# Americans for the Arts 2011 Annual Report

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Throughout 2011, Americans for the Arts continued to use its strength as a national convener, a key resource for arts leaders, and a partner for organizations across all sectors to reinforce the message that the arts are an essential tool for building stronger communities and strengthening our country.

We reinforced these strengths against the backdrop of some very harsh fiscal realities. As the economy continued reeling, 2011 was a year that threatened state budgets. Kansas Gov. Sam Brownback made history and completely defunded the arts commission in Kansas—making it the only state without a state arts agency (only to be reinstated a year later due to enormous advocacy efforts). South Carolina’s arts commission faced a line-item veto from its governor, but advocates rallied and the state legislature overrode the veto. It is in cases like this from all across the country in which Americans for the Arts provided key support.

Through our research, we illustrate how investment in the arts is a fiscally responsible one with a tremendous ROI. Through our webinars, we provide training and professional development to those who were fighting back to save funding. Through our Creative Conversations program, we inspire communities to come together and learn from each other. Through our professional development, we strengthen the individuals who make our field one of the most vibrant and dynamic industries in America.

We continue to bring critical decision-makers in all aspects of community development together to educate them about the importance of the arts and the possible impact that they can have on all communities. By starting conversations and partnerships, we are ensuring our place at the table and thereby infusing the arts into more and more aspects of community development, advocacy, and social change.

This growth is exactly what our field founders had in mind, and it is the mission I have the honor of continuing. In February 2011, we lost field founder Phil Hanes. He embodied the tenacity and spirit of the arts, and none of us would be where we are today without his tireless work. I am reminded of an Irish saying: You’ve got to do your own growing, no matter how tall your grandfather was. I am inspired year after year, both in looking back at what we’ve accomplished in just 12 months, but also in seeing what we can do in another 12, another 24, another generation.

I am so proud of the work Americans for the Arts has done in collaboration with our members and partners and look forward to what we can continue to accomplish together—united, stronger, and if we’re lucky, a little bit taller than our grandfathers.

Robert L. Lynch
President & CEO
Americans for the Arts is the leading nonprofit organization for advancing the arts in America. With offices in Washington, DC and New York City, it has a record of more than 50 years of service. Americans for the Arts is dedicated to representing and serving local communities and creating opportunities for every American to participate in and appreciate all forms of the arts.

Serving Communities. Enriching Lives. Here’s how we do it:

3,028
Organizational and Individual Members accessed member benefits like publications and direct staff assistance

$146.255
million was secured for the 2012 National Endowment for the Arts budget, $11 million more than proposed by the House of Representatives

179,542
messages were sent through our free Capwiz system by citizens to local, state, and federal leaders to advocate for healthier arts and arts education policies

28
public and private leaders were recognized for their support of the arts through our annual award programs

572
people attended our 2011 Arts Advocacy Day training to learn how to make the best case for the arts to decision-makers

2,000+
members accessed our 28 field-focused webinars

1,726
individuals from 24 states participated in 49 Creative Conversations, local arts-centric gatherings held across the country during National Arts & Humanities Month, celebrated every October

1,586
practitioners from 45 states received training at our two 2011 national conferences

140,000+
subscribers received the most up-to-date information in the field through our print and e-publications

275,000
people connected to our advocacy work through Capwiz legislative action alerts; 3,000 Facebook users became fans; 15,000 Twitter users followed us; and ARTSblog garnered 200,000 blog views
To advance communities, we start conversations with leaders across sectors that lead to action, and we continue professional development of our constituents so that they are informed and powerful change agents.

Through these objectives, we ensure the arts are critical to communities and individuals across the nation.

**Arts Education & White House Champions of Change**

The White House honored a group of arts education leaders from across the country as part of its Champions of Change initiative, highlighting how all Americans can make impacts in their communities. Americans for the Arts assisted the White House in nominating some of the Champions that were selected. This group of arts education leaders, along with President and CEO Robert L. Lynch, attended a roundtable discussion with members of the White House Office of Public Engagement, the President’s Committee on the Arts and the Humanities, and the U.S. Department of Education to discuss ways to strengthen arts education.

Another victory occurred on April 15, thanks to the efforts of advocates across the country. Congress and the president approved the FY 2011 appropriations bill which included a $25 million restoration of the federal Arts in Education program in the U.S. Department of Education budget, specifically to support arts integration programs across the country.

**Annual Convention, Year-Round Learning**

A total of 960 delegates from across the country joined us in San Diego, June 16-18, 2011 for our Annual Convention. Participants included cultural and civic leaders, educators, business representatives, funders, and artists, and represented a broad range of ethnic backgrounds and widespread localities, from large urban centers to rural communities.

For the first time, attendees and non-attendees alike could access the online learning portal, Convention On-Demand. This tool lets users revisit sessions, listen to content they missed on site, and share with staff and board. Americans for the Arts aired featured sessions online, in real time, at livestream.com, including Bobby Shriver’s opening keynote and the closing keynote by Ben Cameron. At its peak, Americans for the Arts boasted 234 viewers. For a convention of 960 attendees, increasing “attendance” by nearly a quarter is strong evidence of the convention’s reputation for meaningful content and engaging speakers.

