OUR 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.
LETTER FROM OUR EXECUTIVE DIRECTOR

Thank you.

The programs, events, and initiatives reflected in this annual report are a testament to the dedication of many individual artists, arts organizations, business volunteers, board members, foundations, and philanthropists. It takes a community to support Boston’s vibrant and complex ecosystem and to meet the many needs of the artists, creative entrepreneurs, and organizations in our communities.

At the A&BC, our goal is to provide integrated and responsive services that meet the existing needs of the creative community. And because the landscape is always changing, we endeavor to create programs and services that can evolve with the social, economic, physical, and political times. As we grow and change to meet these challenges, we form many new partnerships—and friendships—along the way. We are humbled by the creativity of the artists we serve and the efforts of so many arts champions in these communities. Thank you for collaborating with us and inspiring us every step of the journey. We know there is still much to do; together we can work to create an environment where the arts—and the makers of art—can thrive.

All my best,

James F. Grace
Executive Director
THANK YOU TO OUR PARTNERS, SPONSORS & VOLUNTEERS

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 2016 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, and the companies that sponsor our annual event and thereby the work we do across the board—thank you.

40 CHANNEL CENTER LLC
AIG - LEXINGTON INSURANCE
AMERICAN TOWER
ATLANTIC TRUST
BANK OF AMERICA
BERKLEE COLLEGE OF MUSIC
BLUE CROSS BLUE SHIELD
BURNS & LEVISON LLP
BROWN RUDNICK LLP
CASNER & EDWARDS, LLP
CHOATE HALL & STEWART LLP
COHNREZNICK
COOLEY LLP
CROSS COUNTRY CONSULTING
DAMON WALLACE, ESQ.
DELOITTE
DLA PIPER LLP
DUFFY & SWEENEY LTD.
DUNKIEL SAUNDERS ELLIOTT
RAUBVOGEL & HAND
EDELSTEIN & COMPANY
ELEMENT PRODUCTIONS
EY
FISH & RICHARDSON
FOLEY HOAG LLP
GLYNN LAW OFFICES
GOODWIN PROCTER LLP
GUNDERSON DETTMER
HARVEY ZEYTUNSYAN, ESQ.
HEMENWAY & BARNES LLP
IPSWICH FINANCIAL
K&L GATES LLP
KPMG
LANDO & ANASTASI LLP
LAW OFFICE OF CHRISTOPHER SMITH
LAW OFFICES OF DALE A. MALONE
LAW OFFICES OF PATTI JONES
LOCKE LORD LLP
MASSACHUSETTS INSTITUTE OF TECHNOLOGY
MCDERMOTT WILL & EMERY LLP
MC PARTNERS
MASSMUTUAL
MERRILL CORPORATION
MORGAN, LEWIS & BOCKIUS LLP
NIXON PEABODY LLP
NUTTER MCLENNEN & FISH LLP
OSBORNE & FONTE
OSTERBERG LLC
PEPPER HAMILTON LLP
PRINCE, LOBEL, & TYE LLP
PROSKAUER ROSE LLP
PWC
QUIRK PUBLISHING
RADIUS BANK
ROPES & GRAY LLP
SEYFARTH SHAW LLP
STATE STREET
SULLIVAN & WORCESTER LLP
TELERIK
WILMERHALE LLP
This past year at the A&BC was one of excitement, growth, and impact.

• We completed our merger with the Fort Point Cultural Coalition (FPCC), the co-developer of Midway Studios in South Boston. This merger formed the basis of our new creative space initiative, Creative Campus.

• Our newer artist development programs, the Creative Entrepreneur Fellowship and the Walter Feldman Fellowship for Emerging Artists, hit their stride, graduating talented and diverse artists who are making their mark in Greater Boston and beyond.

• Our Volunteer Lawyers for the Arts program assisted approximately 260 artists and arts organizations with their legal needs.

• In partnership with the world’s largest online auction house, Invaluable.com, we created an open marketplace for contemporary artists. Since its launch in April, the online gallery has been quickly gaining momentum and is, at the time of this report, host to 66 pieces of fine art.

