I invite you to take a moment to reflect on the sheer volume of artistic expression that you witnessed, consumed, or purchased this past year. The paintings, photography, performances, and public art that made you stop to take it in. The books you read and movies you watched, probably on multiple devices. How many blog posts did you read? What crafts, furniture, or fashion did you buy? Did you eat your way through Boston’s culinary arts scene?

At the Arts & Business Council of Greater Boston, we are also big fans and consumers of art in all its forms. In our work, we seek to sustain and support this vibrant arts culture by serving the artists and organizations behind it—the makers, writers, designers, dancers, creative entrepreneurs, theatre companies, and nonprofit organizations that power our creative economy.

Through this lens, we never see the work alone. When we view a work of public art or hear a new song or attend a performance, we see all the people behind the scenes who brought that work to life. We think of the resources they require and the necessary orchestration of budgets, contracts, fabrication, insurance, and administration. We think of the many calls we get every day from artists seeking legal or business advice. We think of our meetings with nonprofit administrators in need of guidance as their spaces and buildings become unaffordable or unavailable.

In this year’s annual report, we document some of the work we are doing to meet the many needs of this creative community, and we introduce a few of the individuals who have been a part of this reciprocity. You’ll meet an extraordinary executive who is bringing his business acumen to the creative sector through board service; an artist and inventor who makes sound from sculpture; and a dancer whose commitment to social justice is as powerful as her staged performances.

To those of you who have supported the efforts of the A&BC and our programs, I thank you. You, too, are stopping to appreciate the people behind the art that you thoroughly enjoy. To those of you just getting to know us, I hope this report is a window into Boston’s dynamic creative economy and the work the business community, audience members, and our organization are doing to ensure it continues to thrive.

All my best,

James F. Grace
Executive Director
In 2017, we continued to deliver a broad range of programs addressing our four primary areas of focus—capacity building, legal services, creative workforce development, & creative spaces & places—with even greater impact:

**Capacity Building:** The A&BC engaged hundreds of executives through our Business on Board workshops, serving our clients State Street, Bank of America, and Blue Cross Blue Shield and training individuals from Pierce Atwood, Wellesley College, Cambridge Systematics, CET International, Eaton Vance, Northeastern University, Boston College, Goodwin Proctor, MFS, Bentley University, and Brown Rudnick.

**Creative Workforce Development:** The A&BC delivered another successful year of its Creative Entrepreneur and Walter Feldman Fellowships, which served 12 artists. We also delivered a range of professional development workshops for artists in partnership with New England Foundation for the Arts, Lawyers Clearinghouse, Assets for Artists, Boston Public Library, CityPop Eggleston and others. We continued a partnership with NEFA’s Creative City to deliver a program of workshops and one-on-one coaching for artists in their program.

**Legal Services:** The VLA continued to provide pro bono legal services and referrals for artists and arts organizations throughout Massachusetts. This year, we served over 270 artists and arts organizations on legal issues ranging from copyright to contracts to entity formation, referring cases to volunteer attorneys and handling matters in-house.

**Creative Spaces & Places:** The A&BC purchased 2 Ionic Avenue in Worcester, the former site of the Worcester Boys Club, and with temporary financing from Mass Development, began the process of applying for tax credit (state and federal), securing permanent financing, and launching a capital campaign to fund the renovation of the space and its transformation into a multi-use arts center.

**Legal & HR Services:** Volunteer Lawyers for the Arts assisted approximately 282 artists and arts organizations with their legal and HR needs.

**Outreach:** More than 240 artists and business professionals attended Martinis & Masterpieces in June, celebrating the creative economy.
We seek to empower artists, arts organizations, and creative entrepreneurs through workshops and webinars, fellowship opportunities, mentorship, and direct services.

Fellowships: In 2017, we successfully completed the third year of our Creative Entrepreneur Fellowship, which provides mentorship, coaching, professional development training, and a stipend to a cohort of talented and diverse solopreneurs. We also delivered a third year of The Walter Feldman Fellowship for Emerging Artists, which provides emerging artists with a solo show and supports them with mentorship, business and legal services, and funding.

Professional Development: The A&BC also continued our partnership with New England Foundation for the Arts to provide coaching and workshops on business and legal issues to their grantees, and began participating in a national working group developing a new artist professional development resource called Artist’s Thrive, led by the Emily Hall Tremaine Foundation.

