



Association of Performing Arts Presenters

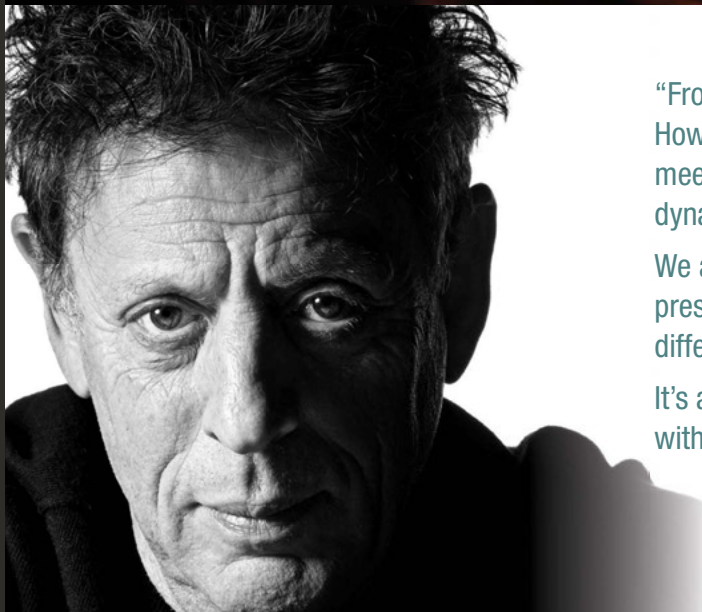
ANNUAL REPORT 2013-2014

SHINING TOGETHER





The Nile Project by Miles Jay of Zambaleta



“From the point of the view of the performer, there was a huge gulf. How do we find ways to meet audiences, and how do they get to meet us? And this organization [APAP] has really been the most dynamic in making that happen.

We actually now have real networks between artists, between presenters, which didn't exist 40 years ago. It's made a huge difference for the performers.

It's a real relationship that the performers now have, and can have, with audiences, and it is through Arts Presenters [APAP].”

Philip Glass
2014 recipient of
the APAP Award of Merit

On behalf of the Association of Performing Arts Presenters, we are excited to share with you all that APAP does to strengthen the performing arts field, to promote live performance, and to serve local communities.

As the national service organization for the performing arts presenting field and the convener of the world's premier gathering of performing arts professionals, APAP leads the performing arts industry. Serving over 1,600 organizational and individual members who represent over 5,000 professionals in the field, APAP provides invaluable opportunities, connections and information to support the business of bringing the arts and audiences together.

There is no experience comparable to the connection between artists and audiences in a live performance. APAP fuels innovation, collaboration, creation, and presentation of work across disciplines, genres, and diverse cultures. APAP champions the live performance experience and its transformative ability to create meaningful exchange that positively impacts society.

APAP members are deeply invested in their local communities; artists, agents, managers, presenters and promoters work with communities to curate programs that address the unique needs of the places we call home. APAP enriches communities by supporting this work through grants, resources and advocacy aimed at making the arts accessible for all.

In addition, APAP aims to look continuously towards the future of the field and its relationship to the complex cultures in which we live, in order to be of greatest service to APAP members, the performing arts, and to humanity.



Mario Garcia Durham
President and CEO



Josh LaBelle
Chair, Board of Directors



APAPINYC EXPO Hall



Split Knuckle Theatre



APAPINYC plenary session



Soledad Barrio and Noche Flaménca

Championing live performance

Across the U.S. and around the world, APAP members collaborate with artists from diverse cultures, disciplines, and genres to engage communities through work that addresses social issues, broadens perspectives, and literally brings people together.

APAP serves **1406** organizational members and **201** individual members, representing over **5000** professional staff in the performing arts presenting field.*

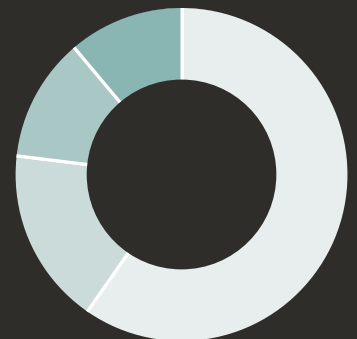
*number of members as of June 30, 2014.

