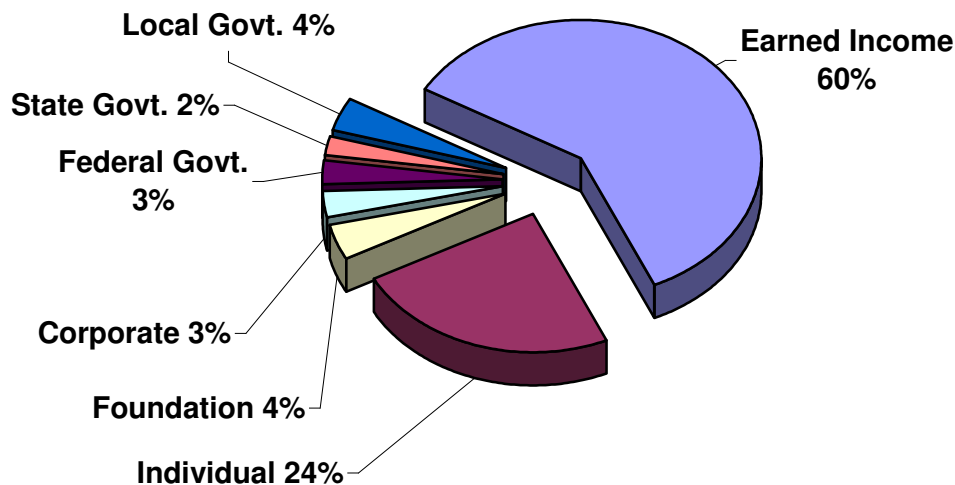


Arts Facts . . . Arts Organization Revenues

Revenue from earned income is the largest source of income for nonprofit arts organizations. 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 60-30-10 balance of earned revenue, private sector contributions, and government support. The 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 total revenue of nonprofit arts organizations (e.g. ticket sales, sponsorships, and fundraising events).
2. Private sector contributions (individual, foundation, and corporate giving) are the next largest portion, accounting for about one-third of revenue. Individuals comprise the largest segment of private contributors.
3. Government funding (local, state, and federal) is the smallest of the three revenue categories. (Note: 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 approximately \$1.7 billion annually.)