

annual report 06



Association of Performing Arts Presenters

APAP Vision, Mission, Goals

We envision a world where:

- all people can experience the transformative power of live performance;
- art and ideas circulate vigorously and freely;
- artists play a leading role in civic affairs and global dialogue;
- people of all cultures interact and affirm themselves through the arts; and
- public and private sectors alike support the performing arts as a priority.

Our Values

We believe the performing arts are essential. Live performance is a universal form of human communication, a fundamental component of free expression. The interaction between artist and audience is basic to civic life, crucial to the economic well-being of communities, indispensable to the mind and spirit.

We believe the performing arts unite all people. For the performing arts to flourish, we must have diversity and inclusiveness: in our membership, our presentations, and our audiences. By embracing all human experience — and bridging differences among individuals, communities, and cultures — we strengthen both art and society.

We believe the performing arts inspire leadership. Each of our members can and should play an active role in the arts world and in its home community. By accepting the responsibility to lead, exercising their own creativity, our members advance both themselves and their partners: presenters, artists, producers, agents, managers, funders and audiences.

Our Mission

The Association of Performing Arts Presenters is a membership organization, dedicated to bringing performing artists and audiences together in every place and way imaginable.

The Association achieves its goal by providing visionary thinking, professional development, resource sharing and advocacy, in support of its members and all those who create and disseminate the performing arts.

Our Goals

The Association of performing Arts Presenters is committed to playing a critical role in helping to achieve the following goals:

- Advancing The Field of Presenting
- Expanding Knowledge & Shaping Thinking About and Increasing Participation in the Performing Arts
- Ensuring the Sustainability of Performing Arts
- Promoting Global Cultural Exchange through the Performing Arts

2006 Board of Directors

Executive Committee

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Lisa Booth Management, Inc.

Neil Barclay, Vice Chair
August Wilson Center for African American Culture

Ken Fischer, Vice Chair
University Musical Society
University of Michigan

Sandra Gibson, Secretary
Association of Performing Arts Presenters

Anita Scism, Treasurer
Walton Arts Center

Maurine Knighton, Member at Large
Upper Manhattan Empowerment Zone

Abel Lopez, Member at Large
GALA Hispanic Theatre

Subhead: Arts Presenters Board of Directors

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Arab Community Center for Economic and Social Services

Maure Aronson
World Music/CRASHarts

Neil Benson
ICM Artists, Ltd.

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Montana Arts Council

Pamela Green
PMG Arts Management

Theresa Holden
Holden & Arts Associates

Kathy Hotchner
Scottsdale Center for the Arts

Josh LaBelle
Seattle Theatre Group

Margaret Lawrence
Hopkins Center, Dartmouth College

Cora Mirikitani
Center for Cultural Innovation

Georgiana Pickett
651 ARTS

Ann Rosenthal
MultiArts Projects & Productions

Mike Ross
Krannert Center
University of Illinois, Urbana

David Rousseve
World Arts and Culture
University of California at Los Angeles

Lawrence J. Simpson, Ph.D.*
Berklee College of Music

Suzette Surkamer *
South Carolina Arts Commission

Marianne Weems
The Builders Association

** Term Ended January 2006*

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Montclair University

Chuck Swanson
Hancher Auditorium
University of Iowa

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August Wilson Center for African
American Culture

Abel Lopez, Chair (from 1/06)
Gala Hispanic Theatre

Alberta Arthurs
Arthurs US

Theresa Holden
Holden & Arts Associates

Kathy Hotchner
Scottsdale Center for the Arts

Maurine Knighton
Upper Manhattan Empowerment Zone

Georgiana Pickett
651 Arts

Ann Rosenthal
MultiArts Projects & Productions

David Rousseve
World Arts and Culture
University of California at Los Angeles

Financial Affairs

Susie Surkamer, Chair (partial year)
South Carolina Arts Commission

Neil Benson
ICM Artists, Ltd.

Anita Scism, Chair
Walton Arts Center

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The Sphinx Organization

Mike Ross, Co-Chair
Krannert Center for the Performing
Arts

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Aaron Concert Artists

Mary Lou Aleskie
International Festival of Arts and Ideas

Martha Bonta
IMG Artists

Jean Cook
Future of Music Coalition

Amy Lam
Celebrity Series of Boston

Charlotte Schroeder
Colberts Artists Management

Barrie Steinberg
Frank Salomon Associates

John Steinmetz
Bassoonist

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Pam Green, Co-Chair
PMG Arts Management