APAP members come from **50 U.S. states** and **34 countries**.



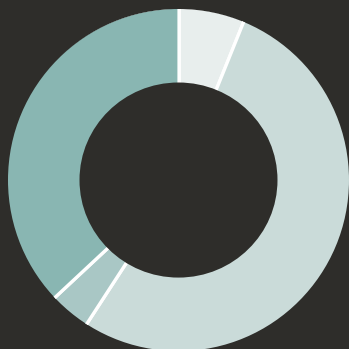
Organizational members describe their communities as:

- URBAN **60%**
- SUBURBAN **17%**
- SMALL CITY **12%**
- RURAL **11%**

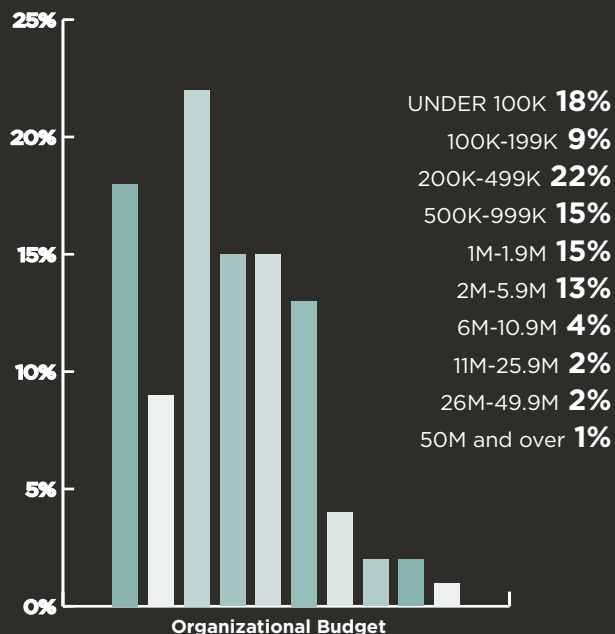


APAP members are:

PRESENTING ORGANIZATIONS **53%**
 ARTISTS, AGENTS, MANAGERS **37%**
 SUPPORT ORGANIZATIONS **6%**
 CONSULTANTS AND VENDORS **4%**



APAP member organizations vary significantly by budget.



“APAP is a tremendous resource to the entire field. Being a member of this organization has opened an abundance of important doors to the Sphinx Organization, particularly, in getting to know key presenters, forming partnerships and launching alliances that are absolutely integral to our core mission of transforming lives through the power of diversity in the arts.”

Aaron Dworkin,
 Founder & President,
 Sphinx Organization,
 Detroit, MI



“APAP has been the ultimate resource for my development in our field, has helped me refine my role and professional future, and continues to help inspire and engage me in new ways.”

Laura Sweet,
 Vice President and COO,
 Des Moines Performing Arts,
 Des Moines, IA





ELI Class of 2014 reception

Leading the arts presenting industry

Through professional development programs and resources, APAP helps artists, agents, managers, presenters and producers to gain the knowledge, skills and strategies they need to make the arts a vibrant, valuable and sustainable part of everyday life.

APAP supports and educates performing arts leaders of today and tomorrow through the following programs:

Emerging Leadership Institute (2002-present)

- Annual two and a half-day intensive seminar for cohort of 20-30 emerging leaders
- Over 300 alumni

Leadership Development Institute (2009-2013)

- Two cohorts of 10-15 mid-career professionals researching Mission/Vision, and Connecting to Your Community
- Two in-depth webinar series: Strategic Communications, Leveraging Technology
- Online interactive toolkit at LDI.apap365.org

Monthly Webinar Series (2012-present)

As of June 30, 2014, APAP had produced 22 webinars, including:

- The Climate is Changing: Are We?, February 2013
- Connecting to Community Leadership, June 2013
- The 21st Century Presenting Ecology, August 2013
- Global Presenting: Perspectives from APAP International Members, September 2013
- Diversity, October 2013
- Student Engagement in the Performing Arts on Campus, November 2013
- Top Ten Legal Issues in the Presenting Industry Today, May 2014



“ELI has been one of the most profound experiences of my career so far. The opportunity to share with other arts administrators in the early part of their careers – under the guidance of esteemed facilitators – was an inspiring and horizon-broadening experience.”