Corporate Art Lending: Our Corporate Art Lending program loans outstanding artwork by local artists to Boston-area businesses with the goal of increasing recognition of individual artists. In 2017, we placed XX works in the offices of our clients Atlantic Trust, MIT, and Lando & Anastasi.

CREATIVE WORKFORCE DEVELOPMENT

Professional Development: The A&BC also continued our partnership with New England Foundation for the Arts to provide coaching and workshops on business and legal issues to their grantees, and began participating in a national working group developing a new artist professional development resource called Artist’s Thrive, led by the Emily Hall Tremaine Foundation.

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CREATIVE SPACES AND PLACES

Creative Campus: In 2017, we acquired 2 Ionic Avenue in Worcester, the site of a former Boys Club, which we aim to redevelop into a multi-use arts center in the Main South area of Worcester. The vision is for our local partner Creative Hub Worcester to program a range of cultural events and activities and host a creative community that will include a range of local community arts groups and artist studios.

SpaceFinder Mass: More than 500 spaces are now listed on Spacefinder Mass. This free online platform (spacefindermass.org), the result of a partnership with Fractured Atlas and Mass Cultural Council, enables artists and creative spaces to connect with one another through an interactive directory of rehearsal spaces, studios, live/work spaces, and venues available to rent.

LEGAL SERVICES

Volunteer Lawyers for the Arts of Massachusetts: The VLA provides legal services, advice, and educational programming to artists and cultural organizations in Massachusetts. The VLA accomplishes its mission through the work of a panel of approximately 700 attorneys who volunteer their time and services to provide pro bono legal counsel and organizational support to the Massachusetts arts community.

Patent Pro Bono Program of New England: With the passage of the America Invents Act, the United States Patent Office is working with regional patent pro bono programs to assist financially under-resourced independent inventors and small businesses. The VLA has partnered with the USPTO and the Boston Patent Law Association to provide pro bono legal assistance to eligible inventors in Massachusetts, Maine, New Hampshire, Rhode Island, and Vermont.

Artist Legacy Services: The A&BC partners with artists, their families, and attorneys representing artists of all media to think about artist legacy on a deeper level. Together, we create programs to extend the impact of their art and, in many cases, to support artists following in their footsteps.

CAPACITY BUILDING

Business on Board: Our mainstay volunteerism and corporate citizenship program trains and facilitates the placement of business and legal professionals on nonprofit boards throughout Greater Boston. To date we have trained more than 1000 and directly placed more than 300 executives through this program, many of whom have gone on to serve on a number of boards and provide millions of dollars in support and professional services, expansive networks, and company resources to their organizations.

Fiscal Sponsorship: The Arts & Business Council acts as a fiscal sponsor for startup and small arts groups seeking to raise funds through grants and donor support but are not yet incorporated as 501(c)3 organizations. If incorporation is the right next step, we educate and aid organizations through that process as part of our mission to support cultural groups throughout their development.
Volunteer Lawyers for the Arts of Massachusetts provides legal services, advice, and educational programming to artists and cultural organizations in Massachusetts. The VLA accomplishes its mission through the work of a panel of more than 700 attorneys who volunteer their time and services to provide legal counsel, education, and organizational support to the Massachusetts arts community. Our program serves individual artists, musical groups, and cultural organizations.

This year, the VLA assisted approximately 270 artists and arts organizations with their legal needs.

We made 87 case referrals to Massachusetts attorneys, many of whom became repeat volunteers.

The VLA conducted over 110 consultations with artists and took on 74 issues in house.

We also provided human resources-related consultations and services to 10 arts organizations this year as part of our Investing in the Creative Workforce program.

Volunteer Lawyers for the Arts is invested in our creative community. With the passage of the America Invents Act, the United States Patent Office is working with regional patent pro bono programs to assist financially under-resourced independent inventors and small businesses. The VLA has partnered with the USPTO and the Boston Patent Law Association to provide pro bono legal assistance to eligible inventors in Massachusetts, Maine, New Hampshire, Rhode Island, and Vermont.