Alicia Adams
The Kennedy Center

Michael Alexander
Grand Performances

Bill Bragin
Joe's Pub at The Public Theater

David Dalena
Celebrity Series of Boston

Jeanna Disney
International Music Network

Susan Endrizzi
California Artists Management

Pat Graney
The Pat Graney Company

Theresa Holden
Holden & Arts Associates

Josh LaBelle
Seattle Theatre Group

Claudia Norman
Queens Theater in the Park

Georgiana Pickett
651 Arts

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Jump Start

Emilya Cachapero
Theatre Communications Group

Abel Lopez
GALA Hispanic Theatre

Sam Miller
Leveraging Investments in Creativity

Vanessa Whang
Independent Consultant

Staff

Executive Office

Sandra Gibson
President & CEO

Margaret Stevens
Manager of Executive Affairs

Operations

Terry Dowdy
IT Manager

Laura Giroux
Operations Associate

Marjie Hashmall
Operations Associate

Mark Kimble
Vice President, Finance & Operations

Malinda Lambert
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Programs

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Vice President, Programs

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Conference Consultant & Line Producer

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Alicia Anstead
Inside Arts Editor

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Communications/Government Affairs Associate

Jennifer Brunner (through 3/06)
Development Director

Rebecca Craig
External Affairs Associate

Jim Doumas
Government Affairs Director

Patrick Madden
Vice President, External Affairs

Sue Noseworthy
Membership Manager

Membership

FY06 marked the first full year with the new dues structure in place (approved by the membership on January 22, 2006 at the Annual Members Meeting). The approved structure, developed after comprehensive research, surveys, interviews and analysis conducted with McKinley Marketing from 2003 - 2004, was created to be more accommodating and flexible to an extremely diverse membership. The goals of the restructure were to:

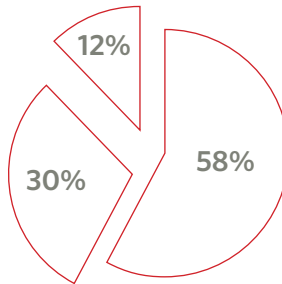
- enable wider access to smaller organizations and individuals;
- increase membership in current core markets;
- represent a broader spectrum of the field;
- develop a membership model that will provide foundation for revenue growth.

The association experienced a very high percentage of member growth in FY06; 406 new members joined this fiscal year which is a 65% increase above FY05. 50% of new members joined in the base dues \$150 range. In April of 2006 Arts Presenters found that nearly 67% of members were paying less in membership dues than in the previous fiscal year. In addition, new member dues declined from an average of \$441 (2004) to \$291 (2006). In light of this discovery, the Board of Directors and staff will be closely monitoring dues revenue and costs throughout FY 2007.

We continue to maintain a very diverse membership, consisting of organizations and individuals representing all aspects of the performing arts field. We have members in all 50 states and 22 countries.

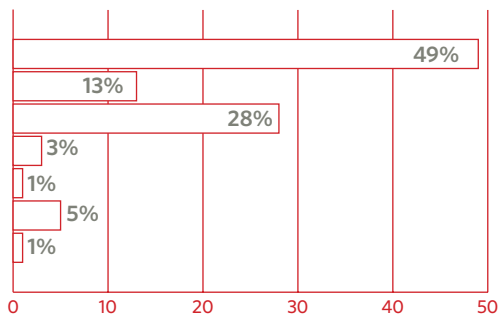
A total of 1,684 members were counted at the year's end, 406 of whom are new (both organizations and individuals). Our average renewal rate for FY06 was 74%.

OVERALL MEMBERSHIP



Presenting Orgs	1,082	58%
(includes associates, support, network and other)		
Artists/Agents/Managers	558	30%
Other	227	12%
(all other categories)		

MEMBERSHIP COMPOSITE



TOTAL MEMBERS FY06 - 1,867

Presenting Organizations	907	49%
Associates (all types)	252	13%
Artists, Managers & Agents	527	28%
Consultants & Vendors	51	3%
Honorary Life Members	24	1%
Students	87	5%
Other	25	1%

Programs and Services

2006 Annual Members Conference

Each year Arts Presenters Annual Members Conference grows in intensity, opportunity and value. The 49th Annual Members Conference, held January 20–24, 2006, in New York City had the highest attendance to date with 4,200 delegates, represented by almost all 50 states and 23 different countries. Themed *Creative Change. Global Exchange* this massive marketplace churned with performing arts professionals gathering to make new business contacts, learn, teach and explore.

The Members Conference opened with a keynote address by actor and activist Harry Belafonte inspiring conference delegates and the performing arts community to provide a voice for those who otherwise do not. “Art is the highest form of culture, a force that unlocks the human imagination and allows us to become dreamers. We need [presenters] to keep the avenues of truth open, and to endow humanity with a sense of its glorious future,” said Belafonte.

