



# ARTS SERVICES INITIATIVE OF WESTERN NEW YORK, INC. 2018 ANNUAL REPORT



**ASI PROMOTES THE ARTS AND CULTURAL SECTOR'S  
VITAL ROLE IN ECONOMIC DEVELOPMENT AND  
THE COMMUNITY THROUGH CAPACITY BUILDING,  
COLLABORATION, AND ADVOCACY  
IN WESTERN NEW YORK.**

**FUNDING. LEARNING OPPORTUNITIES.  
ACCESS TO THE ARTS.**

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Executive Director

**Mark Banaszak**  
Associate

**Natalie Brown**  
Associate

**Parrish Gibbons Herzog**  
Associate

**Ally Spongr**  
Associate

**Jess Trainor**  
Arts Access Program Coordinator

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## LETTER FROM EXECUTIVE DIRECTOR JEN SWAN



What another great year! I'm proud that ASI had the pleasure of growing its programs and services in 2018 so that artists and arts organizations all over Western New York could continue to be reached and supported. ASI's mission is to be as instrumental to their career development, financial sustainability, and artistic success as their work is to the advancement and health of our region.

In 2018, we provided financial support to over 100 art projects, activities, and artists through our multiple granting programs, including our new Global Warming Art Project fund, created by artist Ben Perrone, in which we award six grants every year to fund art projects that address the rising dangers of climate change. We also provided fiscal sponsorship to many more projects and programs this year, including Starring Buffalo, artist Alicia Marvan's "SWARMS" virtual reality project at Silo City, and the Tesla Statue Project.

As we advance and continue to meet and support ever more artists and organizations, we are committed to ensuring that the region's arts and cultural sector is an integral part of the lives of all residents and the fabric of every neighborhood. Through our Arts Access program, we aim to eliminate the most common barriers of inaccessibility to the arts—costs, transportation, and knowledge of events—by partnering with local theaters, galleries, and other arts and cultural institutions to offer free or discounted admission as well as complimentary transportation to low-income individuals and their families.

Thank you to all of our supporters, partners, and volunteers who have strengthened our ambitions to serve the Western New York arts and cultural sector as a vital nexus where "the arts meet business." Because of your continued commitment, that space will continue to grow to welcome even more artists, arts organizations, and diverse audiences from across the region and beyond.

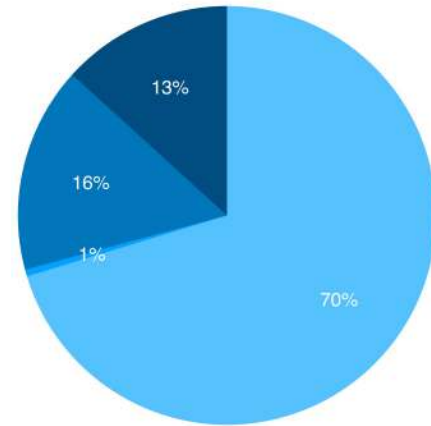
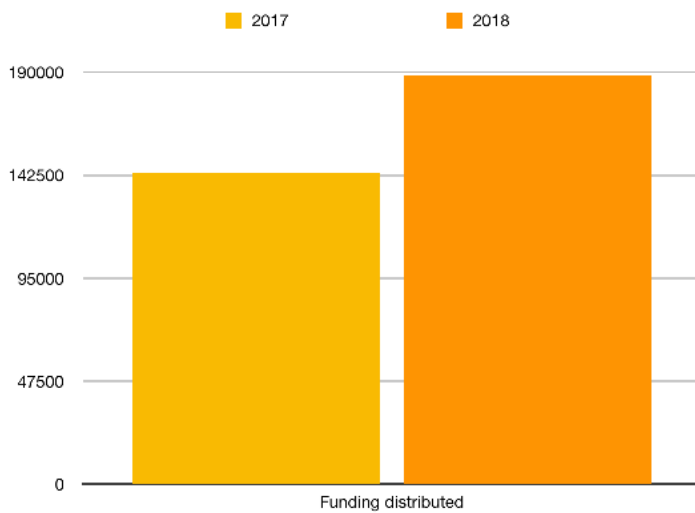
A handwritten signature in cursive script that reads "Jennifer M. Swan".