Our Patent Pro Bono Program of New England engaged in 66 cases and calls with inventors throughout the region in FY2017.
In 2017, Ryan Edwards founded SOUND SCULPTURE, an interactive sound and light instrument designed for play and expression by people of all ages and collaboration with artists of all types. This year Ryan was a grantee of NEFA’s Creative City initiative (see page 16), through which he received professional development coaching from the A&B. “This is how I was first introduced to the organization,” says Ryan. “The advice and brainstorming was quite valuable and I found it extremely useful to speak with someone who has a passion for the arts, with a business mind.”

As his career in the arts in Boston has accelerated, the A&BC has been a consistent touchpoint and source of support for Ryan. “As I fundraised for my project to scale, the A&BC was there as a fiscal sponsor. When my project needed a lawyer to file for IP reasons, ABC connected me with the VLA and their Pro Bono Patent Program, where I was paired with an amazing patent lawyer who was extremely helpful. He has taken the case very seriously and really worked hard. We are about to file for the patent in the next week or so. Thank you and the A&B for that service.”

“The ABC has been present at so many turns, through a variety of workshops and advocacy projects .... I, like many of my fellow artists, see the A&B as a steady and ever-present piece of the arts ecosystem!”

—Ryan Edwards, SOUND SCULPTURE

**HOW SOUND SCULPTURE WORKS**

Location-aware blocks report their coordinates to the controlling computer, which in turn plots each location in software. The computer then scans the locations and triggers each cube to light and make sound sequentially—“reading,” in a way, the musical layout, as created and constantly changed by the public’s interaction with the cubes. This allows participants to create not only physical structures, but also musical compositions created and manipulated by the physical relationship of the cubes. It is like walking onto the staff paper, picking up the notes and moving them around, thereby changing pitch, rhythm, melody, and harmony.
Nonprofits deliver essential services to our most vulnerable and underserved populations. These organizations have an infinite need for talented and engaged business professionals. Through board service, executives can play a critical role in the governance, leadership, and sustainability of these important community pillars. While there are many professionals who want to get engaged in and give back to their communities, they often lack the training, access, and support they need to make that next step.

Business on Board is a long-standing (15+ years) A&BC program focused on corporate citizenship and board development. Our customized professional development seminars present the roles and responsibilities of board service and help to move executives from initial interest to passionate engagement. Our board matching services and community engagement events further help to bridge the gap between nonprofits and executive talent.

We also offer consulting services for nonprofit organizations looking to strengthen their organization through seminars, matching organizations with business volunteers, and training for board best practices. In fiscal year 2017, more than 200 executives attended our open enrollment Get On Board! seminars and our customized in-house Business on Board workshops. In addition to our open enrollment seminars, we were honored to work with companies such as Blue Cross Blue Shield, State Street Corporation, Bank of America, and Associated Grant Makers—a regional association of foundations and corporations with giving programs.

In 2017, John Slyconish, Executive Vice President and Treasurer of State Street, participated in State Street on Board. “The training was very informative including many topics of which I was not fully aware, such as the fundraising and relationship building responsibilities of board members,” said John. He believes that the program is part in parcel to State Street’s commitment to corporate citizenship, because it prepares employees to understand the differences between the nonprofit and corporate worlds and gives them tools to be effective board members.

After the training program, the A&BC helped John to identify several boards of directors for which he would be a good match. Since he moved to Boston 13 years ago, John had been interested in working with an arts nonprofit board and engaging more deeply in the area’s rich arts and cultural space. John was introduced to Artists for Humanity through the State Street on Board program.

For more than 10 years the Arts & Business Council has partnered with State Street to deliver a customized nonprofits board service training program, “State Street on Board.” Because of State Street’s dedication to social responsibility and volunteerism, numerous executives have participated in this program over the years. As part of this collaboration, the A&BC consults with executives who are interested in engaging in board service after the training and helps to connect them with area nonprofits that are a good fit for their passions and skills.

He was immediately drawn to their mission, which he describes as being “incredibly practical in employing young people and giving them career skills through the arts and design.” John was welcomed into the board, where he has already made a measurable impact. Beyond supporting a great and very tangible cause, John says he has been able to make connections with other creative people and find more ways to be involved in the local creative community.

“The arts are great for tourism and broadening people’s perspectives. They provide creative outlets and can contribute to job growth in the economy. When you look at the breadth of creative fields, you are talking about an important and significant part of the economy. Arts also define the personality and culture of a city and each city - Boston, Portland, New York, etc. – has its own culture that contributes to the unique life and vibe of the place.”

