



**2024-2025
SPONSORSHIP
OPPORTUNITIES**



BALLET ARIZONA

WHO WE ARE

Ballet Arizona annually engages 85,000+ individuals through:

- Six full productions by our professional company performed at the Phoenix Symphony Hall, Orpheum Theater, and Desert Botanical Garden
- High-quality dance instruction for children and adults (ages 3 to 83) of all skill levels, with open classes for adults
- Community engagement programming that removes barriers to participation and fosters the love of ballet, especially for those traditionally excluded or underrepresented.

Our Mission

Ignite the human spirit through the magic of dance

Our Vision

Ballet for everyone

Our Values

Tenacity – No matter what obstacle we face, we make art happen.

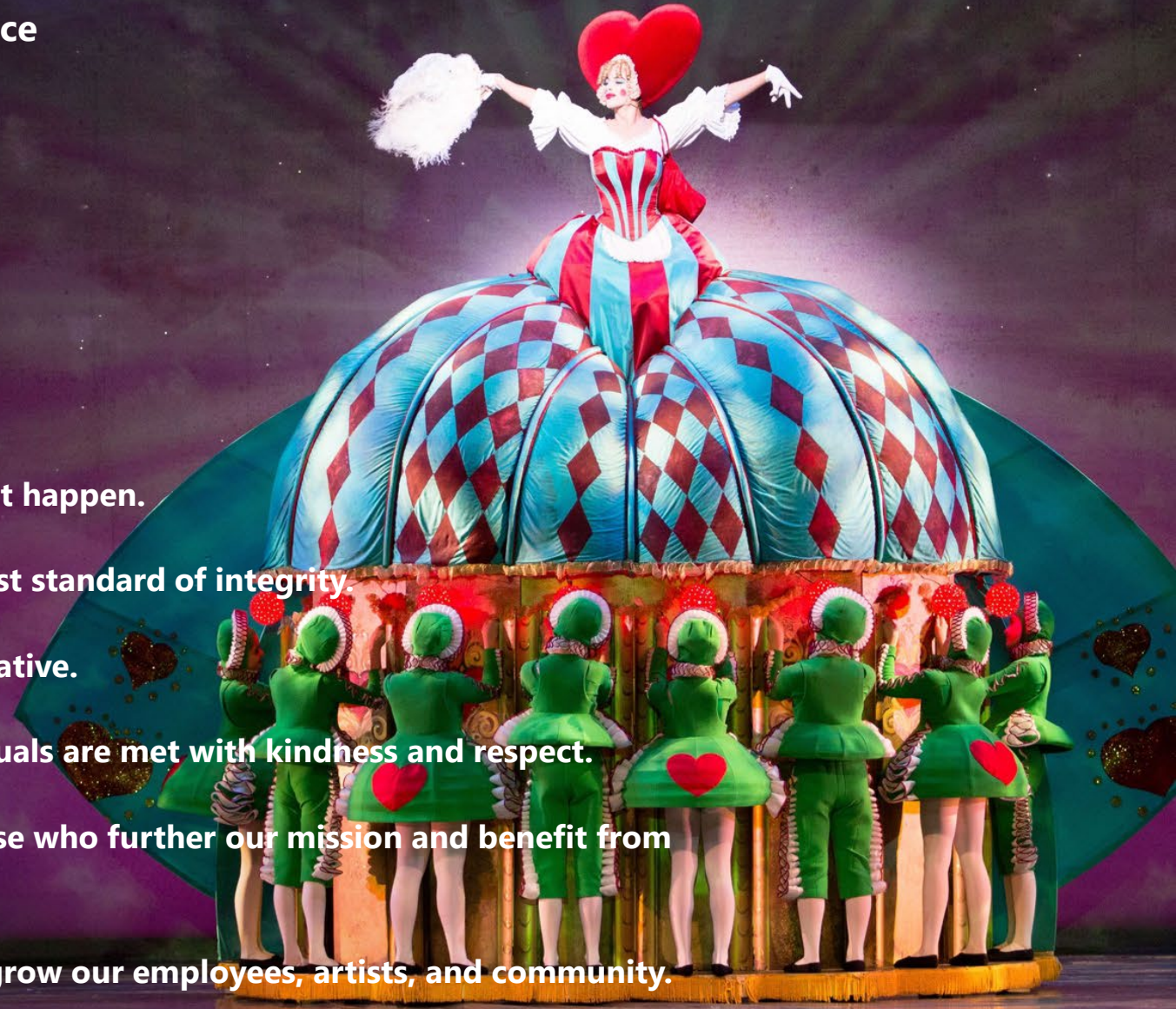
Integrity – We hold everything we produce to the highest standard of integrity.

