的同性戀者，藉其第二手的經驗，揭露當時同性戀者在軍隊中所受的待遇，並將其與柯林頓總統日前所揭示的「不問，不答」規定相比，來探討同性戀者在軍中服役的問題。

這種看不見的生活對服役的同性戀者而言，已無法滿足其需求；當這些同性戀者的性向問題浮出表面時，他們立刻成為同袍眼中的異類，有些並受到解職除役的命運。
在影片「中國城」中，傑克·尼克森擔任的偵探角色貫穿全片，揭發當地私人與公家機關水利工人之間，為爭奪水的使用權，而引發的一連串醜聞及謀殺事件，片長一百三十一分鐘。
欲知影片詳情，請電(五一〇)六四二五二四九。

馬信全回饋社區 為華埠添風采 不惜花錢請俄裔畫家為牆作畫

常到舊金山華埠的人也許會注意到，臨唐人街(Sacramento St.)一棟樓房的第一層牆面，整個畫上了「抽象派」壁畫，為原是充滿中國風味的華埠，添加了一些西方藝術色彩。
這壁畫題名「宇宙音樂」(Music of The Spheres)是樓房主人「華聲音樂中心」馬信全先生，花了美金三千元聘請一位俄裔畫家，以三個禮拜的時間畫上去的。
「人不要永遠只想名利，生活中總要有些理想」，馬信全談

起他為什麼花錢請藝術家畫壁畫的緣由。他說，長久以來，他就一直想將這面灰色水泥牆面加以美化，也希望遊覽華埠的各國觀光客，除了吃中國食物外，也有機會看到屬於「藝術」層面的東西。
一九七四年，馬信全從香港移民來舊金山。從事什麼行業最
適合呢？四處觀察結果，他選擇了在華埠開設樂器行，專賣各種中國樂器，另附設音樂中心招收學生，教授鋼琴、小提琴等課程。

地說，也有其他樂器行買各國民俗樂器，但他相信以華聲的種類最多，例如，單是鑼鼓，就有中國的、印地安的、非洲的、西藏及新疆的等幾百種，有全球最大的中國「抄鑼」，直徑五十英寸；有最小的京鑼，直徑約八吋。
三年前，馬信全在澳洲看到一種叫「Didjeridu」的樂器。這是澳洲土人利用白蟻蛀空的木頭製成樂器，木頭外表繪上具有民族色彩的圖畫，樂器存在已有三萬年歷史，成信是人類最古老的樂器之一。「這是樂器，也是藝術」，馬信全認為，美國人一定會喜歡，果不其然，直到目前為止，Didjeridu一直是華聲最暢銷的樂器之一。
由於蒐購各國民俗樂器，這些年來，馬信全走遍世界各地，他的心得是：「見所未見，聞所未聞」，不但不會「少見多怪，見怪不怪」，而且深深感受到，「從各個族裔都可以學習到做人處世的道理」。



華聲樂器行負責人馬信全和他在澳洲蒐購到的民俗樂器——Didjeridu。

「華聲樂器行」及「華聲音樂中心」，是第一家在華埠開設的「文化」事業。馬信全說，廿年前開張時，華埠不少僑胞家長跟他說：「現在好了，孩子總算有機會就近學習音樂。撇開是否賺錢一事不談，他覺得，在華埠開創文化事業，服務僑胞，有相當貢獻。
廣東籍的馬信全自小喜愛音樂，他年輕時彈鋼琴、風琴；現在拉大提琴。二次大戰時住新加坡。一九四七年回香港開設「華聲樂器行」，買賣世界各國樂器；不過之後，他設立製造鋼琴的工廠，品牌就叫「華聲」。
雖然他的專長是西方樂器，但一九七〇年代移民來美後，看到樂器市場已經充斥西方古典樂器，又觀察到中國音樂在美漸受歡迎，雖然自己全然不懂國樂，還是決定開家專賣中國樂器的商店，後來的事實證明，他的眼光正確。
中國樂器賣了幾年，馬信全察覺到「新時代」(New Age)音樂趨勢來臨，美國人會廣泛接受世界各國的民俗音樂，尤其是舊金山地區，多元文化的特性比美國其他任何一地都要顯著，他開始到印度、澳洲、非洲、西藏、新疆及中南美洲等地蒐購民俗樂器。現在，他的華聲樂器行是金山灣區，也是全美少數出售各種稀奇古怪樂器的商店，而且還批發全美。馬信全自豪

