

# STATE OF NYC DANCE & WORKFORCE DEMOGRAPHICS

## 2016 REPORT HIGHLIGHTS

### 10 ORGANIZATIONAL TRENDS TO WATCH



#### ↑ OPERATING MARGINS:

Improved operating margins demonstrate the resiliency of the sector as it recovered from the Great Recession. In 2008, the sample was operating at an 11% deficit, and by 2014 it was generating a net surplus of 8%.

#### ↔ AGGREGATE EXPENSES:

Total expenses grew 4%, tied to overall programmatic investments. However, organizations with annual budgets of less than \$100,000; \$100,000 to \$499,999; and \$1 million to \$4.9 million all decreased expenses to generate operating surpluses despite declining contributed and earned revenue for those groups.

#### ↓ GOVERNMENT FUNDING:

Funding from public sources declined 25% overall, with Federal support down 37% and City support down 31%.

#### ↑ FOUNDATION GIVING:

Foundation giving increased for all but the smallest organizations, with budgets of less than \$100,000, which experienced a 38% drop.

#### ↑ BOARD AND INDIVIDUAL:

Revenue from board members and trustees increased 103%, driven primarily by organizations with budgets of more than \$5 million. This increase offset a total decrease of 10% from other individual supporters.

#### ↑ EARNED INCOME:

Total earned income increased by 42%, tied significantly to earned investment revenue, tuition, and revenue from ticket sales generated by organizations with budgets of more than \$5 million.

#### ↔ TOURING:

Income from touring decreased in the aggregate for all groups with budgets of \$1 million or more. This source increased for groups with budgets of less than \$1 million, and for groups with budgets of less than \$100,000 in particular.

#### ↓ ATTENDANCE:

The total number of paid admissions for physical attendance among dance-making organizations declined 20%, driven by declines of 10,000 or more to each of the six organizations with budgets of more than \$5 million. With the exception of groups in the \$1 million to \$4.9 million range, all experienced a loss.

#### ↔ VIRTUAL ATTENDANCE:

While paid virtual attendance decreased over all, data show the first instances of paid virtual attendance in the less than \$100,000, \$100,000 to \$499,999, and \$1 million to \$4.9 million organizational budget ranges.

#### ↑ JOB CREATION:

Total paid full-time equivalent (FTE) positions increased 11%, with a notable shift from individual contractors, which declined by 9%, to part-time staff, which increased by 34%. The number of full-time jobs increased by 2%.

These findings are based on a sample of 89 self-identified dance organizations that have DataArts's profiles for fiscal years 2008 and 2014.

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