LETTER FROM THE DIRECTOR

Friends, fiscal year 2019 was a major one for the Arts & Business Council. We grew not only in size, but also our remarkable, dedicated staff has done an incredible job over the past year of strengthening our programs and services to sustain and support even more of the brilliant individuals and organizations behind Nashville's vibrant arts culture. This year alone, the Arts & Business Council was privileged to directly serve more than 1,200 individuals and 70 nonprofit arts organizations through our various programs, services, and events. That’s pretty neat.

In this year’s annual report, we document some of the work we are doing to meet the many needs of our dynamic creative ecosystem and ensure it continues to thrive. However, our work is not done alone. Your support helps us cultivate a thriving, sustainable creative culture and impact the lives and livelihoods of thousands of artists, arts administrators, and creative entrepreneurs in the region. We’re truly grateful for your enthusiasm, generosity, and interest in making Nashville a great place to create and enjoy art of all kinds. Thank you.

Yours in creativity,

JILL MCMILLAN PALM
Executive Director
The Arts & Business Council is a 501(c)(3) nonprofit organization that leverages and unites the unique resources of the arts and business communities to create a thriving, sustainable creative culture in Nashville.

Investing in artists is central to the Arts & Business Council’s long-term vision of a community where artists are valued as critical assets to be engaged, supported, and empowered. The Arts & Business Council believes a strong sector of creative businesses will enhance the overall economic profile of the Greater Nashville area. A thriving arts community:

- attracts businesses to Nashville;
- makes for a healthy, happy population; and
- creates strong, innovative solutions to social, business, and civic challenges.

Through direct services and programs, the Arts & Business Council empowers the creative community to master the business of art and inspires the business community to promote the art of business.
We believe there are exceptionally talented people at all levels within businesses who can make great contributions to our arts nonprofits. Arts Board Matching promotes dynamic leadership in the arts community by helping individuals cultivate the skills needed to be effective, engaged board members through a series of workshops on nonprofit board best practices. Participants gain an extensive and diverse exposure to the arts and culture sector; opportunities to network with other professionals across industries; and the chance to work in a visible role with other community leaders.

Arts Board Matching culminates in a lively “speed dating” event where program participants and local arts nonprofits converse over brews and bites, hoping to find a board match.

**FY19 Participants:** Wells Beckett, Waller Law; Allison Dowdle, Deloitte; Emeline Dunn, Pinnacle Financial Partners; Brett Estenoz, EviCore Health; Valerie McFadden Fitch, Viacom; Jacob Giesecke, Waller; Keilani Goggins, Tennessee State Teaching Fellows; Carolyn Griffith Hall, Community Volunteer; Michael Koupal, Elliott Davis; Casey Mulligan, Pinnacle Financial Partners; Jason C. Palmer, Bradley; Nikoo Paydar, Fisk University; Phillip Powers, ESA; Debbie Radish-Respess, Invisible Horizons Coaching and Consulting; Rick Whetsel, G7 Entertainment Marketing.


“Arts Board Matching fundamentally changed the way I view my board service and made me a much more effective board member and advocate for the causes close to my heart. I am so grateful for this program and the almost overwhelming amount of information and assistance I received in such a short amount of time. While the program is geared towards the arts, the knowledge I received and skills I’ve developed have been incredibly beneficial to my non-arts related board service as well.”

“Not coming from the arts industry or with an arts-related background, I didn’t know whether I was a suitable candidate for the program. I was wrong. The Arts & Business Council teaches everything you need to know to be a qualified board member and my experience through the program turned out to be influential in my life. I have been placed with an outstanding nonprofit, and had it not been for Arts Board Matching, I would not have been provided the opportunity to work with such a great organization. I highly recommend the program, regardless of your influence within the arts community.”
The Arts & Business Council’s Education programs create an opportunity for individual artists, creative professionals, arts nonprofits, and the business community to learn the most progressive, effective, and creative techniques to bolster business and expand the creative economy. For creatives of all genres and experience levels, we offer monthly seminars ranging from an hour to a half-day that explore the business of art to help artists make a living and a life from their creative endeavors. We also provide additional panels and seminars for business professionals looking to engage more deeply with the creative economy. Many education seminars are approved for Continuing Legal Education (CLE) credit for attorneys as well.

