



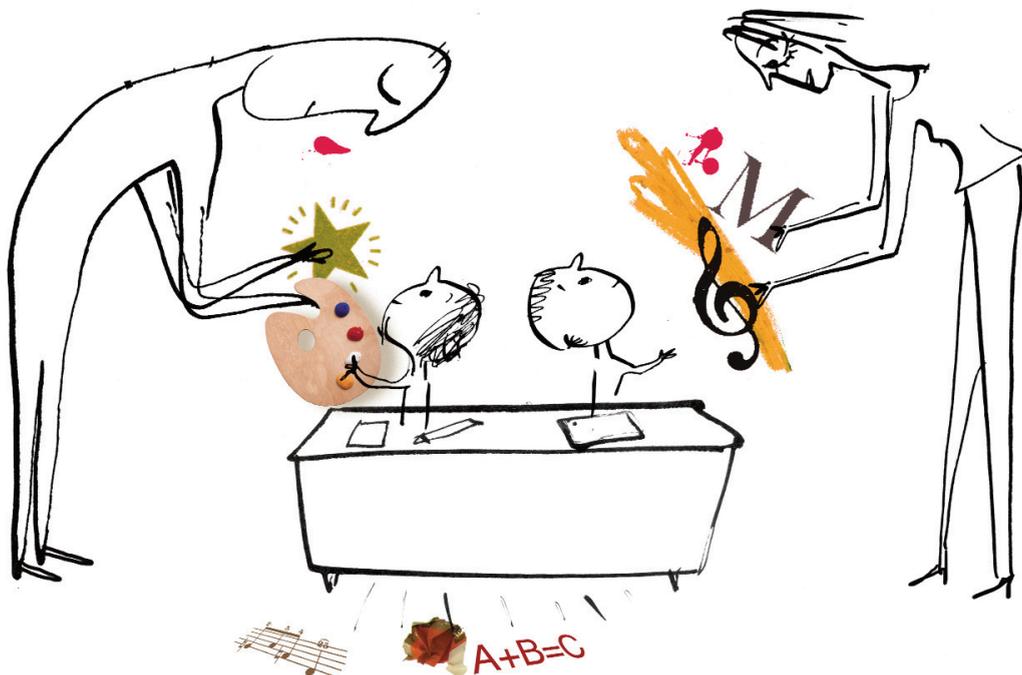
Young  
Audiences  
Arts for  
Learning

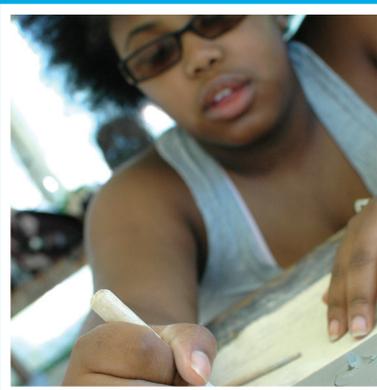
Making **GOOD** THE  
**PROMISE**

*Young Audiences, Inc.*

ANNUAL REPORT

2010



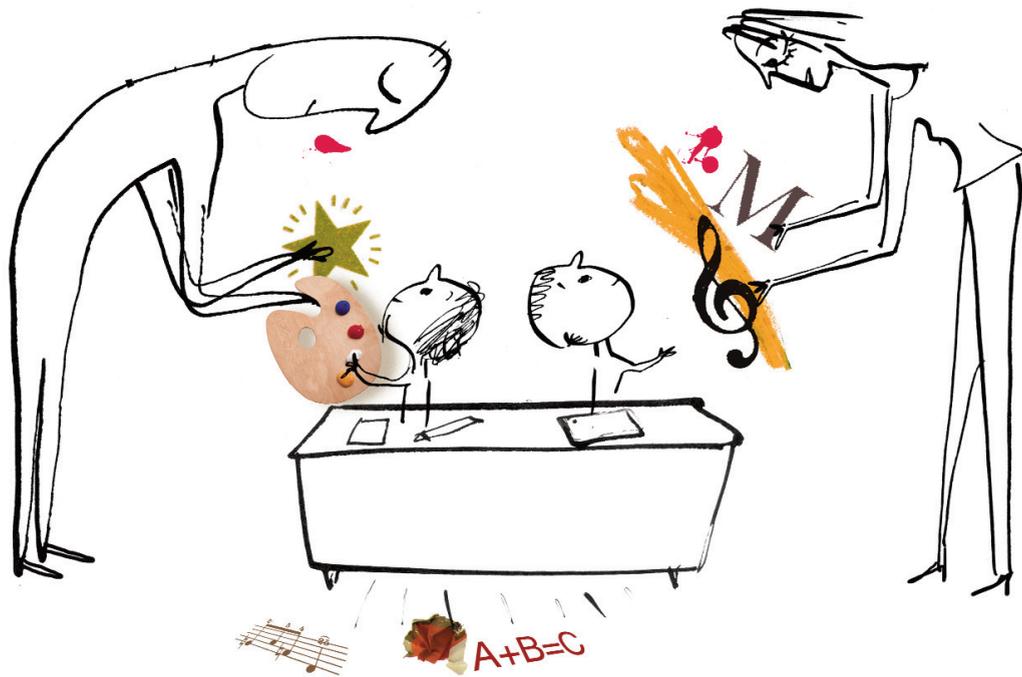




**YOUNG AUDIENCES ARTS FOR LEARNING IS THE NATION'S LEADING SOURCE OF ARTS-IN-EDUCATION PROGRAMS AND SERVICES.**

*Since 1952, Young Audiences has advanced the artistic and educational development of school students by bringing young people together with professional artists in all disciplines to learn, create and participate in the arts. YA Arts for Learning envisions a future in which the nation's children and youth will have the opportunity to engage in quality arts learning experiences that nurture creativity, build cultural understanding and enhance the development of their learning and life skills.*





EXPERIENCING  
ART

**The good news is, we remain the best at what we do.  
The better news is, we're improving.**

Certainly, we have accomplished a great deal this year. Young Audiences Arts for Learning inspired more than five million students in 6,846 schools and community sites with performance demonstrations and workshops in dance, music, theater and the visual arts. We are the leading provider of arts-in-education services in the country.