Creativity – An artistic organization is nothing if not creative.

Belonging – We strive to create a space in which individuals are met with kindness and respect.

Gratitude – We are grateful for the generosity of all those who further our mission and benefit from our mission.

Nurturing People – We continue to develop talent and grow our employees, artists, and community.



Ballet Arizona's The Nutcracker. Choreography by Ib Andersen. Photo by Alexander Iziliaev.

BALLEt ARIZONA LEADERSHIP

Daniela Cardim will assume the Artistic Director appointment beginning July 1. Cardim will be the first woman to hold the position and the fourth artistic director for the organization, succeeding Ib Andersen's 24 years of leadership. Cardim began her celebrated career as a dancer at Ballet of Municipal Theatre of Rio de Janeiro in 1994 then joined the Dutch National Ballet in 1999, rising to distinction in the company, and subsequently performing a vast repertoire. Over the course of her career, Cardim has choreographed works for a myriad of internationally recognized ballet companies. After retiring as a dancer in 2010, Cardim completed an honors bachelor's in arts management at London South Bank University. Since 2013, Cardim has served in a variety of leadership roles at the New English Ballet Theatre in London starting as a project manager, followed by a promotion to company and general manager in 2014, and to assistant director in 2022.



Daniela Cardim, Artistic Director



Jami Kozemczak, Executive Director

Jami Kozemczak was appointed Executive Director for Ballet Arizona in May 2022, after having served as the Director of Development since 2015. Kozemczak works to advance the organization through a people-centered leadership model that focuses on building culture, expanding programs, and increasing revenue generation. During her tenure, the organization has successfully implemented a culture of philanthropy that permeates throughout the organization. She has 15 years of experience in arts non-profit management includes fundraising, public relations, communications, donor relations, and marketing.

BALLET ARIZONA 2024-2025 BOARD OF DIRECTORS



Curtis Smith
Board Chair
Northern Trust



Paul Hommert
Board Vice Chair
Community Volunteer



Ashley Case
Board Secretary
Tiffany & Bosco, P.A.



Frederick C. Corey
Board Treasurer
Community Volunteer

Carey Anthony - Venjuris, P.C.

Doug Ball - Community Volunteer

Kristen Boilini - Pivotal Policy Consulting LLC

Mike Bolar - Stoker Ostler

Steven Douglass - National Bank of Arizona

Heba Fayed Nusairat - Peninsula Dance Academy

Stephen Hardy - Community Volunteer

Eleni Hauptman - Plattner, Schneidman & Schneider, P.C.

Jennifer Holsman Tetreault - TPI Composites

Kat Hurd - Saluda Medical

Camila Ibarra - Burns & McDonnell

Barbara Katz - The Katz Company EMC, Inc.