In FY19, the Arts & Business Council served 689 individuals through the Education program.

The Arts & Business Council also partners with the Americana Music Association® to present the Entertainment Law CLE track at AmericanaFest® each September.
An incubator for the creative community, Fiscal Sponsorship provides structure for arts groups and individual artist projects that do not want or are not ready to become tax-exempt nonprofit organizations. The Arts & Business Council makes it possible for Tennessee-based arts groups to receive tax-deductible grants and donations through our nonprofit status, and offers additional management, administrative, and marketing support as the projects grow. Like an incubator for the creative sector, this program has launched several exciting local arts and culture projects.

In FY19, the Arts & Business Council was able to provide projects $258,860.86 in charitable funding that would have otherwise been inaccessible.

**FY19 Fiscally Sponsored Projects**
- Comeback Evolution (film)
- CONVERGE (multidisciplinary)
- ever green (visual arts)
- FIX Rock Opera (performing arts)
- Ghosted (multidisciplinary)
- HerStory Cinephilia Society (film)
- Immersion Retreat (visual arts)
- Kennie Playhouse Theatre (performing arts)
- Kindling Arts Festival (multidisciplinary)
- META Foundation (film and television)
- Nashville Design Week (multidisciplinary)
- Nashville Fashion Alliance (fashion)
- Nashville Made (multidisciplinary)
- Nashville Music Video Festival (music and film)
- Nashville Walls Project (visual arts)
- Off the Wall – Nashville (visual arts)
- Open Streets Nashville (multidisciplinary)
- SheLectricity (multidisciplinary)
- Voyage of Adventure: Retracing Donelson’s Journey (visual and literary arts)
- World Africultural Community Project (multidisciplinary)
- Young Visionary Academy of Art (multidisciplinary)
An annual intensive professional development opportunity, Periscope: Artist Entrepreneur Training empowers working artists to see their vision through an entrepreneurial lens. Periscope is designed to be a transformative experience for each artist, sparking the moment when their career will really take off. Through an intensive business development curriculum, small group work with peers, and one-on-one mentoring with a business expert, participants prepare to take their career to the next level. Participants also have the opportunity to present their business plans to the public and be awarded cash funding at the culminating event, Periscope Pitch. At the Periscope Pitch + Entrepreneur Showcase in September 2018, the Arts & Business Council awarded $7,000 in cash funding to three top-scoring participants.

Periscope: Artist Entrepreneur Training is presented in partnership with the Nashville Entrepreneur Center, Metro Arts: Nashville’s Office of Arts and Culture, the Mayor’s Office of Economic and Community Development, and the Nashville Area Chamber of Commerce.

FY19 Periscope Graduates
- Aaron Grayum (visual art)
- Amanda Lomax (photography/visual art)
- Amanda Downs (visual art)
- Audry Deal-McEver (visual art)
- Cailin Manning (dance and film)
- Diane Marsella (visual art)
- Elaine Slayton Akin (mixed media)
- Georganna Greene (visual art)
- Jennie Schut (visual art)
- Jesse Hale (multidisciplinary)
- Erin Hewgley (jewelry, mixed media)
- Joseph Patrick (photography)
- Mark Schlicher (sculpture, film)
- Melba Williams-Kirk (film)
- Michael Ewing (visual art)
- Rashad Rayford (spoken word)
- Regina McCord (film/television)
- Sarah Shearer (visual art)
- Thaxton Waters (visual art)

