

Form 990

OMB No 1545-0047

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

2002

Open to Public Inspection

Department of the Treasury Internal Revenue Service

The organization may have to use a copy of this return to satisfy state reporting requirements

A For the 2002 calendar year, or tax year beginning 7/01/02, and ending 6/30/03
B Check if applicable: Address change, Name change, Initial return, Final return, Amended return, Application pending
C Name of organization: THE COMMUNITY PARTNERSHIP FOR ARTS AND CULTURE
D Employer ID number: 34-1936190
E Telephone number: 216-575-0331
F Accounting method: [X] Accrual [ ] Other (specify)

Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

H and I are not applicable to section 527 organizations
H(a) Is this a group return for affiliates? [ ] Yes [X] No
H(b) If "Yes," enter no. of affiliates
H(c) Are all affiliates included? [ ] Yes [ ] No
H(d) Is this a separate return filed by an organization covered by a group ruling? [ ] Yes [ ] No
I Enter 4-digit GEN
M Check [ ] if the organization is not required to attach Sch. B (Form 990, 990-EZ, or 990-PF)

G Web site:
J Organization type (check only one) [X] 501(c) ( 3 ) (insert no) [ ] 4947(a)(1) or [ ] 527
K Check here [ ] if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS, but if the organization received a Form 990 Package in the mail, it should file a return without financial data. Some states require a complete return.
L Gross receipts. Add lines 6b, 8b, 9b, and 10b to line 12 657,640

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See page 17 of the instructions.)

Table with 12 columns: Line number, Description, Sub-column (1a-1c, 6a-6c, 8a-8c, 9a-9b, 10a-10b), Amount. Rows include: 1 Contributions, gifts, grants, and similar amounts received; 2 Program service revenue including government fees and contracts; 3 Membership dues and assessments; 4 Interest on savings and temporary cash investments; 5 Dividends and interest from securities; 6a Gross rents; 6b Less rental expenses; 6c Net rental income or (loss); 7 Other investment income; 8a Gross amount from sales of assets other than inventory; 8b Less cost or other basis and sales expenses; 8c Gain or (loss); 8d Net gain or (loss); 9 Special events and activities; 9a Gross revenue; 9b Less direct expenses; 9c Net income or (loss); 10a Gross sales of inventory, less returns and allowances; 10b Less cost of goods sold; 10c Gross profit or (loss); 11 Other revenue; 12 Total revenue; 13 Program services; 14 Management and general; 15 Fundraising; 16 Payments to affiliates; 17 Total expenses; 18 Excess or (deficit) for the year; 19 Net assets or fund balances at beginning of year; 20 Other changes in net assets or fund balances; 21 Net assets or fund balances at end of year.

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EXPENSES

NET ASSETS

Handwritten marks and numbers at the bottom right of the page.

**Part II Statement of**

**Functional Expenses**

All organizations must complete column (A) Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others (See page 21 of the instructions)

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22	Grants and allocations (attach schedule) <b>STMT 1</b> (cash \$ <u>5,000</u> non-cash \$ _____ )	22 5,000	5,000		
23	Specific assistance to individuals	23			
24	Benefits paid to or for members	24			
25	Compensation of officers, directors, etc.	25 221,515	198,253	21,147	2,115
26	Other salaries and wages	26 192,250	172,062	18,353	1,835
27	Pension plan contributions	27			
28	Other employee benefits	28			
29	Payroll taxes	29			
30	Professional fundraising fees	30			
31	Accounting fees	31 11,513	10,304	1,099	110
32	Legal fees	32			
33	Supplies	33			
34	Telephone	34 6,346	5,679	606	61
35	Postage and shipping	35 7,834	7,011	748	75
36	Occupancy	36 13,503	12,330	1,173	
37	Equipment rental and maintenance	37			
38	Printing and publications	38			
39	Travel	39			
40	Conferences, conventions, and meetings	40 6,282	4,711	1,571	
41	Interest	41			
42	Depreciation, depletion, etc (attach schedule)	42 3,219	3,058	161	
43	Other expenses not covered above (itemize) a	43a			
	b <b>SEE STATEMENT 2</b>	43b 284,590	277,865	6,594	131
	c	43c			
	d	43d			
	e	43e			
44	<b>Total functional expenses</b> (add lines 22 - 43) Organizations completing columns (B)-(D), carry these totals to lines 13-15	44 752,052	696,273	51,452	4,327

Joint Costs. Check  if you are following SOP 98-2

Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services?  Yes  No

If "Yes," enter (i) the aggregate amount of these joint costs \$ \_\_\_\_\_ ; (ii) the amount allocated to Program services \$ \_\_\_\_\_ ; (iii) the amount allocated to Management and general \$ \_\_\_\_\_ , and (iv) the amount allocated to Fundraising \$ \_\_\_\_\_

**Part III Statement of Program Service Accomplishments** (See page 24 of the instructions.)

What is the organization's primary exempt purpose?

**SEE STATEMENT 3**

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others)

**Program Service Expenses**  
(Required for 501(c)(3) & (4) orgs. & 4947(a)(1) trusts, but optional for others.)

a	<b>SEE ATTACHED NARRATIVE</b>	(Grants and allocations \$ 5,000 )	696,273
b		(Grants and allocations \$ )	
c		(Grants and allocations \$ )	
d		(Grants and allocations \$ )	
e	Other program services (attach schedule)	(Grants and allocations \$ )	
f	<b>Total of Program Service Expenses</b> (should equal line 44, column (B), Program services)		<b>696,273</b>