**Coming Home with the Help of the Arts**

Americans for the Arts was honored with a very special request from Admiral Matthew L. Nathan. The U.S. Military invited Americans for the Arts to join the planning group for the National Summit for Arts and Wounded Warriors, October 14–15, 2011 in Bethesda, MD. President and CEO Robert L. Lynch led a plenary discussion for an audience of 200 military leaders, civilian political leaders, national arts in healthcare industry representatives, and administrators in military and veterans’ hospitals on the history of the arts within the military and the potential for the future. With record numbers of soldiers returning home—many with wounds that run far deeper than the physical—the arts play a pivotal role in helping our servicemen and women access and express their experience in ways that lead to more sustainable healing.
To ensure the resources for change, we inform critical decision-makers about the positive returns that investment in the arts can bring.

From enriching community life to impacting students with arts education, we have the research and the evidence that the arts mean business.

**From Table to Schoolyard: The Collaboration of the National Arts Policy Roundtable**

The 2011 National Arts Policy Roundtable gathered artists, philanthropists, business executives, and arts leaders at the Sundance Institute. Participants discussed collaborative action and innovative solutions to address economic opportunity, at-risk youth, and the impact of the current recession on daily lives. The Roundtable is directly responsible for major impacts in Cincinnati. The Roundtable sparked a connection between attendees—Bully filmmaker Lee Hirsh and World Pac Paper CEO Edgar Smith and his wife Toni. Because of their connection, approximately 10,000 youth in the Cincinnati Public Schools were the first and largest school district in the nation to take part in The Bully Project: 1 Million Kids Program—using art to inspire action. Through this partnership, foundations, businesses, and government entities were able to develop a locally based solution to one of our nation’s most pressing problems and create positive social change.

**Arts in the Board Room and across the Globe**

Many businesses are working to reach global marketplaces and keep up with the changing business landscape. We worked with The Conference Board to present a webinar on how the arts can help businesses expand their markets by investing in community-based and culturally specific arts organizations. We presented a panel as part of its Corporate Community Involvement Conference, where representatives from Adobe and Applied Materials discussed why they value partnering with the arts. We also collaborated with Independent Sector to bring artists-in-residence, Sojourn Theatre, to interact with its conference attendees and shape understanding of the diverse and rich make-up of our communities.

**Arts & Community Engagement**

Our Animating Democracy program produced the first-of-its-kind report, *Trend or Tipping Point: Arts & Social Change Grantmaking*, this year. It catalogues all social change grantmakers in the nation as well as brings together stories of impact, influence, and inspiration. Findings based on 228 grantmaker survey responses and 32 interviews suggest that arts and social change philanthropy is an emerging field and therefore still very much evolving.
Affecting the Federal Funding Landscape

Prior to Arts Advocacy Day in April, the House of Representatives had passed legislation that would have reduced National Endowment for the Arts (NEA) funding by $43 million (or 26 percent) in 2011.

On Arts Advocacy Day, advocates from across the country sent more than 13,500 e-mail messages through Americans for the Arts’ E-Advocacy Center and met with representatives on Capitol Hill, urging members of Congress to increase NEA funding.

The final FY 2011 budget included $155 million for the NEA, and while this constituted a $12.5 million cut from FY 2010, it represented a victory over the House’s original proposal. The combined impact of advocates online and in attendance delivered a strong message to congressional leadership about the value of the arts and arts education.

Enriched Partnerships

Kerry Washington. Alec Baldwin. Josh Groban. All these celebrities helped Americans for the Arts through cause marketing—growing our audience and getting the word out about the impact of the arts.

For example, Josh Groban’s Find Your Light Foundation, launched during his 2011 tour, connected local arts education organizations with the recognition they deserve and benefited our arts education efforts at the same time through his text-to-give campaign.

As spokesman for Capital One, Alec Baldwin spearheaded an arts giving campaign. KRIS Wine also reached out to Americans for the Arts to help implement its Art of Education grant program, which awarded 16 schools a total of $25,000.

It is through these partnerships that we find success in not only raising the visibility for the arts nationwide, but also ensuring our organizational sustainability by reaching new audiences.
By increasing an understanding of the role the arts play, we can increase knowledge and support. The arts reach all of our lives.

Casting the Net

Americans for the Arts strategically partners with more than 20 different organizations, from the National Lieutenant Governors Association to the Art Dealers of America. Through these partnerships, we deliver the important message to the broadest group of stakeholders that the arts can be integrated into every sector in America—and can improve lives, communities, jobs, companies, and more. We honor elected officials for their dedication to the arts at the United States Conference of Mayors Arts Luncheon every year. We connect to key media partners like Forbes, Inc. This year in recognition of his true leadership, we also honored Christopher “Kip” Forbes, vice chairman of Forbes, Inc., with our BCA 10 Leadership Award for his extraordinary vision, leadership, and commitment to supporting the arts and for encouraging other businesses to follow his lead.

Local Research, National Story

Two important initiatives educate not only our organizational scope, but will also inform the entire nation about the impact of the arts.

- **LOCAL ARTS AGENCY LISTENING POST**
  
  We reached out to our core local arts agency constituents to determine what the top issues were on their radars. More than 500 local arts agencies responded to the survey. Startling highlights include:
  - 51 percent said that in the previous 12 months, local government arts funding decreased, while 43 percent said it stayed the same.
  - 59 percent said that over the next 12 months, paid attendance will stay the same.
  
  This important research yielded a webinar and blog salon, in which local arts agencies could learn more about their field and the issues their peers are facing, and also determine how to best use this data to influence their work on the local level.

