## A BROAD LOOK AT GRANTS

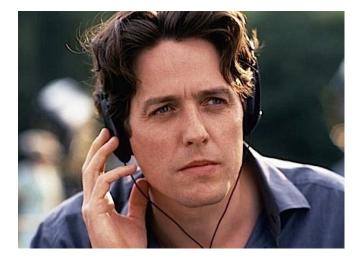
David McMichael

### About me ~

- Associate Director of Grants at Paramount and Stateside Theatres
- Associate Director of Sponsored Projects at Co-Lab Projects
- Co-Founder at hyperreal film club
- Independent Grant Contractor



## **Overview**



### **GRANTS**:

- Where they come from
- Who can get them
- What's inside
- How to find them
- When to apply

## Where they come from

-Corporate foundations and giving programs

-Family and community foundations

-Government entities

-Miscellaneous

# Where they come from ~ corporate foundations and giving programs

whole foods corporate giving Q	
Q All	applied materials foundation Q
Caring For Communities: Community Giving   Whole Foods Market https://www.wholefoodsmarket.com/mission-values/caring/community-giving ▼ about how you can request support from Whole Foods Market Once per quarter, Whole Foods Market contributes 5% of the day's store sales to designated, community-based non-profit organizations with	Q All Images
aligned missions and values Whole Foods Market can provide in-kind donations in the You've visited this page 2 times. Last visit: 7/23/19	Applied Materials Foundation - Society   Applied Materials www.appliedmaterials.com/company/corporate-responsibility/society -
Community Support and Partnerships   Whole Foods Market https://www.wholefoodsmarket.com/service/community-support-and-partnerships ▼ If you are interested in applying to be a Community Support Day recipient, please download our	Applied and the <b>Applied Materials Foundation</b> deploy strategic charitable investments and human resources around the world supporting organizations that offer
Donations & Local Partnerships Packet and email it to Midwest.	Corporate Responsibility   Applied Materials

#### www.appliedmaterials.com/company/corporate-responsibility ▼

At **Applied Materials**, we work to make a positive contribution not only to our industry but to our larger communities and the world around us. Sustainability.

# Where they come from ~ family and community foundations





### **The Long Foundation**

Welcome to The Long Foundation.

The Long Foundation is a non-profit Texas corporation established in April 1999 by Joe R. and Teresa Lozano Long. This foundation is a tax-exempt private family foundation under Section 501(c)(3) of the Internal Revenue Code of 1986.

Please click on the icons above for information about our History, Mission and Goals, Requirements & Guidelines, Board and Staff, and Contacts.

### Where they come from ~ government entities



### Where they come from ~ miscellaneous

The Andy Warhol Foundation for the Visual Arts THE FOUNDATION

WARHOL'S LEGACY

GRANTS AND PROGRAMS

LICENSING AND SALES

CONTACT US

THE FOUNDATION WAS ESTABLISHED IN 1987. IN **ACCORDANCE WITH ANDY** WARHOL'S WILL, ITS MISSION **IS THE ADVANCEMENT OF** THE VISUAL ARTS.

## pact AUSTIN Celebrating 15 Years

### CURATORIAL RESEARCH FELLOWSHIPS

Foundation will award \$\$224,000 in Spring 2019 **Curatorial Research Fellowships.** 

### SPRING 2019 GRANTS

\$3.81 million will be awarded to 41 arts organizations for exhibitions, publications, and visual arts programming.

### **GRANT GUIDELINES**

The foundation believes that freedom of expression is a core principle of an open and enlightened democracy. The next deadline is September 1, 2019.

PRESERVATION

### — A U S T I N —

## Who can get them

-501c3 nonprofits

-Fiscally sponsored groups and individuals

-Individuals

-Occasionally others

### Who can get them ~ 501c3 nonprofits

INTERNAL REVENUE SERVICE P. O. BOX 2508 CINCINNATI, OH 45201

Date: APR 1 5 2019

HYPERREAL FILM CLUB 302 E 32ND ST UNIT A AUSTIN, TX 78705-2406 DEPARTMENT OF THE TREASURY

Employer Identification Number: 83-3243265 DLN: 26053480003539 Contact Person: CUSTOMER SERVICE ID# 31954 Contact Telephone Number: (877) 829-5500 Accounting Period Ending: September 30 Public Charity Status: 170(b)(1)(A)(vi) Form 990/990-EZ/990-N Required: Yes Effective Date of Exemption: January 07, 2019 Contribution Deductibility: Yes Addendum Applies: No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