**Part IV Balance Sheets** (See page 24 of the instructions.)

<b>Note:</b> Where required, attached schedules and amounts within the description column should be for end-of-year amounts only				(A)		(B)
				Beginning of year		End of year
A s s e t s	45	Cash - non-interest-bearing		40,655	45	29,115
	46	Savings and temporary cash investments		392,753	46	312,736
	47a	Accounts receivable	47a			
	b	Less: allowance for doubtful accounts	47b		47c	
	48a	Pledges receivable	48a			
	b	Less: allowance for doubtful accounts	48b		48c	
	49	Grants receivable		190,000	49	213,000
	50	Receivables from officers, directors, trustees, and key employees (attach schedule)			50	
	51a	Other notes and loans receivable (attach schedule)	51a			
	b	Less: allowance for doubtful accounts	51b		51c	
L i a b i l i t i e s	52	Inventories for sale or use			52	
	53	Prepaid expenses and deferred charges			53	
	54	Investments-securities	<input type="checkbox"/> Cost <input type="checkbox"/> FMV		54	
	55a	Investments-land, buildings, and equipment basis	55a			
	b	Less: accumulated depreciation (attach schedule)	55b		55c	
	56	Investments-other (attach schedule)			56	
	57a	Land, buildings, and equipment: basis	57a	21,489		
	b	Less: accumulated depreciation (attach schedule)	57b	13,054	57c	8,435
	58	Other assets (describe <b>SEE SIMT 4</b> )		7,834	58	1,050
	59	<b>Total assets</b> (add lines 45 through 58) (must equal line 74)		632,143	59	564,336
N F o u n d A s s e t s	60	Accounts payable and accrued expenses		27,455	60	54,060
	61	Grants payable			61	
	62	Deferred revenue			62	
	63	Loans from officers, directors, trustees, and key employees (attach schedule)			63	
	64a	Tax-exempt bond liabilities (attach schedule)			64a	
	b	Mortgages and other notes payable (attach schedule)			64b	
	65	Other liabilities (describe _____)			65	
66	<b>Total liabilities</b> (add lines 60 through 65)		27,455	66	54,060	
<b>Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74</b>						
67	Unrestricted		258,696	67	304,755	
68	Temporarily restricted		345,992	68	205,521	
69	Permanently restricted			69		
<b>Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74</b>						
70	Capital stock, trust principal, or current funds			70		
71	Paid-in or capital surplus, or land, building, and equipment fund			71		
72	Retained earnings, endowment, accumulated income, or other funds			72		
73	<b>Total net assets or fund balances</b> (add lines 67 through 69 or lines 70 through 72, column (A) must equal line 19, column (B) must equal line 21)		604,688	73	510,276	
74	<b>Total liabilities and net assets / fund balances</b> (add lines 66 and 73)		632,143	74	564,336	

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.



Part VI Other Information (See page 27 of the instructions.)

		Yes	No
76	Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity		X
77	Were any changes made in the organizing or governing documents but not reported to the IRS? If "Yes," attach a conformed copy of the changes.		X
78a	Did the organization have unrelated business gross inc of \$1,000 or more during the year covered by this return?		X
b	If "Yes," has it filed a tax return on Form 990-T for this year?		
79	Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," attach a statement		X
80a	Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc., to any other exempt or nonexempt organization?		X
b	If "Yes," enter the name of the organization <input type="checkbox"/> and check whether it is <input type="checkbox"/> exempt or <input type="checkbox"/> nonexempt		
81a	Enter direct or indirect political expenditures See line 81 instr SEE STMT 6 81a 5,000		
b	Did the organization file Form 1120-POL for this year?		X
82a	Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	X	
b	If "Yes," you may indicate the value of these items here Do not include this amount as revenue in Part I or as an expense in Part II (See instructions in Part III) SEE STMT 7 82b 9,952		
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	X	
b	Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	N/A	
84a	Did the organization solicit any contributions or gifts that were not tax deductible?		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	N/A	
85	501(c)(4), (5), or (6) organizations a Were substantially all dues nondeductible by members?	N/A	
b	Did the organization make only in-house lobbying expenditures of \$2,000 or less? If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year	N/A	
c	Dues, assessments, and similar amounts from members	85c	
d	Section 162(e) lobbying and political expenditures	85d	
e	Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	85e	
f	Taxable amount of lobbying and political expenditures (line 85d less 85e)	85f	
g	Does the organization elect to pay the section 6033(e) tax on the amount in 85f?	N/A	85g
h	If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount in 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	N/A	85h
86	501(c)(7) orgs. Enter a Initiation fees and capital contributions included on line 12	86a	
b	Gross receipts, included on line 12, for public use of club facilities	86b	
87	501(c)(12) orgs Enter a Gross income from members or shareholders	87a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b	
88	At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301 7701-3? If "Yes," complete Part IX	88	X
89a	501(c)(3) organizations Enter: Amount of tax imposed on the organization during the year under: section 4911 <input type="checkbox"/> 0 , section 4912 <input type="checkbox"/> 0 , section 4955 <input type="checkbox"/> 0		
b	501(c)(3) and 501(c)(4) orgs. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction	89b	X
c	Enter. Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 <input type="checkbox"/>		0
d	Enter: Amount of tax on line 89c, above, reimbursed by the organization <input type="checkbox"/>		0
90a	List the states with which a copy of this return is filed <input type="checkbox"/> OH		
b	Number of employees employed in the pay period that includes March 12, 2002 (See instructions)	90b	4
91	The books are in care of <input type="checkbox"/> THOMAS B. SCHORGL Telephone no <input type="checkbox"/> 216-575-0331 Located at <input type="checkbox"/> CLEVELAND, OH ZIP + 4 <input type="checkbox"/> 44113		
92	Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041- Check here <input type="checkbox"/> and enter the amount of tax-exempt interest received or accrued during the tax year <input type="checkbox"/> 92		

**Part VII Analysis of Income-Producing Activities** (See page 31 of the instructions.)

	Unrelated business income		Excluded by sec 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
<b>Note:</b> Enter gross amounts unless otherwise indicated					
93 Program service revenue:					
a <b>FEES</b>					<b>5,301</b>
b					
c					
d					
e					
f Medicare/Medicaid payments					
g Fees and contracts from government agencies					
94 Membership dues and assessments					
95 Interest on savings and temporary cash investments			<b>14</b>	<b>4,470</b>	
96 Dividends and interest from securities					
97 Net rental income or (loss) from real estate:					
a debt-financed property					
b not debt-financed property					
98 Net rental income or (loss) from personal property					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory					
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					
103 Other revenue:					
a					
b <b>MISCELLANEOUS</b>					<b>695</b>
c					
d					
e					
104 Subtotal (add columns (B), (D), and (E))		<b>0</b>		<b>4,470</b>	<b>5,996</b>
105 Total (add line 104, columns (B), (D), and (E))					<b>10,466</b>

**Note:** Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I.

**Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes** (See page 32 of the instructions.)

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes)
93A	<b>REGISTRATION FEES FOR REGIONAL ART AND CULTURE SUMMIT TO DISCUSS GENERATION OF SUPPORT FOR ARTS AND CULTURE.</b>

**Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities** (See page 32 of the instructions.)

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
N/A	%			
	%			
	%			
	%			

**Part X Information Regarding Transfers Associated with Personal Benefit Contracts** (See page 33 of the instructions.)

- (a) Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?  Yes  No
- (b) Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?  Yes  No

**Note:** If "Yes" to (b), file Form 8870 and Form 4720 (see instructions).

**Please Sign** Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Date **02.04.04**

Date \_\_\_\_\_ Check if \_\_\_\_\_ Preparer's SSN or PTIN (See Gen. Instr. W)

**SCHEDULE A**  
**(Form 990 or 990-EZ)**

**Organization Exempt Under Section 501(c)(3)**  
**(Except Private Foundation) and Section 501(e), 501(f), 501(k),**  
**501(n), or Section 4947(a)(1) Nonexempt Charitable Trust**  
**Supplementary Information-(See separate instructions.)**

OMB No 1545-0047

**2002**

Department of the Treasury  
Internal Revenue Service

▶ **MUST be completed by the above organizations and attached to their Form 990 or 990-EZ**

Name of the organization

**THE COMMUNITY PARTNERSHIP FOR ARTS  
AND CULTURE**

Employer identification number

**34-1936190**

**Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees**  
**(See page 1 of the instructions. List each one. If there are none, enter "None.")**

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee ben plans & deferred compensation	(e) Expense account and other allowances
<b>NONE</b>				
Total number of other employees paid over \$50,000 ▶				

**Part II Compensation of the Five Highest Paid Independent Contractors for Professional Services**  
**(See page 2 of the instr. List each one (whether individuals or firms). If there are none, enter "None.")**

(a) Name and address of each independent contractor paid more than \$ 50,000	(b) Type of service	(c) Compensation
<b>NONE</b>		
Total number of others receiving over \$50,000 for professional services ▶		

For Paperwork Reduction Act Notice, see the Instructions for Form 990 and Form 990-EZ.

