



ARTS SERVICES INITIATIVE
OF WESTERN NEW YORK INC

2017 ANNUAL REPORT



Where the arts meet business

www.asiwny.org

Arts Services Initiative of Western New York (ASI) is providing a business incubator for the arts community in WNY.

2017 was a year that brought major change and impact both within Arts Services Initiative of Western New York and throughout our arts and cultural community. We released the *Arts & Economic Prosperity Report V* for the WNY region, in conjunction with Americans for the Arts. This major initiative allows our sector to promote the economic impact from our arts organizations and the economic stimulus from their audiences on our overall region.

We continued to provide resources and tools to the creative artists in our field and to artistic non-profit organizations. We offered financial support through all of our grant-giving programs like DEC, Give for Greatness, and the NYS-Quebec Artist Residency Program. Since our creation in 2011 we have administered over a total of \$500,000+ to over 300 grant recipients who utilize these funds for arts programming and arts education initiatives. We did all this and more, while launching a brand new service program: Bookkeeping and Fiscal Sponsorship Services, to assist small to mid-sized organizations and independent artists with the financial side of their creative businesses.

We thank all of our supporters, partners, and volunteers who have strengthened our mission to serve the WNY arts community and who have truly made ASI a place 'Where the arts meet business.'



Jennifer M. Swan
Interim Executive Director

2017 BOARD OF DIRECTORS

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Mr. Mark Banaszak, Associate
Ms. Natalie Brown, Associate
Mrs. Parrish Gibbons Herzog, Associate
Ms. Ally Spongr, Associate
Ms. Stephanie Cole Adams, Pro Bono Legal Counsel



Board Member John Mueller attends ASI fundraiser NOLA Fest

Informing the community through research and education with the release of the *Arts & Economic Prosperity 5 Report (AEP5)*. AEP5 data collection was completed by ASI during the 2016 fiscal year. In 2017, the report was published and shared with our community to be used as a tool for advocating and educating the arts and cultural sector. **126** nonprofit arts and cultural groups and **1,300** audience members participated in AEP5. The arts sector is a **\$352.1M** industry in WNY—one that supports **10,160** full-time equivalent jobs and generates **\$40.3M** in local and state government revenue.



In August 2017, ASI welcomed Randy Cohen, Vice President of Research and Policy at Americans for the Arts, to WNY to launch AEP5 with an event at 500 Seneca Street.

Pictured (clockwise) Beth O'Keefe, Business Development Officer of Erie County Industrial Development Agency with ASI Interim Executive Director Jen Swan; Kathie Kudela, Executive Director of the Niagara Arts & Cultural Center with Seth Wochensky, Executive Director of the Springville Center for the Arts; Attendees during the AEP5 Release; and Randy Cohen of Americans for the Arts.

Strengthening local businesses through fiscal sponsorship, bookkeeping and financial services.

In 2017, Arts Services Initiative of WNY launched their Financial Services program which works with non-profits, for-profit businesses in the creative field, and artists and creative entrepreneurs to help them meet their financial goals. Mark Banaszak (pictured below, left) was hired in April 2017 through NYS Regional Economic Development funding which has allowed him to work with *over twenty clients* in WNY to provide bookkeeping, financial organization, and fiscal sponsorship resources to build the capacity of artists' and organizations' sustainability.


Client Spotlight

Located in downtown Buffalo, NY the Stained Glass Association of America (SGAA) is a professional trade association whose membership consists of the finest architectural stained and decorative art glass artists and studios in the United States and around the world.

Mark has been working with Megan McElfresh (pictured below, right) who is the current Executive Administrator / Director of the Stained Glass Association of America and the Stained Glass School and the Business Manager / Editor of the Stained Glass Quarterly.



SGAA creates the Stained Glass Quarterly (pictured) which is dispersed to members and the general public. SGAA Stained Glass Quarterly publications go back to the early 1900's. The first edition to be created and launched out of Buffalo was in 2017.

A woman with glasses and a green sweater stands on a concrete step in front of a red brick building. To her right is a grey door with a glass panel. Further right on the wall are two grey utility boxes. The building has some peeling paint on the upper left. A blue trash bin is partially visible on the far right.

“The SGAA would really like to grow and thrive in WNY. The organization has been surviving over the last 10 years at our previous home, but we see our move to Buffalo as the start of a new chapter for us. Using the services of ASI in the area of fiscal responsibility is another crucial first step in getting us on the right track and we’re immensely grateful that this service exists.”

