



Young
Audiences
Arts for
Learning

New Jersey &
Eastern
Pennsylvania

Young Audiences' mission is to inspire young people and expand their learning through the arts.

BOARD MEETING

Meeting Date: November 30, 2016

Time: 6:00 pm

Location: Young Audiences Office

NOTE NEW CONFERENCE LINE: Call 712-770-4160, 313508#

Video Conference Available: Advance notice required, contact Ann (abetterton@yanjep.org)

Guest Speaker: Elizabeth Wagner, Vice President of Development, Princeton Area Community Foundation (PACF)

Discussion: This is the first year we've drawn funds from the Endowment and Scholarship Funds. Elizabeth Wagner will provide a thorough review of PACF's investment strategies and methods. We will review our September 2016 fund statements to understand the performance of our investments.

The PDF accompanying this packet includes:

- PACF's September 2016 Investment Report for their entire fund
- The September 2016 statement for the Arts for Learning New Jersey Fund (i.e. the Endowment Fund)
- The September 2016 statement for the Capital Campaign Scholarship/Other Fund (i.e. the Scholarship Fund)

MEETING AGENDA

Welcome & Approval of Minutes (pages 4-10)	Roll	Approval (1 min.)
Development: Endowment and Scholarship Funds (Statements Provided)	Elizabeth Wagner VP, Development PACF	Presentation & Discussion (45 min.)
Finance Committee (pages 11-13)	Blitz	Report (5 min.)
Development Committee (pages 14-15)	Dehne	Report (5 min.)
President's Report	Russo	Report (5 min.)
Advocacy Task Force (page 16)	Reece	Report (5 min.)
Planning	Colby	Report (5 min.)
Dazzle	Coe/Fillo	Report (5 min.)
Committee on Trustees	Horne	Report (5 min.)
Chair Report	Roll	Report (5 min.)
Executive Session	Roll	Discussion (10 min.)

2016/2017 YANJ/EP BOARD MEETING DATES

(as of November 25, 2016)

All meetings will be held at the Young Audiences office unless otherwise indicated.

Month	Board Mtg.	Special Events	Exec. Comm. Mtg.
September	Wednesday, September 21 6:00 p.m. Focus: Advocacy Presenter: NJ Arts Education Partnership re: ArtsEdNow ✓	Liz Fillo Concert Thursday September 22 Hopewell, NJ ✓ Friday September 23 Arts Education & Planning Committee Meeting ✓ Showcases: --Tuesday, September 27 Plymouth Meeting, PA --Thursday, September 29 Scotch Plains, NJ ✓	Wednesday, September 14 8:30 a.m. ✓
October			Wednesday, October 26 8:30 a.m. ✓
November	Wednesday, November 30 6:00 p.m. Focus: Development Presenter: PACF re: Endowment & Scholarship Fund	YA Nat'l Leadership Conference November 17-18 New York ✓	
December			Wednesday, December 14 8:30 a.m.
2017 January	Wednesday, January 25; 6:00 p.m. Focus: Assessment Presenter: Wendy Liscow & Deborah Ward, Dodge Fdn		
February		Board/Staff Retreat Saturday, February 25 9:00 a.m.-3:00 p.m. Location: NJPSA/FEA, Monroe Twp, NJ	Wednesday, February 22 8:30 a.m.
March	Wednesday, March 29; 6:00 p.m. Focus: Diversity Presenter: Elizabeth Williams- Riley, American Council on Diversity		
April		Dazzle 2017 Saturday, April 22 6:00 p.m. – 11:00 p.m. Location: Princeton Hyatt YA National Conference April 20-22 Cleveland, OH	Wednesday, April 26 8:30 a.m.
May			Wednesday, May 24 8:30 a.m.
June	Annual Meeting Wednesday June 21; 4:00 pm		

MINUTES

Young Audiences Board Meeting
September 21, 2016
Time: 6:00 p.m.
Location: 200 Forrestal Road
Princeton, NJ 08540

Attendees

Gil Blitz, Barbara Coe, Andrea Colby, Liz Fillo, Colleen Foy, Marilyn Grounds, Eleanor Horne, Everett Kline, Amy McHugh, Barbara Moran, Amanda Newman-Godfrey, Mary Reece, Belinda Roll, Steve Runk, Michele Russo, Willa Spicer, Donald Strum, M'Lou Walker, Tiffani Warren, Sharon White