Schedule A (Form 990 or 990-EZ) 2002

**Part III Statements About Activities (See page 2 of the instructions.)**

	Yes	No
<b>1</b> During the year, has the organization attempted to influence national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If "Yes," enter the total expenses paid or incurred in connection with the lobbying activities <b>▶</b> \$ <u>5,000</u> (Must equal amount on line 38, Part VI-A, or line i of Part VI-B) Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A. Other organizations checking "Yes," must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities	<b>X</b>	
<b>2a</b> Sale, exchange, or leasing of property?		<b>X</b>
<b>2b</b> Lending of money or other extension of credit?		<b>X</b>
<b>2c</b> Furnishing of goods, services, or facilities?		<b>X</b>
<b>2d</b> Payment of compensation (or payment or reimbursement of exp if more than \$1,000)?	<b>X</b>	
<b>2e</b> Transfer of any part of its income or assets?		<b>X</b>
<b>3</b> Does the organization make grants for scholarships, fellowships, student loans, etc? (See Note below)		<b>X</b>
<b>4</b> Do you have a section 403(b) annuity plan for your employees?		<b>X</b>
<b>Note:</b> Attach a statement to explain how the organization determines that individuals or organizations receiving grants or loans from it in furtherance of its charitable programs "qualify" to receive payments.		

**Part IV Reason for Non-Private Foundation Status (See pages 3 through 5 of the instructions.)**

The organization is not a private foundation because it is (Please check only **ONE** applicable box )

- 5** A church, convention of churches, or association of churches. Section 170(b)(1)(A)(i).
- 6** A school. Section 170(b)(1)(A)(ii) (Also complete Part V.)
- 7** A hospital or a cooperative hospital service organization. Section 170(b)(1)(A)(iii)
- 8** A Federal, state, or local government or governmental unit. Section 170(b)(1)(A)(v).
- 9** A medical research organization operated in conjunction with a hospital. Section 170(b)(1)(A)(iii) Enter the hospital's name, city, and state **▶**
- 10** An organization operated for the benefit of a college or university owned or operated by a governmental unit. Section 170(b)(1)(A)(iv). (Also complete the **Support Schedule** in Part IV-A)
- 11a** An organization that normally receives a substantial part of its support from a governmental unit or from the general public. Section 170(b)(1)(A)(vi) (Also complete the **Support Schedule** in Part IV-A)
- 11b** A community trust. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A)
- 12** An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc., functions-subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See section 509(a)(2) (Also complete the **Support Schedule** in Part IV-A)
- 13** An organization that is not controlled by any disqualified persons (other than foundation managers) and supports organizations described in (1) lines 5 through 12 above, or (2) section 501(c)(4), (5), or (6), if they meet the test of section 509(a)(2) (See section 509(a)(3))

Provide the following information about the supported organizations (See page 5 of the instructions)

(a) Name(s) of supported organization(s)	(b) Line number from above

- 14** An organization organized and operated to test for public safety. Section 509(a)(4) (See page 5 of the instructions)

**Part IV-A Support Schedule** (Complete only if you checked a box on line 10, 11, or 12 ) Use cash method of accounting.

**Note:** You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting

Calendar year (or fiscal year beginning in)	(a) 2001	(b) 2000	(c) 1999	(d) 1998	(e) Total
15 Gifts, grants, and contributions received (Do not include unusual grants See line 28 )	418,871				418,871
16 Membership fees received					
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc. purpose	6,300				6,300
18 Gross inc from int, dividends, amounts received from pymt on securities loans (section 512(a)(5)), rents, royalties, & unrelated busn taxable inc (less sec 511 taxes) from businesses acquired by the organization after June 30, 1975	2,943				2,943
19 Net income from unrelated business activities not included in line 18					
20 Tax revn levied for the organization's ben & either paid to it or expended on its behalf					
21 The value of serv or fac furnished to the org by a governmental unit without charge Do not incl the value of serv or fac generally furnished to the public without charge					
22 Other income Attach a schedule Do not include gain or (loss) from sale of cap assets	822				822
23 Total of lines 15 through 22	428,936				428,936
24 Line 23 minus line 17	422,636				422,636
25 Enter 1% of line 23	4,289				

26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24

26a	
b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 1998 through 2001 exceeded the amount shown in line 26a. Do not file this list with your return. Enter the total of all these excess amounts	26b
c Total support for section 509(a)(1) test. Enter line 24, column (e)	26c
d Add. Amounts from column (e) for lines: 18 _____ 19 _____ 22 _____ 26b _____	26d
e Public support (line 26c minus line 26d total)	26e
f Public support percentage (line 26e (numerator) divided by line 26c (denominator))	26f %

27 Organizations described on line 12: a For amounts included in lines 15, 16, and 17 that were received from a "disqualified person," prepare a list for your records to show the name of, and total amounts received in each year from, each "disqualified person" Do not file this list with your return. Enter the sum of such amounts for each year

(2001)	(2000)	(1999)	(1998)
b For any amount included in line 17 that was received from each person (other than "disqualified persons"), prepare a list for your records to show the name of, and amount received for each year, that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000 (Include in the list organizations described in lines 5 through 11, as well as individuals ) Do not file this list with your return. After computing the difference between the amount received and the larger amount described in (1) or (2), enter the sum of these differences (the excess amounts) for each year			
c Add Amounts from column (e) for lines 15 <u>418,871</u> 16 _____ 17 <u>6,300</u> 20 _____ 21 _____			27c <u>425,171</u>
d Add Line 27a total _____ and line 27b total _____			27d _____
e Public support (line 27c total minus line 27d total)			27e <u>425,171</u>
f Total support for section 509(a)(2) test Enter amount on line 23, column (e)			27f <u>428,936</u>
g Public support percentage (line 27e (numerator) divided by line 27f (denominator))			27g <u>99.1222%</u>
h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))			27h <u>0.6861%</u>

28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 1998 through 2001, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant Do not file this list with your return. Do not include these grants in line 15

