



State of NYC Dance Symposium
February 26, 2012

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Dance/NYC

@DanceNYC

Dance/NYC Junior Committee

@DanceNYCJcomm

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Agenda

Introductions and Overview

Gina Gibney

Lisa Robb

State of NYC Dance



Rosalie O' Connor, 1999

GIBNEY DANCE
center

	Panels <i>Studio 4</i>	Breakouts <i>Studio 1</i>	Master Classes <i>Studio 3</i>	DanceGround <i>Studio 6</i>	SmART Bars <i>Studio 5</i>
10:00 AM	Opening Session 10:00-11:00	Advocacy <i>Brandon Gryde</i> 10:00-11:00		Refreshments & Coffee All Day	
11:00 AM	Data on NYC Dance 11:00-12:15	The Profitable Artist <i>Mark Rossier</i> 11:15-12:15	Andrea Miller 11:00-12:00	Virtual Data on NYC Dance 11:00-12:15	
12:00 PM					SmART Bars <i>Arts & Culture</i> <i>Consultants' Network (ACCN)</i>
	Meet the Press 12:30-1:45	Good Counsel <i>Lesley Rosenthal</i> 12:30-1:30	Sarah Donnelly 12:30-1:30	Virtual Meet the Press & The People's Press Room 12:30-1:45	12:00-5:00
1:00 PM				Lunch/Break &	
2:00 PM		Backstage at the Symposium <i>Tim Cynova</i> <i>Jennifer Edwards</i>		The People's Press Room 1:45-2:45	
	Audiences 2:45-4:00	<i>Sydney Skybetter</i> 2:00-4:00	Patrick Corbin 2:45-3:45	Virtual Audiences 2:45-4:00	
3:00 PM					
4:00 PM	Entrepreneurship 4:15-5:30	21-35 Report <i>Junior Committee</i> 4:15-5:30	Doug Elkins 4:15-5:15	Virtual Entrepreneurship 4:15-5:30	
5:00 PM					



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JUNIOR *dance* NYC
COMMITTEE

30 YEARS DANCE USA

GIBNEY DANCE
center

EDWARDS & SKYBETTER
CHANGE AGENCY



NEL SHELBY
PRODUCTIONS

[CHRISTOPHER DUGGAN]