John Kinser - Enterprise Bank & Trust

Sarah Kist - APS

Karen Jurichko Lowell - Lewis Roca

Mary Ann Luciano - Community Volunteer

Kara Montalvo - Salt River Project

Veronica Moore - Blue Cross Blue Shield of Arizona

Christel Mosby - Grand Canyon Education

Tracy Olson - Snell & Wilmer

Kim Paltzik - Community Volunteer

Merle Rosskam - Community Volunteer

Carla Steiner Cohen - Community Volunteer

Joan Berry - Board Member Emerita

Jacque Dorrance - Board Member Emerita

Jerry Harden* - Board Member Emeritus

Gwen Hillis - Chairman Emerita

Barbara Ottosen - Board Member Emerita

Carol Schilling - Board Chairman Emerita

David Thompson - Board Member Emeritus

Carol Whiteman* - Board Member Emerita

*** In Memoriam**

BALLET ARIZONA 2023-2024 Sponsors



PV Rotary Club



Margaret T. Morris Foundation



The Virginia M. Ullman Foundation



William L. and Ruth T. Pendleton Memorial Fund



In-kind Sponsors



2024-2025 Ballet Arizona Season

Ballet Arizona contributes to a vibrant arts scene in the Phoenix Metro area through our six annual productions presented at the Orpheum Theater, Phoenix Symphony Hall, and the Desert Botanical Garden. Our productions reach more than 60,000 audience members, representing the full spectrum of ages, ethnicities, genders, sexualities, and socio-economic status.

Our talented Company of 30 professional dancers and pre-professional Studio Company of 20 dancers perform both classical and contemporary choreography.



Swan Lake

October 24-27, 2024



Spring Mix

March 27-30, 2025



The Nutcracker

December 6-24, 2024



All Balanchine

May 1-4, 2025



Frida

February 13-16, 2025



Eroica

May 13-31, 2025

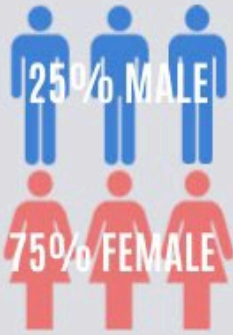


BALLET ARIZONA DEMOGRAPHICS

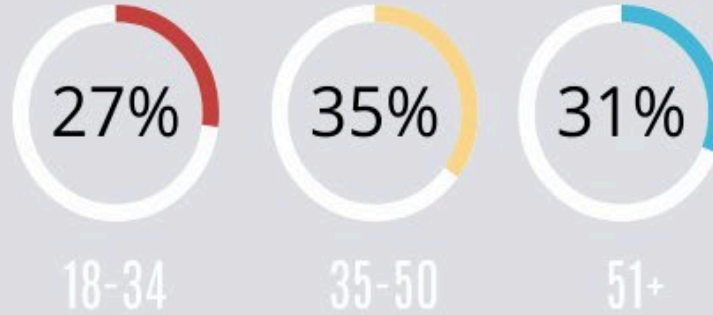


WHO ARE OUR ATTENDEES?

