

## **PRESS INQUIRIES**

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## **FOR IMMEDIATE RELEASE**

### **Art Center Sarasota Selected to Participate in Entrepreneurial Opportunity**

*Margin & Mission Ignition, part of The Patterson Foundation's Nonprofit Thrivability initiative, strengthens nonprofit mission impact through earned-income strategies and implementation.*

**Sarasota, Fla.** (March 20, 2023) – Art Center Sarasota will work to strengthen its entrepreneurial capacity and increase its mission impact with earned-income strategies developed and implemented through its participation in Margin & Mission Ignition, an opportunity presented by The Patterson Foundation.

As one of four regional organizations selected for Margin & Mission Ignition, Art Center Sarasota will work with No Margin, No Mission, a social enterprise and national consulting firm engaged by The Patterson Foundation, over a 30-month process. No Margin, No Mission will work with each nonprofit to develop and implement business plans to generate revenue and support their efforts in the community.

“Art Center Sarasota is thrilled to be working with The Patterson Foundation and its Margin & Mission Ignition team to identify areas within the organization that can be a resource for revenue growth. As we have recently completed a three-year strategic plan and are entering a growth phase for the organization, the timing is right. We look forward to learning and implementing the new initiatives generated from this partnership.” said Kinsey Robb, executive director of Art Center Sarasota.

Throughout the process, the organizations participating in Margin & Mission Ignition will come together to learn from and share with one another based on their experiences.

“We have learned that diversifying revenue streams does more than strengthen the financial viability of nonprofits — it can also build organizational capacity,” said Debra Jacobs, president and CEO of The Patterson Foundation. “Previous participants of Margin & Mission Ignition have developed and implemented earned-income plans that advance both their missions and impact. The Patterson Foundation is pleased to work with these four organizations who have demonstrated the leadership, willingness, readiness, capacity and culture for success.”

Margin & Mission Ignition is part of The Patterson Foundation's Nonprofit Thrivability initiative. This initiative connects nonprofits with expertise and resources to learn concepts like strategic decision-making while adopting and implementing entrepreneurial principles to generate enough revenue to support and eventually grow their operations.

For more information about Margin & Mission Ignition, please visit [thepattersonfoundation.org](http://thepattersonfoundation.org). Join the conversation on social media by using #TPFMarginMission.

For more information about Art Center Sarasota, please visit <https://www.artsarasota.org/>

### **About Art Center Sarasota**

Founded in 1926 and later incorporated as a nonprofit in 1943, Art Center Sarasota serves as the first and oldest visual arts organization in Sarasota. Art Center Sarasota is admission-free and open to the public; our mission is to bring together creatives and the broader public to increase understanding of our human condition, support wellbeing, and build community connection through the universal language of art.

### **About Margin & Mission Ignition**

Part of The Patterson Foundation's Nonprofit Thrivability initiative, Margin & Mission Ignition is an opportunity for nonprofits in our region to develop and implement earned-income strategies to strengthen mission impact. For more information about Margin & Mission Ignition, please visit [thepattersonfoundation.org](http://thepattersonfoundation.org) or join the conversation using #TPFMarginMission on social media.