Artist Voices, which include interviews and panel discussions with leading performers, featured Jazz vocalist Luciana Souza, choreographer and performer Eiko from Eiko and Koma, singer-songwriter Janis Ian and Singapore’s TheatreWorks Director Ong Keng Sen. MK Wegman from the National Performance Network moderated a special session with artists Kent Jordan, Kathy Randels and Kalamu ya Salaam, which gave a face and voice to the struggles of New Orleans artists.

Closing plenary speaker Sekou Sundiata, renowned Harlem-born poet who writes for print, performance, music and theatre, closed the Members Conference with reflections on his experi-

ences developing and producing the *51st (dream) state*, a multimedia meditation on democracy in America. “The moment we are in is a tremendous call to consciousness,” said Sundiata, describing the current cultural shift and the power of the arts to affect change. Sundiata declared this to be a time when arts presenters and citizens alike are “feeling compelled to break silences.”

Throughout the Conference, attendees had access to over 1,000 showcase performances, 22 professional development and networking events, workshops and an action-packed Resource Room. The Resource Room featured 360 artist companies and agencies, artist management groups and vendors, where attendees conducted business and shared knowledge about artists and performances to strengthen their upcoming seasons.

Pre-Conference Forums

Peer Service Organization Convenings

These convenings are for staff of different service intermediaries with similar or overlapping constituencies to facilitate cross-agency cooperation, eliminate negative competition and create greater efficiencies in service delivery.

World Music Forum

New York, NY

January 20, 2006

This pre-Conference forum, held to coordinate efforts between Arts Presenters and the World Music Coalition, demonstrates the collective buying power of presenters interested in world music and expands the interest of world music at the Members Confer-

ence. The organizers of the world music performance festival, GlobalFEST, plan this session.

Outdoor/Summer Festival Forum

New York, NY

January 20, 2006

This half-day forum provides members interested and working in Outdoor/Summer Festivals with the opportunity to network and trade best practices among peers. Attendees discuss block booking, funding options, creative partnership models, trends for festivals and other ideas.

Dance Working Group Forum

New York, NY

January 20, 2006

The Dance Working Group, a national coalition of dance and performing art service organizations including Arts Presenters, Dance/USA, National Performance Network, National Dance Project/New England Foundation for the Arts, International Association of Blacks in Dance, Creative Capital, International Tap Association, Leveraging Investments in Creativity, Movement Research, The Field, The Maggie Allesee National Center for Choreography, New York Foundation for the Arts and Dance Theater Workshop, coordinates efforts to support the dance field and meets quarterly to share information and plan the dance forum at Arts Presenters' Annual Members Conference. Participants analyze their mission, activities and long-term plans for the dance field in order to identify points of complementary and duplicated effort and determine the most productive plans for advancing the dance field. With more than 100 participants, this session in 2006 was one of the larger professional devel-

opment forums at the Members Conference. The forum was funded in part by the Andrew W. Mellon Foundation.

Under the Radar Festival & Symposium

New York, NY

January 18-23, 2006

With international exchange becoming more important than ever to our country's cultural dialogue and the membership, *Under the Radar 2006* festival and symposium was hosted at The Public Theater with an international focus. *Under the Radar* serves as an effective opportunity for presenters who are, for the first time, considering the presentation of ensemble theatre work and provides an important forum for presenters, producers and artists alike to explore the range of contemporary, independent and experimental work for theatre that is being created throughout the world today. Featured performances included Kassys Theater Initiative from the Netherlands, Cia dos Atores ensemble from Brazil, performance artists Thaddeus Phillips and the Superamas, a collective of artists from Vienna and Paris, among others. Mark Russell and The Public Theater produced the forum in 2006 with support from a grant to Arts Presenters from the Doris Duke Charitable Foundation and additional funding from The British Council.

The annual Awards Ceremony & Luncheon honored significant leaders in the presenting and touring industry:

Association of Performing Arts Presenters Award of Merit for Achievement in the Performing Arts: Ornette Coleman, acclaimed Jazz musician

Fan Taylor Distinguished Service Award for Exemplary Service to the Field of Professional Presenting:
Robert Browning, Executive Director and Artistic Director, World Music Institute

William Dawson Award for Programmatic Excellence for Sustained Achievement in Programming:
Rachel Cooper, Director of Cultural Programs and Performing Arts, Asia Society

Sidney R. Yates Advocacy Award for Outstanding Advocacy on Behalf of the Performing Arts:
Representative Louise Slaughter, U.S. House of Representatives

Arts Presenters provided two \$10,000 cash awards, supported by the MefLife Foundation, for distinguished work in arts access.

