

**Grantseeking Basics for
Individuals in the Arts**

Did you sign in and take a
handout packet?
Please turn off your cell phones!

What You Will Learn Today

- Learn about grantmakers
- Clearly define your funding needs
- Create your own funding profile
- Identify potential funders—matching your needs with the funding interests and priorities of the grantmaker
- Apply for a grant(s)

**Step One
Learn About Who Supports
Individuals in the Arts**

Support for Individual Artists

- Public vs. private sources of funds
- Direct support
- Indirect support
 - Grants made to organizations who redistribute or "re-grant" funds directly to the individual artist
 - Fiscal sponsorship

Support for Individual Artists,
continued

Fiscal sponsorship

- 501(c)(3) organizations act as fiscal sponsors/agents
- Ownership?
- Written agreements

Sources of Grants—Public

National support

- National Endowment for the Arts
- National Endowment for the Humanities
- National Park Service

Sources of Grants—Public,
continued

State and local support

- Arts councils
- Percent for Art programs

Resources:

- The National Assembly of State Arts Agencies (NASAA)
- Americans for the Arts

Sources of Grants—Private

- Foundations
- Nonprofit organizations
- Corporations
- Individual donors

**Types of Support Available
for Artists**

- Cash grants/Monetary awards
- Fellowships
- Commissions
- Professional development programs

**Types of Support Available
for Artists, continued**

- Apprenticeships
- Internships
- Residencies/Teaching residencies
- Honorary prizes (non-monetary)
- In-kind support
- "Hybrid" programs

Step Two

**Clearly Define the Needs for
Which You Are Seeking Support**

Grantmaker Support for Artists

- Recognize and award artistic achievements
- Support artists in various career stages to further develop skills
- Provide for artist-initiated activities, e.g., performances, exhibitions and presentations

Articulate Your Purpose

- What are you trying to accomplish?
- In what stage of the project are you presently involved?
- How are you going to accomplish it?
- How long will it take you?

Articulate Your Purpose, continued

- Who will benefit from it?
- How much will you need?
- What types of support do you need?
- What conditions of support are you comfortable with?

Step Three

Determine What Makes You Attractive to Funders

Your Individual Attributes

- Medium or genre
- Audience for your art beyond general arts audience
- Background
- Affiliation
- Geographic location
- Ethnicity or gender

Step Four
The Research Process:
Find Potential Funders to
Support Your Artistic Endeavors

Find the Match

- Uncover grantmakers that:**
- Fund the arts, artists, or artists' projects as opposed to arts organizations
 - Fund individual artists through fiscal sponsorship
 - Fund in particular subject areas but not overtly in the arts

Find the Match, continued

Uncover grantmakers that:

- Fund artists in your medium or genre
- Have stated interest or demonstrated history in funding in your geographic location
- Give grant amounts similar to what you need
- Provide the type of support you are looking for

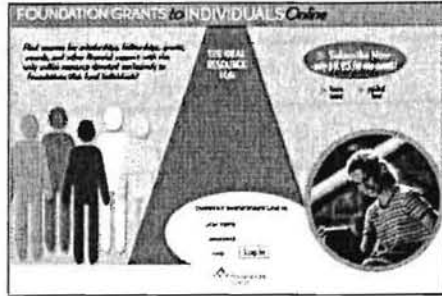
Reference Sources

- Directories
- Reference materials
- Books
- Web sites
- Online databases

foundationcenter.org



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Step Five Apply

The Application Process

- Call or write for current guidelines and an application form
- Follow guidelines carefully
- Document your past accomplishments
- Carefully select samples of your work, if required
- Apply early and to several sources
- Try to get an interview or to make personal contact

Summing Up

- Grantseeking is all about relationships
- Do your homework. Research funders whose interests most closely match your needs
- Tap into all available resources and services
- Be determined!

For More Information

- Resource list is available at http://foundationcenter.org/course_materials/free_training/



FOUNDATION
CENTER

Knowledge to build on.