Nick Covault,
ELI Class of 2014 and Programming
Manager, Kentucky Center for the Arts,
Louisville, KY

“I’ve had the incredible benefit of working with some of the **most stellar new leaders in our field** through the Emerging Leadership Institute. There are incredible new people, new visions, new ideas, new passion; **we are in such good hands.**”

Theresa Holden,
ELI Program Facilitator,
and Founder/Director and Co-Director,
Holden & Arts Associates,
Austin, TX



“I have gained confidence in my ability to lead from any position within an organization. I have found strength, compassion and a wealth of knowledge through the bonds forged with this incredible network of people.”

Laura Kendall,
LDI Class of 2010 and
Director, Winter Visual and
Performing Arts Center,
Millersville University,
Lancaster, PA





APAP|NYC Expo Hall

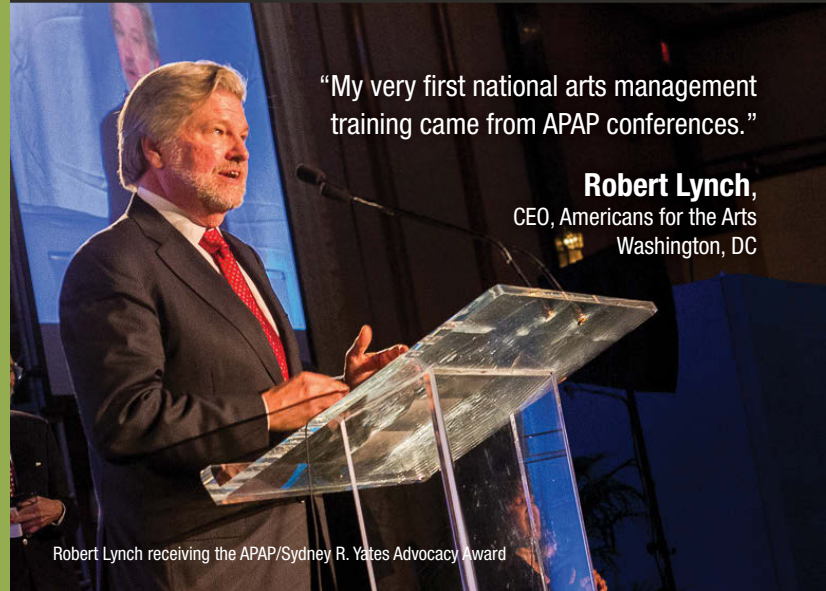
Leading the arts presenting industry

Every January in New York City, APAP hosts APAP|NYC, our annual member conference and one of the largest gatherings of performing arts professionals in the world. At APAP|NYC, the industry's business gets done.

A core component of this five-day-long event is professional development, with more than 80 sessions, including artist pitch sessions, pre-conference seminars, individual consultations, and plenary events with featured guest speakers.

In 2014, APAP|NYC featured the following professional development tracks:

- Arts, Education and Interdisciplinarity
- Arts and Issues
- Business of Presenting
- Community Cultural Development
- Connecting to Audiences
- Presenting International Artists
- Performing Arts Programming



“My very first national arts management training came from APAP conferences.”