GENDER



AGE

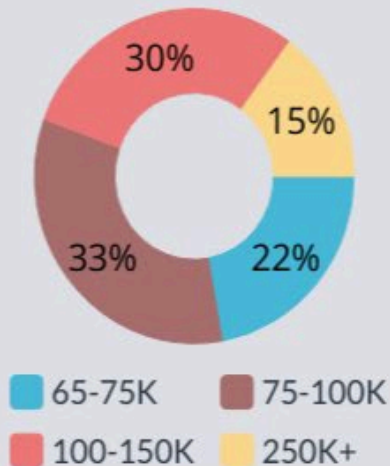


54% MARRIED

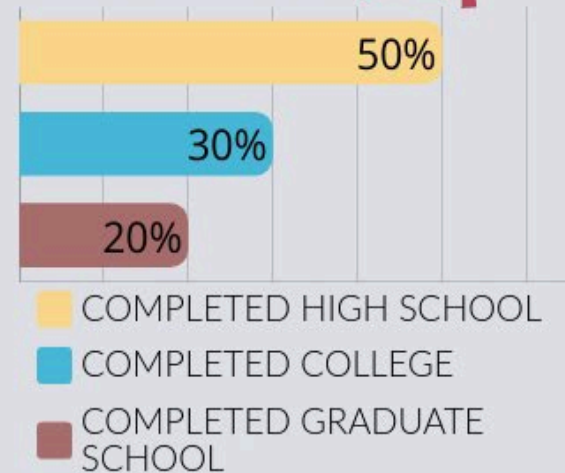


57% HAVE CHILDREN

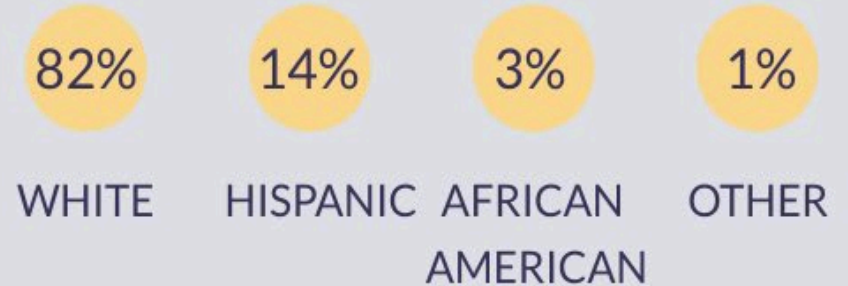
HH INCOME



EDUCATION



ETHNICITY



FRIDA

U.S. Premiere

February 13-16, 2025

*with The Phoenix Symphony
at Symphony Hall*

Choreography: Annabelle Lopez Ochoa

Music: Peter Salem – Frida (2020)

A powerful retelling of Frida Kahlo's life story. The poignant, painful, and magical world of the celebrated Mexican painter comes to life. Audiences will see Kahlo's motifs, painting, and dreams reimagined through dance and woven with her story.

Performance Dates:

Thursday, February 13, 7pm

Friday, February 14, 7:30pm

Saturday, February 15, 2pm & 7:30pm

Sunday, February 15, 1pm & 5:30pm



Photo © Hans Gerritsen. Courtesy of Dutch National Ballet

*Produced by:
Jacquie & Bennett Dorrance
Bob Benson*

2024-2025 SEASON SPONSORSHIP OPPORTUNITIES & BENEFITS

Contribution Level	\$100,000	\$50,000	\$25,000	\$15,000	\$10,000	\$5,000	\$2,500
<i>Tax-Deductible Portion</i>	\$94,660	\$46,440	\$22,330	\$13,220	\$8,576	\$4,110	\$1,966
Recognition and Access to Audience							
Name announced in pre-performance remarks as Performance Sponsor	X	X	X	X	X	X	X
Logo/name listed on institutional donor page of program	LOGO	LOGO	LOGO	LOGO	LOGO	NAME	NAME
Hyper-linked Logo on website	X	X	X	X	X	X	X
Name listed on lobby signage & video display	X	X	X	X	X	X	
Social media sponsor recognition	X	X	X	X	X	X	
Logo/name listed in print ads & promotional postcards	LOGO	LOGO	LOGO	LOGO	NAME		
Logo on title page of program	X	X	X	X	X		
Logo on promotional e-communications	X	X	X	X			
Message from sponsor CEO in printed program	X	X	X	X			
Custom lobby video	X	X					
Customized guest experience of sponsor's choice	X	X					

2024-2025 SEASON SPONSORSHIP OPPORTUNITIES & BENEFITS

Contribution Level	\$100,000	\$50,000	\$25,000	\$15,000	\$10,000	\$5,000	\$2,500
<i>Tax-Deductible Portion</i>	\$94,660	\$46,440	\$22,330	\$13,220	\$8,576	\$4,110	\$1,966
Client / Employee Entertainment and Hospitality							
Complimentary tickets to Opening Night	60	40	30	20	16	10	6
Season Tickets Package**	X	X	X	X	X	X	
Private reception (at sponsor's expense)	X	X	X	X	X	X	
Host your employees holiday luncheon/rehearsal viewing at Ballet Arizona studios (at sponsor's expense)	X	X	X	X	X		
Employee & company discount to 2024-2025 performances (excluding <i>The Nutcracker</i> and <i>Eroica</i>)***	15%	15%	15%	15%			
Group tours of Ballet Arizona costume shop & backstage	X	X	X				
60 guests attend dress rehearsal	X						

Benefits subject to change. Certain deadlines apply for inclusion in collateral materials. * NA indicates that a benefit of greater value is substituted. ** Sponsors may choose to waive receipt of complimentary tickets in order to deduct the full value of their sponsorship. If the Sponsor chooses to receive subscription packages as a benefit, this will decrease the tax-deductible portion of the sponsorship. *** Complimentary tickets to *The Nutcracker*, *School* and *Desert Botanical Garden* performances excluded. *Desert Botanical Garden* sponsors will receive discounted tickets to *Desert Botanical Garden* performances.

