

2022 ANNUAL REPORT

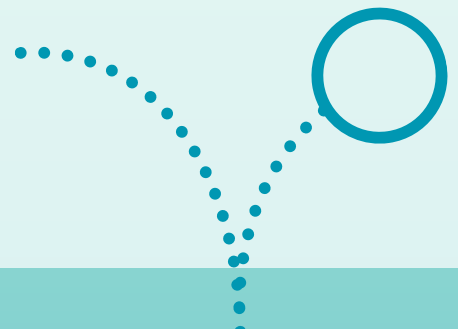
ASI BOUNCES BACK



Arts
Services
INC

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Jen Swan-Kilpatrick

Executive Director

Mark Banaszak

Fiscal Associate

Devon Bradley

Engagement & Development Manager

Holly Grant

Grants & Programming Director

Cameryn Handel

Arts Access Coordinator

Nicole Murray

Marketing & Communications Manager

AEP6 Surveying Team:

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Cian Gonzalez

John Smigielski

Jess Trainor

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Heather Warnes, Treasurer (June 2022 - current)

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Earl Wells

Katherine Wood

Catherine Scrivo Baker, UB Board Fellow

LETTER FROM EXECUTIVE DIRECTOR

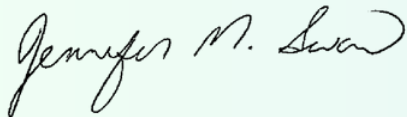
2022...2 years after much uncertainty, but we have seen much transformation, innovation, and promise!

One thing we realized at ASI is that we were needed MORE THAN EVER. ASI had to be resilient and offer a steady hand to guide our thousands of WNY arts nonprofits and artists to success. We spent the year learning and growing with many in the arts sector; while providing new avenues and new ways of thinking for the field. We've met new colleagues, and partnered in ways beyond our wildest dreams.

Our goal is to secure long-term sustainability for the arts and creative field; continuing to show the WNY creative workforce as a FORCE for CHANGE. Transformation and promise for the WNY arts sector is what we thrive on. YOUR success is ASI's success. ASI has provided support and commitment to help those in the arts, and those who rely on the arts, to bounce back to where they need to be and to places they have never been.

We plan to keep bouncing forward. The WNY Arts and Cultural Sector is known for our creativity and our ingenuity - not only will we bounce, we will evolve new models and ideas, and support the community in ways never imagined. We're all in this together.

Thanks for being part of our bounce back in 2022. We couldn't have done this without you. And always know, we're here for you and the WNY community!



Jen Swan
Executive Director



Jen Swan-Kilpatrick moderating a panel discussion for Young Professionals for Olmsted Parks (YPOP) group in 2022.

2022-2024 STRATEGIC PLAN

ASI's strategic planning process was led by Mary Beth Debus, President of Program Savvy Consulting (www.programsavvy.com).

ASI'S STRATEGIC PRIORITIES:



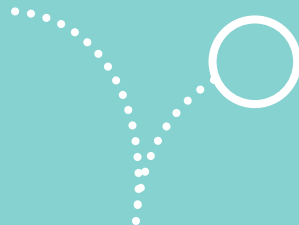
ASI increases its financial diversity and assets to support operations and expansion of programs and services.



Programs and services are best practice and meet the needs of the WNY community.



ASI reaches more people in a way that is meaningful to them.





ASI'S DEIA INITIATIVE

In response to our 3rd Strategic Priority (reach more people in a way that is meaningful to them), ASI partnered with consultant, **Clementine Gold Group**, to develop and implement our Diversity, Equity, Inclusion, and Accessibility (DEIA) Initiative.

Clementine Gold Group is headquartered in Buffalo, NY, and has over 15 years of experience working with municipal government, nonprofit, education, and healthcare organizations.

The team is managed by:

Ekua Mends-Aidoo - President and Principal Consultant, and

Kim LaVare - Senior Engagement Consultant



Diversity, Equity, Inclusion, and Accessibility are key to ASI's core values. This initiative will advance our efforts by reviewing staff, board, programs, and constituents and setting goals to expand representation to successfully create a supportive environment within and outside of ASI.