Phone: Michael Metz-Topodas; Bobbie Panfili

Staff Present: Ann Betterton; Maureen Heffernan; Debbie Mindlin, Denyce Mylson

Guests: Bob Morrison, Chair NJ Arts Education Partnership
Kristin Wenger, Director, NJ Arts Education Partnership
Ennis Carter, Director, Social Impact Studios

Not Present: Sandy Bing, James Burke, Luz Cardenas, Sebastian Clarke, Tanuja Dehne, Arthur Factor, Debbie Gartenberg, Richard Goldman, Peter Johnson, Steve Peskin, Deborah Shepherd

Welcome and Introductions: Belinda Roll

Belinda read our mission statement to the Board and introduced our guests who discussed advocacy in the arts.

Kris Wenger, Bob Morrison and Ennis Carter presented on advocacy in the arts and the ArtsEdNow partnership. Kris recognized Mary Reece (chair of the partnership) and Marilyn Grounds (her mentor). The organization was founded in 2007: they are in the third iteration of the arts education census, which is a snapshot of everything going on in arts in the state. The 2012 Census report, "Keeping the Promise," can be found [here](http://artsednj.org/nj-arts-education-census/): <http://artsednj.org/nj-arts-education-census/>

Bob Morrison discussed the launch of the ArtsEdNow campaign. This is about having tools and materials and helping everyone know that they are responsible for the campaign themselves. The overarching goals are that by 2020, all students in New Jersey will have access to arts education. They are advocating for an increase in the number of schools providing more than two art forms (including visual art, music, dance and theatre). They also are aiming to increase arts participation in elementary and middle schools to 100%, increase arts participation in high schools to 60%, increase school engagement with community resources and to develop a statewide network of local stakeholders.

The website was launched on September 12th. They opened the website at artsednow.org. Bob suggested that we go on the site and type in the name of a school in which we are interested to see the relevant policies. There is a "Get Active" button to help get us involved in advocating for the arts and what needs to be done. The site gives tips about getting involved as shallow or as deeply as they would like to go. It also supplies memes for social media and other "factoids".

One of the exercises on the site is “Today an art student, tomorrow a _____” which is for students to indicate what they’re planning to do. The vast majority of students will pursue something other than the arts, but it indicates that the arts are for EVERYONE! They also asked people who had a connection to the arts in their background but who are doing something else now.

Ennis discussed how to activate engagement. The concept of advocacy has changed over the years: it may involve lobbying, but it’s broader than that. Michele presented as well: this campaign is NJ-focused, but we’d like to see how we can take what we learn tonight and apply it to Eastern Pennsylvania. Michele recognized the ad hoc committee and their preparations for the meeting.

We discussed other times in our lives when we have been activated to do something and how we became engaged. What got us connected to it and what got us engaged in it?

- Direct contact with a beneficiary of an effort.
- Political campaign – through social media and friends interested in working together
- Political campaign (if you want a voice at the table, bring votes or bring money)
- Marriage equality: marching on that issue
- Political campaigns – full day kindergarten—friends and colleagues involved
- Theatre going bankrupt – convincing people of the importance of the theatre
- Running for school board, getting petitions for candidacy for county committee – you need people in attendance at school board meetings
- Women’s reproductive rights, sexuality education

The learnings were as follows:

- We generally needed a person to be connected with to generate interest in a cause.
- Campaigns have an “end”, but other causes may not have an end
- How we assess students: coincided with job, so the individual had an increased passion for that cause.
- Sometimes, the mission, direction and focus of an organization shifts focus in a way that is not coterminous with focus she thinks was appropriate. (Cause may be unstable).
-

We broke out into groups to discuss ways we each, as individuals, can engage in this campaign, as well as ways we can get involved as an organization in concert with our strategic priorities. A summary of these ideas is attached as an addendum hereto.

Arts Champion Award:

Belinda announced Maureen Heffernan as the recipient of the Arts Champion Award. Belinda gave us Maureen’s history, particularly her work with the Institute (IAHE) relating to arts education and all of her accomplishments and contributions to Young Audiences. We will celebrate Maureen on Friday September 22 at 10 AM at the office, and on October 20, 2016 at the D&R Greenway HQ.