Arts Presenters/MetLife Foundation Award for Excellence in Arts Access

Museum of Contemporary Art

Arts Presenters/MetLife Foundation Award for Innovation in Arts Access

The Kennedy Center

Year-Round Professional Development

In addition to the Annual Members Conference, Arts Presenters provides practitioners within the field access to the latest research, professional development seminars, convenings, re-granting initiatives and networking opportunities.

The association provides financial resources directly to organizations through the Ensemble Theatre Collaborations Grant and Travel Subsidy Program, Creative Campus Innovations Grant Program and the Artist Educator Initiative. The re-granting programs tackle head-on emerging issues in the field.

Arts Presenters offers professional development programs that provide training that uses best practices to promote leadership in the field and bring together more than 5,000 professionals face-to-face annually. For members and non-members, seminars are designed as intensive learning experiences over multiple days and are scheduled throughout the year, in conjunction with the Annual Members Conference. These seminars cover pragmatic, hands-on issues presented by experts in the field. They are designed to encourage participants to further develop their network of peers and mentors to serve them throughout their career. Professional development interest areas are derived from dialogue generated at the Members Conference as well as regional issues forums, Conference committee meetings and other convenings.

Additionally, Arts Presenters employs its website (www.artspresenters.org) as a means to augment its learning objectives by fostering peer communities and disseminating online resources and information through searchable databases, a resource library and publications.

National Dance Presenters Leadership Forum

Becket, MA

August 3-7, 2005

Partnering with Jacob's Pillow Dance Festival and Dance/USA, Arts Presenters holds this four-day immersion seminar at the Pillow Dance Festival to deepen skill sets around audience development, artist management, curating, touring and dance aesthetics for selected presenters. In 2006, 14 presenters participated in lively discussion, facilitated workshops, evening festival performances and dialogue sessions with the choreographer in residence.

Artist Educator Seminar

Louisville, KY

October 2005

Arts Presenters, with the support of The Dana Foundation, is partnering with the Kentucky Center for the Performing Arts on the Artist Educator Seminar, a training program to assist professional artists in strengthening their ability to teach in schools. In October 2005, 22 participants gathered and attended workshops on brain-based learning, developing lesson plans and working with people with disabilities and in community center settings.

Winter Institute 2006

New York, NY

January 19–20, 2006

Winter Institute 2006, a two-day intensive professional development experience held before the Annual Members Conference, offered participants a chance to hone their skills through a variety of seminars in fundraising, marketing and presenting. The 2006 seminars included:

- Strengthening Your Core Organization: An Integrated Approach to Strategic Planning, Board Development and Fundraising
(Facilitators: Alice and Halsey North)
- Women and Power
(Facilitator: Tina Packer)
- Classical Connections
(Facilitator: Robert Winter)
- The Business of Presenting
(Facilitator: Alicia Adams, Kim Chan)

Emerging Leadership Institute (ELI)

New York, NY

January 19–20, 2006

This is an intensive seminar for leaders in the first ten years of their professional careers. In 2006, twenty-five participants explored several of the most pressing issues in the field in a format that provided them with critical leadership skills for navigating the arts today and in the future. Now, in its sixth year, and with an alumni list of over 150 professionals, *ELI* has become a model training program for non-profit leaders. This year's participants hailed from 13 states. Facilitators included Theresa Holden, Rosalba Rolon and Emily White.

Young Performers Career Advancement (YPCA) Program

New York, NY

January 20–24, 2006

A vibrant element of the *Classical Connections* initiative, *YPCA* offers emerging classical musicians in the first 10 years of their careers the opportunity to learn about the presenting and touring field and perform a recital. Angela Beeching facilitates the career development program that runs for four days. The 2006 *YPCA* career seminars and performance showcase was held during the Annual Members Conference and featured a performance by *YPCA* participants at Weill Recital Hall of Carnegie Hall. Travel subsidies were provided throughout the year to presenters interested in presenting artists from the *YPCA* program. Artists in 2006 were:

- David Cabassi, piano
- Ensō Quartet
- Christina Jennings, flute
- Gareth Johnson, violin
- Joseph Lin, violin

Leadership Convenings

These convenings are one-time only issue-specific events that target discrete leadership and knowledge bases within the field. They create a broader understanding of significant issues facing the field or to help to coalesce percolating issues. These convenings also serve as research forums for Arts Presenter programs. Unlike seminars, leadership convenings are generally invitation-only events.

Classical Music

Arts Presenters partnered with New England Presenters and the Lied Center for the Performing Arts to host a convening to deepen knowledge of classical music. Participation was open to members and nonmembers. The symposium included dialogue about classical music and audience development led by Greg Sandow, composer, journalist and part of the graduate studies faculty at The Juilliard School in New Hampshire and Robert Winter, Presidential Chair of Music and Interactive Arts at UCLA in Nebraska. Featured artists include the Amelia Piano Trio, Jason Vieaux, and Orion Weiss. All participated in the day's discussion and offered a performance, followed by a question and answer session.

