



FUNDING FOR ARTS MONTH

AT THE FOUNDATION CENTER

Special Arts Month Events

October 1, 12–1:30 pm

WEBINAR: Foundation Giving Trends: Focus on Arts & Culture

- Join us from the comfort of your own office and learn about foundation giving for arts and culture. Gain insights about the latest funding trends and hear about grantmaking interests and priorities from some of the nation's top foundations. Speakers include representatives from The John D. & Catherine T. MacArthur Foundation, Grantmakers in the Arts, American Express, and The Judith Rothschild Foundation. See reverse for more details about how webinars work.

October 2, 5:30–8:30 pm

Transforming Competition into Collaboration Through Sharing Proprietary Information: What We Can Learn From Bay Area Arts Organizations—Co-sponsored with Craigslist Foundation, CompassPoint, and Northern California Grantmakers.

SAN FRANCISCO LOCATION: San Francisco LGBT Center, Rainbow Room, 2nd floor, 1800 Market Street @ Octavia

- We will take an in-depth look at the "Big List" and how San Francisco has become one of several cities around the country where arts organizations are sharing their proprietary marketing lists to increase sustainability of the arts. We will take a look at how this project began, the challenges that arose and how they were able to turn what was previously a competitive environment into a collaborative effort. Speakers include representatives from Theatre Bay Area, The San Francisco Foundation and Grants for the Arts. To register, please visit: www.craigslistfoundation.org.

October 6, 12–2:00 pm

GASP: Focus on Proposal Writing for Arts Organizations—Co-sponsored with Development Executives Roundtable (DER)

- GASP (Grantseekers Anxiety Support Program) helps new and intermediate grantwriters build confidence and skill in their work. GASP provides an opportunity for those learning about proposal writing to share proposals currently in development with peers and "mentors" who will offer feedback and to discuss topics of interest regarding the grantseeking process. October's meeting will specifically focus on the art of writing proposals for arts organizations. To register, visit: www.dersf.org.

October 6, 3–7 pm: **NEW WRITERS NIGHT—Presented in collaboration with Litquake**

SAN FRANCISCO LOCATION: San Francisco State University Downtown Center, 835 Market Street, Room 607, San Francisco, CA 94103

- **Getting Your Book Published: An Industry Panel, 3-5 pm** Hear insiders' accounts of the publishing process. Learn everything from why your query letter may not be working to what, exactly, narrative non-fiction really is. Bring your questions.
- **First Time Authors Reveal All, 5:15-7 pm** Learn from a panel of newly published, first time writers about all that was involved in making their dream of writing a reality.

October 10, 12-1:30 pm

The Fountain of Youth: The Art of Engaging Younger Donors—Co-sponsored with Development Executives Roundtable (DER) and the CBO Center. OAKLAND LOCATION: Preservation Park, 1212 Preservation Parkway, Room B, Oakland, CA 94612

- Using case studies featuring arts and culture groups we will learn what strategies have worked for two Bay Area arts organizations to attract and retain younger donors. Learn about special events, volunteering, and messaging geared to appeal to the next generation of donors.

October 16, 1–2:30 pm

Breaking Through: Building Capacity in Arts Organizations

- Are you ready to move your arts organization to the next level? Using models of organizational development, this workshop will help you identify the key next steps that can help you break through to the next stage. Presented by Amy Kweskin, Quinn Associates.

October 21, 1–4:30 pm: **AN AFTERNOON FOR INDIVIDUAL ARTISTS**

- **Writing an Artist Statement, 1-2:30 pm** If you need some help writing an artist statement for your next grant proposal or show, this workshop is for you! Using simple writing and discussion exercises, participants will leave with the tools they need to craft an inspiring and effective artist statement. Presented by Nancy E. Quinn, Quinn Associates.
- **Business of Art Panel, 3-4:30 pm** Join us for a discussion and highlights from the *Business of Art™*, the Center for Cultural Innovation's intensive professional development program for individual artists and creative entrepreneurs that teaches key business skills to help advance their art, develop their ideas and increase their financial independence. Presented by Nancy Hytone Leeb, Director of Training, Center for Cultural Innovation.