- Megan McElfresh, SGAA Executive Director

Enhancing the arts sector through grant giving. In 2017 ASI grant programs Give for Greatness, Decentralization (DEC), and the Quebec Cultural Exchange totaled **\$200,000** distributed in funding for the arts throughout Western New York and New York State.

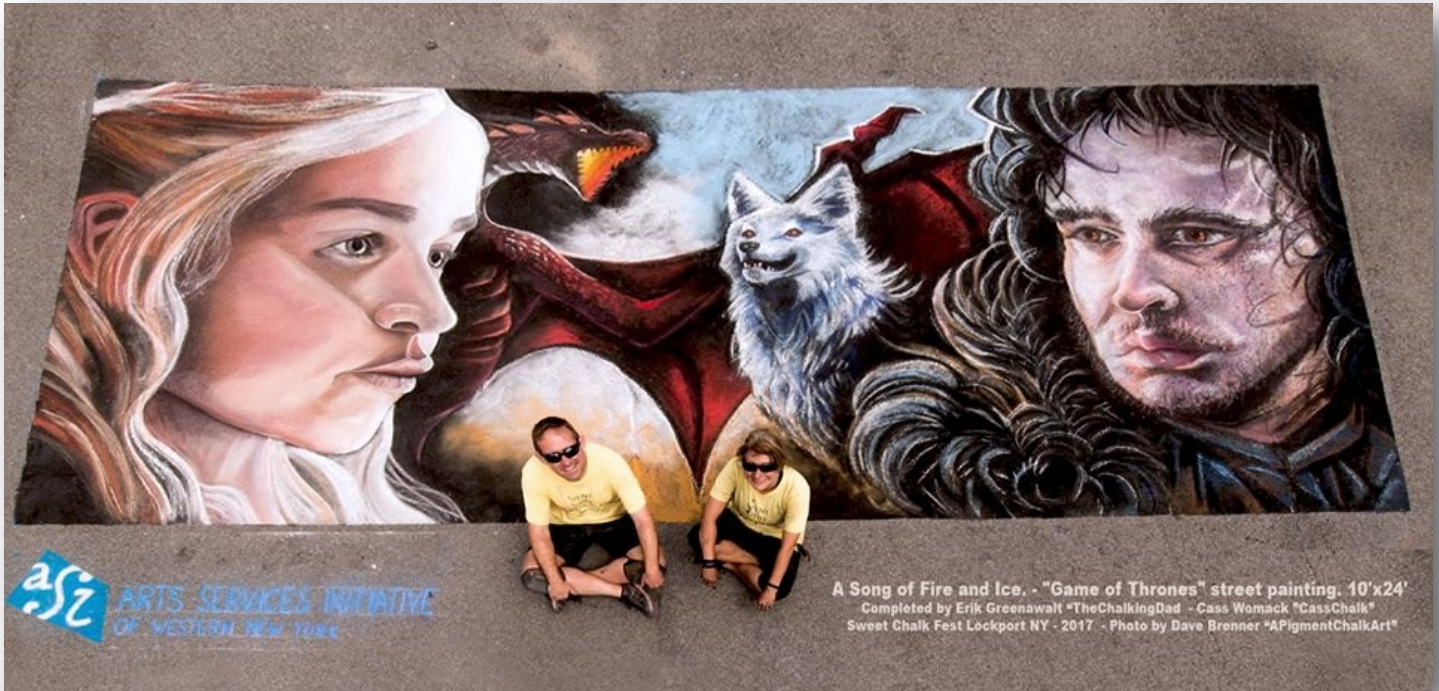
2017 ASI Grant Recipients

1891 Fredonia Opera House
Allentown Association
Amherst Bel Canto Choir, Inc.
Amor and Heritage Inc.
Artpark & Company Inc.
Aspire of Western New York
The Belle Center
Boston Free Library
Brazen-Faced Varlets
Buffalo International Film Festival Inc.
Buffalo Maritime Center
Buffalo Niagara Heritage Village
Buffalo Olmsted Parks Conservancy
Buffalo Opera Unlimited
Buffalo Philharmonic Chorus
Buffalo Society of Artists
Buffalo String Works
Buffalo Sugar City Inc.
Buffalo-Siena Cultural Council, Inc.
Cam Terwilliger
Cara Blue Adams
Carnegie Art Center
Center Dance
Chestnut Ridge Conservancy, Inc.
Chuck Tingley
Coalition for Economic Justice
Cultural Alliance of Niagara
Donna Hoke
El Museo Francisco Oller y Diego Rivera
Empower (Formerly United Cerebral
Palsy of Niagara County, Inc.)
EPIC - Every Person Influences Children
Erwin H Johnson Memorial Fund Inc.
Explore Buffalo
Ezra Teboul
Fountain Arts Center, Inc.
Francis Center, Inc.
Friends of the Burchfield Nature and Art
Center
Gary Sczerbaniewicz
Grassroots Gardens WNY
Harmonia Chamber Singers
Holland Community Choir
Holocaust Resource Center of Buffalo