**IN 2018, JEN WAS NAMED BEST ARTS  
ADMINISTRATOR OF WESTERN NEW  
YORK BY BUFFALO SPREE MAGAZINE**

# STRENGTHENING THE ARTS AND CULTURAL SECTOR THROUGH FUNDING

## 2018 IN REVIEW

In 2018, ASI distributed \$188,500—\$45,060 more than in 2017—of grants to fund projects by Western New York artists and arts organizations.



- DEC Grants
- Global Warming Art Project
- Fendrick Fund
- Give for Greatness

## GRANT SPOTLIGHT: GLOBAL WARMING ARTS PROJECT

NEW IN 2018!

For several years, artists Ben Perrone and Hugh Levick worked on an art project called “Environment Maze” and raised approximately \$70,000 dollars in donations to create it. Upon launch, however, they were unable to locate a space suitable for its installation. Ben decided to repurpose the funds by donating them to ASI and creating a granting program for artists creating projects in response to the dangers of global warming and climate change.

## 2018 RECIPIENTS

- “UNSEEN” by Chantal Calato
- “Open Waters” by Judith Goldman
- “Lake Sturgeons’ Guide for Surviving the Anthropocene” by Anna Scime with Lumiflux Media

# EMPOWERING ARTISTS AND ORGANIZATIONS WITH LEARNING OPPORTUNITIES

ASI is committed to the professional and organizational growth of Western New York's artists and arts organizations. Through our professional development series, we offer complimentary and interactive workshops presented by the region's leading changemakers in the arts. With topics spanning budgeting, marketing, governance, and more, we work hard to ensure that seminars are timely, effective, and valuable for any individual or group, regardless of the present challenges of one's organization or stage of one's career.

## 2018 WORKSHOPS

- NYFA Artist Fellowship Workshop
- Intellectual Property and Trademark Law for Creatives
- DEC Grant Information Sessions: Springville, Buffalo, and Niagara Falls
- Advocacy and the 2019 Erie County Arts Funding Budget Process
- Theater Funding with Alliance of Resident Theatres (A.R.T./New York)
- Creating a Powerful Artist Statement
- Cash Flow Statements and Forecasts for Nonprofits
- Marketing for Entrepreneurs

# BREAKING BARRIERS AND BUILDING COMMUNITIES THROUGH ACCESS TO THE ARTS

Our Arts Access program breaks the barriers facing low-income residents of Erie and Niagara Counties when accessing the arts, which are often costs, transportation, and knowledge of events. Arts Access partners with local theaters, galleries, and other cultural organizations to ensure arts opportunities are available to recipients of public assistance and their families.



# 1614

Western New York residents served in 2018

# 27

galleries, theaters, and other cultural organizations participated in 2018

# PROGRAM SPOTLIGHT: SPARK AWARDS CELEBRATING THOSE WHO IGNITE ARTS AND CULTURE

The Spark Awards is our annual awards ceremony honoring outstanding individuals and organizations in the Western New York arts community. We celebrated our fifth annual Spark Awards on May 16 at Hotel Henry.



