

Serving Dance in Chicago
A Planning Process for
Small to Mid-sized Companies and Independent Artists
by Suzanne Callahan
with Brooke Belott
May, 2005

Comparative Document of Services Available to Artists
Arranged According to Type of Service
Compiled with the Assistance of Jennifer Zahn¹

In 2004, a planning process was designed to study and respond to the needs of the Chicago dance community for service provision, with a focus on Small to Mid-sized companies and Independent artists in Dance (referred to as SMID, in this study). In order to begin the research, it was crucial to know what services are already being offered to Chicago artists. The major organizations that provide services to the dance community were researched via online and print sources; subsequently most of them were interviewed about their services. The research was compiled into a database, which is presented in this document. Organizations include:

African American Arts Alliance
Arts and Business Council
CPAs for the Arts
Department of Cultural Affairs
Donors Forum of Chicago
Lawyers for the Creative Arts
League of Chicago Theaters

Links Hall
Music and Dance Alliance
Music and Dance Theater
Nonprofit Finance Fund
Puerto Rican Arts Alliance
Sacred Dance Guild

This Comparative Document includes the following information:

- A description of each major service area offered by all of the above organizations;
- Eligibility and membership requirements, if known;
- Contact information; and
- In some instances, fees involved.

Artists are encouraged to review this document to learn about services that might be useful to them and to share it with other artists. Eventually, it may be incorporated into the website(s) of existing service organizations.

¹ Jennifer Zahn was instrumental in compiling this information. Zahn relocated to Chicago in 2002 to pursue her Master's degree in Arts Management after spending 13 years in Madison, Wisconsin as a concert presenter and educator. She founded Fleurus Consulting, and works for the Wrigley Confectionery Company as a retail analyst and database administrator.

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Service Type	Organization Name	How Service Is Offered	Eligibility: Types of Organizations & Disciplines Served	Service Level*
Advocacy	League of Chicago Theatres	Advocating and promoting the Chicago theater industry (and other performing arts groups who are members - including dance companies) with City departments and planners, and state and city tourism agencies.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O
	Sacred Dance Guild	Media & Community Awareness: SDG develops awareness about and promotes sacred dance in the media and the greater dance community.	Open to all interested	O
Audience Development	Arts & Business Council of Chicago	Arts Marketing Program: Provides targeted marketing initiatives, such as e-coaching and market research consulting, to enhance and diversity audience development efforts in the arts.	Open to all	S
	Arts & Business Council of Chicago	Case studies: helps artists determine what kind of service they may need.	Open to all	S
	League of Chicago Theatres	Hot Tix: Half-price tickets for member theaters and performing arts groups, and full-price tickets for non-members.	Member; Org must be legally incorporated; Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O
	Various groups – see right	See also Communication & Mktg section for other groups offering Audience Development services: African American Arts Alliance, Chicago Dance & Music Alliance, Chicago Department of Cultural Affairs, International Latino Cultural Center, Links Hall, Puerto Rican Arts Alliance, Sacred Dance Guild.	Varies; see individual organization descriptions and eligibility under Communication & Mktg section	O, OC, OS
Board Development	Arts & Business Council of Chicago	On Board: Recruits, trains and places business executives on the boards of nonprofit arts organizations. Application process required. Targeted more to established organizations, not necessarily individual artists looking to develop an organization.	501(c)3 status for 5 years; org must have regular board meetings & a set yearly agenda	OC