This initiative will be completed in 2023, but we know that this work is ongoing and ASI is committed to continuing to learn and grow to make the arts and cultural sector a more inclusive and accessible space.

This initiative was made possible by support from CNY Arts, Mid-Atlantic Arts Foundation, and WNY Foundation.

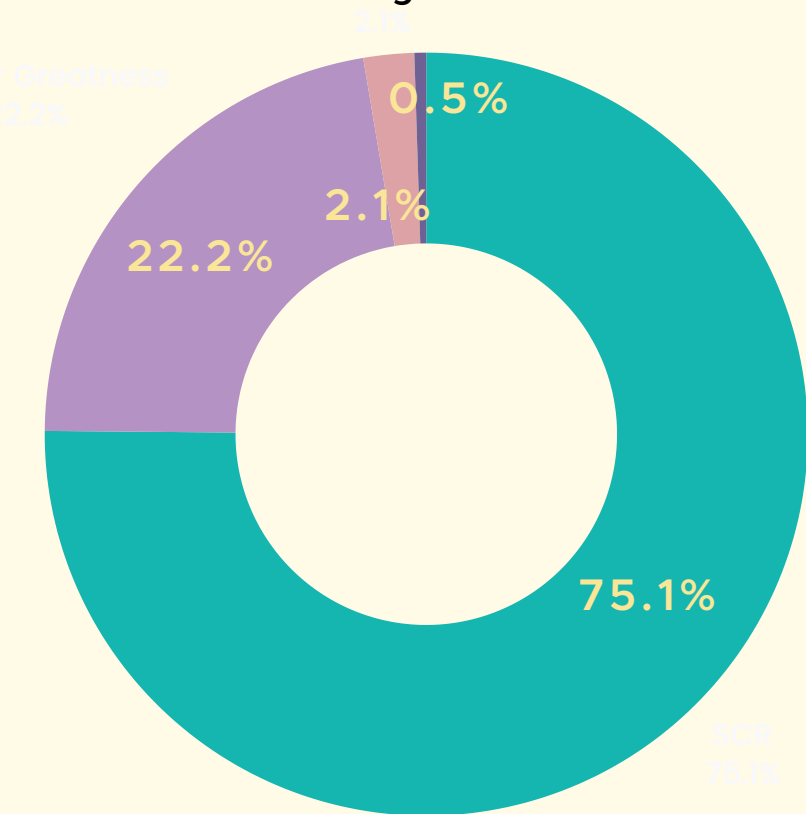
Funding



2022 GRANT DISTRIBUTION

ASI distributed **\$200,300**

in grant funding to individual artists and arts and cultural organizations of Western New York in 2022.



\$150,500

NYSCA Statewide Community Re-grants (SCR)

\$44,500

Give for Greatness

\$4,300

Global Warming Art Project

\$1,000

Fendrick Theatre Fund

2022 STATS

162

APPLICATIONS
RECEIVED

82

AWARDS
GIVEN



FILM NEGATIVE

LAWYERS FOR THE ARTS

Funding



2022 CONCERT & FUNDRAISER

TRALF MUSIC HALL
MARCH 12, 2022

PRESENTED BY:



FILM NEGATIVE

FILM NEGATIVE

After a two year break from the pandemic, Lawyers for the Arts returned with 8 bands taking the stage in 2022!

We are so grateful for all of the sponsors, attendees, and performers who helped to make the return of this event such a huge success.

LAWYERS FOR THE ARTS RAISED \$32,000+ FOR GIVE FOR GREATNESS IN 2022.

Photos by Glen Murray

DIAMOND & PLATINUM SPONSORS





GIVE FOR GREATNESS

Give for Greatness grants provide \$2,000 in general operating support for micro to mid-sized arts nonprofits in WNY and \$500 to collectives in the process of incorporating as nonprofits.

In 2022, ASI awarded **\$44,500** to the WNY arts sector.