Robert Lynch,
CEO, Americans for the Arts
Washington, DC

Robert Lynch receiving the APAP/Sydney R. Yates Advocacy Award



Jazz Connect at APAP|NYC pre-conference



APAP|NYC UP NEXT! artist pitch session



APAP|NYC 2014 closing keynote speaker Fiona Shaw

Young Performers Career Advancement (1996-present)

Taking place at APAP|NYC, the Young Performers Career Advancement (YPCA) program is a series of intensive seminars designed to support classical musicians in the formative stages of their careers by offering opportunities to meet and work with established presenters, managers, agents and artists.

- Supported by Classical Connections Endowment
- 78 soloists and groups participated to date
- Partnership with Sphinx Organization



“Learning the building blocks of the business has been very valuable. I also learned how to collaborate with presenters. We’re all fighting on the same side, and we’re fighting for the arts.”

Jennifer Koh,
YPCA Class of 2000



Pennsylvania State University Creative
Campus innovations grant festivities

Enriching communities

APAP members are deeply invested in the well-being and the economic health of their local communities. Artists, agents, managers, presenters and promoters learn from each other and from the audiences they serve how to best curate and present arts programs that address the unique needs of communities.

APAP supports this work through grants to arts organizations, dissemination of information and resources, and advocacy activities aimed at making the arts accessible for all.

Building Bridges: Campus Community Engagement (2013-present)

This program follows upon the accomplishments and lessons learned from the Creative Campus Innovations grants program established in January 2006. Building Bridges supports campus-based presenters interested in building interdisciplinary cross-campus and community collaborations that expand knowledge and understanding of Muslim societies.

- Supported by Doris Duke Charitable Foundation and Doris Duke Foundation for Islamic Arts
- 2-year grants beginning January 2014 through February 2016
- 6 projects awarded totaling \$1,429,200
 - Art2Action, University of South Florida, Tampa - Tampa, FL
 - Davis Performing Arts Center, Georgetown University - Washington, DC
 - The Cedar Cultural Center, Augsburg College - Minneapolis, MN
 - Cynthia Woods Mitchell Center for the Arts, University of Houston - Houston, TX
 - LaGuardia Performing Arts Center, LaGuardia Community College - Long Island City, NY
 - Wesleyan Center for the Arts, Wesleyan University - Middletown, CT

Creative Campus Innovations (2007-2013)

2013 saw the conclusion of the initial Creative Campus grants program that awarded 14 campuses one- or two-year grants totaling \$2.8 million to support innovative projects aimed at increasing awareness of the value of---and expanding support for---the integration of performing arts with academia and the campus community.

- Supported by Doris Duke Charitable Foundation
- Two rounds of one- or two-year programs; 14 total grants awarded totaling \$2,800,000
- Knowledge shared to the field via online resources: toolkit.creativecampus.org and creativecampus.org
- Working with higher education associations (Council of Independent Colleges; Community Colleges; Public/Land Grant Universities) to establish partnerships and disseminate the online resources mentioned above