## 2018 WINNERS

**Fotini Galanes**  
Artist of the Year

**Keith Harrington**  
Artist of the Year Finalist

**Gary Earl Ross**  
Artist of the Year Finalist

**Buffalo Arts Studio**  
Arts Organization of the Year

**Niagara Falls National Heritage Area**  
Arts Organization of the Year Finalist

**Resource: Art**  
Arts Organization of the Year Finalist

**Thomas Burrows**  
Lifetime Achievement

**Michael J. Beam**  
Trailblazer of the Arts

**Lockport Public Arts Council:  
Sweet Chalk Festival**  
DEC Program of the Year

**Buffalo String Works**  
Rising Star

**John and Carolyn Yurtchuk**  
Supporters of the Cultural Sector

**Friends of the Japanese Gardens**  
Unsung Hero

**Learning Disabilities Association  
of WNY**  
Arts Integration

**Robert G. Wilmers**  
Legacy Award

Photos by Keith Barker

# PROGRAM SPOTLIGHT: FINANCIAL SERVICES CATCHING UP WITH CEPA GALLERY

**In 2017, after the initial launch our Financial Services program offering low-cost bookkeeping and financial services to local nonprofit organizations, CEPA Gallery reached out to ASI and became our first fiscal client. One year and many reports later, we caught up with Lawrence Brose, the executive director of CEPA, to learn more about the gallery's mission and how ASI's services have helped them pursue it.**

ASI: Tell me about CEPA: its programs, history, and mission.

LB: CEPA's mission is to foster the exploration of photography and contemporary visual art, to nurture creativity, and to encourage active learning. Its vision is to continue being a globally recognized incubator of artistic creation whose programs drive engagement with art as an essential facet of life and community. Beyond its recognition as "one of the most relevant and important alternative art spaces in the United States" (European Journal of Media Art, 2015), CEPA is an innovator in the field of arts education. It is equally committed to promoting artists and their practices as it is to creating opportunities for youth and adults throughout Western New York to learn new forms of expression. CEPA's educational programming is unparalleled in the local market and recognized among the best in the nation: funded by the National Endowment for the Arts, honored with a National Arts & Humanities Youth Program Award (the nation's highest honor for community-based arts education), and consistently ranked #1 by the New York State Council on the Arts' Arts Education Program.

ASI: In which chapter of CEPA's history did the organization find ASI? What were the circumstances that led CEPA staff to want to work with ASI?

LB: We had known about ASI for some time but became involved when it began to offer bookkeeping services. We met with ASI Fiscal Associate Mark Banaszak and was very impressed with his knowledge of nonprofit bookkeeping, including the reports that we needed for our Board of Directors to review as well as reports on our various programs to help the executive director and the rest of the staff. We were also attracted to the fact that we didn't have to make a commitment to a set number of hours each month but instead would be billed according to the hours that were used. That flexibility was key to our decision to engage with ASI's financial services.

ASI: What types of financial services does ASI provide for CEPA?

LB: In addition to weekly bookkeeping, Mark has provided monthly financial reports and cashflow projections, worked with us on budgets for our major grants, assisted with financials for grant reports, and more. It also helps that he works with several other organizations because it keeps him informed on what we need for a particular grant and gets us ahead of the financial questions.

ASI: How have ASI's services strengthened CEPA and helped it pursue its mission?

LB: There are numerous ways that ASI's financial services have been helpful. Our reporting to the Board is much clearer, which helps them guide and support the executive director. With the financial forecasting, we have been able to stay ahead of cashflow issues and be more proactive. It has helped us in our programming and managing our education programs and artist projects.

ASI: Which qualities of the Western New York arts and culture sector make it the ideal region for CEPA to be located and run its programming?

LB: CEPA Gallery has been in the community for 45 years and is a major contributor to the cultural sector of the region. I think that the vast number and quality of the cultural organizations in this region make it easier to thrive because we have a very culturally educated and engaged community that appreciates the arts.

ASI: What's next for CEPA?

LB: We are very excited about the upcoming season of exhibitions and programs. We are currently involved with more than 40 veterans and caregivers through The Odyssey Workshops, which will culminate with a major exhibition opening the night of Curtain Up! This program has made a major impact on veterans' lives (see this cover story in The Buffalo News). We also are expanding our Education Program with additional partnerships, serving more communities and youth, and implementing the Photography Works program, a professional development mentoring project for young people to explore the many careers in the arena of photography.

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