



SPECIAL PRECONFERENCE WORKSHOP

Wednesday, December 5, 9:00 a.m. – 5:00 p.m.

What Do the Numbers Tell You? Learning to Look at Financial Statements

Just like assessments of artistic quality, management practices and community outreach, an assessment of financial strength is crucial in evaluating the health of an arts organization. What are useful indicators of financial strength? Is it possible to identify struggling organizations before they become too unstable? What information should state arts agency panelists and staff be examining to inform grant making and policy?

In this workshop, participants will gain hands-on practice in examining financial statements, including balance sheets and operating budgets. The workshop will help participants use these materials to understand key issues, including:

- What types of information can signal financial strength or vulnerability
- How asset-rich organizations can still fail to pay their bills
- Why revenue diversification and stabilization are important to assess
- How income and expense ratios can correlate to an organization's mission
- When deficits might be a good thing
- And more!

In addition to reviewing some financial fundamentals, participants in this workshop will also have the opportunity to reflect on why they collect financial information, who utilizes it and what purposes it can serve.

Eric Fraint, faculty

Eric Fraint is founder and president of Your-Part-Time Controller, a firm which provides financial services to nonprofit organizations and small businesses. He is a frequent speaker on nonprofit accounting and financial responsibility and has worked with the Pennsylvania Council on the Arts, the Arts and Business Council, Pew Charitable Trusts, Association of Fundraising Professionals' Franklin Forum, Pennsylvania Bar Institute, Chester County Funders, Pennsylvania Association of Nonprofits, Alliance of Nonprofit Financial Officers and the Pennsylvania Society of Association Executives.

Don't miss this workshop if you...

- Want to encourage thoughtful review of grant applications by panelists.
- Are responsible for collecting or analyzing financial data from grantees.
- Provide technical assistance or management consultation to arts organizations in your state.
- Plan to revisit what financial data your agency needs to inform its policy decisions and capacity-building programs.

A 1977 graduate of the Wharton School at the University of Pennsylvania, Mr. Frait serves on the Board of Managers of The Philadelphia Foundation, where he is also treasurer. He is an instructor on various financial topics at the Nonprofit Center at LaSalle University and has been an Adjunct Professor in Drexel University's Graduate Arts Administration Program.

Facilitators

Charlie McDermott, Deputy Director, Massachusetts Cultural Council

Mollie Lakin-Hayes, Deputy Director, Southern Arts Federation

Designed specifically for state arts agencies and other arts grant-makers, this special preconference is a full-day workshop. **A special introductory rate of \$125 is being offered in conjunction with *Assembly 2007*.** Space is limited, so register soon!

Wednesday, December 5th

Baltimore Marriott Waterfront

9:00 a.m. – 5:00 p.m. (*Lunch on your own*)

\$125 U.S. per person