# Puttin' on the Dance 3!

Dancing Forward Together - 2025 - Belfast, Maine

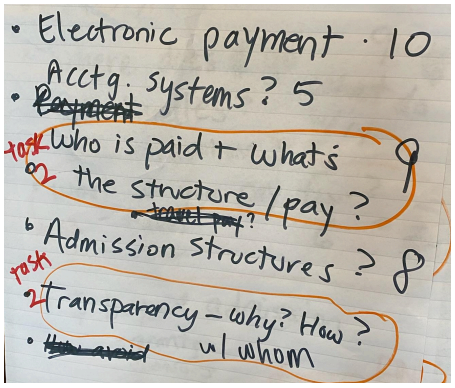
## Managing Finances: No Billionaires? No Problem! Do-Si-Do Your Dough!

**Facilitator: Chrissy Fowler filling in for Zak Spath**

*Zach's description: Managing finances may not be as enjoyable as dancing; but it doesn't have to be stressful either. In this collaborative workshop, we'll look at how to track finances for good decision-making and at metrics to help you plan sustainably. Then, based on the interests of the group, we'll explore topics that might include payment systems, entry fee models, goals beyond breaking even, and creative ways to raise money beyond admissions. Chrissy reminded everyone that there are many good paths to dance organizing nirvana. Our dances are different, in different regions, with different contexts, and different missions, and it is worth remembering that, especially in nonjudgmental and inclusive way. However, it's also useful to hear specifics of what other dances do, to inform our own decision-making.*

**1. Brainstormed topics /questions first:**

Some topics and questions will be embedded in the dance organization/organizers' values vs. other questions are simply factual or nitty gritty. We did a lot of nitty gritty sharing in this session.




**2. Who gets paid and what is the pay structure?**

**Callers:** Wide range of compensation approaches to meet local needs: 140 guaranteed; 150+ bonus; 100+ bonus (30% share of the door); 400 per dance (weekend); other

**Musicians:** Many options for compensation. Same as callers; per person; local get less & out of town gets more (travel), Flat rate plus % of profit; Other

**Sound:** Handled in a variety of ways, some sound providers are paid, others aren't. Compensation ranged from 500 for weekend (no profit sharing); 100 if not open band; same share as callers and musicians; flat rate; 6 volunteers do sound for free, rotate each weekend; Other

**Hall managers:** Most dances don't pay a hall manager or organizer, but a couple of dances do (including a share equal to caller/musician/sound, $15 for half night, flat $100 for the whole evening)

**Dance organization:** Some dances keep admission money for the organization itself, ranging from 10% of the door for the organization, a percentage or portion of any money left after expenses, or a flat amount

**Hall Rental Fee:** A wide range of costs for a hall: 225 per week; 675 per dance; 125, 140, 200, 250, 260, 275, 110-190 sliding scale, other)

**Other payments:** One dance pays the greeter (admission desk person); Another dance has to pay the municipality a license to play amplified music; some dances have costs for insurance, website, promo, dance supplies, etc.

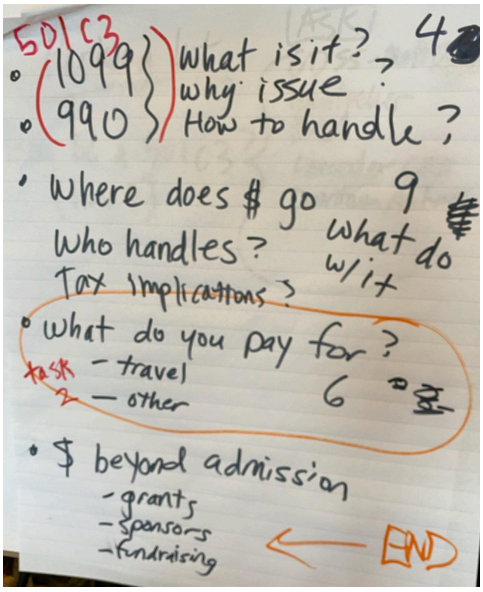
**Question about TRANSPARENCY: Who shares payment structure with the public?**
For one dance, complete transparency is in line with values about trust and honesty, and they provide their specifics as resources for other organizers to use as reference. Participants shared a variety of other approaches to transparency.

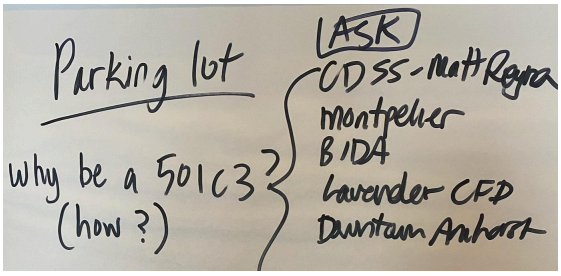
**3. Variety of Admission Structures**

- $15 suggested
- $5 student, 12 suggested- sliding scale
- $5-20 sliding scale (12 suggested)
- $15 suggested
- $5 low income, $12 adult, $20 dance supporter
- $12-20, Students 8, under 12 free
- $5 for teens, $3-5 kids, $5-10 adults
- $5, 15-25, $20 supporter
- $15-25
- **Cash, Check, Paypal, Venmo, point of sale device that takes multiple forms of payment (but costs $ to use)

**4. Money not from admissions**

- External funding can support your mission and vision.
- Fundraising appeals within your dance community
- Go Fund Me to start a dance
- Fundraising Dances
- Private Foundations / philanthropic sources
- People who want to sponsor a dance: for birthday, anniversary, dance weddings
- Grant funding: Most grants require either nonprofit status or a fiscal sponsor. Often there are requirements to qualify and put specifics into the grant app. Wordsmithing your application helps, especially with a skilled grant writer. In your grant apps, explain how community dance helps to improve and enhance multiple aspects of life for our communities: social, face to face interaction between diverse groups of people improves mental and physical health. Be passionate about your reasons for organizing in your grant applications in order to sell what we do. It's all so important!
- Local businesses - Sponsorships for general underwriting; grocery stores give vouchers for food (snacks) to nonprofits and community organizations (might need tax ID number)




**5. Where does the money go (get kept)?**

- Variety of approaches, from organizational bank acct (need an EIN/Tax ID#), to a personal bank account, to a lovely wooden storage box for the money.
- Some groups use accounting software, others use spreadsheets or written documentation, others don't document.