- **NATIONAL ARTS INDEX**
  
  Across the United States, there are more than 113,000 organizations dedicated to many aspects of cultural life. Consumers spend nearly $150 billion annually on entertainment and the arts. We launched the National Arts Index to help understand the true impact of these numbers. From 2007–2009, the number of nonprofit arts institutions grew by 3,000. As a result, the arts sector is now composed of 109,000 nonprofit arts organizations and 550,000 for-profit arts businesses, and 2.2 million artists in the U.S. workforce. The National Arts Index garnered 102 media placements, including top-tier coverage from the Los Angeles Times, The New York Times, the Philadelphia Inquirer, the Wall Street Journal, and the Washington Post.

Advocacy All-Stars

This Arts Advocacy Day, artists and advocates made waves. Our Twitter Team of 20 volunteers activated hundreds of Twitter followers to speak up for the arts. More than 500 attendees had meetings with their members of Congress. Kevin Spacey appeared on CNN and Hardball with Chris Matthews to discuss the importance of government funding for the NEA. Alec Baldwin addressed the same issue on The Joy Behar Show. Baldwin also discussed how he is leveraging his Capital One commercial spots to give money to the arts—including Americans for the Arts—in the Wall Street Journal, People Magazine, and on David Letterman and Regis and Kelly. This whirlwind of activity yielded 760 media placements, including a syndicated Associated Press article.
24th ANNUAL HANKS LECTURE ON ARTS & PUBLIC POLICY
April 4, 2011 at The John F. Kennedy Center for Performing Arts, Washington, DC
Honoring the legacy of former President of Americans for the Arts (1968-1969) and Chair of the National Endowment for the Arts Nancy Hanks, this annual lecture series provides an opportunity for public discourse at the highest levels on the importance of the arts and culture to our nation’s well-being.

- Lecture by Kevin Spacey, actor and Artistic Director of the Old Vic Theatre
- Introduction by Charles Segars, CEO of Ovation and Co-Chair of Arts Advocacy Day

ARTS ADVOCACY DAY
April 5, 2011 on Capitol Hill
Organized by Americans for the Arts, Arts Advocacy Day is the largest event of its kind. More than 80 organizations, representing thousands of arts, culture, business, civic, and education organizations nationwide, served as Arts Advocacy Day CoSponsors.

Several celebrities and members of Congress offered remarks during the course of the Congressional Arts Kick Off. The roster included:

- National Endowment for the Arts Chairman Rocco Landesman
- Actor Kevin Spacey
- Congressional Arts Caucus Co-Chair Louise Slaughter (D-NY)
- Chairman of the Interior Appropriations Subcommittee Rep. Mike Simpson (R-ID)
- Rep. Jim Moran (D-VA)
- Rep. John Lewis (D-GA)
- Rep. Steve Cohen (D-TN)
- Rep. Aaron Schock (R-IL)
- Rep. David Cicillini (D-RI)
- Rep. Denny Rehberg (R-MT)
- Actor Hill Harper
- Americans for the Arts Artists Committee Member Alec Baldwin

AMERICANS FOR THE ARTS 2011 ANNUAL CONVENTION
June 16-18, 2011 at the Hilton San Diego Bayfront in San Diego, CA
The 2011 Annual Convention focused on field-wide professional development. We helped attendees learn how they can harness the power of a creative economy and how their organizations can make the arts more vital in their communities. Attendees enjoyed more than 30 educational sessions and a Public Art Preconference featuring the Public Art Network Year in Review.

Convention keynote speakers included:

- Bobby Shriver, Founder of (RED) and Co-Founder of ONE.org
- Ben Cameron, Program Director for the Arts, Doris Duke Foundation
- Alicia Anstead as Facilitator for the Forum: Our Voices, Our Future

Watch 2011 Annual Convention highlight videos.
THE BCA 10 AWARDS
October 5, 2011 at The Central Park Boathouse in New York City

The BCA 10 Awards recognize businesses of all sizes for their support of and investment in the arts in their communities. The 2011 honorees were:

- 3M - St. Paul, MN
- Aetna - Hartford, CT
- Baker Botts L.L.P. - Houston, TX
- Booz Allen Hamilton - McLean, VA
- Corporate Office Properties Trust - Columbia, MD
- Macy's - Cincinnati, OH and New York City
- Printing Partners - Indianapolis, IN
- Publicity Works - Bowmansville, PA
- Walt Disney World Resort - Orlando, FL
- Wilde Lexus of Sarasota - Sarasota, FL
- Kohler Co. - Kohler, WI
- The BCA Hall of Fame
- Christopher "Kip" Forbes, Vice Chairman, Forbes Inc.

16th ANNUAL NATIONAL ARTS AWARDS
October 17, 2011 at Cipriani 42nd Street in New York City

The National Arts Awards honors distinguished cultural, corporate, and artistic leaders for their contributions to the arts in America. The 2011 slate of awardees included:

- Frank Stella, Isabella and Theodor Dalenson Lifetime Achievement Award
- Jenny Holzer, Outstanding Contributions to the Arts Award
- Beverley Taylor Sorenson, Eli and Edythe Broad Award for Philanthropy in the Arts
- Wells Fargo & Company, Corporate Citizenship in the Arts Award
- President's Committee on the Arts and the Humanities, Arts Education Award
- Gabourey Sidibe, Bell Family Foundation Young Artist Award

NATIONAL ARTS MARKETING PROJECT CONFERENCE
November 12-15, 2011 at the Marriott Louisville Downtown in Louisville, KY

The 2011 National Arts Marketing Project Conference, Winning Audiences, focused on equipping arts marketers with the tools and knowledge to adapt and leverage the changing landscape and shifts in demographics.