But America's students are still losing ground in the inexorable competition with the rest of the world's children in crucial skills like math and science. Too many of our kids are not living up to their potential. We won't, we can't accept that.

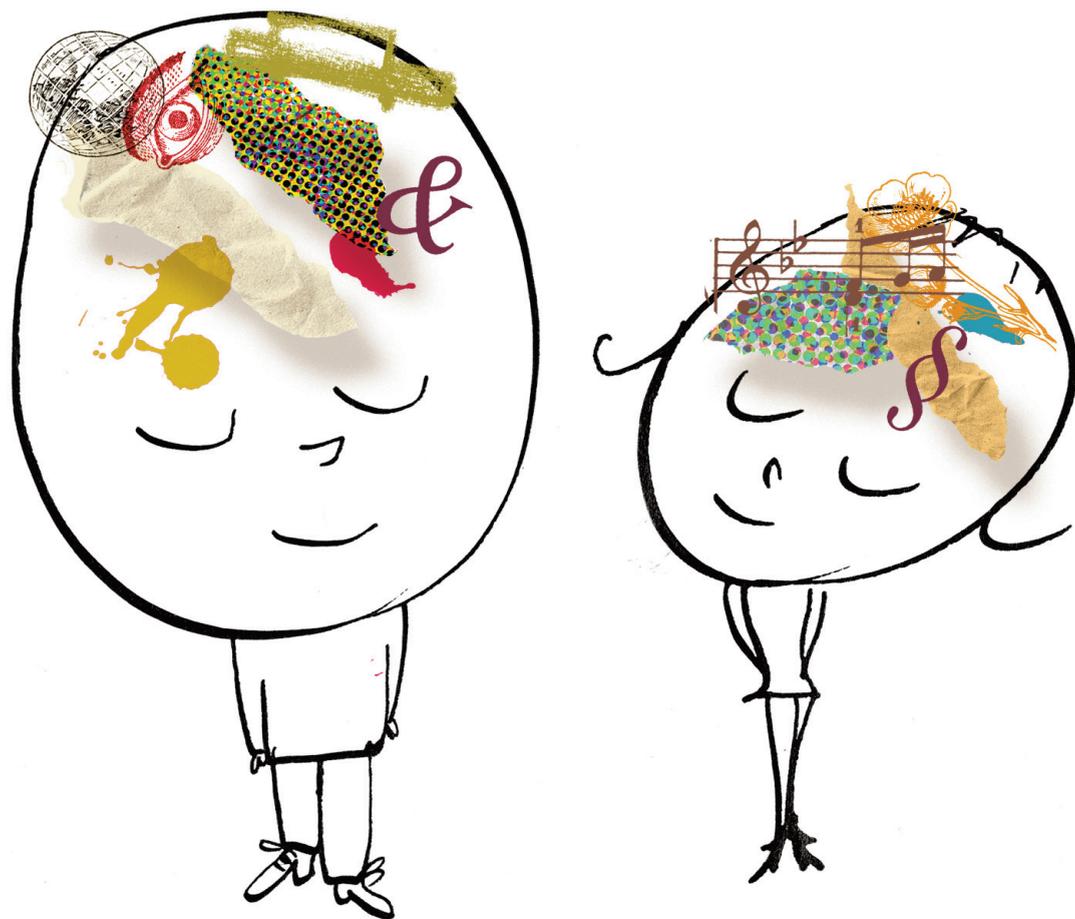
Last year, Young Audiences Arts for Learning completed and adopted its first-ever network-wide strategic plan. It identified the attributes our children will need in order to succeed as students, as adults, as members of a fast-changing 21st century world. Creativity. Adaptability. Cooperation. Curiosity. Productivity. Accordingly, we expanded our mission to include the inculcation of these critical learning and life skills.

This year we are leveraging our unique and considerable strengths to deliver on the promise of that mission.