• We led or facilitated more than 30 educational events, including Get on Board trainings, professional development seminars at local colleges, speaking engagements for out-of-state arts councils and conferences, multiple nonprofit incorporation seminars, and a series of business programs for the North Bennet Street School and the Griffin Museum of Photography.

• We ran a successful fiscal sponsorship program, which included supporting the highly lauded Butterfly Music Transgender Chorus.

• This year also saw the launch of the Creative Campus, a mission-driven real estate initiative that seeks to invest in the arts sector and its diverse people, organizations, and communities.

• To better communicate these programs and initiatives to our constituents and funders, we also redesigned our website and created an animated “explainer” video.
SUPPORTING THE ARTISTS AND CULTURAL ORGANIZATIONS MAKING THE WORK WE LOVE

LEGAL & HR SERVICES

260 VOLUNTEER LAWYERS FOR THE ARTS OF MASSACHUSETTS assisted more than 260 artists and arts organizations with their legal needs.

225 We provided ongoing HR SUPPORT to 10 arts nonprofits.

CREATIVE WORKFORCE DEVELOPMENT

Our ARTIST FELLOWSHIP PROGRAMS served 11 artists and entrepreneurs with professional development training, one-on-one mentorship, exhibition opportunities, and more.

300+ CREATIVE ENTREPRENEURS attended our WORKSHOPS AND SEMINARS* including our Peter Urban Legacy Workshop Series at the Griffin Museum of Photography and a six-part business course at North Bennet Street School.

OUTREACH

240 240 artists and business professionals attended MARTINIS & MASTERPIECES in June, celebrating the creative economy.

REAL ESTATE AND PUBLIC ART

SPACEFINDER MASS, now with a total of 475 listings, averaged 7,000 page views/mo and 13,000 users last year.

New program: THE CREATIVE CAMPUS was launched—an initiative that aims to preserve and develop vibrant and sustainable cultural and maker spaces.

CAPACITY BUILDING

Our PATENT PRO BONO program spoke with 50 inventors and referred 9 new patent cases to attorneys throughout New England.

Our BUSINESS ON BOARD program prepared 225 executives for nonprofit board service.

< EDUCATION & PROFESSIONAL PRACTICE >

New program: We launched the OPEN STUDIOS INITIATIVE, an online gallery currently featuring 70 works of art by 90 local artists.

70

< CREATING NEW OPPORTUNITIES FOR ARTISTS >

Our CORPORATE ART LENDING portfolio features 400+ works of art by 90 local artists.

STRONG BOARDS = STRONGER ORGANIZATIONS

Our PATENT PRO BONO program spoke with 50 inventors and referred 9 new patent cases to attorneys throughout New England.

We provided ongoing HR SUPPORT to 10 arts nonprofits.

ARTS & BUSINESS COUNCIL

SUPPORTING THE ARTISTS AND CULTURAL ORGANIZATIONS MAKING THE WORK WE LOVE

2016 ANNUAL REPORT
PROGRAMS

Our programs are designed to respond to the needs of a dynamic cultural ecosystem. They seek to educate and empower the creative workforce while catalyzing valuable and enduring partnerships between the arts and business communities.

LEGAL SERVICES

Volunteer Lawyers for the Arts 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 over 600 attorneys who volunteer their time and services to provide pro bono legal counsel and organizational support to the Massachusetts arts community.

BUSINESS ON BOARD

Our mainstay volunteerism program trains and facilitates the placement of business and legal professionals on nonprofit boards throughout Greater Boston. To date we have trained over 1,000 and directly placed over 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 organization partners.

ESSENTIAL TRAINING FOR THE ARTS

We seek to empower artists, arts organizations, and creative entrepreneurs through workshops and webinars, fellowship opportunities, mentorship, and direct services. In 2016 we successfully completed the second 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 launched a series of webinars about the business of public art on our artist resources website, artpreneur.org.
THE CREATIVE CAMPUS >>
This year we launched a mission-driven real estate initiative that invests in the arts sector and its diverse people, organizations, and communities. Through a fund dedicated to developing and owning creative real estate projects, we want to eliminate barriers for smaller organizations and individual artists to access safe, affordable, long-term, flexible space.

