

**Grantseeking Basics for  
Individuals in the Arts**

Did you sign in and take a  
handout packet?  
Please turn off your cell phones!

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**What You Will Learn Today**

- Learn about grantmakers
- Clearly define your funding needs
- Create your own funding profile
- Identify potential funders—matching your needs with the funding interests and priorities of the grantmaker
- Apply for a grant(s)

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**Step One  
Learn About Who Supports  
Individuals in the Arts**

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**Support for Individual Artists**

- Public vs. private sources of funds
- Direct support
- Indirect support
  - Grants made to organizations who redistribute or "re-grant" funds directly to the individual artist
  - Fiscal sponsorship

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**Support for Individual Artists, continued**

**Fiscal sponsorship**

- 501(c)(3) organizations act as fiscal sponsors/agents
- Ownership?
- Written agreements

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**Sources of Grants—Public**

**National support**

- National Endowment for the Arts
- National Endowment for the Humanities
- National Park Service

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**Sources of Grants—Public,**  
continued

**State and local support**

- Arts councils
- Percent for Art programs

**Resources:**

- The National Assembly of State Arts Agencies (NASAA)
- Americans for the Arts

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**Sources of Grants—Private**

- Foundations
- Nonprofit organizations
- Corporations
- Individual donors

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**Types of Support Available  
for Artists**

- Cash grants/Monetary awards
- Fellowships
- Commissions
- Professional development programs

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**Types of Support Available  
for Artists, continued**

- Apprenticeships
- Internships
- Residencies/Teaching residencies
- Honorary prizes (non-monetary)
- In-kind support
- "Hybrid" programs

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**Step Two**

**Clearly Define the Needs for  
Which You Are Seeking Support**

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**Grantmaker Support for Artists**

- Recognize and award artistic achievements
- Support artists in various career stages to further develop skills
- Provide for artist-initiated activities, e.g., performances, exhibitions and presentations

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**Articulate Your Purpose**

- What are you trying to accomplish?
- In what stage of the project are you presently involved?
- How are you going to accomplish it?
- How long will it take you?

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**Articulate Your Purpose, continued**

- Who will benefit from it?
- How much will you need?
- What types of support do you need?
- What conditions of support are you comfortable with?

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**Step Three**

**Determine What Makes You  
Attractive to Funders**

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**Your Individual Attributes**

- Medium or genre
- Audience for your art beyond general arts audience
- Background
- Affiliation
- Geographic location
- Ethnicity or gender

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**Step Four**  
**The Research Process:**  
**Find Potential Funders to**  
**Support Your Artistic Endeavors**

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**Find the Match**

- Uncover grantmakers that:**
- Fund the arts, artists, or artists' projects as opposed to arts organizations
  - Fund individual artists through fiscal sponsorship
  - Fund in particular subject areas but not overtly in the arts

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**Find the Match, continued**

**Uncover grantmakers that:**

- Fund artists in your medium or genre
- Have stated interest or demonstrated history in funding in your geographic location
- Give grant amounts similar to what you need
- Provide the type of support you are looking for

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**Reference Sources**

- Directories
- Reference materials
- Books
- Web sites
- Online databases

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**foundationcenter.org**



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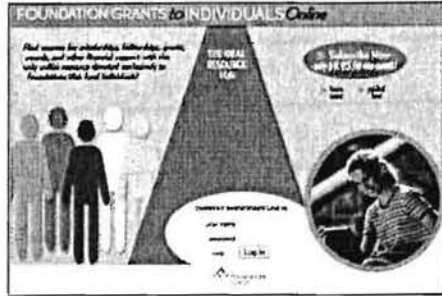
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gtonline.foundationcenter.org




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**Summing Up**

- Grantseeking is all about relationships
- Do your homework. Research funders whose interests most closely match your needs
- Tap into all available resources and services
- Be determined!

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**For More Information**

- Resource list is available at [http://foundationcenter.org/course\\_materials/free\\_training/](http://foundationcenter.org/course_materials/free_training/)

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FOUNDATION  
CENTER

Knowledge to build on.

## Grantseeking Basics for Individuals in the Arts

# Statement of Purpose Worksheet

What are you trying to accomplish?
In what stage of the project are you presently involved?
How are you going to accomplish it?
How long will it take you?
Who will benefit from it other than the general arts public?
How much will you need and in what categories?
What types of support do you need, i.e., residency, access to equipment, etc.?
What conditions of support are you comfortable with?