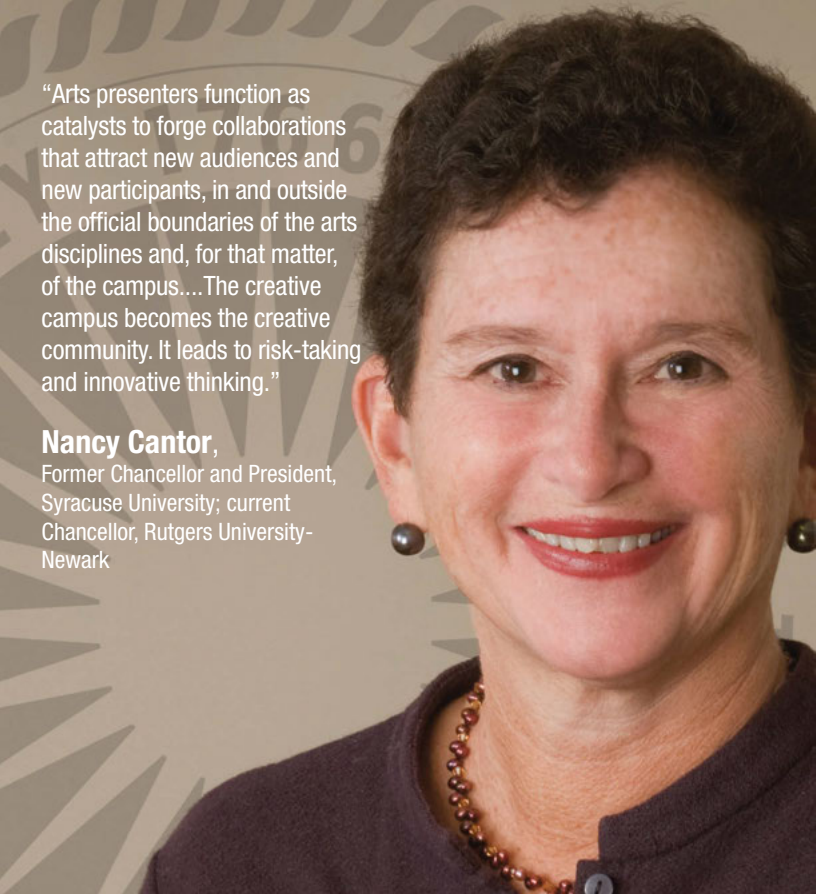
To view resources and to access the “Animating the Creative Campus” toolkit, visit <http://toolkit.creativecampus.org>.



Creative Campus Innovations grant performance
courtesy of Cuyahoga Community College

“Arts presenters function as catalysts to forge collaborations that attract new audiences and new participants, in and outside the official boundaries of the arts disciplines and, for that matter, of the campus....The creative campus becomes the creative community. It leads to risk-taking and innovative thinking.”

Nancy Cantor,
Former Chancellor and President,
Syracuse University; current
Chancellor, Rutgers University-
Newark



37%

of APAP presenting organizations are based at universities or colleges.

“One of the things we’re attempting to do is bring an awareness to all types of creativity. The [Creative Campus] grant helps to bring different disciplines together and use the performing arts as a catalyst.”

Jed Wheeler,
Executive Director,
Peak Performances at
Montclair State
University



Credit: Kurdzuk/Star-Ledger

Enriching communities

APAP programs focus on broadening the impact of the performing arts to all audiences and to all citizens.

In 2013, APAP, in partnership with MetLife Foundation, inspired the presenting industry to reimagine its role in engaging audiences through the All-In: Re-Imagining Community Participation Grants.

As a founding members of the Performing Arts Alliance, APAP advocates for national policies that support, strengthen and improve the performing arts industry.



“As national co-sponsors of Arts Advocacy Day 2014, APAP and Performing Arts Alliance (PAA) joined hundreds from across the nation to make the case for the arts.

Together, PAA and APAP developed the materials that advocates used to convince their Senators and Representatives to join the Congressional Arts Caucus, resulting in a bipartisan mix of 10 new leaders stepping up as federal arts champions.”

Cristine Davis,
General Manager,
Performing Arts Alliance
Washington, DC

All-In: Re-Imagining Community Participation Grants

The goal:

To support innovative strategies that target the full spectrum of community members from all generations and populations in community-based performing arts programs.

Awarded up to \$25,000 to arts presenting organizations for projects that go beyond conventional audience engagement strategies.

All-In 2013 grantees

- The Clarice Smith Performing Arts Center, University of Maryland - College Park, MD
- Dancing in the Streets - Bronx, NY
- Hancher Auditorium, University of Iowa - Iowa City, IA
- The Foundry Theater - Long Island, NY
- Millersville University - Millersville, PA
- Network of Ensemble Theaters - Los Angeles, CA

Advocacy

The policy issues for which APAP and PAA advocated in 2013-2014 were:

- Grants to presenters and other arts organizations (The National Endowment for the Arts)
- Arts education (U.S. Department of Education)
- Performing arts wireless technology (“white space”)
- International artists visas (U.S. Department of State)
- Charitable giving incentives

“Through this trip [to the Shanghai International Arts Festival] I was not just able to see the work of Chinese arts, I was able to hear the artist’s perspective on how Chinese history and culture is reflected in their work and their concerns regarding the influence of Western culture. Through meaningful dialogue rooted in cultural understanding, we can find ways to bridge our artistic perspectives and aesthetics.”

