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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.

Six Saints

Eight candles. Twelve days. Three kings.

Six Saints.

In 2011, a brilliant dean at an excellent college up near the North Pole (OK: in Canton, NY) was starting a semester-in-New-York-City program. NYC, capital of the arts universe, right? And of the business world? So she's thinking arts majors and econ majors, and Googling "[arts... business... NY.](#)" Tada!

She saw that ABC/NY has a history of engaging undergraduates in [summer internships](#) (with different arts organizations all over the City), and a curriculum for mid-career [arts executive education](#). We talk—a lot—about the "business side of the arts." Could we put together an undergraduate course in arts management? Didn't have to ask twice. We ran a full semester program in the spring of 2012, which led a.s.a.p. to a fall semester 2012; spring semester 2013 starts in less than a month. Thanks Val, Karl, Katrina at [St. Lawrence University](#). Thanks faculty Peter and Joe (and fellow New Yorker Chris). Thanks first semester guinea pigs Cory and Nneka, John and Sean, and The Elizabeths.

The class is taught by me, but really by a parade of ten or more "guest speakers" from both sides of the arts/business, nonprofit/for-profit aisle(s). Pretty much, they are best friends of mine (and

heavy on the Arts Leadership Institute participates), who happen to be brilliant in issues of staffing, budgeting, marketing, and development. (Thanks Elaine, Janis, Jessica, Michelle, Hugh, John, Robin, Michelle, Yvonne, Emily, Jeff, Jen, Adam, Sheri, Selena, and Sarah, Sarah, and Sara!)

The center piece of the course is that each student imagines/creates a nonprofit arts organization, for which they develop, over the semester, a Business Plan. And which they pitch to me, for funding, in the last class (TOMORROW). I am so proud of the six students in the class of Fall 2012:

- Natasha has created **[Don't] Judge A Book**, to engage kids in literacy and the power of writing and illustration. In a tie in with the publishing industry, JAB kids help select work for publication.
- Through **Kids Take Stage: NY**, Sara will offer afterschool classes in acting, dance, voice, and playwriting; productions of the kids' shows for the community; and tickets to Broadway for all.
- Stephanie's **We'reABLE Art** is a three-week fashion design camp, where six apprentices are trained by three masters, and the public gets to come to the runway (and the shopping).
- In **Artists' Youth Engagement** (think of a pirate saying "AYE!) Erik pairs up emerging artists in a work/study program with kids (future artists!) who would not otherwise have access to the arts.
- Paige's program is called **Relaxation Station**. At sponsored venues around the City, anyone can stop in for a change of pace, a shot of creativity, in making their *own* public art.
- And Tori is accepting members into **To Be Seen**, a gallery/auction/training opportunity for emerging visual artists; introducing collectors and teaching... "the business of the arts!"

Their projects are so exciting, and they are so ready to contribute professionally. Sara and Paige are seniors; call me about hiring them now. The rest are juniors; call in a year. No—call all the Saints *now*.

—Will Maitland Weiss, Executive Director

Charity Corps Expands Resources



Nonprofits that need help navigating complex laws governing charity groups will have more legal resources thanks to the expansion of [Charity Corps](#), an initiative that pairs nonprofits with volunteer lawyers. The joint initiative of the Attorney General's Office and New York State Bar Association provided volunteer lawyers to 56 nonprofit organizations in a pilot program this year. Next year, it will serve up to 100 more groups. Volunteer attorneys assist the groups on matters involving corporate law, governance and compliance with fundraising requirements.

Of 80,000 charities in New York, only about a quarter have access to legal counsel, according to Charity Corps' chair Lesley Rosenthal, who is also general counsel of the Lincoln Center for the Performing Arts.

"There's a need for more and greater work by charity groups because the economic times have been so challenging," Rosenthal said. "At the same time, the regulatory scheme has gotten more

and more complex.”