Redfern Arts Center on Brickyard Pond
Keene, NH
December 8, 2005

Lied Center for Performing Arts
Lincoln, NE
December 15, 2005

Member Forums

San Francisco, CA

December 6, 2005

A group of Arts Presenters' members, artists and organizations in the Bay Area gathered at the San Francisco Foundation for a lively afternoon forum on top issues for the artists in the region and across the country. The conversation centered on leadership development, regeneration and succession in the presenting and touring field as well as the need to reinvigorate and potentially reinvent models for presenting the performing arts.

Los Angeles, CA

March 21, 2006

A group of Arts Presenters' members, artists and organizations in the Los Angeles area, gathered at the Japanese American Cultural and Community Center for an afternoon forum on the Conference and issues facing artists in the region and across the country. The conversation centered on how the Conference furthers field discussions, as well as on topics such as leadership development, succession in the presenting and touring field and the need to reinvigorate and potentially reinvent models for presenting the performing arts.

The Salary Survey

In October 2005, Arts Presenters (in collaboration with AMS Planning & Research) launched the first national salary survey for presenters in more than a decade. 147 organizations participated, including 80 incorporated non-profits, 17 governmental institutions and 46 public or private colleges and universities. Participation in the survey was free and open to both members and non-members.

The compensation report provides important benchmarks for many top positions in most arts organizations. In addition to Principal Administrator, data was collected on eight other positions: Second-In-Charge, Building Director, Education Director, Finance Director, Program Director, Development Director, Events Director and Marketing Director. The report provides valuable information about organizational operations and key administrative positions. Salary ranges, benefits, bonuses, tenure and other position-related traits are highlighted in the report.

This landmark survey will be an important baseline tool for presenting organizations to use in setting compensation for practitioners and as a foundation for advancing compensation for practitioners in the performing arts field. The results are also an important way to educate board members, university administrators and other volunteers who provide leadership at a presenting organization on the practices and standards of the field.

Members Benefits & Services Survey

This survey was conducted among our current members to gauge the value of the association's benefits. The instrument also explored interest in new programming areas, potential information resources and affinity programs.

Regranting Programs

Arts Presenters provides incentive grants for projects that explore the development of new presenting practice, building of new capacities, strategies and approaches to creating and disseminating the performing arts.

Creative Campus Innovation Grants

The Innovations Grant Program encourages college and university presenters, their campuses and partners to propose projects that go beyond conventional practice and perspectives, featuring innovative or experimental approaches, connecting with arts and non-arts constituencies, and stimulating discussion and debate. Goals are to:

- Strengthen the growing interest in the academy and the arts with a set of innovative performing arts projects on American campuses that will exhibit the foundational importance of the arts to the educational, service and scholarly missions of the academy.
- Identify and support 6 to 12 exemplary programs that can provide examples, lessons and models for action by presenters and their colleagues on a variety of campuses.
- Document and disseminate a set of case studies as part of the Creative Campus initiative that will be made broadly available to higher education institutions.

Ensemble Theatre Collaborations Grant and Travel Subsidy Program

The Ensemble Theatre Collaborations Grant and Travel Subsidy Program is a two-year, \$1.3 million pilot granting program funded by the Doris Duke Charitable Foundation as part of its larger Theatre

Initiative. The program is stimulating partnerships between ensemble theatre companies, presenting organizations and resident theatre companies. Travel subsidies of up to \$2,000 designed to support planning of new partnerships, bolster the project grants. The Project Grants and Travel Subsidies have had a significant impact on the emerging Network of Ensemble Theatres and the efforts of that group to further identify the needs and resources available to their constituents.

In August 2005, the program provided 12 project grants. Awardees included:

- Cornerstone Theater Company – Pasadena Playhouse (Los Angeles, CA)
- da da kamera – Wexner Center for the Arts (Columbus, OH)
- Dance & Be Still Arts – Aaron Davis Hall Inc. (New York, NY)
- Handspring Puppet Company – Pittsburgh Cultural Trust (Pittsburgh, PA)
- Ping Chong & Company – Seattle Repertory Theatre (New York, NY)
- Roadside Theater – Pregones Theater (Bronx, NY)
- Roseneath Theatre – Childsplay (Tempe, AZ)
- SITI Company – Actors Theatre of Louisville (New York, NY)
- Teatro Luna – Guadalupe Cultural Arts Center (Chicago, IL)
- Theatre de la Jeune Lune – American Repertory Theatre (Cambridge, MA)
- TheatreWorks (Singapore) Limited – Spoleto Festival USA (Charleston, SC)
- Universes – The Sheldon Theatre (Red Wing, MN)