— John Slyconish, State Street
This year marked the third cycle of the Creative Entrepreneur Fellowship, a nine-month program that evolved out of our Artist Professional Toolbox program (2004-2014). More than 75 applicants applied in the fall of 2016, and the finalists were announced in late November. The 2017 Fellowship kicked off with a successful retreat in December. Over nine months, Fellows received one-on-one professional coaching and participated in monthly workshops and peer group sessions designed to cover topics that are most relevant to their current goals and pursuits. They received $1000 stipends to reinvest in their businesses, and each was invited to sell their wares at our annual Martinis & Masterpieces event in June.

The 2017 Fellows were: Desiree Taylor, Laurence Pierce, Johnetta Tinker, Dianne Zimbabwe, Walter Clark, Kristen Belton Willis, Carlos Byyn, Arthur Collins, Helen Credle, and Cassandra Cacoq.

The Walter Feldman Fellowship for Emerging Artists supports the careers of young artists with a solo exhibition and provides them with the curatorial support and expert counsel in marketing and business skills needed to fully leverage this opportunity. Juror Laura Knott selected Jessica Tam and Gabriel Sosa as 2017 Fellows.

In preparation for their exhibitions, the artists received curatorial and marketing guidance from Almitra Stanley and a business audit of their artistic practice by A&BC staff. Each exhibition was accompanied by a professional-quality catalog or print product.

Gabriel Sosa is an artist, linguist, and curator based in Somerville, Massachusetts. Born into a Cuban family in Miami, Florida in 1985, he earned an MFA from the School of the Museum of Fine Arts at Tufts University in 2016. He also holds a degree in philosophy from Boston University as well as a diploma from New World School of the Arts in Miami.

Recent exhibitions include Boston Young Contemporaries at the Boston University Art Gallery, SKIN at the Los Angeles Municipal Art Gallery, and the Independent Artist Fair in London. Some of his curatorial projects include Stark Naked at Gallery Kayafas and Drawing Connections at the Museum of Fine Arts, Boston. He was an artist-in-residence at the Santa Cruz Museum of Art and History in Santa Cruz, California in 2016.

Jessica Tam was born in Sacramento, California and has exhibited work in New York at Schroeder Romero, The Painting Center, and Slag Gallery as well as in Chicago at LG Space. She has been an NEA Fellowship Recipient at the Virginia Center for the Creative Arts and was the Al Held Affiliated Fellow at the American Academy in Rome. Most recently, she has shown at The Box at Knox College, the Oxbow Gallery in Northampton, and the Joanne Toor Cummings Gallery at Connecticut College. She received a BA from Dartmouth College, a BFA from the School of the Art Institute of Chicago, and an MFA from the Yale School of Art.
WORKSHOPS AND COACHING FOR CREATIVE CITY

Creative City is a three-year pilot funding initiative of the New England Foundation for the Arts (NEFA) with leadership support from the Barr Foundation and additional support from the Boston Foundation. Creative City grants enable artists residing within Route 495 in Massachusetts to site work in the public realm in the city of Boston. Creative City seeks to increase cultural equity by valuing the diversity of the city, with special attention to artists in communities that are historically underserved and under-resourced.

The A&BC has partnered with NEFA to deliver a series of professional development workshops and one-on-one coaching for the grantees of this program. Workshops topics included negotiation and financial literacy.

IN MEMORIAM

Walter Feldman was a renowned abstract expressionist artist. He studied at Yale School of Art with Willem de Kooning and Josef Albers, receiving his BFA and MFA. In 1953 he was appointed to the art faculty at Brown University. He received numerous awards and critical praise spanning a lifetime of achievement over seven decades, and his paintings were shown in one-man and group exhibitions around the world. Since 1985, he designed and published books under the Ziggurat Press imprint he created; his artist’s books are in more than 150 public collections, including the Museum of Modern Art in New York and the Albert and Victoria Museum in London. Brown University dedicated the Walter Feldman Book Arts Studio at the John Hay Library in 2005, where more than 300 books created by his students are housed.

Profoundly shaped by his experiences and his injuries as a WWII soldier, which influenced his art throughout his life, Walter was a constant source of strength, inspiration, and courage to all who knew him.

