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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.

Don't Predict the Future

Two months ago, ABC/NY Executive Director Will Maitland Weiss [wrote](#), in reference to the NAMP Conference, "*The value in conferences such as this one isn't just in what you're told...it's what you figure out for yourself in conversations with smart, engaged, forward-thinking peers. It's the 'aha!' moments that are both [surprising and inevitable](#).*" He also said, "**Get your staff out to stuff. Scrounge; pay for it. They come back with ideas, new contacts, chocolate from the airport, and energy. The investment is so worth it.**" He's so right.

Yesterday, I and 249 smart, engaged, forward-thinking peers gathered for the first (and, I hope, annual) TEDxBroadway event. The tag line was, "What's the best that Broadway can be 20 years from now?" Prior to the event, producer Ken Davenport (who organized the event along with Damian Bazadona, founder of Situation Interactive, and Jim McCarthy of Goldstar) invited his blog readers to start a sentence with the phrase, "In 20 years . . ." and finish it with one thing that will be different about Broadway in 20 years. Readers' responses ran the gamut from 4D experiences to teleportation booths; you can [read all of their ideas here](#). The only thing Ken, Damian, and Jim could agree on was that they had absolutely no idea. Discuss!

And so we did. But rather than talking about the specifics of holograms, universal translators, and seat-back touchscreens that would allow audience members to order food, drink, and merchandise and to interact with what's happening onstage during the show, the fourteen presenters (and actor Neil Patrick Harris, via video), talked about creating the mindset that will encourage and embrace the changes that are sure to come. You can read highlights from the presentations in [The Wall Street Journal](#), [Bloomberg.com](#), and [The Producer's Perspective](#).

Twenty years ago, no one would have predicted we'd be able to download tickets to our (very large) desktop computers, never mind to our mobile smartphones! Twenty years ago, audiences could easily sit through a two-hour show without checking their email or Twittering. Today, as Greg Mosher pointed out, [our brains are being rewired through internet use](#), and [our attention spans are shorter](#).

What does all this mean for arts organizations between now and 2032? What should we be doing to make sure we're prepared for the changes we'll be facing? We're actually not very good at predicting the future, particularly when it comes to [how we'll think or feel](#).

Some suggest, "Don't predict. Adapt." But I agree with presenter [Kara Larson](#): "Don't predict the future. Create it."

—[Karen Zornow Leiding](#), Deputy Director

Create a Nonprofit Business Plan that Works

Nonprofits with a business plan that anticipates potential fluctuations in revenue are generally better able to weather the storms of economic upheaval or any other external environmental changes. Join us for a special workshop in which panelists will explain the components of a professional business plan, how to tailor it to your particular mission, and techniques for carrying out your plan in order to attract the funders, and generate the earned income your organization will need to carry out its mission. This written planning document makes a clear connection between mission and resources and can be put to good use to fundraise, develop earning potential, and raise awareness of your organization.

This workshop is presented in partnership with The Foundation Center.

Speakers

Alvin J. Donius

Former Director of Planning, Otis Elevator and Turner Construction

Elaine Grogan Luttrull

Founder, [Minerva Financial Arts](#)

Fran Smyth

Manager of Arts & Business Services, ABC/NY

Wednesday, February 22, 2012

5:30 - 7:30 p.m.

The Foundation Center-New York

79 Fifth Ave. (bet. 15th & 16th Streets), 2nd Floor

New York, NY 10003
FREE

Reservations required. Click to [find out more](#) or [reserve your spot](#).

Funding for ABC/NY's professional development workshops is provided by the New York State Council on the Arts and the New York City Department of Cultural Affairs, in partnership with the City Council.

Be Smart About Your Nonprofit's Finances

- Do you know the government guidelines and revenue thresholds regarding the filing of NYS required financial statements?
- Does your organization need an audited or a reviewed financial statement?
- Do you need to file Federal form 990 or can you file form 990 EZ?
- Are you aware of the many IRS questions contained in form 990?
- What is the condition of your books & records regarding internal control mandates, and are they in compliance with financial statement requirements?