FUNDERS

The Andrew W. Mellon Foundation





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State of NYC Dance



Composition of CDP Sample

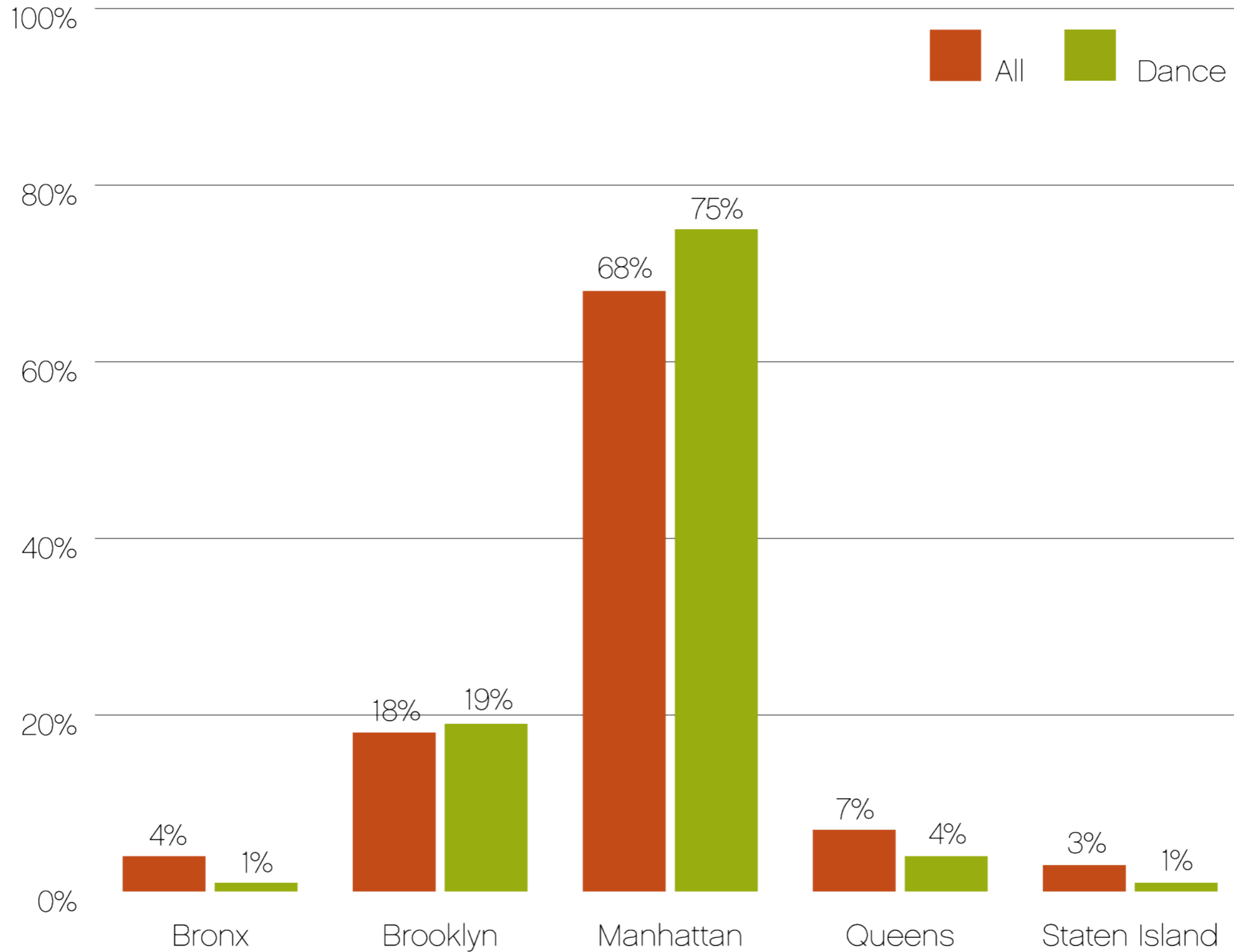
Organizations

- 99 dance-making
- 8 presenting