Recipients of the travel subsidies for this fiscal year include:

- 651 ARTS (Brooklyn, NY) – Travel to Melbourne International Festival in Australia
- Asia Society (New York, NY) – Travel to Melbourne International Festival in Australia
- Asia Society (New York, NY) – Travel to Sejong Cultural Center and the National Theater of Korea (Main Hall) in Seoul, South Korea; Ho Chi Minh City Theatre in Ho Chi Minh City, Vietnam; and the Vietnam National Theatre and Vietnam National Tuong Theatre in Hanoi, Vietnam
- Bloomsburg Theatre Ensemble (Bloomsburg, PA) – Travel to Egypt
- Cambridge Multicultural Arts Center (Cambridge, MA) – Travel to the Dublin Fringe Festival in Dublin, Ireland
- The Carpetbag Theatre, Inc. (Knoxville, TN) – Travel to the Women Playwrights International 2006 Conference in Jakarta, Indonesia
- Chicago Children’s Theatre (Chicago, IL) – Travel to the Lyric Hammersmith in London, England
- FITLA International Latino Theatre Festival of Los Angeles (Los Angeles, CA) – Travel to El Festival Centroamericano de Teatro in San Salvador, El Salvador
- foolsFURY Theatre Company (San Francisco, CA) – Travel to The Ice Factory at Soho Think Tank in New York, NY
- The Foundry Theatre (New York, NY) – Travel to Teatro da Vertigem in Sao Paulo, Brazil
- Hand2Mouth Theatre (Portland, OR) – Travel to Mexico: Gateway to the Americas 2006 in Mexico City, Mexico
- Lied Center of Kansas (Lawrence, KS) – Travel to India

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- Lincoln Center Festival (New York, NY) - Travel to Melbourne International Festival in Australia
 - Miami Light Project (Miami, CA) - Travel to ART Loeb Drama Center in Arts Cambridge, MA and the Hopkins Center in Hanover, NH
 - National Performance Network (New Orleans, LA) - Travel to Melbourne International Festival in Australia
 - New England Foundation for the Arts (Boston, MA) - Travel to Melbourne International Festival in Australia
 - New Jersey Performing Arts Center (Newark, NJ) - Travel to India
 - Pangea World Theater (Minneapolis, MN) - Travel to The Necessary Stage in Singapore
 - Performance Space 122 (New York, NY) - Travel to Santa Monica, CA
 - Pick Up Performance Company (New York, NY) - Travel to Lexington, KY
 - Pig Iron Theatre Company (Philadelphia, PA) - Travel to Teater Slava in Sweden
 - The Relationship (New York, NY) - Travel to Betontanc/Bunket in Ljubljana, Slovenia
 - Seattle Theatre Group (Seattle, WA) - Travel to Chicago, IL
 - Sojourn Theatre (Portland, OR) - Travel to Putney, VT
 - Spoleto Festival USA (Charleston, SC) - Travel to Melbourne International Festival in Australia
 - The Public Theater (New York, NY) - Travel to Melbourne International Festival in Australia
 - The Wooster Group (New York, NY) - Travel to Festival d'Automne in France
 - Under the Table (Brooklyn, NY) - Travel to San Francisco, CA

- Walker Art Center (Minneapolis, MN) - Travel to Melbourne International Festival in Australia
- Yerba Buena Center for the Arts (San Francisco, CA) - Travel to Melbourne International Festival in Australia

Jazz Appreciation Month (JAM)

April 2006

April marked the fifth annual JAM, drawing the public's attention to the rich legacy and legends of Jazz and celebrating this uniquely American art form. Arts Presenters is a partner with the Smithsonian Institution's National Museum of American History in this endeavor. JAM was promoted to members by running a PSA in *Inside Arts*, featuring links to the JAM website from the Arts Presenters homepage, including an article in the *Nexus* newsletter and encouraging organizations to participate in this month-long celebration of jazz by planning activities in their communities.

Advocacy for the Performing Arts Sector

The government affairs program is an integral part of Arts Presenters' operations. Through our partnership with the American Arts Alliance and our work with other coalition partners, we continue to raise the profile of important issues to our member organizations and the presenting field as a whole. Arts Presenters represents the interests of its membership before the United States Congress, the White House and other key federal agencies. Arts Presenters members testify before Congress, develop and maintain relationships with congressional and agency staff, monitor and analyze relevant legislation and provide strategic input on a variety of nonprofit arts issues.

Arts Presenters works closely to educate and inform federal legislators and policy makers about the importance of the arts in today's society. At the same time, we continue to promote and advance the development of national policies that recognize and strengthen the contributions that the arts make to America.