Mary Lou Aleskie,
Executive Director, International
Festival of Arts & Ideas
New Haven, CT



Cultural Exchange Fund (2008-Present)

- Supported by The Andrew W. Mellon Foundation
- Awarded \$486,080 in international travel stipends to 154 travelers: 15 artists, 11 groups, 119 individuals from 140 organizations traveling to 56 countries on six continents
- Created database of global performing arts festivals and events
- Resulted in growing database of “Digital Diaries”: individual reporting from CEF travelers including video and images, contacts made, performances seen, and more

APAP recognizes that promoting global exchanges of artists and their work and supporting cross-cultural programs is essential to fully engaging communities in the breadth and diversity of performing arts experiences.

APAP’s Cultural Exchange Fund is a travel subsidy program that assists U.S.-based performing arts professionals in experiencing the work of artists from the around the world and in building partnerships with international touring artists, companies and their collaborators.





APAP|NYC New Colleagues Orientation


Gathering together

In addition to providing both broad and deep year-round professional development opportunities, APAP's five-day annual members' conference, APAP|NYC, is the industry event where artists, agents, managers, presenters and producers come together to book their seasons, promote their work, and do the business of connecting the arts to audiences.

In 2014, APAP|NYC featured:

- Over 1000 independently-produced artist showcases throughout New York City
- The EXPO Hall with 370 booths, promoting artists and field support services
- Over 80 professional development sessions, consortia meetings, and informal networking opportunities
- Plenary sessions featuring luminaries and innovators in the performing arts
- The APAP Annual Awards Luncheon celebrating artists, presenters, advocates, and others who have made significant contributions to our field

3680 arts professionals from 50 states and over 30 countries attended APAP|NYC in 2014



"There is no other single entity that generates as many superior professional development opportunities, live performances, interaction with artists and all other professionals in our field. It's an unreal atmosphere for synergy, energy and creativity."

Michael Reed,
Senior Director, Programs
and Organizational Initiatives,
ASU Gammage
Tempe, AZ



“As an active member of APAP I gain exposure to the practices that are leading the field and have access to the most innovative and forward thinking presenters and producers in the country. I have built relationships across disciplines and institutions that have enhanced my own development as an administrator and an artist.”

Carlton Turner,
Executive Director, Alternate ROOTS,
Atlanta, GA

Carlton Turner by M. Cardona



Mario Garcia Durham with Emerging Leadership Institute



Danza Contemporanea de Cuba by
Jack Walsh of BRIC Arts-Media-Bklyn

Year-Round Member Resources

Dedicated to developing and supporting a robust performing arts industry and the professionals who work within it, APAP connects artists, agents, managers, presenters and promoters through these year-round resources.

- Membership directory and artist roster: searchable database of agent/managers, presenters, and member-represented artists
- Job Bank and Career Center: The most popular resource on the APAP website, APAP365.org
- APAP|Community: A platform for peer-to-peer networking and resource sharing (community.apap365.org)
- Spotlights e-newsletter sent bi-weekly to over 5000 staff of member organizations contains important deadlines, member news and field opportunities
- Inside Arts quarterly member magazine explores issues critical to the field through in-depth features, interviews and member news
- APAP365.org: Visited by 123,000 unique visitors annually



Mondo Bizzaro performs at APAP|NYC pecha kucha



Cultural Exchange Fund grantee ODC in Beijing by Natasha Adorlee Johnson

Resourcing the organization

The Association of Performing Arts Presenters (APAP) is a 501 (c)(3) organization. The association operates on a fiscal year beginning July 1st and ending June 30th. APAP ended the 2013 fiscal year with a modest gain of \$4,371 in unrestricted net assets and an increase of \$2,125,969 in temporarily restricted net assets largely due to grants received from foundation and government support. As of June 30th, 2013, net assets totaled \$4,582,218.