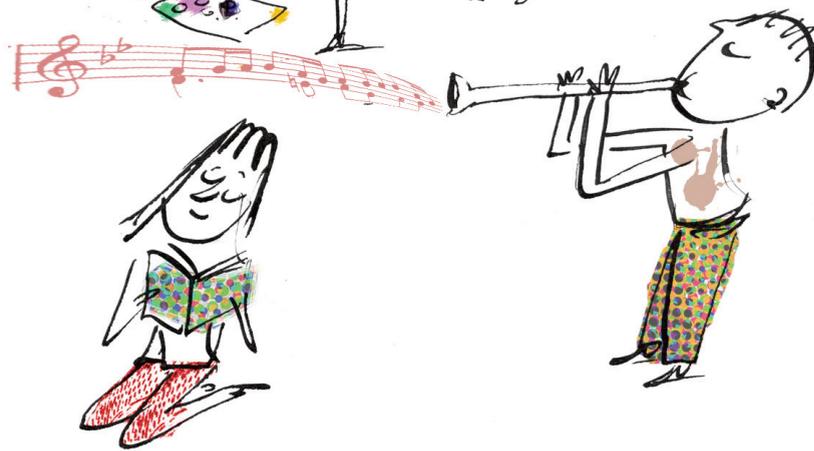
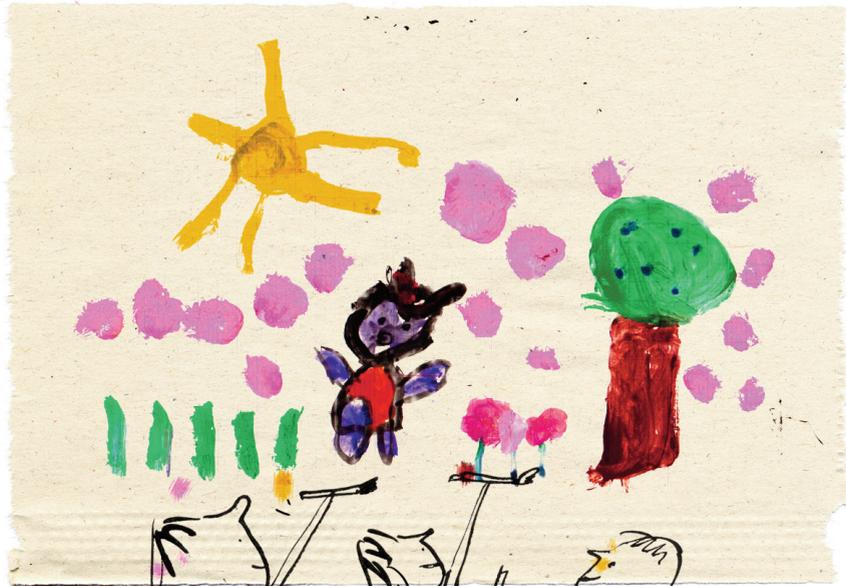
## UNDERSTANDING ART

Young Audiences Arts for Learning has 29 affiliates, each of which is a laboratory for innovative ideas. We have 58 years' worth of contacts and partnerships with schools, teachers, artists and learning experts who lead their fields. Together we have established an ongoing Working Group that represents the thinking and real-world experiences of all these constituencies. It is charged with honing and implementing a signature approach to our programming, one that is resolutely child-centered, results-driven and demonstrably effective.

Under the guidance of the Working Group, we are weaving into the fabric of all our core, high-quality arts services four signature elements: experiencing art, understanding art, creating art and connecting art to other learning. These elements provide an organizing backdrop for all Young Audiences Arts for Learning performance demonstrations, workshops and residencies. Yet they still allow, indeed encourage, teaching artists to be responsive to the specific needs of a given audience. As such, the signature elements are touchstones that help guide students to artistic and educational experiences that are deeply personal, meaningful and measurable.



UNDERSTANDING  
ART



CREATING  
ART

A reinvigorated spirit of teamwork between the national organization and the affiliates, both within and outside the Working Group, in combination with an ambitious strategic plan and a renewed mission, has already achieved tangible results.

The MetLife Foundation has granted Young Audiences \$300,000 to fund a two-year residency entitled MetLife Learning for Life. In year one, six affiliates focused on the design and development of the program, specifically keying on the four signature elements. In year two, 11 affiliates were selected to receive a share of the grant. They, along with other affiliates that have won grants for the long-standing Young Audiences' Classical Initiative, participated in a Professional Development and Artist Training session led by the Working Group in Atlanta, Georgia in August.

Also in August, the U.S. Department of Education awarded us a five-year, \$4,000,000 Investing in Innovation ("i3") grant to develop, implement and evaluate the Arts for Learning Lessons initiative. Arts for Learning Lessons is a supplemental literacy program that marries arts experiences and techniques with learning science's most effective methodologies. The grant went to a partnership of the national office of Young Audiences Arts for Learning, Young Audiences of Oregon & SW Washington, the Beaverton School District, WestEd, and the University of Washington.

The i3 grant was open to a broad range of educational disciplines. We were one of only three applicants with a dedicated arts focus to be chosen, out of a total field of nearly 1,700. As further evidence of the intense interest in Arts for Learning Lessons, the national office succeeded in raising an additional \$800,000 in matching funds in a scant month's time.

U. S. Secretary of Education Arne Duncan has said, "i3 will support creative thinkers who test good ideas and take proven approaches to scale so more children can benefit." We couldn't agree more. We're continually asking ourselves, "What do methodologies of good teaching look like? How can we be sure that our kids are getting what they're supposed to be getting from our programs?" Precisely to get at the answers to questions like these, 20% of the funds from the i3 grant are allocated to WestEd for rigorous assessment and documentation of Arts for Learning Lessons' effectiveness.

The i3 award belongs to the entire network, not to the national office or a single affiliate. Our plan is to take its most successful practices and serve them up to the nation through our existing affiliates, as well as through other arts-in-education organizations we hope will join us as new affiliates. The challenge of bringing out the potential in our children will require the best we all have to offer. The results so far show great promise. Young Audiences Arts for Learning will keep advocating for our kids until we make that promise good.



CONNECTING ART  
TO OTHER LEARNING

## LETTER FROM THE CHAIRMAN AND PRESIDENT

**For Young Audiences Arts for Learning, 2010 was an eventful year.** This spring, the board was pleased to welcome David A. Dik as Young Audiences' new national executive director. David comes to YA from the Metropolitan Opera Guild in New York City where he served for 22 years, most recently as the organization's managing director. He has a rich background in music and education, as well as strong leadership and management skills. We are delighted to have David heading up the national organization, and look forward to working with him to help shape new strategies to nurture and expand the network, reach more young people with arts-in-education programs, and create a broader financial base for the organization.