Keynote speakers included:

- Oliver Uberti, Design Editor at National Geographic Magazine
- Sam Horn, author of POP! Create the Perfect Pitch, Title and Tagline for Anything
ANNUAL AWARDS & PUBLIC LEADERSHIP IN THE ARTS AWARDS

Americans for the Arts presented the following Annual Awards in recognition of outstanding achievements in the field:

- **ALENE VALKANAS STATE ARTS ADVOCACY AWARD**
  For dramatically affecting the political landscape through arts advocacy efforts at the state level
  Bill Blair, Co-Founder, Ohio Citizens for the Arts, Columbus, OH

- **ARTS EDUCATION AWARD**
  For excellence in arts education program design and execution, as well as leadership
  Arts for All, Los Angeles, CA

- **AMERICAN EXPRESS EMERGING LEADERS AWARD**
  For demonstrating exemplary leadership in the arts administration field by a new and/or young leader
  Angela Harris, Executive Director, Dance Canvas, Atlanta, GA

- **MICHAEL NEWTON AWARD**
  For innovation in united arts fundraising by a community arts professional, volunteer, or organization
  Susan Schadt, President and CEO, Art Memphis, Memphis, TN

- **PUBLIC ART NETWORK AWARD**
  For innovative and creative contributions and commitment in the field of public art
  Mary L. Beebe, Director, Stuart Collection, San Diego, CA

- **SELINA ROBERTS OTTUM AWARD**
  For outstanding local leadership in the arts by a community arts professional or volunteer
  Libby Maynard, co-founder and executive director, The Ink People Center for the Arts, Eureka, CA

Public Leadership in the Arts Awards recognize elected officials or artists who play a pivotal part in advancing the arts and arts education within their communities and whose vision and leadership provide heightened visibility to the value of the arts.

- **GOVERNORS ARTS LEADERSHIP AWARD**
  Gov. Bill Richardson (D-NM)

- **NATIONAL ARTIST ADVOCACY AWARD**
  Anna Deavere Smith

- **LEGENDARY ARTIST AWARD**
  Herbie Hancock

Presented in partnership with the National Lieutenant Governors Association

- **LIEUTENANT GOVERNOR ARTS LEADERSHIP AWARD**
  Lt. Gov. Mead Treadwell (R-AK)

Presented in partnership with the National Conference of State Legislatures

- **STATE LEGISLATOR ARTS LEADERSHIP AWARD**
  Sen. Roger Reitz (R-KS)

Presented in partnership with the National Association of Counties

- **COUNTY ARTS LEADERSHIP AWARD**
  Joe Giles, County Councilman, Erie County, PA
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Peggy Amsterdam
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Laura Kakolewski
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Joanna Chin
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**Doug Skinner**  
Website and New Media Manager

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Website Coordinator

### Samantha Sealog  
Customer Care and Data Entry Coordinator

### Tracy Brown  
Information Technology Associate

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Vice President of Operations

**Chelsy Briggs**  
Human Resources Coordinator

**Jennifer Kuan**  
Database Systems Associate

**Frank Trofa**  
Website Associate

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Director of Private Sector Initiatives

**Valerie Beaman**  
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Meetings and Events Coordinator

**Mary Prince**  
Arts Policy Coordinator

**Jaclyn Wood**  
Arts Policy Coordinator

**Amanda Alef**  
Research Associate

**Samuel Myett**  
Research Associate and Data Entry Specialist

## MEETINGS AND EVENTS

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Director of Meetings and Events

**Arielle Goldscheid**  
Meetings and Events Coordinator

**Timarie Harrigan**  
Business Committee for the Arts Coordinator

**Randy Cohen**  
Vice President of Research and Policy

**Ben Davidson**  
Senior Director of Research Services

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Executive Director

**Karen Zornow Leiding**  
Deputy Director

**Fran Smyth**  
Manager of Arts & Business Services

**Stephanie Dockery**  
Program Coordinator

**Vianey Pelaez-Quinones**  
Program Coordinator

### Arts & Business Council Of New York

**Chelsy Briggs**  
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Operations Associate

**Mahogany Payne**  
Human Resources Associate

## Research and Policy

**Randy Cohen**  
Vice President of Research and Policy

**Ben Davidson**  
Senior Director of Research Services

**Marete Wester**  
Director of Arts Policy

**Jaclyn Wood**  
Arts Policy Coordinator

**Amanda Alef**  
Research Associate

**Samuel Myett**  
Research Associate and Data Entry Specialist
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#### GIFTS OF $100,000–$499,999
- Open Society Foundations

#### GIFTS OF $50,000–$99,999
- American Express Company
- The Annenberg Foundation
- Bank of America Charitable Foundation, Inc.
- John D. and Catherine T. MacArthur Foundation
- National Endowment for the Arts
- Wells Fargo

#### GIFTS OF $25,000–$49,999
- The Herb Alpert Foundation
- Art Pulse
- Gagosian Gallery
- The Legler Benbough Foundation
- Winebow, Inc.

