

# Making a Quantum Leap:

What Can We do  
to Make a

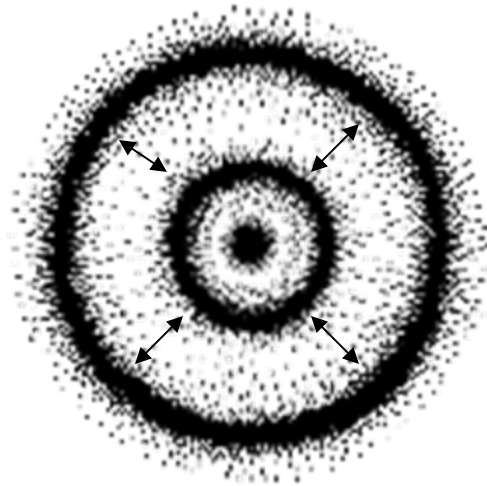
**Much Bigger**

Investment

in our Work

*More Likely?*

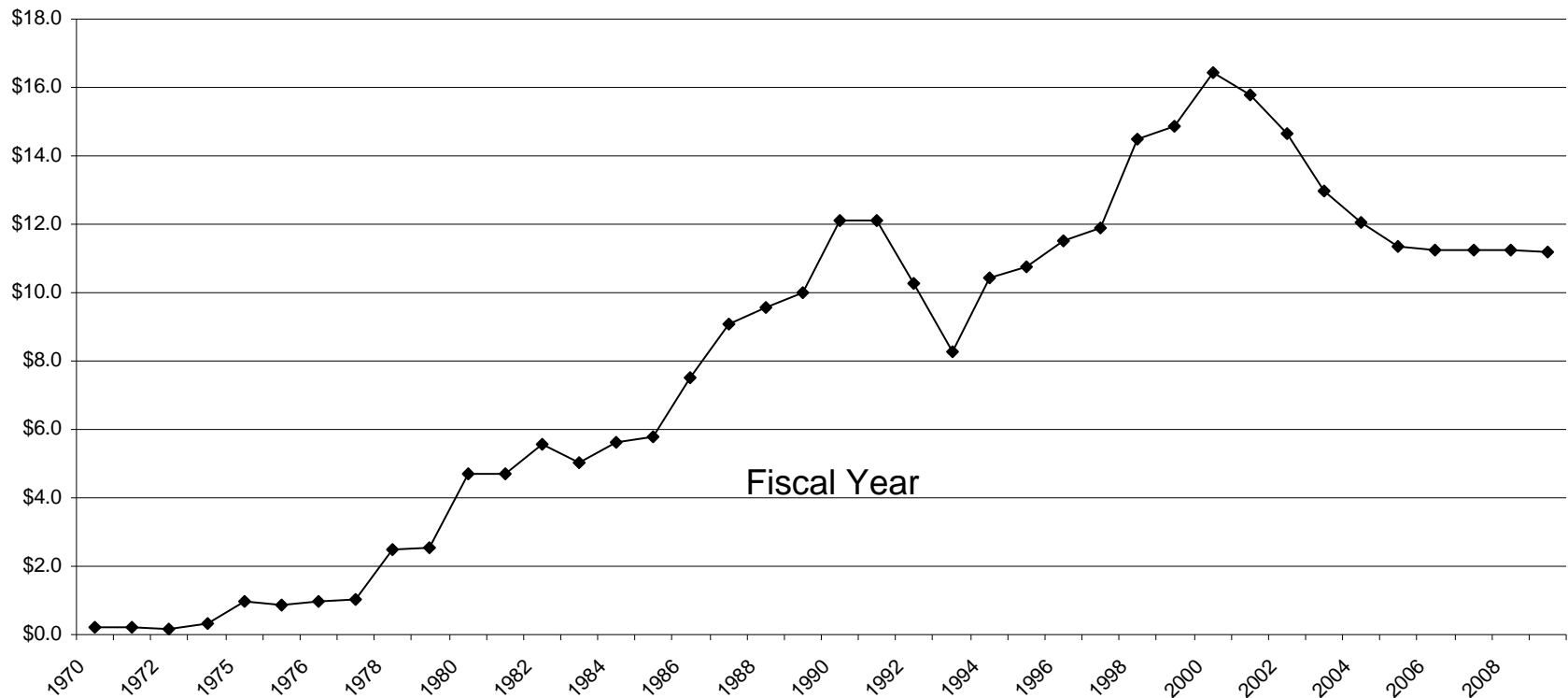
# Quantum Leap: The Real Deal



# Quantum Leap: *The Metaphor*

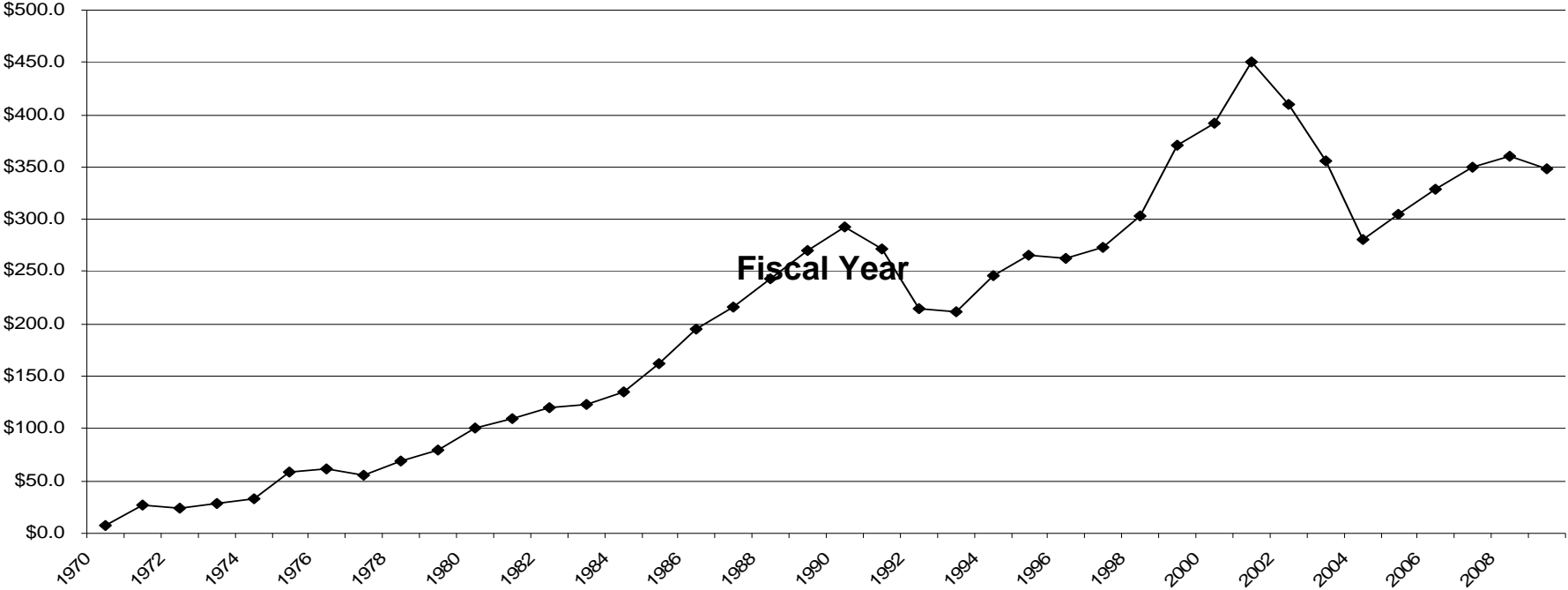
## Ohio Legislative Appropriations

Fiscal Years 1970-2009

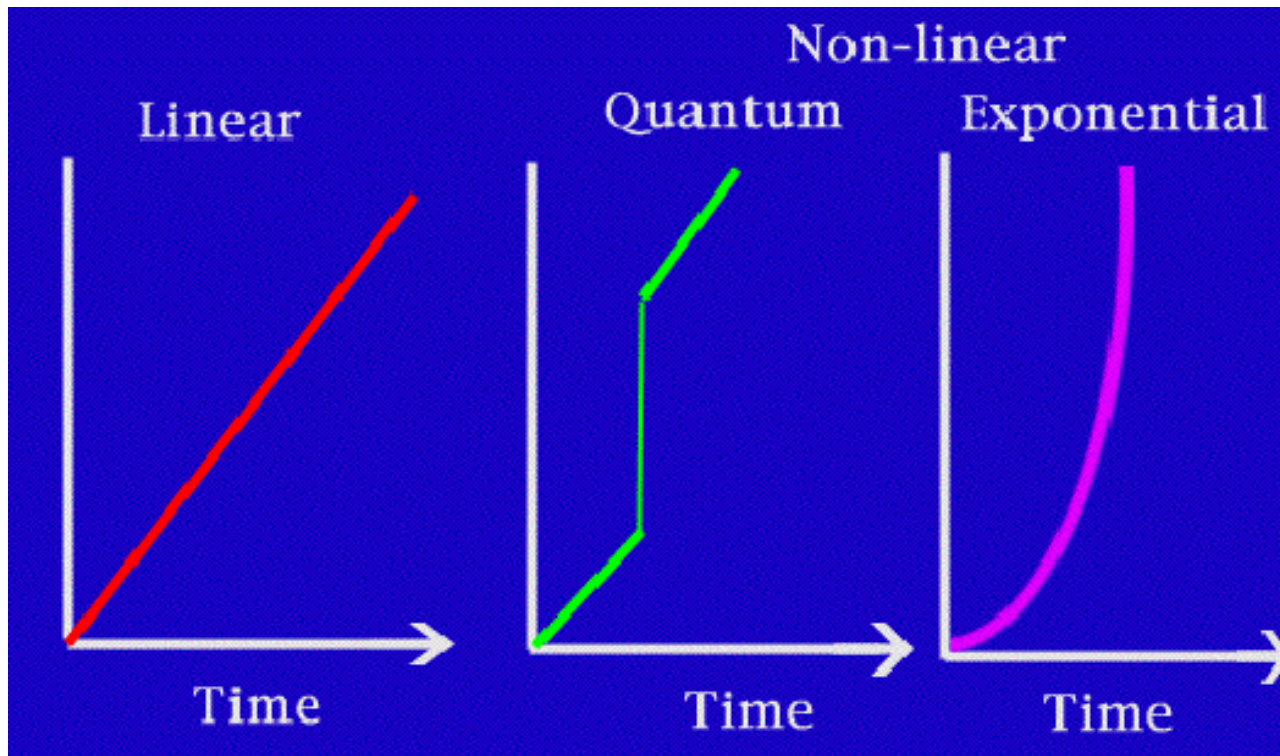


# Quantum Leap: *The Metaphor*

**Total Legislative Appropriations  
Fiscal Years 1970-2009**



# Quantum Leap!



Cat on my Head



# Including:

Important new messages from:

- The British Romantic Poets...



and



- Howie Margolis, Brooklyn College '65,  
160 lb. touch-football star blocking back

and...Sally Field!





# *Lyrical Ballads* 1798



Purpose:

*...to illustrate the manner in which our feelings and ideas are associated in a state of excitement.*

# Coleridge's Role as Visionary Poet



✓ persons and characters  
supernatural, or at least romantic

✓ a semblance of truth sufficient  