BALLET ARIZONA COMMUNITY ENGAGEMENT



Bringing Dance to the Desert

Ballet Arizona's Community Engagement department offers after-school arts education programs, free community performances, events, and dance classes for all populations.



Butler Foundation



ESTRELLA

GRAND CANYON UNIVERSITY



THE KEMPER AND ETHEL MARLEY FOUNDATION





BALLET UNDER THE STARS

Ballet Arizona's flagship community program

- 10,000-16,000 individuals attend annually
- 6 different parks across the Valley
- Class Act Program – 70+ students
- 28 years of FREE performances

Photo by David Knox. Ballet Arizona's Class Act program at Ballet Under the Stars.

Every September, Ballet Arizona travels to parks across Maricopa County to present a gift to the residents of the surrounding communities...a free ballet performance!

During our Ballet Under the Stars performances, attendees experience fully staged performances of contemporary to classical ballet excerpts. Free and open to the public, Ballet Under the Stars allows Arizona communities to enjoy dance in a unique outdoor setting complete with a stage, lighting, costumes, and beautiful Arizona weather.

The shows also highlight our *Class Act* program, where children from local schools learn dance and choreography. The program culminates with the children performing on stage for their families and community.

Ballet Under the Stars is supported by:



City of Phoenix
PHOENIX OFFICE OF ARTS AND CULTURE



BALLET UNDER THE STARS

Sponsorship recognition begins at \$2,500

Promotional:

- Logo recognition on Ballet Under the Stars promotional postcard mailed to 5,000 subscribers (\$5,000+)

On-site:

- Sponsor recognition from the stage during introductory remarks
- Opportunity to have banner displayed on stage
- Opportunity to have a tabling display at event – *tent, table and staff provided by sponsoring organization*

Print:

- Logo recognition in the Ballet Under the Stars program book
- Logo recognition as a Community Engagement sponsor in all 2024-2025 main stage performance programs (60,000 attendees)

Digital:

- Logo inclusion on the Ballet Under the Stars webpage on Balletaz.org website
- Logo inclusion in four (4) Ballet Under the Stars promotional emails sent to database of 55,000 subscribers (\$5,000+)
- Sponsor recognition in three (3) social media posts (including Facebook, Instagram and Twitter) (\$5,000+)



Welcome to Ballet Under the Stars
September 23 – 30, 2023
All performances start at 7 pm and are FREE and open to the public.

Thank you for joining us for Ballet Arizona's annual Ballet Under the Stars performance.
Scan the QR code below to view casting information, learn more about Ballet Arizona and how to support more programs like this!

Scan the QR Code for a chance to win FREE tickets and more!

Justin Gabriel
Choreography: Jo Andersen
Music: Written and performed by Alberto Aguilera Valdez (Juan Gabriel)
© Universal Music Publishing Group, Inc. © Sony Music. Used by permission.
Costume Design: Carla Fernandez | Costumes by Carla Fernandez & Ballet Arizona Costume Shop

The Nutcracker
Choreography: Jo Andersen
Music: Composed by Pyotr Tchaikovsky. © Concord Music Group, Inc. Used by permission.
Performed by: Lincoln Symphony Orchestra
Conceived by: Sir Charles Mackerras, CD-80937. © 1986, Telarc, used by permission.
Costume Design: Fabio Tosiati

Class Act
Class Act is a project that combines the experience and mentorship of Ballet Arizona's professional dancers with the creative imagination of students from local schools to create, choreograph, and perform new dance works.
9/23 Don Menendez School
9/28 McDowell Mountain Elementary School
9/29 Altamira Traditional School

Under the direction of Ballet Arizona's Community Engagement Department and Ballet Arizona's professional dancers, participating students are guided to flex their creative muscles and explore the creative process of dance. Working together, the dancers and the students create an original work that is performed on stage at Ballet Under the Stars for their community!