APAP maintains a target reserve account for capital development and operating support, and two permanently restricted donor endowments – the William Dawson Endowment Fund to support research and leadership training, and the Classical Connections Fund to support career advancement for young professionals in classical music.

Association of Performing Arts Presenters Financial Report

Audited-Statement of Financial Position as of June 30, 2013

Total Assets	\$5,445,304
Total Liabilities	\$863,086

Net Assets

Unrestricted Funds	\$1,024,784
Temporarily Restricted Programs	\$2,756,275
Permanently Restricted Endowments	\$801,159
Total Net Assets	\$4,582,218

Audited-Statement of Activities and Changes in Net Assets as of June 30, 2013

UNRESTRICTED NET ASSETS

Revenue and Support:

Earned	\$2,918,691
Contributed	\$186,079
Released from Restriction	\$723,451
Total Revenue	\$3,828,221

Expenses:

Program Service	\$3,180,173
Supporting Service	\$643,666
Total Expenses	\$3,828,850

Change in Unrestricted Net Assets	\$4,371
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TEMPORARILY RESTRICTED NET ASSETS

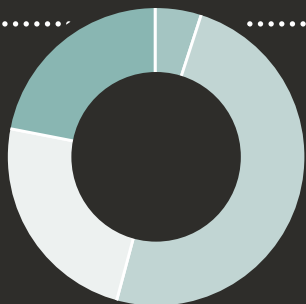
Grants	\$2,748,266
Investment (loss) gain	\$101,154
Net assets released from restrictions	(\$723,451)

Change in Temporarily Restricted Net Assets	\$2,125,969
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Total Change in Net Assets	\$2,130,340
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Net Assets, Beginning of Year	\$2,451,875
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Net Assets, End of Year, FY2013	\$4,582,218
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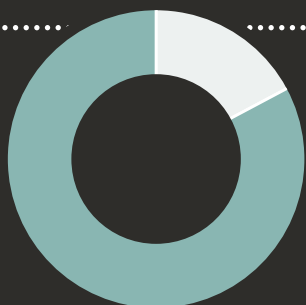
Unrestricted Revenue FY2013

ANNUAL CONFERENCE **49%**

GRANTS AND CONTRIBUTIONS **24%**

MEMBERSHIP **22%**

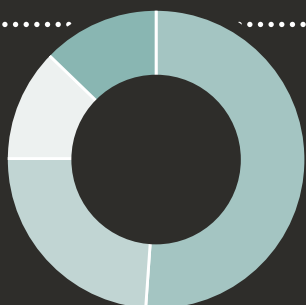
OTHER **5%**



Unrestricted Expense FY2013

PROGRAM SERVICES **83%**

SUPPORT SERVICES **17%**



Detailed Program Services FY2013

ANNUAL CONFERENCE **51%**

PROFESSIONAL DEVELOPMENT **24%**

MARKETING AND COMMUNICATIONS **13%**

MEMBERSHIP SERVICES **12%**

APAP Foundation and Government Support 2013-2014

DIRECT ASSISTANCE TO THE FIELD

American Express Foundation

Doris Duke Charitable Foundation/Doris Duke Foundation for Islamic Arts

Andrew W. Mellon Foundation

MetLife Foundation

National Endowment for the Arts

OPERATIONS SUPPORT

Doris Duke Charitable Foundation



Serving the Field

As a non-profit service organization committed to advancing the field of performing arts presenting, APAP seeks to bring together the collective knowledge, skills and innovative thinking of individuals on staff and on the board of directors who will lead the organization through the challenges and opportunities faced by all organizations in this 21st century.

APAP staff and board members are dedicated to inspiring and strengthening all of our members who comprise a national and international community of individuals that deeply cares about the transformative power of the performing arts to enhance the life of every individual.