to procure for these  
shadows of imagination



✓ that willing suspension of disbelief  
for the moment,

which constitutes *poetic faith*

# Wordsworth's Role as Visionary Poet



- by **awakening the mind's attention** from the lethargy of custom
- excite a **feeling** analogous to the **supernatural**
- directing it to the loveliness and **the wonders of the world before us**

*Poetic Vision +  
The World Before Us =*

- *an inexhaustible treasure*
- but for which in consequence of the film of **familiarity and selfish solicitude**
- we have eyes, yet see not,  
ears that hear not, and hearts  
that neither feel nor understand.

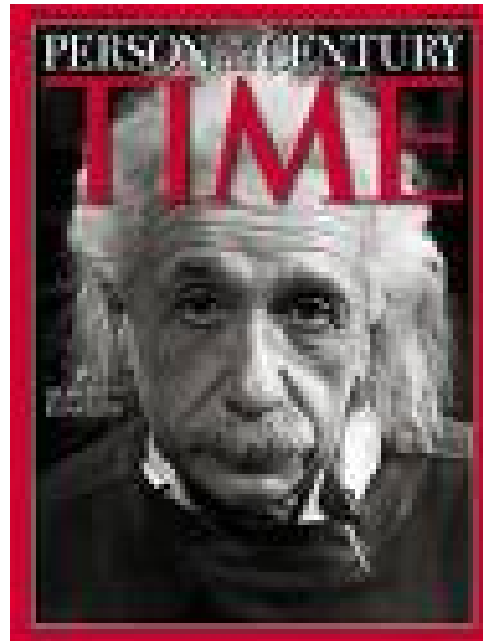


# Blake!



- Natural Objects always did & now do Weaken deaden & obliterate Imagination in Me
- Wordsworth must know that what he Writes Valuable is Not to be found in Nature...
- ***Imagination*** has nothing to do with Memory

# Einstein



*Imagination is more important than  
Knowledge*

# Scenarios:

- Your SAA gets (A Lot) more money  
*Because of this factor...*
- Examples of what this would look like?
- What preparation makes this scenario more likely?

# Scenario #1

Your SAA gets a lot more money because...

--*key decision makers want you to have it!*



# Sally Field! (1985)



# Scenario #2

Your SAA gets a lot more money because...

--*you can demonstrate the need for you to have it!*

# Scenario #3

Your SAA gets a lot more money because...

--*you can demonstrate compelling demand for you to have it!*

# Scenario #4

Your SAA gets a lot more money because...

--*you have demonstrated you can provide the level of benefits you say you will!*

# Scenario #5

Your SAA gets a lot more money because...

--you have a tangible, achievable, measurable goal!

# Scenario #6

Your SAA gets a lot more money because...

--You figured out the winning distribution formula!

# Scenario #7

Your SAA gets a lot more money because...

--You enlisted an influential partner or stakeholder!

# Scenario #8

Your SAA gets a lot more money because...

