

*The Impact of Dance*  
**Annual Report 2016**



# Founder's Message

Anyone can dance  
if given the chance.

You DO have the ability to achieve your dance goals, no matter what obstacles you may face. If you have the desire in your heart, take every opportunity to embrace your passion. It IS possible to learn, love, and live a dance-filled life!

-Larisa Hall, Executive Director

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# About Us

## Our Mission

Tap Fever Studios provides accessible dance opportunities to people of all ages, with and without disabilities.

We empower students to achieve their goals through the performing arts.

## Our History

Founded in 2008 by Larisa Hall, Tap Fever has become a staple of the Pacific Beach community.

The organization's goal is to provide accessible dance opportunities to anyone with the desire to experience dance.

## Core Programs

- Dance Classes
- Performances
- Dancers with Disabilities
- Community Outreach
- Military Discounts
- Scholarships
- Fee Waivers
- Work-Trade
- Internships
- Assist. Teacher Training

# Needs of Society

## Problems

Most studios are typically geared towards young kids who are excited to dance, but there are many others with the dream dancing. People that are advanced in age, have disabilities, or are struggling financially might want to experience that same joy, but may not have the means, opportunities, or even just the confidence to give it a try.

## Solutions

We will provide inclusive, and adaptive classes, ensuring a quality dance education for all students, regardless of age or ability.

- Grants will be necessary to support fee waivers, scholarships, and free programs.
- Accommodations will be made for all dancers, whenever possible.

# Community Relationships

## Kelly Society: Donors

Tap Fever Studios is still a relatively new organization, and we are working hard to establish a pool of donors, which will help us to support our programs for dancers with disabilities.

## Volunteers

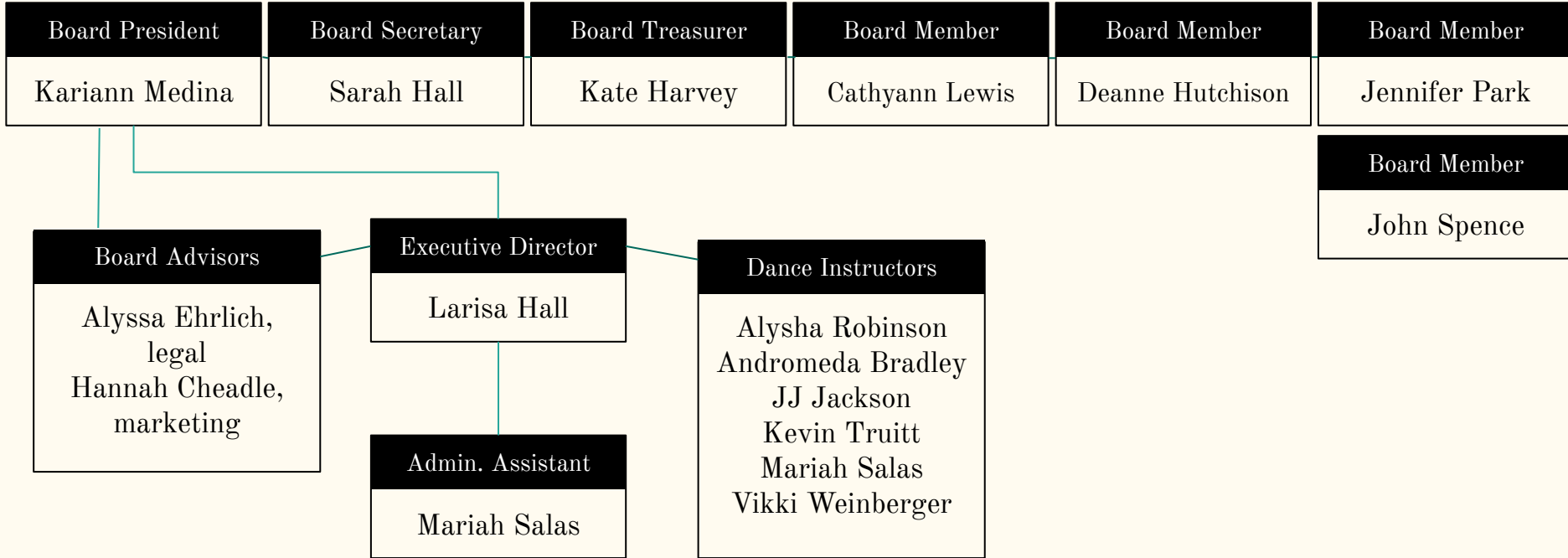
We rely on many volunteers throughout the year, and we are very lucky to have so many who believe in our cause.