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- Anonymous
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- 3M
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- Con Edison
- Corning Incorporated
- Corning Incorporated Foundation
- Deere & Company
- Delta Dental of Colorado
- The Geraldine R. Dodge Foundation
- The William and Flora Hewlett Foundation
- Ingram Micro Inc.
- Macy’s
- Mandell Weiss Charitable Trust
- Merrill Lynch & Co., Inc.
- Norfolk Southern Foundation
- Ovation
- The Parker Foundation
- Pfizer Inc
- Porsche Cars North America, Inc.
- Raymond James Financial, Inc.
- San Diego Foundation
- USA TODAY
- Western & Southern Financial Group
- The Westreich Foundation
- Wetterling Gallery

#### GIFTS OF $2,500–$4,999
- Anonymous
- General Dynamics Corporation
- Marian Goodman Gallery
- The Estée Lauder Companies Inc.
- University of Oregon
- Western States Art Federation

#### GIFTS OF $1,000–$2,499
- Asian Cultural Council
- Belz Enterprises
- Caterpillar Foundation
- Corporate Office Properties Trust

#### GIFTS OF $500–$999
- Artoberfest
- Arts & Science Council of Charlotte/Mecklenberg, Inc.
- Ashlee Margolis, Inc.
- Christie’s
- Jonathan Canlas Photography and Lisa Lefkowitz Photography
- Maryland State Arts Council
- Springside School
- The Arts Council of Winston-Salem and Forsyth County
- United Arts of Central Florida

#### GIFTS OF $250–$499
- 3M
- Anonymous
- Art Dealers Association of America
- BlueCross BlueShield of South Carolina
- C.J. Segerstrom & Sons
- C.J. Segerstrom & Sons Resources
- Princess Grace Foundation USA
- The Rhode Island Foundation
- Sprinkles Cupcake Inc.
- Southern Utah University
- Sunoco, Inc.
- Target
- Verizon
- Vinson & Elkins LLP
- The Wallace Foundation
- Walt Disney World Resort
- Westlake Chemical Corporation
- YoungArts, National Foundation for Advancement in the Arts

#### GIFTS OF $100–$249
- Anonymous
- Aetna, Inc.
- Arbitron Inc.
- Art Works for Kids
- Baker Botts L.L.P.
- Booz Allen Hamilton
- City of San Antonio, Office of Cultural Affairs
- Forbes, Inc.
- Hyundai
- Ingram Industries Inc.
- Kohler Co.
- Pappajohn Capital Resources
- Princess Grace Foundation USA
- The Rhode Island Foundation
- Sprinkles Cupcake Inc.
- Southern Utah University
- Sunoco, Inc.
- Target
- Verizon
- Vinson & Elkins LLP
- The Wallace Foundation
- Walt Disney World Resort
- Westlake Chemical Corporation
- YoungArts, National Foundation for Advancement in the Arts

#### GIFTS OF $50–$99
- 3M
- Anonymous
- Art Dealers Association of America
- BlueCross BlueShield of South Carolina
- C.J. Segerstrom & Sons
- Con Edison
- Corning Incorporated
- Corning Incorporated Foundation
- Deere & Company
- Delta Dental of Colorado
- The Geraldine R. Dodge Foundation
- The William and Flora Hewlett Foundation
- Ingram Micro Inc.
- Macy’s
- Mandell Weiss Charitable Trust
- Merrill Lynch & Co., Inc.
- Norfolk Southern Foundation
- Ovation
- The Parker Foundation
- Pfizer Inc
- Porsche Cars North America, Inc.
- Raymond James Financial, Inc.
- San Diego Foundation
- USA TODAY
- Western & Southern Financial Group
- The Westreich Foundation
- Wetterling Gallery

#### GIFTS OF $25–$49
- 3M
- Anonymous
- Art Dealers Association of America
- BlueCross BlueShield of South Carolina
- C.J. Segerstrom & Sons
- C.J. Segerstrom & Sons Resources
- Princess Grace Foundation USA
- The Rhode Island Foundation
- Sprinkles Cupcake Inc.
- Southern Utah University
- Sunoco, Inc.
- Target
- Verizon
- Vinson & Elkins LLP
- The Wallace Foundation
- Walt Disney World Resort
- Westlake Chemical Corporation
- YoungArts, National Foundation for Advancement in the Arts

#### GIFTS OF $10–$24
- Anonymous
- Aetna, Inc.
- Arbitron Inc.
- Art Works for Kids
- Baker Botts L.L.P.
- Booz Allen Hamilton
- City of San Antonio, Office of Cultural Affairs
- Forbes, Inc.
- Hyundai
- Ingram Industries Inc.
- Kohler Co.
- Pappajohn Capital Resources
- Princess Grace Foundation USA
- The Rhode Island Foundation
- Sprinkles Cupcake Inc.
- Southern Utah University
- Sunoco, Inc.
- Target
- Verizon
- Vinson & Elkins LLP
- The Wallace Foundation
- Walt Disney World Resort
- Westlake Chemical Corporation
- YoungArts, National Foundation for Advancement in the Arts
Individual & Family Foundation Contributors

GIFTS OF $500,000–$750,000
Anonymous

GIFTS OF $50,000–$499,999
Bell Family Foundation
The Eli and Edythe Broad Foundation
Isabella and Theodor Dalenson
Charmaine and Dan Warmenhoven

GIFTS OF $25,000–$49,999
Agnes Gund
William Lehr, Jr.
Jamie Rosenthal Wolf, David Wolf, Rick Rosenthal and Nancy Stephens

GIFTS OF $10,000–$24,999
Mandell L. and Madeleine H. Berman Foundations
Nolen V. Bivens
Charles X Block
Thomas and Kristina Burke
Mary Ann and Ken Fergusson
Glenstone Foundation