India Association of Buffalo
Jewish Community Center of Greater Buffalo
Lewiston Council on the Arts
Lock City Glee Club, Inc.
Lockport Chorale
Lockport Public Arts Council
Marissa Lehner Bannister
Mohamed Diaby
Neto Hatinakwe Onkwehowe
Niagara Frontier Council of American Youth Hostels/
Hostel Buffalo-Niagara
North Buffalo Organization Inc.
Northwest Buffalo Community Center
O'Connell & Company Productions, Inc.
Oakwood Cemetery Heritage Foundation, Inc.
Olean Theatre Workshop
Opportunities Unlimited of Niagara Inc.
Orchard Park Council of the Arts
Parkinson's Foundation, WNY Chapter
People Inc.
Red Blazer Men's Chorus
Ringo Brill
Second Generation Theatre Company
Shandor Hassan
Southern Tier Symphony, Inc.
Sportsmen's Americana Music Foundation
Subversive Theatre Collective
Theatre in the Mist
Thomas Paul Asklar
Tina Dillman/The Cass Project
Tina Satter/Half Straddle
Town of Boston
Town of Brant
Town of Elma
Unique Theatre Company
University District Community Development Association
Valley Community Association Inc.
Village of Blasdell
Village of Youngstown
WEDI Buffalo
Western Door Playhouse
WNY Festival Chorus, CFPA
Yvette Granata

Grant Recipient Spotlight

The Sweet Chalk Festival, located in Lockport NY, was an ASI DEC Community Arts Grant funded event organized by the Lockport Public Arts Council. The festival brings together artists, students and ringers from around the country to show off their chalk art skills. The event takes over a portion of the downtown area, filling two parking lots and sidewalks with hand drawn chalk murals. Thousands attend during the two day event.



"The grant from ASI made a big impact on Lockport Public Arts Council's Sweet Chalk Festival. Those funds were used to compensate local artists for their participation and also helped pay travel expenses for out of town artists. We were grateful for the monetary support, but even more importantly we were happy to be recognized as a worthy project."

- Ellen Martin, Board President, Lockport Public Arts Council

Ensuring accessible arts and cultural events
in WNY with free programming like
Make Music Day and **Arts Access**.



Make Music Day is an international celebration of music on June 21st, with free programming for all ages. In 2017, ASI coordinated free music events in Erie, Niagara, and Chautauqua Counties including (pictured clockwise) the Albright Knox Art Gallery, Niagara Falls and Marine A at Silo City.



Arts Access provides individuals, seniors, and families in WNY who receive public assistance admission to arts and cultural events through the Arts Access pass. The pass breaks down barriers to attending events while ensuring audiences reflect the communities in which they reside.

Arts Access pass membership increased by over 50% in 2017!



“A group of 9 went to the Lancaster Opera House yesterday and had a wonderful time. Our group included a 92 year old, a 95 year old and an 88 year old who had never been to any type of live performance before! We also had a Gramma who was able to take her 16 year old grandson!”

- Tim Burgess, AA Pass Holder (photo submitted above.)



“Without the AAP pass, I would not have been able to afford to take my children to places in Buffalo like the Albright [Knox], the Buffalo Science Museum and Explore & More Children’s Museum.”

- Reagen P., AA Pass Holder

2017: A year in pictures



Michelle Marcotte paints Theodore Roosevelt's favorite meal (Fried Chicken) at the ASI Sponsor Appreciation Party at the TR Site



Mike Cardus facilitates a leadership workshop for artists at Just Buffalo Literary Center



Francis Center's after school Program received ASI DEC Grant funding for their Fine Art Fridays



ASI staff & NYS advocates meet Congressmen Brian Higgins in Washington DC during Arts Advocacy Day



Niagara County cultural leaders attend ASI's Arts and Economic Prosperity 5 Report release at 500 Seneca St.



