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ABC/NY's mission is to develop more creative partnerships between the arts and business communities in New York, enhancing the business skills of the arts sector and the creative engagement of the business sector. ABC/NY provides programming in volunteer and leadership development, and builds and celebrates the arts' role in New York's economic revitalization.

Lucky Day

I'm a lucky guy.

No, really. Monday night, I was at Cipriani 42nd Street. The Americans for the Arts annual [National Arts Awards](#); lots of people in black tie or wow dresses, in that marbled, gilt, former-bank space. Jenny Holzer got a prize, and I wanted her to open her mouth and for a perfect aphorism (celebrating creativity *and* illuminating Occupy Wall Street?) to burst forth in LED. Didn't happen, though she did say, to the assembled troops, "I remain unconvinced of my own contribution to the arts but not about yours." And I think she's amazing. My ABC/NY table was graced by American Express, the Cultural Strategies Institute, Wave Hill, the Municipal Art Society, and one of our Emerging Leaders of NY Arts co-chairs; more wow. Everyone made really short speeches, and the dessert was those little chocolate cakes where the center is still warm and molten.

Tuesday, [Arts Leadership Institute](#) all day, down at American Express. Ed Henry, who has

taken time out from being the remarkable president and CEO of the Doris Duke Charitable Foundation to do this before, made financial management and decision making feel easy and constructive. Americans for the Arts CEO Bob Lynch, fresh (however worn) from the National Arts Awards triumph, shared his take on all-the-arts-for-all-the-people since 25,000BC, acknowledging some setbacks, here in America, in 1492, 1620, and the 21st century, but illuminated what AFTA is doing to rally strategic alliances and resources. Then, Damian Bazadona, founder and CEO of [Situation Interactive](#), blew the top off of the possibilities for digital communications. (Respond to online discourse about your service not your product. "If you say you listen, you must act.") And executive coach Rosemary Sykes got everybody on their feet, perfecting their elevator speeches and presentation skills. (Visual, vocal, verbal. Plan, prepare, practice.)

Wait, there's more: on Tuesday evening, I was privileged to moderate a panel on leadership for an [Emerging Leaders](#) "Creative Conversation" at NY Public Radio's so-cool Greene Space. Six smart exec and board members on stage, from Artist As Citizen, Colt Coeur, Doug Varone and Dancers, and Studio 42, talking about the roles and responsibilities of staff leadership and volunteer leadership. Six times six more smart people in the audience, asking the right questions. The answers include evolution and expanding beyond the limits of the inner circle's wallets and expertise. Fiduciary responsibility. Eyes out-of-the-weeds and on-the-long-term-future-prize. Transparent communication. Realizing vision. Passion (staff) and passion (board).

So, if you had no idea what the Arts & Business Council does, now you do. Not every 24 hours is packed with this much good stuff, but on some lucky days, yes. Wish you had been there, all of the above.

—Will Maitland Weiss, Executive Director

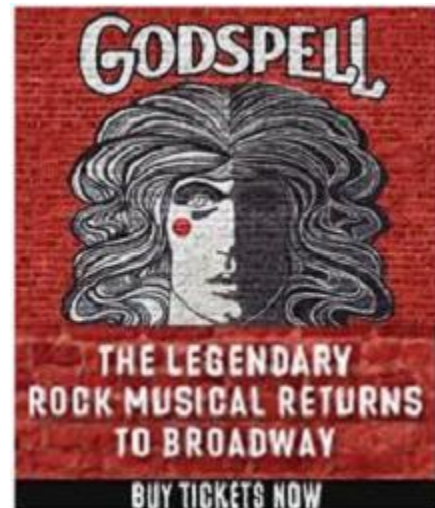
Good News

Join ABC/NY for an exclusive evening with producer Ken Davenport, cocktails and hors d'oeuvres, and a performance of one of the greatest stories ever sung. The eagerly anticipated modern revival of the classic rock musical [Godspell](#) has begun previews, and the tweets are in! [Read what people are saying](#) about this exuberant show.