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Board Development (cont'd)	CPAs for the Public Interest	Board Service Program: Facilitates the placement of CPAs and other financial professionals on nonprofit boards. CPAsPI does NOT pre-qualify any volunteers. Artistic org is responsible for screening for qualifications and suitability to your organization.	Charitable nonprofit orgs, any size; application process	C
	Lawyers for the Creative Arts	Board recruiting: LCA sends out letters to lawyers when board member requests come in.	None	OC
Business Structure Advising	Chicago Dance & Music Alliance	Health insurance referrals; liability insurance referrals (latter for org members only).	Membership (indiv or org)	C
	Chicago Dept of Cultural Affairs	Cultural Planning: DCA offers assistance in getting permits, using the space, legal requirements, etc, acting as a liaison with City.	Chicago based arts organization or individual artists	OC
	Lawyers for the Creative Arts	Assistance with general business organization: tax exemption, pros & cons of incorporation.	Indiv: <\$30K gross household inc; NP org: <\$250K; applic	OS
Communication & Mktg	African American Arts Alliance	Convergence: a publication highlighting the works of AAAA membership; Flashblack: providing timely news to members.	Connection to African American artistic discipline	O
	Chicago Dance & Music Alliance	Monthly newsletter containing news and information on professional and funding opportunities. Classifieds.	Membership (indiv or org)	O
	Chicago Dance & Music Alliance	Public information services through website and telephone hotline announcements. Performance Guide, Teaching Directory, Membership Directory (photo capable), and Dance Mapping Data online. Advocacy updates and News also online.	Membership (indiv or org)	O
	Chicago Dept of Cultural Affairs	Arts Flash: Main communication vehicle, a newsletter announcing different groups' promotional campaigns to the arts community. Theme-based: Blues Weekend, Jazz, Dance, Winter Delights. Chicago Artist Month is in fall. Dance companies may promote their programs.	Chicago based arts organization or individual artists	O
	Chicago Dept of Cultural Affairs	Promotion, Online and Otherwise: Any company may send in press releases to the Office of Tourism to announce programs & opportunities. Online calendar announces events of dance and other arts groups with events taking place in the center. To better market Chicago, Office of Tourism features a dance company on their web site and in written materials. Dance companies may be linked to their web site - see Dance section on page called Exploring Chicago.	Chicago based arts organization or individual artists	O
	Chicago Dept of Cultural Affairs	Brochure Center: Maintained at Cultural Center and at Water Tower. Any dance company may send in their brochure.	Chicago based arts organization or individual artists	OC

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Communication & Mktg (cont'd)	Chicago Dept of Cultural Affairs	Spotlight on Chicago: Two arts resource fairs geared to a) Arts Educators and b) Hospitality, Tourism, and Media organizations. Arts organizations are invited to showcase what they're doing.	Chicago based arts organization or individual artists	OC
	International Latino Cultural Center	Calendar of events, segmented by discipline.	Connection to Latino art & culture	O
	League of Chicago Theatres	Streets to the Seats marketing initiative. In 2003, included Theater Fever: Highlights member theaters and performing arts groups - including member dance companies - and entices new audiences with free workshops and discounted tickets; a public service announcement campaign, door hangers, and a postcard referral program.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	OS
	League of Chicago Theatres	chicagoplays.com: Centralized information on theater and performing arts groups - including dance groups. Contains a shows and benefits database, the city's only comprehensive opening night calendar, links to member theaters' and performing arts groups' home pages, and opportunities (auditions, jobs). Website includes some dance and could be expanded to include more.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	OS
	League of Chicago Theatres	State Street Thanksgiving Day Parade: In conjunction with the Chicago Festival Association and WLS-TV ABC 7, the League produces three to six two-minute theatre segments in the Parade. Strong on-screen identity for shows selected, as parade is broadcast to 90 million+ households.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	OS
	League of Chicago Theatres	Chicagoplays theater program book serves over 75 area theaters/performing arts groups - including dance companies. Show information, articles with specific Chicago theaters focus, and a member theater/performing arts directory.	Member; Org must be legally incorporated; Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O