FY19 Periscope Mentors
- Teri Alea
- Kim Barrick
- Corey Davis
- Matthew Eddmenson
- Amy Fair
- Kelly Frey
- Deb Palmer George
- Stephen Glicken
- Kevin Hartley
- Mercedes Jones
- Judy Klich
- Sylvia Matiko
- Rowanne McKnight
- Samantha Saturn
- Samantha Spector
- Leigh Anne Strickland
- James Szuch
- Katrina Welty
- Marcus Whitney
- Bob Zeglarski
The Arts & Business Council provides pro bono legal and business assistance to income-qualified artists, arts nonprofit organizations, and others pursuing or supporting creative endeavors of all disciplines through the Volunteer Lawyers & Professionals for the Arts ("VLPA"). Clients must be based in Tennessee and have an arts-related question or issue. Primary legal services include drafting and reviewing contracts, protecting intellectual property with copyright and trademark, resolving arts related disputes, and nonprofit formation. Business volunteers include accounting, finance, information technology, and human resources professionals that can provide consultation on best practices in those content areas. Case genres are 30% music, 28% visual arts, 20% arts administration, 8% film/television, 6% literature, 5% drama/theatre, and 3% other (culinary art, fashion, etc.).

In FY19, VLPA provided 422 hours of pro bono assistance, which equates to approximately $147,700 in donated services. We were able to serve 257 individual clients and 29 nonprofit clients, and close a total of 360 cases. In addition, 64 clients received pro bono assistance at 3 in-person legal clinics.

"Volunteer Lawyers & Professionals for the Arts has been instrumental in all of my success as a writer in the last 6 years since relocating to Nashville... I have worked with the VLPA on many contracts and have always been blown away by their kindness, generosity, and passion for helping artists succeed as business people. They are one of the best organizations I have ever worked with and I will sing their praises any day of the week."

"As a small, nonprofit art museum and education facility... we could never have resolved so complex and technical an issue without the professional support of an organization like yours. The legal questions we faced were central to our operation as an arts education organization. We count ourselves extremely lucky to have a professional like you as a resource. Thank you for your help."

"Just wanted to say thank you so much for your assistance in our trademark case. Our trademark seal is hanging in the kitchen currently, and we are very grateful and excited that it is official! We could not have done it without [our volunteer lawyer’s] help, so thank you very much."
Each year, the Arts & Business Council celebrates a Nashville resident for their inspiring leadership and patronage of the arts with its Martha Rivers Ingram Arts Visionary Award. The Award honors a business leader who has had a significant impact on the cultural landscape of Greater Nashville with their exceptional arts leadership, visionary support of the arts, and overall community engagement. The 2019 award was presented to ardent patron of the arts Ronald L. Corbin at a luncheon at War Memorial Auditorium on April 24.

Arts Immersion celebrates the convergence of Nashville’s creative and business communities during an evening of pop-up performances from local creatives across all genres and disciplines. In addition to sampling a broad cross section of Nashville’s creative community, the event includes food and beverage from local culinary artists and a unique silent auction featuring one-of-a-kind creative experiences. The fundraiser is planned in partnership with the Nashville Bar Association Young Lawyers Division and proceeds from the night benefit Volunteer Lawyers & Professionals for the Arts. Arts Immersion 2019 was held at Fort Houston on May 22.
## STATEMENT OF FINANCIAL POSITION

### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Cash</td>
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<tr>
<td>Arts &amp; Business Council of Greater Nashville, Inc.</td>
<td>$125,125</td>
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<tr>
<td>Fiscally Sponsored Projects</td>
<td>$134,825</td>
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<td><strong>Total Cash</strong></td>
<td><strong>$259,950</strong></td>
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<tr>
<td>Contributions Receivable</td>
<td>$13,636</td>
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<td>Belmont University Advance</td>
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<td><strong>Total Assets</strong></td>
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### LIABILITIES

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<th>Description</th>
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<tr>
<td>Accounts Payable</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$275,885</strong></td>
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<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$278,510</strong></td>
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## Statement of Activity

