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
The Foundation Center’s Training Programs

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
The Foundation Center's Training 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
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/
# Grantseeking Basics for Individuals in the Arts

## Statement of Purpose Worksheet

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>What are you trying to accomplish?</td>
<td></td>
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<tr>
<td>In what stage of the project are you presently involved?</td>
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<tr>
<td>How are you going to accomplish it?</td>
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<tr>
<td>How long will it take you?</td>
<td></td>
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<tr>
<td>Who will benefit from it other than the general arts public?</td>
<td></td>
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<tr>
<td>How much will you need and in what categories?</td>
<td></td>
</tr>
<tr>
<td>What types of support do you need, i.e., residency, access to equipment, etc.?</td>
<td></td>
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<tr>
<td>What conditions of support are you comfortable with?</td>
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</tbody>
</table>
Grantseeking Basics for Individuals in the Arts

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.

| **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?) |
| **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?) |
| **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.) |
| **Professional or Trade Association Affiliation** (Do you belong to any professional or trade associations? Do you have any arts-related memberships?) |
| **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?) |
| **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?) |
| **Sample Arts** (What sample of your work can you show, e.g., photographs, slides, or tapes?) |
| **Other Unique Characteristics** |
Grantseeking Basics for Individuals in the Arts

Prospect Worksheet

<table>
<thead>
<tr>
<th>Date:</th>
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</table>

**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**

<table>
<thead>
<tr>
<th>Is Funder a Good Match?</th>
<th>Funder</th>
<th>You</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Field(s) of Interest</strong> (list in order of importance)</td>
<td>1.</td>
<td>1.</td>
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<tr>
<td>2.</td>
<td>2.</td>
<td></td>
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<tr>
<td>3.</td>
<td>3.</td>
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</tbody>
</table>

**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**

- Directories/Grant Indexes/Online Databases
- Grantmaker/Other Web site
- Annual Report - Year: Requested 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.

<table>
<thead>
<tr>
<th>By Academic Level</th>
<th>Precollege Funding</th>
<th>Undergraduate Funding</th>
<th>Graduate Funding</th>
<th>Postdoctorate Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>By Population Group</td>
<td>Disabled</td>
<td>Gay/Lesbian/Bl/Trans</td>
<td>Minorities</td>
<td>Non-Traditional</td>
</tr>
<tr>
<td>By Subject</td>
<td>Agriculture/Forestry/Horticulture</td>
<td>Animal Science &amp; Veterinary Medicine</td>
<td>Anthropology</td>
<td>Athletics</td>
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<tr>
<td></td>
<td>Area Studies</td>
<td>Arts</td>
<td>Chemistry</td>
<td>Education</td>
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