These and many other important questions will be answered by Gary M. Flaum, Certified Public Accountant, who has extensive audit experience with nonprofit organizations' accounting and tax preparation. Join us for a free session to learn how to comply with all the guidelines and make your organization's audit or review easier.

Wine and cheese will be served. We look forward to welcoming you to this informative event.

Monday, February 27, 2012
6:00 - 8:00 p.m.
1 E. 53rd Street, lobby auditorium
FREE

RSVP to sdockery@artsandbusiness-ny.org.

Funding for ABC/NY's professional development workshops is provided by the New York State Council on the Arts and the New York City Department of Cultural Affairs, in partnership with the City Council.

NEW Year, ReNEWed Membership?

ABC/NY members have exclusive access to programs and services that can help you run your business smarter and connect with the resources of the business community. Our members are the only ones who can get interns through our [Multicultural Arts Management Internship program](#) (applications from [host arts organizations](#) are due Friday, Feb. 3). Business volunteers? Board members? We place a lot of those—but only

for our members. Want to reach an audience of 1,700+ emerging arts leaders in the first decade of their careers? We can help you with that —if you're an ABC/NY member. Want to attend our [Arts Leadership Institute](#), to help you get to that top level of arts management and an executive career? Terrific! But first you have to be an ABC/NY member.

ABC/NY members have access to all those benefits and more (like free professional development webinars and networking events). Activate your membership today by visiting www.artsandbusiness-ny.org/join, OR contact [Stephanie Dockery](#) at 212.279.5910 x1124 to join or to ask any questions.

2012 Nonprofit 'State of the Sector' Survey

Nonprofit Finance Fund is conducting its fourth annual nationwide survey examining the current state of the nonprofit sector from a financial perspective, and invites you to add your voice. The survey, which is anonymous and takes only 10-15 minutes to fill out, collects data on important financial and management issues facing the nonprofit sector. (View previous year's findings and media attention [here](#).) To take the 2012 survey, please click on [this link](#) before February 15th. There is also a live link on the home page of [NFF's website](#).



Flash! Flash! Flash!



From modest farmers' cottages to grand mansions (and one little red lighthouse), the 23 sites in the Historic House Trust's collection are located in all five boroughs and chronicle a wide range of cultural, historical, and architectural aspects of New York City. Join ABC/NY to learn about some of them and meet the people who keep them vibrant. Maybe you'll find one that interests you—as a visitor, as a volunteer, or as a board member. This event is organized by the Not-for-Profit Committee of the Financial Women's Association of New York Educational Fund.

Thursday, February 2, 2012

5:45-8:00 p.m.

The Arsenal Central Park, Fifth Avenue at 63rd Street

\$37.50 (\$30 for FWA members)

[Reservations required](#). Reservations/Cancellations and payments due by Tuesday, January 31, 2012.

8 Reasons to Partner with the Arts



[The pARTnership Movement](#) shows you [eight ways the arts can help businesses build their competitive advantage](#) by enhancing critical thinking, team building, and creative skills of the corporate workforce while also enhancing communities to attract and retain employees. One reason to partner is that the arts are essential to vibrant cities: enhancing community development, creating jobs, and bolstering the economy. How else? Check out the other seven ways!

Links We Like

[The Wrath of a Great Leader](#)

"Average leaders focus on results, and that's it. Good leaders focus also on the behaviors that will get the results. And great leaders focus, in addition, on the emotions that will drive these behaviors."



["No" is the New "Yes": Four Practices to Reprioritize Your Life](#)

"In a world of relentless demands and infinite options, it behooves us to prioritize the tasks that add the most value. That also means deciding what to do less of, or to stop doing altogether."

Face It



Discounts, job offers, arts apps, and [minimalist posters for your favorite fairy tales](#)—just a few of the things you may have missed if you haven't checked out [our Facebook page](#) lately. Like us on Facebook—you don't have to have an account to [view our page](#).

"A bone to the dog is not charity. Charity is the bone shared with the dog, when you are just as hungry as the dog." —Jack London

Throw us a bone! 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

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