SPACEFINDER MASS >>
This free online platform (spacefindermass.org) 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. We have facilitated more than 500 space listings.

EXHIBITIONS >>
Our exhibition programs include the Walter Feldman Fellowship for Emerging Artists, which provides emerging artists with a solo show in our space and supports them with mentorship, business and legal services, and funding; a Corporate Art Lending program that loans outstanding artwork by local artists to Boston-area businesses; and an online gallery in partnership with the world’s largest online auction house, Invaluable.com.

ARTIST LEGACY SERVICES >>
The A&BC partners with artists, their families, and attorneys representing artists of all media to think about 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.

INVESTING IN THE CREATIVE WORKFORCE >>
Launched in 2012, this program addresses the needs of cultural organizations and their employees by: increasing HR compliance through direct legal services and HR consulting; creating educational webinars and workshops for senior staff on HR best practices; and increasing access to employment benefits, such as retirement, disability and life insurance, and employee assistance programs.

FISCAL SPONSORSHIP >>
The Arts & Business Council acts as a fiscal agent for startup and small arts groups seeking to raise funds through grants and donor support but that 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.
SELECT WORKSHOPS IN 2016

Applying to Grants and Residencies
Business Essentials: Navigating Small Business Legal Issues
Closing the Sales
Copyright & Business
Creating A Lasting Legacy: Estate Planning Workbook for Visual Artists
Crowdfunding for Creatives
Developing Your Online Voice
Get on Board!
Getting More of What You Want
Grants and Residencies (panel)
Know Your Numbers: A Financial Literacy Workshop
Landing Coveted Commercial Work (for photographers)
Marketing Boot Camp
Navigating the Business of Public Art
Negotiation, Copyright, and Contracts
Negotiation in Public Art
Nonprofit Incorporation Seminars
Photo Licensing: Price, Control, and Profit
Promoting Your Photography Through Publication
Trademarks & Copyrights and Contracts
Understanding Business Entities
Understanding the Public Art RFP/RFQ Process
Working with Buyers and Bookers
This year, the VLA assisted approximately 260 artists and arts organizations with their legal needs.

We made 81 case referrals to Massachusetts attorneys, many of whom became repeat volunteers.

Jim and Megan conducted over 150 consultations with artists and took on 21 issues in house.

Our Patent Pro Bono Program of New England spoke with 50 inventors and referred 9 new cases to attorneys throughout the region.

“I wanted to send an email right away to tell you that I just met with [the attorney] via phone, and she did agree to take on my case. I am deeply indebted to you for this connection. I am so very grateful to VLA for being THE best resource a writer/playwright could ever ever ever have.”

–Playwright
“Thank you so much for this. Working with [our volunteer lawyer] has been great, and very reassuring. We are so glad the VLA exists, and are very grateful for all you guys do for the arts.”

–Literary Editor

Winner of the 2016 Brown Rudnick Center for the Public Interest at Volunteer Lawyers for the Arts Holiday Card Contest, Katherine Nguyen (Grade 2, Roger Clap School). Also featured, Al Wallis (left) Executive Director of the Brown Rudnick Center for the Public Interest.

“Thank you … [the volunteer firms] are SO absolutely stellar - I am extremely grateful to your program for making these alliances possible!”

–Painter

2016 award recipients Hilary J. Libka, Esq. and Timothy Gillette at Martini’s at Masterpieces.
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 2016, more than 225 executives attended our open enrollment Get On Board! seminars and our customized in-house Get On Board! workshops. In 2016 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.

“The A&BC’s Business on Board program has been an important and essential partner to Associated Grant Makers and our Nonprofit Learning Institute since 2012. We have a shared commitment to building strong, healthy, engaged boards, and their workshops are informative, engaging, and among our most highly rated offerings.”

– Jeff Poulos, CEO, Associated Grant Makers

“From both an employee and company perspective, this program has been of tremendous value and we look forward to introducing a new cohort of leaders to this unique development opportunity.”