- Class assistants
- Recital support
- Studio maintenance

## Partnerships

Our community partnerships include many local non-profit organizations that serve people with disabilities. Our goal is to inspire our neighbors to stay active, and share in the joy of dance!

# The Team



# President's Report

Kariann Medina

Tap Fever has remained committed to developing a curriculum that builds self-esteem and athleticism for dancers of all abilities. Thank you to all of our parents, students, friends, instructors and Board Members who enable Tap Fever Studios to excel. As we move into 2017, we will continue to broaden our scope and develop programs that reach more adults and children.

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# Milestones

After a full year in the new location, attendance has increased.

Started a new monthly dance program with org: Special Needs Playdate

Started a new weekly dance program with org: ARC of San Diego

Jan. 2016

April 2016

April 2016

Sept. 2016

Oct. 2016

Tap Fever Studios' 8-year anniversary of opening.

Attended a seminar at USD on non-profit orgs, to strengthen ours.

# Treasurer's Report

Kate Harvey

The financial statements and funds of the Company are accurate, providing a true and fair view of the company's performance and financial position as of December 31, 2016.

The internal controls exercised by the Company are appropriate and effective in accounting for all of its assets, liabilities, receipts, disbursements, gains and losses.

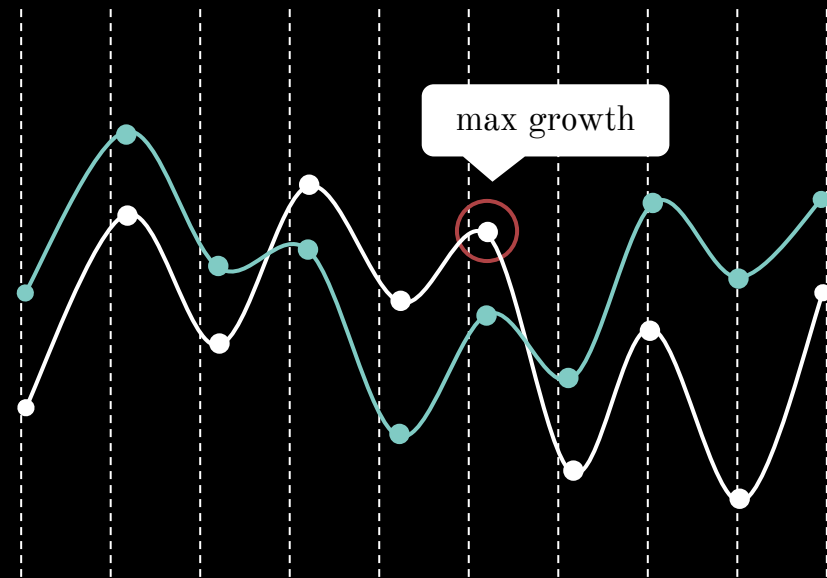
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# Profit & Loss

Gross Profit: \$115,185

Total Expenditures: \$102,826

Impact: 27% sales increase



# Metrics

## Opportunities

Teens are the most difficult age group to recruit because they typically start dance at a younger age. But Tap Fever is situated just blocks from Mission Bay High School. Also, there is a military housing neighborhood right next door, with families that are new to the area.

## Accomplishments

Tap Fever has really reached out into the community to share the joy of dance.

- Taking a plunge into expanding our programs for teens, our enrollment for this age is growing.
- We've also started performing at Senior Living Facilities on a monthly basis.

# Goals

## Financial

### **Expand audience**

We intend to grow our income by at least 9%, which will support more programs for dancers with disabilities.

## Development

### **Up 30-day actives**

- Perform at local senior homes
- Develop hand tapping program
- Reach out to military families

## Programs

### **Increase conversion**

We will open new adaptive dance classes, such as seated dance, and offer them at a very discounted rate, open to the community.