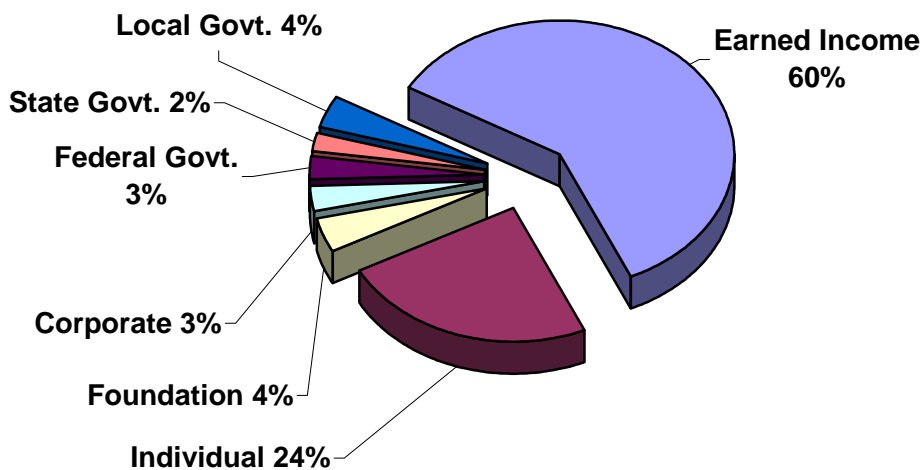




Arts Facts . . . Arts Organization Revenues

Nonprofit arts organizations are generally able to earn slightly more than half of the money it takes to sustain their operation. The remainder must be raised through contributions and grants. Even small fluctuations in contributed revenue can mean deficits for many organizations.

Source of Revenue for Nonprofit Arts Organizations (Estimated)



Support for the nonprofit arts is a mosaic of funding sources—a delicate balance of earned revenue, government support, and private sector contributions. The pie chart above provides a snapshot of what the average revenue picture looks like for a nonprofit arts organization in the U.S.

1. Earned income represents a little over half of the pie (ticket sales, sponsorships, and fundraising events, for example).
2. Private sector contributions are the next largest portion, accounting for about one-third of revenue (individual, foundation, and corporate giving).
3. Government funding (local, state, federal) is the smallest of the three revenue categories. (Note that federal arts support includes not just the National Endowment for the Arts, but also the Kennedy Center, Smithsonian, Corporation for Public Broadcasting and other direct arts funding—a total of about \$1.6 billion annually.)

Source: Americans for the Arts, 2011.