## Grantseeking Basics for Individuals in the Arts

# Your Funding Profile

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**Answer the following questions before you begin your research.**

**Your answers will help focus your grants search by giving you “key words” or index terms to use.**

<p><b>Media or Genre</b> (What media do you specialize in? – e.g., photography; bronze sculpture; paper; plaster casting? If you are a musician, what instrument do you play or perform? If you are a writer, what historical period do you cover? Is there anything else that is unique about you?)</p>	
<p><b>Audience</b> (Is your work directed toward a specific population which might interest a funder? For instance, are children, the elderly, or the disabled among your audiences? Is there historical or cultural significance to the venue or community you serve?)</p>	
<p><b>Credentials</b> (Outline relevant training and experience. List previous exhibitions, performances, writings, or affiliations that pertain to the grant you seek. Include articles, letters, etc. in support of your work.)</p>	
<p><b>Professional or Trade Association Affiliation</b> (Do you belong to any professional or trade associations? Do you have any arts-related memberships?)</p>	
<p><b>Geographic Location</b> (Where do you live now— city/town, state, country? Where is your project going to take place? What locale will benefit from your project?)</p>	
<p><b>Nationality, Ethnicity, Race, or Gender</b> (Are you a woman, a minority, single parent, etc. Does race and/or ethnicity play a role in your artistic collaborators, audience, or other participants?)</p>	
<p><b>Sample Arts</b> (What sample of your work can you show, e.g., photographs, slides, or tapes?)</p>	
<p><b>Other Unique Characteristics</b></p>	

## Grantseeking Basics for Individuals in the Arts

# Prospect Worksheet

Date:		
<b>Basic Information</b>		
Name		
Address / E-Mail / Web Site		
Official Contact Person		
Personal Connections (Officers, Donors, Trustees, Staff)		
<b>Financial Data</b>		
Grant Ranges		
Period of Funding/Project		
<b>Is Funder a Good Match?</b>	<b>Funder</b>	<b>You</b>
Field(s) of Interest (list in order of importance)	1.	1.
	2.	2.
	3.	3.
Geographic Focus		
Type(s) of Support		
Population(s) Served		
<b>Application Information</b>		
Does the funder have printed guidelines/application forms?		
Initial Approach (letter of inquiry, formal proposal)		
Deadline(s)		
Board Meeting Date(s)		
<b>Sources of Above Information</b>		
<input type="checkbox"/> Directories/Grant Indexes/Online Databases		
<input type="checkbox"/> Grantmaker/Other Web site		
<input type="checkbox"/> Annual Report – Year:	<input type="checkbox"/> Requested	<input type="checkbox"/> Received
<b>Notes:</b>		
<b>Follow-up:</b>		

# Grants for Individuals

This compilation focuses primarily on funding opportunities for individuals, such as financial aid or scholarships for students, rather than funding for nonprofit organizations. If you are interested in funding for a nonprofit organization, you should take a look at [Grants for Nonprofits](#).

<b>By Academic Level</b>			
<a href="#">Precollege Funding</a>	<a href="#">Undergraduate Funding</a>	<a href="#">Graduate Funding</a>	<a href="#">Postdoctorate Funding</a>

<b>By Population Group</b>					
<a href="#">Disabled</a>	<a href="#">Gay/Lesbian/Bi/Trans</a>	<a href="#">Minorities</a>	<a href="#">Non-Traditional</a>	<a href="#">Veterans</a>	<a href="#">Women</a>

<b>By Subject</b>		
<a href="#">Agriculture/Forestry/Horticulture</a>	<a href="#">Animal Science &amp; Veterinary Medicine</a>	<a href="#">Anthropology</a>
<a href="#">Area Studies</a>	<a href="#">Arts</a>	<a href="#">Athletics</a>
<a href="#">Business</a>	<a href="#">Chemistry</a>	<a href="#">Communications</a>
<a href="#">Criminal Justice</a>	<a href="#">Education</a>	<a href="#">Engineering</a>
<a href="#">Environmental Science</a>	<a href="#">Film</a>	<a href="#">Food Science, Hospitality</a>
<a href="#">History</a>	<a href="#">Humanities</a>	<a href="#">Internships</a>
<a href="#">Journalism</a>	<a href="#">Landscape Architecture &amp; Turfgrass Management</a>	<a href="#">Law</a>
<a href="#">Library &amp; Information Science</a>	<a href="#">Linguistics</a>	<a href="#">Mathematics</a>
<a href="#">Medicine</a>	<a href="#">Music</a>	<a href="#">Nursing</a>
<a href="#">Philanthropy, Voluntarism, &amp; Nonprofit Management</a>	<a href="#">Philosophy</a>	<a href="#">Photography</a>
<a href="#">Physical Therapy</a>	<a href="#">Political Science</a>	<a href="#">Psychology</a>
<a href="#">Religion</a>	<a href="#">Sciences</a>	<a href="#">Social Sciences</a>
<a href="#">Social Services</a>	<a href="#">Social Work</a>	<a href="#">Sociology</a>
<a href="#">Travel &amp; Study Abroad</a>	<a href="#">Women's Studies</a>	<a href="#">Writing</a>

<b>Electronic Databases</b>