

GREATER PHILADELPHIA CULTURAL ALLIANCE

greater cultural ALLIANCE

On behalf of the board of directors of the Greater Philadelphia Cultural Alliance, we are pleased to present this report on our programs, activities and financial health for our 2021 fiscal year (July 1, 2020-June 30, 2021).

Fiscal year 2021 was a critical year for the Cultural Alliance, our 436 member organizations and the broader arts and culture community. Our research has shown that, in the first year of the pandemic, arts and culture lost at least \$1 million each day. These losses resulted in tremendous economic setbacks for our region: 29,000 jobs gone, \$684 million in audience spending evaporated and a total economic impact loss of \$2.33 billion to our regional economy. While it's easy to get lost in these enormous numbers, the Cultural Alliance is keenly aware that these are all too personal for the leaders of arts organizations and their employees, patrons and artists.

We hope that this report provides an understanding of the impact of the Cultural Alliance on the region's arts and culture organizations and, most importantly, the people who depend upon and benefit from such a vital sector. In FY21, that was 151,999 individuals.

Over the last year the Cultural Alliance completed a significant leadership transition and Patricia Wilson Aden became President & CEO in January 2022. With Aden's appointment, the Cultural Alliance welcomes a highly respected and transformational arts and culture leader to guide the organization into its next chapter.

We applaud and thank the staff for their efforts to advance the mission of the Cultural Alliance and serve a sector in need of guidance, support and resources.

We are extremely grateful to all who have invested in the Cultural Alliance: our board, member organizations, funders, donors and sponsors. Together, we are helping to ensure the health and vitality of the arts and culture sector. We could not do this work without your generous support.



Interim President & CEO
(July 2020-December 2021)
Greater Philadelphia Cultural Alliance

Priscillas m. Luce



CATHERINE M. CAHILL

Chair, Board of Directors

Greater Philadelphia Cultural Alliance

Cathen M. Callie

THE MISSION OF THE GREATER PHILADELPHIA CULTURAL ALLIANCE IS TO LEAD, STRENGTHEN AND AMPLIFY THE VOICES OF A CULTURAL COMMUNITY THAT IGNITES CREATIVITY, INSPIRES PEOPLE AND IS ESSENTIAL FOR A HEALTHY REGION.

This mission is manifested through programs that:

Promote the value and visibility of arts & culture

Inform, convene & connect

Build skills and capacity

The Cultural Alliance recognizes that our mission and work takes place on the traditional lands of the Lenape People and we pay our respect to elders both past and present.

In 2021, the arts and culture sector continued to grapple with the uncertainties of the pandemic, while addressing diversity and equity within our systems and institutions. The work of the Cultural Alliance supported the cultural community as they navigated these changes and unpredictability.

436 organizations chose to be members as a result.

But it was much more than that. These members represent thousands of staff, volunteers, artists and audiences with access to Alliance resources and programs.

These were a lifeline to 151,999 people. And as the sector continues to wrestle with uncertainty, we will be there for them.

Join us!
Support this lifeline now.

DONATE

IMPACT: CULTURAL ALLIANCE

You will see in this report the number of individuals impacted by the Cultural Alliance's mission in FY21. Stories from executive directors, advocates, funders and more highlight this on a personal level.

These impacts ripple out into our arts and culture organizations, neighborhoods and communities, region and beyond.

The Cultural Alliance impacted 151,999 people.



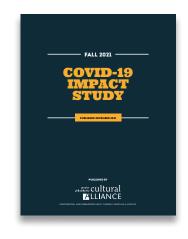
greater cultural

ALLIANCE

IMPACT: RESEARCH

COVID-19 ECONOMIC IMPACT SURVEY REPORT

1,268 READERS: The Cultural Alliance monitored the impact of the pandemic on the region's arts and culture organizations. The Cultural Alliance conducted two surveys-one in October 2020 and one again in February 2021-looking at the financial, programmatic and workforce impacts of the pandemic and forced closures. The COVID-19 Economic Impact Survey Report was released on March 17, 2021, coinciding with the one-year mark of the pandemic and subsequent closures.





ECONOMIC IMPACT REPORT

1,326 READERS: In preparation for advocating for arts and culture funding with city and state governments, the Cultural Alliance took the current data from this year's surveys and compared it against baseline figures and models built from the Cultural Alliance's previous studies on economic impact.



