



FOUNDATION
CENTER

Knowledge to build on.

RESOURCE MARKET FOR THE ARTS

Rialto Center for the Arts

Monday, October 3, 2011

1:00pm-4:00 pm

Co-sponsored by:

Foundation Center-Atlanta and the Fulton County Arts & Culture, along with City of Atlanta Office of Cultural Affairs, the Georgia Council for the Arts, the Metropolitan Atlanta Arts Fund, C4 Atlanta, and South Arts.



Thank you to our Funding for Arts Month
Regional Contributor

Turner Broadcasting System



Table of Contents

Organization Profiles.....	4
Alternate ROOTS.....	4
Andrew Young School of Policy Studies, Nonprofit Studies Program.....	5
Artworks! Gwinnett.....	6
Atlanta Contemporary Art Center.....	7
AtlantaPlanIt.com.....	8
C4 Atlanta.....	9
City of Atlanta Office of Cultural Affairs.....	10
The Community Foundation for Greater Atlanta.....	11
Cultural Arts Council of Douglasville/Douglas County.....	12
Foundation Center-Atlanta.....	13
Fulton County Arts and Culture.....	14
Georgia Arts Network.....	15
Georgia Center for Nonprofits.....	16
Georgia Council for the Arts.....	18
Georgia Humanities Council.....	19
Georgia Lawyers for the Arts.....	20
Grant Source.....	21
Metropolitan Atlanta Arts Fund.....	22
South Arts.....	24
Spruill Center for the Arts.....	25
VSA arts of Georgia.....	26
WonderRoot.....	27
Glossary of Terms—Arts Fundraising.....	28

Alternate ROOTS



Contact Information: Shannon Turner
shannon@alternateroots.org
(404) 577-1079
alternateroots.org

Description: ROOTS is a national arts service organization with a regional focus. We offer programs and services to artists in all disciplines in the South. Based in Atlanta, GA, Alternate ROOTS provides small grants to artists through re-granting programs, the Artistic Assistance Program, and the Community/Artist Partnership Program. Additionally, ROOTS publishes a roster of its artists available to tour and provide residencies, and provides subsidies to venues in the South for producing the work of our artists. Finally, our award-winning newsletter shares information about job opportunities, conferences, grants, and artist profiles.

Deadlines: The Artistic Assistance Program has two grant cycles each year, spring and fall. C/APP traditionally has one annual round due in the fall. Deadlines for the Fall 2011 cycle have been postponed due to strategic planning. Please join our e-newsletter and check back with our website in the spring.

Eligibility requirements: To be eligible for the Artistic Assistance or C/APP Programs or to appear on the Tour & Residency Roster, artists must be voting members of Alternate ROOTS. They must live within the fourteen state region served by Alternate ROOTS in order to be eligible for direct services: Alabama, Arkansas, Georgia, Florida, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Texas, Virginia, West Virginia, and the District of Columbia.

Andrew Young School of Policy Studies Nonprofit Studies Program



Contact Information: Linda Serra
padlls@langate.gsu.edu
(404) 790-1418
www.aysps.gsu.edu

Description: The NSP offers a full spectrum of degree and non-degree opportunities to study nonprofit management, policy, and related subjects, including a Graduate Certificate in Nonprofit Management, a Nonprofit Management Concentration in the Masters of Public Administration, a Nonprofit and Civic Leadership Concentration in the Master of Public Management and Policy, Doctoral Study and a Joint PhD with the College of Public Policy, Georgia Institute of Technology, a Nonprofit Specialization in the Bachelor of Public Policy, and an Executive Leadership Program for Nonprofit Executives.

Deadlines: Not applicable.

Eligibility requirements: Not applicable.

ArtWorks! Gwinnett



Contact Information: Sally A. Corbett, Executive Director
(678) 474-1701
Fax (770) 232-8807
info@artworksgwinnett.org
artworksgwinnett.org

Twitter [@ArtsGwinnett](https://twitter.com/ArtsGwinnett)
Facebook www.facebook.com/ArtWorks.Gwinnett

Description: ArtWorks! Gwinnett is a nonprofit organization designed to cultivate arts opportunities in Gwinnett County, GA that enhance cultural and economic capital and enrich the County's residents and the business community.

Deadlines: Not applicable.

Eligibility requirements: ArtWorks! promotes all artistic disciplines and invites you to get involved in the arts. Groups presenting in Gwinnett or interested in partnering with Gwinnett arts organizations are encouraged to contact ArtWorks!

Atlanta Contemporary Art Center



Contact Information: Melanie Beal, Membership & Outreach Coordinator
mbeal@thecontemporary.org
(404) 688-1970
www.thecontemporary.org

Description: The Atlanta Contemporary Art Center is a non-collecting institution dedicated to the creation, presentation, and advancement of contemporary art by emerging and established artists. ACAC creates a diverse cultural landscape for artists, arts professionals, and the art interested public through its exhibitions, educational programming, and studio artist program. ACAC's resources for artists include: *Creative Lives and Careers*, an educational series providing working artists, educators, and art enthusiasts with practical and theoretical guidance about their work and careers; the 15 Minutes Program, which presents the opportunity for local and regional artists to have a face-to-face conversation with Artistic Director Stuart Horodner about their work and career development; the Studio Artist Program, which provides subsidized studio space to 14 working artists for a period of up to three years through an adjudication process; and the Resource Room, a social and educational space featuring books, catalogs, periodicals, and digital media focused on contemporary art and visual culture. The Resource Room also features a community bulletin board for exhibition and event postings and free Wi-Fi access.