October 23, 1–3 pm

Meet the Grantmakers: Funding for Individual Artists

- This panel will showcase a variety of funding and support opportunities for a broad range of artists, including media arts, cultural arts, visual arts, and traditional arts. Follows Grantseeking Basics for Individuals in the Arts, 11:30 am–1 pm, see reverse for details.

October 23, 3:15-5 pm

Meet the Grantmakers: How to Apply to the Creative Work Fund

- The director of the Creative Work Fund will describe guidelines, the grantmaking process, and respond to questions from potential applicants. For 2008, the Creative Work Fund invites collaborations between media artists or traditional artists and nonprofits. The deadline is December 3, 2008. For more information, visit: www.creativeworkfund.org.

October 27, 2:30–4 pm

Corporate Support for the Arts

- This program, featuring corporate representatives from local companies, explores best practices in attracting corporate support. Introduction to Corporate Giving immediately precedes this class from 1-2:30 pm, see reverse for details.

October 29, 10 am–12 pm

Meet the Grantmakers for Arts Organizations

- Panelists will describe their organizations' funding priorities and guidelines as they pertain to arts funding, as well as regional arts funding trends. Speakers include representatives from The Walter & Elise Haas Fund, The San Francisco Foundation, Phyllis C. Wattis Foundation, the James Irvine Foundation, and the William & Flora Hewlett Foundation.

Thanks to Our Sponsors

WALTER & ELISE HAAS FUND



Unless otherwise noted, all programs are free and are held at our library/learning center. To register, log on to our web site or call us.



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Free Classes & Events in October

At the Foundation Center—San Francisco

GRANTSEEKING BASICS

Tuesday, October 7, 9:30 am–11:00 am

Wednesday, October 22, 5:00 pm–6:30 pm

Tuesday, October 28, 9:30 am–11:00 am

■ **WEBINAR:** Tuesday, October 2, 11:00 am–12:00 pm

■ **WEBINAR:** Tuesday, October 14, 11:00 am–12:00 pm

- This class provides an introductory overview of the funding research process for those seeking grants from foundations, corporations, and grantmaking public charities.

INTRODUCTION TO *FOUNDATION DIRECTORY ONLINE*

Tuesday, October 7, 11:00 am–12:00 pm

Wednesday, October 22 6:30 pm–7:30 pm

Tuesday, October 28, 11:00 am–12:00 pm

■ **WEBINAR:** Wednesday, October 8, 11:00 am–12:00 pm

■ **WEBINAR:** Tuesday, October 21, 11:00 am–12:00 pm

- Learn how to identify prospective funders and search our electronic database. *Foundation Directory Online* has more than 92,000 grantmakers and 1 million grant descriptions.

HOW TO APPROACH A FOUNDATION—FROM INITIAL CONTACT TO GETTING FUNDED—WHAT DOES IT TAKE?

Tuesday, October 7, 9:00 am–10:30 am in San Mateo*

Tuesday, October 7, 2:00 pm–3:30 pm in San Rafael**

Wednesday, October 29, 1:00 pm–2:30 pm

■ **WEBINAR:** Thursday, October 23, 11:00 am–12:00 pm

- Learn how to initiate contact and build partnerships with potential foundation funders.

***SAN MATEO LOCATION:** Main Branch Library, 55 West 3rd Avenue, San Mateo, CA 94402. Meet the Grantmakers: Focus on Funding in San Mateo County immediately follows this class from 10:30am-12:30 pm.

****SAN RAFAEL LOCATION:** Center for Volunteer & Nonprofit Leadership of Marin, 555 Northgate Dr., San Rafael, 94903. To register, visit: www.acteva.com/booking.cfm?beavid=1615186.

MEET THE GRANTMAKERS:

FOCUS ON FUNDING IN SAN MATEO COUNTY*

Tuesday, October 7, 10:30 am–12:30 Pm in San Mateo*

- The Foundation Center brings its popular Meet the Grantmakers series to San Mateo County for a close-up look at funding in the region. Panelists will describe their organizations' funding programs and guidelines as they pertain to the San Mateo County, as well as provide "insider tips" for making a compelling case for your funding request.

***SAN MATEO LOCATION:** Main Branch Library, 55 West 3rd Avenue, San Mateo, CA 94402.

PROSPECT RESEARCH BASICS—

RESEARCHING INDIVIDUAL DONORS

Thursday, October 9, 1:00 pm–2:15 pm

- This session will show you how to use the internet and other library resources to research individual donors.