### Revenues

#### Contributed Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>ABC Operating</th>
<th>Total*</th>
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<tbody>
<tr>
<td>Individual Support</td>
<td>$35,456</td>
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<td>Corporate Support</td>
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<td>Foundation Support</td>
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<td>Government Support</td>
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<td>Event Income</td>
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<tr>
<td>Total Contributed Revenue</td>
<td>$143,649</td>
<td>$424,671</td>
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</table>

#### Earned Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>ABC Operating</th>
<th>Total*</th>
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<tbody>
<tr>
<td>Education/Seminars</td>
<td>$23,770</td>
<td>$25,770</td>
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<tr>
<td>Program Fees</td>
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<td>Membership</td>
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<td>Interest</td>
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<td>Total Earned Revenue</td>
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<td>Total Revenue</td>
<td>$207,668</td>
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### Expenditures

<table>
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<tr>
<th>Category</th>
<th>ABC Operating</th>
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<tbody>
<tr>
<td>Staff &amp; Related Expenses</td>
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<tr>
<td>Programs</td>
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<td>Education and Seminars</td>
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<td>Other Personnel Expenses</td>
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<td>Events</td>
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<td>Travel &amp; Meetings</td>
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<td>Insurance</td>
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<td>Office Expenses</td>
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<tr>
<td>Marketing &amp; Fundraising</td>
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<tr>
<td>Misc. Expenses</td>
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<td>Total Expenditures</td>
<td>$182,883</td>
<td>$361,487</td>
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<tr>
<td>Net Operating Revenue</td>
<td><strong>$24,785</strong></td>
<td><strong>$127,203</strong></td>
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<tr>
<td>Net Revenue</td>
<td><strong>$24,785</strong></td>
<td><strong>$127,203</strong></td>
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*"TOTAL" column includes monies received and expended by all projects fiscally sponsored by the Arts & Business Council and is an accurate reflection of cash in/cash out for FY19*
PEOPLE
BOARD OF DIRECTORS & STAFF

Honorary Chairman
Martha R. Ingram

Executive Director
Jill McMillan

Chair
Chan Dillon

Director of Legal Services
Jesse Harbison

Immediate Past Chair
Lucia Folk

Program Manager
Jonathan Harwell-Dye

Treasurer/Secretary
Larry Papel

Administrative Interns
Emily Berry
Ally Langley
Claudia Lawhon
Lark Morrison
Rachel Overby

Directors
Caroline Allison
Kim Barrick
Sondra Cruickshanks
Mike Curb
Ann Eaden
Stephen Eaves
Kelly Frey
Billy Frist
Jamal Hipps
Michael Koupal
Ed Lanquist
John Leal
Courtney Little
Emerald Mitchell
Cindy Oliva
Tim Ozgener
Kearstin Patterson
Joseph “Pepe” Presley
Jamaal Sheats
Hannah Smith
Anasa Troutman
Thor Urness
Trent Yates
Anna Zeitlin
Ethan Zoubek
Kirsten Jacobson, YLC Intern

Legal Interns
Victoria Banks
Cameron Bowers
Monique Brown
Taylor Bullard
Stacia Burns
John Clucas
Chase Misenheimer
Jon Oakley
Joseph North
Jessica Scott
Chad Slaten

Advisory Committee Members
Teri Alea
Libby Callaway
Laney Fay
Rebecca Kinslow
David Minnigan
The Arts & Business Council Board of Directors and Staff extend their profound gratitude to the following individuals, corporations, foundations, and government agencies for their contributions between July 1, 2018 and June 30, 2019. We couldn’t do the work we do to cultivate Nashville’s creative community without the generosity, enthusiasm, and support of our program participants, community champions, donors, and friends.