Wednesday, October 26, 2011

6:00 – 7:45 p.m. pre-show reception
Fountain Gallery, 702 Ninth Ave. at 48th St.

8:00 p.m. performance
Circle in the Square Theater, W. 50th St. between
8th Ave. & Broadway



Tickets: \$250 (includes \$150 tax-deductible contribution to ABC/NY)

For information and reservations, contact Karen Zornow Leiding at KZL@artsandbusiness-ny.org or call 212.279.5910 x1126.

Meet the Arts Funders

As part of National Arts & Humanities Month in October, ABC/NY and the Foundation Center are partnering to present [Dialogue with Donors: Foundation Funding for the Arts](#), an inside view of how arts funders decide what to fund and why. The panel will feature Roz Black, Program Officer at the Robert Sterling Clark Foundation; Bruce Payne, Executive Director of the Shelley & Donald Rubin Foundation; and Vicki Reiss, Executive Director of the Shubert Foundation; and will be moderated by our own Will Maitland Weiss.



Thursday, October 27, 2011
10:00 a.m. - 12:00 noon

The Foundation Center
79 Fifth Avenue (between 15th & 16th Sts.)

FREE

[Registration](#) is required; seating is limited.

More Foundation Center



On Thursday, November 10, the Foundation Center will present its sixth annual Open House, offering a full day of free programming including presentations by New York City Council member Gale A. Brewer, foundation representatives, and nonprofit leaders as well as classes, networking, refreshments, and prizes! Check out the [program links](#) and sign up now for all the sessions you wish to attend.

Help in a Hurry



We are experimenting with a "drop-in" center for our [Business Volunteers for the Arts](#) program. Representatives from nonprofit arts groups can stop by our office with questions about whatever it is you need to know to make your arts business run more smoothly. The drop-in center is open on Tuesdays, Wednesdays, and Thursdays from 11 a.m. – 3 p.m. To be sure someone is here and available to assist you, please email emyrtil@artsandbusiness-ny.org before you arrive. This service is free for [ABC/NY members](#).

Green: Inspired: Art

You missed it, right? Couple of Fridays ago, in the Rubenstein Atrium at Lincoln Center, four company teams competed to make art out of...well, recycled junk (courtesy of NYC's Materials for the Arts). The judges were Dorothy Globus, Director of Exhibitions at the Museum of Art and Design, and Harriet Taub, Director of Materials for the Arts.

The winners? All four teams, from Francis Cauffman Architects, HSBC, Tekserve, and Union Square Café. Artists all!

Want to join the next Green:Inspired:Art Contest, Friday, December 9, at Tekserve, or the following one at the Museum of Art & Design on April 20, 2012? Contact Fran Smyth at fsmyth@artsandbusiness-ny.org or 212.279.5910 x1122.



Photos: Ted Roeder

CSI Town Hall

They're investigating, all right, but it's not crime scenes, it's cultural strategies. ICSCS, the Institute for Culture in the Service of Community Sustainability, is now, perhaps more memorably, CSI, the Cultural Strategies Institute. ("Sustainability for the arts, our neighborhoods and the environment.") And, together with the Brooklyn Arts Council, they're hosting a town hall celebrating and strengthening folk and traditional arts in Brooklyn.

This meeting will inaugurate Brooklyn Folk Arts Day, address ways to preserve, sustain, encourage, and expand traditional arts practices in Brooklyn. In town hall fashion, they hope to hear ideas and concerns from a wide range of people attending.

Monday, October 24, 2011
5:30-8:30 p.m.

The Schermerhorn/The Actors Fund
160 Schermerhorn Street
Downtown Brooklyn

5:30 - 6:00 Sign-in (drinks and snacks available)
6:00 - 7:45 Town Hall Meeting
7:45 - 8:30 Reception

Free and open to the public, but please RSVP to Kay Turner, Folk Arts Director, Brooklyn Arts Council: kturner@brooklynartscouncil.org or 718.625.0080 x229.