Bronson and Martha Ingram Fund at the Community Foundation of Middle Tennessee
Susan and David Goode
Nora and James Orphanides
Barbara S. Robinson
Ivor and Colette Carson Royston Fund
Ann E. Sheffer
Liora and Steven Spiess
The Sheryl & Harvey White Foundation
Brent Woods and Laurie Mitchell

GIFTS OF $5,000–$9,999
Anonymous
The Brant Foundation, Inc.
Melva Bucksbaum and Raymond Leary
Ann T. Crocker
Joseph C. Dilg
Gail and Alfred Engelberg
Christine T. Harris
Glen S. Howard
Shauna S. Johnson
Toby D. Lewis
Julie and Edward J. Minskoff
Gael Neeson and Stefan Edlis

Mrs. Judith E. Neisser
Brenda R. Potter
Mrs. Lily Safra
The Betty R. & Ralph Sheffer Foundation
Carol Smith
James Sorenson
Joseph T. Sorenson
Diane C. Swonk
Jamie Tisch
Gail Sorenson Williamsen

GIFTS OF $1,000–$2,499
Anonymous
Musical Colleagues of Graham Austin, In Memoriam
John Brademas
Mary and Robert Carswell
Susan M. Coliton
The Fatta Foundation
Susan Finesilver
Ann Freedman
Elisa Buono Glazer
The David R. Goode Charitable Lead Annuity Trust
Andi and Jim Gordon
Thomas A. and Mary S. James Foundation
Lorna Jordan
Charles and Alexandra Kivowitz
Abel Lopez
Karen and Courtney Lord
Margo Lion
Abel Lopez
Karen and Courtney Lord
Marian M. Warden
Georgia E. Welles
Bruce E. Whitacre

GIFTS OF $500–$999
Mary Bensel
Timothy Brosnihan
Julie Carter
Nancy Folger
Brett Henne
Graham Lustig
Ty Stiklorius
Darren L. Thomas
Buzz Ward

Mr. and Mrs. Gant Redmon
The Ian Reisner and Mati Weiderpass Fund of the Stonewall Community Foundation
Arthur and Toni Rembe Rock
Dr. Mark Shugoll
Michael Verruto
Marian M. Warden
Georgia E. Welles
Bruce E. Whitacre
2011 TOP-LEVEL MEMBERS

Elite
Fulton County Department of Arts and Culture
Atlanta, GA
Miami-Dade County Department of Cultural Affairs
Miami, FL

Supreme
Arts & Science Council of Charlotte/Mecklenburg, Inc.
Charlotte, NC

Preferred Plus
Actors’ Equity Association
New York, NY
ArtsWave
Cincinnati, OH
Broward County Cultural Affairs Division
Fort Lauderdale, FL
City of Albuquerque Cultural Services Department
Albuquerque, NM
City of Atlanta Office of Cultural Affairs
Los Angeles, CA
City of Charlotte, Office of Arts & Cultural Affairs
Charlotte, NC
Greater Columbus Arts Council, Columbus, OH
Jacobs Center for Neighborhood Innovation
San Diego, CA
Los Angeles County Arts Commission
Los Angeles, CA
New Jersey State Council on the Arts
Trenton, NJ
Paul G. Allen Family Foundation
Seattle, WA
Regional Arts and Culture Council
Portland, OR
Tarrant County College District
Fort Worth, TX
United Arts of Central Florida
Maitland, FL

Preferred
Alabama State Council on the Arts & Humanities
Montgomery, AL
Alaska State Council on the Arts
Anchorage, AK
Arlington County Cultural Affairs Division
Arlington, VA
Art-In-Architecture Program at the U.S. General Services Administration
Washington, DC
Arts & Ventures Denver
Denver, CO
Arts Council of Indianapolis
Indianapolis, IN
Arts Council of New Orleans
New Orleans, LA
Arts in Stark
Canton, OH
Arts Fund
Seattle, WA
ArtsWestchester
White Plains, NY
Association of Writers & Writing Programs
Fairfax, VA
Baltimore Office of Promotion and the Arts
Baltimore, MD
Beet Street
Fort Collins, CO
California Arts Council
Sacramento, CA
City of Austin Cultural Arts Division
Austin, TX
City of Dallas Office of Cultural Affairs
Dallas, TX
City of El Paso Museums and Cultural Affairs Department
El Paso, TX
City of Oakland, Cultural Arts & Marketing Department
Oakland, CA
City of San Antonio, Office of Cultural Affairs
San Antonio, TX
City of San Jose, Office of Cultural Affairs
San Jose, CA
City of Savannah Cultural Affairs
Savannah, GA
City of Wichita Division of Arts and Cultural Services
Wichita, KS
Colorado State Thespians
Denver, CO
Community Partnership for Arts and Culture
Cleveland, OH
Connecticut Commission on Culture and Tourism
Hartford, CT
Creative Alliance Milwaukee
Milwaukee, WI
Cultural Council of Greater Jacksonville
Jacksonville, FL
DC Commission on the Arts and Humanities
Washington, DC