**Part V Private School Questionnaire (See page 7 of the instructions.)**

**(To be completed ONLY by schools that checked the box on line 6 in Part IV)**

		N/A	Yes	No
29	Does the organization have a racially nondiscriminatory policy toward students by statement in its charter, bylaws, other governing instrument, or in a resolution of its governing body?			
30	Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?			
31	Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students, or during the registration period if it has no solicitation program, in a way that makes the policy known to all parts of the general community it serves? If "Yes," please describe, if "No," please explain (If you need more space, attach a separate statement )			
32	Does the organization maintain the following:			
a	Records indicating the racial composition of the student body, faculty, and administrative staff?	32a		
b	Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?	32b		
c	Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?	32c		
d	Copies of all material used by the organization or on its behalf to solicit contributions?  If you answered "No" to any of the above, please explain (If you need more space, attach a separate statement.)	32d		
33	Does the organization discriminate by race in any way with respect to			
a	Students' rights or privileges?	33a		
b	Admissions policies?	33b		
c	Employment of faculty or administrative staff?	33c		
d	Scholarships or other financial assistance?	33d		
e	Educational policies?	33e		
f	Use of facilities?	33f		
g	Athletic programs?	33g		
h	Other extracurricular activities?  If you answered "Yes" to any of the above, please explain. (If you need more space, attach a separate statement )	33h		
34a	Does the organization receive any financial aid or assistance from a governmental agency?	34a		
b	Has the organization's right to such aid ever been revoked or suspended? If you answered "Yes" to either 34a or b, please explain using an attached statement	34b		
35	Does the organization certify that it has complied with the applicable requirements of sections 4 01 through 4 05 of Rev Proc 75-50, 1975-2 C B 587, covering racial nondiscrimination? If "No," attach an explanation	35		

**Part VI-A Lobbying Expenditures by Electing Public Charities** (See page 9 of the instructions.)

(To be completed **ONLY** by an eligible organization that filed Form 5768) **N/A**

Check  **a** if the organization belongs to an affiliated group. Check  **b** if you checked "a" and "limited control" provisions apply

**Limits on Lobbying Expenditures**

(The term "expenditures" means amounts paid or incurred )

	(a) Affiliated group totals	(b) To be completed for ALL electing organizations
<b>36</b> Total lobbying expenditures to influence public opinion (grassroots lobbying)	<b>36</b>	
<b>37</b> Total lobbying expenditures to influence a legislative body (direct lobbying)	<b>37</b>	
<b>38</b> Total lobbying expenditures (add lines 36 and 37)	<b>38</b>	
<b>39</b> Other exempt purpose expenditures	<b>39</b>	
<b>40</b> Total exempt purpose expenditures (add lines 38 and 39)	<b>40</b>	
<b>41</b> Lobbying nontaxable amount. Enter the amount from the following table-		
<b>If the amount on line 40 is-</b>		
Not over \$500,000		
Over \$500,000 but not over \$1,000,000		
Over \$1,000,000 but not over \$1,500,000		
Over \$1,500,000 but not over \$17,000,000		
Over \$17,000,000		
<b>The lobbying nontaxable amount is-</b>		
20% of the amount on line 40		
\$100,000 plus 15% of the excess over \$500,000		
\$175,000 plus 10% of the excess over \$1,000,000		
\$225,000 plus 5% of the excess over \$1,500,000		
\$1,000,000		
<b>42</b> Grassroots nontaxable amount (enter 25% of line 41)	<b>42</b>	
<b>43</b> Subtract line 42 from line 36 Enter -0- if line 42 is more than line 36	<b>43</b>	
<b>44</b> Subtract line 41 from line 38 Enter -0- if line 41 is more than line 38	<b>44</b>	

**Caution:** If there is an amount on either line 43 or line 44, you must file Form 4720

**4-Year Averaging Period Under Section 501(h)**

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below  
See the instructions for lines 45 through 50 on page 11 of the instructions )

Calendar year (or fiscal year beginning in) ▶	Lobbying Expenditures During 4-Year Averaging Period				
	(a) 2002	(b) 2001	(c) 2000	(d) 1999	(e) Total
<b>45</b> Lobbying nontaxable amount					
<b>46</b> Lobbying ceiling amount (150% of line 45(e))					
<b>47</b> Total lobbying expenditures					
<b>48</b> Grassroots nontaxable amount					
<b>49</b> Grassroots ceiling amount (150% of line 48(e))					
<b>50</b> Grassroots lobbying expenditures					

**Part VI-B Lobbying Activity by Nonelecting Public Charities**

(For reporting only by organizations that did not complete Part VI-A) (See page 11 of the instr.)

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of

- a** Volunteers
- b** Paid staff or management (include compensation in expenses reported on lines c through h. )
- c** Media advertisements
- d** Mailings to members, legislators, or the public
- e** Publications, or published or broadcast statements
- f** Grants to other organizations for lobbying purposes
- g** Direct contact with legislators, their staffs, government officials, or a legislative body
- h** Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means
- i** Total lobbying expenditures (add lines c through h. )

Yes	No	Amount
	<b>X</b>	
	<b>X</b>	
	<b>X</b>	
	<b>X</b>	
	<b>X</b>	
<b>X</b>		<b>5,000</b>
	<b>X</b>	
	<b>X</b>	
		<b>5,000</b>

If "Yes" to any of the above, also attach a statement giving a detailed description of the lobbying activities

Part VI Information Regarding Transfers To and Transactions and Relationships With Noncharitable Exempt Organizations (See page 12 of the instructions.)

51 Did the reporting organization directly or indirectly engage in any of the following with any other organization described in section 501(c) of the Code (other than section 501(c)(3) organizations) or in section 527, relating to political organizations?

a Transfers from the reporting organization to a noncharitable exempt organization of:

(i) Cash

(ii) Other assets

b Other transactions:

(i) Sales or exchanges of assets with a noncharitable exempt organization

(ii) Purchases of assets from a noncharitable exempt organization

(iii) Rental of facilities, equipment, or other assets

(iv) Reimbursement arrangements

(v) Loans or loan guarantees

(vi) Performance of services or membership or fundraising solicitations

c Sharing of facilities, equipment, mailing lists, other assets, or paid employees

d If the answer to any of the above is "Yes," complete the following schedule. Column (b) should always show the fair market value of the goods, other assets, or services given by the reporting organization. If the organization received less than fair market value in any transaction or sharing arrangement, show in column (d) the value of the goods, other assets, or services received.

Table with 3 columns: Question, Yes, No. Rows include 51a(i), a(ii), b(i), b(ii), b(iii), b(iv), b(v), b(vi), and c. 'No' column contains 'X' for all items.

Table with 4 columns: (a) Line no, (b) Amount involved, (c) Name of noncharitable exempt organization, (d) Description of transfers, transactions, and sharing arrangements. First row contains 'N/A'.