– Brendon Pires
Manager, Corporate Citizenship
Blue Cross Blue Shield of Massachusetts

BUSINESS ON BOARD
AdBC board member Dayla Arabella Santurri with staff of Guerilla Opera.

Business on Board seminar for Associated Grant Makers Nonprofit Institute, sponsored by Bank of America.
This year marked the second cycle of the Creative Entrepreneur Fellowship, a nine-month program that evolved out of our Artist Professional Toolbox program (2004-2014). More than 60 applicants applied in the fall of 2015, and the selected Fellows were announced in late November. The 2016 Fellowship kicked off with a successful retreat, followed by a personal assessment process that informed the professional development curriculum that followed. While the opening retreat took place at the offices of the A&BC, workshops and coaching sessions were held at various locations in Roxbury.

The 2016 Creative Entrepreneur Fellows are: Craig Bailey, Malika Circhlow, Lynda Hester, Jacqueline Johnson, Toussaint Liberator, Jennifer MacDonald, Ayana Mack, Christle Rawlins-Jackson, and Susan Thompson. They represent a diverse and exciting range of media including public art, music, photography, jewelry making, and fashion. The passion of these entrepreneurs was palpable, and the program’s coaches and mentors are deeply inspired to help each Fellow meet his/her individual definitions of success.

In addition to A&BC leadership, the cohort was guided and supported by: Candelaria Silva, a consultant, facilitator, and nonprofit leader who has a long track record of success in economic development, fundraising, and arts administration. In addition to her work with the A&BC, Candelaria coordinates the community membership program of the Huntington Theatre Company and is Program Manager for the Fellows Athenaeum Trust Fund of the Boston Public Library. Candelaria was the first director of ACT Roxbury from its start in

“Candelaria, I very much enjoyed working with you and your insight and efficiency made the Creative Entrepreneurs Fellowship a special program for me. I believe this program definitely put me on a path to consistently making products that are marketable. With much gratitude.”

–Susan Thompson
1998 until 2007, where she conceived and implemented its many signature programs, including the Roxbury Film Festival and Roxbury Open Studios.

**Julie Ann Otis** is the Founder and Creative Director of Samana Coaching and Consulting. Julie Ann works with individuals who want to develop more mindfulness, balance, ease, clarity, and success in their personal and professional lives. As a consultant, Julie Ann works with executive leaders to develop powerful strategic planning, communications, and stewardship practices. She regularly leads meditation and creative practice workshops as well as writing retreats in the New England area.

This year also saw a successful continuation of our partnership with Discover Roxbury, a community nonprofit that helped to promote the program and identify candidates. The CEF program is funded through the generous support of the Emily Hall Tremaine Foundation and the Clowes Fund. These funders are dedicated to supporting thriving artists with an appreciation for the business side of a creative practice and to funding diversity and inclusion in the arts. The CEF’s focus on supporting artists of color aligns with these larger goals.
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 Liz Munsell of the Museum of Fine Arts Boston selected Julia Traub Csekő and Sarah Hulsey as this year’s 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.

MEET THE 2016 WALTER FELDMAN FELLOWS

Julia Traub Csekő received her MFA from the school of the Museum of Fine Arts and Tufts University in 2013. Though she has lived in the Boston area for five years now, she previously worked and resided in Rio de Janeiro, Brazil. Csekő’s primary artistic focus explores the relationship between the artist and the viewer through painting.

Julia Csekő’s solo exhibition, Straight from the Heart – the Rant Series, was on view at the Piano Craft Gallery August 6 – 27, 2017, and featured a new series of interactive text-based paintings. Directly confronting the viewer, Csekő’s work invites viewers to witness her own interior dialogue, delving into the dilemmas and difficult questions a practicing artist must face on a daily basis.

The work of Sarah Hulsey combines an interest in the structure of language and a fascination with the visual forms of maps and scientific diagrams. Through prints and artists’ books, she explores ways of adapting the visual systems of various historical diagrams to use as a metaphor for language. Hulsey is most interested in drawing attention to aspects of language that often go unnoticed by speakers (i.e. syntax, phonology, etymology) and presenting some of the more intriguing patterns that emerge.