BEFORE YOU SEEK A GRANT—

A CHECKLIST FOR NEW NONPROFITS

Friday, October 10, 10:00 am–11:30 am

■ **WEBINAR:** Friday, October 10, 11:00 am–12:00 pm

- This class is geared towards representatives of community groups without nonprofit status or new nonprofits. Learn what it takes to get your new nonprofit started off right.

INTRODUCTION TO FUNDRAISING PLANNING

Friday, October 17, 9:30 am–11:00 am

■ **WEBINAR:** Wednesday, October 22, 11:00 am–12:00 pm

- This class provides an overview of the process of strategically thinking through the components of a fundraising plan.

YOUR BOARD AND FUNDRAISING—

AN INTRODUCTORY CLASS FOR SMALL NONPROFITS

Friday, October 17, 11:00 am–12:30 pm

■ **WEBINAR:** Thursday, October 9, 11:00 am–12:00 pm

- Learn how to actively engage your board members in the fundraising process.

GRANTSEEKING BASICS FOR INDIVIDUALS IN THE ARTS

Wednesday, October 8, 3:30 pm–5:00 pm in Milpitas*

Thursday, October 23, 11:00 am–12:30 pm

Thursday, October 23, 3:00 pm–4:30 pm in Berkeley**

■ **WEBINAR:** Tuesday, October 28, 11:00 am–12:00 pm

- Learn how to identify prospective foundation funders for a variety of artistic endeavors.

***MILPITAS LOCATION:** CompassPoint Silicon Valley, Sobrato Center for Nonprofits, 600 Valley Way, Large Training Room, Milpitas, CA 95035. To register, please visit:

<http://www.compasspoint.org/onevent/details.php?id=2826>

****BERKELEY LOCATION:** Berkeley Public Library, 2090 Kittredge St., 3rd Flr. Community Room, Berkeley, CA 94704

FINDING FOUNDATION SUPPORT FOR YOUR EDUCATION & GETTING STARTED WITH *FOUNDATION GRANTS TO INDIVIDUALS ONLINE*

Friday, October 24, 12:00 pm–2:00 pm

- Learn how to identify prospective foundation funders for your educational endeavors.

INTRODUCTION TO CORPORATE GIVING

Monday, October 27, 1:00 pm–2:30 pm (for Arts Organizations)

■ **WEBINAR:** Friday, October 24, 11:00 am–12:00 pm

- Learn about corporate donors and how to find information on corporate giving using our library's resources.

PROPOSAL WRITING BASICS

Thursday, October 30, 1:00 pm–2:30 pm

■ **WEBINAR:** Wednesday, October 15, 11:00 am–12:00 pm

■ **WEBINAR:** Monday, October 27, 11:00 am–12:00 pm in Spanish

■ **WEBINAR:** Thursday, October 30, 11:00 am–12:00 pm

- Learn the basics of writing a grant proposal.

PROPOSAL BUDGETING BASICS

Thursday, October 30, 2:30 pm–3:30 pm

■ **WEBINAR:** Friday, October 31, 11:00 am–12:00 pm

- Learn the basics of preparing a project or proposal budget to secure foundation support.

GUIDE TO ONLINE GRANTSEEKER RESOURCES

■ **WEBINAR:** Wednesday, October 29, 11:00 am–12:00 pm

- Learn how to use all of the free resources available through the Foundation Center's web site.

■ **WEBINARS** are live meetings or presentations over the Internet. Participants will need to have Internet and telephone access during the event. Registrants will receive an email with log in and call in instructions.

- To register for a Webinar, please visit: foundationcenter.org/getstarted/training/webinars/calendar.html
- Please note: Webinar times are listed in Eastern Daylight Time (EDT) on our web site.

Our classes are free, but registration is required.

Unless otherwise noted:

- to register call 415-397-0902, or online at foundationcenter.org/sanfrancisco/
- classes are held at the Foundation Center—San Francisco, 312 Sutter Street, #606, in downtown San Francisco.

Unless otherwise noted, all programs are free and are held at our library/learning center. To register, log on to our web site or call us.



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