IMPACT: RESEARCH (CONT'D)

REPORT ROLLOUT

200 ATTENDEES: The rollout of the report included a preview for Philadelphia City Council on March 16. Several councilmembers and/or their staff attended the presentation, including Councilmembers Cindy Bass, Katherine Gilmore-Richardson, Derek Green and Isaiah Thomas. The report was also presented to 43 members of the Alliance's Cultural Cabinet, a group of donors who support the Alliance and numerous other arts and culture institutions throughout the region.

It was also presented to a group of arts and culture funders on March 19. Attendees included The Pew Center for Arts & Heritage, John S. & James L. Knight Foundation, and William Penn Foundation. Finally, the report was presented to over 130 representatives of our member organizations on March 17 and to the Arts + Business Council for Greater Philadelphia's Advisory Board on March 30.

FAST FACTS: RESEARCH

- NATIONAL LEADER IN DATA AND ANALYSIS
- ONLY LOCAL RESOURCE FOR BENCHMARKING DATA
- RESOURCE FOR FUNDERS, ARTS LEADERS AND ELECTED OFFICIALS

OBJECTIVE BASELINE: "This is a wonderful (if saddening) report providing an objective baseline... I'm sure there are serious economic multiplier effects that come from having a viable arts community."

- Marc Pomper, (Cultural Alliance Donor)

RESEARCH MATTERS DEEPLY:

"I believe that the Alliance's work in data collection and research matters deeply to our community because it gives organizations and their supporters data that they need to be more effective in making their work and also in advocating for their value with supporters at a variety of levels."

- John Federico, (Senior Community Services)

IMPACT: RESEARCH

The survival of arts and culture in the Philadelphia region since March 2020 has required an abundance of information to support nimble and adjustable strategies. Arts leaders, funders, donors, elected officials and more have looked to the Cultural Alliance for this vital data. Because of our research, they can make data-informed decisions.

Our data has spotlighted the struggles of arts and culture throughout the pandemic for the public. Over the course of FY21, the data has been cited in eight articles in *The Philadelphia Inquirer, Philadelphia Business Journal, Generocity* and more.

Each data point in our research is more than a number or statistic. They represent real people striving to maintain employees, deliver their mission and serve their communities.

Our research was a vital resource to 2,794 leaders.

2,794
LEADERS USED
CULTURAL ALLIANCE RESEARCH



IMPACT: ADVOCACY

CITY ADVOCACY

745 ADVOCATES: In May 2021, the Cultural Alliance called on the City of Philadelphia to provide \$20 million in relief funds for arts and culture. Then, in June 2021, Philadelphia City Council passed a budget that included an increase for the Philadelphia Cultural Fund from \$1 million in FY21 to \$2.5 million. The inclusion of these funds in the FY22 budget is a great step forward and the result of 745 unique grassroots advocates reaching out to City Council via email in support of the Cultural Alliance's call for significant relief funds.

GRASSROOTS ADVOCACY

360 ADVOCATES: This success at city-level government is also largely a result of a cohort of grassroots advocacy leaders, who both advised and partnered with us in advocacy for the arts and culture sector over the 2020-2021 fiscal year. These leaders include representatives from the Pennsylvania Horticultural Society, Philly Culture United, Girls Rock Philly, and Spiral Q. This group has significantly expanded our grassroots advocacy reach. Together, they created and led the #LightsOn campaign in the fall of 2020, bringing together 360 grassroots advocates calling for the city to bring the lights back on in the city's cultural organizations.

CITY COUNCIL AND STATE TESTIMONY



In March and April 2021, Cultural Alliance Interim President and CEO Priscilla M. Luce testified before City Council's Hospitality Industry Working Group and the Pennsylvania State Senate's Majority Policy Committee about the impact of the COVID-19 pandemic on arts and culture in the Philadelphia region. Both testimonies featured data from the COVID-19 Economic Impact Survey Report and urged leaders to consider the needs of the sector in reopening decisions and financial allocations.