Deadlines: Not applicable.

Eligibility requirements: None.

Contact Information: Marci Tate, Operations Manager
marci.tate@atlantaplanit.com
(404) 733-0942
www.atlantaplanit.com

Description: AtlantaPlanIt, a service of Public Broadcasting Atlanta, is metro Atlanta's premier free online guide to the region's diverse arts and culture events, organizations and venues. This comprehensive site promotes the work of nearly 450 organizations and provides tools to easily find events, purchase tickets or simply learn about the vitality of the arts in metro Atlanta.

Deadlines: If you are an arts organization and would like to have your events posted on AtlantaPlanIt.com, please send information and images to the Operations Manager at least two weeks before the start of the event. All events will be reviewed and, if accepted, posted within 5-10 business days.

Eligibility requirements: All submitted events must be open to the general public and a professional level performance, artistic display (visual arts) or cultural exhibit, attraction or landmark. AtlantaPlanIt currently lists events in Cherokee, Cobb, DeKalb, Henry and Fulton counties, however if your organization is located outside of these counties, please ask us about becoming an organizational member.

C4 Atlanta



Contact Information:

Jessyca Holland, Co-founder
(404) WOW-ARTS
jessyca@c4atlanta.org
c4atlanta.org

Twitter: [@c4atlanta](https://twitter.com/c4atlanta)

Facebook: www.facebook.com/c4atlanta

Description:

C4 Atlanta's mission is to build a foundation of research, technology and education for a sustainable, creative economy in the Atlanta region.

C4 Atlanta's arts service platform will empower artists and arts organizations with the knowledge and resources to realize their visions and uplift cultural dialogue. Programs and services are designed to foster collaboration and encourage innovation within the arts & cultural community of Atlanta and beyond. C4 Atlanta is a 501(c)(3) nonprofit arts service organization.

Deadlines:

Entrepreneurship in the Arts: The Art of Self Promotion seminar series will begin Wednesday, October 5, and continue through November 9, 2011. Classes meet each Wednesday for six weeks, three hours per week. Visit C4atlanta.org to register.

The Entrepreneurship in the Arts six-week, seminar series is a proven resource for artists and arts managers aiming to design actionable and effective strategies for answering their creative call. Shifts in the economy and rapid advancements in technology have created a new industry environment, where old models of professional development are ineffective. In order for 21st Century artists and arts managers to thrive, they need to acquire critical skills in entrepreneurship and small business management.

Artists & Arts Administrators participants will leave this 6-week course with these tools to help their careers:

- Mission & Vision Clarity
- Framework for a Business Plan
- Resources for Creating a Budget
- Financial Planning Resources
- Action Plan

Eligibility requirements:

Membership is open to individuals, arts organizations and businesses who practice or support arts & culture in greater Atlanta.

City of Atlanta Office of Cultural Affairs



Contact Information: Monica Prothro
mdprothro@atlantaga.gov
(404) 546-6849
www.oaatlanta.com

Description:

The City of Atlanta's Office of Cultural Affairs (OCA), a division of the Department of Parks, Recreation and Cultural Affairs, was established in 1974 to encourage and support Atlanta's cultural resources. The mission is to promote rich and diverse cultural experiences in the city of Atlanta while preserving and protecting the city's cultural heritage. Today the OCA is working to enhance Atlanta's reputation as a cultural destination. The OCA supports programs that educate and expose the public to a rich and diverse range of cultural expressions through a variety of initiatives. Annually, the OCA presents the Atlanta Jazz Festival, the largest free jazz festival in the nation featuring the most admired jazz artists in the world. The OCA administers the Percent-for-Art program, commissioning scores of artists to create public artworks throughout the city. Other cultural programs include: ARTSCool, an arts-based employment program that provides arts instruction and job training to Atlanta area high school students; Summer Murals, which engages artists and children in the creation of artwork that serves as a catalyst for the beautification and enrichment of Atlanta through murals; the Chastain Art Center, established in 1968, and now the oldest City-operated arts facility in Atlanta; City Gallery East, the largest continuous gallery in Atlanta, dedicated to presenting contemporary fine art by local and regional artists; the City Gallery at Chastain, a venue dedicated to innovative exhibitions by local, regional, national and international artists; and the Atlanta Cyclorama. The OCA supports the professional arts community with Contracts for Arts Services, awarding contracts for the production, creation, presentation, exhibition and managerial support of artistic and cultural services.

Deadlines:

October 28, 2011

Eligibility requirements:

OCA funds:

- Tax-exempt, non-profit arts organizations who are: (1) incorporated in the State of Georgia, (2) headquartered in Atlanta, within the corporate limits, for at least one year prior to the application deadline, and (3) have 501(c)(3) IRS tax-exempt status.
- Tax-exempt, non-profit community organizations that are not involved in arts programming on a regular basis, but initiate arts programming as part of their service to the community who are: (1) incorporated in the State of Georgia, (2) headquartered in Atlanta, within the corporate city limits, for at least a year prior to the application deadline, and (3) have 501(c)(3) IRS tax-exempt status.
- Individuals must be practicing professional artists (1) who reside in Atlanta, within the corporate city limits, and (2) who have been residents for at least one year prior to the application deadline.