Hulsey’s artwork is strongly influenced by her educational background in Linguistics. Prior to becoming a full-time artist, she received a Bachelor’s and Doctorate in Linguistics, focusing on the
fields of Syntax and Semantics. Hulsey gravitates towards techniques that reflect some of the conceptual concerns of her work: repetition, seriality, and discrete marks built up into larger forms. Many linguistic structures are made up of small parts combined through linguistic rules. Therefore, art processes that are inherently iterative and repeatable are of particular interest to her. Hulsey works primarily with printmaking—woodcut, etching, screenprint, and letterpress. Within these media, she explores new ways to visualize the complex systems behind language.

Her solo show, Sarah Hulsey: Iterations, was on view in the Walter Feldman Gallery October 14 – November 13, 2016.
The A&BC merged with the Fort Point Cultural Coalition in December 2015 and together formed the Creative Campus, a mission-driven real estate initiative that seeks to invest in the arts sector and its diverse people, organizations, and communities. Through a fund dedicated to developing and owning creative real estate projects, we seek to eliminate barriers for smaller organizations and individual artists to access affordable, long-term, flexible space.

We began to explore our first project this year—the revitalization of a former Boys Club in Worcester, Massachusetts, into an integrated arts space to be operated by and home to Creative Hub Worcester. Built by a generous industrialist in 1914, this magnificent, 30,000SF space was once a haven for youth and one of the original 15 Boys Clubs in the US. For many children of working-class families, this Club was a rich social environment. It was also a safe place for hundreds of children of immigrant families who had moved to the area during the manufacturing boom.

The building remained a Boys Club until 2006, when the Club was relocated and the space that had served the community for nearly a century was shuttered. The property had been slated to become a storage facility until the current owner, Peter Heaney, heard of the plans for the Creative Hub—a dynamic space for artists and creative entrepreneurs to work, make, collaborate, rehearse, and perform in a vibrant environment. In 2016, the A&BC began exploring options to become the owner and developer of this exciting project.
Top: Creative Hub founders Stacey Lord (left) and Laura Marotta (right).

Bottom: Historical photo of the Boys Club.
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 honored lawyers and law firms for their pro bono efforts and highlighted extraordinary individuals who work tirelessly to keep Boston’s arts community healthy. This year’s awardees were Timothy Gillette, for his outstanding leadership and philanthropy in support of musicians, non-profit ensembles and social missions achieved through the love of music, and Hilary J. Libka, Esq. of Cooley LLP for her outstanding pro bono leadership in the arts and legal services communities of Massachusetts.
BOARD OF DIRECTORS, OUR TEAM, & CONSULTANTS

BOARD OF DIRECTORS

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Spalding Tougias Architects, Inc.

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State Street Corporation

SEAN NEWTH  
Chief Accounting Officer & Controller  
State Street Corporation

PANOS PANAY  
Managing Director  
Berklee’s Institute for Creative Entrepreneurship

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Edwards Wildman Palmer LLP

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KEN TUTUNJIAN  
Vice President/Manager  
Coldwell Banker

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President  
Ebban Zall Group

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CLIFF WATKIN  
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ibfinancial.com
Top: (left to right) Creative Entrepreneurship Fellow Ayana Mack, CEF faculty/personal coach Julie Otis, and MxM guest Adele Fleet Bacow.

Bottom: CEF Program Director Candelaria Silva-Collins with Jim Grace.
YEAR IN REVIEW:
FINANCIALS

FY 2016 INCOME OVERVIEW

$296,577 EARNED
+ $256,041 SUPPORT
+ $765,750 IN-KIND

$1,318,368 TOTAL INCOME
For every $1 donated, the A&BC provides $10 worth of legal and business services and programming.
### 2016 BALANCE SHEET

**STATEMENT OF FINANCIAL POSITION FY2015**

**AS OF JUNE 30, 2016 AND 2015**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>ASSETS</strong></td>
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<td>Operating Cash</td>
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<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$1,455,993</strong></td>
<td><strong>$976,170</strong></td>
</tr>
</tbody>
</table>