Volunteers have been drawn from top firms such as Weil, Gotshal & Manges; Willkie Farr & Gallagher; and Skadden, Arps, Slate, Meagher & Flom; as well as legal services groups from across New York. Charity Corps trains its volunteer attorneys on strict regulatory, fundraising and registration legal matters that nonprofits face. It also educates nonprofit leaders on how to navigate a tricky legal climate themselves.

Nonprofits seeking assistance from Charity Corps beginning next year must [apply by Jan. 15](#). Groups must have 501(c)(3) nonprofit status and demonstrate they cannot afford counsel. Attorneys interested in volunteering can visit the state bar's website.

ELNYA: Happy Today, Culture Tuesday

Kick off your holiday season with the [Emerging Leaders of New York Arts](#) tonight at their [Holiday Happy Hour](#)!



Enjoy \$5 drink specials and complimentary Italian aperitivo, and feel free to bring your industry friends and colleagues.

Wednesday, December 12, 2012

7:00 - 9:00 p.m.

Tromba Ristorante and Bar

121 Ludlow St., between Delancey and Rivington

No cover charge, no RSVP required.

Want to attend a cultural event but don't have someone to go with? Join ELNYA at their next [Culture Club event](#), meet like-minded people who want to learn something related to the arts, have a good time and mingle!

Modern Magician: Calder's Circus and the Invention of the Mobile (Gallery Program) is an avant-garde artist's reimagining of a great popular tradition. Constructing his pint-sized figures out of wire, wood, cloth, and whatever else came to hand, Calder created a comic meditation on life under the big top. Paris, London, and New York—including Cocteau, Mondrian, and Miró. In this conversation Jed Perl and Joan Simon will discuss the artistic milieu in which Calder created his Circus and its status as an essential work of the modern imagination, which combined the high-wire excitement of the circus and the poetics of experimental puppetry, setting the stage for Calder's invention of the mobile in the 1930s.

Jed Perl is the art critic for The New Republic and the author of books including *New Art City* and *Magicians and Charlatans*. He is currently working on the first full-length biography of Alexander Calder.

Joan Simon is an independent curator, writer, and arts administrator. As curator-at-large for the Whitney Museum of American Art she co-organized *Alexander Calder: The Paris Years, 1926-1933*, in a partnership with the Centre Pompidou.

Tuesday, December 18, 2012

6:00 pm – 8:00 pm

Bard Graduate Center

38 W. 86th St. (Subway: B, C 86th St.)

\$10 for all ELNYA members and guests. Ticket includes gallery admission followed by a reception.

To register for this ELNYA Culture Club event, call (212) 501.3011 or e-mail programs@bgc.bard.edu.

For additional information, please contact Joanna Castro at castroegan@gmail.com.

Funding for ABC/NY's leadership development programming is provided by the NYC Department of Cultural Affairs, in partnership with the City Council, and by the New York State Council on the Arts, with the support of Governor Andrew Cuomo and the New York State Legislature.

Docent Education Program

The Municipal Art Society of New York is now [accepting applications](#) to join its February 2013 Docent Education Program. This program offers interested volunteers the opportunity to become an official MAS docent, leading tours of one of New York City's most beloved landmark buildings. Apply now for a five-session course with expert speakers, essential readings, research, and hands-on experience preparing each docent to develop and lead their own unique tour.

The Municipal Art Society of New York

MASNYC Tours



The program is comparable to a graduate level introduction to the history of New York City and will take place at the MAS offices on Saturdays February 2nd, February 9th, February 16th, February 23rd and March 2nd from 9:00 AM to 5:00 PM. Applicants must be at least 18 years old, be comfortable addressing an audience and have an unquenchable thirst for all things New York City. Certified MAS docents must lead at least 2 tours a month. There is no charge for the course, however trainees are responsible for purchasing the necessary reading material.

The deadline to submit an application is January 7, 2013.

TEDxBroadway

TEDx Broadway

x = independently organized TED event



TEDx. Broadway. AND [George Takei!](#) Three of our favorite things AND MORE, all together in a day-long, idea-generating, networking nirvana.