The Community Foundation for Greater Atlanta



Contact Information: Kristina Morris, Program Associate
kmorris@cfgreateratlanta.org
(404) 688-5525
www.cfgreateratlanta.org

Description: Since 1951, the Community Foundation has been providing personalized service to donors. As philanthropists, people invest resources—financial, human and intellectual—individually and collectively to improve the wellbeing of our region. We provide our donors with knowledge about the issues affecting our community and the institutions addressing those issues. At the Community Foundation we believe that one of the best ways to improve our community is by strengthening nonprofits doing smart, innovative work in our region. To address the need of nonprofits in our region, the Community Foundation offers a number of competitive grantmaking programs to the nonprofit community in our 23-county service area.

Deadlines: Common Good Funds: deadlines for 2012 to be announced in December
Morgan Local Fund: next deadline will be sometime in September 2012
Newton Local Fund: next deadline will be sometime in September 2012
Grants to Green: deadlines for 2012 to be announced in December
Neighborhood Fund: deadlines for 2012 to be announced in December

Eligibility requirements: The Community Foundation's competitive grantmaking programs have a variety of eligibility criteria including:

- Must have their 501(c)(3) for at least two years
- Must employ at least one full-time employee (2,080 hours/year) paid minimum wage or more
- Must be located in and provide services to individuals from our 23- county service area: Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Hall, Henry, Morgan, Newton, Paulding, Pickens, Rockdale, Spalding and Walton.
- Must have a current written strategic or business plan that covers at least 24 months which includes the organization's current fiscal year.

The majority of The Community Foundation's competitive grantmaking programs require organizations to be 501(c)(3)s; the Neighborhood Fund is the only grantmaking program that does not require this.

Cultural Arts Council of Douglasville/Douglas County



Contact Information: Laura C. Lieberman, Executive Director
cultureadmin@earthlink.net
(770) 949-ARTS (2787)
www.artsdouglas.org

Description:

The mission of the Cultural Arts Council of Douglasville/Douglas County is to nurture, guide and stimulate the enjoyment of and participation in the arts among Douglas County residents and visitors by providing an atmosphere conducive to the arts, broadening the spectrum of quality exhibits and performances available to the community, and fostering individual interactions with the arts through a wide range of satellite groups. Serving as a clearinghouse and coordinator of diverse cultural activities through the city and county, CAC strives to develop strong partnerships and adequate funding between the public and private sectors. Since 1986, the Cultural Arts Council (CAC) has offered cultural services, presentations and programming in Douglas County, a 199-square mile area located 20 miles west of Atlanta. The changing exhibitions are presented throughout the downstairs rooms, which are also used for concerts, readings, meetings, performances and special events. The CAC's permanent collection of works by outstanding Georgia artists is displayed throughout the building. Affordably priced arts and craft objects by local and Georgia artists are sold through a small sales gallery. Classes are offered at CAC and in the smaller Wynn Building currently leased from the City on the adjacent property. Special event rentals for weddings, receptions and reunions not only offer opportunities to showcase the facility to new visitors, but also represent a small but consistent revenue stream, assisting our efforts to diversify funding sources. Our arts education programming includes quarterly classes and workshops, school-based performances and presentations, and an after school program of artist-in-residencies. In the visual arts, there are monthly exhibits presenting the work of local, regional, national and international artists at the arts center and quarterly outreach shows at various venues including the Chamber of Commerce, American Red Cross, Kaiser Permanente, Courthouse and local libraries. Our literary arts offerings present the annual Georgia Cowboy Poets Gathering and a new series of "Afternoons with Authors," book signings and readings by Georgia writers. Performing arts events include free spring and fall concerts in historic downtown Douglasville, other special concerts in county parks, and a chamber series of classical music performed at the arts center.

Deadlines:

Not applicable.

Eligibility requirements:

We primarily serve Douglas County residents but also often include visitors to our community. Various programs have different criteria for participation, i.e. underserved schools for the artist in residencies, etc.

Foundation Center-Atlanta



Contact Information: Val Porter, Director
vpp@foundationcenter.org
(404) 880-0095
www.foundationcenter.org/atlanta

Description: Established in 1956 and today supported by close to 550 foundations, the Foundation Center is the leading source of information about philanthropy worldwide. Through data, analysis, and training, it connects people who want to change the world to the resources they need to succeed. The Center maintains the most comprehensive database on U.S. and, increasingly, global grantmakers and their grants — a robust, accessible knowledge bank for the sector. It also operates research, education, and training programs designed to advance knowledge of philanthropy at every level. Thousands of people visit the Center's web site each day and are served in its five regional library/learning centers and its network of more than 450 funding information centers located in public libraries, community foundations, and educational institutions nationwide and around the world.

Deadlines: Not applicable.

Eligibility requirements: None.



Contact Information: Shantras Lakes
Shantras.Lakes@FultonCountyGA.gov
(404) 612-5780
www.fultonarts.org

Description: The mission of the Fulton County Arts & Culture (FCAC) is to enhance the quality of life of all citizens through support of the arts. It assists the Fulton County Commission in the development of public policy for the arts industry, makes recommendations to Fulton County Commissioners on funding the arts and generally oversees the development and implementation of publicly assisted programs that address the diverse cultural needs of Fulton County's citizenry.

FCAC provides support for nonprofit organizations (arts and non-arts) through the Contracts for Services Program (CFS). It is the mechanism by which the Fulton County Arts & Culture invests public funding, in the form of contracts for services, to support the programs of Fulton County nonprofit arts, cultural, and social service organizations and municipalities. The goals of the program are to foster artistic development, to support arts services delivery, and to serve as seed money to leverage additional corporate and private dollars for arts programming.