We are pleased with the growth of our programs and services to young people and schools, especially in this time of economic strain. This growth is the result of three factors: first, the 29 affiliates in our network continue to attract the finest professionals to their staffs, volunteers to their boards, and artists to their rosters. The energy and imagination of these people have brought vitality, increased visibility and ultimately more support to Young Audiences. Second, increasing numbers of schools and educators are contributing to and participating in Young Audiences programs and services and ensuring that students have an opportunity to enhance their creativity and imagination through access to the arts. Third, last September the board approved a new network-wide Strategic Plan that is now in the first stages of its five-year implementation.

The accomplishments of the past year were made possible by the continued dedication and active participation of hundreds of supporters. Young Audiences depends on individuals, corporations and foundations that share our conviction that all the arts are an essential and important part of education. We are grateful to all of our loyal supporters for their active commitment that helps us fulfill our mission to young people, teachers, artists and schools throughout the United States.

Finally, it is with sadness that we mark the loss of our dear friend and chairman emeritus Brooks Thomas. Brooks served as Chairman of the Board from 1985 to January 2010. His tenure at Young Audiences was distinguished by an unwavering commitment to excellence. Brooks championed the importance of children being exposed to and engaged in the best of Western culture, especially

classical music. Under his leadership and guidance, the national organization and network grew in size and scope fivefold. He presided over Young Audiences' evolution from an organization dedicated to the value and the role of the arts and artists as an end in themselves, to an educational organization that utilizes the arts and teaching artists to further learning and the quality of life among children and youth. Additionally, Brooks led the largest and most successful capital campaign in our history, raising more than \$2.8 million for the Young Audiences Endowment.



Corinne Greenberg  
*Chairman*

A handwritten signature in blue ink that reads "Corinne P. Greenberg".



Nathan W. Pearson, Jr.  
*President*

A handwritten signature in black ink that reads "Nathan W. Pearson, Jr.".

We also mourn the death of Sue B. Mercy, an ardent supporter of Young Audiences. Sue served as Chair of the National Conference committee for many years and more recently as Co-Chair of the Public Relations committee. She also served on the Network Policy and Executive committees. Sue's passionate and irreverent spirit provided many memorable moments of humor and affection at countless conferences and meetings. Sue had a special spirit, which enriched the lives of all who knew her.

Brooks and Sue were treasured members of the Young Audiences family who gave us their unwavering commitment and provided wisdom, empathy and confidence in equal measure. The legacy of their work and dedication to Young Audiences Arts for Learning will endure and continue to inform our mission for many years to come.

## LETTER FROM THE EXECUTIVE DIRECTOR

**It gives me great pleasure to begin my tenure as Young Audiences Arts for Learning's national executive director.** As I take on this new position, I am mindful of the significance of leadership transition for the YA network. It is also a privilege to be part of a transition that implies both a continuum of excellence and an opportunity to contribute to a new decade of growth and expansion of Young Audiences programs and services. The prospect of working with the outstanding national board is very exciting, and I am also eager to learn as much as I can from the many expert YA Arts for Learning affiliate staff members, trustees and artists.

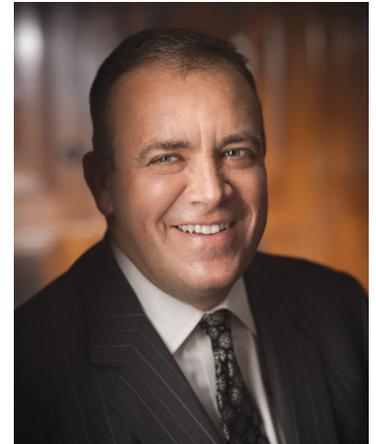
Young Audiences has a prominent place in the field of arts in education. For 58 years, our affiliates have provided generations of schoolchildren and youth an opportunity to engage in quality arts learning experiences that nurture creativity, build cultural understanding, and enhance the development of their learning and life skills. In the coming year, I look forward to visiting many Young Audiences communities. There is tremendous potential to better leverage the knowledge, expertise and reach of the Young Audiences network. As mandated by the new Strategic Plan approved last year, the national organization will work with all affiliates to build organizational capacity, develop new partnership programs, explore new funding opportunities from private and public sources and take advantage of new digital technologies.

The Young Audiences network is blazing with energy. In 2010, our 29 affiliates reached millions of children in 6,846 schools and community sites with 85,536 performances, workshops and teacher services. We are particularly proud of our signature core initiative, *Arts for Learning Lessons and Residencies*, a supplemental literacy curriculum designed to improve student reading, writing and learning skills in grades three to eight. Thanks to sustained funding from The Starr Foundation, 12,000 students across 30 school districts participated in the program sponsored by 14 affiliates. Additionally, 1,800 children in Louisiana, Virginia, Northeast Ohio, Oregon & SW Washington participated in BETWEEN THE LIONS® residencies, a supplemental literacy program for pre-K through second grade students.

In August, the Beaverton School District, in partnership with Young Audiences, Inc., Young Audiences of Oregon & SW Washington, the University of Washington, and our research partner WestEd, received an Investing in Innovation (i3) grant totaling approximately \$4,000,000. Thanks to this award, Young Audiences will bring the *Arts for Learning Lessons* to an additional 13,000 third to fifth grade students in Beaverton over the next five years.