52a Is the organization directly or indirectly affiliated with, or related to, one or more tax-exempt organizations described in section 501(c) of the Code (other than section 501(c)(3)) or in section 527?

Yes No (X) (checked)

b If "Yes," complete the following schedule

Table with 3 columns: (a) Name of organization, (b) Type of organization, (c) Description of relationship. First row contains 'N/A'.

Form **5768**

(Rev December 1998)

### Election/Revocation of Election by an Eligible Section 501(c)(3) Organization To Make Expenditures To Influence Legislation

Department of the Treasury  
Internal Revenue Service

(Under Section 501(h) of the Internal Revenue Code)

For IRS  
Use Only ▶

Name of organization

**THE COMMUNITY PARTNERSHIP FOR ARTS  
AND CULTURE**

Employer identification number

**34-1936190**

Number and street (or P O box no , if mail is not delivered to street address)

**50 PUBLIC SQUARE**

Room/suite

City, town or post office, and state

**CLEVELAND**

ZIP + 4

**OH 44113-2267**

**1 Election** - As an eligible organization, we hereby elect to have the provisions of section 501(h) of the Code, relating to expenditures to influence legislation, apply to our tax year ending **6/30/04** and all subsequent tax years until revoked  
(Month, day, and year)

**Note:** This election must be signed and postmarked within the first taxable year to which it applies.

**2 Revocation** - As an eligible organization, we hereby revoke our election to have the provisions of section 501(h) of the Code, relating to expenditures to influence legislation, apply to our tax year ending  
(Month, day, and year)

**Note:** This revocation must be signed and postmarked before the first day of the tax year to which it applies

Under penalties of perjury, I declare that I am authorized to make this (check applicable box)



election



revocation

on behalf of the above named organization.

*X [Signature]*  
(Signature of officer or trustee)

*Thomas B. Schorgl*  
(Type or print name and title)

*02-04-02*  
(Date)

**Form 990 - General Footnote**

THE ORGANIZATION WAS A MEMBER ORGANIZATION OF THE CLEVELAND FOUNDATION.  
ALL PRIOR FINANCIAL INFORMATION WAS INCLUDED IN THE FINANCIAL INFORMATION  
OF THE CLEVELAND FOUNDATION.

**Federal Statements****Statement 1 - Form 990, Part II, Line 22 - Grants, Allocations, and Contributions**

Description	Cash Contribution	Noncash Contribution
GRANT FOR RESEARCH RELATING TO ARTS MASTER PLAN	\$ 5,000	\$
TOTAL	\$ 5,000	\$ 0

**Statement 2 - Form 990, Part II, Line 43 - Other Functional Expenses**

Description	Total Expenses	Program Service	Mgt & General	Fund- Raising
EXPENSES	\$	\$	\$	\$
DIRECT PROGRAM COSTS	262,889	262,889		
OFFICE AND MISCELLANEOUS	13,758	12,314	1,313	131
INSURANCE	2,943	2,662	281	
GRANTS	5,000		5,000	
TOTAL	\$ 284,590	\$ 277,865	\$ 6,594	\$ 131

**Statement 3 - Form 990, Part III - Organization's Primary Exempt Purpose**

THE PARTNERSHIP WAS FORMED TO ASSIST IN EVERY APPROPRIATE WAY ARTISTS AND ARTS AND CULTURAL ORGANIZATIONS, INCLUDING BUT NOT LIMITED TO THEATER, DANCE, ARTS, MUSIC, HISTORY AND SCIENCE MUSEUMS, AND COMMUNITY ARTS COUNCILS IN THE STATE OF OHIO, AND BY THIS MEANS BRING ABOUT CIVIC BETTERMENT AND SOCIAL IMPROVEMENTS; TO INCREASE PUBLIC EDUCATION AND AWARENESS IN THE FIELD OF THE ARTS AND CULTURE BY BROKERING COLLABORATIONS BETWEEN THE CULTURAL SECTOR AND THE PUBLIC AND PRIVATE SECTORS THAT PROVIDE NEW CULTURAL OPPORTUNITIES; COMMUNICATING AND PROMOTING CULTURAL SECTOR PROGRAMS THAT ILLUSTRATE THE REGION'S DYNAMIC OFFERINGS AND DEVELOP NEW AUDIENCES; PROVIDING EDUCATION, TRAINING AND SERVICE TO CULTURAL LEADERS TO DEVELOP BETTER BUSINESS PRACTICES AND BETTER UNDERSTANDING OF PUBLIC ISSUES; AND CONDUCTING RESEARCH THAT MEASURES THE EFFECTIVENESS OF CULTURAL PROGRAMS AND STRATEGIES; AND THUS CULTIVATING ARTS AND CULTURAL SUPPORT, INCLUDING ADMINISTRATION OF GRANTS AND FELLOWSHIPS.

**Federal Statements****Statement 4 - Form 990, Part IV, Line 58 - Other Assets**

<u>Description</u>	<u>Beginning of Year</u>	<u>End of Year</u>
DEPOSITS	\$ 901	\$ 1,050
TOTAL	\$ 901	\$ 1,050

## Federal Statements

Statement 5 - Form 990, Part V - List of Officers, Directors, Trustees, and Key Employees

Average Hours	Name	Comp	Benefits	Expenses	Title	Address	City, State, Zip
40	THOMAS B. SCHORGL	150,000	13,500	EXEC. DIR	0		CLEVELAND, OH
	ANDREW RANDALL	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	TOM BAHR	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	DAVID BERGHOLZ	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	RICHARD BOGOMOLNY	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	JERI CHAIKIN	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	MARGOT JAMES COPELAND	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	RICHARD EHRLICH	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	REV. BLANTON HARPER, JR.	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	MASUMI HAYASHI	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	CHARLES W. KEIPER, II	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	STEVEN A. MINTER	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	STEPHANIE MORRISON-HRBEK	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	DAVID NOLAN	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	BARBARA ROBINSON	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	JOHN RYAN	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	LEO SERRANO	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH
	MARY VERDI-FLETCHER	0	0	TRUSTEE	0		CLEVELAND, OH
	AS NEEDED			TRUSTEE			CLEVELAND, OH

## Federal Statements

34-1936190

FYE: 6/30/2003

1/28/2004 11:32 AM

Statement 5 - Form 990, Part V - List of Officers, Directors, Trustees, and Key Employees  
(continued)

Name		Title		
Average Hours	Comp	Benefits	Expenses	
			Address	
			City, State, Zip	
MIKELANN WARD RENSEL			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
JERRY WAREHAM			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
ANN WOMER BENJAMIN			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
LAWRENCE SIMPSON			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
TIM MUELLER			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
JULIE E. ANDRIANOPOLI			V. PRES	
40 HOURS	53,224	4,790	0	CLEVELAND, OH
BARBARA FINNEGAN			DIR/OPS	
40 HOURS	0	0	0	CLEVELAND, OH
DAVID J. MOORE			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
KATHERINE LEE REID			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
WILLIAM REPKE			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH
DANIEL P. TROY			TRUSTEE	
AS NEEDED	0	0	0	CLEVELAND, OH