FCAC offers opportunities for individual artists through:

- Instructor positions at the Arts Centers and Neighborhood Program
- Artist residencies through the Hambidge Center
- Public art commissions
- Funding for artist collectives through the Contracts for Services program

Deadlines: Please call 404-612-5780 or visit our website at fultonarts.org for more information about upcoming deadlines.

Eligibility requirements: Below are the basic eligibility requirements for each program. Please carefully review the application guidelines for additional requirements.

Contracts for Services

Through the Contracts for Services program, the Fulton County Arts Council provides funds only to Fulton County municipalities, nonprofit organizations, and artist collectives that meet the following conditions:

- The organization must be based and provide the majority of its services within Fulton County (note: an exception may be made for organizations with a regional or statewide focus)
- The organization must be incorporated as a nonprofit organization in the State of Georgia.
- The organization must be able to document acceptance of nonprofit status by the Internal Revenue Service under Section 501(c)(3) or hold other nonprofit status or have a designated non-profit fiscal agent.

Georgia Arts Network



Contact Information: Teresa Osborn, Membership Chair
tosborn@thehudgens.org
www.gaartsnetwork.org

Facebook: <http://www.facebook.com/GaArts>
Twitter: [@GAArtsNetwork](https://twitter.com/GAArtsNetwork)

Description:

The mission of the Georgia Arts Network is to strengthen, foster, connect, and advocate for the arts, artists, and arts education in Georgia.

The Georgia Assembly of Community Arts Agencies is now the Georgia Arts Network. While for 33 years GACAA served Georgia's community arts agencies as a statewide arts service organization, we are now responsible (as Georgia's designated official arts advocacy organization by Americans for the Arts) for advocating for all arts organizations, artists and interested parties in our state. As the scope of that responsibility became clear, the Board made the commitment that the organization's mission, services, membership, and advocacy should reflect the larger community of the arts in our state.

The Georgia Arts Network offers its members: an annual statewide arts conference, timely arts advocacy alerts and informational updates, access to a network of professional consultants at a greatly discounted rate, regional workshops for artists and arts professionals, and an annual statewide Arts Advocacy Day.

Goals & Priorities for the Georgia Arts Network

- *Strategy:* Positioning arts and culture as essential to individual and public well-being and the economic development of Georgia.
- *Professional Development & Capacity Building:* Connecting arts and cultural organizations, artists and communities with resources and experiences that make them more effective, informed and engaged.
- *Advocacy:* Research, grassroots organizing, coalition-building, and government relations to build support for arts, culture and arts education.
- *Arts Education:* Developing a more creative workforce for Georgia and cultivating engaged, informed arts participants and practitioners through arts education policy and projects.
- *Communication:* Facilitating interaction among a network of arts and cultural organizations, artists, and arts supporters where news, information, best practices, and promotional opportunities are openly exchanged.

Deadlines:

Membership applications accepted on a rolling basis.

Eligibility requirements:

Not applicable.

Georgia Center for Nonprofits



Contact Information: info@gcn.org
(678) 916-3000
www.gcn.org

Description:

Nonprofit Support

The Georgia Center for Nonprofits understands the importance of a healthy, vibrant nonprofit community, and the subsequent impact you have on not only your constituents, but on the statewide economy and overall quality of life in Georgia. It is you that creates the significance of the results you produce. It is you that collectively come together for a greater good, no matter the cause you focus on. It is you that, when you need it, should have the support systems needed to help you achieve your mission.

That is where The Georgia Center for Nonprofits centers its mission.

For twenty years, The Georgia Center for Nonprofits has served as a cornerstone of support for the nonprofit community; through a wide range of services and support including training, policy work and advocacy, job services, consulting, networking, and when needed, a sounding board to bounce ideas off of.

We understand your worth, and by joining the Georgia Center for Nonprofits, you are not only helping your nonprofit achieve its mission, but joining a family of organizations through which your expertise can benefit the sector, the state, and the community in much more powerful ways.

Foundation Support

The Georgia Center for Nonprofits helps philanthropic leaders with the important work of developing strategies and building strong organizations that accelerate and grow their social impact. We assist organizations who represent a wide range of sizes and sectors including numerous social services organizations. GCN is uniquely positioned as the association for nonprofits with a full team focused on the mission of strengthening the nonprofit sector in Georgia while also serving as a leading nonprofit management center nationwide. It is our role to identify, create, and promote the best practices in nonprofit management, working to do so with our members through our executive programs, nonprofit university training workshops and much more.

Continued on the next page →

Georgia Center for Nonprofits (*continued*)

Description (*continued*):

Company Support

The Georgia Center for Nonprofits provides an array of services supporting Georgia companies and their philanthropic involvement through:

- Creating visibility and leadership opportunities for corporate partners through events, forums and media work
- Providing data and research about current or potential nonprofit partners
- Disseminating and sharing information about community investment strategies, administrative practices and procedures with corporate peers
- Strategically matching business leaders to nonprofit boards
- Convening peers and partners around networking and learning opportunities
- Strengthening volunteer programs
- Providing employees who volunteer or serve on boards with access to expertise and support that maximizes time and monetary investments and reduces risks

By strongly supporting the corporate sector and their involvement with the nonprofit community across Georgia, we can help to insure continued targeted support of organizations from an awareness, capacity, and governance standpoint.