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Communication & Mktg (cont'd)	League of Chicago Theatres	Chicago Theater Guide: Comprehensive profiles of member theaters and performing arts groups - like dance companies - including show times, prices, parking & accessibility information, box office numbers, addresses & maps.	Member; Org must be legally incorporated; Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O
	League of Chicago Theatres	Play Money gift certificates to theater and performing arts groups - like dance companies - redeemable at ~75 participating theaters and Hot Tix locations.	Member; Org must be legally incorporated; Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O
	League of Chicago Theatres	Theater Dollars program: Offers \$5 off coupons for your show. For all members: theaters and other performing arts groups - like dance companies, etc.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O
	Links Hall	E-weekly: Highlights what's coming up at Links plus 3-5 other things happening in the city (lectures, workshops, etc). About 900 on e-list. Items are included in the e-weekly only once; general policy is to ask performers to pick which week they're listed.	No requirements	OC
	Puerto Rican Arts Alliance	Dissemination of information related to Puerto Rican arts & culture through web site events calendar ("under construction").	Connection to Puerto Rican art & culture	O
	Sacred Dance Guild	Egroup and web site serve as forum for publicizing sacred dance events and news. Approximately 300 members in Yahoo egroup GodDance.	Open to all interested	OC
Data Gathering	Chicago Dance & Music Alliance	2004 Dance Survey project online. Answers to survey "will help build the statistical database we need to provide up-to-date research you can browse from [the CDMA web] page."	None	O
Financial Svcs	Chicago Dance & Music Alliance	Credit union membership through Credit Union 1.	Individual membership	O
	CPAs for the Public Interest	Accounting Consultation Program: Pro bono volunteers assist in setting up accounting systems and developing budget reports, teaching tax and reporting requirements to nonprofit staff and board members, and addressing other financial management challenges. Volunteer time limited to 30 hours. Focus is on training/coaching.	501(c)(3) status and budget \$350K or under; application process	C

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Financial Svcs (cont'd)	Nonprofit Financial Center	Accounting & Advisory Services: Core accounting services, audit preparation, accounting software set-up and installation, NFC Financial Check-up, crisis management, financial policies & procedures, budgeting & forecasting, cost allocation, funder reporting requirements, other management services (growth advice, staff structuring, staff training). Professional Associate Access gains you the professional services of a financial expert for one-half to one-full day a week.	Nonprofit status	OC
	Nonprofit Financial Center	NFC Signature Training: Financial management institutes, seminars, and bootcamps, and custom on-site training programs. Develops skills of nonprofit staff, board members, and those seeking entry into the nonprofit sector.	Nonprofit status	OC
	Nonprofit Financial Center	NFC Financing: Working capital credit programs to help organizations maintain a stable cash flow and plan for programmatic development. Short-term emergency loans, working capital loans, ODI/Tech loans.	Nonprofit status in IL	C
	Nonprofit Financial Center	Scholarships: Available to help cover the cost of NFC Signature Training.	Nonprofit status, budget under \$750K, application process	C
Fund Raising & Grant Writing	Chicago Dance & Music Alliance	Funding applications and information, and touring information; dance and music publications, professional staff available for referrals.	Membership (indiv or org)	CS
	Chicago Dept of Cultural Affairs	Four grants programs offered: Cultural Grants Division awards more than \$1 million each year to Chicago artists and arts organizations through a competitive, peer review process, funding arts activities that reach out to people in every Chicago community. The COMMUNITY ARTS ASSISTANCE PROGRAM (CAAP) provides support to new and emerging artists and arts organization projects that address needs in the area of professional, organizational, and artistic development. CITYARTS PROGRAM is a triennial grant program designed to assist the nonprofit arts and cultural community in the city of Chicago through general operating support. NEIGHBORHOOD ARTS PROGRAM (NAP) supports artists who present high-quality instructional arts programs benefiting youth, senior citizens, and people with disabilities in low- to moderate-income neighborhoods. CULTURAL OUTREACH PROGRAM supports nonprofit delegate agencies that offer cultural programming in low- to moderate-income communities.	Chicago based arts organization or individual artists	OS
	Donors Forum of Chicago	Donors Forum Library: Houses Midwest's largest collection of resources on philanthropy, nonprofit management & fundraising, which includes access to grant and foundation databases (DBs also available by subscription). Staff performs research only for members, associate members, and forum partners.	Depends: some members-only benefits; others open. Orgs must have nonprofit status. Members & nonmembers may use library.	CS