Minutes:

Approval of the minutes was moved and seconded. Correction: Gil was present at the June meeting. The minutes were approved unanimously.

President's Report: Michele Russo

Michele thanked everyone for attending this evening. There was a flood in the office over the summer. We did lose some equipment, but between our insurance and university, our losses are completely covered. The university has promised to pick up expenses. Belinda gave special recognition to Debbie Mindlin for working with the insurance company and getting things back to normal. Adam unexpectedly decided to leave the staff. We have some temporary help to perform administrative work to support Adam's vacant position. We will be interviewing beginning 9/22/2016.

On September 21st, a conference of the Arts Education Collective took place at the Grounds for Sculpture. Jackie Knox is the chair of the Collective. The attendance was large (130-140 participants). Eric Booth, (expert on teaching artistry) spoke at the conference. Teaching artists are being called upon for many more reasons (arts integration, social impact of being in the arts and other benefits) than previously. We are addressing many issues with our programming—that's the same case beyond our work nationally and internationally.

Barbara Coe asked for a one-page summary of all the different arts groups in the state ("cheat sheet") for the board.

Over the summer, we ran some trainings for our key programs—Creativity Consultant Project, Dodge Theatre to Learn, Dodge Dance to Learn, bringing teachers and teaching artists together to plan and learn this work.

We are pursuing an opportunity through Mary Reece through Department of Education for additional Title I funding allowing schools to pilot programs in arts integration—10 grants totaling \$1MM from January to July to let schools try something out that they have not been able to do with current Title I funding. There is a possibility that the message behind what we're doing in arts integration can become more visible, documenting the programs we are running as well. Partnerships are stressed – also daytime and after school programming as well as summer programming. We would apply in conjunction with interested schools.

Michele also shared that she has been asked to be involved in two National committees as well and she will work with Marilyn to move forward.

Denyce reported that we have engaged a marketing consultant to understand our clients and how to reach them in the way in which they want to be reached. The first phase consisted of an online survey to understand current and lapsed clients. The second phase will be an in-depth interview with some of the participants in Phase One. Next steps: after in-depth phone interviews, Ruth will put together a report with trends and suggestions. The staff, board and new marketing committee will then review the report and determine how best to move forward.

Finance Committee: Gil Blitz

We ended FY 2016 in the black. Gil congratulated everyone on the staff for achieving this goal. The current data is somewhat incomplete because the year is just beginning. Programming is off to a decent start. We will be revising the budget due to grants that have come in, but no major changes are expected.

For income: See contingency/endow campaign GOS income line: FY16 budget was 16,539 - that was the anticipated transfer from the reserve for the transition/search. The actual of 118,515 was 18,515 for the search (corresponds to the transition expense line). The 100k was the Burke Foundation grant which was initially deposited to the campaign and then transferred to operating for Adopt-a-School. This year's 61K is the 41K from the endowment (our 1st year) and 20K from the scholarship fund.

There will not be a reduction in the salary line due to Maureen's retirement. It was already taken into consideration.

Our cash flow is very good right now and we don't anticipate any concerns until the spring (our usual "tight" time).

The audit is completed - on our end - and as soon as the reports and 990 tax forms are available the finance and audit committees will review them and send them on to the board for approval. The audit went very well with no problems/concerns at all

Development Committee: Ann Betterton

Tanuja has taken over the leadership of the Development Committee. Liz has stepped down but will remain on the committee.

Please return your pledge letter or contribute your annual gift so that the \$72,000 board giving line is fully funded. Belinda emphasized that it is important that we have 100% participation from the board.

September 22nd will be the first fundraising event: Liz Fillo will be performing. She is covering all the expenses, has learned tons of new music and we already have 110 people who will be attending. 7 PM – cocktail hour, 8 PM performance, 9 PM birthday cake! It will take place in Hopewell at the Off-Broad Street Theatre.

Education Committee: Michele Russo

The committee has not yet met, due to staff changes. Michele encouraged attendance at the meeting with Maureen on September 22nd.

Planning Committee: Andrea Colby

Andrea reported that the Planning Committee will be organizing meetings shortly and will be coordinating the roll-out of the the Strategic Plan this year.