七十四歲的馬信全，是「四梅之內皆兄弟」理念最徹底的實踐者。他看事務從光明面出發，待人寬容。到他店裡的顧客最後都成為他的朋友，而且是包括各色人種。例如，舊金山一位白人藝術收藏家，如到華埠，一定會轉到華聲看看馬信全，說聲「哈囉！」聊兩句；一位住芝加哥的顧客，每兩年一定飛來金山探望他，馬信全笑說，「喜愛音樂的人，一定都是好人。」到他店裡，何必一定談生意？
為他畫壁畫的俄裔藝術家，也是華聲的顧客之一。有天，這位畫家到華聲買日本笛子，「俄國人吹日本笛子？」這就引起馬信全的好奇，閒聊之下，知道這人是壁畫家，剛巧，長久以來他就想在華聲一樓的外牆畫上壁畫，他買出去的日本笛子價格不過百元左右，卻花了三千元畫壁畫。而且，他要求畫「抽象畫」，因為要讓觀賞者有更多的想像空間。
華聲附設的音樂中心，目前開設有鋼琴班及小提琴班，學生約一百五十人，華裔居多，白人及非洲裔學生也有。馬信全的女兒馬文蕙，每年代表英國皇家音樂學院在此間招考學生。
馬信全從來不後悔走上音樂這條道路，他說，跟顧客有說有笑的，每天都很快樂，可以保持年輕的心。看他比實際年齡年輕許多的外表，音樂的確帶給他充實而愉悅的人生。(本報記者楊芳正)

地方新聞

灣區天氣預告

9月1日週五	晨霧後晴
	56/85度
9月2日週六	晨霧後晴
	58/80度
9月3日週日	晨霧後晴
	59/80度
9月4日週一	晨霧後晴
	59/83度

「記者徐敏子舊金山報導」中國人向來重視子女教育，「望子成龍望女成鳳」。除了「唯有讀書高」的傳統觀念，亦重視培養子女在才藝等領域的全面發展。坐落在華埠沙加緬度街夾天后廟街的「華埠音樂中心」就是最好的見證。

十四年來，逾千名華人子弟在那裡學習一技之長，彈鋼琴、拉小提琴成了這些孩子業餘的愛好，在他們成長的道路上，起了潛移默化卻不可低估的作用。

華埠音樂中心是由馬文慰和她的父親馬老先生於十四年前創辦的。雖然是一個牟利機構，但畢業於新澤西川Westminster Choir College的馬文慰和在香港開琴行的馬老先生並不僅僅把中心作為一個生意



海外華人家長望子成龍望女成鳳不惜花金錢、時間、精力送孩子學習各種技藝。圖為華埠音樂中心鋼琴教師李唯真(左)正在給學生上課。

(記者徐敏子攝)

鳳成女望 龍成子望

起興班樂音 育教重人華

場所，而是視其為下一代學習音樂的啟蒙地。十四年來，音樂中心的琴房從最初的幾個增加到現在的十四個，教師亦從當初的幾個增加到現在的十六個，每週上課的學生達一百三十名。「我們的老師都是音樂學院畢業的，且都是全職，這是保證教學質量的關鍵。」馬文慰強調說。

在音樂中心教鋼琴的李唯真老師表示，她的不少學生，家裡都沒有鋼琴，平時練習全靠簡單的電子琴。馬文慰說，十四年來，她接觸的家長成百上千，大多數都是盡心盡力地為孩子的健康成長著想，無私地付出時間、金錢、精力，除了接送，在家還陪著練習。遇到開音樂會或是英國皇家音樂學院來考試，家長們更是比孩子還忙。

李唯真畢業於廣川音樂學院，在香港任私人鋼琴教師達廿年。她在比較香港和美國學生的情況時指出，香港學生的課外活動比較單調，學生們學習音樂之風很盛，一些名校都強調學生要學習樂器，家長們更是「逼」著孩子學，且互相攀比，學生的態度也較認真。美國的課外活動豐富多彩，又講究「自由」，相比之下，沒有香港的學生那樣認真。