Deadlines:

Not applicable.

Eligibility requirements:

Membership required for some services.

Georgia Council for the Arts



Contact Information: Tina Lilly
tlilly@gaarts.org
(404) 962-4827
www.gaarts.org

Description: As a division of the Georgia Department of Economic Development, Georgia Council for the Arts is dedicated to funding and supporting the arts industry in Georgia. The Council provides grants and services for nonprofit arts and cultural organizations throughout the state in an effort to make quality arts programming available to all Georgians. Funding for GCA programs and services is provided by the state of Georgia through appropriations from the Georgia General Assembly. Additional support is received from the National Endowment for the Arts and other public/private contributions.

Deadlines: The deadline for the 2013 funding cycle (July 1, 2012 – June 30, 2013) will be late January 2012. Please visit the website for exact deadline information.

Eligibility requirements: Applicants must be either a nonprofit arts entity or a dedicated arts unit of a college, university or government with a valid Georgia incorporation that has been in operation and incorporated for at least one year prior to the application date. Please consult the website for more specific, detailed eligibility requirements.

Georgia Humanities Council

GEORGIA HUMANITIES COUNCIL

Contact Information: Arden Williams
Senior Program Officer
404-523-6220
www.georgiahumanities.org

Description: The Georgia Humanities Council (GHC) is a nonprofit organization working to ensure that humanities and culture remain an integral part of the lives of Georgians. We partner with libraries, museums and other cultural and educational institutions to carry out each program. The humanities include literature, philosophy, history, ethics, religion, art criticism and theory. They form the building blocks of learning and provide crucial knowledge of our past that helps us make informed decisions for the future.

Georgia Humanities Council grants program fund humanities-based cultural and educational programs in local communities

Deadlines: GHC grant deadlines are usually three times a year, February 1st, May 1st and September 1st. The grant project should start at least 90 days after the deadline date. All grant deadline information is on the GHC website at www.georgiahumanities.org

The 2012 grant program requirements will be posted on the website sometime in December 2011.

Eligibility requirements: Grants of up to \$2,000 are awarded to nonprofit organizations such as museums, libraries, historical societies, community groups, educational institutions and government agencies. Grants support a range of programs such as book discussions, film and lecture series, small exhibits, speaker series, walking tours, oral history projects or festivals.

Programs must be offered free of charge and involve at least one humanities scholar.

Applicants are required to meet a 1:1 cost-share requirement.

Before applying, organizations should thoroughly read grant program guidelines and terms on the GHC website. Organizations must also submit an Application for Qualification form, prior to submitting a grant proposal. The form can be downloaded at the GHC website: www.georgiahumanities.org/grants

Georgia Lawyers for the Arts



Contact Information: gla@glarts.org
(404) 873-3911
www.glarts.org

Description: Georgia Lawyers for the Arts (GLA), through its network of over 600 volunteer and panel attorneys, provides legal help to musicians, songwriters, photographers, sculptors, dancers, actors, filmmakers, painters, graphic designers, and artists from many other disciplines. In addition to providing pro bono legal services to limited-income artists and nonprofit arts organizations in Georgia, GLA will conduct free or low-cost educational seminars and workshops for artists and arts organizations on numerous legal and business-related topics. GLA also has an extensive resource library free and open to the public with over 250 titles on significant legal issues for artists from every discipline. In addition to these important volumes, the resource library has numerous sample contracts, copyright forms and other informational materials for artists, arts organizations, museums and attorneys. GLA will hold frequent free legal clinics where artists can come meet with volunteer attorneys to discuss various issues and legal questions. For artists and arts organizations that do not qualify for free legal services, GLA will assist them in finding an experienced attorney to handle the specific legal issue or question. Through its legal hotline, pool of volunteer attorneys and numerous educational workshops and seminars, GLA will serve thousands of artists and arts organizations, provide well over \$1,000,000 of free legal services and act as a critical link between members of the legal and arts communities.

Deadlines: Not applicable.

Eligibility requirements: In order to receive assistance from GLA, you must be an artist or arts organization that resides in Georgia with an arts-related legal issue or question. Our free legal clinic is open only to GLA members, which requires payment of a nominal annual fee. Our pro bono program is open to those residents of Georgia with an annual gross household income of \$25,000 or less (which must be verified). For arts organizations, our pro bono program is available to those with an annual operating budget of less than \$650,000 (which must be verified). Generally, all other workshops, seminars and our resource library are open to the public.

Grant Source



Contact Information: Chataun R. Denis
info@grantsource1.com
(770) 286-3128
www.grantsource1.com

Description: Grant Source is a nonprofit consulting company specializing in supporting start-up and established nonprofits through the provision of business development consulting, web-based training, and grant writing consulting. The owner of Grant Source has 19 years of nonprofit administration, programming, and fundraising experience and a track record for helping nonprofits raise over \$4 million for a variety of charitable causes. Grant Source's Grant Writing clients have received awards 16 times greater than their initial consulting costs.

Deadlines: Not applicable.

Eligibility requirements: None.