Dazzle: Barbara Coe

The first meeting of the fall took place earlier the week of the Board meeting. The date of Dazzle will be April 22, 2017. The theme is “Dancing Through the Decades” so the dancers will have lots of flexibility. We have three confirmed men and one woman, two people of color. We are looking at doing something different for our 45th anniversary. There is a wonderful possibility for the raffle item—a neighbor of Everett is contributing a trip to Provence for a couple at her cost. Eleanor suggested we keep close track of staff time spent on Dazzle so we know what the opportunity cost really is. We need to be getting a lot of public relations value from that to make it worthwhile. Denyce added that there is a non-monetary benefit from Dazzle in terms of relationships.

Committee on Trustees: Eleanor Horne

The committee has not yet met. The week before the Board meeting, they held a very successful orientation for the new trustees. Almost everyone completing the board evaluation—the report has been circulated to the Committee and at the next meeting, we will have recommendations for enhancing board performance. We have a very strong board, but there are things we can tweak to get even better. We will begin the process of looking for new trustees. We are always looking for good “utility players”.

Chair's Report: Belinda

The Personnel Task Force, Sales & Marketing Task Force and Advocacy Task Forces have been put together. They are "task forces" right now, so they will not meet as regularly as other committees. The Pennsylvania committee has been suspended for the time being and the Planning Committee will be looking at how we utilize and form regional committees.

We have all committees peopled now and if you have questions about your assignment, please let Belinda and Michele know.

Chris Schondel is putting together a portal for the Board with information for board members and appropriate documents. Minutes of all the committees will be there as well.

A motion to adjourn made and seconded. It was unanimously approved and the meeting ended at 8:00 PM.

Respectfully submitted,

Andrea L. Colby

ADDENDUM: Ideas For Advocacy

Questions posed:

What can you do in your personal life to advocate for the arts?

What can we as a board do to advocate for the arts?

Group 1

Fun Run

Banners

Having research to back it up is important; makes it easier to make a case

Reach non-artists in the campaign

We are all artists

There is an artist in everyone

Connect to library

Invite people to showcase

Invite neighbor to program

Use YA materials

Get to school district

Write story about personal experience

Group 2

Impact the 113 schools with no arts

Personally advocate at these schools

Incorporate advocacy into how we build our regional presence

Understand "whys" schools don't have arts: personalize approach based on their needs

Engage friends & family in the conversation; talk about your personal connection

Talk with friends about why arts are important to you

Ask people about their "arts journey" and LISTEN

Group 3

Direct contact w/beneficiary

Talk w friends
Use social media
Truth, personal vision, thought leadership
Soap Box!
Run for office
Petitions
Job related
Disconnect when the core is unstable

Group 4

Invite colleagues to showcases
Get out of corporate world
Invite neighbor to programs
Car magnets
Can add story
Add to the “Yesterday...” campaign
Get word out to school board
Find advocate in school system

Group 5

Talk it up
Arts Ed Collective
ArtPride
Partnerships—more coverage
Go to website
Gear! Wear it
Post It (social media?)
Take people to programs
Ask for \$
Make new advocates
Engaging and practice
Clubs
Families
Thanking

Additional notes:

Group 1: raising awareness by visual markers, banners, inviting people to showcases. Communicating that we are all artists.

Group 2: on personal side, we focused on how to start the conversation and build on someone else’s stories and asking about their arts experience or talking with colleagues at work about kids’ activities. On organizational side, we talked about trying to identify the “why’s” behind the needs and tailoring our advocacy to the needs of the communities and different schools. What is impeding their participation in the arts?

Group 3: they wanted a lot more information to figure out the state of the arts and the value proposition—what’s the motivating factor to get people involved? Is there a crisis? What is YA already doing and how can we build on that? How can we reach people where they are in terms of arts education.