--*in the past, you had that much or more!*



# Scenario #9

Your SAA gets a lot more money because...

--Another funding source was reduced or dried up!

# Scenario #10

Your SAA gets a lot more money because...

--*state revenues are up; money is available!*

# Scenario #11

Your SAA gets a lot more money because...

--You develop a supplemental or alternative revenue source!

# Scenario #12

Your SAA gets a lot more money because...

--*you can help achieve a priority goal of state government!*

# Scenario #13

Your SAA gets a lot more money because...

--*you or your chair are new!*

# Scenario #14

Your SAA gets a lot more money because...

-- *new governor, new administrators,*  
*new party in power!*

# Scenario #15

Your SAA gets a lot more money because...

--*your state wanted to fund the arts as much as or more than other states!*

# Scenario # ?

Your SAA gets a lot more money because...

--



# Wrap-up Thoughts?

- “Goal to scale” exercise has multiple benefits

# Remember Howie Margolis?



# The Howie Margolis Principle

Fig. 1

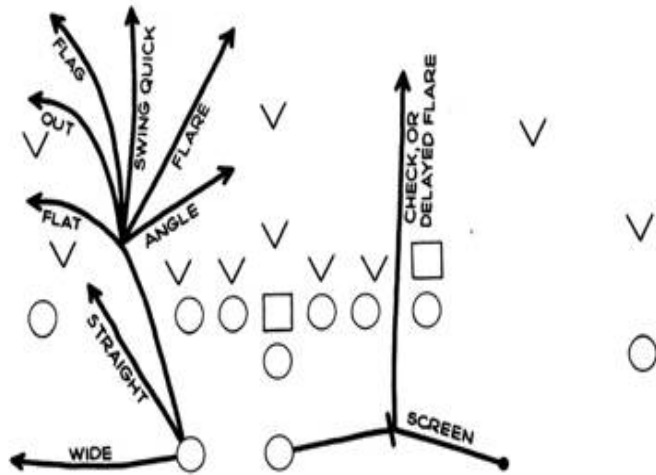


Fig. 2

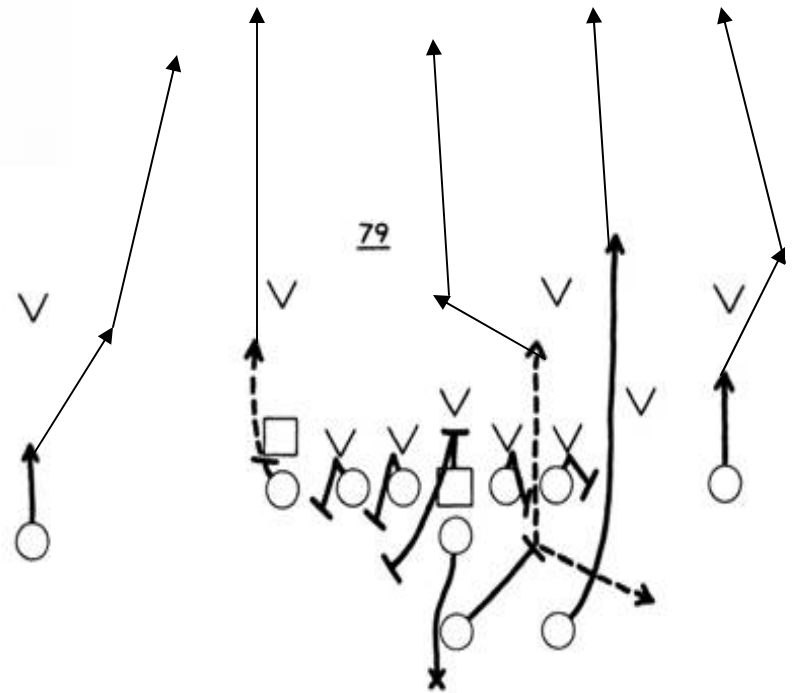


Diagram 30.

# More “Goal to Scale” Exercise Benefits . . .

- makes case for increments stronger
- prepares to demonstrate cost of reduced resources
- consistent with “public value” practice

# Wrap-up Thoughts?

- How different is level of effort to make case for Big and make case for Little?
- What is risked by making case for Big?

# ORID Feedback

- Objective -- What did we do?
- Reflective --
- Interpretive --
- Decisional --

# ORID Feedback

- Objective -- What did we do?
- Reflective -- How do you feel about it?
- Interpretive --
- Decisional --

# ORID Feedback

- Objective -- What did we do?
- Reflective -- How do you feel about it?
- Interpretive -- Was it relevant, useful?
- Decisional --



# ORID Feedback

- Objective -- What did we do?
- Reflective -- How do you feel about it?
- Interpretive -- Was it relevant, useful?
- Decisional -- What will you do?



*Thank you!*

# Quantum Leap!

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