- 11 educational
- 9 service
- 127 total

Expenditures

- \$192.0M
- \$13.2M
- \$21.6M
- \$3.9M
- \$230.7M

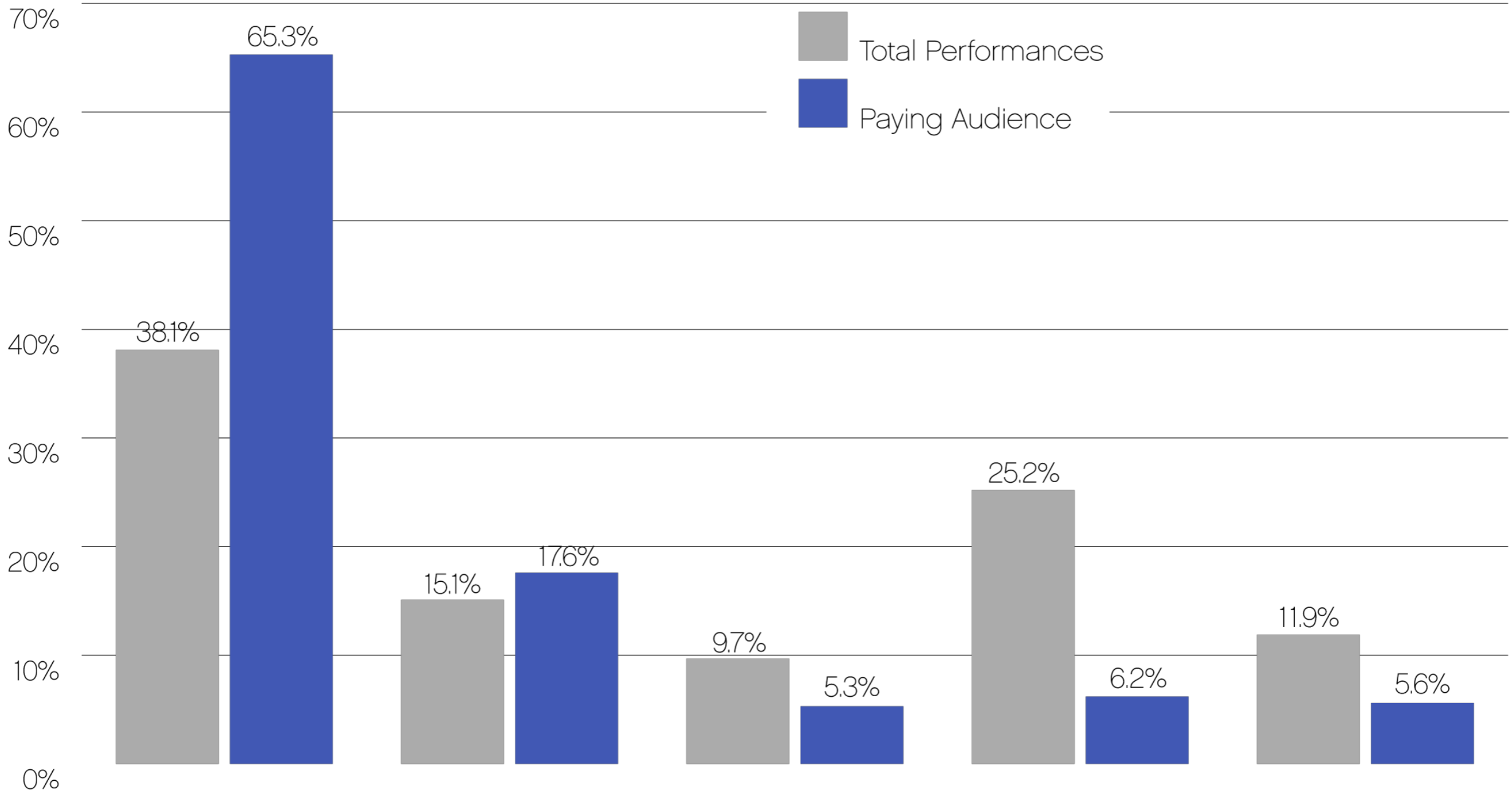
NYC Art Organizations by Borough



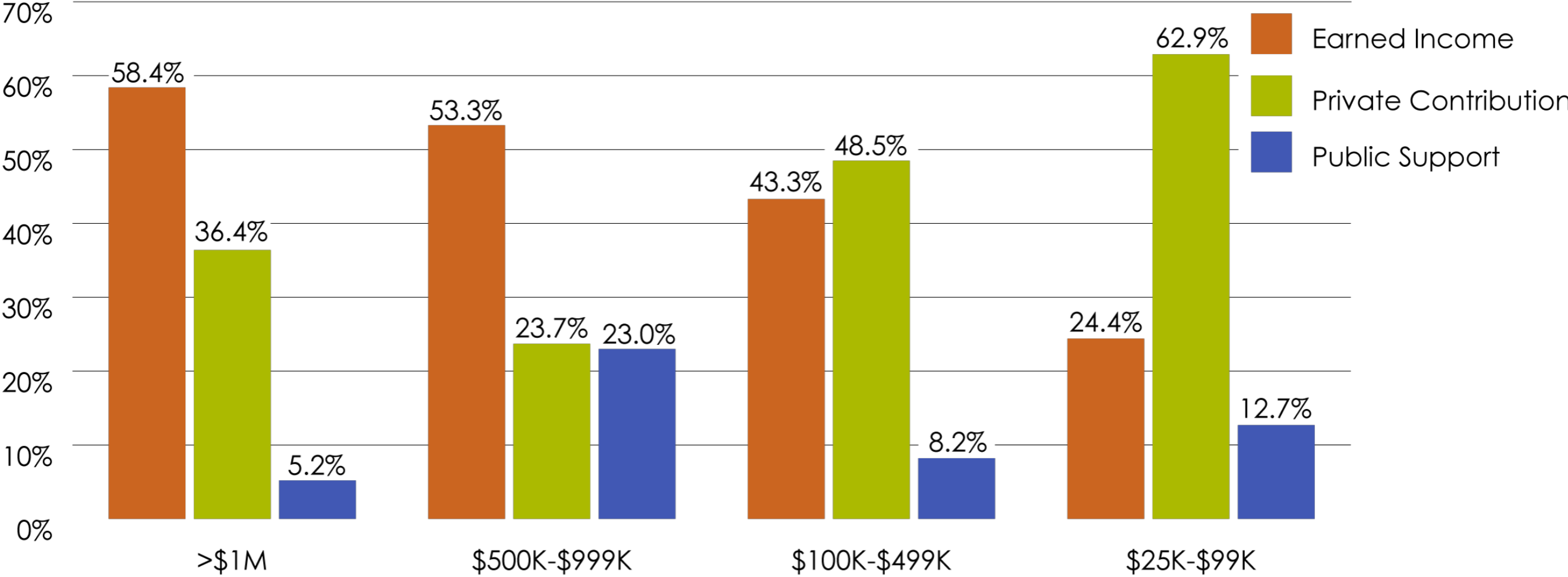