In 2014, Walter established the Walter Feldman Fellowship for Emerging Artists at the A&BC. This fellowship program supports the careers of young artists through the experience of a solo exhibition and provides them with curatorial support as well as expert counsel in marketing and business skills.

We feel honored to have had the opportunity to get to know and work with Walter over the years. His deep love of teaching and supporting the careers of emerging artists, combined with the immense depth of his talent, will ensure that his artistic legacy will live on for generations. Walter will be greatly missed, but he will always be with us through this work.
Marsha Parrilla & Danza Orgánica

Marsha Parrilla is an Afro Puerto Rican woman and award-winning choreographer. In 2007, inspired by a lifetime of dealing with discriminatory issues, she founded the dance theater company Danza Orgánica (DO) with a focus on social justice-oriented performance and practice.

"Through DO we share voices that are underrepresented, as we envision an equitable society free of oppression," says Marsha. Danza Orgánica excavates complex issues through intensive research and collaboration and embodies these findings to create challenging and honest dance theater. She is also the founder of the Dance Research Online Forum, a site dedicated to free and progressive dance education. Marsha was a Creative City grant recipient in 2017.

“I applied for the Creative City program because I was working on a piece on mass incarceration, and this program seemed like the perfect fit due to its focus on working with the community, and community partners,” says Marsha. “During this program, I learned to work with a community partner in an efficient way, which was immediately applicable and meaningful. From the Arts & Business Council in particular I received advice regarding contracts for artists, growing as an independent contractor, preparing taxes, and working within the Boston arts community.”

Marsha is the recipient of several grants from the New England Foundation for the Arts, the Massachusetts Cultural Council, and the Boston Foundation, among others. She is currently a Boston Artist in Residence, a Luminary Artist at the Isabella Stewart Gardner Museum, and a Dance Ambassador at the Institute of Contemporary Art in Boston. Marsha was also a 2017 recipient of the Brother Thomas Fellowship Award by the Boston Foundation and is the founding producer of the acclaimed annual festival, We Create! Celebrating Women in the Arts.

Most recently, Marsha was awarded a Creative Development Residency at Jacob’s Pillow and was featured at the Jacob’s Pillow Dance Inside/Out Festival. She has taught widely in public schools, universities, and studios in New York City, Boston, and elsewhere, as well as in Boston Public Schools, at Boston University, the State University of New York in Stony Brook, Wesleyan University, the Roxbury Community College, and Green Street Studios, among others.

“From the A&BC, I received advice regarding contracts for artists, growing as an independent contractor, preparing taxes, and working within the Boston arts community.”

— Marsha Parrilla

From the A&BC, I received advice regarding contracts for artists, growing as an independent contractor, preparing taxes, and working within the Boston arts community.”

— Marsha Parrilla
In April of 2017, we officially purchased the building at 2 Ionic Avenue in Worcester, Massachusetts, as well as the adjacent parking lot on Main Street, to become the future home of Creative Hub Worcester. This is the first project of our Creative Campus Initiative that was launched on 2016. The building, which was formerly the home of the Boys Club, will be used as a community meeting and development space for new and established visual artists.

2 Ionic Avenue was once a vital community asset. Built by a generous industrialist in 1914, this magnificent, 30,000SF space was a haven for youth and one of the original 15 Boys Clubs in the U.S. This historic building, desperately in need of rehabilitation, is now preparing for a complete transformation. The arts center will be home to a dynamic ecosystem of creative offices, a visual arts makerspace, classroom space with educational programming for underserved youth, installation art gallery, private studio rentals, and a rooftop event venue for creative and cultural events—the only one of its kind in Central Massachusetts.

Creative Hub Worcester, a non-profit 501(c)3, has been working to create a sustainable business model that will enable the Creative Hub arts center at 2 Ionic Ave to thrive. Our goal of sustainability is addressed in three key ways: 1) by creating programs that respond to identified community needs; 2) through diversified revenue streams; 3) and through long-term lease partnerships with successful and well-established businesses, artists, and institutions that support educational programming, artist studios, event venue, dance and movement programming, and maker space.
More than 200 guests from the arts, business, and legal communities of Greater Boston gathered at the Boston Children’s Museum to celebrate our thriving creative economy and recognize those business and legal professionals who work to strengthen it. Martinis & Masterpieces featured live music, cocktails and hors d’oeuvres, amazing views of the Boston skyline, a rousing performance by Guerilla Opera, a marketplace of art and artisanal products by our Creative Entrepreneur Fellows, and a silent auction.

