Welcome to the Financial Commons

#FinancialCommons
Financial Commons

• Created by three long-time partners
• Vetted resources and tools
• Trends and analysis
• A national peer community
• Spirit of responsiveness and co-creation

#FinancialCommons
Anchor Concepts

• Whole enterprise thinking - Kate
• Core revenue models

• Full cost framework - Ruth
• Capital structure

• Values and practices that enable financial resilience - Hilda
Pre-Event Survey Data

- 379 responses
- A confluence of forces mandated quick adaptation

A Confluence of 2020 Forces

- Covid/SIP: 2% Whole Lot, 16% Good Deal, 30% Somewhat, 37% Very Little
- Economy: 8% Whole Lot, 24% Good Deal, 30% Somewhat, 37% Very Little
- Racial Justice: 19% Whole Lot, 18% Good Deal, 27% Somewhat, 35% Very Little
- Elections: 13% Whole Lot, 18% Good Deal, 31% Somewhat, 38% Very Little
Current FY Revenue – All Respondents

- Higher, 28%
- Flat, 28%
- Down 1-15%, 23%
- Down 16%+, 21%
Great Variation—A 3 Sub-sector Comparison

Advocacy/Non-direct
- Higher, 30%
- Flat, 42%
- Down 1-15%, 14%
- Down 16%, 14%

Human Service
- Higher, 40%
- Flat, 24%
- Down 1-15%, 25%
- Down 16%, 14%

Arts
- Higher, 13%
- Flat, 15.00%
- Down 1-15%, 13%
- Down 16%, 60%
Widespread Change & Innovation

Program

- Put on hiatus: 39%
- Innovate and deliver: 77%
- Close: 11%
- None of these: 13%

Fundraisers

- Put on hiatus: 35%
- Innovate and deliver: 55%
- Close: 7%
- None of these: 27%
Today’s Panelists

1. Felicia Perry, Executive Director
   *West Broadway Business and Area Coalition*

2. Dominique Jones, Executive Director
   *Boys & Girls Club of Harlem*

3. Hal Cropp, Producing Artistic Director
   *Commonweal Theatre*
Thank you for joining us!

Please complete your pop-up evaluation now!