FAST FACTS: ADVOCACY

- MOST MEMBERS HAVE SMALL BUDGETS (UNDER \$1M) AND NO ADVOCACY CAPACITY
- ONLY LOCAL ARTS SERVICE ORGANIZATION WITH ADVOCACY INFRASTRUCTURE
- OUR ADVOCACY INFRASTRUCTURE AMPLIFIES THEIR VOICES WHERE IT MATTERS MOST

INDISPENSIBLE: "This partnership has been tremendous with our advocacy efforts and amplifying the community voices of individual artists, creators, and small arts organizations. Furthermore, this experience confirms that the Greater Philadelphia Cultural Alliance is indispensable to the arts and culture sector."

- Aalyah Duncan, (Philly Culture United) PROACTIVE: "Drawing together leaders from large and small, non-profit and for-profit organizations, the Cultural Alliance's Advocacy Working Group was able to proactively communicate the impact of arts and culture and advocate for support at a critical time."

- Matt Rader, (President, Pennsylvania Horticultural Society and Cultural Alliance Board Member)

IMPACT: ADVOCACY

It is critical that the arts and culture sector communicate as a united front in city and state-level advocacy. This is especially true as the impacts of the pandemic continue and funding distributions shift.

Through our research, convening mechanisms and public visibility, the Cultural Alliance continued to shine a light on the needs of Greater Philadelphia's \$4.1 billion dollar arts and culture sector. The pandemic has further reduced arts organizations' budgets and staff capacity to advocate on their own. And yet, they must be heard by elected officials. This is where the Cultural Alliance's amplification is critical.

Grassroots advocates united with the Cultural Alliance to call for government support. These calls amplified the needs of hundreds of small arts groups.

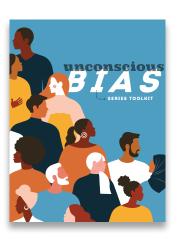
The Alliance united 1.105 advocates.



IMPACT: DEI & ANTI-RACISM

UNCONSCIOUS BIAS SERIES

346 PARTICIPANTS: In January and February 2021, the Cultural Alliance hosted our first Unconscious Bias Series, supported by the National Endowment for the Arts. This series of four workshops explored how unconscious bias impacts arts and cultural organizations and affects their ability to connect and engage new and existing audiences. Each workshop focused on one of four biases: race, class, gender and accessibility. Due to the high demand for the program, it was offered again in April-May 2021. A total of 346 individuals participated over both runs of the Series.



EQUITABLE HIRING RESOURCE BANK

1,195 PAGEVIEWS: In May 2021, the Cultural Alliance implemented a field for salary and hourly rate information on all posts on our Job Bank. In July 2021, these fields became required. This is reflective of our commitment to diversity, equity and inclusion and to leading the sector in best practices to support DEI. In addition to this new requirement, the Cultural Alliance launched the Equitable Hiring Resource Bank. This page is intended to supplement the Job Bank and provide resources for those seeking to be more equitable in their hiring practices. The Equitable Hiring Resource Bank is organized by stages in the employment process and will be updated periodically to evolve alongside workforce procedures.

INVITING AND NON-JUDGMENTAL:

"I appreciated the generous, inviting, and nonjudgmental spirit of the facilitators. It was good to hear from others on this journey and I look forward to working together in the future with continued self reflection, vulnerability and openness to learning and change. Thank you for doing this work."

- Anti-racism Workshop Participant (anonymous)

SPACE TO TALK: "The self-reflection was invaluable, same with having the space to talk about it in small groups. These convos don't happen nearly enough at places of work."

-Anti-racism Workshop Participant (anonymous)

IMPACT: DEI & ANTI-RACISM (CONT'D)

BLOOMBERG ARTS INTERNSHIP PHILADELPHIA

50 YOUNG PEOPLE: In 2021, 50 young people from 18 schools spent the summer supporting 22 organizations across Philadelphia with marketing and communications, exhibitions and programming, and in-depth research projects. This year, as many of our worksite partners opened their doors, Bloomberg interns were placed in remote, in-person and hybrid positions.

Through the Bloomberg Arts Internship (BAI), the Cultural Alliance immerses young people in Greater Philadelphia's vibrant arts and culture community. Beyond that, the internship represents an investment in the future of the sector by creating early-career opportunities to do real-world work at an arts organization. By developing and delivering programs like BAI with the support of Bloomberg Philanthropies, the Cultural Alliance is committed to developing a diverse workforce pipeline that will fuel the next generation of arts leaders.