但華埠的孩子們都比較懂事，知道父母的不易，一般都很珍惜家長為自己創造的機會。學生中也有部分人是自己學而父母並不關心的。一名叫克里斯蒂的華裔女孩，家裡沒琴，她平時練習，就利用自己在麥當勞打工賺的錢，使用音樂中心一元一小時的琴房，彈得還真不錯，現在她已經上了大學。

馬文慰是英國皇家音樂學院灣區代表，負責安排每年兩次的鋼琴級別考試。灣區有多處考試中心，如舊金山、屋布、海沃、山景城等。在華埠音樂中心上課的學生，必須參加考試，多年來，不少學生考到「八級」，除專業演出的「演奏級」外，這是最高的級數了。

馬文慰說，她勸家長們千萬不要輕易放棄對孩子在音樂藝術方面的培養，「音樂對一個人的修身養性太重要了。」馬文慰說，「你看，中國古代傳下來的文化遺產不都是音樂藝術嗎？」

loop.pool <looppool@cruzio.com>

2/28
/06

to me

Dearest Clara,

As someone who has worked all of my life to promote (and make) high quality ethnic music from all over the planet, I want to thank you profusely for all that you have given to Northern California in your tenure at Clarion.

I am lucky enough to tour all over the earth; sometimes playing solo; sometimes backing incredible master musicians from different cultures.....one thing I have discovered is that everywhere you go , if you are lucky to find a person like you: dedicated to promoting artistry and to giving it a voice in our culture.

These people (and you) are a rare blessing to all of the earth's culture. Frequently, it is a thankless task to promote artistry the way you have done, but I know what you have accomplished and I know the gift you have given all of us with your work, your vision and your heart.

I thank you from the bottom of my heart on behalf of all the artists you have brought to San Francisco and to all the lucky people who were able to see those performances.

Bless you. Know that you have done a wonderful job and that your energy will be missed.

Also, the best of luck to you in whatever you decide to do in the future.

yours truly,

Rick Walker
Arts Commissioner for the City of Santa Cruz, California
2002-2005

Nicole Savage <nsavage@sfheart.com>

Jun 7, 2016

Dear Clara,

Over the years I have spent quite a few lovely afternoons perusing the exceptionally exotic selection of World Music instruments that I could always count on seeing and even being allowed to touch at Clarion Music Shop.

Though not a musician, the assortment of instruments I have collected from there continue to delight and inspire me, from my first purchase, a small brass bowl which continues to set the tone clearing my space and the Tibetan bells that I gently strike together to focus my intention, and the long Rain Stick from Peru standing close by, ready and able to completely relax my body from the long hours I spend of the computer and other times requiring the melting of tension. Several flutes, a couple even I can make sounds with as well as the others wait patiently for a guest to come to play them. The other small sound makers from Africa, Asia Nepal South America, even a sweet small tambourine, all in the basket continuing to cheer my heart through my eyes and ears.

This morning, while walking around my small sweet place I remembered the many occasions with friends when my small collection of musical instruments added such joyfulness to our times together. Even when my mother gone now would come for her semi -annual visits with me, the basket played its part. She became quite attracted to the small hand drum she liked to play and would bring it along with us on our walks together through Lands' End.

After I read your email yesterday I started remembering all of this and bringing the little drum along I took that walk again and played it for my mother and good friends now gone and for myself and for you, too.

Thank you Clara for all the peace and love and beauty you share,
Nicole

Stephen Kent, July 16th, 2016. Facebook message

Greetings from the UK, Clara, where I am with my extended family after working on the continent in Belgium and Austria. The first thing I saw as I awoke this morning was the (YES) surprising but extremely welcome news that you are once again going to open the doors of Clarion Music Center and expand its functions in a very inspiring way. I am delighted and excited to hear about it and very much hope to be able to work with you again. For starters I always enjoyed performing there and many people over the years have told me how much they enjoyed the scene when Clarion was functioning as a performance space. What you are talking about sounds like a wonderful way to expand the vision and bring more vitality into the SF zone, which has seemed rather more impoverished for smaller performing venues since you closed those doors before. On a personal level I am also lookout for a San Francisco venue from which to base my Didjeridu teaching & classes again so when I'm finally back in the area towards the end of the summer I look forward to reconnecting and talking to you about that. In the meantime, congratulations on your new venture. I wish you great success and I know the community will also be delighted with this news. Love and Light Stephen