Playwrights in Conversation



David Adjmi
(*Stunning and Other Plays*)



Young Jean Lee
(*Songs of the Dragons Flying to Heaven and Other Plays*
and *The Shipment/LEAR*)



Tarell Alvin McCraney
(*The Brother/Sister Plays*)

Here's an ABC/NY discount for Theatre Communications Group's special series, *TCG Playwrights in Conversation*. The first in this series, *New Voices in the American Theatre*, brings together three new voices in the American theatre—David Adjmi (*Stunning and Other Plays*), Young Jean Lee (*Songs of the Dragons Flying to Heaven and Other Plays* and *The Shipment/LEAR*) and Tarell Alvin McCraney (*The Brother/Sister Plays*)—with each reading selections from their work and a conversation moderated by *Time Out New York's* theater editor, David Cote.

The evening will also be available online as a live video webcast and will conclude with the playwrights signing copies of their work. More information about purchasing tickets to attend these events and live webcasts can be found at www.tcg.org/fifty/playwrights.cfm

Monday, October 24, 2011
7:00 p.m.
The Jerome L. Greene Performance Space
44 Charlton St. (at Varick St.)

[Tickets](#): \$15 with ABC/NY discount; use code "TCG" when ordering (regular price \$20).

Got Pix?

To Kill a Mockingbird at The Shakespeare Theatre of New Jersey



© 2011 Gerry Goodstein

For all of you reading this e-news: a DISCOUNT on performance, rehearsal, or set-up photography. Read on!

ABC/NY has lots of Arts Members (you know who you are; bless you!). Theater, dance, music, arts education, visual arts...every company of which benefits from compelling photos, on your websites, in your electronic and print communication, for the media. Even hanging in your lobby

or office, those of you with lobbies and offices.

You may not know that ABC/NY is also developing a network of Business Members. Some supply volunteers, even arts board members (bless you!). Some are philanthropic (bless you, bless you!). Some just want to get their employees access to the NYC arts scene—including the stuff that's a little under the radar. And some are in the business of serving arts organizations. [Gerry Goodstein](#) has taken pictures for scores of NY theaters, and a few in NJ and CT; he and ABC/NY go way back. But there are a few companies he doesn't yet serve, and to them he is offering an introductory photo shoot for just \$250. You get the disk with all your photos right then and there, but he will also make you a couple of prints, if you'd like those as well.

Curious? Photogenic? Contact Gerry at theatregraphs@earthlink.net.

Links We Like

[The Must-Have Leadership Skill](#)

Technical expertise is crucial for getting and keeping a mid-level position. But what does it take to really succeed at the top? (Those of you who've been through ABC/NY's [Arts Leadership Institute](#) probably know this already!)

[Social Media's Impending Flood of Customer Unlikes](#)

What you think your social media audience wants and what they really want are not necessarily the same! Here's what you need to know so your customers keep on liking you.



Fortunate 500



We've now got 500 fans of [our Facebook page](#)! And since you can never have too many friends, we invite you to join this fortunate 500 to see job listings, opportunities, and articles you won't see in our newsletter. Like us on Facebook—you don't have to have an account to [view our page](#).

A wise woman who was traveling in the mountains found a precious stone in a stream. The next day she met another traveler who was hungry, and the wise woman opened her bag to share her food. The hungry traveler saw the precious stone and asked the woman to give it to him. She did so without hesitation. The traveler left, rejoicing in his good fortune. He knew the stone was worth enough to give him security for a lifetime. But a few days later he came back to return the stone to the wise woman. "I've been thinking," he said, "I know how valuable the stone is, but I give it back in the hope that you can give me something even more precious. Give me what you have within you that enabled you to give me the stone."

—Author Unknown, "The Wise Woman's Stone"

Have you a stone to spare? Please help ABC/NY continue its work serving arts organizations of every size and every discipline in every borough by making a [tax-deductible contribution](#) today.

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