Entertainment Career Connection
Los Angeles, CA

Georgia Council for the Arts
Atlanta, GA

Greater Hartford Arts Council
Hartford, CT

Greater Philadelphia Cultural Alliance
Philadelphia, PA

Greater Pittsburgh Arts Council
Pittsburgh, PA

Hawaii State Foundation on Culture and the Arts
Honolulu, HI

Houston Arts Alliance
Houston, TX

Idaho Commission on the Arts
Boise, ID

Illinois Arts Council
Chicago, IL

Indiana Arts Commission
Indianapolis, IN

Irving Arts Center
Irving, TX

Kansas Arts Commission
Topeka, KS

Kentucky Arts Council
Frankfort, KY

LexArts
Lexington, KY

Linde Family Foundation
Boston, MA

Los Angeles County Metropolitan Transportation Authority
Los Angeles, CA

National Guild for Community Arts Education
New York City

Nevada Arts Council
Carson City, NV

New Mexico Arts
Santa Fe, NM

Ohio Arts Council
Columbus, OH

Oregon Arts Commission
Salem, OR

Palm Beach County Cultural Council
West Palm Beach, FL

Pennsylvania Council on the Arts
Harrisburg, PA

Robert W. Woodruff Arts Center
Atlanta, GA

Ruth Eckerd Hall
Clearwater, FL

San Francisco Arts Commission
San Francisco, CA

South Dakota Arts Council
Pierre, SD

St. Louis Regional Arts Commission
Saint Louis, MO

Texas Commission on the Arts
Austin, TX

The Arts Council of Metropolitan Kansas City
Kansas City, MO

Washington, DC

The John F. Kennedy Center for the Performing Arts
Washington, DC

The Kresge Foundation
Troy, MI

Tucson Pima Arts Council
Tucson, AZ

United Arts Council of Greater Greensboro
Greensboro, NC

United Arts Council of Raleigh and Wake County
Raleigh, NC

University of the Arts Continuing Studies
Philadelphia, PA

Vermont Arts Council
Montpelier, VT

West Virginia Commission on the Arts/West Virginia Division of Culture & History
Charleston, WV

Wisconsin Arts Board
Madison, WI
This document, produced by management for the purposes of this report, is based on the audited consolidated financial statements and accompanying notes prepared by the public accounting firm of Tate & Tryon based in Washington, DC for the respective years listed. Please also note that due to shifts in department and programmatic composition over a number of years, the totals listed here for past years may differ slightly from previous annual reports.

### Comparative Operational Expenditures

<table>
<thead>
<tr>
<th>Program Area</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
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<tr>
<td>PR &amp; Strategic Alliances</td>
<td>$59,336</td>
<td>$130,673</td>
<td>$114,032</td>
<td>$70,490</td>
<td>$156,001</td>
<td>$313,864</td>
<td>$200,593</td>
<td>$157,937</td>
<td>$205,335</td>
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<td>Government Affairs and Public Sector Partnerships</td>
<td>725,715</td>
<td>1,205,071</td>
<td>885,809</td>
<td>880,280</td>
<td>1,284,313</td>
<td>721,969</td>
<td>878,545</td>
<td>810,266</td>
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<tr>
<td>Arts in Education</td>
<td>511,905</td>
<td>507,432</td>
<td>258,351</td>
<td>314,681</td>
<td>352,444</td>
<td>908,981</td>
<td>617,438</td>
<td>595,887</td>
<td>425,046</td>
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<td>Local Arts Advancement (Fmr R&amp;I/Field Serv)</td>
<td>1,609,072</td>
<td>1,976,737</td>
<td>1,567,438</td>
<td>1,134,320</td>
<td>2,131,579</td>
<td>1,629,259</td>
<td>1,639,813</td>
<td>1,444,616</td>
<td>1,549,698</td>
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<tr>
<td>Research &amp; Information</td>
<td>783,645</td>
<td>1,029,020</td>
<td>1,248,105</td>
<td>1,093,528</td>
<td>889,971</td>
<td>1,189,435</td>
<td>1,290,734</td>
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<tr>
<td>Leadership Alliances</td>
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<tr>
<td>Communications/Visibility/Marketing</td>
<td>1,487,449</td>
<td>2,194,574</td>
<td>2,505,888</td>
<td>2,541,767</td>
<td>1,379,341</td>
<td>1,148,258</td>
<td>938,646</td>
<td>803,550</td>
<td>767,436</td>
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<td>Private Sector</td>
<td>1,595,298</td>
<td>1,540,147</td>
<td>1,556,639</td>
<td>1,417,777</td>
<td>1,193,886</td>
<td>1,189,853</td>
<td>1,009,693</td>
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<tr>
<td>Special Projects</td>
<td>1,312,586</td>
<td>1,438,179</td>
<td>591,510</td>
<td>464,359</td>
<td>419,030</td>
<td>327,372</td>
<td>358,857</td>
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<tr>
<td>Arts &amp; Business Council of New York</td>
<td>703,795</td>
<td>767,808</td>
<td>749,857</td>
<td>694,273</td>
<td>475,926</td>
<td>471,599</td>
<td>465,311</td>
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<tr>
<td>Arts Action Fund</td>
<td>1,601,173</td>
<td>1,701,513</td>
<td>1,823,855</td>
<td>1,606,153</td>
<td>680,539</td>
<td>583,518</td>
<td>375,086</td>
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<td>Americans for the Arts Foundation</td>
<td>4,109</td>
<td>3,750</td>
<td>6,250</td>
<td>5,000</td>
<td>4,998</td>
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<tr>
<td>Management &amp; General</td>
<td>1,214,172</td>
<td>1,756,119</td>
<td>2,154,277</td>
<td>2,659,591</td>
<td>2,589,607</td>
<td>2,735,047</td>
<td>2,924,092</td>
<td>2,476,020</td>
<td>2,471,487</td>
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<tr>
<td>Membership Development and Fundraising</td>
<td>815,585</td>
<td>1,031,960</td>
<td>1,213,827</td>
<td>757,201</td>
<td>762,003</td>
<td>701,300</td>
<td>590,975</td>
<td>656,168</td>
<td>868,071</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$ 8,259,631</strong></td>
<td><strong>$ 9,350,712</strong></td>
<td><strong>$ 14,696,119</strong></td>
<td><strong>$ 14,835,268</strong></td>
<td><strong>$ 15,267,383</strong></td>
<td><strong>$ 15,107,611</strong></td>
<td><strong>$ 12,221,660</strong></td>
<td><strong>$ 11,778,788</strong></td>
<td><strong>$ 11,518,732</strong></td>
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</tbody>
</table>
A selection of some of the nation’s best public art created in 2011 is featured throughout this Annual Report. These projects were selected for the 2012 Public Art Network Year in Review.