Don't miss [TEDxBroadway 2013](#) on January 28, 2013 at New World Stages in NYC. This event will begin where the *sold out* TEDxBroadway 2012 left off, bringing together some of the most passionate and influential people in academics, entertainment, marketing, and media to answer the question: "What's the best that Broadway can be: on stage, as an important neighborhood in New York City, and in terms of its cultural impact on the world?"

TEDxBroadway 2013 will feature provocative presentations by artists, entrepreneurs, producers and business experts (including actor George Takei and the producer of six Pulitzer

Prize-winning plays, Daryl Roth), and performances by the cello-driven band Rasputina. For a full list of speakers and more event information, [click here](#).

Last year's event was sold out, and this year's will be, too. Don't wait to [buy your tickets!](#)

TEDxBroadway is co-organized by Damian Bazadona, founder of Situation Interactive; Broadway producer Ken Davenport; and Jim McCarthy of Goldstar. The event's co-organizing sponsors are Jujamcyn Theaters, Google, and Broadway.com. Thought leader sponsors include Fathom Events, Theatermania, and NewYork.com. Supporting sponsorship is provided by Audience Rewards, Chase Bank, Davis Wright Tremaine, Camp Broadway, and BroadwayWorld.com. Additional sponsorship is provided by Ticketmaster.

Give Yourself a Gift

You've been planning holiday treats for everyone else, now how about doing a little something for yourself? Give yourself the gift of membership to ABC/NY in 2013, and you'll get:



- **Corporate connections.** NYC corporations are coming to us asking for opportunities to engage their employees in the arts community. They ask us where to send teams of volunteers, we tell them about *you*. Be the first in line to make these connections. *Exclusive member benefit.*
- **Business volunteers.** Individual business men and women are eager to share their expertise. Add your organization to our registry, and gain access to pro bono, business-based solutions. *Exclusive member benefit.*
- **Board members.** Individuals *want* to join arts boards; sometimes they just don't know where to look. They ask us, and we motivate them to join *your* board. *Exclusive member benefit.*
- **Savvy summer interns.** Our summer internship program places ambitious undergraduates with arts organizations to work on social media, audience development, research, events, and more. We find and screen them, we match them with business mentors, and they do *your* work. *Exclusive member benefit.*
- **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 was so valuable; how they were presented was 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? *Exclusive member benefit.*
- **Connection to 2,500+ 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.
- **Professional development for *all* your staff.** New in 2013, all webinars are *free* for members. We bring industry experts directly to you, you log on and learn. Topics range from CRM tools to digital marketing to crowd-sourced fundraising to corporate sponsorships and more.
- **Networking with arts colleagues *and* with business people who will get to know your art.** Invitations to networking Happy Hours in 2013; admission for arts *and* business members is free! Our wine, *your* opportunity.

[Join or renew today!](#)

Gettin' Ziggy With It



The late, great motivational speaker Zig Ziglar had a list of "Ten Quotes That Can Change Your Life." You can read those, and get even more interesting and useful information on [our Facebook page](#), where we share news and amusements you won't see in our newsletters — you don't need to have an account to [view our page!](#)

Links We Like

[14 Things You Should Do at the Start of Every Work Day](#)

The first few hours of the work day can have a significant effect on your level of productivity over the following eight—so it's important you have a morning routine that sets you up for success.



[The Top 10 Skills Children Learn from the Arts](#)

One of the most popular posts from Americans for the Arts' ARTSblog.

Is there a link you like and want to share? [E-mail it to us](#), and we may include it in a future newsletter!

*"You will get all you want in life, if you help enough other people get what they want."
—Zig Ziglar*

Please help us get what we want—support of our work in volunteer, leadership, and professional development for arts organizations of every size and discipline throughout NYC . [Make a tax-deductible contribution](#) today, and get on the road to getting what *you* want!

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