Class Act is underwritten by Jon Benjamin and Lameka Owens

A community program supported by:

The Four Temperaments
Choreography: George Balanchine © The Balanchine Trust
Staged by Ben Yuys
Music: Composed by Paul Hindemith
Used by arrangement with European American Music Distributors Company, sole US and Canadian agent for Schott Music GmbH & Co., publisher and copyright owner.

CLASS ACT



- Class Act provides children in local communities with opportunities to dance, choreograph, and interact with Ballet Arizona's own professional dancers.
- Presented in partnership with Ballet Under the Stars, Class Act is a 3 week dance program that is open to local elementary and middle school students.
- Our professional dancers travel to participating schools to teach classical ballet and choreography concepts, while preparing students to perform their new work at their neighborhood's Ballet Under the Stars community performance.
- 72 local elementary school children participated in 2023-2024



STUDENT MATINEES

- Student Matinees are a field trip opportunity to the theater to see a section of one of Ballet Arizona's mainstage productions.
- Student Matinee attendees will see one act of one of our regular season productions, suitable for students of all grade levels.
- Students will get to participate in a Q&A "Meet the Dancers" session.
- Educators will have access to a Digital Behind the Scenes Adventure study guide as well as other downloadable enhancement materials for teachers to prepare their students for the ballet.
- 13,450+ students, teachers and chaperones attend Student Matinees each season
- New for the 2024-2025 Ballet Arizona is offering transportation stipends to better support Title I schools efforts to attend.



DANCEAZ SCHOOL RESIDENCIES

- Ballet Arizona teaching artists visit partner schools twice a week for 9 weeks where students learn by active participation, self-discovery, and reflection. Participating students learn the basics of ballet and choreography as they work toward a community performance to showcase what they have accomplished.
- Current Title I Elementary School partners are:
 - Kenilworth Elementary School
 - Don Mensendick School
 - Scales Technology Academy
 - Wilson Primary School
 - Sanborn Elementary
 - Herrera School for the Arts and Dual Language
 - Sundance Elementary
 - Wilson Elementary



PERFORMANCE HOUR


- Performance Hour gives students and community groups a glimpse into the behind the scenes of a professional ballet company! This program is an immersive arts experience that allows attendees to examine all of the working parts of our organization that help bring the magic to the stage.
- Each Performance Hour event features:
 - Tour and discussion of the administrative, costume, and production facilities
 - A movement experience
 - A ballet class demonstration by the Ballet Arizona Studio Company
 - A preview of upcoming works by Ballet Arizona's professional company dancers



ANGEL NIGHTS

- The holiday season is a magical time of year, filled with family and friends, and celebrating traditions, new and old. For Ballet Arizona, our favorite tradition is The Nutcracker Angel Night opens our holiday performance to 2,100+ children and families.
- We believe that the arts and a single performance can change lives. As a Ballet Arizona Angel, you create those life-changing moments by removing financial barriers, so that people across Arizona may experience the magic of dance for FREE!
- Through partnerships with 90 local nonprofit and service agencies our Community Angel Night performances reached I reach more than 4,250 children and families.

I know you worked real hard on this performance, so I wanted to wish you the best of luck. Also I love doing dance, Good Luck!

-scarlett 

P.S. MERRY CHRISTMAS!

90
ORGANIZATIONS
participated in Angel Night



"We were able to bring along with us my granddaughter's great grandma who is 89. The great grandma had never been to a ballet performance in her life and she said it reminded her of being a small child dreaming about the world of ballet."