Dancemaker Activity

- Performances at home 1,576
- Performances away 1,312
- Paid attendance 2.1 million
- Premieres 234
- New works commissioned 99

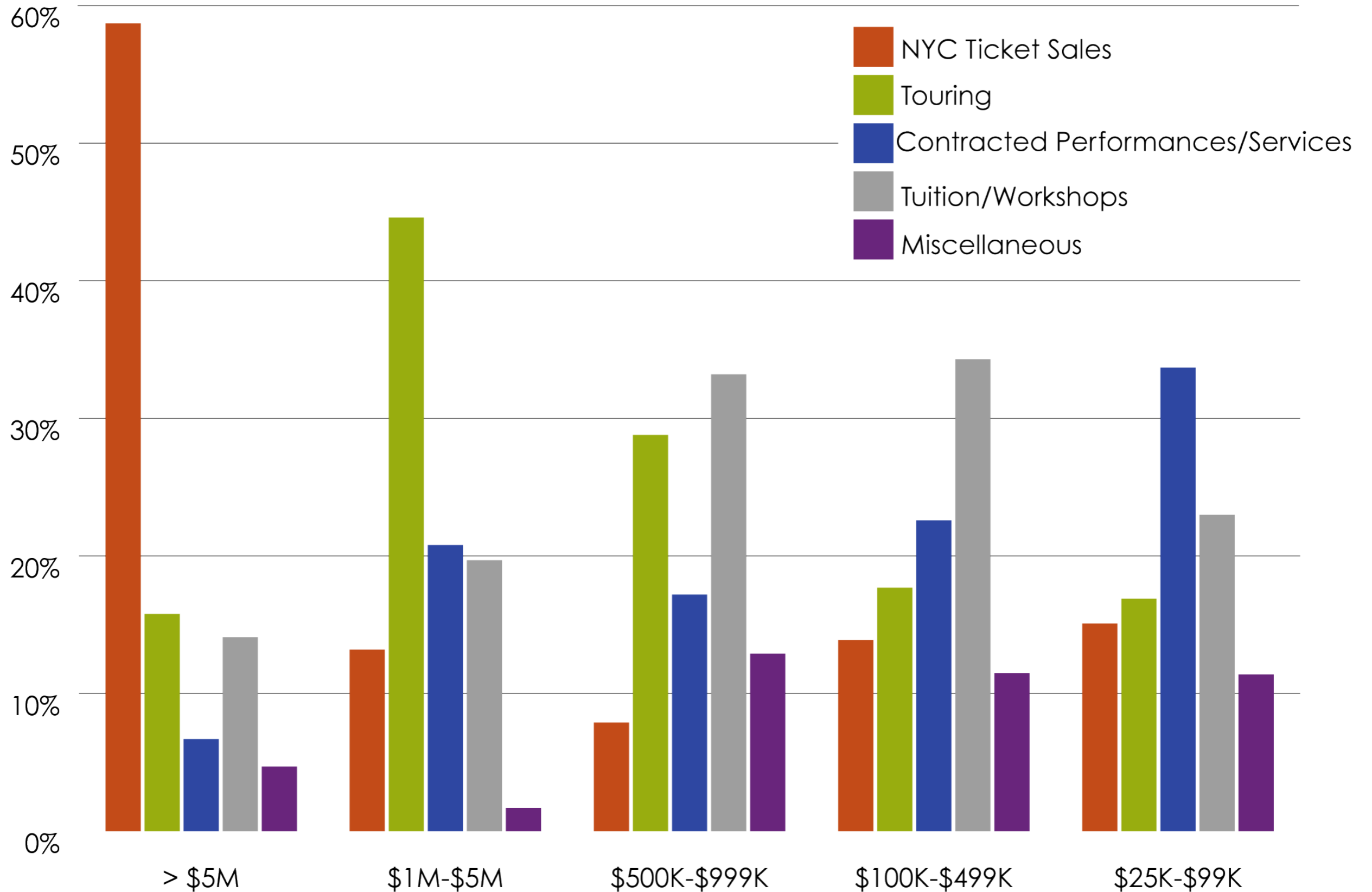
Performances and Audience by Budget Size