Grantseeking Basics for Individuals in the Arts

Statement of Purpose Worksheet

What are you trying to accomplish?
In what stage of the project are you presently involved?
How are you going to accomplish it?
How long will it take you?
Who will benefit from it other than the general arts public?
How much will you need and in what categories?
What types of support do you need, i.e., residency, access to equipment, etc.?
What conditions of support are you comfortable with?

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Your Funding Profile

Answer the following questions before you begin your research.

Your answers will help focus your grants search by giving you “key words” or index terms to use.

<p>Media or Genre (What media do you specialize in? – e.g., photography; bronze sculpture; paper; plaster casting? If you are a musician, what instrument do you play or perform? If you are a writer, what historical period do you cover? Is there anything else that is unique about you?)</p>	
<p>Audience (Is your work directed toward a specific population which might interest a funder? For instance, are children, the elderly, or the disabled among your audiences? Is there historical or cultural significance to the venue or community you serve?)</p>	
<p>Credentials (Outline relevant training and experience. List previous exhibitions, performances, writings, or affiliations that pertain to the grant you seek. Include articles, letters, etc. in support of your work.)</p>	
<p>Professional or Trade Association Affiliation (Do you belong to any professional or trade associations? Do you have any arts-related memberships?)</p>	
<p>Geographic Location (Where do you live now— city/town, state, country? Where is your project going to take place? What locale will benefit from your project?)</p>	
<p>Nationality, Ethnicity, Race, or Gender (Are you a woman, a minority, single parent, etc. Does race and/or ethnicity play a role in your artistic collaborators, audience, or other participants?)</p>	
<p>Sample Arts (What sample of your work can you show, e.g., photographs, slides, or tapes?)</p>	
<p>Other Unique Characteristics</p>	

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Prospect Worksheet

Date:		
Basic Information		
Name		
Address / E-Mail / Web Site		
Official Contact Person		
Personal Connections (Officers, Donors, Trustees, Staff)		
Financial Data		
Grant Ranges		
Period of Funding/Project		
Is Funder a Good Match?	Funder	You
Field(s) of Interest (list in order of importance)	1.	1.
	2.	2.
	3.	3.
Geographic Focus		
Type(s) of Support		
Population(s) Served		
Application Information		
Does the funder have printed guidelines/application forms?		
Initial Approach (letter of inquiry, formal proposal)		
Deadline(s)		
Board Meeting Date(s)		
Sources of Above Information		
<input type="checkbox"/> Directories/Grant Indexes/Online Databases		
<input type="checkbox"/> Grantmaker/Other Web site		
<input type="checkbox"/> Annual Report – Year:	<input type="checkbox"/> Requested	<input type="checkbox"/> Received
Notes:		
Follow-up:		

Grants for Individuals

This compilation focuses primarily on funding opportunities for individuals, such as financial aid or scholarships for students, rather than funding for nonprofit organizations. If you are interested in funding for a nonprofit organization, you should take a look at [Grants for Nonprofits](#).

By Academic Level			
Precollege Funding	Undergraduate Funding	Graduate Funding	Postdoctorate Funding

By Population Group					
Disabled	Gay/Lesbian/Bi/Trans	Minorities	Non-Traditional	Veterans	Women

By Subject		
Agriculture/Forestry/Horticulture	Animal Science & Veterinary Medicine	Anthropology
Area Studies	Arts	Athletics
Business	Chemistry	Communications
Criminal Justice	Education	Engineering
Environmental Science	Film	Food Science, Hospitality
History	Humanities	Internships
Journalism	Landscape Architecture & Turfgrass Management	Law
Library & Information Science	Linguistics	Mathematics
Medicine	Music	Nursing
Philanthropy, Voluntarism, & Nonprofit Management	Philosophy	Photography
Physical Therapy	Political Science	Psychology
Religion	Sciences	Social Sciences
Social Services	Social Work	Sociology
Travel & Study Abroad	Women's Studies	Writing

Electronic Databases