Government Affairs activities continue to attract increased levels of participation from our members, which include responding to grassroots alerts and visiting with members of Congress. In 2006, significant progress was achieved on the following Arts Presenters' legislative priorities:

Increasing the Visibility of Global Cultural Exchange

In coalition with organizations of 50 NGO's, business groups, student exchange groups and other foreign affairs organizations, Arts Presenters continues to lobby the Congress and Department of State on the need for improved artistic and cultural exchange.

In April of 2006, Arts Presenters President/CEO Sandra Gibson and world-renowned musician, Yo-Yo Ma testified on the impact of visa challenges in the performing arts as part of the U.S. House of Representatives Government Reform Committee's hearing on balancing security and openness in the visa process.

Improving Immigration Policies and Procedures: Visas for Foreign Artists

Arts Presenters is a cofounder of the Performing Arts Visa Task Force, a coalition of associations organized to improve the visa process and remove obstacles facing organizations that work with artists from abroad. Arts Presenters focuses on improving immigration policies and procedures as they relate to performing arts organizations seeking to obtain nonimmigrant work visas for foreign artists.

Recently, our coalition recruited congressional support and found success in introducing an amendment to the U.S. Senate's version of the Comprehensive Immigration Bill. If passed in conference, this amendment will require that United States Citizenship and Immigration Service, treat any nonprofit arts-related O and P visa petition that it fails to adjudicate within 30 days as a Premium Processing Service case (15-day turnaround), free of additional charge.

FEMA Relief Language for the Performing Arts Community

Arts Presenters is working with Congress to see that performing arts organizations affected by disasters will have improved access to federal relief. Current Federal Emergency Management Agency (FEMA) policy states that performing arts facilities are not

eligible to receive FEMA support. Recently, we successfully introduced language in to the Senate Homeland Security bill that would allow nonprofit performing arts facilities to be eligible for FEMA support.

Federal Funding for the National Endowment for the Arts

Arts Presenters successfully advocated for an increase in federal funds of \$5 million for the National Endowment for the Arts (NEA) in the 2007 U.S. House Department of the Interior, Environment and Related Agencies Appropriations Bill.

Federal Funding for Arts Education through the Department of Education

Arts Presenters worked to raise the visibility of arts in education on Capitol Hill by cosponsoring a briefing for congressional staff on the importance of arts education and was attended by staff from over 48 congressional offices.

In July, we advocated for and achieved approval of the U.S. Senate Appropriations Committee's increase of \$36.5 million for funding for the Arts in Education programs in the U.S. Department of Education FY07 budget.

Tools and Assistance

Lobby Visits and Grassroots Support on Capitol Hill
Arts Presenters works with its members to assist them with meetings on Capitol Hill. Member lobby visits help to deliver our legislative issue of concern to members of Congress. Arts Presenters provides letter templates and talking points to aid its members with this type of advocacy effort.

Legislative Updates

The *Legislative Update* is a monthly e-newsletter that provides the latest information on legislation and policy affecting arts organizations in the presenting field.

Visa Technical Assistance

Arts Presenters staff offered one-on-one technical assistance to members needing help with the visa process for foreign artists touring in the United States. Many members take advantage of this service and visited, www.artistsfromabroad.org, the joint website launched by Arts Presenters and the American Symphony Orchestra League in June 2003, for tips and information.

Communications

A continuing priority for Arts Presenters is more integrated and strategic communications with members, the wider fields and other audiences. Our Communications department has worked to segment and target communications to the membership with updates on local funding opportunities, field news and news on the arts. *Nexus*, the quarterly newsletter, offers tools and innovative practices from the field and shares news about services and activities at Arts Presenters. The variety of electronic communications assists Arts Presenters in attaining the goal of centralizing how the membership is informed and in what capacity. The grasstops list was developed in FY05 and grew in size and use in FY06. Many on this list post Arts Presenters' announcements in their newsletters and on their websites. Utilizing different outlets and mediums, both mainstream and alternative has found its way into the communications plan and proved to be an asset to the membership.

Arts Presenters increasingly establishes itself as the voice for the field and advocate for the members and broader field. This greatly helps our advocacy work and furthers the communications goals. Through coalition work and direct lobbying in government affairs, as well as public relations and media outreach, we have witnessed national organizations and media outlets turning to Arts Presenters and its president and CEO for a "position" on certain matters and news stories.