### Allison Orr Dance Inc. (aka Forklift Danceworks) \$15,000 Austin, TX Art Works - Presenting & Multidisciplinary Works To support Watershed Dances, an artistic residency for Forklift Danceworks with the City of Austin Watershed Protection Department (WPD). Austin Chamber Music Center (aka ACMC) Austin, TX \$35,000 Art Works - Arts Education To support year-round chamber music instruction. Austin Classical Guitar Society (aka Austin Classical Guitar) Austin, TX \$72.000 Art Works - Arts Education To support a classical guitar education program. Austin Film Society \$30.000 Austin, TX Art Works - Media Arts To support artistic and professional development programs for independent media makers of all skill levels. Austin Lyric Opera (aka Austin Opera) \$15,000 Austin, TX Art Works - Opera To support performances of Everest by composer Joby Talbot and librettist Gene Scheer. Austin Symphony Orchestra Society, Inc. (aka Austin Symphony) \$20,000 Austin, TX Art Works - Music To support the continuation of Connecting with Music, an educational initiative for school students.

## Who can get them ~ fiscally sponsored groups and individuals

19 CI 13 SP	Co-Lab Projects	Austin Synthesizer Ensemble	\$3,000
19 CI 96 SP	Co-Lab Projects	Blank Canvas ATX	\$2,500
19 CI 63 SP	Co-Lab Projects	DIPTYCH	\$3,000
19 CI 14 SP	Co-Lab Projects	Glowed Up	\$3,500
19 CI 29 SP	Co-Lab Projects	Long Live Bolm!	\$3,000
19 CI 109 SP	Co-Lab Projects	P1nky and the Kwane	\$2,500
19 CI 47 SP	Co-Lab Projects	Party World Rasslin'	\$2,000
19 CI 160 SP	Co-Lab Projects	Raunch Dip Rebelion	\$2,500
19 CI 146 SP	Co-Lab Projects	This is NOT a Cult	\$2,500





Big Medium



OF HUMAN ACHIEVEMENT

### Who can get them ~ individuals



ARTWÖRK ARCHIVE

K FEATURES ~ P e

S - PRICING DISCOVERY BLOG CALLS

#### « Back to Blog

### Complete Guide to 2019 Artist Grants & Opportunities

BUSINESS & MONEY

EXHIBITING ART RESOURCES



### Get ahead of the game this year.

We sent our team on a mission to find the best art opportunities, artist grants, and calls-forentry for you in 2019. From that, we present you a list of the top international open calls, residencies, fellowships, and awards that we believe will benefit artists during the upcoming year!

### What's inside

-Narrative

-Budget

-Attachments

### What's inside ~ narrative

What you want:

-Clarity!

-Brevity!

-Accuracy!

-Defined goals!

-Concrete details!

-Evidence you can do what you say you're going to do, and that you're the right person/team to do it!

# What's inside ~ narrative ~ clarity/brevity

### 28. Describe the current and anticipated future use of the property.

Inspired by the power of the arts to change lives, the Austin Theatre Alliance strives to engage all Central Texans through extraordinary live performances and films, to ignite the intellect and imagination of our youths, and to ensure the preservation of the crown jewels of downtown Austin. The Austin Theatre Alliance is the 501c3 non-profit organization that manages the Paramount and Stateside Theatres.

Constructed in 1915 and listed on the National Register of Historic Places, the Paramount Theatre is one of the world's few surviving examples of a fully operational early twentieth-century vaudeville theatre. Standing next door is the Stateside Theatre, an Art Deco building constructed in 1935 that was the first in Austin built specifically to show motion pictures. The theatres serve as a cultural hub for Austin; more than 250,000 guests attend performing arts events, concerts, film, and talks at our venues every year. The theatres are principal venues for the SXSW Film Festival, the Austin Film Festival, the Moontower Comedy Fest, and the Summer Classic Film Series, and they play a vital role for other local and national arts organizations that rent our facilities and equipment at special rates for their events. The Austin Theatre Alliance (ATA), a 501(c)(3) organization incorporated in 2001, manages programming, operations, and preservation at the Paramount and Stateside Theatres.

Paramount Education at the ATA is one of Austin's largest and most effective arts education organizations, expertly delivering four programs that focus on Austin's Title I schools. In 2017-18, our 48 team members served 22,420 children, including 11,593 directly on school campuses; we are on track to reach even more students by the end of our 2018-19 programming period. Our programs have proven to be successful at improving literacy rates in some of Austin's poorest schools, consistently closing performance gaps between Title I students and their non-Title I peers. The Paramount itself plays an important role in our outreach efforts, with 12,199 students attending world class performing arts events in our culturally and historically significant venues in our past year of programming.

## What's inside ~ narrative ~ defined goals

23. List three primary goals for the proposed project. How will the applicant measure success?

Goal: Produce 22 successful public events between January and September, 2019 which present overlooked existing art and commission new work in the form of videos for VHS zines, video art for Sound Baths, and original live scores for RERUNS. Measure: Completion of 22 successful events.

Goal: Provide a showcase/platform for 64+ local filmmakers to present their work to a large, excited audience. Measure: Work with 64+ filmmakers.

Goal: Grow the presence and reach of Hyperreal Film Club in Austin. Measure: See increased attendance at events (both established series and new ventures), more followers on social media, new partnerships with artists and organizations, more videos produced, and mentions in local and regional press outlets.

# What's inside ~ narrative ~ concrete details

Economic, Cultural, and Social Impact

26. How do the proposed activities provide a measurable economic contribution throughout the community, including expansion of tourism, and the hotel and convention industry, employment of local artists and leveraging of dollars? As cornerstones in Austin's arts community, we are economic drivers for the downtown area. The theatres pay musicians, actors, dancers, teaching artists, comedians, technicians, staff, and other contractors for their work. In addition to ticket revenue, we estimate that our patrons will spend approximately \$9,605,440 at surrounding downtown businesses during FY18-19 (source: Americans for the Arts Economic Calculator). We maintain strong partnerships with downtown businesses and restaurants and work closely with Visit Austin and local hotels to bring in visitors and tourists to Austin. During Moontower, comedians stay in excess of 300 nights at hotels across the city & 30% of attendees are from out of Austin. We are able to offer our Moontower industry visitors and badge holders discounted hotel room rates which encourages them to stay downtown. We also heavily promote our downtown parking and local rideshare partners to all of our event attendees.

Prior to every show, ticket holders receive a preshow email which contains information about navigating downtown, restaurant and hotel suggestions, and parking/rideshare options. This information also is a permanent feature on our website on the "Eat & Sleep Nearby" page. Additionally, our annual 5K (in partnership with the Austin Marathon & Half Marathon) and film festivals bring in attendees from around the region, state and world.

### What's inside ~ narrative

What you don't want:

- -Overly general statements
- -Unsupported statements
- -Irrelevant details
- -Overly flowery language
- -Unexplained insider language

-Too many tropes (anything about "society" etc.)



# What's inside ~ budget ~ financial snapshot

FISCAL YEARS	nue	FY 2017-18	FY 2018-19	FY 2019-20		
Revenue			\$4,712.00	\$21,000.00	\$24,000.00	
Expenses			\$5,950.00	\$18,000.00	\$20,000.00	

## What's inside ~ budget ~ match

What's a match?

Ex. 1: Your grant requires a 1:1 cash match. You are awarded \$10,000; you must match that with \$10,000 of your own. This means your total proved expenses by the end of the project must be at least \$20,000.

Where does match money come from?

Admissions, merch sales, personal money you put into the project, other grants/donations, Kickstarters, basically any money that goes into the project that didn't come from your grant.

## What's inside ~ budget ~ match

Ex. 2: Your grant requires a half match, at least half of which must be cash and half of which can be in-kind. Which of the following is/are viable?

- A. Award: \$5,000. Cash match: \$1,250. In-kind match: \$1,250.
- B. Award: \$5,000. Cash match: \$2,500. In-kind match: \$0.
- C. Award: \$5,000. Cash match: \$1,000. In-kind match: \$1,500.
- D. Award: \$5,000. Cash match: \$10,000. In-kind match: \$10,000.

## What's inside ~ budget ~ expenses

PROJECT EXPENSES	Core Request Amt	Matching Funds	<b>IN-KIND Match</b>	<b>CSMS Request Amt</b>	TOTAL	Description
Administrative Fees		\$1,000.00	\$2,500.00			Fiscal Sponsorship fee: \$1000; HD: IN-KIND: \$250 per show to HFC (x7); VHS: IN-KIND \$250 to HFC per show (x2); SB: IN-KIND \$250 to HFC per show
Artistic Fees	\$5,600.00	\$3,000.00				\$3000 artist fee to members of HFC for visualizing and creating entire run of programming (\$1,000 to each of the 3 co-founders); HD: \$300 stipend for a local filmmaker/team to create/show a short film x 7 nights and \$100 stipend for 1 local musician per show x7 nights; VHS: \$200 per zine cover design by local artist (x2) and \$200 per local musician/performer for zine release party (x4 musicians x2 events); SB: \$100 stipend to each visual artist who creates art for this piece (x6 artists) and \$200 for band to play live accompaniment to show
Travel					\$0.00	
Space Rental	\$1,400.00	\$200.00			9.000 Strategies (1996)	HD: \$200 rental fee per night to MoHA (x7 nights); SB: \$200 rental to Big Medium
Equipment Rental					\$0.00	
Supplies and Materials					\$0.00	VHS: Printing covers for zines - \$75 x 2
Marketing and Promotion	\$1,000.00	\$450.00				HD: \$100 for series poster designed by local artist (x1), \$100 per show poster designed by local artist (x7), \$50 for series announce ad buy (x1), \$50 ad buy per show (x7); VHS: 2 \$50 ad buys per show x 2; SB: 2 x \$50 ad buys
Production/Exhibit Costs	\$2,000.00					HD: \$200 screening fee per film (x7 films), \$200 for photobooth run by local photographer at opening and closing events (x2)
Other					\$0.00	
Total	\$10,000.00	\$4,650.00	\$2,500.00	\$0.00	\$17,150.00	