### Individuals
- Caroline Allison
- Jim & Janet Ayers
- Billy & Rose Ballard
- Kim Barrick
- Walter & Deborah Clair
- Charles Clark
- Sondra Cruickshanks
- Mike Curb
- Gloster Current
- Chan Dillon
- Ann Eaden
- Stephen Eaves
- Annette Eskind
- Sara Finley
- Kelly & Patti Frey
- Richard Friley
- Billy Frist
- Max Goldberg
- Tracy Hardin
- Norman Hill
- Jamal Hipps
- Shanna Jackson
- Kirsten Jacobsen
- Michael Koupal
- Ed Lanquist
- John Leal
- Jody Lentz
- Courtney Little
- Doug & Kathy McMillan
- Emerald Mitchell
- Cindy Oliva
- Tim Ozgener
- Larry Papel
- Kearstin Patterson
- Joseph “Pepe” Presley
- Joyce Searcy
- Jamaal Sheats
- Hannah Smith
- Charles & Marie Sueing
- Byron Trauger
- Thor Urness

### Individuals (cont.)
- Hershell Warren
- Susan West
- Annette Williams
- Jannie Williams
- Jerry Williams
- Trent Yates
- Anna Zeitlin
- Ethan Zoubek

### Individual Members
- Adam Amiran
- Amy Atzel
- Kristi Barber
- Christian Barker
- R’ceen Bartlett
- Bobby Becker
- Jim Bellar
- Chakra Bleu
- Carolyn Boutwell
- Payton Breeden
- Christopher Butler
- Jennifer Caldwell
- Holly Carden
- Tim Childers
- Kevin Christopher
- Erin Connally
- Harrison Connally
- Mandy Copp
- Jill Courtney
- Susan Curtis
- Greg Decker
- Hilary Dennen
- Michael Dorroh
- Sunny Eaton
- Joshua Eaves
- Amy Everheart
- Tracy Facelli
- Alan Fey
- Aaron Fishbein
- Winnifred Forrester
- Jillian Frame

### Members (cont.)
- Phillip Fryman
- Zach Gainous
- Dalia Garcia
- Tim Gent
- Anne Goetze
- Matteo Guastamacchio
- Andrew Goodwin
- Eric Griffin
- Anna Haas
- Sadie Hart
- Melissa Harris
- Leslie Hinson
- Chris Hollo
- Samuel Hook
- Barry Howard
- Angela Howell
- Shaun Hudspeth
- Paul Ivy
- Cara Jackson
- Mirrah Johnson
- Ricardo Johnson
- Megan Jordan
- Coretta King
- Amy Kinslow
- Charlene Lachicotte
- Audra Ladd
- Amber Lelli
- Mark Loos
- John Mahler
- Davis Mallory
- Steve Mason
- Taylor Matthews
- Peach McComb
- Olivia Milne
- Keavy Murphree
- Craig Nutt
- Linda Nutt
- Julius O’Connor
- Kelsey Oesmann
- Emma Ohm
- Jessica Ott
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June Patterson
Patricia Patts
Trisha Pena
Ginna Priest
Jason Reploge
Robert Rickman
Katrena Rochell
Chela Rowe
Benjy Russell
Kelly Savoca
Mayter Scott
James Shockley
Brenda Simmons
Tia Smedley
Sarah Smith
Helen Stackhouse
Megan Stillman
Michelle Swan
Tara Thompson
Emily Tyndall
Jen Vogus
Dorinda Walker
Lindsay Walker
Qaali Warsame
Roz Welch
Maurice Wilkins
Kealie Williams
Mariah Williams
Will Winton
Corey Wise
Steven Wolfe
Ashleigh York
Cara Young
Ellen Zink
Daniela Zlatarev