We are also grateful to the MetLife Foundation for funding the *MetLife Learning for Life Residencies*, which took place in 44 schools and reached over 4,400 students. This project is a model for using the arts to address problem-solving skills and habits of mind that are essential to young people's success in school and life. The Met Life grant, with additional funding from The Geraldine R. Dodge Foundation, also supported the formation of the Young Audiences Working Group. This year, the Working Group conducted three professional development and artist training sessions to familiarize program staff and roster artists from 15 affiliates with the new Signature Core Services program model. I wish to thank Larry Capo, executive director of Young Audiences New Jersey, and all the members of the Working Group for spearheading this important network initiative.

I applaud the creativity and spirit of the Young Audiences Arts for Learning network. I look forward to an exciting year ahead.



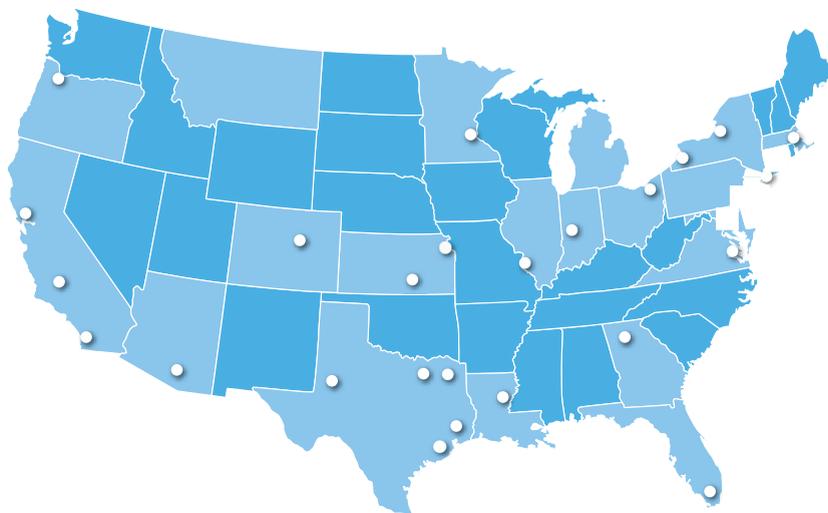
David A. Dik  
*National Executive Director*

A handwritten signature in black ink, appearing to read "D. A. Dik". The signature is written in a cursive, flowing style.



**AFFILIATE HIGHLIGHTS**

Abilene • **Arts Council of Kern** • Arts for Learning/Miami • **Arts Partners** • Big Thought • **COMPAS** •  
Connecticut • **Eastern Pennsylvania** • Houston • **Indiana** • Kansas City • **Louisiana** • Maryland •  
**Massachusetts** • New Jersey • **New York** • Northeast Ohio • **Northeast Texas** • Northern California •  
**Oregon & SW Washington** • Rochester • **San Diego** • Santa Cruz County, AZ • **Southeast Texas** •  
Springboard • **Think 360 Arts Complete Education** • Virginia • **Western New York** • Woodruff Arts Center



### 2010 Young Audience Arts for Learning Program Numbers

Performance demonstrations	14,544	Schools and community sites	6,846
Workshops	66,924	Total number of artists	4,952
Teacher services	4,068	Total number of children reached	Five million
Total programs and services	85,536		

#### Young Audiences of Abilene

Our artists presented five new programs this year, including an African dance residency designed for children of new refugee families who are being helped by the International Rescue Committee. Also, we brought programs to community sites, including the National Center for Children’s Illustrated Literature, the Grace Museum and the Old Jail Art Center in Albany, Texas. And, for the 14th year, we provided programs at the Abilene Public Library for its Summer Performance Series.

#### Arts Council of Kern

In March, 24 donors, staff and board members of the Arts Council of Kern participated in a two-day arts tour of San Francisco, arranged by YA national board member Gretchen Kimball. The group enjoyed special VIP tours of exhibits at the de Young Museum, the Kimball Natural History Museum, The Legion of Honor and the Asian Art Museum. The members also attended a concert by the Youth

Orchestra of San Francisco Symphony.

#### Arts for Learning/Miami

Our collaboration with the Jonathan D. Lewis Foundation, the City of Miami, Design and Architecture Senior High, and the Dade Community Foundation opened the doors to the Lewis Arts Academy at locations in Little Haiti and Coconut Grove. The Academy’s programs immerse at-risk students who are passionate about the arts in artistic instruction, mentorship, and inspiration. In addition, we conducted a county-wide campaign titled “The Arts in Your District” to help restore vital county funding for the arts, and we completed the first year of programming as Wolf Trap South Florida.

#### Arts Partners

We developed new STEAM (Science, Technology, Engineering, Arts, Math) programs for preK-12 students. Working with curriculum specialists, our corporate partner, Spirit AeroSystems, and our program staff and teaching artists, we devel-

oped and presented workshops, residencies and performances that encourage engagement and learning in STEM subjects using the arts. Our Kansas Wolf Trap teaching artists also were trained to incorporate math and movement into the residency programs they presented in early childhood centers.

#### Big Thought

We partnered with local organizations Art for Darfur and Today Marks the Beginning to create an education and visual art program designed to teach elementary students about the humanitarian crisis in Darfur. The program was presented at Charles Rice Learning Center, thanks to funding from JPMorgan Chase. Students created shadow boxes reflecting their ideas of how they can help the people of Darfur, beginning with the inspirational sentence: “If I were a peacemaker...”

#### COMPAS

One year after the merger with Young Audiences of Minnesota, COMPAS reached over 83,000 Min-

nesotans in all eight congressional districts with 165 performances, 472 workshops, five professional development sessions and 153 weeks of residencies. In April, COMPAS illuminated the life-changing role the arts and teaching artists play in healing at the national Society for Arts in Healthcare conference in Minneapolis. Together with our sister affiliates in Connecticut, Northeastern Ohio, Massachusetts, Northeast Texas, Rochester and Young Audiences, Inc., we bought advertising in the conference program.

