



December 20, 2011

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The Arts & Business Council mission is to develop more creative partnerships between the arts and business communities in New York. We enhance the business skills of the arts sector and the creative engagement of the business sector. We engage, as volunteers, smart people who care about the arts. And we develop leaders in the business of the arts, for people entering the arts field and for those already making a difference.

Light a Candle

'Tis the Season. Happy Chanukah, Winter Solstice, and Christmas to you, our readers, casual or regular.

Time of year for these and other holidays, for the gathering of year-end gifts, and maybe even a little time off? (The Arts & Business office will clang shut this Friday, December 23, and re-open on Tuesday, January 3. This is the last e-news of 2011.)

Time to illuminate/reflect upon your hard-won triumphs of 2011. At ABC/NY, I'm so proud of so much work by my staff and board and, overwhelmingly, our hundreds of constituents (read: **you**). Just one example: do you know the tiny but loud organization Make Music New York? For a handful of years, they have engaged New Yorkers in celebrating the Summer Solstice with an improbable and growing assortment of musical concerts (of every size, in every borough, in every discipline—like ABC/NY's own service). We have been privileged to help them in the business side of their art, securing a summer intern (thereby kind of doubling their full-time staff) and a chairman for their board of directors. This year—in fact, tomorrow—they have expanded their programming and organized a dozen parades in [celebration of the Winter Solstice](#).

Time to set performance goals (or you can call them New Year's Resolutions) for 2012. [Let us help you achieve them](#)—check out what we offer in arts membership and business

membership. One of the accomplishments for ABC/NY this year was the introduction of this "column," this editorial introduction to our e-news. And, just as important, some great feedback from you. My own message for 2012 comes through loud and clear from the geographically unlikely source of Jennifer Marsh, who runs [The Dream Rocket Project](#) (!!) in Topeka, Kansas:

"Will: I enjoy hearing your perspective on business and activism. You tell us emerging nonprofits, 'Don't give up, don't give up, don't give up.'"

Don't give up: light a candle to your past triumphs. Don't give up: light a candle to your future transformation. Don't give up.

Best wishes for the success of *your* supernatural extra brilliant intelligent kindness in 2012,

from the merry band at ABC/NY,

*Will Maitland Weiss
Karen Zornow Leiding
Fran Smyth
Stephanie Dockery*

Eight Candles, Eight Bullets

Why renew your nonprofit arts membership with the Arts & Business Council for 2012?

- **Business volunteers.** Need help creating a marketing plan? Advice on a legal or real estate issue? Assistance with fundraising and special events? Your important project(s), their *pro bono*, business-based solutions.
- **Board members.** We recruit and train them, and motivate them to join *your* board.
- **Smart, savvy summer interns.** Our Multicultural Internship program places undergraduates with select arts organizations. We find and screen them, match them with business mentors, and they do *your* work.
- **Connection to 1,700+ Emerging Leaders of New York Arts** via our ELNYA listserv. Post *your* professional development and job opportunities to our list and watch them go viral.
- **Executive education.** Our Arts Leadership Institute gives a select group of mid-career arts staff the tools they need to succeed *to* and succeed *in* executive positions. "*The incredible array of perspectives presented was valuable; how they were presented was also an amazing learning experience. Reality is what I get at ALI every day. My whole mindset is changing. I love it.*" Who on *your* staff will benefit from joining this club?
- **Professional development** for *all* your staff, including two free webinars in 2012 on topics such as audience engagement, sponsorship, and press/PR.
- **Networking with arts colleagues from all disciplines and with business people who will love you.** A minimum of three networking Happy Hours in 2012; admission for arts *and* business members is free! Our wine, *your* opportunity.
- **Encore!** Mark your calendar for more networking on Tuesday, June 19, 2012. ABC/NY's annual Encore Awards honor and encourage arts/business partnerships, excellence in arts management, and creative volunteers. *Your* tickets cost less.

These benefits are exclusive to ABC/NY members.

We serve every arts discipline, large and small, in every borough. Activate your membership today by visiting www.artsandbusiness-ny.org/join, OR contact [Stephanie Dockery](mailto:Stephanie.Dockery) at 212.279.5910 x1124 to join or to ask any questions.

Grants in Emerging Fields, Literature, and Performing Arts

Creative Capital

On February 1, 2012, Creative Capital will begin accepting online Letters of Inquiry for grants in Emerging Fields, Literature, and Performing Arts. The Inquiry Form will be open until March 1. Selected grantees will receive up to \$50,000 in direct support and a suite of services valued at more than \$40,000. [Read the grant guidelines](#) and learn more about the application process, or attend an in-person or online [information session](#).

Creative Capital provides integrated financial and advisory support to artists pursuing innovative and adventurous projects. Acting as a catalyst for the development of exceptional and imaginative ideas, they support artists whose work is provocative, timely and relevant; who are deeply engaged with their art forms and demonstrate a rigorous commitment to their craft, yet are also boldly original and push the boundaries of their genre; who create work that carries the potential to reshape the cultural landscape.

To be eligible to apply, an artist must be:

- * A U.S. citizen or permanent legal resident
- * At least 25 years old
- * A working artist with at least five years of professional experience
- * Not a full-time student

Questions? Visit www.creative-capital.org/apply or email grants@creative-capital.org.

Back, By Popular Demand

Last week, this e-communication saluted the Green:Inspired:Art contest held at [Tekserve](#).

We tipped our cap to one of the contest's judges, Dorothy Twining Globus, Curator of Exhibitions at the Museum of Arts and Design, but not the other, who was Materials for the Arts Executive Director Harriet Taub.

Want to be a part of our next arts-making contest? Friday, April 20 (that's just before Earth Day!), at the Museum of Art & Design itself. Yes? More info? Contact Fran Smyth at fsmyth@artsandbusiness-ny.org or 212.279.5910 x1122.



Above: winning team: Lower East Side Ecology Center
Below: Tekserve at work

Links We Like

As we're starting to think about New Year's resolutions, here are tips on what you *can do* and what you *should stop doing* in order to work smarter in 2012!

[7 Things Highly Productive People Do](#)

[Five Things You Should Stop Doing in 2012](#)



Friends & Frenemies



One of the [top reasons people unfriend people on Facebook](#) is "depressing comments." And if you've spent any time reading Will Maitland Weiss' newsletter intros, you'll know that we at ABC/NY are anything BUT depressing. We're job postings, we're advocacy updates, we're free tickets and discount offers. Check out [our Facebook page](#) for uplifting and thought-provoking info you won't see in this newsletter. Like us on Facebook—you don't have to have an account to [view our page](#).

"The Lord loveth a cheerful giver. He also accepteth from a grouch." ~Catherine Hall

Want to make your heart grow three sizes this day? Please make a [tax-deductible contribution](#) to help ABC/NY continue its work serving arts organizations of every size and every discipline in every borough today.

DONATE NOW