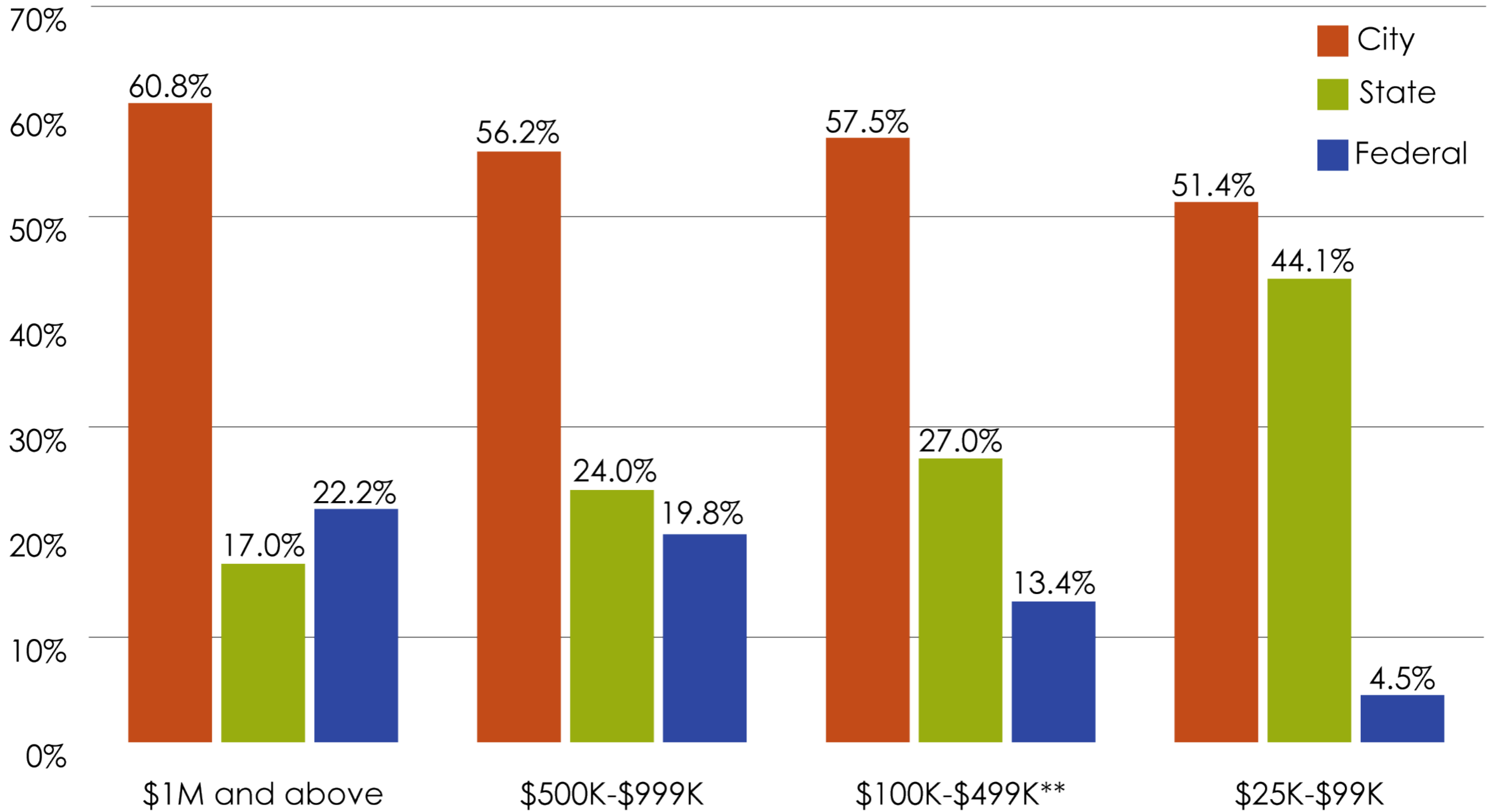
Sources of Income by Budget Size



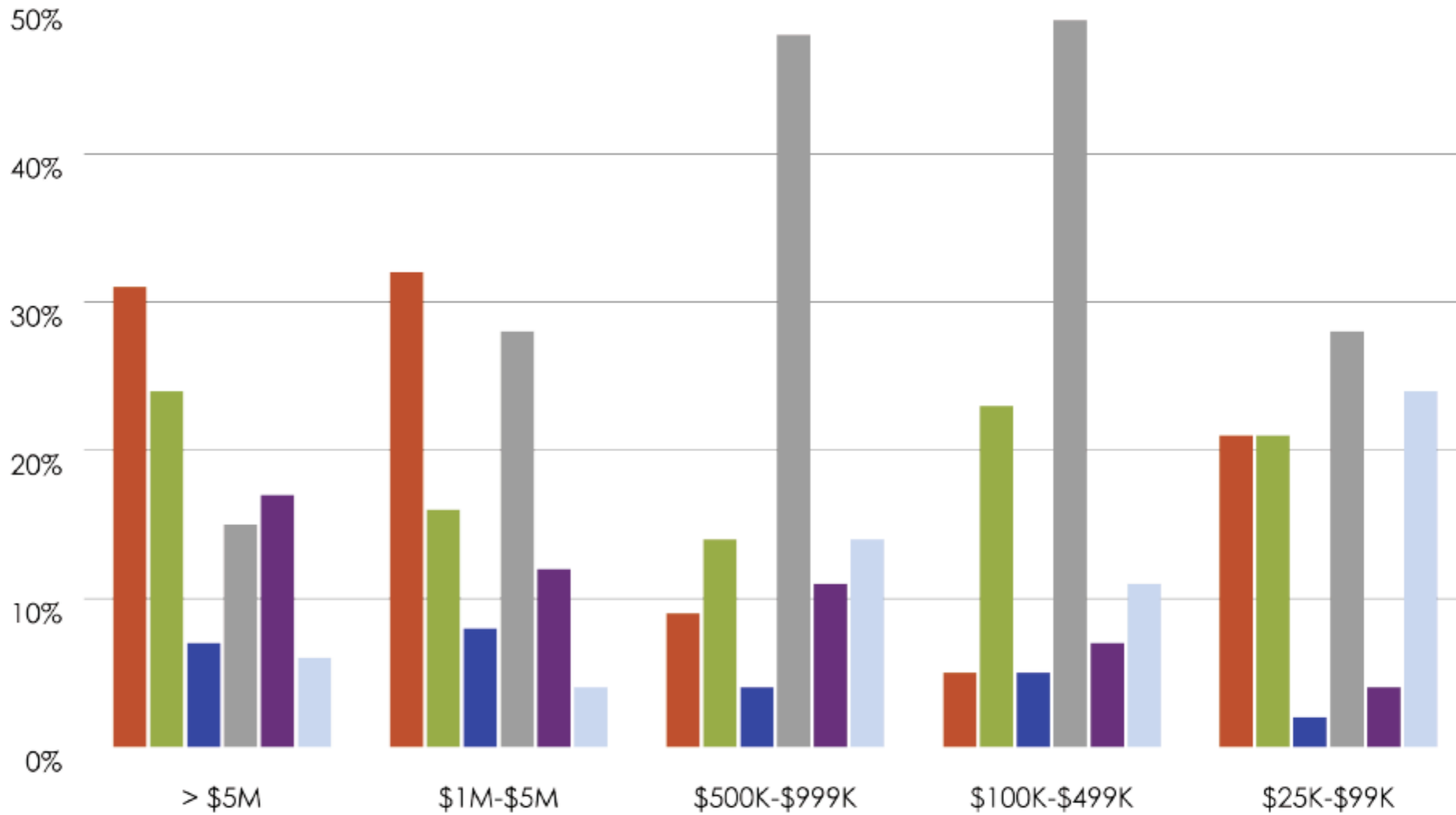
Income Earned from Operations



Government Support by Budget Size



Sources of Private Contributions by Budget Size

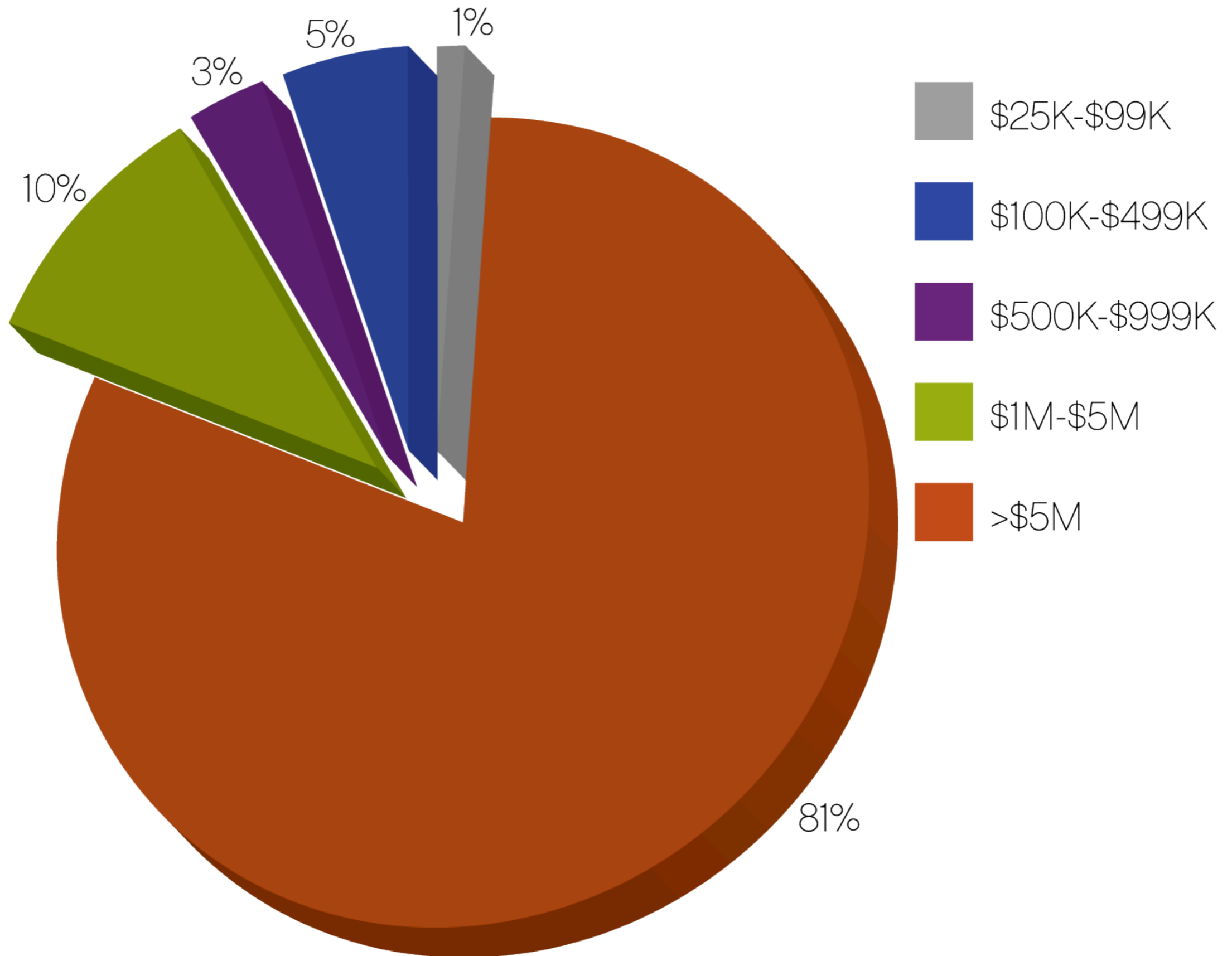


Board	30.9%	31.8%	9.2%	5.4%	20.9%
Individual	24.2%	16.0%	14.1%	23.3%	21.5%
Corporate	7.0%	7.8%	3.6%	4.7%	1.9%
Foundation	15.0%	28.4%	47.9%	48.8%	27.7%
Fundraising Events	17.4%	12.3%	11.0%	6.9%	4.0%
Other (Incl In-kind)	5.5%	3.7%	14.2%	10.9%	24.0%