#### Young Audiences of Connecticut

We celebrated our 30th anniversary in May at Amaranthe’s Sea Cliff in New Haven. We recognized community partners CREC Soundbridge and LEARN for their contributions in bringing the arts to children in Connecticut. In our third year as a VSA Affiliate, Connecticut was recognized in June at the VSA International Festival in Washington, DC. A Connecticut teacher was named Teacher

of the Year, a young photographer was a winner in the All Kids Can Create, and a young musician was honored as an International Soloist of the Year.

### **Young Audiences of Eastern Pennsylvania**

Our after-school mural residency Arts for Peace at Germantown High School was funded by PNC Bank and the Rentschler Foundation. Target Stores, in partnership with the Montgomery County Cultural Center, provided funding to adopt Gotwals Elementary in Norristown. The Jazz for Kids project was supported by The Sherman Memorial Fund. Grants from the Patricia Kind and Barra Foundations and the Pennsylvania Council on the Arts enabled YAEP and YA New Jersey to merge our artist rosters, marketing efforts and shared services to reach more children in both states.

### **Young Audiences of Houston**

This year we launched Houston Arts Partners: Arts 4 All ([houstonartspartners.org](http://houstonartspartners.org)). The goal of this partnership, which includes 16 major arts organizations and eight of the largest Houston area ISDs, is the development, implementation and management of a centralized arts programming and support services website designed to match the educational needs of schools and school districts with the resources and capabilities of Houston's artists and arts organizations.

### **Young Audiences of Indiana**

Our artists reached 188,500 students in 280 schools with 2,920 performances, residencies and workshops. We collaborated with four Lafayette, Indiana schools that participated in Arts for

Learning Lessons and Residencies. Partnering with Marian University, we presented artists' workshops to complement its math and science summer camp. Slam poetry, papermaking, dance, and clay workshops were adjusted to complement and enhance learning in biology, chemistry, mathematics, and physics.

### **Kansas City Young Audiences**

We provided arts programming for 179,319 children and started several new initiatives. We partnered with Synergy Services to provide arts programming to more than 1,700 homeless, abused and troubled youth. In collaboration with Kansas City Public Television (KCPT), we launched the "Get Smart with the Arts" campaign to educate the public about the impact of arts education. Our teaching artists and students created six, 30-second public service announcements that were broadcast on KCPT.

### **Young Audiences of Louisiana**

We received our third 21st Century Communities Learning Centers grant and won an exemplary review from the Louisiana Department of Education. We provided 12 schools in low-income neighborhoods with full-service academic, arts, and physical education activities in after-school and summer programs that employed 258 artists and instructors. Now that we have become an affiliate of the Wolf Trap Institute for Early Learning through the Arts, we were able to offer schools more early learning programs.

### **Young Audiences of Maryland**

We reached 223,302 students and 393 schools and organizations through 3,699 assemblies, workshops, and

residency services. At our fourth annual Teaching Artist Institute, we trained 40 artists to partner with teachers in the development of arts-integrated residencies. We expanded our professional development programs for educators, partnering with Anne Arundel County and Harford County public schools to train over 150 teachers in the use of the arts to fuel academic achievement and build 21st Century Skills.

### **Young Audiences of Massachusetts**

We were one of ten recipients nationally to receive an "Arts Connect All" grant from Very Special Arts and MetLife Foundation for our Healing Arts for Kids program. Thanks to funding from the Johnson Family Foundation, we expanded our arts integration program at the Salemwood Elementary School in Malden, an Extended Learning Time school. YA artists helped teachers incorporate the arts into the literacy and social studies curriculums. We hope to bring this model residency program into other Extended Learning Time schools.

### **Young Audiences of New Jersey**

Our artists presented 4,000 programs to 400,000 children in 600 schools across the state. Our Dance Initiative, a comprehensive curriculum for dance in New Jersey's schools, reached all second and third grade students in 12 school districts. As a recipient of a NEA stimulus grant and as a result of a new major giving campaign, we increased general operating support by \$150,000. We forged a partnership with YA of Eastern Pennsylvania—combining artist rosters, marketing and shared services—to expand YA programs in both states.

### **Young Audiences of New York**

Our programs reached over 300,000 children and parents in 180 public schools and community centers. Notable successes include: the growth of our Target-sponsored FamilyLink program, which bridges the gap between home and school; the Bright Light program, an advanced residency model that builds the capacity of artists and teachers; the Music Unites Youth Choir, a free after-school program for teenagers; and the Animation Project, supported by Sony. We have strong partnerships with the Museum of Arts and Design, the Asia Society and the New York Transit Museum.

### **Young Audiences of Northeast Ohio**

We provided more than 7,100 arts experiences to 204,177 children and educators. Arts for Learning Residencies reached over 1,000 students in three counties. Art is Education, an innovative, whole-school model initiative serving eight Cleveland Metropolitan School District K-8 buildings, reached 3,700 students and 350 teachers through partnerships with 40 local organizations. ArtWorks, our summer job-training program for teens, is now in its sixth year. Over 400 applications were received for 120 apprentice positions to work with 12 master teaching artists at two urban sites.

### **Young Audiences of Northeast Texas**

Amy Welch Baskin joined the staff as the new executive director. In collaboration with Tyler ISD, we were accepted into the John F. Kennedy Center's Partners in Education Program, a national initiative supporting partnerships between arts organizations and schools to provide professional develop-

ment for teachers. We presented 390 programs and served nearly 35,000 students. Our dance residency for economically disadvantaged youth completed its fourth year and was given in an additional middle school.