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Fund Raising & Grant Writing (cont'd)	Donors Forum of Chicago	Workshops, group training & off-site training: ABCs of proposal writing, individual giving, or capital campaigns. Building relationships with corporations, foundations, or major donors. Evaluation reports. Identifying and training board leaders and more. Donors Forum related programs may be tailored to your group's needs. Workshops are taught by instructor or panel, with about 20 attending. Programming is geared differently for Members (grantmakers) versus Forum Partners (orgs).	Workshops open to members and non-members. DFC members receive 20% discount on workshops. Member = grantmakers, Forum Partner = nonprofit organization. Most services are geared toward organizations. Serving about 1200 nonprofits, 60% from the Chicago area (6 metro county area), 13% of 1200 are arts, culture & humanities orgs, 55% have budgets far less than \$1M. See web site for member/partner list.	C
	Donors Forum of Chicago	Grantseekers Toolbox: Step-by-step process for seeking funds. Topics include corporate sponsorships, in-kind gifts, special event fundraising. Online learning modules.	None, but add'l services w mbsp. Orgs must have nonprofit status.	S
Legal Svcs	Lawyers for the Creative Arts	Assistance with copyright, trademark, and other intellectual property matters, general business, contracts, landlord/tenant matters, immigration, employment, taxes, and other areas. Assistance with disputes over payment and other issues. LCA does NOT provide service for criminal, divorce, domestic relations, personal injury, or emergency matters.	Indiv: <\$30K gross household inc; NP org: <\$250K; applic	C
	Lawyers for the Creative Arts	Expanded Referrals: Will help locate an attorney who will handle a matter for those who do not qualify for pro bono services.	Open for those not qualifying for pro bono work	C
	Lawyers for the Creative Arts	Arts Mediation Service: Private mediation of disputes within the arts community.	Indiv: <\$30K gross household inc; NP org: <\$250K; applic	C
Library & Resource Ctr Svcs	Arts & Business Council of Chicago	Books, brochures, and reports	Open to all	S
	CPAs for the Public Interest	Provides just-in-time financial management information to nonprofit staff and board members through free resources and publications. Several are available in PDF format. Sample publications: Tax and Reporting Guide, Make Every Dollar Count: Simple Cash Management for Nonprofit Organizations, The Audit Process.	Charitable nonprofit orgs (or anyone with web access)	S
	CPAs for the Public Interest	Provides online lists of government agencies and nonprofit service organizations in IL; Hot Topics section as well. Topic samples: Board Member's Financial Responsibilities, Government Agencies/Forms, Starting a Nonprofit.	Charitable nonprofit orgs (or anyone with web access)	S

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Library & Resource Ctr Svcs (cont'd)	Donors Forum of Chicago	Publications: Giving in Illinois 2003, In Perspective (survey of nonprofits), How Effective Nonprofits Work, Illinois Nonprofits: Profile of Charities, Advocacy Organizations.	None	S
	Donors Forum of Chicago	Philanthropy Centers in West, Northwest and South suburbs.	None: members and non-members may use library	S
	Donors Forum of Chicago	Research & Trends: Huge amount of information online on charitable giving, philanthropy trends, nonprofits and the economy, public policy research, annual reports, and research on nonprofits.	Depends: some members-only benefits; others open. Orgs must have nonprofit status. Members & nonmembers may use library. Most services are structured around organizations	S
	League of Chicago Theatres	Resource & service provider links to arts & governmental organizations and other professional resources.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O
	Nonprofit Financial Center	Publications and tools available on-site and online. Sample publications: Starting a Nonprofit in Illinois: Do it Right the First Time, other handbooks. Online tools: NFC Financial Analyzer, FAQ, Notable\$ newsletter. Computer lab. Library contains over 500 volumes specializing in nonprofit-specific material and demo packages of popular nonprofit-specific accounting software.	Nonprofit status	S
Networking & Social Events	African American Arts Alliance	Black Excellence Awards: Honoring local and national artists and arts technicians for outstanding achievement. Lifetime Achievement Award, presented to an individual who through his/her life work, has made significant contribution to the promotion, promulgation, and development of Black art & culture.	Connection to African American artistic discipline	O
	Arts & Business Council of Chicago	Annual Awards ("THE ABBYs"): Recognizes management excellence, leadership, volunteerism, and outstanding arts/business partnerships.	Open to all	O