**Federal Statements****Statement 6 - Form 990, Part VI, Line 81a - Political Expenditures**

<u>Description</u>	<u>Amount</u>
CONTRIBUTION TO HEALTH AND HUMAN SERVICES LEVY CAMPAIGN IN CUYAHOGA COUNTY, OHIO	\$ <u>5,000</u>
TOTAL	\$ <u><u>5,000</u></u>

**Statement 7 - Form 990, Part VI, Line 82b - Donated Services**

<u>Description</u>	<u>Amount</u>
RENTAL FACILITIES	\$ <u>9,952</u>
TOTAL	\$ <u><u>9,952</u></u>

**Statement 8 - Schedule A, Part III, Line 2d - Payment of Compensation / Reimbursement of  
Exp**

EXECUTIVE DIRECTOR COMPENSATION.

**Schedule A, Part VI-B - Description of Lobbying Activities**

GRANT TO HEALTH AND HUMAN SERVICES LEVY CAMPAIGN FUND TO SUPPORT  
ITS PASSAGE IN CUYAHOGA COUNTY OHIO IN MAY, 2003.



## The Community Partnership for Arts and Culture (The Partnership)

### FY 2002-2003 Accomplishments

#### Capacity Building

Improving business practices while meeting missions can be a major hurdle for non-profit arts and cultural organizations. Individual artists, often well trained in their discipline, also lack necessary business skills. In FY 2002-2003, we continued assisting these groups with strengthening their business practices.

#### **“Artist as an Entrepreneur” Institute**

In partnership with Cuyahoga Community College’s Center for Arts and Culture and the Council of Smaller Enterprises (COSE), we have been offering a multi-part seminar series to provide artists with the skills needed to turn their art into viable businesses and family-supporting careers. The Artist as an Entrepreneur Institute (AEI), which began in January 2003 and ran through July 2003, serves as a capacity-building tool for artists, helping them to enhance their proficiency in areas such as accounting, writing a business plan, working with the media, understanding how to target market, and developing pricing standards. On average 60 artists attend each workshop, at a cost of \$95 for the series or \$20 per session. A total of 146 unique artists attended one or more of the workshops in the first series. The Partnership continues to work with artists to answer and address questions related to the information presented in the workshop series. The series will be repeated in the winter of 2003-2004.

**Benefits:** By helping artists become successful entrepreneurs, The Partnership can increase the arts industry’s contribution to Northeast Ohio’s economic growth and job creations. Furthermore, The Artist as an Entrepreneur Institute provides participants with the resources necessary to successfully write a business plan for COSE’s annual Business Plan Challenge. COSE business plans were due in September 2003. For the first time, this competition included an “Artist Business Plan” category with a \$50,000 grand prize. 52 individual artists submitted a letter of intent to the COSE Business Plan Challenge, 26 of those business plans have completed level one, and 10 of those plans will move on to be judged by a panel.

#### **CultureADD**

The Partnership launched the online CultureADD (Assess, Diagnose, Develop) assessment tool, in January 2003 with funding from the Wallace Foundation through Ohio Arts Council. Created with National Arts Strategies (NAS), CultureADD is an organizational development concept that assists small to medium-sized arts and cultural organizations (under \$5 million budgets) in building better business practices. The





online assessment tool uses time-tested business performance standards to assess an organization's capacity in six business practice areas – strategic planning, financial management, human resources, communications, board operations, and information technology. The diagnostic process includes an in-depth practitioners' diagnosis to pinpoint organizational strengths and weaknesses and visioning meetings with board members and staff to develop strategies on how to reach the "desired future state" for the organization. Organizations must be at least four years old to participate so that it is possible to evaluate three years of financial history as well as the current year's projections. There is no charge for the use of CultureADD.

Once CultureADD helps identify an organization's capacity-building needs, The Partnership can recommend the appropriate specialist(s) or training to strengthen its operations. So far, seven groups have utilized CultureADD. Our original goal was to have 12 organizations use the system each year, however given the difficulty of getting organizations to complete the assessment process and begin the diagnostic phase, we plan to focus our efforts in the coming year on working with a pilot group. This group of 5-7 organizations will be taken through the entire assessment and diagnostic process for a nominal fee and will also have the opportunity to receive technical assistance money. Working with the pilot organizations will enable The Partnership to test and refine its specialized diagnostic phase and get testimony from pilot organizations. After we complete our work with the pilot organizations, we will begin marketing CultureADD to achieve our goal of working with 12 organizations.

**Benefits:** We have designed the three-step CultureADD process to help organizations identify core operational problems and address them before they become chronic. Our diagnostic tool provides a performance analysis against which organizations can measure themselves and identify areas of need; our specialist referrals ensure they are linked with appropriate capacity-building resources. This process enables arts and cultural groups to begin developing into healthier, more sustainable organizations, ultimately creating a stronger, more vibrant arts and cultural industry in Northeast Ohio.

#### **Grantseeking Basics for Individual Artists**

The Partnership recently collaborated with the local Foundation Center to develop programming for Arts Funding month (June) at the Foundation Center and will do so again in 2004. We also teamed up with the Foundation Center and the Ohio Arts Council to produce quarterly installments of a free, two-hour workshop on grant seeking basics for individual artists. Each session attracted 35 artists. We will continue to offer these classes quarterly at the Foundation Center throughout our 2003-04 fiscal year.

**Benefits:** This class teaches artists how to research and identify grant makers that fund individual artists, enabling them to pursue grants on their own.



### **Technical Assistance**

The Partnership continues to provide organizational development consulting services to artists, arts and cultural organizations, municipalities and county governments. During the past year, we conducted 120 consultancies with various individuals and groups. For example, The Partnership partnered with Janus Small Associates to facilitate a staff retreat with the Fine Arts Association. We also suggested ways for African Soul to improve their marketing and public relations efforts. In addition to working with organizations and individual artists we have also worked with the city of Cleveland, Cuyahoga County and Lake County, which were exploring ways to generate public support for arts and culture.

**Benefits:** We offer extensive expertise, research, and referrals to the individuals and organizations we serve, empowering them to become more successful in achieving their goals.

### **Communications**

The Partnership's primary objective in the area of communication is to use technology to inform people in our region about the wealth of arts and cultural experiences available to them and encourage their participation, thereby strengthening Northeast Ohio's economy and quality of life. We also aim to improve communication among leaders in the arts and cultural sector and to promote our mission and services.

