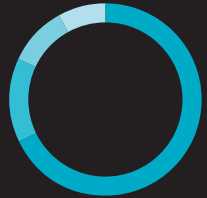
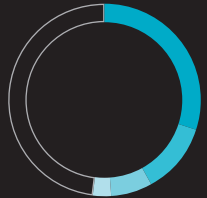


2018-19 Revenue & Expense Report



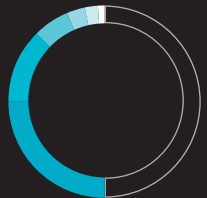
EXPENSE

Performance, Classes & Outreach: \$939,190 (68%)
General & Admin: \$198,935 (14%)
Fundraising: \$140,174 (10%)
Facilities: \$106,151 (8%)



EARNED REVENUE (52%)

Classes: \$414,611 (30%)
Outreach: \$164,519 (12%)
Performance: \$94,214 (7%)
Rentals, Merchandise & Other: \$39,578 (3%)
Total: \$712,922



CONTRIBUTED REVENUE (48%)

Corporate & Foundation: \$328,646 (24%)
UPAF: \$161,270 (12%)
Individual Donations & Sponsorships: \$87,198 (6%)
In-Kind: \$40,000 (3%)
Government: \$25,584 (2%)
Special Events: \$19,984 (1%)
Total: \$662,682

REVENUE: \$1,375,604

EXPENSE (before depreciation): \$1,367,321

NET INCOME: \$8,286

EXPENSE (after depreciation): \$1,384,450

Founded in 1992, the mission of Danceworks, Inc., a 501(c)3 nonprofit, is to enhance joy, health and creativity by engaging the community through dance. Danceworks' vision is to be a driving force that builds community through movement and creative arts.

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Dani Kuepper, Artistic Director
Amy Brinkman, Education Director
Kim Johnson, Director of Engagement

Photo credits:

Danceworks Staff, Jeff Zmania, Christal Wagner, Stephanie Sanchez.

1661 N. Water St. Milwaukee, WI 53202 | P 414.277.8480 | DanceworksMKE.org



danceworks INC



danceworks INC
2018-19 ANNUAL REPORT

PERFORMANCE

7,933 total tickets sold

Over 1,000 (unique) patrons attended Danceworks productions at our black box studio theatre

55 unique performances from DPC*, DYPC*, DancelAB and Studio Showcase

DYPC provided 22 youth performers with nearly 3,000 hours of training and performing experience

Over 700 artists performed original dance/movement works as part of DPC, DYPC, DancelAB experimental concert series, Studio Showcase or through performance grants

* DPC: Danceworks Performance Company;
DYPC: Danceworks Youth Performance Company

Total Studio Clients: 25,622
(3,593 unique clients)

Total Youth Studio Clients:
9,137 (634 unique)
(19 DYPC)

Total Number of Youth In Summer Creative Arts Camps: 544 (120 unique)

Total Number of Youth in School Day Off Workshops: 208 (57 unique)

Total Number of Adults – Classes & Workshops:
15,244 (2,623 unique)

Total Weeks for Studio Classes:
47 adult weeks and 44 youth weeks

Grand total of 96 classes & workshops



"Carmina Burana brought Danceworks, Skylight Music Theatre, Milwaukee Opera Theatre and Chant Claire Chamber Choir together in a wildly successful mega-collaboration! It seemed to be a once-in-a-lifetime kind of project. But I hope it isn't!"

Dani Kuepper,
Artistic Director

STUDIO

"When you have some challenges, any illness, a good team (like Danceworks) can guide you and give you recommendations, but in the end it's up to you to create an active lifestyle."

Carlos Gomez,
Studio Client



"It feels like I'm finally a part of something. We learned how to work together to be a team. I enjoyed having fun with my classmates how we all worked together and that makes me proud of who I am."

Joel, Mad Hot Student
from JW Riley School



OUTREACH

Mad Hot Program Goals:

1. Improve self-confidence
2. Improve respect for self and others
3. Improve attitudes towards physical activity

Generations Program Goals:

1. Improve effective and appropriate communication skills across generations.
2. Improve critical thinking skills by making correlations across art forms.
3. Improve empowerment through creating intergenerational relationships that build community.

Danceworks participated in over 100 unique community events including residencies, workshops and outreach performances.

2,045 students from 83 classrooms were served in Mad Hot Ballroom and Tap. 50 schools were served: 47 MPS and 3 non-MPS schools. The tap program served 927 4th and 5th graders from 39 schools and the ballroom program served 1,118 5th and 6th graders from 43 schools. Total Mad Hot contact hours: 57,260

102 youth and 85 adults participated in 15 weeks of Danceworks Generations for a total of 4,207 contact hours.

Danceworks partnered with 102 Milwaukee-area community organizations, schools and senior centers over the year.

ROLL CALL

Many thanks to our 2018-19 donors (\$1,000 and up). Gifts received between 9.01.18-8.31.19.

Angel: \$100,000+
United Performing Arts Fund

Visionary: \$75,000+
Richard and Ethel Herzfeld Foundation

Star: \$50,000+
Bader Philanthropies
The Brico Fund, LLC

Muse: \$25,000+
Potawatomi Hotel and Casino's Heart of Canal Street Program

Benefactor: \$10,000+
Greater Milwaukee Foundation
Herb Kohl Philanthropies
Milwaukee Public School Partnership for the Arts and Humanities
Mary Newton and James Sanger
John Shannon and Jan Serr

Producer: \$5,000+
Brewers Community Foundation, Inc.
Greater Milwaukee Foundation's Mary L. Nohl Fund
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Julia Uihlein
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Artistic Director: \$2,500+
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Jason Wendt ^

^ Indicates UPAF or United Way of Greater Milwaukee & Waukesha County Donor Designated Gift
* A portion of this gift was an In-Kind Gift

Danceworks is supported by the Wisconsin Arts Board with funds from the State of Wisconsin. Danceworks is a proud member of the United Performing Arts Fund (UPAF).

