

2024 ANNUAL REPORT

New Ballet Ensemble & School brings children and youth together by providing a professional standard of dance training, regardless of the ability to pay.



Greetings!

Engagement in the arts consistently and positively affects children's lives. Our core business ensures every child has access to opportunity and excellence in a nurturing environment surrounded by peers from all backgrounds. This annual report outlines progress over 2024, illustrating New Ballet's commitment to mission, community, and careful fiscal management.

New Ballet education partnerships grew exponentially in fiscal 2024 with the collaboration among four partners, creating more significant opportunities for reach and impact.

- Women Foundation for a Greater Memphis
- Seeding Success
- Memphis Shelby County Schools
- The Center for Research in Education (CREP)

The Women's Foundation supported New Ballet's work under a five-year strategic plan to reduce poverty in Memphis' highest child poverty zones. New Ballet has served focus zip codes 38126 in South Memphis and 38107 and 38127 in North Memphis. The Full-Service Community Schools grant, collaborating with Seeding Success, Memphis Shelby County Schools, and the U.S. Department of Education funded our work in Frayser and Millington. Through CREP, University of Memphis researchers gathered data from both organizations to [report findings](#).

In February 2024, the New Ballet Teaching and Performing Artists working in service to these communities performed in the Oprah Winfrey Theater at the **National Museum of African American History and Culture** to a well-deserved standing ovation as we celebrated the Nike and Jordan brands' Black Community Commitment grant to youth-serving organizations.

And now, I am privileged to welcome the next generation of leadership. Our new Executive Director, Matthew Best, was once a New Ballet student. His professional non-profit leadership experience in Knoxville has prepared him for this role, and it is my honor to welcome him as I lead our new and exciting growth phase as Chief Strategic Officer (CSO) and Artistic Advisor.

Many thanks to outgoing board members Stanton Brown, Bubba Halliday, Jeni Linkous, and Celia Moore-Phillips! Their contributions over six years have been invaluable. We are also grateful to welcome new and returning board members! Meet them on our [website](#)!

I am pleased to present our 2024 annual report and welcome your feedback. **The best is yet to come!**

Gratefully,

Katie Smythe
Founding CEO and Artistic Director
New Ballet Ensemble & School



3,623

PUBLIC PERFORMANCES ATTENDEES
OVER THREE PRODCUTIONS

25,690

YOUTH IMPACTED

70%

SCHOLARSHIPS AWARDED

16

IN-SCHOOL
PERFORMANCES

11

PATHWAYS SCHOOLS

498

STUDENTS SERVED AT
PATHWAYS & THE STUDIO

12

APPRENTICES

NEW
BALLET
ENSEMBLE
& SCHOOL

GROWTH AT EVERY TURN

Students are nurtured and engaged
through in-school training and
performances at K-12 public schools



Starts with
**Pathways
Program**



**Comprehensive
Training**

Once attending studio
classes, students participate
in a rigorous weekly and daily
training regimen including
rehearsals and performances
and post secondary
opportunities



**Teaching in
Pathways**

Teaching artists earn
progressive salaries
and responsibilities



**Professional
Development**

Teaching Artists learn
to grow and lead while
Guest Master Teachers
and Alums return to
teach/choreograph



**Career
Track**

Progression of students into an
apprenticeship program uniquely
designed for progressive
learning and career entry



**College
Track**

College Counseling and
audition preparation for
BFA and BA programs
around the country
trainee program

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Because of New Ballet, I've had the opportunity to train and network with international Master Guest artists.

The professional standard of training that I received is the reason I was awarded the Chadwick A. Boseman Memorial Scholarship to Howard University. I wouldn't be where I am today without New Ballet.

Candace Parkerson
New Ballet student



I don't know any other place paying dancers to train. I teach in our Pathways classes in schools. Our influence on young people today is so important. I'm able to do a lot within the apprenticeship program.



The school shows are amazing, primarily because it would be difficult to take 600 students to a performance, but we took that one performance to 600 students today at Kingsbury Elementary. We had Pre-K through grades five in our cafetorium, and they experienced the same live performance. This is something that our students will never forget.

Dr. Wynn Earl, Jr. Principal,
Kingsbury Elementary School



New Ballet is a place where you get to learn and develop gifts you didn't know about. Learn about your gift and teach your gift to other people. I've been able to accomplish things that I never thought I would accomplish before.

