

**Arts Grantsmanship Workshop
February 4, 2006**



Workshop Organizers:

Dr. Cheryl Dileo

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Workshop Sponsors

- Provost's Commission on the Arts
- Office of the Vice-President for Research and Graduate Studies
- Boyer College of Music and Dance
- Tyler School for the Arts

Workshop Speakers

Karl Blischke

Program Director, Pennsylvania Council on the Arts

Robert Gage

Director of Sponsored Research Programs, Temple University

Jaime Howard

Director of Foundation Relations, Temple University

Trends in Support of the Arts

- Foundation Giving to the Arts in Philadelphia and Pennsylvania
- Government Support for Arts in Philadelphia and Pennsylvania

Foundation Giving Trends - 2004

1,877 grants awarded in PA in the amount of \$59M

- 1,758 grants under \$100K in the amount of \$26.3M
- 1,439 grants under \$25K in the amount of \$12.9M

845 grants award in Philadelphia in the amount of \$35.5M

- 773 grants under \$100K in the amount of \$11.7M
- 622 under \$25K in the amount of \$5.3M, with the average grant amount of \$8,575

Foundation Support: Basics and Types

Types of Foundations:

- Corporate Foundations
- Independent Foundations
- Community Foundations
- Donor-Advised Funds and Trusts
- Public Charities

Types of Support:

- Conferences/seminars
- Curriculum development
- Donated equipment, land or products
- Endowments
- Equipment
- Fellowships
- Internship funds
- Professorships
- Program development or evaluation
- Research
- Scholarship funds to organizations or individuals
- Technical assistance

Foundation Funding Opportunities

Pennsylvania currently has **2,236** foundations who have a defined interest in Arts and Culture.

- 111 of these foundations have a giving interest in dance.
- 388 of these foundations have a giving interest in music.
- 5 of these foundations have a giving interest in art therapy.
- 45 of these foundations support individuals.
- 74 of these foundations support research funding.

Source: FoundationSearch of MetaSoft Systems, Inc.
www.foundationsearch.com

Foundation Funding Opportunities

Philadelphia currently has **344** foundations who have a defined interest in Arts and Culture with assets ranging from \$0 to \$2.7B.

- 28 of these foundations have a giving interest in dance.
- 105 of these foundations have a giving interest in music.
- 2 of these foundations have a giving interest in art therapy.
- 5 of these foundations support individuals.
- 13 of these foundations support research funding.

Source: FoundationSearch of MetaSoft Systems, Inc.
www.foundationsearch.com

Government Support: Basics and Types

- Grants
- Contracts for Service
- Fellowships
- Elected Officials
- Line Items

Government Funding Opportunities

- Local Government
- PA Council on the Arts
- DCED
- PA Historical and Museum Commission
- Dept. of General Services
- Dept. of Conservation and Natural Resources
- PA EPA
- National Endowment for the Arts
- Humanities Endowment
- Dept. of Education

Online Research and Grant Writing Resources

Non-Profit Guides: www.npguides.org

The Foundation Center: www.fdncenter.org

FoundationSearch!: www.foundationsearch.com

GuideStar: www.guidestar.org

Chronicle of Philanthropy: www.philanthropy.com

Chronicle of Higher Education: www.chronicle.com

Americans for the Arts: www.artsusa.org

New York Foundation for the Arts: www.nfya.org

Getting Started in Grant Writing

Self Assessment

- What are your goals?
- What type of support do you need?
- Define your expectations.
- Define the costs of the solicitations, implementation and stewardship process.
- Know your program.

Research Funding Opportunities

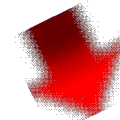
- Identify potential funders, specific to your needs.
- Gain a strong knowledge of the funder's priorities, interest and giving areas.
- Call the Program Officer, if appropriate.

Steps to Grant Seeking

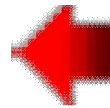
Cultivation



Stewardship



Solicitation



Components of a Successful LOI

- Ask for the Grant
- Describe the Need
- Describe the Project
- Provide Organizational History/Mission
- Budget Narrative/Attachments
- Concluding Statement
- Required Attachments

Components of a Successful Proposal

- Cover Letter
- Introduction/Executive Summary
- History/Mission Statement
- Statement of Need
- Project Description
- Evaluation Model
- Sustainability Statement
- Conclusion Statement
- Complete Budget
- Required Attachments

Common Mistakes in Proposal Writing

- Starting from scratch
- Not following the funder's directions
- Typographical or Grammatical Errors
- Using jargon/using acronyms/being too technical without explanation
- Missing required proposal components and attachments
- Stating vague project goals that are difficult, if not impossible, to measure
- Budget Discrepancies
- Not following up when receiving a response – positive or negative
- Assuming no means never