Circulator by Jim Blashfield in Woodinville, WA. (Pages 4 & 8)
Collection & Transformation by Ellen Solod in Woodinville, WA. (Pages 1, 5, & 8–11)
Curbside Haiku by John Morse in New York City. Photo by John Morse. (Page 1)
Eleven Paintings for the East New Orleans Regional Library by Jeff Whipple in New Orleans, LA. Photo by Jeff Whipple (Page 5)
From Here to There: High Trestle Trail Bridge by David Dahliquist in Madrid, IA. Photo by Kun Zhang. (Pages 1 & 5–7)
Harmonic Convergence by Christopher Janney in Miami, FL. Photo by Robin Hill Photography. (Pages 1, 3, & 20)
Heart and Mind by Ralph Helmick in Kiamath Falls, OR. Photo by Will Howcroft. (Pages 1, 3, & 20)
How Philly Moves by Jacques-Jean “JJ” Tiziou and Jonathan Laidacker in Philadelphia, PA. Photo by Steve Weinik, Joel Avery, CREATIVENESS, Kevin Slater, City of Philadelphia Mural Arts Program. (Pages 1–2, 9–11, 20)
Land and Time by Susan Narduli in Salt Lake City, UT. Photo by Susan Narduli. (Page 8)
Out the Window by Freewaves in Los Angeles County, CA. Photo by Anne Bray. (Page 4)
The Peanut Farmer by Charles Johnston in Colquitt, GA. Photo by Charles Johnston. (Pages 1–3)
Reflect by Ivan Toth Depeña in Miami, FL. Photo by Ivan Toth Depeña. (Pages 1, 6–7, & 12–19)
SkyDance Bridge by Stan Carroll (lead artist) in Oklahoma City, OK. Photo by Graham Carroll. (Pages 1 & 9–11)
Terpsichore for Kansas City by Mags Harries and Lajos Héder in Kansas City, MO. Photo by Harries/Héder Collaborative. (Pages 1–2 & 6–7)
Water Will Be Here by Eric Corriel in Atlanta, GA. Photo by Eric Corriel. (Pages 1 & 3)
Wheels on the Bus in 7 Cymatic Sonatas by Jimmy O’Neal in Chantilly, VA. Photo by John Sieburg-Baker. (Page 4)
Wingley Village Utility Box Murals by Ioana Urma in Long Beach, CA. Photo by Ioana Urma. (Pages 1–2 & 12–20)
Your Essential Magnificence by James Edward Talbot in Austin, TX. Photo by Phillip Rogers. (Pages 1 & 12–19)
Mayor of Burnsville, MN and former President of the United States Conference of Mayors Elizabeth Kautz at the Congressional Arts Kick Off for Arts Advocacy Day on Capitol Hill. Photo by David Hathcox.
Presenter Aaron Trent at the 2011 National Arts Marketing Project Conference in Louisville, KY. Photo by Frankie Steele.
Gabourey Sidibe receiving the Bell Family Foundation Young Artist Award at the 2011 National Arts Awards in New York City. Photo by Sylvain Gaboury.
President and CEO Robert L. Lynch at the National Arts Awards in New York City. Photo by Sylvain Gaboury.
Visiting Artist Symposium at the 2011 National Arts Awards in New York City. Photo by Sylvain Gaboury.
Participants in the National Arts Policy Roundtable held in Sundance, UT. YoungArts participants with actor Stanley Tucci and musician Vijay Gupta at the National Arts Policy Roundtable. Photos by Fred Hayes.
2011 Annual Convention attendee. Photo by Liz Webster.
Singer/songwriter Josh Groban with young artists from Free Arts Minnesota in Minneapolis, MN. Photo by Americans for the Arts.
Flash mob during the Congressional Arts Kick Off for Arts Advocacy Day on Capitol Hill.
Touch of Class show choir from Chantilly, VA performs on stage during the 25th Annual Nancy Hanks Lecture on Arts and Public Policy.
Actor Alec Baldwin addressing the crowd gathered for the Congressional Arts Kick Off during Arts Advocacy Day on Capitol Hill.
Actor Kerry Washington with Actor and Creative Director of the Crown Vic Kevin Spacey during Arts Advocacy Day. Photos by David Hathcox.
2011 American Express Emerging Leaders Awardee Angela Harris, Executive Director of Dance Canvas in Atlanta, GA. Photo by Sylvain Gaboury.
Panelists at the 2011 National Arts Marketing Project Conference in Louisville, KY. Photo by Frankie Steele.
Mayor of Burnsville, MN and former President of the United States Conference of Mayors Elizabeth Kautz at the Congressional Arts Kick Off for Arts Advocacy Day on Capitol Hill. Photos by David Hathcox.