**Legacy Business Registry
November 16, 2016 Hearing**

2016-014209LBR; 2016-013529LBR; 2016-013530LBR; 2016-013557LBR;
2016-014320LBR; 2016-013558LBR; 2016-013561LBR; 2016-013587LBR;
2016-013588LBR; 2016-014214LBR; 2016-013591LBR; 2016-013782LBR;
2016-013785LBR; 2016-013788LBR; 2016-013922LBR

Filing Date: October 17, 2016
Case No.: 2016-013530LBR
Business Name: Clarion Music Center
Business Address: 816 Sacramento Street
Zoning: CRNC (Chinatown - Residential - Neighborhood Commercial)
50-N Height and Bulk District
Block/Lot: 0225/007
Applicant: Clara Hsu, President
816 Sacramento Street
San Francisco, CA 94108
Nominated By: Supervisor Aaron Peskin, District 3
Staff Contact: Desiree Smith - (415) 575-9093
desiree.smith@sfgov.org
Reviewed By: Tim Frye – (415) 575-6822
tim.frye@sfgov.org

BUSINESS DESCRIPTION

Located in the old Salvation Army Building on the northeast corner of Sacramento Street and Waverly Place, Clarion Music Center has provided cultural programming and music lessons in Western and Chinese instruments to Chinatown residents since 1982. The business was founded by Clara Hsu, an immigrant from Hong Kong who moved to San Francisco with her father, James Ma, owner of a piano manufacturing business called Excelsior that operated alongside Clarion Music Center in the basement of 816 Sacramento Street. In 1992, the father and daughter pulled resources to purchase the 1908 building and expanded the business to include a street level and entrance at Waverly Place. The center gained a reputation as a place to purchase exotic and traditional musical instruments from all over the world and was one of the few businesses to provide repair services for both Western and Chinese instruments. An important part of the business that continues today is its commitment to providing live music, theater, poetry, and dance events, as well as educational classes, workshops, and programs for youth. Clara eventually came to own both businesses and in 2005, sold Clarion Music Center to two long-time employees who operated the business for ten years. Earlier this year, Clara re-purchased the center and intends to maintain the private piano and violin lessons currently offered while expanding include Chinese and other musical instruments, as well as art and theater classes, poetry events, cultural performances, literary readings, and an art gallery. Her father's Excelsior pianos continue to be used for music lessons within the center. As the only music school in Chinatown, Clarion Music Center fulfills an important role in providing music education to the Chinese immigrant and Chinese American communities and remains committed to providing affordable options for local families.

STAFF ANALYSIS

Review Criteria

1. *When was business founded?*

1982

2. *Does the business qualify for listing on the Legacy Business Registry? If so, how?*

Yes, Clarion Music Center qualifies for listing on the Legacy Business Registry because it meets all of the eligibility Criteria:

- i. Clarion Music Center has operated for 34 years.
- ii. Clarion Music Center has contributed to the Chinatown community's history and identity by providing a space for Chinatown residents, particularly youth, to learn how to play Western and Chinese musical instruments and by offering diverse cultural programs and events for the community.
- iii. Clarion Music Center is committed to maintaining the physical features and traditions that define its art of teaching residents how to play Western and Chinese musical instruments, and its tradition of producing and offering cultural programming in the fields of music, poetry, the visual arts, and theater.

3. *Is the business associated with a culturally significant art/craft/cuisine/tradition?*

Yes. The business is associated with the art of music, poetry, and theater, with a focus on promoting the use of traditional musical instruments.

4. *Is the business or its building associated with significant events, persons, and/or architecture?*

The business does not appear to be associated with significant events, persons, and/or architecture. The property is significant as a potential contributor to both the California Register- and National Register-eligible Chinatown Historic District. Further evaluation is needed to determine if the property is individually significant for its association with events, persons, and/or architecture.

5. *Is the property associated with the business listed on a local, state, or federal historic resource registry?*

The 1908 building is considered "Category A" historic resource by the Planning Department. It was identified as a potential contributor to both the California Register- and National Register-eligible Chinatown Historic District.

6. *Is the business mentioned in a local historic context statement?*

No.