Organization Members
Art Guild at Fairfield Glade
chatterbird
Choral Arts Link
Comeback Evolution
CONVERGE
ever green
FIX Rock Opera
Fort Houston
Found Movement Group
Franklin Suzuki Academy
Ghosted
Gypsy’s Ghost
HerStory Cinephilia Society
Humanity Theatre Project
Immersion Retreat
Kennie Playhouse Theatre
Kindling Arts Festival
M-PROV
Monthaven Arts & Cultural Center
Moves & Grooves
MOCAN
Music For Seniors
Music City Youth in the Arts
Nashville Design Week
Nashville Early Music Festival
Nashville Fashion Alliance
Nashville Fringe Festival
Nashville Made
Nashville Musicians Assoc.
Nashville Music Video Festival
Nashville Walls Project
New Dialect
NOISE Magazine
Off the Wall – Charlotte Ave.
Open Streets Nashville
Operation Song
The Porch Writers’ Collective
Poverty and the Arts
The Pursuit of Harmony
SheLectricity

Members (cont.)
SongwritingWith:Soldiers
TN Songwriters Assoc. Int’l
Turnip Green Creative Reuse
Theatre Bristol
Voyage of Adventure
World Agricultural Community Project
The Willis Clan
Young Visionary Academy of Art

Corporations, Foundations & Government
Bass Berry & Sims
Belmont College of Law
Burr Forman
Butler Snow
BMI
Bradley
The Callaway
CMT
Cumberland Trust
Designworks Collective
ESa
Elliott Davis
Entertainment One
FirstBank
Gullett Sanford Robinson & Martin
The HCA Foundation
HCA/TriStar
Hall Booth Smith
Kay Griffin Enkema & Brothers
Kraft CPAs
LogicForce
Memorial Foundation
Metro Arts
MV2 Entertainment
Nashville Electric Service
Neal & Harwell
Patterson IP Law

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Corporations, Foundations & Government (cont.)
Piedmont Natural Gas Foundation
Pinnacle Financial Partners
Riley Warnock & Jacobson
Rose Immigration Law
SESAC
Sherrard Roe Voight & Harbison
Starstruck Entertainment
Stites & Harbison
Studio Bank
Tennessee Arts Commission
Tennessee Bar Foundation
Tennessee Supreme Court
Waller

In Kind Support (cont.)
The Franklin Theatre
Frist Art Museum
Hi-Fi Media Co.
Jeni’s Splendid Ice Creams
Jessica Fife
Kendra Scott
Kirk T. Schroder
Lemon Laine
Lightning 100
Lily Hansen
Lipman Brothers
Milk & Honey
Morph Hospitality
MusiCares
Nashville Bar Assoc. Young Lawyers Division
Nashville Jazz Workshop
Nashville Opera Association
Nashville Predators
Nashville Public Library
OZ Arts Nashville
Parnassus Books
Pathway Women’s Business Center
Pilgrimage Music & Culture Festival
Pure Sweat & Float Studio
Rebel Hill Florist
Regions Bank
Sister Cities of Nashville
The Southern Steak & Oyster
Southwest Airlines
Studio BBC
Switters Coffee
Tennessee Performing Arts Center
TSU Incubation Center
Tennessee Titans
The Rymer Gallery
Tiff’s Treats
Vanderbilt University
Watkins College of Art
WME
Zeitgeist Gallery

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OUR MISSION & VISION
Photos 1 and 3 by Jonathan Harwell-Dye
Photo 2 courtesy Blackbird Media

PROGRAMS: ARTS BOARD MATCHING
Photos 1 and 2 by Jonathan Harwell-Dye
Photo 3 by Jill McMillan Palm

PROGRAMS: EDUCATION
Photos 1, 2, and 3 by Jonathan Harwell-Dye

PROGRAMS: FISCAL SPONSORSHIP
Photo 1 "Ghosted" via OZ Arts Nashville
Photo 2 "Off the Wall" via StyleBlueprint Nashville
Photo 3 via Kennie Playhouse Theatre

PROGRAMS: PERISCOPE ARTIST ENTREPRENEUR TRAINING
Photos 1 and 2 by Ethan Palm

PROGRAMS: VLPA
Photos 1, 2, and 3 courtesy Arts & Business Council

EVENTS
Photos 1 and 3 by Matthew R. Johnson
Photo 2 by Julia Rose Photography