FAST FACTS: DEI & ANTI-RACISM

- WORKING TOWARD DEI SINCE 2017
- BLOOMBERG ARTS INTERNSHIP BUILDS THE PIPELINE FOR FUTURE ARTS AND CULTURE LEADERS
- ADVOCACY PRIMARILY IMPACTS SMALL, BIPOC-LED OR NEIGHBORHOOD-BASED ORGANIZATIONS



SUPPORT: "I also wanted to let you all know that I've started an unofficial small business selling little bee pins using the money I've earned from working at BAI... None of this would have happened without the resources BAI gave, or the support that I still rely on to this day."

- Bloomberg Arts Intern

BREAK MISCONCEPTIONS: "I really got to see the behind the scenes of how exhibits/galleries are made and what it's like to be a teaching artist. These experiences helped break that misconception that being an artist isn't really a career."

- Bloomberg Arts Intern

IMPACT: DEI & ANTI-RACISM

As the country continues to grapple with the racial and social reckoning that exploded with the murder of George Floyd in 2020, the Cultural Alliance has remained a resource for arts and culture organizations' work in diversity, equity and inclusion (DEI).

We are not experts on these issues. However, our work is building a more diverse, inclusive and equitable arts and culture sector. To that end, the Cultural Alliance has leveraged our unique position to raise awareness of systemic barriers to creating and working in Philadelphia's arts and culture sector; to connect people and organizations seeking to do this work to those who are experts; and to advocate for equitable funding.

Our advocacy and professional development are building a more diverse, inclusive and equitable arts and culture sector.

The Alliance helped 1,591 people break systemic barriers in their workplace.



IMPACT: AUDIENCE ENGAGMENT

FUNSAVERS

145,242 FUNSAVERS SUBSCRIBERS: In June and July 2021, the Cultural Alliance formally announced to our members and subscribers that our Funsavers discount ticket email was evolving. Throughout FY21, Funsavers transitioned to be largely focused on highlighting our vibrant cultural community by sharing their stories of creativity while ticket sales remained slow. As the sector continues to reopen, Funsavers will offer discount tickets, but will also continue to feature engaging content highlighting the arts and culture community.



PHILLYFUNGUIDE PARTNERSHIPS

The Cultural Alliance has formed partnerships with several peer organizations to showcase arts and culture in our region. These partnerships are working toward our ultimate goal for the Phillyfunguide to increase our calendar footprint and become the premiere aggregator for arts and culture events and more for the region. We worked with Ready. Set. Philly! and Visit Philadelphia to share content, marketing promotions and strategy. We worked with Broad Street Review, DelcoArts and Theatre Philadelphia to share their content with our audiences in the form of an email or content on our website. The Cultural Alliance has many new and established calendar partnerships for Phillyfunguide including Broad Street Review, Valley Forge Visitors & Convention Board, Cultural Alliance of Chester County and Avenue of the Arts.



CLEAR INTEREST: "Success [for our new monthly newsletter together] was immediate, with clear interest from many readers. We are delighted to continue this partnership and grow our mutual audience."

- Neil Bardhan (Broad Street Review)

COLLABORATION: "I just want to give you all the kudos in the world because the cooperation and the collaboration that's going on is just tremendous. It truly is what the arts is all about."

- Mark Cardwell (Ohio Marketing)

IMPACT: AUDIENCE ENGAGEMENT (CONT'D)

REOPENING MARKETING COLLABORATIVE

48 PARTICIPANTS: In June 2021, the Alliance hosted the first meeting of the Arts & Culture Reopening Collaborative. A total of 48 people—representing arts and culture organizations, local media and marketing organizations, and community stakeholders in the Greater Philadelphia area-met to share resources, combine marketing efforts, align messaging and create greater visibility for the sector as we reopen Philadelphia.

MARKETING AFFINITY GROUP

50 MEMBERS: Throughout FY21, the Cultural Alliance convened a marketing affinity group to discuss topics such as marketing through a crisis, best practices and audience data. Partners on these programs included Capacity Interactive, En Route, SMU DataArts and R&R Creative. This group had nearly 50 members in the 2021 fiscal year.