2022 RECIPIENTS:

- African American Veterans Arts & Culture Corporation
- African Consciousness Corporation
- BOS Foundation
- Buffalo Opera Unlimited
- Carnegie Art Center
- Chautauqua Community Music Project
- Concordia Foundation
- Fenton History Center
- Latin American Cultural Association / El Buen Amigo
- Lewiston Council on the Arts
- Locust Street Art
- Momentum Choir
- Neto Hatinkwe Onkwehowe Native Arts
- Pappy Martin Legacy Jazz Collective
- Somerset Union Museum
- Southern Tier Symphony
- Starry Night Theatre Co.
- Stitch Buffalo
- The Fountain Arts Center
- Tri-County Arts Council
- Unique Theatre Company
- WAHI Studio
- West Falls Center for the Arts

Funding



SOCIAL MEDIA STATS



5,067 FOLLOWERS
.26% engagement



2,796 FOLLOWERS
+2.5% engagement



5,975 SUBSCRIBERS
37% open rate



In 2022, ASI launched our TikTok page, already reaching 79 followers. Thank you to all of our followers who make creating content for you so much fun!

@asiwny.org
Facebook.com/asiwny
Youtube.com/user/asiwny
LinkedIn.com/company/asiwny



2022 ARTS ACCESS RECAP

1,331

PASSHOLDERS

received access to arts & cultural programming in WNY

53

PARTNERS

provided access to programming for Arts Access passholders

12

SIGN-UP LOCATIONS

promoted & enrolled Arts Access passholders

44

TRANSPORTATION REQUESTS

granted to Arts Access passholders

THE ARTS BELONG TO EVERYONE.

Arts Access



Since 2013, ASI's Arts Access program has been removing barriers to arts and cultural programs and events for individuals and families receiving income-based public assistance in WNY. Safe and accessible transportation that can accommodate wheelchairs, walkers, and service animals is provided in partnership with Hart Transportation.

2022 ARTS ACCESS PARTNERS

- Albright Knox Northland
- Allegany Arts Association*
- Alleyway Theatre
- Aquarium of Niagara
- Arts for Learning WNY (formerly Young Audiences)
- Belfast Organization for Artists*
- Bellissima Productions
- The Big Easy in Buffalo
- Book Arts (formerly WNY Book Arts Center)
- Buffalo & Erie County Botanical Gardens
- Buffalo Chamber Players
- Buffalo Gay Men's Chorus
- Buffalo History Museum
- Buffalo International Film Festival
- Buffalo Iron Works*
- Buffalo Museum of Science

- Buffalo Niagara Heritage Village
- Buffalo Philharmonic Chorus
- Buffalo Philharmonic Orchestra
- Burchfield Penney Art Center
- Brazen Faced Varlets
- Carnegie Art Center
- ComedySportz
- El Museo
- Explore & More Children's Museum
- Explore Buffalo
- Friends of Vienna
- Graycliff Co.
- Herschel Carrousel Factory Museum
- Irish Classical Theatre Co.
- Jewish Repertory Theatre
- Just Buffalo Literary Center
- Kavinoky Theatre
- Kenan Center
- Lightbulb Project

- Locust Street Art
- Niagara Falls Underground Railroad Heritage Center
- MusicalFare Theatre
- Niagara Arts & Cultural Center
- Neglia Ballet
- Old Fort Niagara*
- Peach Magazine
- Penn Dixie Fossil Park and Nature Preserve*
- Reg Lenna Center for the Arts*
- Road Less Traveled Productions
- Second Generation Theatre
- Shakespeare in Delaware Park
- Squeaky Wheel
- Starring Buffalo*
- Theatre of Youth
- Trinity Episcopal Church
- UB Arts Collaboratory
- Ujima Theatre Company

2022 ARTS ACCESS SIGN-UP PARTNERS

- Albright Knox Northland
- Carnegie Art Center
- Cuba Library
- Delevan Grider Community Center
- Family Promise of WNY
- Jewish Community Center of Greater Buffalo
- KidsPeace

- Peaceprints of WNY
- Rural Outreach Center
- Squeaky Wheel Film & Media Center
- Town of Cheektowaga Senior Center
- West Side Community Services

* Indicates new Arts Access partners in 2022



Arts Access Plus



A subset of Arts Access

In 2022, ASI launched Arts Access Plus for the 2022-2023 Arts Access season.

164 ARTS
ACCESS
PLUS
ENTRIES

To ensure equitable opportunity for all, Arts Access passholders enter a lottery each month to win specialty tickets at Arts Access partner locations, including: special exhibits, on-demand touring events, special guests, workshops, and more.

"I can't believe that we can take the kids to meet with penguins and make lifetime memories... It is a dream come true!"

-Testimonial from Arts Access Plus Penguin Encounter winner

14 ARTS
ACCESS
PLUS
WINNERS

\$1,720.61
GIVEN BACK TO
PARTNERS IN 2022

ASI purchases full-price tickets to these popular, exclusive events to give back to the generous Arts Access partner organizations who donate admission and tickets to Arts Access each year.

Arts Access Plus was made possible by the incredible support ASI received through Buffalo's Give 716 campaign hosted by the Buffalo Bills Foundation and Buffalo Sabres Foundation.



\$4,179.52
RAISED THROUGH
GIVE 716

Creative Professionals Exchange Refresh

JUNE 3 & 4, 2022

Professional Development



The Creative Professionals Exchange (CPX) returned with CPX: Refresh, a two-day mini-conference for artists and creatives.

CPX: Refresh was designed to refocus, revitalize, and refresh an artists' creative engine to kickstart or empower their career and passion for the arts. This theme came to fruition out of the clear need for creatives to refresh their passion for the arts post pandemic. Through in-person and virtual attendance, CPX: Refresh reminded participants to take care of themselves while continuing to strengthen their craft.

CPX: REFRESH SESSIONS:

- Alexander Technique: Body Alignment for Your Health
- Art of Mindfulness: Zentangles for Relaxation
- Artist Brand Identity
- Creating Systems that Support You
- Creative Reuse Panel
- Finding Hygge: The Ideal Workspace Exists
- Meeting Resistance: Adaptations for Artistic Perseverance
- Mindful Nutrition
- Nature as Inspiration
- Putting It Together: Packaging & Portfolio Building
- Salary Negotiation
- Social Media Marketing for Creatives
- Stress & Burnout Management
- Unlocking Your Creativity
- Tifft Nature Preserve Tour



TIFFT NATURE PRESERVE





FROM THE GROUND UP

NEW!

ASI's newest professional development series features workshops and introductory trainings for newcomers in the nonprofit sector.

2022 WORKSHOPS & TRAININGS

Our first two workshops were led by ASI board member, Attorney Mike de Freitas, on starting a nonprofit arts organization.

From the Ground Up workshops are free and available in-person or virtually.

NONPROFIT BOARD ROLES & RESPONSIBILITIES

This presentation covered all aspects of the nonprofit board, including roles and responsibilities, governance, bylaws, required policies, fiduciary duties, and more.

SEPT. 29, 2022

NONPROFIT INCORPORATION

This workshop covered all you need to know to form a 501c3 nonprofit, including tax exemption options and processes, annual filings, benefits and burdens, and more.

SEPT. 22, 2022

From the Ground Up is an extension of the professional development work that ASI has already been performing for years. Through this tailored series we have established a foundation of topics that will be executed moving forward.

NYS ASSEMBLYMEMBER PUBLIC ART CALLS

In 2022, ASI facilitated 5 calls for work to bring public art into the districts of 2 NYS Assemblymembers. This collaboration will continue in 2023.

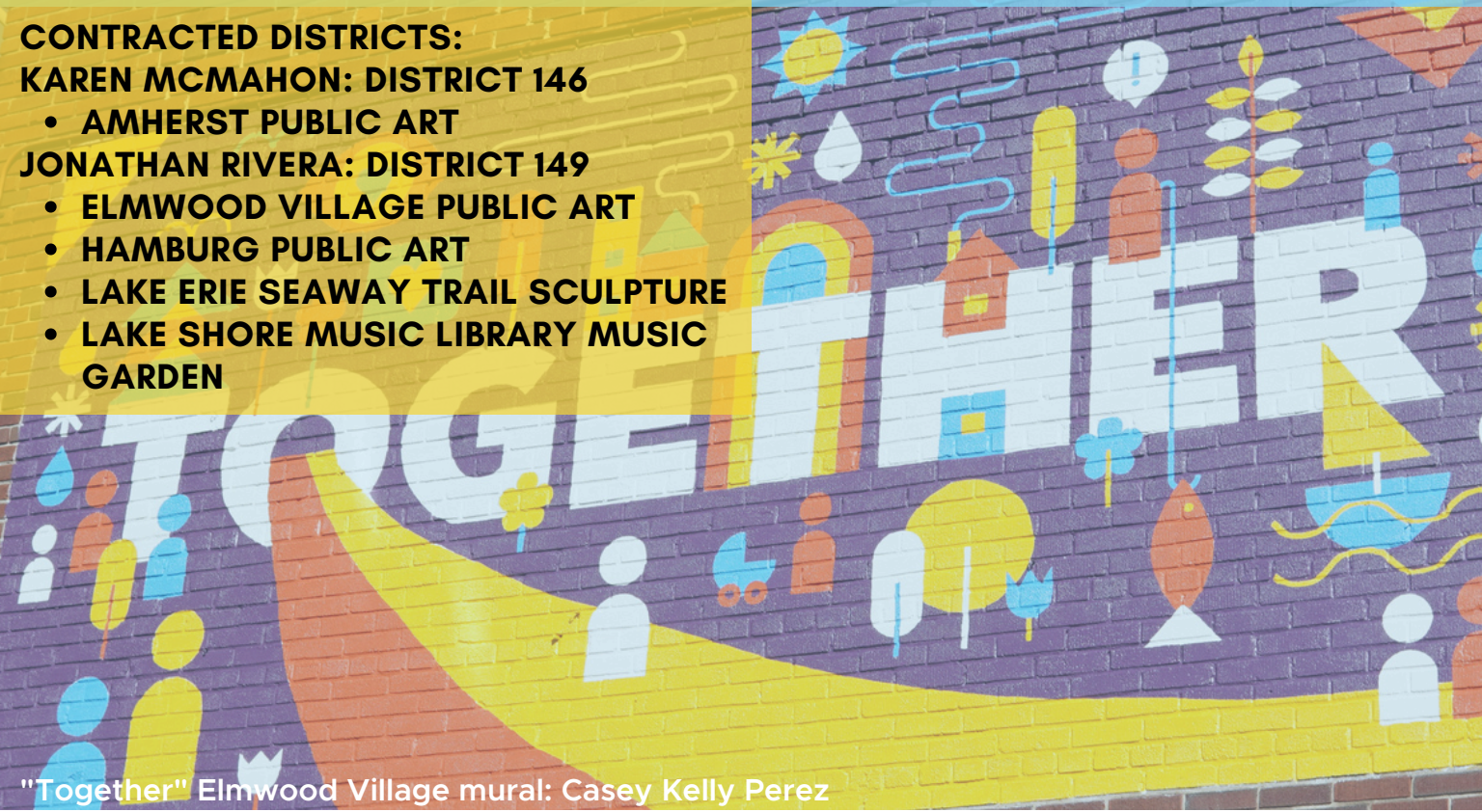
CONTRACTED DISTRICTS:

KAREN MCMAHON: DISTRICT 146

- AMHERST PUBLIC ART

JONATHAN RIVERA: DISTRICT 149

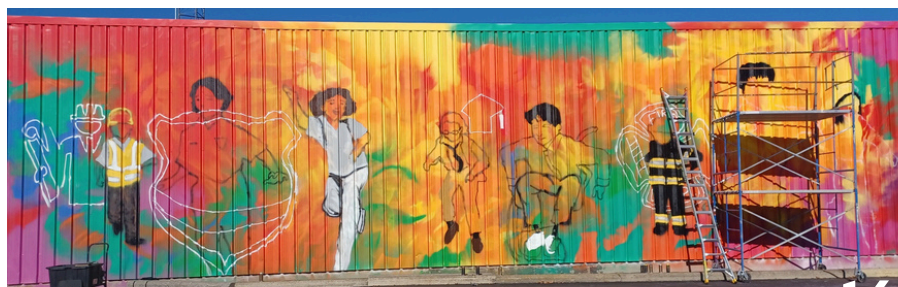
- ELMWOOD VILLAGE PUBLIC ART
- HAMBURG PUBLIC ART
- LAKE ERIE SEAWAY TRAIL SCULPTURE
- LAKE SHORE MUSIC LIBRARY MUSIC GARDEN



"Together" Elmwood Village mural: Casey Kelly Perez



Village of Hamburg mural: Audra Linser



The Future is Amherst: Jalen Law

Advocacy



2022 SUMMARY

REGIONAL

- Work closely on the Erie County Cultural Funding process
 - Successfully advocated and secured funding increases for the past 5+ years
- Annually collect and publish candidate surveys on arts support from running officials, including:
 - NYS Governor
 - NYS Senate
 - NYS Assembly
 - US House of Representatives
 - US Senate

STATEWIDE

- In partnership with ArtsNYS, ASI secured an increase of \$40M for the NYS Council on the Arts 2022 budget

NATIONAL

- ASI serves as NYS Federal Advocacy Captain and facilitates meetings between arts advocates and elected officials

ARTS & ECONOMIC PROSPERITY REPORT (AEP6)

In 2022, ASI began collecting economic impact data for the WNY region to produce AEP6 through Americans for the Arts; the full WNY report will be released in 2023.

PROGRAM SPOTLIGHT



FISCAL SPONSORSHIP

ASI's fiscal sponsorship program enables an individual, group of individuals, or organization to raise funds using the benefits of a 501(c)3 nonprofit organization.

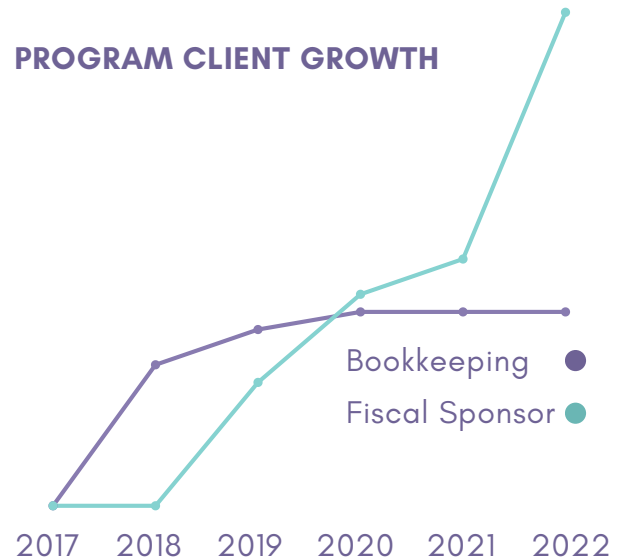
30 FISCAL SPONSOR CLIENTS

BOOKKEEPING

ASI's bookkeeping program provides financial assistance at reduced and affordable rates for micro to mid-sized arts and cultural organizations.

13 BOOKKEEPING CLIENTS

PROGRAM CLIENT GROWTH



DONORS & FUNDERS

INNOVATORS

FUND
FOR THE
ARTS



Council on
the Arts

PREMIER PARTNERS



STAR PARTNERS



Rupp Family Foundation

Marilyn Gohr McTaggart Reveal Fund
at the Community Foundation for
Greater Buffalo

COMMUNITY PARTNERS

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Lauren Conti

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Jen Swan-Kilpatrick
Katherine Trapanovski
Linda Trudeau
William Mattar
Hope Wilk
Jon Ross Wilson
Keith Wissing
Law Offices of Martin Zuffranieri

THANKS FOR PLAYING ASI BINGO!



Arts Services **BINGO** INC

Mark a square each time you complete the action and interact with ASI.
Send us your BINGO card when you have covered a complete line
(horizontal, vertical, or diagonal) or full card to win a prize!

Follow ASI on TikTok	Volunteer for ASI	Donate to an ASI fiscal sponsor client	Complete an AEP6 survey	Complete an Advocacy Action Item
Read ASI's Annual Report	Apply for an ASI grant	Take a photo with an ASI funded mural	Follow ASI on Facebook	Visit an Arts Access partner
Follow ASI on Instagram	Join ASI's email list	DONATE TO ASI!	Visit the ASI office	Rate ASI on Google
Join WNY Artist Opportunities page on Facebook	Download ASI's Advocacy Template	Refer a friend to Arts Access	Read ASI's mission statement	Attend an ASI funded event
Email ASI to say hello	Check out ASI's sponsorship options	Attend an ASI workshop	Subscribe to ASI's YouTube	Share an ASI event on social media



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