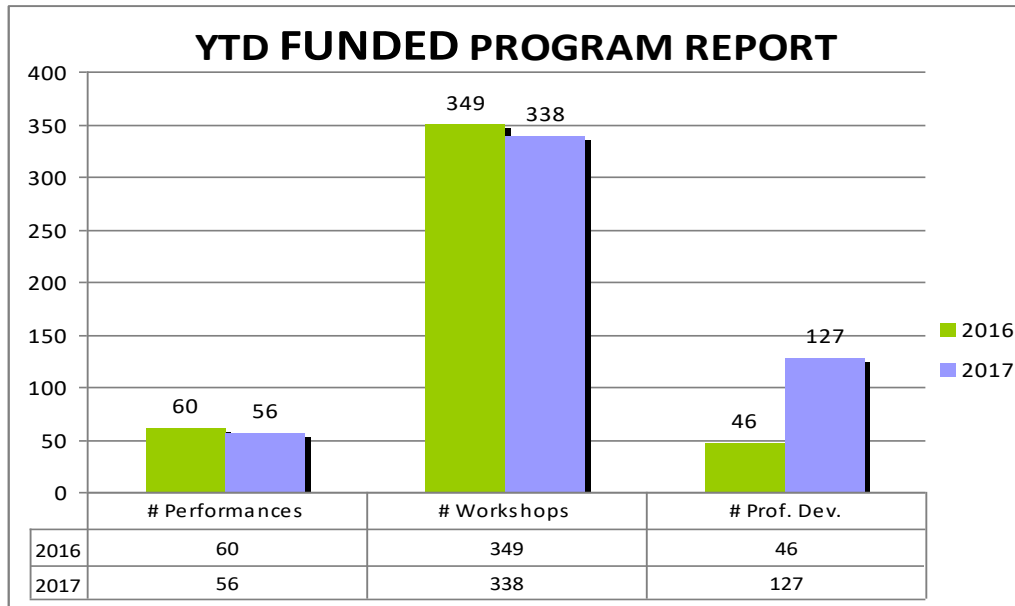
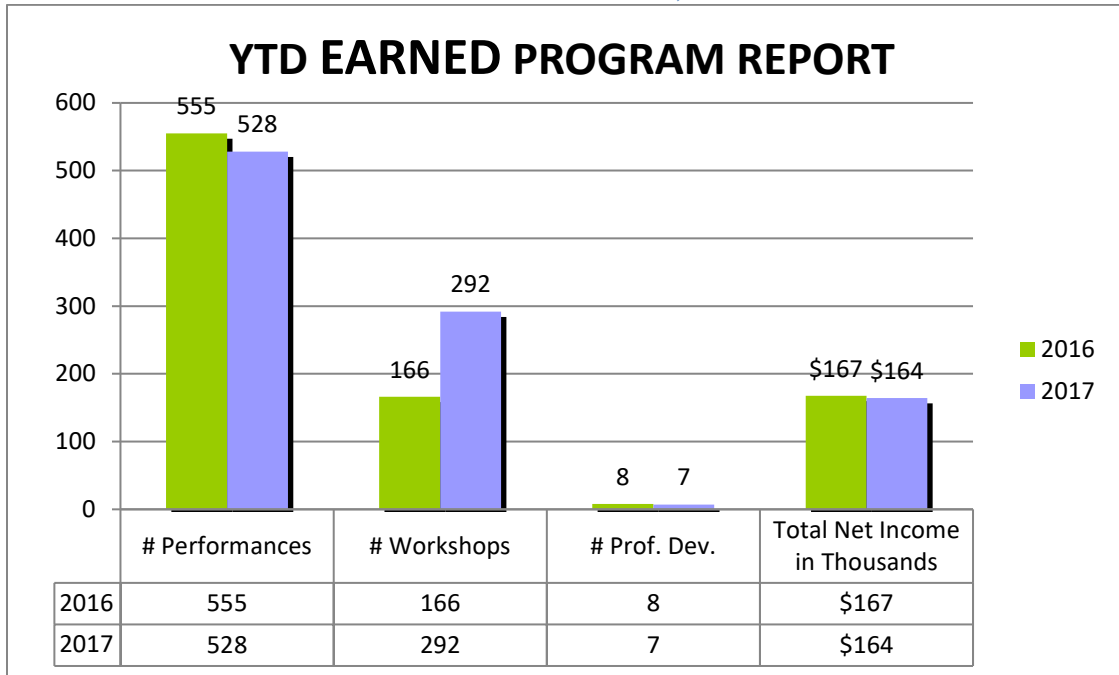
There is a roadmap for communication/elevator pitch and how to customize on the website.

Group 4: ways we can share the information, talking about it, wearing it and showing it, engaging different partners as well as students who are involved in the arts and they can be their own advocates, the families (making it important to the family so as programs become available, the families will bring their student to the event). Leveraging partnership so as not to reinvent the wheel.