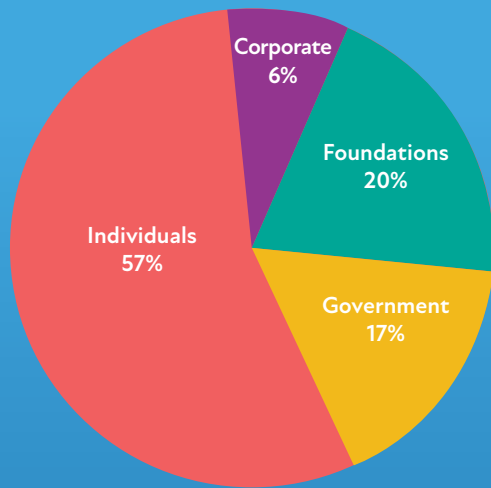
Mykayla Balfour,
New Ballet Teaching and Performing
Artist Apprentice



Roman Neal
New Ballet Alumnus



FY24 CONTRIBUTED INCOME



Total budget FY24 \$1,762,766

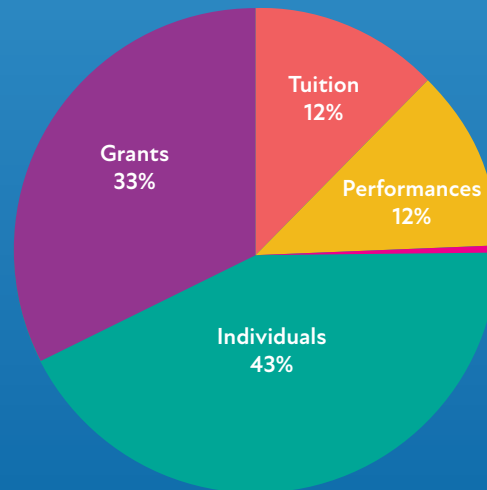
Number of individual donors: 192

| | | |
|--------------------|-----------------------|-----|
| Corporate Giving | \$93,003.00 | 6% |
| Foundation Grants | \$280,550.00 | 20% |
| Government | \$237,700.00 | 17% |
| Individuals | \$806,208.44 | 57% |
| Grand Total | \$1,417,461.44 | |

FY24 INCOME SOURCES

INCOME BREAKDOWN

| | | |
|--|-----------------------|-----|
| Tuition <i>(includes schools)</i> | \$236,777.42 | 12% |
| Performances | \$222,326.25 | 12% |
| Interest Income | \$7,374.52 | 17% |
| Individuals <i>(includes scholarships)</i> | \$816,498.77 | 43% |
| Grants | \$621,253.00 | 33% |
| Grand Total | \$1,904,229.96 | |



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FY24 BOARD OF DIRECTORS



Deborah Northcross
Chairperson
Former Exec. Director, Southeast-
ern Association of Educational
Opportunity Program, Personnel



Marvin Davis
Vice-Chairperson
Owner, Fred L. Davis Insurance
Agency. Former CSM and
CMO, Servicemaster



Stanton Brown
Treasurer
First Horizon Bank
Relationship Manager for
the Asset-Based
Lending Division



Jeni Linkous
Secretary
United Capital
Financial Advisors
Relationship Manager



Calandra Cleveland
Information Technology
(IT) Director and
Consultant, AutoZone



Rob DelPriore
Executive Vice President
MAA



Amber Floyd
General Counsel
Memphis, Shelby County
Airport Authority



Katie Futrell
Events Coordinator
Redeemer Presbyterian Church



Paul Gould
Executive Director, Gould's
Academy & Commercial
Real Estate Liaison



William Halliday
CCO/Principal
SouthernSun Asset
Management



Dr. Brian Ingram
Chief of Communications
Haywood County
Schools, TN



Dustin James
Administrative Director,
Dept. of Global Pediatric
Medicine, St., Jude Children's
Research Hospital



Celia Moore-Phillips
Retired Executive Director
Exceptional Children and
Health Services at Memphis
Shelby County Schools



Nathalie Occean
COO,
MedHaul



Malik Smith
Mid-South Commercial
Lending Credit Analyst,
First Horizon

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The Splawn
Foundation

The Hohenberg
Charity Trust

The Hohenberg
Foundation



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I've watched New Ballet ingeniously encourage all of our young people to become all they can. New Ballet has long done its part to help us realize our full potential as a city, culturally and economically.

— **Henry Turley**

CEO, Henry Turley Company. Lynne and Henry Turley, Giving Ensemble Donors



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