- Angel Night Partner

ANGEL NIGHTS

- The holiday season is a magical time of year, filled with family and friends, and celebrating traditions, new and old. For Ballet Arizona, our favorite tradition is The Nutcracker Angel Night opens our holiday performance to 2,100+ children and families.
- We believe that the arts and a single performance can change lives. As a Ballet Arizona Angel, you create those life-changing moments by removing financial barriers, so that people across Arizona may experience the magic of dance for FREE!
- Through partnerships with 90 local nonprofit and service agencies our Community Angel Night performances reached 1 reach more than 4,250 children and families.





ADAPTIVE DANCE

- Ballet Arizona's Community Engagement department and The School of Ballet Arizona are proud to offer an Adaptive Dance program for children ages 5-22!
- The Adaptive Dance Program at Ballet Arizona is designed to create a class environment that is sensitive to the needs of students with Down syndrome while nurturing their self-expression and developing their movement, social, and rhythmic skills.

NATIVE AMERICAN HOOP DANCE



- International Hoop Dancer, Eva Bighorse (Navajo) is partnering with Ballet Arizona to offer **free** hoop dance classes to Native American youth (ages 8 – 12) in the Phoenix metro area.
- The art of hoop dance honors the cultural traditions from multiple Indigenous communities that first employed hoop dance as a healing ceremony. Today, hoop dance is shared as an artistic expression to celebrate and honor Indigenous traditions throughout the U.S. and Canada. Passed down from one generation to the next, hoop dancing communicates individual and tribal stories using hoops to create symbols and depict animals of great meaning in Native communities. The continuous circle of the hoops symbolizes the circle of life and the continual changing of the seasons.

2024-2025 CORPORATE VOLUNTEER OPPORTUNITIES

Ballet Under the Stars

Description: A rare gift is given to families and friends throughout the Greater Phoenix community: the gift of beautiful ballet performed at various parks under the desert stars. Ballet Arizona presents up to five fully-staged performances in local area parks for families each year, reaching an audience of over 10,000.

Volunteer Count: Up to 12 Volunteers

Location: Peoria, Glendale, Fountain Hills, Goodyear, Chandler, Phoenix

Timeframe: September 2024

The Nutcracker Community Angel Night

Description: A night dedicated to up to 6,000 local at-risk and underserved children and families served by 90 social service agencies to attend performances.

Volunteer Count: Up to 10 Volunteers

Location: Symphony Hall (75 N 2nd St, Phoenix, AZ)

Timeframe: December 2024

The Nutcracker

Description: Share the holiday spirit with thousands of guests in a grand fashion with this holiday classic.

Volunteer Count: Up to 10 Volunteers

Location: Symphony Hall (75 N 2nd St, Phoenix, AZ)

Timeframe: December 2024

Student Matinees

Description: Light the first spark of a lifelong love of dance among over 7,000 K-12 children who enjoy 60-minute programs at Symphony Hall.

Volunteer Count: Up to 8 Volunteers

Location: Symphony Hall (75 N 2nd St, Phoenix, AZ)

Timeframe: October & December 2024, February & May 2025

Performance Hour

Description: Give K-12 students from Title 1 Schools an immersive arts experience that allows them to examine all of the working parts of our organization.

Volunteer Count: Up to 8 Volunteers

Location: Ballet Arizona (2835 E Washington St, Phoenix, AZ)

Timeframe: October & December 2024, February & May 2025

An Evening at Desert Botanical Garden

Description: Welcome people who travel near and far to watch Ballet with the backdrop of the desert landscape and the setting sun.

Volunteer Count: Up to 15 Volunteers

Location: Desert Botanical Garden (1201 N Galvin Pkwy, Phoenix, AZ)

Timeframe: May 2025



Photo courtesy of Act One

**THANK YOU for
helping Ballet Arizona
ignite the human
spirit through the
magic of dance.**

Should you have any questions about Ballet Arizona Sponsorship Opportunities, please contact:

Steven Henderson
Director of Philanthropy
602-343-6520

shenderson@balletaz.org

Sasha Vincett
Corporate & Foundation Manger
602-343-6522

svincett@balletaz.org