FAST FACTS: AUDIENCE ENGAGEMENT

- MOST MEMBERS HAVE SMALL BUDGETS (UNDER \$1M) WITH LITTLE-TO-NO MARKETING CAPACITY
- SERVE AS A CRITICAL CONNECTOR BETWEEN AUDIENCES AND CULTURAL GROUPS
- STRETCH LIMITED MARKETING DOLLARS



IMPACT: AUDIENCE ENGAGEMENT

Now more than ever, arts and culture needs an audience. And, audiences need to know it is safe to return.

We serve as a critical connector between these two groups. For cultural organizations, we provide access to best practices and collaborative marketing. These programs stretch limited marketing budgets. For audiences, we provide access and information to encourage attendance through Phillyfunguide and Funsavers.

The Alliance was a trusted partner and resource for 145,300+ individuals.

145,340

PEOPLE ENGAGED



IMPACT: MEMBER SERVICES

MEMBER ORGANIZATIONS

436 ARTS LEADERS: Arts and culture organizations faced continued challenges in 2021. However, in FY21, 436 organizations chose to be members of the Greater Philadelphia Cultural Alliance. **These members are incredibly diverse. 23% are located outside of Philadelphia and 78% have budgets under \$1 million**. All of these organizations were willing to invest limited dollars to maintain their membership and ensure that they—and their staff—had access to the resources, information and programming provided by the Cultural Alliance during this uncertain time.

ANNUAL MEETING

698 ANNUAL MEETING VIEWERS: In September 2020, the Cultural Alliance convened our membership virtually to celebrate the importance of the sector to our region and reflect on how our cultural community has adapted to meet the current moment. The program included a commissioned poem by Denice Frohman entitled "Petition" and a recorded performance by PHILADANCO! There were also three short videos celebrating the sector's ability to rise to the occasion despite the challenges of the pandemic, to show up against racial injustice and provide support to the Black Lives Matter movement, and to be resilient through all of the challenges of 2020 and beyond.

PEER EXCHANGE

35 EXECUTIVE DIRECTORS: In March 2021, the Cultural Alliance convened a peer exchange of executive leaders throughout the arts and culture community. This meeting provided an informal opportunity for leaders to meet with their peers to discuss the challenges they have been facing within their organizations. More than 35 executive directors and other leaders attended this event.

FAST FACTS: MEMBER SERVICES

- 436 MEMBER ORGANIZATIONS REPRESENTING EVERY DISCIPLINE
- 23% LOCATED OUTSIDE OF PHILADELPHIA
- MEMBERSHIP PROVIDES A PLATFORM FOR COLLABORATION WITH DIVERSE ORGANIZATIONS

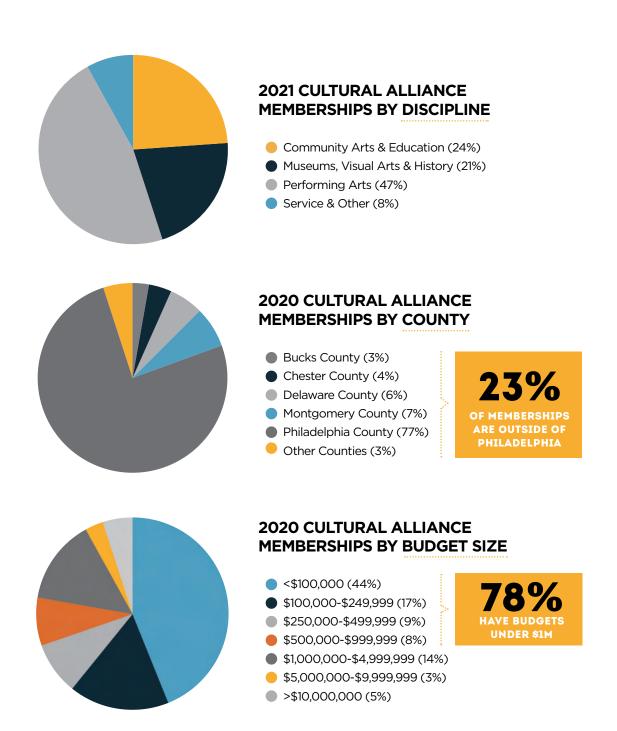
PERSPECTIVE: "[It was helpful to] meet my colleagues across different cultural institutions, whom I am not regularly in touch with. Put our own experience into perspective. We have a lot to share and learn from one another!"