Group 5: Spent time talking about other places to take the message. Gatherings of organizations before which we can take the message. Getting the message out in front of gatherings of community individuals to share the message. Talked about the teaching artists of YA and how they can be ambassadors. Go to school board meetings and support the good things that are happening. This is not about crisis, it's about being proactive. So we should thank people where there isn't a crisis. Appreciation for what's been done for arts program – goes a long way to build good will.

PROGRAM DATA REPORT

As of: OCTOBER 31, 2016



Total Program Count	2016	2017
Performances	695	667
Workshops	1,196	1,108
Prof. Dev.	180	232
Total	2,071	2,007

The budgeted net earned income is \$305,300

Notes: As of October 31, 2016:

- The number of earned income programs is up from 2016 by 98 programs or 13%. This is due to higher sales of workshops.
- Net earned income is down by \$2,983 or 1.8% from 2016. Last month we were ahead by 1%. At our current net earned income of \$164,471, we have reached 53.9% of our budgeted goal of \$305,300. Last month we were at 43.3%.

<i>YOUNG AUDIENCES</i>	FINAL	APPROVED	REVISED		YTD	YTD
OPERATING BUDGET	FY16	FY17	FY17		AS OF	AS OF
<i>AS OF 10/31/16</i>		BUDGET	BUDGET		10/31/15	10/31/16
INCOME						
GOVERNMENT FUNDING	141,452	136,452	136,452		-	-
PROGRAMS /WORKSHOPS	1,128,408	1,195,900	1,195,966		204,799	200,019
SPECIAL PROMOTIONS-ANNUAL BENEFIT	136,230	145,000	145,000		56	1,042
TUITION/ADMISSIONS/TICKET SALES	3,200	-	-		1,400	-
		.				
AIE CONSORTIUM PROJECT						
NJSCA	210,000	219,400	202,684		56,250	39,513
Total AIE	210,000	219,400	202,684		56,250	39,513
CORPORATE						
General	25,750	25,000	25,000		-	-
Funded	277,202	212,175	213,175		67,000	138,000
Total Corporate	302,952	237,175	238,175		67,000	138,000
FOUNDATIONS						
General	80,850	80,500	80,500		60,000	60,000
Funded	455,671	396,230	398,705		355,394	330,000
Total Foundations	536,521	476,730	479,205		415,394	390,000
INDIVIDUALS						
Board Member	75,471	72,000	72,000		9,975	20,532
Other (includes Fund-a-need in projection)	181,087	141,975	141,975		26,548	44,693
Matching Grants	9,007	4,916	4,916		1,550	950
Total Individuals	265,565	218,891	218,891		38,073	66,175
DEFERRED GRANT INCOME						
IN-KIND GOODS & SERVICES						
	26,935	-	-		-	-
CONTINGENCY/ENDOW CAMPAIGN GOS INCOME	118,515	61,000	61,000		-	-
INTEREST INCOME	97	200	200		15	14
OTHER INCOME	2,636	3,000	8,275		2,285	5,373
ROYALTIES/SHARING FEES	1,797	1,800	1,800		822	721
TOTAL INCOME	2,874,308	2,695,548	2,687,648		786,094	840,857
EXPENSES						
ARTIST/PROGRAM EXPENSES						
Artist fees, travel, cartage & materials	1,364,455	1,398,025	1,404,431		221,922	197,057
Worker's Comp. Insur. (includes staff)	19,064	18,850	18,850		6,249	7,308
Total Artist Expenses	1,383,519	1,416,875	1,423,281		228,171	204,365