### **Merger of [www.culture4me.org](http://www.culture4me.org)**

The Partnership recently merged its [www.culture4me.org](http://www.culture4me.org) website with the Greater Cleveland Convention and Visitors Bureau (CVB) website, [www.travelcleveland.com](http://www.travelcleveland.com), in order to reach more consumers. Anyone attempting to log onto the [culture4me.org](http://culture4me.org) site will automatically reach [travelcleveland.com](http://travelcleveland.com), which has become a comprehensive online destination for the region's arts and cultural happenings. Thanks to the collaboration of the CVB and The Partnership, all arts and cultural organizations from across Northeast Ohio may list their events on [travelcleveland.com](http://travelcleveland.com), making the calendar an invaluable resource for residents of Cleveland and tourists alike. There is no fee for arts and cultural organizations to use [travelcleveland.com](http://travelcleveland.com), and The Partnership offers free training. Visitors to the site may search the calendar by location, date, event name, or venue.

**Benefits:** Including arts and cultural events in [travelcleveland.com](http://travelcleveland.com) enhances the marketing ability of arts and cultural organizations and helps attract more cultural tourism to Cleveland. The collaboration therefore helps reinforce the value of the arts in Cleveland's quest for 21<sup>st</sup> century economic rebirth.



### **Launch of [www.supportartsandculture.org](http://www.supportartsandculture.org)**

With support from the Cuyahoga Cultural Action Committee, a political action committee formed to advance arts and culture public policy in Cuyahoga County, The Partnership developed the [supportartsandculture.org](http://www.supportartsandculture.org) website to provide up to date information on advocacy efforts. The website includes contact information for elected officials, message points, research and facts about the need for public sector support and much more!

**Benefits:** This website is a valuable resource for educating the public and spreading the word about the value of arts and culture. It will serve as the central location for up to date information regarding arts and culture local public policy.

### **Continue the Cuyahoga County Cultural Roundtable Series**

We continue to convene and facilitate arts and cultural leaders in Cuyahoga County for a monthly roundtable discussion. These successful meetings draw executive directors, other cultural workers and individual artists together to receive updates on the status of public policy developments in Cuyahoga County. The group discusses the variety of ways to become involved with immediate and future advocacy goals. Three subcommittees made up of Roundtable participants have recently been formed to advance specific tasks – Coalition Building, Public Awareness and Fundraising.

**Benefits:** The Cuyahoga County Cultural Roundtable series provides cultural leaders and workers with the opportunity to network with each other and talk about common causes. It also provides a regular forum to update the cultural sector on public policy and educate them on advocacy strategies.

### **Foster Media Coverage**

In FY 2002-2003, The Partnership received 47 print and electronic media hits and gave public speaking engagements. In FY 2003-2004, we continue to provide story concepts on arts and culture to print and electronic media across the region. For example, The Partnership will collaborate again with Idea Stream - WVIZ/WCPN 90.3 to provide creative content for the cultural programs "Applause" and "Around Noon." We also will continue working with communications specialist Burges and Burges Strategists to enhance our public relations and media efforts.

**Benefits:** By cultivating relationships with the media, The Partnership has been able to assist the media with covering arts and culture as a community asset that positively impacts the economy, education and quality of life for people in the region.

### **Serve on Attractions and Events Taskforce**

The Partnership will continue to serve in an intermediary capacity on the public/private Attractions and Events Taskforce. Civic leaders convened this group to encourage



Northeast Ohio to better use Downtown Cleveland's and University Circle's arts, cultural, entertainment, and merchant opportunities.

**Benefits:** Working with the Attractions and Events Taskforce has enabled The Partnership to cultivate new relationships with civic leaders outside of the arts and cultural sector. The Partnership has represented the artists and cultural organizations in the community and ensured that their best interests are taken into consideration.

### **CVB Arts and Culture Tourism Committee**

The Greater Cleveland Convention and Visitors Bureau (CVB) formed the Arts and Cultural Tourism Committee to research and make recommendations to the CVB's board of trustees. The topics of the committee are best practices of arts and cultural tourism; revamping Ctix (the discount ticket program); and streamlining the events and attractions committee. The Partnership's president serves on the committee. To date the committee has relied on The Partnership's staff to gather data and present research in each of the three topic areas. The Partnership will continue the same relationship with the committee in FY 2003-2004.

**Benefits:** The Partnership has produced quality research for the Arts and Cultural Tourism Committee, exceeding the expectations of many of the CVB board members. As a result, The Partnership is increasingly being recognized for their ability to do research and analysis in a variety of areas.

### **Public Policy**

The arts and culture industry generates \$1.3 billion a year for Northeast Ohio's economy, providing nearly 4,000 jobs in Cuyahoga County alone. Arts and culture also add value to our neighborhoods, strengthen our schools, and serve as a magnet for talented people and community vitality. Our cultural sector is in danger, however, due to reduced corporate support, flat philanthropic funding, and historically low public investment. The main focus of our public policy efforts, therefore, is to develop local public funding for the arts and culture sector.

### **Promoting Future Ballot Issue in Cuyahoga County**

Cleveland City Council's Arts and Cultural Summits, held in May and October 2002 with The Partnership's facilitation, helped to lay the groundwork for arts and culture public policy. Due in large part to our efforts over the past 36 months, the Cuyahoga County Commissioners and Cleveland City's administration attempted to bundle arts and culture funding into a proposed economic development package for a new convention center and community infrastructure.



The Partnership is continuing to work with elected officials to identify possible public funding mechanisms for arts and culture region wide. To prepare for an upcoming ballot issue, The Partnership is:

- Educating the public by distributing educational literature about the value of arts and culture
- Conducting a Speakers' Bureau to provide training to arts and cultural leaders so they can effectively communicate a positive message about public arts and culture policy
- Retaining the services of Burges and Burges Strategists
- Conducting specific voter polls through Triad Research
- Meeting with "opinion leaders"
- Managing and updating content on [www.supportartsandculture.org](http://www.supportartsandculture.org)
- Distributing printed palm cards and leadership literature
- Facilitating meetings for the Cuyahoga County Cultural Leadership Task Force, put together by Commissioner Peter Lawson Jones, to put forth recommendations regarding a fair, competitive and open process to determine arts and culture investment grants of Cuyahoga County revenues
- Developing a third Arts and Cultural Summit for the "Creative Workforce"

**Benefits:** Local public sector support is essential to the sustainability of our cultural assets. The Partnership is diligently working to posture arts and culture on a future ballot initiative.

### **Advancing Public Policy Efforts in Summit County**

Over the last several months Summit County arts and culture leaders have become increasingly interested in replicating Cuyahoga County's efforts to obtain public support for arts and culture. Summit County leaders are interested in engaging The Partnership to help advance advocacy efforts in Summit County. Preliminary meetings have been held to discuss initial strategies and steps. The Partnership suggested Summit County begin to organize quarterly Summit County Cultural Roundtables with cultural leadership and to identify funding opportunities from local foundations to support the initial strategy efforts.