Metropolitan Atlanta Arts Fund



Contact Information: Lisa Cremin, Director
lcremin@cfgreateratlanta.org

Josh Phillipson, Program Associate
jphillipson@cfgreateratlanta.org
(404) 688-5525
www.metroatlantaartsfund.org

Description:

The Metropolitan Atlanta Arts Fund is a community initiative of The Community Foundation for Greater Atlanta. The Arts Fund provides critical financial support and knowledge to arts organization here in our 23-county metropolitan area, focusing on the more than 200 small and mid-sized organizations that make up the majority of arts groups in the region. Since 1993, the Arts Fund has funded more than 50 new full-time staff positions at arts organizations in the Atlanta region. It has helped organizations with capital reserves, debt reduction and building costs. Now the Arts Fund has moved from funding specific stabilizing initiatives to providing strategic funding for general unrestricted operations. The goal is still the same—to strengthen arts organizations in the Atlanta region.

The Arts Fund provides this support in the following ways:

1. Financial grants are given competitively to strong small and mid-sized arts organizations in the 23-county region. These grants support general operations allowing the nonprofit to choose where the money should be spent, allowing for flexibility and innovation.
2. As part of The Community Foundation's Nonprofit Toolbox, packages of consulting and services are awarded to arts organizations to implement scenario planning, update strategic plans, build stronger boards and improve financial plans. These are not financial grants; they are custom-designed packages of professional management consulting.
3. The Arts Fund provides leadership to the arts here in the region. It brings national speakers and conferences to our communities, convenes arts organizations to address change and advocates on behalf of increased arts philanthropy.

Deadlines:

Deadlines for 2012 will be announced by November.

Continued on the next page →

Metropolitan Atlanta Arts Fund (*continued*)

Eligibility Requirements:

To be eligible for grants through the Metropolitan Atlanta Arts Fund, organizations need to meet the following requirements:

- Must have a primary focus on presenting, producing, or providing arts programming for the public;
- Must have an annual operating budget less than \$2 million;
- Must have at least one full-time, paid employee;
- Must have a minimum operating history of two years after its 501 (c)(3) designation;
- Must pay artists and performers associated with cultural programming;
- Must have a Board of Directors where 100% of members made personal cash donations during the last completed fiscal year (*please note there is no required cash donation amount*);
- Must have a Board of Directors with representation from the community served and committee structure that ensures the necessary mix of skills to succeed; and
- Must have a current, multi-year, written strategic or business plan for the whole organization, which includes the organization's entire current fiscal year and includes the following:
 - Mission statement
 - Evidence of an environmental scan
 - Stakeholder participation (staff, board, etc.)
 - Strategic goals and measureable objectives
 - Implementation plan with assigned staff and/or board responsibilities
 - On-going evaluation to keep plan current
 - Addresses multiple years with regular updates

South Arts



Contact Information: Nikki Estes
Program Director
nestes@southarts.org
(404) 874-7244 x16
www.southarts.org

Description: South Arts, formerly the Southern Arts Federation, was founded in 1975 to build on the South's unique heritage and enhance the public value of the arts. South Arts' work responds to the arts environment and cultural trends with a regional perspective. South Arts offers an annual portfolio of activities designed to address arts-related issues important to our region and to link the South with the nation and the world through the arts. Our matching grant program, SouthArts Fund, provides support for performing and literary arts presenting organizations. In partnership with the National Endowment for the Arts, we offer grants to help strengthen presenters' organizational capacity and to increase markets for arts organizations and artists. We support publicly accessible performances and readings that engage underserved communities. Touring grants are awarded to support theatre, music, opera, musical theatre, literary, and dance projects that contain both a public performance or reading and an educational component. Touring grants provide fee support to present performing artists and writers who reside outside of the presenter's state.

Deadlines: For the remainder of the fiscal year (ending June 30, 2012), the Southern Fast Track Touring and Presenter Assistance grant programs are available. Application deadlines and maximum requests vary based on program. South Arts offers additional grant programs with deadlines in March and May. The 2012-2013 Guidelines (for July 01, 2012 - June 30, 2013 projects) will be available on the website in December 2011.

Eligibility requirements: Applicants must be a nonprofit presenting organization located in South Arts' nine-state region (AL, FL, GA, KY, LA, MS, NC, SC, TN).

Contact Information: Mindy Spritz,
Director of Education and Development
mspritz@spruillarts.org
(770) 394-3447 x229
www.spruillarts.org

Description: Established in 1975, the Spruill Center for the Arts is a private, nonprofit organization whose mission is to foster understanding and appreciation for the visual and performing arts by offering an extensive and diverse program of classes, professional artist exhibition series, and outreach programs for seniors, youth and audiences with special needs. Each year the Center serves more than 7,000 students in more than 750 different classes for adults and children at the Spruill Education Center on Chamblee Dunwoody Road and at offsite locations. The Center mounts an extensive exhibition program including shows at the Spruill Gallery on Ashford Dunwoody Road and at the Spruill Education Center. Lectures, workshops and special events are added to the annual schedule to enhance the audiences' appreciation and understanding of the artwork. The gallery features contemporary work by innovative and culturally diverse local and nationally recognized artists.

Deadlines: Deadlines are ongoing; please call us for details.

Eligibility requirements: The Spruill Center for the Arts is a 501(c)(3) organization, though we will and do partner with individuals, groups, organizations and companies that do not hold this recognition.

At times, there are particular requirements to participate in courses or exhibitions at the Spruill Center for the Arts, please call us for details.

VSA arts of Georgia



Contact Information: Elizabeth Labbe-Webb
Elizabeth.Labbe-Webb@vsaartsga.org
(404) 221-1270
www.vsaartsga.org

Description: VSA arts of Georgia works with other non profits, arts organizations and social service agencies to better provide access to the arts for people with disabilities, those living with low income and other underserved populations. Through our workshops, exhibits, ticket distribution program and residencies, we help our partners meet their own goals of complying with the ADA, increasing their audience base and building a community around their work that welcomes everyone into their spaces.