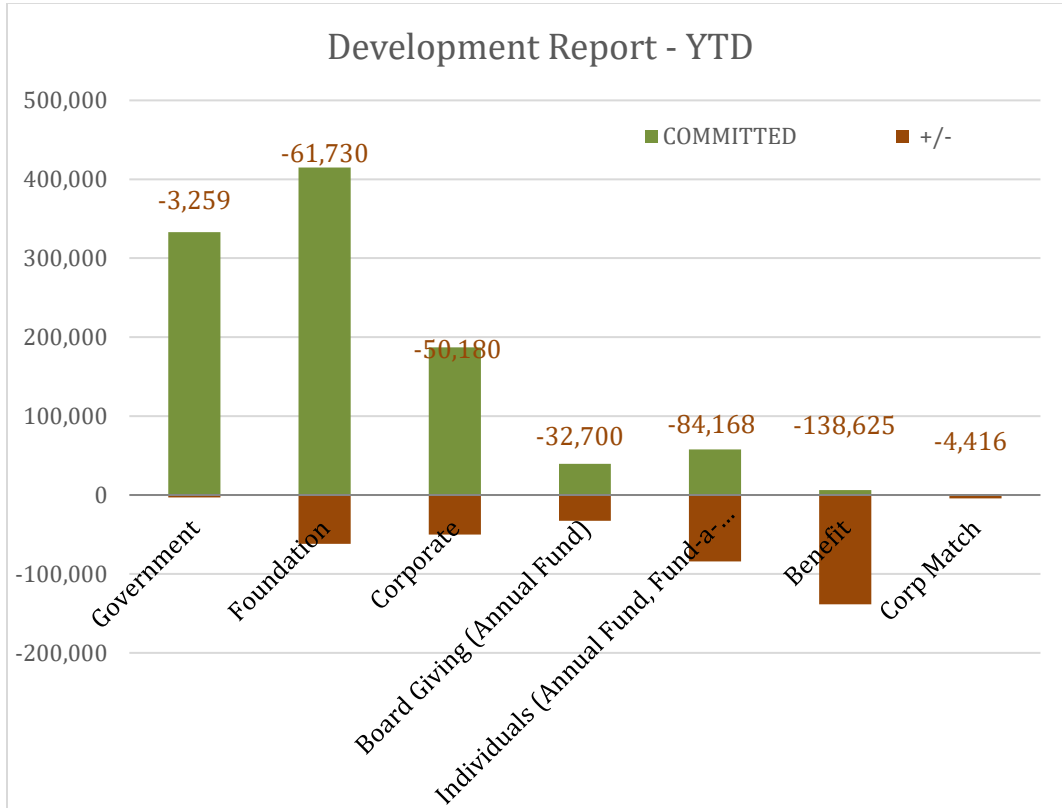
<i>YOUNG AUDIENCES</i>	FINAL	APPROVED	REVISED	YTD	YTD
OPERATING BUDGET	FY16	FY17	FY17	AS OF	AS OF
AS OF 10/31/16		BUDGET	BUDGET	10/31/15	10/31/16
STAFF EXPENSES					
Staff Salaries	907,176	827,149	827,149	316,130	292,648
Payroll Taxes	75,888	69,302	69,302	24,517	22,932
Consultants / Advertising	2,250	0	500	2,250	175
Medical Insurance	54,570	53,950	51,950	17,860	22,705
Life and Disability Insurance	3,851	4,000	4,000	1,320	1,535
401K Matching / Admin Fees	17,819	2,000	2,000	6,590	0
ADP Payroll Expense	2,588	2,600	2,600	809	827
TOTAL STAFF EXPENSES	1,064,142	959,001	957,501	369,476	340,822
OFFICE EXPENSES					
Occupancy	65,496	66,000	66,000	26,686	28,170
Telephone	6,549	6,850	6,850	1,673	1,394
Postage	1,795	2,000	2,000	1,265	665
Equip. rent/repair	3,734	3,800	3,800	1,346	1,194
Office Supplies/Printing	6,878	7,800	7,800	1,400	2,097
Dues/Subscriptions	2,932	3,100	3,100	1,548	45
Insurance-Bldg. Liab.	12,801	12,500	12,500	3,238	4,451
Other	1,629	1,450	5,725	482	1,249
PRES/CEO Search/Transition	18,515	-	-	6,591	-
Audit/Legal	11,924	12,600	12,600	309	395
Staff / Board Retreat	1,319	1,500	1,500	-	12
Web Site Development/Maint/Hosting	269	500	500	232	-
Computer Costs	15,670	16,500	18,500	1,253	5,718
Interest/Credit Card/Bank Fees Expense	11,139	3,500	3,500	548	1,078
TOTAL OFFICE	160,650	138,100	144,375	46,571	46,468
MARKETING / PUBLIC RELATIONS					
Staff Travel	7,692	7,600	9,000	2,696	1,821
Conferences	4,216	2,500	4,968	2,082	727
Showcase	4,022	4,000	4,000	3,738	2,585
Brochure	37,769	34,000	34,000	33,869	33,326
Coop Funding	17,500	17,500	17,500	3,500	3,500
Public Relations/DVD	7,698	14,000	14,000	392	1,716
Misc Promo's	9,812	12,000	14,000	5,105	7,547
Annual Benefit	75,230	75,000	75,000	2,468	3,385
Total Marketing / Public Relations	163,939	166,600	172,468	53,850	54,607
DEVELOPMENT					
Development Expenses	3,986	6,500	8,500	3,233	3,214
Annual Letter/Appeal/Meeting	9,611	17,350	17,350	-	-
Total Development	13,597	23,850	25,850	3,233	3,214
Total AIE/ACES Cash Expenses	93,724	94,847	84,827	38,520	25,925
TOTAL EXPENSES	2,879,571	2,799,273	2,808,302	739,821	675,401
TEMPORARILY RESTRICTED NET ASSETS	5,574	103,725	120,654	(267,514)	(335,005)
SURPLUS / (DEFICIT)	311	0	0	(221,241)	(169,549)