## What's inside ~ budget ~ income

PROJECT INCOME	CASH	Description
Earned Income		
Total Admissions	\$4,650.00	admission from hosted events (690 \$5 suggested donation entries at HYPERDRIVE shows and \$600 from 2 VHS shows at Cheer Up Charlies - combo of door and bar buyout)
Total Other Earned Income		
TOTAL EARNED INCOME	\$4,650.00	
Unearned Income		
Total Private Support (Corp, Foundation, Individual)		
Total Public Support (Government Grants)		
Total Other Unearned Income		
Applicant Cash		
TOTAL UNEARNED INCOME	\$0.00	
CORE Funding Request Amount	\$10,000.00	to support admin fees, artistic fees, space rental, marketing and promotion, and production costs for 10 events in 2020
CSMS		
TOTAL CASH INCOME	\$14,650.00	
Total IN-KIND SUPPORT	\$2,500.00	fair cost of donated time by artists/administrators
Total	\$17,150.00	

### What's inside ~ attachments

-Resumes

-Samples of work

-Documentation of events

-Websites

-Press

-Awards

### How to find them

- -Grant lists
- -Subscription Services
- -Networking
- -City of Austin: Community Initiatives and Core
- -Reverse Engineering
- -Grant specialists

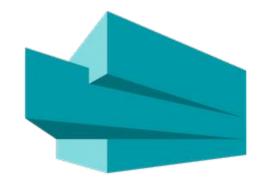
## How to find them ~ City of Austin

## **Cultural Arts**

CITY OF AUSTIN ECONOMIC DEVELOPMENT

## COMMUNITY INITIATIVES

## CORE



### **Cultural Arts**

CITY OF AUSTIN ECONOMIC DEVELOPMENT

## How to find them ~ reverse engineering

### Supporters

We thank our Board of Directors and the following incredible supporters who make our work possible:



A.B.E Charitable Foundation	James E. and Diane W. Burke Foundation	Samsung
Applied Materials Foundation	Jim and Lee Hilton	Still Water Foundation
Austin Community Foundation	John T. Savage	Susan Vaughan Foundation
Bazaarvoice Foundation	LMCD Fund	Suzanne Deal Booth
City of Austin	Marc and Carolyn Seriff	Suzanne Torres
Department of Education (DOE Grant	Michael and Alice Kuhn Foundation	Sybil B. Harrington Endowment for the
Funding in Partnership with Austin ISD)	National Endowment for the Arts (NEA	Arts
Educational Foundation of America	Funding to Mindpop and in Partnership	Texas Commission on the Arts
	with Austin ISD)	

## How to find them ~ grant specialists

### HOUSTON ARTS ALLIANCE

Deadline: September 20 - final notification 2-3 months - awards up to \$15,000 Approximately 8 hours to complete, including time to meet and talk through a few things. http://www.houstonartsalliance.com/opportunities/grants/support-for-artists-and-creative-individu als

#### \*SUNDANCE DOC FUND

Deadline: October 20 - award decisions take 3-5 months - awards up to \$20,000 Approximately 8 hours to complete, including time to meet and talk through a few things. https://apply.sundance.org/prog/documentary\_fund/

#### **\*BROWN FOUNDATION**

Deadline: October 31 - up to 6 months to find out about application - grants up to ... maybe \$50,000? Approximately 5 hours to complete http://www.brownfoundation.org/guidelines

#### FONDREN FOUNDATION

Deadline: November 1 - final notification 3-6 months - awards up to maybe \$40,000? Approximately 5 hours to complete

### \*SUMMERLEE FOUNDATION

Deadline: December 1 (need to set up a call with them before November 1) - board reviews grants in mid-February - grants up to \$15,000 Approximately 5 hours to complete http://summerlee.org/texas-history-program/grant-guidelines/



-Grants calendar

-ls it a good fit?

-Is this the right time?

## When to apply ~ grants calendar

	Oct-17	Nov-17	Dec-17	Jan-18				3 May-18	Jun-18				O-18	N-18	D-18	J-19		M-19	A-19	M-19	J-19	J-19	A-19	S-19	
Visit Austin - Paramou	0/13 - visit.					3/19 - app o					15-16 contr-						check for r								
Visit Austin - State 🛛 🚺	013 - visit					3/19 - app o				8/20 - app	15-16 contr-	6					check for r	1							
COA - CAD	final repor							51 - applic					10/30 final			1/31 - subm		3/31 - subrr		51 - apps c					10/30
COA-GTOPS																							-		
COA - Heritage Grant																							8/16 - apps		
COA-HHS 1	0/1 - final r			1/15 - QPP			4/15 - OPP	·	6/27 - Fina	17/15 - QPP				11/29 - prog											
DOE												1	check out I					1	check out l			121		( I	
Institute of Education Sc	ciences																			check for L				1	
NEA - Art Works			Final repor							7/12 - appli				check dear			2/14 - apps								
NEA - Research													10/9 - app c											check out	
TCA - Arts Respond				1/16 - applic					7/16 - appli	7/31 - repor		9/30 - repo				1/15 - apps						7/15 - apps	1	9/30 - repo	
TCA - Arts Respond F	1	11 - applic			2/1 - applic			5/1 - applic			8/1 - applic			1111 - apps (	1875 in for	1/14 - repor	2/1 - apps c					app submi			
TCA - Arts Create						3/15 - year						9/30 - repo						3/15 - app c							
Alice Kleberg Reynolds	F							STE - ann		final repor										think abou			8/29 - apps		
Albert & Ethel Herzstein	Charitable	F									1	-							48 - subm			-	and a period	<u> </u>	
Andy Roddick Foundati	on	1.1.5											10/12 - app						ally watering	-					-
Anne and Henry Zarrow	F												toric opp									7/15 - apps			-
Austin Community F.					Can applu			-									2/21 - can s		-	submit bed		The uppe	f		
Brady Education Found	lation		Υ.		Call apply			-				-	-				azi cure	-	4/1 - apps c				8/1 - apps c		
Braitmaver F.	duon				submitted								-					3/15 - app c	an oppor				ar oppor	<u> </u>	-
Brown Foundation														TVI - subm				and app c							10/3
Burdine Johnson F.			12/1 - appli					-						THE SOLUTE			app due so								1010
Charles A. Frueauff F.			iai - appin					-									app due st		check for c						-
Cielo Azul												-	-						CHECKTOP C						-
Cynthia George Mitchell	E					10000 rece					15000 recei	report due	-	11/8 - app s			report due			10000 cam		7/15 - repor			-
Currie Fund					submitted						13000 Tecel	report due		no - app s			submit LO			10000 carri		nio - repor	f		
Cunthia Woods Mitchell		Estado lat			submitted										check in a			3/1 - apps c							
Dodge Jones F.	FUNCTO	nistorie mu	enors												CHECK IN U	-		au-appsit			aives most			/	
Dr. Scholl F.													10/1 - reque		a bring to P						gives mos	ļ]		!	-
ECG F.								and the second second	3000 plede				iuri - reque	0	submit LC				-	5/1 - submi					-
EDF.								app subm	SUUU preag											ori - suomi	approved f	į		!	-
EDF. Educational F. of Ame 1	0115 0			1/10 - applic									10/15 - repo				2/15 - final			5/10 - app c		15000 cami		!	-
	uris - rinal			riu - applic									Iurio - repo							briu - app c		15000 came		/	-
Ewing Halsell F.												1				sent email									
5th Age of Man F. Fondren F.								submitted	-											put togethe				/	-
					000 1 001											sent email								/	
Foundation for Dreamer		-			2/28 - LOI :													010	1	send them				/	
George and Mary Josep																		346 - app si							
Haggerty F.	e	mail from							turn in yea			-	10/25 - app										check in or		-
Hallberg F.								<u>-</u>																	1
Hearst F.								1	no due da															turn this in	1
Hillcrest F.	-																		4/9/2019 DN						
Hoblitzelle F.							4/15 - appli	1							12/15 - app					1				/	
	application																		turn in app				<u></u>	/	1
Humphreys F.	20.X																			1		7/15 - apps	-		
	application																		turn in app						
KLE Foundation							pre-select	e												check with					
Lola Wright F.																							8/31 - appli	( ) · · · · · · · · · · · · · · · · · ·	1





## get at me! david@co-labprojects.org