7. *Has the business been cited in published literature, newspapers, journals, etc.?*

Yes. Clarion Music Center has been featured in numerous news publications, including but not limited to: The Seattle Times, 4/3/2007, "A new look at old Chinatown in San Francisco," by Christopher Reynolds; New York Times, 12/9/2001, "Where Chinatown Reveals Itself," by Katherine Kam; Los Angeles Times, 3/25/2007, "In-depth tour of San Francisco's Chinatown," by Christopher Reynolds."

Physical Features or Traditions that Define the Business

Location(s) associated with the business:

- 816 Sacramento Street

Legacy Business Registry
November 16, 2016 Hearing

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2016-013588LBR; 2016-014214LBR; 2016-013591LBR; 2016-013782LBR;
2016-013785LBR; 2016-013788LBR; 2016-013922LBR

Recommended by Applicant

- Chinatown location
- Music lessons focusing on Western and Chinese musical instruments
- Cultural and educational events and performances
- Visual display of musical instruments

Recommended by Staff

- No additional recommendations



SAN FRANCISCO PLANNING DEPARTMENT

Historic Preservation Commission Draft Resolution

HEARING DATE NOVEMBER 16, 2016

Case No.: 2016-013530LBR
Business Name: Clarion Music Center
Business Address: 816 Sacramento Street
Zoning: CRNC (Chinatown - Residential - Neighborhood Commercial)
50-N Height and Bulk District
Block/Lot: 0225/007
Applicant: Clara Hsu, President
816 Sacramento Street
San Francisco, CA 94108
Nominated By: Supervisor Aaron Peskin, District 3
Staff Contact: Desiree Smith - (415) 575-9093
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Reviewed By: Tim Frye - (415) 575-6822
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ADOPTING FINDINGS RECOMMENDING TO THE SMALL BUSINESS COMMISSION APPROVAL OF THE LEGACY BUSINESS REGISTRY NOMINATION FOR CLARION MUSIC CENTER, CURRENTLY LOCATED AT 816 SACRAMENTO STREET (BLOCK/LOT 0225/007).

WHEREAS, in accordance with Administrative Code Section 2A.242, the Office of Small Business maintains a registry of Legacy Businesses in San Francisco (the "Registry") to recognize that longstanding, community-serving businesses can be valuable cultural assets of the City and to be a tool for providing educational and promotional assistance to Legacy Businesses to encourage their continued viability and success; and

WHEREAS, the subject business has operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years; and

WHEREAS, the subject business has contributed to the Chinatown neighborhood's history and identity; and

WHEREAS, the subject business is committed to maintaining the physical features and traditions that define the business; and

WHEREAS, at a duly noticed public hearing held on November 16, 2016, the Historic Preservation Commission reviewed documents, correspondence and heard oral testimony on the Legacy Business Registry nomination.

THEREFORE BE IT RESOLVED that the **Historic Preservation Commission hereby recommends** that Clarion Music Center qualifies for the Legacy Business Registry under Administrative Code Section 2A.242(b)(2) as it has operated for 30 or more years and has continued to contribute to the community.

BE IT FURTHER RESOLVED that the **Historic Preservation Commission hereby recommends** safeguarding of the below listed physical features and traditions for Clarion Music Center.

Location (if applicable)

- 816 Sacramento Street

Physical Features or Traditions that Define the Business

- Chinatown location
- Music lessons focusing on Western and Chinese musical instruments
- Cultural and educational events and performances
- Visual display of musical instruments

BE IT FURTHER RESOLVED that the **Historic Preservation Commission's findings and recommendations** are made solely for the purpose of evaluating the subject business's eligibility for the Legacy Business Registry, and the Historic Preservation Commission makes no finding that the subject property or any of its features constitutes a historical resource pursuant to CEQA Guidelines Section 15064.5(a).

BE IT FURTHER RESOLVED that the **Historic Preservation Commission hereby directs** its Commission Secretary to transmit this Resolution and other pertinent materials in the case file 2016-013530LBR to the Office of Small Business.

I hereby certify that the foregoing Resolution was **ADOPTED** by the Historic Preservation Commission on November 16, 2016.

Jonas P. Ionin
Commission Secretary

AYES:

NOES:

ABSENT:

ADOPTED: