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Sarah Kelley, Development Associate
Masen Malik, Program Coordinator, National Theater Project
Deidra M. Montgomery, Program Coordinator, Creative City
Sara C. Nash, Program Director, Dance
Cheri Opperman, Grants Coordinator, National Dance Project
Adrienne Petrillo, Program Director, New England Presenting & Touring, Center Stage
Jane Preston, Deputy Director
Dee Schneidman, Program Director, Research & Creative Economy
Abby Southwell, Sales & IT Administrator
Kelsey Colcord Spatanya, Program Coordinator, Center Stage
Quita Sullivan, JD (Montaukett/Shinnecock), Program Director, Theatre
Kim Sato, Program Manager, Creative City
Sharon Timmel, Development Manager
Ann Wicks, Communications Manager

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Daniela Jacobson Plotkin, Program Coordinator, Presenting & Touring
Accessibility Coordinator

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John Killacky, Flynn Center for the Performing Arts
Ann Smith, Independent
Lisa Song, IDEAL Services Coordinator
Sarah Kelley, Development Associate
Masen Malik, Program Coordinator, National Theater Project
Deidra M. Montgomery, Program Coordinator, Creative City
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Kim Sato, Program Manager, Creative City
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Ann Wicks, Communications Manager

DEAR FRIENDS,

It is my pleasure to share the New England Foundation for the Arts annual report for 2017. NEFA plays a unique role in the field, supporting artists and the creation of new work, while promoting greater access to arts experiences and expansive, inclusive conversations that bring our cultural communities together.

NEFA invests in the arts to enrich communities in New England and beyond. We do this by granting funds to artists and cultural organizations; connecting them to each other and their audiences; and analyzing their economic impact. In fiscal year 2017, NEFA:

- Awarded 503 grants totaling $3,399,070 supporting music, dance, theater, puppetry, public art, and interdisciplinary work.
- Convened leaders together from the arts, military, and healthcare communities for a deeper dialogue around practices and strategies in creating and touring performing arts works that connect civil and military communities.
- Assembled close to 300 creative leaders in New London, CT, for the fifth Creative Communities Exchange, sharing ideas and best practices around projects that leverage the local creative sector for revitalization and growth of the broader community.

I want to extend sincere gratitude to our partners at the National Endowment for the Arts and New England’s state arts agencies, and all of our donors, grantees, and collaborators, whose vision and support make NEFA’s work possible. I also want to acknowledge the dedication of the NEFA staff and board, both past and present.

Read on for additional highlights and information on NEFA’s programs!

With appreciation,

Cathy Edwards
Executive Director
GRANTS & PROGRAMS

NEFA supports artists across many forms of expression and many geographies, connecting collaborators and communities, promoting equitable access to creative opportunities, fueling public discourse, and strengthening the creative economy.

Each program and project that is brought to life at NEFA builds a stronger and more dynamic infrastructure for the arts. Through grants, convenings, online tools, creative economy research, and pioneering partnerships, NEFA continues an over 40-year history of supporting the arts.

Visit www.nefa.org for more detail on current programs and services, including:

» Center Stage™ Bringing vibrant performers from abroad to the U.S. in an international exchange and cultural diplomacy initiative in partnership with the U.S. Department of State.

» Creative City Enabling artists to create projects of all disciplines that take place in the public realm in the city of Boston and integrate public participation into artistic process and presentation.

» National Dance Project Supporting artists and nonprofit organizations in the creation and touring of contemporary dance.

» National Theater Project Supporting the development and touring of artist-led, ensemble, and devised theater.

» New England Programs Supporting New England organizations and performing artists of all disciplines with professional development, technical assistance, and grant opportunities.

» Public Art Supporting the field of public art through professional development, networking, and grantmaking through the Fund for the Arts program.

» Creative Economy Highlighting and quantifying the economic impact of the creative sector.

» CreativeGround Showcasing and strengthening New England’s creative sector in the region’s only online directory of cultural organizations, artists, and creative businesses.

“NEFA is an artist- and art-centric organization that is a vital lifeline for amazing projects in New England, the U.S., and the world.”

Jennifer Johnson
Charlestown Working Theater
Charlestown, MA

Learn more about NEFA’s grant recipients at www.nefa.org.
Center Stage is a public diplomacy initiative that leverages the power of the arts to transcend boundaries, encourages people to engage with cultures other than their own, and delivers lasting impacts in the U.S. and abroad.

The third season brought artists from Algeria, Tanzania, and Pakistan on separate month-long tours of the U.S. for performances, master classes, and community engagement activities. Fifty-two participants from seven ensembles traveled a cumulative 29,255 miles to 33 communities in 23 states, reaching close to 40,000 people through 64 performances and 104 off-stage activities.

“I am thankful for the opportunity to have interacted with these players, who captivated the theatre with such honesty — with raw, playful, creative, and inspired action.”

Audience member, University of Indiana, Bloomington, IN

CreativeGround.org, NEFA’s online directory of New England’s artists, creative businesses, and cultural organizations.

“Powering the Arts

The New England Dance Fund was established with the support of the Aliad Fund at the Boston Foundation to help New England choreographers build their professional networks and skills, and take advantage of catalytic artistic opportunities. In 2017, the first year of grantmaking for the program, NEFA awarded 40 grants to artists working in all six New England states. The grants, made directly to choreographers and ranging from $500 to $1,000, supported documentation, technology needs, attendance at conferences, project research, trainings, and more, and connected artists to additional NEFA resources, including

CreativeGround.org, NEFA’s online directory of New England’s artists, creative businesses, and cultural organizations.

“This grant gives me the confidence of working beyond my comfort zone and inspires me to explore more such opportunities to work with dance/music from other cultures.”

Moush Pal, Wilmington, MA

Building upon a legacy of economic research on the creative sector in New England, NEFA commissioned the UMass Donahue Institute to assess employment in the region’s creative economy. Creative workers help shape our industries and culture, defining who we are and where we want to live. The report, The Jobs in New England’s Creative Economy and Why They Matter, delves deeper into the employment, income, and career needs and trends of creative enterprises and artists, and included a pioneering survey of artists and creative workers, Creatives Count. The study includes highlights for each state and uncovers areas for growth in supporting the sector. In addition, the report provides advice for future researchers, research methodology and data sources, and the updated research definition of the industries and occupations that comprise the core creative economy.

New England’s creative economy:
• Employs nearly 310,000 people
• Earns $17 billion per year
• Has a 20% higher prevalence of artists compared to the U.S.
**STATEMENT OF ACTIVITIES**

**REVENUE & SUPPORT**

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>6,459,736</td>
</tr>
<tr>
<td>Service fees and other income</td>
<td>340,454</td>
</tr>
<tr>
<td>Interest and dividends</td>
<td>220,414</td>
</tr>
<tr>
<td><strong>Total revenue and support</strong></td>
<td><strong>7,020,604</strong></td>
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**EXPENSES**

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants</td>
<td>3,393,809</td>
</tr>
<tr>
<td>Program services</td>
<td>2,972,312</td>
</tr>
<tr>
<td><strong>Total program expenses</strong></td>
<td><strong>6,366,121</strong></td>
</tr>
<tr>
<td>Administrative and general</td>
<td>1,003,634</td>
</tr>
<tr>
<td>Communications and development</td>
<td>403,625</td>
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<tr>
<td><strong>Total administrative expenses</strong></td>
<td><strong>1,407,259</strong></td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>7,773,380</strong></td>
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</tbody>
</table>

**Changes in Net Assets from operations**

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Return</td>
<td>692,645</td>
</tr>
<tr>
<td><strong>Total changes in net assets</strong></td>
<td><strong>(60,131)</strong></td>
</tr>
</tbody>
</table>

**NET ASSETS**

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>385,698</td>
</tr>
<tr>
<td>Board designated — strategic opportunity and risk reserve</td>
<td>370,292</td>
</tr>
<tr>
<td>Board designated — funds functioning as endowment</td>
<td>3,871,914</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>12,542,160</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>17,170,064</strong></td>
</tr>
</tbody>
</table>

**NET ASSETS, BEGINNING OF YEAR**

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>17,230,196</td>
</tr>
</tbody>
</table>

**NET ASSETS, END OF YEAR**

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>17,170,065</td>
</tr>
</tbody>
</table>

**ABOUT NEFA**

**SUPPORTING ARTISTS & COMMUNITIES IN NEW ENGLAND AND BEYOND**

Founded in 1976, NEFA is one of six regional arts organizations (RAOs) who work in partnership with the National Endowment for the Arts and the state arts agencies to support arts programs on a regional basis. RAOs were created by state arts leaders in partnership with the National Endowment for the Arts and the private sector in order to transcend state boundaries and give the public access to a greater and richer variety of arts experiences.

Today, NEFA’s programs are regional, national, and international in scope, supporting artists and communities through grants and other resources including workshops, convenings, research, and online tools.

**STATEMENT OF FINANCIAL POSITION**

**ASSETS**

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>4,666,056</td>
</tr>
<tr>
<td>Short-term investments</td>
<td>2,840,946</td>
</tr>
<tr>
<td>Contributions, grants and other receivables</td>
<td>2,410,048</td>
</tr>
<tr>
<td>Investments</td>
<td>8,826,204</td>
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<tr>
<td>Fixed assets</td>
<td>253,700</td>
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<tr>
<td>Other assets</td>
<td>321,515</td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>19,318,469</strong></td>
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</table>

**LIABILITIES**

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>4,587</td>
</tr>
<tr>
<td>Grants payable</td>
<td>2,084,009</td>
</tr>
<tr>
<td>Fiscal agent payable</td>
<td>59,809</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>2,148,405</strong></td>
</tr>
</tbody>
</table>

**NET ASSETS**

<table>
<thead>
<tr>
<th>Type</th>
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<tr>
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</tr>
<tr>
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<td><strong>17,170,064</strong></td>
</tr>
</tbody>
</table>

**REVENUE & SUPPORT**

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundations, corporations, &amp; government</td>
<td>75.0%</td>
</tr>
<tr>
<td>National Endowment for the Arts</td>
<td>14.2%</td>
</tr>
<tr>
<td>State Arts Councils</td>
<td>1.5%</td>
</tr>
<tr>
<td>Individuals</td>
<td>1.3%</td>
</tr>
<tr>
<td>Earned income</td>
<td>4.9%</td>
</tr>
<tr>
<td>Interest &amp; dividend income</td>
<td>3.1%</td>
</tr>
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</table>

**EXPENSES**

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants</td>
<td>43.7%</td>
</tr>
<tr>
<td>Program Services</td>
<td>38.2%</td>
</tr>
<tr>
<td>Administration</td>
<td>12.9%</td>
</tr>
<tr>
<td>Communications &amp; Development</td>
<td>5.2%</td>
</tr>
</tbody>
</table>

**FINANCIALS**

**JUNE 1, 2016 – MAY 31, 2017**

A complete set of audited financials is available on our website or upon request from Sharon Timmel, Development Manager, stimmel@nefa.org, 617.951.0010 x511. For the most current list of funders and partners, visit nefa.org.

Aaron Largent-Caplan, NEST
THANK YOU
From June 2016 through May 2017, NEFA was generously supported by the following organizations and individuals:

$2,000,000+
The Andrew W. Mellon Foundation*
Barr Foundation*
Doris Duke Charitable Foundation*

$1,000,000+
National Endowment for the Arts
U.S. Department of State’s Bureau of Educational and Cultural Affairs*

$100,000+
Doris Duke Foundation for Islamic Art
Embassy of the United States, Islamabad, Pakistan
The Revs and David Logan Foundation*

$50,000+
John D. and Catherine T. MacArthur Foundation
Massachusetts Cultural Council National Park Service*

$25,000+
Alasdair Fund at The Boston Foundation
The Boston Foundation*
Henry Luce Foundation
The Richard H. Driehaus Foundation
Mary and Ted Wendell

$10,000+
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Rhode Island State Council on the Arts
Larry and Arvo Simpson
Emily Hall Tremaine Foundation
Trust for Mutual Understanding
Vermont Arts Council

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Andrea Rogers

$1,000+
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Arthur Murray Dance Studio of Boston
Andrew Cornell and Francesca Colteria
Cathy Edwards and Mike Wishnow
Newell Flather
Geoffrey Hargadon and Patricia La Valley
Daniele Hershman
Chip Newell and Susan Morris
John M. Piker
The James E. Robinson Foundation
UBS Financial Services
Lisa Wong and Lynn Chung

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Judd and Cyndy Blunk
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Eckert Seamans
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Douglas Kafft
Jeremy and Margie Klein Ronkin
Mark and Taryn Leavitt
Catharine Martin
Barbara Murphy
Ann E. Smith
Pam Talge

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Alian and Saralynn Allain
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Lee W. Ellenberg
Susan Feder and Tom Gordon
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Mark Jensen
Mary Kelley
Eiree King
Lincoln Financial Foundation
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Jill McCorkle
Daniel McCusker
David McWilliams and Rachel Kurland
Katie Mandelstam
Mery Morse and Janet Hood
Cynthiia A. Murray-Belknap
Craig and Millicent Nash
Eben Neiner
Kristina Newman-Scott
Max Nibert
Cheri Opperman and Maure Aronson
Adrienne Petrillo
Amie Lytle and Brian Gemelli
Anna and Stephen Wicks
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For the most current list of funders and partners, visit nefa.org.

SUPPORT NEFA
NEFA is a nonprofit 501(c)(3) working in partnership with the National Endowment for the Arts and the six state arts agencies of New England. Additional funding from individual donors, and from public and private institutions, is critically important to realizing our mission.

To make a gift or to learn more about NEFA’s work, please visit us at nefa.org, or call Sharon Timmel at 617.951.0010 x511.

$2,000,000+
Adrienne Probst
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Eileen Pollack
Brenda and Lou Caplan
Doris Duke Charitable Foundation*
Philia Dixon
Lawrence Stahlberg
Bob and Alison Starbard
Mark and Quta Sullivan
Beth Vardis
Rochelle Weichman and Jo Ann Share
Ann and Stephen Wicks
Phyllis S. Wishnie
Lori Wolfe
Ruth and Michael Worthington
Carrie Zaskow and Peter Quattromani

GIFTS IN-KIND
Art New England
The Brand Collective
Crocker House Ballroom
The Day
Garde Arts Center
Harri’s Place
HourRound
Hygienic Art
MS17 Art Project and Visual Art Library
New London Public Library
Power Posse Productions
Quinn & Harry
Salesforce
Struck Catering

*represents full amount of multi-year grant(s)

For the most current list of funders and partners, visit nefa.org.

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Robert G. Gilster, photo by Michael Sherrill
Phyllis Dixon:
Junebug Productions, photo by Melisa Cardona

<table>
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<tr>
<th>SUPPORT NEFA</th>
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<tr>
<td>New Hampshire State Council on the Arts</td>
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<tr>
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<tr>
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NEFA invests in the arts to enrich communities in New England and beyond. NEFA accomplishes this by granting funds to artists and cultural organizations; connecting them to each other and their audiences; and analyzing their economic contributions. NEFA serves as a regional partner for the National Endowment for the Arts, New England's state arts agencies, and private foundations.