HELPFUL: "It's been a year since I've seen many of the people in the session and that alone was surprisingly helpful."

- Peer Exchange Participant (anonymous,

- Peer Exchange Participant (anonymous)

MEMBER DIVERSITY





IMPACT: MEMBER SERVICES

Our members are the beating heart of the Cultural Alliance.

Member organizations receive vital discounts and resources, ranging from free highlights in our Funsavers weekly email and free job postings on the Job Bank, to cost savings for organization's payroll and printing, as well as tuition savings at Drexel University.

Despite all of the challenges and uncertainties in the 2021 fiscal year, 436 leaders chose to allocate a precious portion of their budget to membership. This clearly shows that organizations of all sizes and disciplines find value in Alliance membership.

These 436 member organizations represent more than 1,169 individuals, such as staff, volunteers, and audiences.

1,169
LEADERS USED
CULTURAL ALLIANCE RESOURCES



IMPACT: CULTURAL ALLIANCE

You have read stories from executive directors, advocates and funders. These stories highlight the Cultural Alliance's impact on a personal level. And these impacts ripple out into our arts and culture organizations, neighborhoods and communities, region and beyond.

The Cultural Alliance was a lifeline to 151,999 people.



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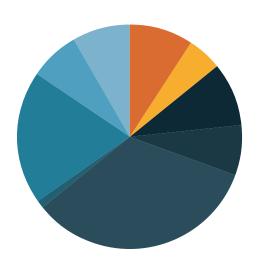
FINANCES

The financial health of the Greater Philadelphia Cultural Alliance ensures we can continue to support those who are invested in Philadelphia's arts and culture sector and its impact on our communities.

Please consider a gift to the Cultural Alliance to ensure this impact continues.

Support this impact!

DONATE



REVENUES FY21 - \$2,206,878

EARNED REVENUE \$335,743 (15%)

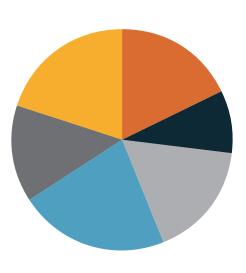
- Membership Dues \$211,700 (10%)
- Other Earned Income \$114,043 (5%)

CONTRIBUTED REVENUE \$1,871,135 (85%)

- Arts Aid PHL \$199,622 (9%)
- Corporations \$161,751 (7%)
- Foundations \$724,302 (33%)
- Government for Operations \$25,830 (2%)
- Oovernment, PPA Grant Program \$413,168 (19%)
- Individuals \$161,949 (7%)
- PPP Loan Forgiveness \$ 184,513 (8%)

EXPENSES FY21 - \$2,172,055

- Advocacy + Research \$394,148 (18%)
- Arts Aid PHL \$200,623 (9%)
- Audience Engagement \$368,879 (17%)
- Member Services + Administration \$464,314 (22%)
- Creative Youth Development \$312,195 (14%)
- PPA Grantmaking \$431,896 (20%)



2020-2021 BOARD OF DIRECTORS

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Glenmede is proud to sponsor the 2021 Annual Report of the Greater Philadelphia Cultural Alliance. Their vital programming continued to provide critical racial justice resources, steward the cultural community through the ongoing impact from COVID-19, and nourish the spirit of creativity in our region. We proudly support this organization that shares our values, and welcome Patricia Wilson Aden as she begins her tenure as the Cultural Alliance's president and CEO.

Glenmede was founded in 1956 to serve in perpetuity as the investment manager and trustee of the Pew family's charitable interests—The Pew Trusts. Today our trust company provides highly customized investment, fiduciary and advisory services to foundations, endowments, high-net-worth individuals and families, and institutional entities, representing \$40 billion of assets under management.

We are pleased to be part of this community and to support the Greater Philadelphia Cultural Alliance, which leads, strengthens, and amplifies the voices of the arts and culture sector.

Sincerely,

Samantha E.M. Audia

Business Development Director

Glenmede