Development Department

Board Meeting Update

October 25 – November 22, 2016

As of November 22, 2016:



FY17 FUNDRAISING TOTAL	BUDGETED GOAL	COMMITTED	+/-
Government	336,452	333,193	-3,259
Foundation	476,730	415,000	-61,730
Corporate	237,175	186,995	-50,180
Board Giving (Annual Fund)	72,000	39,300	-32,700
Individuals (Annual Fund, Fund-a-Need, Major Gifts)	141,975	57,807	-84,168
Benefit	145,000	6,375	-138,625
Corp Match	4,916	500	-4,416
BUDGETED TOTAL	1,414,248	1,039,170	-370,662

ROLL CHALLENGE				
Board Giving		20,000	7,500	
Annual Fund and Major Donors		80,000	2,890	
Roll Matching Funds		100,000	10,390	
TOTAL		200,000	20,780	

Development Committee

- Trustee pledges, board giving goal of \$72,000
 - 23 received; 3 in the works; 4 outstanding
- First meeting held on October 25; next meeting December 14

Committee on Trustees

- Meeting held on Nov 15
- Conducting survey for trustees to self-identify their attributes to better assess our trustee skill sets and diversity, coming soon...

Development Department

- Annual Appeal and Annual Report Campaign
 - Roll challenge of \$100,000 underway! Mailed ~2,000 appeals
 - Trustees will be notified of gifts from donors connected to them
 - Email and social media campaign accompanying campaign
 - Giving Tuesday
- 45th Anniversary Planning
- Donor newsletter set to email mid-December

Grants Received

- Grants since October 25
 - Hyde & Watson: \$10,000 for computer equipment and new server
 - Johnson & Johnson: \$26,820 for Jump with Jill in New Brunswick schools

ADVOCACY FOLLOW UP

After the September 2016 Board Meeting, the Advocacy Task Force met to discuss possible next steps to continue board engagement in advocacy efforts. All YANJEP Trustees are encouraged to undertake the tasks below in FY17.

Support ArtPride New Jersey

Make a donation of any size to ArtPride New Jersey at www.artpridenj.com. ArtPride New Jersey advances, promotes and advocates for the arts as essential to the quality of life of every citizen and to the economic vitality of our state. Young Audiences is a member of ArtPride and pays annual dues to support ArtPride's mission. When you make an individual donation to ArtPride it ensures that you receive updates on legislative issues and calls to action for the arts in New Jersey.

Re-engage with the ArtsEdNow Campaign

Develop 1 story you can tell to engage a colleague, friend or family member in a discussion of the importance of arts education and the work of Young Audiences. Use the tools at ArtsEdNow.org to get your story ready:

- Use Stats and Resources for a few talking points: <http://artsednow.org/facts-and-figures/>
- Develop your own story: <http://artsednow.org/project/stories/> Be sure to emphasize "call to action" at the end of your story. Suggested calls to action:
 - join ArtsEdNow campaign on social media (Yesterday and arts student, today...)
 - research arts education services at your local school
 - donate to YANJEP annual fund
- Tell your story to 3 people, and let us know how it goes.

Attend a YANJEP In-School Program

- Invite a colleague to join you (another Trustee, potential trustee or donor, or potential advocate or partner)
- When onsite, make contact with teacher or administrator who brought the program to the school. Thank them for their commitment to arts education.
- Share about your experience at YA committee or board meeting