It takes a village
Grant cycle of one cultural artist
Temistocles Fuentes Betancourt

• Cuban folkloric dancer, choreographer
• Artistic director of Grupo Experimental Nago.
• 35 years experience as a principal dancer, professor and choreographer with the Ballet Folklorico de Oriente, oldest folkloric company in Cuba.
Assemble your grant application team

• Temi (artist)
• Anne (grant strategist)
• Claudia (translator – cultural/linguistic)
• Peggy (volunteer grant writer)
Assess your grants readiness

1) What is a grant?

2) Grants research - which grant should I apply to?

3) What do I need to get ready? Where’s all of my stuff?

4) Am I ready to apply?
Create a grant calendar

<table>
<thead>
<tr>
<th>Name of Foundation</th>
<th>Grant Deadline</th>
<th>Amount Requested and for Which Program</th>
<th>Notes/Comments</th>
<th>Last Action Item</th>
<th>Next Action Item</th>
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<tbody>
<tr>
<td>California Arts Council, Cultural Pathways</td>
<td>February 23, 2018</td>
<td>$10,000 per year for two years. General operating support for small and emerging arts groups rooted in communities of color, recent immigrant and refugee communities.</td>
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<tr>
<td>Zellerbach Family Foundation – Community Arts Program</td>
<td>March 30, June 29, September 28, December 28, 2018</td>
<td>$1,500 to $10,000; Community Arts grants provide project based support to individual artists and small and mid-size arts organizations to make new and innovative work accessible to Bay Area cultures and communities.</td>
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<td>CASH Grant</td>
<td>Spring 2018</td>
<td>$2000 (individual artists) and $4000 (arts orgs under $100,000); Bay Area theatre and dance ARTISTS, and small ORGANIZATIONS that create and perform theatre or dance works</td>
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<td>ACTA Living Cultures Grant</td>
<td>July 17, 2017</td>
<td>sustain and strengthen the folk and traditional arts in the state of CA with grants of $5,000 to CA-based nonprofits, as well as other organizations who work with fiscal sponsors.</td>
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<td>SF Arts Commission, Cultural Equity Grants</td>
<td>October 2017</td>
<td>Individual artist $15,000; Organizational project $20,000</td>
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Grant application checklist

- SFAC IAC
  - Project info
  - ARTIST STATEMENT
  - Resume/C.V.
  - Project description
  - Work plan
  - Budget
  - Bios of collaborators
  - PROJECT IMPACT
  - PUBLIC BENEFIT
  - Work samples
  - Proof of residency
  - VENUE OF LETTER OF INTEREST
What is the project?

La Luz de La Libertad (Light of Freedom) - Story of Haitian rebellion. Tribute to the strength of the Afro-Haitian-Cuban people and to the power of culture and community to overcome oppression.
Getting ready to apply

- Team members – Temi (artist), Claudia (translator), Peggy (grant writer), Anne (grant strategist), Ebony (program officer)
- Understand grant guidelines
- Create account on grant portal
- Understand application questions
- Attend SFAC grant info workshop
- Prep for funder meeting
- SFAC one-on-one technical assistance
Grant application work plan

- Team members – Temi (artist), Anne (grant strategist), Claudia (translator – linguistic/cultural), Peggy (grant writer), Mimia (video editor)
- Draft artist statement and resume
- Translate the artist’s vision
- Draft application narrative, work plan, budget
- Gather bios of collaborators
- Work sample
- Secure venue of letter of interest
- Any other support materials
Panel review

- Team members – Peggy (grant writer), Ebony (program officer), Esailama (grant panelist)
Grant award

- Team members – Temi (artist), Claudia (translator/administrator), Ebony (program officer), Mission Cultural Center (fiscal sponsor)

- Disbursement of funds
- Financial accounting of project funds
- Working with the fiscal sponsor
Grant report

- Team members – Temi (artist), Claudia (translator), Peggy (volunteer grant writer), Ebony (program officer)
Impact – one grant, one artist

- Artist presented full length for the first time
- Paid dancers, musicians, collaborating artists,
- Professional costume designer – high quality costumes
- Access to paid rehearsal space
- Public performances - Bay Area Cuban Festival, SF Salsa Rueda Festival
- Creating a body of work and costume collection for the artist
- The only significant financial support the artist has received
It takes a village

- Temi (artist)
- Claudia (translator)
- Anne (grant strategist)
- Peggy (grant writer)
- Mimia (video editor)
- Mission Cultural Center (fiscal sponsor)
- Bay Area Cuban Festival (presenter)
- Ebony (program officer)
- Esailama (grant panelist)
Recommendations

• Culturally Specific Capacity Building Program – Institutional Fundraising

• Career pathways – development professionals, philanthropy

• Regular dialogue with philanthropy and artists/nonprofits
Recommendations

Culturally Specific Capacity Building Program – Institutional Fundraising

• Purpose – train development professionals from culturally specific communities to support culturally specific arts communities (long term sustainability and impact)

• Annual cohort – one full grant cycle
Recommendations

Culturally Specific Capacity Building Program – Institutional Fundraising

- Grant overview and research
- Organizing system – grants calendar, templates, material storage,
- Build consistent team for institutional fundraising
- Financial literacy training - budget, accounting,
- Funder engagement
- Work sample preparation
- Grant panel review
- And much more
Any questions?

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