### **Young Audiences of Northern California**

We experienced an exciting year of metamorphosis. In January, we welcomed Kris Murray as the new executive director. Working closely with the board of directors, her new staff orchestrated an infrastructure overhaul that will be the catalyst for the re-emergence of YANC as an arts education leader in the San Francisco Bay area. The highlight of the year was Make Art Happen!, a very successful benefit held at the Walt Disney Family Museum.

### **Young Audiences of Oregon & SW Washington**

We hosted the 2010 YA National Conference in Portland. Our 200 artists reached 77,907 students in 204 schools and 33 school districts with 293 performances and 217 residencies. We continued our work as the Implementation Partner for The Right Brain Initiative. Twenty-one thousand students in 86 schools participated in the annual Run for the Arts jog-a-thon and raised \$672,031 to fund their schools' arts-in-education programs. Our annual fundraiser Mad Hot Anything Goes! raised \$116,701.

### **Young Audiences of Rochester**

Our 147 artists presented 2,174 workshops, 642 performances and 24 residencies to 191,700 students in 174 schools. We provided after-school workshops with PUSH Physical Theatre at school #12 in collaboration with the Society for Protec-

tion and Care of Children. We partnered with Better Day Buddies to offer workshops in storytelling, writing, music and caricature in the Treatment Center at Golisano Children's Hospital for children aged four to eighteen.

### **Young Audiences of San Diego**

In our 47th year, the efforts of our trustees, staff and artists enabled us to serve 57,249 children and adults with 6,464 programs at 167 sites and finish the fiscal year with a surplus. In National City, CA, we provided residencies for every K-6 classroom in the ten-school elementary school district, reaching over 6,500 students. Our Military Arts Connection provided monthly arts nights for military families. After 22 years, Hilliard Harper retired as executive director to pursue a life of fiddling, writing and learning Arabic.

### **Young Audiences of Santa Cruz County, AZ**

Artist Mike DeSchalit presented his "Magically Speaking" program to K-12 students in seven schools as part of our program ART... the Missing Link to Learning! Mike's program encouraged students to reach for their goals using high energy, positive choices and thinking. The program's diverse topics included: communication, goal setting, problem solving and character-based leadership. Principals and teachers praised the effectiveness of the program and requested that we offer it to schools again next year.

### **Young Audiences of Southeast Texas**

Since 1973, we have been a major arts-in-education resource for schools, educators and parents in Southeast Texas. Annually, we reach more than 50,000 children

in grades preK-12 with over 300 in-school and after-school programs that integrate the arts into all areas of academic study. We provide professional development workshops for teachers and special events and programs for museums, libraries and local community events.

### **Springboard**

In addition to offering schools successful continuing projects such as the International Dance Festival and the WiseWrite playwriting program, we involved St. Louis students in the Red Thread Project®, thanks to a grant from Kresge Arts in St. Louis. Based on a proverb that describes how an invisible red thread connects us all, the Red Thread Project is a community art endeavor that involves knitting hats. Our artists also provided 50 free programs to various underserved schools in the St. Louis area.

### **Think 360 Arts Complete Education**

Our 93 artists presented programs to 60,000 children throughout Colorado. We hosted the 21st annual Aesthetic Education Institute of Colorado in collaboration with the University of Denver, providing over 40 teachers and school leaders with hands-on experiences in the arts and a deeper understanding of how arts integration can achieve impressive standards-based results for all students. In February we co-hosted, with many community partners, the third annual Colorado Arts Advocacy Day and Governor's Arts Awards. Over 250 arts supporters attended the event.

### **Young Audiences of Virginia**

Our 55th year was marked by program expansion to 290 sites and by extension of new services to students,

educators and artists. We successfully introduced Arts for Learning Lessons and Residencies to 2,500 students in Hampton Roads and Richmond schools. We continued other established projects including: Dance for Life; Heart Tales; the Westhaven Strings after-school program; and The Heart of the Arts project, which focused on the themes of love and conflict in the works of Shakespeare.

### **Young Audiences of Western New York**

We created two new programs to meet the social needs of our region. Thanks to support from the General Mills Foundation, we developed Keep It Moving!, an after-school program aimed at fighting obesity. With funding from the Community Foundation of Greater Buffalo, we created the Underground Railroad, a multi-disciplinary program that focused on issues of racial disparity. Five African-American artists and ensembles presented programs that challenged students to examine the power of cultural history and the impact of life decisions.

### **Young Audiences, Woodruff Arts Center**

We launched two new literacy-based programs. Arts for Learning Lessons was piloted in seven DeKalb County schools with great success. Standardized test scores and independent evaluations indicated significant improvement in the performance of the majority of participating students. The Digital Storytelling program enabled high school students to convey personal narratives using images, text, audio, interactive illustrations, video and music. We developed ten new assembly programs using YA's new Signature Core Services guidelines.

## MANAGEMENT'S DISCUSSION OF YOUNG AUDIENCES, INC. FINANCIAL STATEMENTS

Young Audiences Inc.'s FY 2010 financial statements reflect the organization's sound financial health and its long-standing commitment to provide the highest quality programs and services to Young Audiences affiliates while maintaining low administrative and fund-raising costs. Expenses for Affiliate Program Services were 86 percent of YAI's budget overall; administrative and fund-raising expenses were eight percent and six percent respectively.

Several items are worth noting. First, current accounting standards require that the full value of multiyear grants must be included as revenue in the fiscal year that grant notifications are made. However, substantial expenses for carrying out these grants may not be recorded in YAI's financial statements until the year in which they are expended.