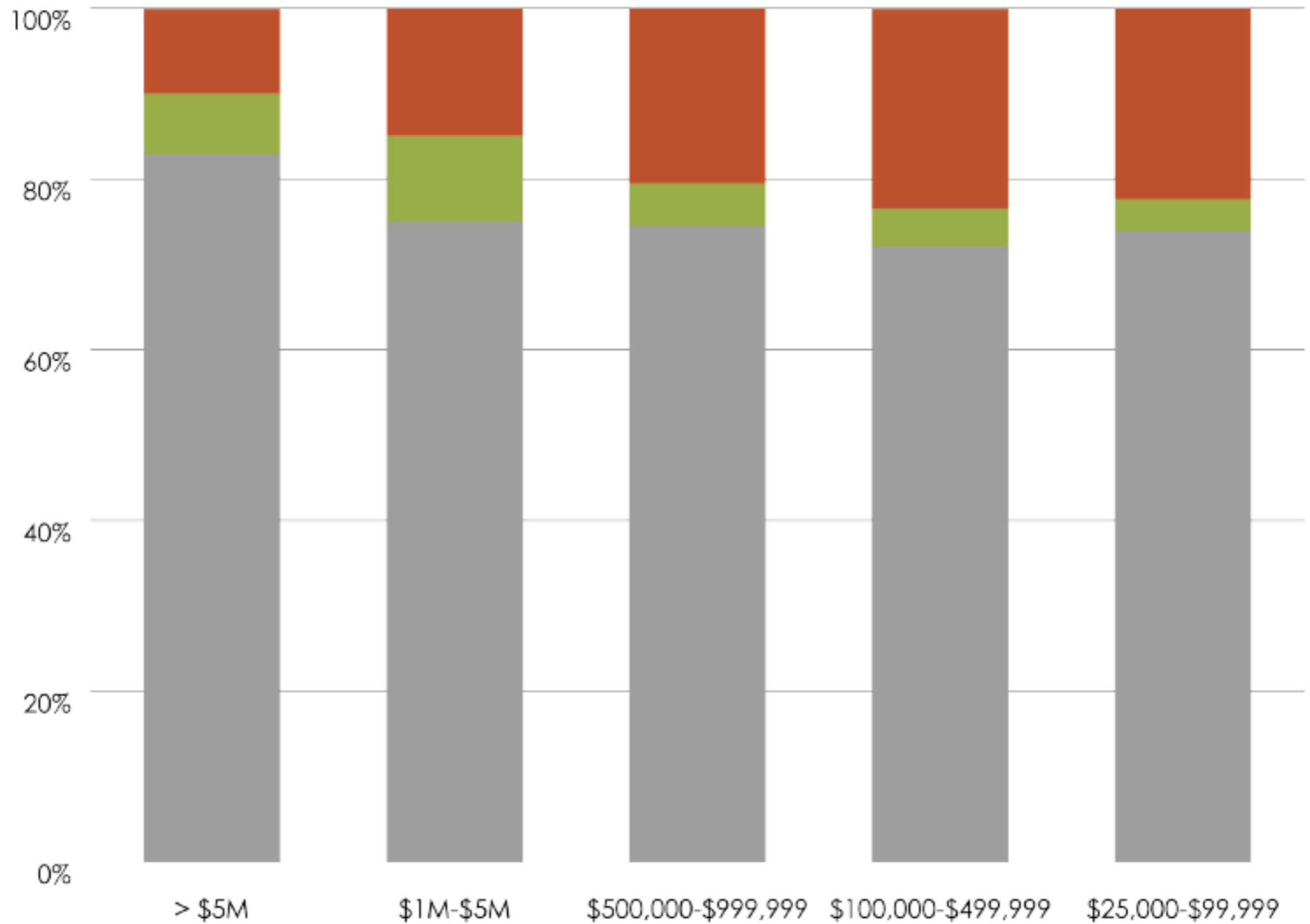
Income/Expenditures




- Dancemakers >\$5M 12%
- Dancemakers \$1M-5M 6%
- Dancemakers \$500-999K 1%
- Dancemakers \$100-499K 3%
- Dancemakers \$25-99K 3%