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Networking & Social Events (cont'd)	Chicago Dance & Music Alliance	Chicago Dance Awards (formerly Ruth Page Awards) in Dance Achievement (\$5,000 to a not-for-profit org), Outstanding Contribution, and Lifetime Service to the Field. Anyone may submit nominations; annual presentation, though not all categories may be awarded each year. Awards given at sole discretion of the Chicago Dance Awards Nominating Review Committee and CDMA Board of Directors. Nomination forms online (out of date) due July 1 for excellence in performances taking place between July 1 and June 30 of the previous year.	None	OS
	Chicago Dance & Music Alliance	Membership meetings reviewing community needs.	Membership (indiv or org)	OS
	Chicago Dept of Cultural Affairs	Cultural Network: An informal consortium of local cultural organizations that shares resource information and promotes collaborative programming every six weeks over the lunch hour.	Chicago based arts organization or individual artists	O
	Chicago Dept of Cultural Affairs	Creative Conversations: A new discussion group for emerging arts leaders, developed with Americans for the Arts. Art leaders talk to a small group of emerging arts leaders.	Chicago based arts organization or individual artists	OS
	Donors Forum of Chicago	Dialogue with Donors, Annual Luncheon: combined programming for both DFC members and Forum Partners (most other programming is specifically targeted to either DFC Members (grantmakers) or Forum Partners (orgs), not both groups at the same time.	DFC Member or Forum Partner. Orgs must have nonprofit status	O
	League of Chicago Theatres	Theatre Dish: A quarterly community discussion and networking event for the entire Chicago theater community. Each event changes location, features a speaker or panel, and takes on a different issue pertaining to theatre in Chicago.	Free to anyone in the theatre community.	OS
	League of Chicago Theatres	Annual holiday party: Artists, staff, and board members come together to celebrate successes and brainstorm current issues and initiatives.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O
	Sacred Dance Guild	Member-only video viewings.	Open to all interested	OC

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Production Svcs	Chicago Dept of Cultural Affairs	Gallery 37: Dance studio available for rehearsals & workshops. Storefront Theater may also be used for dance - no rental fees, but up to 15% of box office receipts are kept by venue. Also, ticket prices must be kept to \$15 or less, and master classes must be offered for Gallery 37 apprentice artists. Storefront accepts proposals through Sept 15 for consideration in the coming season's programming. For more information, go to http://www.storefronttheater.org/cgi-bin/storefront/sf2_proposals.cgi .	Chicago based arts organization or individual artists	OC
	Chicago Dept of Cultural Affairs	Rentals of DCA Venues: DCA offers nonprofit rentals of meeting halls and classrooms, etc., for fundraisers and meetings, etc.	Chicago based arts organization or individual artists	O
	Links Hall	Link-Up residency program: Annual selection of 3 young performers/choreographers for 6 month residency that supports in-depth creative process. Performers receive rehearsal space 10 hrs/week, free admission to workshops and performances, informal show opportunities, a fully produced public performance of their work at cycle end. In return, performers assist Links Hall w/ studio upkeep and general services (marketing, e.g.).	No requirements	OCS
	Links Hall	Creative Time: Subsidized rental space. This is the heart of Links Hall. Some one-time and some ongoing rentals. Space is available 24 hours a day.	No requirements	
	Links Hall	Linkages: A performance opportunity, sometimes described as a co-production or co-presentation. Artists receive Friday/Saturday/Sunday night performances; full use of light and sound equipment; dressing room, storage space; 10 hours of tech rehearsal w full box office services; marketing support, including inclusion in program as a Links event.	No requirements	C
	Music and Dance Theater Chicago, Inc.	Discounted daily usage fees and costs of stagehand labor for 1,525 capacity theater.	501(c)3 status	O
Professional Development	African American Arts Alliance	Workshops & seminars on topical issues.	Connection to African American artistic discipline	O
	Arts & Business Council of Chicago	Arts/Business Forums: A thought provoking series of public forums where culture and commerce intersect on a wide range of topics.	Open to all	S
	Arts & Business Council of Chicago	Annual Workshop Series: Business Essentials for the Arts – an educational series for arts professionals and their boards on critical management topics.	Open to all (for a fee)	S