In FY 2010 YAI received a grant of \$1.5 million from The Starr Foundation in support of Arts for Learning Lessons and Residencies. While the full value of the grant was recorded in the FY 2010 financial state-

ments, significant expenses for the project will be incurred and recorded in FY 2011 and 2012.

A review of Young Audiences, Inc. annual reports over several years reveals that similar grants resulted in deficits in some years that were offset by surpluses in other years. In each of these instances, the organization's annual operating income and expenses on a cash basis was balanced, with neither a significant operating surplus nor a substantial operating deficit occurring.

In addition, this year the performance in the marketable securities portion of the YAI Endowment Fund resulted in a gain in the end-of-year net assets of the organization.

If you would like additional information about YAI's financial condition or the accounting rules that determine how multiyear revenues and expenses are recorded and verified, please contact the Young Audiences, Inc. national office in New York City.

## YOUNG AUDIENCES, INC. COMBINED STATEMENT OF REVENUE AND EXPENSES

June 30, 2010 (with comparative amounts for 2009) <sup>1</sup>

	Total National	Total Affiliates	Total Combined Entries	Total Combined FY 09-10	% Rev/Exp FY 09-10	Total Combined FY 08-09
<b>SUPPORT AND REVENUES</b>						
School Fees		11,373,347		11,373,347	28.8%	13,131,749
Corporations & Foundations	1,859,260	10,351,105		12,210,365	30.9%	12,220,930
Public Sector: Federal, State & Municipal Governments	10,000	9,620,819		9,630,819	24.4%	6,361,462
Individuals & Board Members	379,131	2,827,372		3,206,503	8.1%	3,022,107
Special Events net of costs	318,533	1,014,403		1,332,936	3.4%	1,162,651
Investment Income	619,056	197,000		816,056	2.1%	(825,281)
Miscellaneous	1,459	864,043		865,502	2.2%	736,257
Endowment & Capital Campaigns		49,977		49,977	0.1%	12,116
Affiliate Cooperative Funding fees <sup>-2</sup>	242,162		(242,162)			
<b>Total support and revenues</b>	<b>\$3,429,601</b>	<b>\$36,298,066</b>	<b>\$(242,162)</b>	<b>\$39,485,505</b>	<b>100.0%</b>	<b>\$35,821,991</b>
<b>COSTS AND EXPENSES</b>						
Affiliate Program Services	1,863,880	\$26,108,574	(242,162)	27,730,292	71.8%	28,498,730
Management & General	184,351	7,282,075		7,466,426	19.3%	6,915,631
Fund Raising & Promotion	142,148	3,294,006		3,436,154	8.9%	2,905,246
<b>Total costs and expenses</b>	<b>\$2,190,379</b>	<b>\$36,684,655</b>	<b>\$(242,162)</b>	<b>\$38,632,872</b>	<b>100.0%</b>	<b>\$38,319,607</b>
Excess of support and revenues over costs and expenses (under)	\$1,239,222	\$(386,589)		\$852,633		\$(2,497,616)

<sup>1</sup> The total Affiliate Support & Revenues, Costs & Expenses are combined from reports submitted to National from the individual affiliates and have not been audited.

<sup>2</sup> Elimination of Affiliate Cooperative Funding amount

**YOUNG AUDIENCES, INC. STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**

Year ending June 30, 2010

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Revenues and Support</b>				
Affiliate cooperative funding fees	\$ 242,162			\$ 242,162
Annual benefit	502,621			502,621
Less: Direct expenses	(184,088)			(184,088)
Corporations and foundations	20,880	1,838,380		1,859,260
Individuals and Board members	306,971		10,000	316,971
Government	10,000			10,000
Conferences	62,160			62,160
Interest income	493			493
Miscellaneous income	1,459			1,459
	962,658	1,838,380	10,000	2,811,038
Net assets released from restrictions				
Satisfaction of program restrictions	973,805	(973,805)		
	1,936,463	864,575	10,000	2,811,038
<b>Expenses</b>				
Affiliate Program Services	1,863,880			1,863,880
Supporting Services				
Management and general	184,351			184,351
Fundraising	142,148			142,148
Total Supporting Services	326,499			326,499
Total Expenses	2,190,379			2,190,379
Increase (Decrease) in Net Assets				
Before Investment Income	(253,916)	864,575	10,000	620,659
<b>Investment Income</b>				
Investment income, net of foreign taxes				
and management fees of \$57,988	121,163			121,163
Net realized and unrealized gains	497,400			497,400
Total Investment Income	618,563			618,563
Increase in Net Assets	364,647	864,575	10,000	1,239,222
Net assets (deficit), beginning of year, as				
previously reported	(189,703)	455,764	5,126,787	5,392,848
Prior period adjustment	546,830		(546,830)	
Net assets, beginning of year, as adjusted	357,127	455,764	4,579,957	5,392,848
Net Assets, End of Year	\$ 721,774	\$ 1,320,339	\$ 4,589,957	\$ 6,632,070

*The complete annual audited financial statements and report of the N.Y. State Department of Charties are available upon request*

## ENDOWMENT FUND

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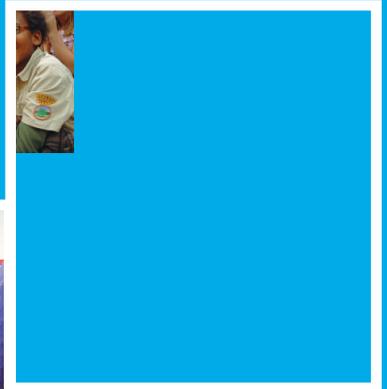
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