**Benefits:** Much like Cuyahoga County, Summit County arts and cultural organizations and individual artists are in critical need of comprehensive local public sector support. Organization of cultural leadership is crucial to push forward the advocacy agenda.

### **Implementing Public Sector Support in Lake County**

Lake County's Convention and Visitors Bureau (CVB), with assistance from the Lake County Cultural Task Force, was successful in increasing the hotel and motel bed tax to provide funding for the Eastlake baseball stadium and arts and culture project grants.



The Partnership will continue to work with the Lake County Task Force to determine distribution strategies and next steps to obtain additional public sector support.

**Benefits:** Lake County was the first Northeast Ohio county to create local public sector support. Working with Lake County officials enables The Partnership to meet its regional mission throughout Northeast Ohio.

### **Supporting Other Community Issues**

The Partnership actively supported the Health and Human Services levy, which Cuyahoga County residents approved on May 6, 2003. We believe our involvement was natural because, like the health and human services sector, arts and culture improve our community's quality of life. The Partnership rallied the arts and cultural sector through e-mails, letters, and roundtable discussions. Arts and cultural organizations responded with \$11,000 in donations, as well as radio spots, literature distribution, and speeches. We, in turn, plan to call on the health and human services sector to assist us in promoting a future ballot issue that could provide funding for arts and culture.

**Benefits:** The Partnership will continue to motivate the arts and cultural constituency to rally behind appropriate issues, such as education and the libraries. This will give the arts and cultural sector an opportunity to learn what goes into successful campaigns. It also strengthens our relationship with community allies and positions us for future partnerships.

### **Research**

From its inception, The Partnership has pursued quantitative and qualitative research. We believe that accurate data is crucial to development of a solid cultural plan and successful work on behalf of the region's arts and cultural sector. We will conduct the following research in FY 2003-2004:

#### **Economic Analysis of Cuyahoga County**

The Partnership is retaining the Greater Cleveland Growth Association to conduct an economic study of the arts and cultural sector in Cuyahoga County. This study consists of two elements:

– Quantifying the “*dollar magnetism power*” of the arts and cultural sector. What *new dollars* do arts and cultural organizations attract into Cuyahoga County's economy from afar? What is the economic impact, for example, of a blockbuster exhibition at the Cleveland Museum of Art that attracts thousands of people from outside our region who spend money on tickets, restaurants, retail, and lodging?



– Exploring the *quantity and quality of jobs* that the arts and cultural sector generates. The economic analysis will cover the education and salary levels associated with various positions and highlight unexpected occupations found in arts and cultural institutions.

**Benefits:** This research will demonstrate the positive economic impact that arts and culture generates in Cuyahoga County and show that the sector creates a high proportion of desirable, professional jobs that attract highly skilled, degreed people.

### **Jobs, Programs and Services Loss Survey**

The Partnership conducted a survey of the number and types of positions that arts and cultural organizations have had to lay off or freeze, as well as existing or new programs and services that were suspended within the past 24 months. This research has enabled us to better understand the sector's ability to retain jobs and provide public programs and services. We will continue to update this research.

**Benefits:** This research piece is an example of internal work product produced to strengthen the case for public sector support. The *Plain Dealer* actually highlighted this research in an article titled: "Red flags raised about cuts in cultural programs, jobs".

### **Cultural Tourism Study – Discount Ticket Programs**

To assist in evaluating the CTIX program – which the Playhouse Square Foundation and the CVB operate – The Partnership recently conducted phone interviews with organizations in five American cities to learn about their discount arts and cultural ticket programs. After collecting the data, we produced a report including information on marketing tactics, revenues and expenses, strengths and weaknesses, and the role of each city's CVB discount ticket program.

**Benefits:** The Partnership presented this report to the CVB's Arts and Cultural Tourism Committee and offered recommendations based upon our research. We are currently gathering additional information that will assist the CVB in determining how to proceed. The Partnership has become more proficient in its research efforts. The community has begun to recognize and rely on The Partnership's research and analysis expertise.

### **Evaluation of Distribution Mechanisms for Local Public Sector Support**

The Partnership conducted research on the funding distribution models of various local arts agencies around the United States. This data is currently being used by the Cuyahoga County Cultural Leadership Taskforce (the Taskforce) to assist with making recommendations to the Board of Commissioners regarding a fair and equitable framework for distributing public dollars to the arts and cultural sector. Should Cuyahoga County's citizens designate public support for arts and culture, the



recommendations from the Taskforce and this data will enable the County Commissioners to create a national model for arts and cultural public funding.

**Benefits:** This research has given the Taskforce and public a better understanding of how local public sector support in other municipalities is distributed—including information on funding criteria, application requirements and evaluation.

## **ANNUAL BENEFICIARIES, CONSTITUENCIES AND GEOGRAPHIC AREA SERVED**

There are approximately 400 arts and cultural organizations and thousands of artists that we serve through the development and application of our capacity building, communications, public policy, and research programs. The Partnership's services are designated to sustain and cultivate the arts and cultural sector. Ultimately, a healthy cultural sector serves Northeast Ohio's 2.8 million people residing in the counties of Cuyahoga, Geauga, Lake, Lorain, Medina, Portage, and Summit.

## **COMMUNITY INTEREST AND SUPPORT**

From the beginning, The Partnership has been committed to inclusion, believing it is essential to develop a plan with the region's people, not for them. We create and develop all of our programs, therefore, at the request of the cultural sector. The community response to our work has been impressive:

- More than 600 people, including 30 key dignitaries, attended the historic first Cleveland City Council Art and Cultural Summit in May 2002. An additional 527 individuals attended Arts and Cultural Summit II in October 2002
- 90 representatives from arts and cultural organizations attended our presentation of The Partnership's latest market research study, "*A Survey of Arts and Culture Consumers in Northeast Ohio: Arts and Culture Participation – Benefits and Barriers*"
- 50 individuals from Northeast Ohio's art and cultural organizations have received training on The Partnership's latest market research, "*A Survey of Arts and Culture Consumers in Northeast Ohio: Arts and Culture Participation – Benefits and Barriers*". In addition, six have retained The Partnership on a consultancy basis to assist them with specific marketing needs
- 95 leaders of arts and cultural organizations attend the Cuyahoga County Cultural Roundtable monthly, which The Partnership facilitates
- The Partnership has conducted 120 technical assistance consultancies over the last fiscal year
- Voters are strong supporters of the value of arts and culture based on a recent poll



The Partnership makes a number of public presentations annually and is regularly reviewed by print and electronic media. For the first three quarters of calendar year 2003 we have made 48 public presentations and The Partnership's work, and cultural perspectives, have been covered by the media 47 times. Since going live in July 2003, the *supportartsandculture.org* website has received 3,697 hits.