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Professional Development (cont'd)	Arts & Business Council of Chicago	Arts Client Assessment: ABC conducts three one-hour managerial assessments on the 4th Monday of every month. Application, assessment, BVA request, initial match meeting, continuing meetings, exit meeting. Results shared only with arts client. Other steps may follow (BVA, etc.). Targeted more to established organizations, not necessarily individual artists looking to develop an organization.	501(c)3 status for 3 years	C
	Arts & Business Council of Chicago	smARTscope Assessment: A strategic assessment tool offered to small and mid-sized arts groups of all disciplines. The arts group's key internal staff and board members assess their organizational performance on seven managerial areas: concept development & planning, staffing & structure, board governance, income generation, financial management, marketing & audience development, and facilities. Results are tabulated and analyzed, often in conjunction with an independent arts consultant selected especially for the arts group. An initial "discrepancies" meeting occurs to address data oddities, then presentation is made to invited arts staff, ensemble, and board. Targeted more to established organizations, not necessarily individual artists looking to develop an organization.	501c3 status for 3 years	CS
	Chicago Dance & Music Alliance	Workshops exploring important dance/music community issues.	Membership (indiv or org)	O
	Chicago Dance & Music Alliance	Career development information: resume review, counseling on job hunting strategies, more.	Individual membership	CS
	CPAs for the Public Interest	Workshops: Trains nonprofit staff and board members on financial management of nonprofits throughout the year.	Charitable nonprofit organizations of any size	O
	League of Chicago Theatres	CommUnity Conference: Annual, industry-wide, two-day Chicago theater community event, focusing on discussion and seminars.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	OC
	Sacred Dance Guild	Workshops and opportunities to share sacred dances with each other in a supportive environment.	Open to all interested	OCS

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Programming Svcs	African American Arts Alliance	Black Arts Month: Showcases, panel discussions, youth programs and more. Juneteenth Film Festival.	Connection to African American artistic discipline	O
	Black Ensemble Theater	5-play season; community access program, providing free/discounted tickets to 45+ social service and nonprofit organizations that serve populations that might not otherwise have access to theater. New Directions: Uses theater, music & writing to help 45 wards of the state transition from state-chaperoned children to living in group or foster homes, and on to independent adults. Plays with a Purpose: 5 musical plays presented on Chicago's southside, addressing issues related to the classroom environment. Strengthening the Schools through Theater Arts: Uses dramatic arts to increase students' learning & personal skills.	Connection to African American arts	O
	Chicago Dept of Cultural Affairs	Presenting & Booking: DCA books & presents dance companies year round in the Cultural Center and other venues (e.g Millennium Park). Dance related programming includes the Free June-July-August Chicago SummerDance series at Grant Park. Dance lessons, live music & dancing.	Chicago based organization	OC
	International Latino Cultural Center	Chicago Latino Film Festival; co-production of events in other artistic disciplines.	Connection to Latino art & culture	OC
	Puerto Rican Arts Alliance	Cuatro and guitar music lessons; exhibits; Puerto Rican Cuatro Festival; Three Kings Festival.	Connection to Puerto Rican art & culture	O
Purchasing Group Svcs	Chicago Dance & Music Alliance	Cooperative advertising services with discounted rates for advertising on radio stations WBEZ-FM, WDCB-FM & WFMT-FM, and in the Chicago Reader, Chicago Tribune, Daily Herald, and Reader's Guide	Organizational membership	O
	Chicago Dance & Music Alliance	Discounts on concert tickets, recordings, and supplies.	Individual membership	O
	League of Chicago Theatres	Cooperative advertising program with Daily Herald, Chicago Reader, Sun Times, Tribune, WBEZ, Key Magazine, Metromix, New City, and Onion.	Member; Org must be legally incorporated and may be theater or other performing arts group - including dance companies! Must provide minimum of 24 Hot Tix/week/production (16 for venues <100 seats); Current with League dues & debts	O

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Volunteer Recruitment Svcs	Arts & Business Council of Chicago	Business Volunteers for the Arts: Recruits, develops and places experienced business professionals (usually a team of 2-3 people) on management projects. Trains and places teams of business professionals with arts groups on pro bono consulting projects. Project timelines vary from a few weeks to several months. Average volunteer time is 5-10 hours per month. Targeted more to established organizations, not necessarily individual artists looking to develop an organization.	501(c)3 status for 3 years; dedicated person to work with consultant	OC
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