We are a statewide resource working with artists and organizations to fulfill our vision of an inclusive community that encourages everyone to enjoy and participate in the arts.

Our programs are done *by* and *with* the populations that we serve. We believe that this model gives us the truest and most efficient approach to meeting their needs and goals. Our constituents are actively involved in all of the leadership, planning and implementation of our work. The arts are used in every area of our work.

Deadlines: Not applicable.

Eligibility requirements: None.

WonderRoot



Contact Information: Chris Appleton
chris@wonderroot.org
(404) 254-5955
www.wonderroot.org

Facebook: www.facebook.com/wonderpage
Twitter: [@WonderRoot](https://twitter.com/WonderRoot)

Description: WonderRoot is an Atlanta-based nonprofit arts and service organization. Our mission is to unite artists and community to inspire social change. Our objectives are to (a) provide production facilities to Atlanta-based artists; (b) facilitate arts-based service programs in the Atlanta community; and (c) encourage artists to be proactive in engaging their community through art. We believe that art is an agent of change and that if we can empower people with the means to create art, we can in turn empower people with the means to create change. WonderRoot's programs and services are large in scope. At the WonderRoot Community Arts Center, production studios are available to the public for a small membership fee of \$10/month or \$60/year for adults and free to anyone under the age of 18. We also offer annual family memberships for up to 4 family members for \$100, non-profit memberships for up to 5 employees for \$150, and business memberships for \$250. Additionally, no one is turned away, as WonderRoot is committed to providing service and support to all people, especially those in need. Membership grants unlimited access on a first come, first serve basis to the studios. Our production studios include a darkroom, digital media lab, recording studio, screen-printing studio, and ceramics studio. The WonderRoot Community Arts Center also has meeting and classroom space, a community library, performance space, and gallery space. Our facilities are state-of-the-art, and staff or volunteers are always on site to provide technical assistance and instruction when needed.

Deadlines: Not applicable.

Eligibility requirements: None.

Glossary of Terms—Arts Fundraising

Annual report: A voluntary report issued by a foundation or corporation that provides financial data and descriptions of its grantmaking activities. Annual reports vary in format from simple typewritten documents listing the year's grants to detailed publications that provide substantial information about the grantmaker's grantmaking programs.

Apprenticeships: Intended to support master artists to teach their skills, practices and culture to less experienced artists. Often prospective master artists and apprentices are required to apply as partners.

Assets: The amount of capital or principal—money, stocks, bonds, real estate, or other resources—controlled by a foundation or corporate giving program. Generally, assets are invested and the resulting income is used to make grants.

Awards: Grants for which an individual or organization, in order to be considered, must be nominated by a pre-selected group of knowledgeable people.

Certificate of incorporation: A document indicating state approval of the articles of incorporation of a corporation.

Commissions: Money given to create an original work, often for a specific purpose. Well-known, accomplished artists are sometimes approached by organizations or wealthy individuals with offers of commissions, but many funders have commissioning programs for which qualified applicants must apply.

Community foundation: A 501(c)(3) organization that makes grants for charitable purposes in a specific community or region. The funds available to a community foundation are usually derived from many donors and held in an endowment that is independently administered; income earned by the endowment is then used to make grants. Although a community foundation may be classified by the IRS as a private foundation, most are classified as public charities and are thus eligible for maximum tax-deductible contributions from the general public. See also 501(c)(3); Public charity.

Company-sponsored foundation (*also referred to as a corporate foundation*): A private foundation whose assets are derived primarily from the contributions of a for-profit business. While a company-sponsored foundation may maintain close ties with its parent company, it is an independent organization with its own endowment and as such is subject to the same rules and regulations as other private foundations. See also Private foundation.

Contracts for services: Agreement between a funder and an artist or arts organization to provide services or a product.

Copyright: The exclusive legal protection for specified period of time to reproduce, sell and control the use of an original work (such as a play, book, piece of music or other artistic work), including sound and video recordings, television and radio broadcasts and computer software.

Corporate giving program: A grantmaking program established and administered within a for-profit corporation. Because corporate giving programs do not have separate endowments, their annual grant totals generally are directly related to company profits. Corporate giving programs are not subject to the same reporting requirements as corporate foundations.

DBA: doing business as. Sometimes an artist or an organization will choose to operate publicly under a different name than their incorporated or legal name.

Glossary of Terms, *continued*

Fair market value: The value placed on a benefit or premium received as a result of a donation, ticket, event, etc. This value is not tax-deductible.

Family foundation: An independent private foundation whose funds are derived from members of a single family. Family members often serve as officers or board members of family foundations and have a significant role in their grantmaking decisions. See also Operating foundation; Private foundation.

Federated campaign: A unified fundraising program administered by a nonprofit organization that distributes funds to similar agencies. The United Way is an example of a federated campaign.

Fellowships: Recognize and award the artistic achievements of exceptional individual artists by rewarding their career accomplishments. Fellowship awards are often made through a highly competitive process and are based on artistic excellence as the key criterion. A “pure” fellowship is simply money that you may use as you wish to support your work. Other fellowships may have strings attached, such as teaching duties.