Positioning Arts Presenters as a resource to print and broadcast media remained a strong focus this year. Arts Presenters gained coverage such as *The Kansas City Star*, *The Washington Post*, *The New York Times*, *Financial Times* and *The Miami Herald*. Our work to improve the visa process for artists gained attention and was highlighted after Arts Presenters testified before the U.S. House of Representatives Government Reform Committee. In 2006, over 150 members of the press attended the Annual Members Conference including: *The Village Voice*, *Chicago Tribune*, *The New York Times*, *The New York Sun*, *Playbill Arts*, *Eye on Dance*, *Backstage*, *Musical America*, *Dance Magazine*, *Billboard Magazine*, *Jazziz Magazine*, *AP* and *The Wall Street Journal*.

Publications

Inside Arts

This magazine, distributed as a member benefit, explores critical issues for the performing arts field and furthered dialogue that surfaced in forums around the country and at the Members Conference. Each issue provides news from around the country, best practices and successful programs as well as features on organizational development and leadership articles. A sample of topics covered in feature articles included: The Power of Cultural Tourism; Fundraising for the Arts; Diversifying Audiences; Children's Theatre and Programming; and Renovating Historical Theatres. A special January/February 2006 issue featured Ornette Coleman — winner of the Association of Performing Arts Presenters Award of Merit and published to coincide with the Annual Members Conference.

Six issues of *Inside Arts* magazine were published in 2006; in addition the *Directory of Artists* was published as a separate issue. The *Inside Arts* brand continues to be served by www.insidearts.org. *Inside Arts* is a well-known industry resource for agents, artists, arts reporters and editors and other members of the arts community.

Bookstore

The Arts Presenters bookstore offers a wide range of titles in nonprofit management, fundraising, marketing, audience development, publicity and event planning, among other areas. Additional inventory includes research findings, how-to's and manuals on a variety of arts-related topics.

e-Communications

In addition to our printed publications, Enews and other electronic communications provide members with news and information regarding funding and professional development opportunities. Nexus, the quarterly e-newsletter, provides members with insightful information about the field through one-on-one interviews, case studies featuring member programs, and more in-depth reporting on association activities and programs.

The website, www.artspresenters.org, is regularly updated to provide more knowledge and information services offering even greater value to members and the general public.

This year the website received 10.7 million hits with more than 133,000 unique visitors viewing its content, an increase in visitors of more than 40% when compared to the previous year.

Financial Statements

Statements of Financial Position

June 30, 2006 and 2005

Assets	2006	2005
Cash	\$8,880	\$100,416
Investments	3,280,986	2,741,352
Accounts receivable, net	69,663	39,955
Pledges receivable	1,517,145	629,918
Other current assets	58,158	65,723
Property and equipment, net	48,265	40,217
Total Assets	\$4,983,097	\$3,617,581
Liabilities and Net Assets		
Accounts payable and accrued expenses	\$31,520	\$8,960
Accrued compensaton and benefits	54,963	43,291
Deferred sponsorship revenue	15,500	—
Deferred dues revenue	394,895	418,457
Grants payable	60,365	—
Capital lease payable	28,372	—
Total Liabilities	585,615	470,708
Risks and Commitments		
Net Assets		
Unrestricted	937,927	881,244
Temporarily restricted	2,724,238	1,539,163
Permanently restricted	735,317	726,466
Total Net Assets	4,397,482	3,146,873
Total Liabilities and Net Assets	\$4,983,097	\$3,617,581

Statement of Activities

For the Year Ended June 30, 2006

Revenue and Support	Unrestricted	Temporarily Restricted	Permanently Restricted	2006 Total
Grants	_____	\$2,155,603	_____	2,155,603
Annual conference	1,272,396	_____	_____	\$1,272,396
Membership dues	837,233	_____	_____	837,233
Publications	242,808	_____	_____	242,808
Contributions	182,457	_____	8,851	191,308
Other income	110,712	_____	_____	110,712
Investment income	56,802	32,863	_____	89,665
Continuing education	31,924	_____	_____	31,924
Net Assets Released From Restrictions				
Satisfaction of program restrictions	1,003,391	1,003,391	_____	_____
Total Revenue and Support	3,737,723	1,185,075	8,851	4,931,649
Expenses				
Program services				
Members conference	1,074,479	_____	_____	1,074,479
Professional development	1,072,250	_____	_____	1,072,250
External and government affairs	553,329	_____	_____	553,329
Membership services	321,504	_____	_____	321,504
Total Program Services	3,021,562	_____	_____	3,021,562
Supporting services				
General and administrative	383,810	_____	_____	383,810
Fundraising	275,668	_____	_____	275,668
Total Supporting Services	659,478	_____	_____	659,478
Total Expenses	3,681,040	_____	_____	3,681,040
Change in Net Assets	56,683	1,185,075	8,851	1,250,609
Net Assets, Beginning of Year	881,244	1,539,163	726,466	3,146,873
Net Assets, End of Year	\$937,927	\$2,724,238	\$735,317	\$4,397,482

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