The Buffalo Brass Machine performs at ASI's NOLA Fest Fundraiser while raising funds for Hurricane relief in New Orleans



Kids participate in Make Music Day 2017 with a group 'Boomwackers Play Along' at Albright Knox Art Gallery



Awardees gather at the 4th Annual Spark Awards at Hotel Henry



Lockport High School hosted Vernon Huff to facilitate a choral workshop funded by ASI DEC Grant



ASI staff gather at Flying Bison during NOLA Fest fundraiser



2017 Lawyers for the Arts event raises funds for the Give for Greatness program administered by ASI



Give for Greatness grant awardees from El Museo pose with Interim Executive Director Jen Swan

2017 Donors and Funders

Innovators (\$50,000 +)



**Council on
the Arts**

Benedict Perrone

**FUND
FOR THE
ARTS**

Anonymous

Premier Partners (\$20,000 +)



Star Partners (\$5,000 +)

M&T Bank

RIGIDIZED
METALS CORPORATION

Community Partners (\$1,000 +)

Adam's Mark Hotel, Augello & Matteliano, LLP, Brown Chiari LLP, Buffalo Building Trades Council, Buffalo Iron Works, Buffalo Spree Magazine, Dansa & D'Arata LLP, Dennis Vacco, Harter Secrest & Emery LLP, HealthNow, Hodgson Russ LLP, Key Bank, Lipsitz Green Scime Cambria LLP, Montante Solar, Phillips Lytle LLP, Roswell Park Cancer Institute, Shea's Performing Arts Center, Sti-Co Industries, The Public

Patrons (\$500 +)

Alfred, Amigone, Sanchez & Mattrey, LLP, Baumeister Denz, LLP, Brisbane Consulting Group LLC, Buffalo Niagara Medical Campus, Buffalo Urban Development Corporation, Castellani Art Museum at Niagara University, Cellino and Barnes, Chautauqua Institution, Cultural Alliance Of Niagara, D4, Dandelions Restaurant, Destination Niagara USA, e3communications, Erie County Industrial Development Agency, Evans Bank, Fatta Foundation, Hohner Harmonicas, Jack W. Hunt and Associates, Inc., Court Reporting Specialists, Michael Jackson, Anne Janczak, Marianne Kelly, Kenan Center, Kimil Construction, Lewiston Council On The Arts, Lumsden & McCormick LLP, Carolyn Marong, MusicalFare Theatre, Pace & Pace Law, LLC, Paramount Settlement Planning, LLC, Savarino Properties, The Big Easy In Buffalo Committee, The Law Firm of Francis M. Letro, Tri-Main Development LLC, Michelle Watorek

Friends of ASI (\$1 +)

African American Center For Cultural Development, Anonymous (5), Atti Law Firm, PLLC, Jeffrey Bagel, Anthony Bannon, Anthony Battaglia, Christopher Belling, Bennett Schechter Arcuri & Will LLP, Shelia Benson, David M. Block, Bouvier Law, LLP, Buffalo Brass Band, Leslie Calimeri, Broderick Cason, Sandra Cassidy - Cassidy Legal, The Copy Store, Counsel Press, Valerie Czamara, Lucy Dadd, Dennis J. Bischof LLC, Calvin Deyermond, Dixon & Hamilton, Ed Northwood & Associates, Fairycakes Cupcakery, Jim Gardner, Goldberg Segalla, Catherine Grant, Leslie Greenbaum, Richard F. Griffin, Gross, Shuman, Brizzle & Gilfillan, PC, Journey Gunderson, Tina Hastings, Hispanic Heritage Council Of WNY, Cheryl Jackson, Ted & Janet Kniazuk, Tod A. Kniazuk, Katherine Koperski, Randall Kramer, Tom Kubinec, Lawley, Julia Lentini, Daniel Lewis, Lipsitz & Ponterio, LLC, Louisiana Cookery, Carla Marrazzo, Rick Mathews, Brandye Merriweather, Daniel T. Montante, John A. Mueller, National Fuel Gas Distribution Corporation, New Era Cap Foundation, Joseph Nicastro, Kelley Omel, Joseph E. O'Donnell, Matthew Palmo, Hal D. Payne, James Peterson, Amber Poulos, Susan Przybyl, Theresa Quinn, Esq., David W. Reitz, Michael Reville, Rhythm Band Instruments, Dave Ruch, Rupp Baase Pfalzgraf & Cunningham LLC, Elizabeth & William Savino, Daniel Shanahan, Susan Sherman, Mary Simpson, Smith, Miner, O'Shea & Smith, LLP, State University College At Fredonia, Jen Swan, Robert Swann, Susan Tobe, David & Susan Wedekindt, Bill Williams, Jon Ross Wilson, Gerhardt J. Yaskow



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