Fiscal Sponsorship: A nonprofit, tax-exempt organization that acts as a sponsor for a project or group that does not have its own tax-exempt status. Grants or contributions are made to the fiscal sponsor who in turn regrants the funds to the sponsored project or group. In the case of a grant, the fiscal sponsor is responsible for reporting back to the foundation or granting agency on the progress and expenditures of the project.

501(c)(3): The section of the Internal Revenue Code that defines nonprofit, charitable (as broadly defined), tax-exempt organizations; 501(c)(3) organizations are further defined as public charities, private operating foundations, and private non-operating foundations. The Code further requires that tax-exempt organizations comply with federal tax law to maintain tax-exempt status and avoid penalties. See also Operating foundation; Private foundation; Public charity.

501(c)(3) determination letter: A letter from the Internal Revenue Service to a newly qualified 501(c)(3) organization which certifies that the organization is exempt from federal and state income tax and that donations to the organization are deductible for the donor.

Form 990: The annual public information return filed with the IRS by most exempt organizations with receipts of at least \$25,000

Form 990-PF: The annual public information return that all private foundations are required by law to submit to the Internal Revenue Service.

For-profit: An organization that operates for personal or corporate monetary gain.

Geographic Focus: Indicates any state/regional preferences of the grantmaker.

Grantmaking public charity: See Public charity.

Guidelines: Procedures set forth by a funder that grantseekers should follow when approaching a grantmaker.

Income/expense statement: Documents the income and expenses for your project or organization. An income/expense statement can help you evaluate incomes and expenditures in light of your goals and your budget.

Glossary of Terms, *continued*

Independent foundation: A grantmaking organization usually classified by the IRS as a private foundation. Independent foundations may also be known as family foundations, general-purpose foundations, special purpose foundations, or private non-operating foundations. The Foundation Center places independent foundations and company-sponsored foundations in separate categories; however, federal law normally classifies both as private, non-operating foundations subject to the same rules and requirements. See also *Private foundation*.

In-kind support: Gifts of goods and /or services that are not monetary in nature. These could include donated time, space, services, or products.

Letter of inquiry/Letter of intent: A brief letter outlining an organization's activities and its request for funding that is sent to a prospective donor in order to determine whether it would be appropriate to submit a full grant proposal. Many grantmakers prefer to be contacted in this way before receiving a full proposal.

Nonprofit organization: An [organization](#) (usually incorporated within the state in which it does business) which exists for educational or charitable reasons, and from which its [shareholders](#) or [trustees](#) do not [benefit](#) financially.

Operating foundation: A 501(c)(3) organization classified by the IRS as a private foundation whose primary purpose is to conduct research, social welfare, or other programs determined by its governing body or establishment charter. An operating foundation may make grants, but the sum generally is small relative to the funds used for the foundation's own programs.

Payout requirement: The minimum amount that private foundations are required to expend for charitable purposes (including grants and, within certain limits, the administrative cost of making grants). In general, a private foundation must meet or exceed an annual payout requirement of five percent of the average market value of its total assets.

Presenter: An organization or agency that engages and presents touring performing artists to perform works produced elsewhere; resulting in the movement of artists and artworks for performances in different geographic areas.

Private foundation: A nongovernmental, nonprofit organization with funds (usually from a single source, such as an individual, family, or corporation) and program managed by its own trustees or directors. Private foundations are established to maintain or aid social, educational, religious, or other charitable activities serving the common welfare, primarily through the making of grants. See also 501(c)(3); Public charity.

Professional development grants: Fund activities that help artists further their careers through attending conferences and seminars.

Program officer: A staff member of a foundation who reviews grant proposals and processes applications for the board of trustees. Only a small percentage of foundations have program officers.

Proposal: A written application, often accompanied by supporting documents, submitted to a foundation or corporate giving program in requesting a grant. Most foundations and corporations do not use printed application forms but instead require written proposals; others prefer preliminary letters of inquiry prior to a formal proposal. Consult published guidelines.

Glossary of Terms, *continued*

Public charity: A nonprofit organization that qualifies for tax-exempt status under section 501(c)(3) of the IRS code. Public charities are the recipients of most foundation and corporate grants. Some public charities also make grants, and their funds are derived from many donors (referred to as grantmaking public charities or public foundations). *See also Community foundation; 501(c)(3); Private foundation.*

Public foundation: *See Public charity.*

Residencies: Programs to place professional artists in residence at schools, museums, theaters or arts colonies in order to work, demonstrate their art forms, and share their ideas, creativity and talents. Teaching residencies, in which artists work and teach at some sort of school, are not the same as residencies in an arts community or colony, where free room, board, and supplies are given to allow the artist to work without financial worries.

RFP: An acronym for Request for Proposal. When the government issues a new contract or grant program, it sends out RFPs and RFQs to agencies that might be qualified to participate. The RFP lists project specifications and application procedures. While an increasing number of foundations use RFPs in specific fields, most still prefer to consider proposals that are initiated by applicants. For a current listing of selected RFPs, see our RFP Bulletin online at foundationcenter.org/pnd/rfp.

RFQ: An acronym for Request for Quallifications. Often requires the submission of a letter of interest outlining the applicant's approach to the proposed project or scope of work, along with curriculum vitae/resume and references. It does not require a specific project proposal (i.e., budget, specifications, etc.).

Technical assistance: Support, which may or may not be monetary, provided by a funder to an organization specifically to help strengthen its management, governance or operations.

Types of support: Specific types of funding provided by a grantmaker, such as building/renovation, general operating support, program development, seed money.