APAP Board of Directors

Josh LaBelle

Chair
Executive Director,
Seattle Theatre Group

Cathy Edwards

Director of Programming,
International Festival of Arts
and Ideas

Terri Trotter

Vice Chair
Chief Executive Officer, Sun
Valley Center for the Arts

Anna Glass

Independent cultural
producer and consultant

Michael Blachly

Secretary/Treasurer
Director,
University of Florida
Performing Arts

Nicole Borrelli Hearn

Manager, Opus 3 Artists

Brian Jose

Executive Director of Fine
Arts Programming, College
of Saint Benedict and Saint
John's University

Mario Garcia Durham

Ex-officio
President and CEO,
Association of Performing
Arts Presenters

Steve Levine

Partner, Worldwide Head of
Concerts, ICM Partners

Luis Alvarez

Wonderland Group

Alycia Mack

Agent, International Music
Network

Dianne Brace

Senior Director of
Institutional Giving, NPR

Jeff Parks

President and Chief Quest
Officer, ArtsQuest

Bill Bragin

Executive Artistic Director,
The Arts Center at New York
University Abu Dhabi

Alison Spiriti

Business Development Live
Events, Parallel 49 Agency

Gwethalyn Bronner

Executive Director,
James Lumber Center for
the Performing Arts,
College of Lake County

Huong Vu

Community Investor
- Arts and Culture,
The Boeing Company

Laura Colby

Director, Elsie Management

Todd Wetzel

Director,
Purdue Convocations
Purdue University

Jean Cook

Director of Programs,
Future of Music Coalition

Martin Wollesen

Executive Director, The
Clarice Smith Performing
Arts Center, The University
of Maryland, College Park

Shannon Daut

Executive Director,
Alaska State Council on the
Arts

APAP Staff

Mario Garcia Durham
President and CEO

Laura Benson
Programs Manager

Mallory Bumb
Conference and
Membership Associate

Mia Di Stefano
Membership Associate

Gil Gonzalez
Conference Director

Malinda Lambert
Director of Finance and
Operations

Judy Moore
Conference Manager

Sue Noseworthy
Director of Membership

Tiffanie Pulley
Accounting Associate

Megan Redmond
Senior Conference
Associate

Kalyn Saylor
Programs and Resources
Associate

John Spencer
IT Manager

Margaret Stevens
Director of Executive
Affairs

Scott Stoner
Director of Programs and
Resources

Rebecca Sullesta
Senior Associate,
Operations and
Executive Affairs

Jenny Thomas
Director of Marketing
and Communications

Emily Travis
Senior Associate,
Communications and
Government Affairs

Nicola Turner
Staff Accountant

APAP
brings
the arts
to life.



Association of Performing Arts Presenters

The Association of Performing Arts Presenters, based in Washington, DC, is the national service, advocacy and membership organization dedicated to developing and supporting a robust performing arts presenting field and the professionals who work within it. Our over 1,600 national and international members represent leading performing arts centers, municipal and university performance facilities, nonprofit performing arts centers, culturally specific organizations, foreign governments, as well as artist agencies, managers, touring companies, and national consulting practices that serve the field, and a growing roster of self-represented artists. APAP works to effect change through advocacy, professional development, resource-sharing and civic engagement.

APAP is a nonprofit 501(c)(3) organization governed by a volunteer board of directors and led by President and CEO Mario Garcia Durham. In addition to presenting the annual APAP|NYC conference - the world's leading convening for the performing arts (January 9-13, 2015) - APAP continues to be the industry's leading resource, knowledge and networking destination for the advancement of performing arts presenting.

Cover photos, top row, L-R: APAP|NYC opening plenary audience; Hot Club of San Francisco; Kyle Abraham and Wendy Whelan present at APAP|NYC; bottom row, L-R: APAP|NYC EXPO Hall; Christine Lamprea YPCA performance; APAP|NYC showcase audience. Photos by Gabi Porter/APAP.



Networking at APAP|NYC