We highlighted extraordinary individuals who work tirelessly to keep Boston’s arts community healthy. Our 2017 honorees were:

• Peter Nessen, for his outstanding stewardship on nonprofit boards and in leadership positions throughout Boston for the past 25 years
• Candelaria Silva-Collins for her tremendous leadership and support of the arts throughout her career as an administrator, consultant, writer, trainer, and facilitator; and
• Fred Taylor, a jazz impresario who has been an integral part of Boston’s jazz scene for more than 50 years.
In May 2017 we welcomed David Holland to our team in the newly formed role of Associate Director. David works closely with our Executive Director and oversees operations, programs, and development.

David brings a wealth of experience from the private and public sectors. He began his career as a consultant at a global management consulting firm specializing in arts and culture. He then went on to senior roles within arts organizations, foundations, higher education, and startups. He has also served as an independent consultant to the Salzburg Global Seminar, the Inter-American Development Bank, and London-based artist development company, B3 Media. David is a graduate of Amherst College and the University of London, with studies in economics and art history. He is a Salzburg Global Fellow, Evan Carroll Commager Fellow, and Fellow of the Royal Society of Arts. He has also served as a panelist for the National Endowment for the Arts, the Virginia Commission for the Arts and The Boston Foundation.
YEAR IN REVIEW: FINANCIALS

FOR EVERY $1 DONATED, THE A&BC PROVIDES $10 WORTH OF LEGAL AND BUSINESS SERVICES AND PROGRAMMING.

INCOME

- 84,120 Educational/Workshop Fees
- 80,591 Service Fees
- 42,941 Rental
- 8,443 Sales Revenue
- 88,285 Membership/Sponsorship
- 64,417 Fiscal Sponsorship
- 148,687 Grants/Foundations/Donations
- 712,179 In-Kind Donations
- 4,174 Interest

Total Income: $1,169,120

EXPENSES

- 206,813 Salaries + Benefits
- 47,864 Occupancy
- 151,109 Consultants + Services
- 19,000 Technology + Website
- 8,010 Consultants + Services
- 712,179 In-Kind Professional Fees
- 6,060 Rental + Event Fees
- 3,000 Depreciation
- 8,043 Interest
- 542,994 Operating Expenses

Total Expenses: $1,123,801

FY 2017 INCOME OVERVIEW

- $219,869 Earned
- $237,072 Support
- $712,179 In-Kind

Total Income: $1,169,120

FY 2017 EXPENSES OVERVIEW

- $542,994 Operating Expenses
- $534,390 In-Kind Professional Fees
- $46,417 Fiscal Sponsorship

Total Expenses: $1,123,801
Boston’s vibrant creative economy is buoyed by the efforts of many individuals and organizations. The business and legal communities of Greater Boston play a large role in the success of our cultural sector, and 2017 was no exception. To our Art Lending and Business on Board partners, the law firms that provided pro bono legal services to artists and organizations throughout Massachusetts, the companies that sponsor our annual event and the individuals that support our work with their generous contributions and thereby the work we do across the board—thank you!

**FUNDERS**

- Boston Cultural Council
- The Boston Foundation
- The Clowes Fund
- The Emily Hall Tremaine Foundation
- Massachusetts Cultural Council
- Brown Rudnick Charitable Foundation

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### BALANCE SHEET

#### STATEMENTS OF FINANCIAL POSITION

**AS OF JUNE 30, 2017 AND 2016**

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<th>2017</th>
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<td><strong>$2,659,641</strong></td>
<td><strong>$1,455,993</strong></td>
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MISSION
The Arts & Business Council of Greater Boston invests in the people and organizations that create the art we love. We do this through integrated and responsive programs and services designed to support and nurture the creative ecosystem.

OUR VISION
Art is an integral part of diverse communities, a healthy economy, and a rich educational environment. For communities to thrive, the artists and arts organizations within them must be sustainable, viable, safe, and supported. We believe deeply in the value of a thriving creative sector and the importance of investing in the creative workforce that powers it. From legal services and human resources support to real estate programs and creative placemaking, our initiatives are aimed at maintaining and bolstering the vibrancy and diversity of the region.