Expenditures by Budget Size

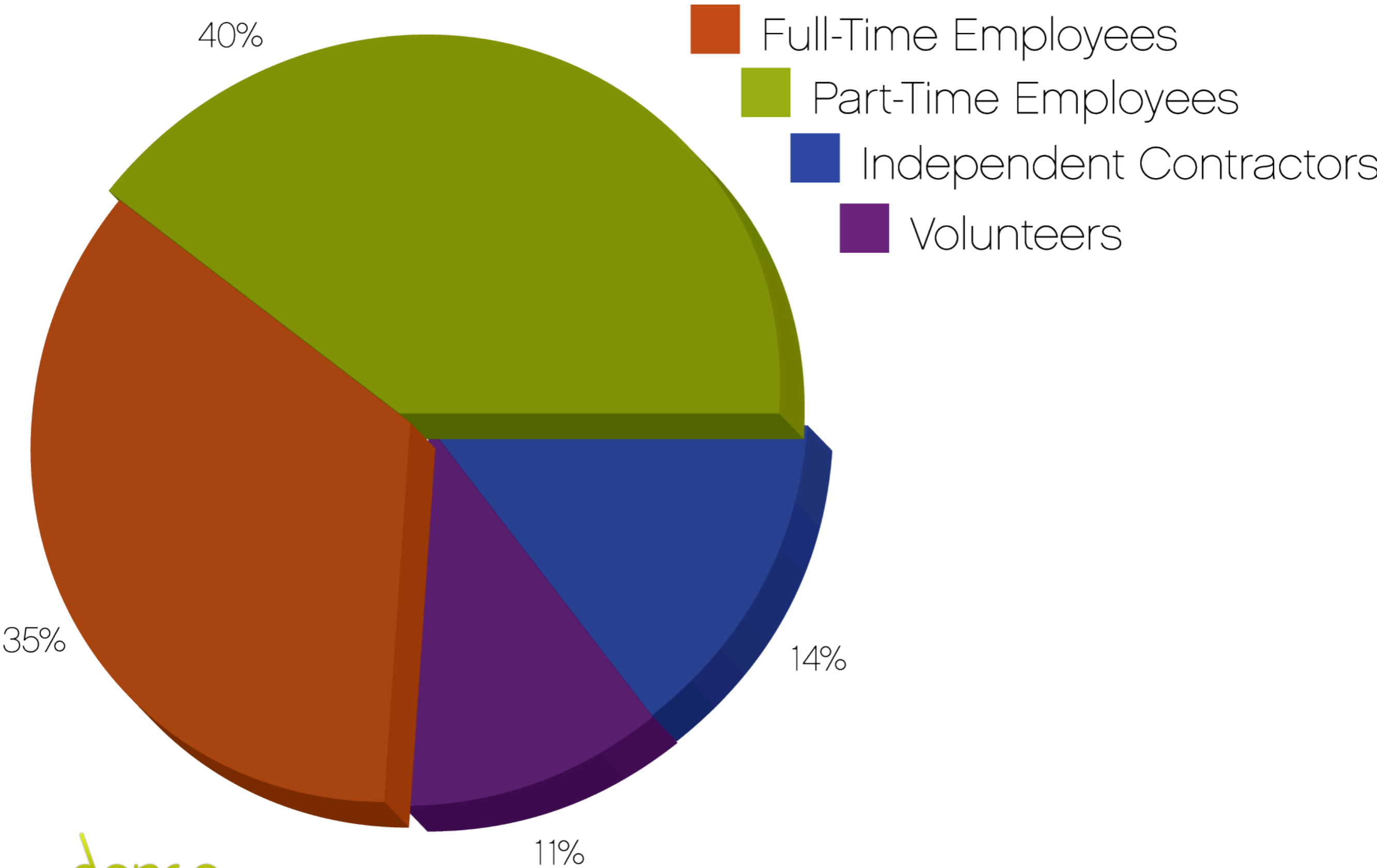


Functional Expenditures by Budget Size



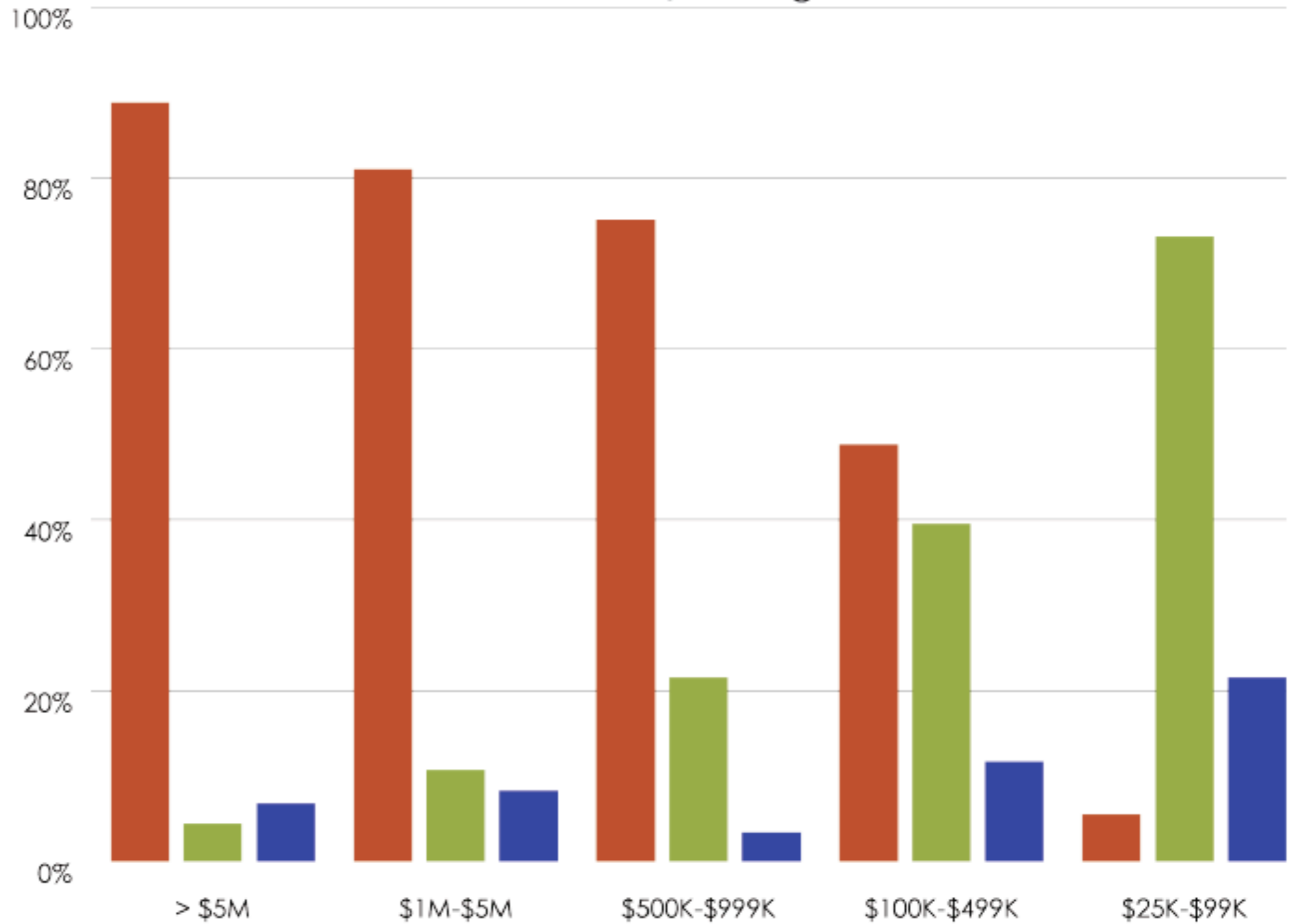
 General	9.9%	14.9%	20.5%	23.5%	22.4%
 Fundraising	7.2%	10.1%	5.0%	4.4%	3.7%
 Program	82.9%	75.0%	74.5%	72.1%	73.9%

Dance Workforce



- Full-Time Employees
- Part-Time Employees
- Independent Contractors
- Volunteers

Worker Status by Budget Size



Employees-full and part-time (fte)	88.8%	81.0%	75.1%	48.8%	5.4%
Independent contractors (fte)	4.4%	10.7%	21.5%	39.5%	73.1%
Volunteers-full and part-time (fte)	6.8%	8.3%	3.4%	11.7%	21.5%

Now what?... More Data on Dance

Thank You!



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