

From GIA President Regina Smith

"I can't imagine not being a member of GIA. It has connected me to people, organizations, and resources that would have taken me years to locate if left to my own devices. And those connections, including a wise and visionary network of supportive colleagues, help me do a better job and be a more effective leader."



"GIA is a valuable and responsive organization that is the convener of arts funders in the U.S. The field and the quality of work being done in it would be diminished without GIA."



As I reflect on GIA's work in 2011, I would say that we had a great year. We exceeded expectations on all fronts.

First, let me say a few words about our programs. From the webinars to the conference, our numbers remained stable and in many cases increased. Notably, the conference remains the single most important way for our members to catch up with friends and colleagues, stay abreast of what's going on in the field, and passionately and respectfully debate our differences of opinion. The powerful words of each of the 2011 keynote speakers still ring in our ears.

The financial position of GIA, in a challenging fundraising environment, is very strong. This is due in large part to the stewardship and thoughtful management of Janet Brown, the staff, and the Finance Committee lead by treasurer and president designee, Rose Ann Cleveland. In modeling our capitalization work, a 2011 surplus will allow us to restore our cash reserves.

As the arts funding landscape continues to evolve, GIA remains resilient and accessible. We remain mindful of our responsibility to provide exemplary programs and services to our diverse membership. GIA could not exist without a solid and committed membership. That means that our success is yours as well. On behalf of the GIA Board of Directors, thank you.

RSM



From GIA Executive Director Janet Brown

Dear Members and Colleagues,

Grantmakers in the Arts (GIA) exists to be of service to the arts philanthropy field that benefits artists and arts organizations everywhere. Although our members and potential members operate within a variety of organizational structures, GIA's primary goal is to strengthen the "community of practice" and bring attention to the power and significance of sharing knowledge and exploring new potentials for the philanthropic community's support of arts and culture.



GIA supported this goal in 2011 through our many programs, which you can read about in the following pages of this report. These programs are based on principles of relevancy, transparency, and inclusiveness. We hope that all our work reflects these values, not only to our members but also to their grantees and the public at large.

In 2010, GIA made recommendations to its members through the National Capitalization Project. In 2011, working with the Nonprofit Finance Fund, New York, and TDC, Boston, with advice from National Arts Strategies in Washington, DC, we took those recommendations and created a daylong workshop for funders called *Conversations on Capitalization and Community*. These conversations are intentionally local, bringing funders together to discuss the capital drivers in their city or region and the financial issues facing the nonprofit arts groups that they are dedicated to supporting. The workshops inspire conversations between funders and grantees based on capitalization principles that will allow for more creativity and more arts in our communities. As one grantee put it, "A strong balance sheet equals artistic freedom."

GIA has put these capitalization principles into practice. For the first time since the organization has had staff we fully capitalized the costs of our annual conference in 2011. This means we raised enough money to cover the costs of the project, as well as overhead and salaries, which have never been included in the conference budget. We never included those costs before, I suspect, because like most nonprofits, we didn't want our funders to think we were too "top heavy." This goes on day in and day out in the nonprofit world. But that needs to change. Thanks to our capitalization conversations, we were able to go to a local funder in the San Francisco Bay Area and say, "this is really what we need in order to be fully capitalized." That visionary funder responded with a meaningful conference anchor gift, which will be replicated at least for the next three years by other local funders in different communities.

In 2011, GIA also adopted a cash reserve policy based on our liabilities and needs. We were able to replace all funds lost in 2008 when we had a pretty bad fiscal year due to leadership transition and some unexpected loss of revenue. Capitalization principles are guiding our work with our members, our board, and our staff. They seem to be working.

GIA had a healthy audit. We have a strong staff and a vibrant group of members. As a membership organization, we are only as useful and responsive as our members believe us to be. Your support keeps us going and your desire for professional development, research, and knowledge keep us motivated. Thank you for making 2011 a successful year for GIA through your membership, funding partner support, and participation. We are, as always, "better together."

Thank you.

A handwritten signature in blue ink that reads "Janet Brown".

About Grantmakers in the Arts

Grantmakers in the Arts is the only national association of private and public funders making grants to artists and arts organizations in America. The mission of GIA is to provide leadership and service to advance the use of philanthropic resources on behalf of arts and culture.

GIA supports arts grantmakers in their work, providing ongoing opportunities to learn, connect, and communicate with each other, by providing an annual conference, periodic regional meetings, web conferences, and a robust website that includes an online library of resources for arts funders.

Grantmakers in the Arts

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gia@giarts.org www.giarts.org



2011 GIA Programs and Activities

“GIA has recently stepped forward as a true leader in both the arts industry and the field of philanthropy. Its research, combined with action, places it in a new category of importance.”



“It simply makes good sense to be affiliated with GIA. They know all there is to know about the arts.”



The 2011 Conference: Embracing the Velocity of Change

GIA's annual national conference provides the only opportunity for arts grantmakers from across the country to come together to share knowledge and ideas, to develop collective strategies, and to learn about the latest initiatives in arts grantmaking. The 2011 Conference was held in San Francisco from October 17-20. Through engagement in learning, networking, and professional growth opportunities, 361 participants explored conference themes of technology, shifting demographics, and changes in arts and social justice grantmaking. More than one hundred artists, nonprofit leaders, and arts professionals participated in member-developed sessions, and two preconferences, one exploring arts and technology and one on individual artists and social justice, drew 109 participants.



Research and Publications

GIA published three issues of the *Reader* in 2011. The spring issue featured an infographic overview of the core principles of the National Capitalization Project, as well as related articles on the financial health and vibrancy of the sector, and the summer issue looked at community arts and social justice topics as they relate to artists, nonprofits, and grantmakers. The fall issue cast a conference-related spotlight on San Francisco and included GIA's annual arts funding reports from the Foundation Center and the National Assembly of State Arts Agencies, as well as the final installment of Holly Sidford and the Helicon Collaborative's analysis of recession-related arts program changes.

2011 *Reader* contributors included Maxine Adams, Caron Atlas, Kelly Barsdate, Janet Brown, Ron Chew, Rodney Christopher, Dudley Cocke, Michelle Coffey, Euan Craig, Julie Gordon Dagleish, Mark Doty, Maryo Gard Ewell, Alexis Frasz, Jonathan Freeman, Nancy Fushan, Abigail Guay, Rock Hushka, Bill Ivey, Judi Jennings, Jonathan Katz, Juliana Koo, Liz Lerman, Steven Lawrence, Reina Mukai, Rebecca Novick, Tommer Peterson, and Holly Sidford.

National Capitalization Project

In January of 2010, Grantmakers in the Arts launched its National Capitalization Project. Formed in response to the observation that it has been the norm for the nonprofit arts sector to be poorly capitalized, the project convened national funders of the arts, five subject experts, and GIA staff in two intensive working sessions. The outcome of these meetings was a series of recommendations published as a report, presented as a plenary session at the 2010 Conference, and examined at length in the spring 2011 *Reader*. In 2011, the GIA staff worked with Nonprofit Finance Fund, New York, and TDC, Boston, to develop *Conversations on Capitalization and Community*, daylong workshops to be presented throughout the country in 2012 and 2013.

Web Conferences

In 2011, GIA continued its popular Web Conference Series, webinars designed for emerging leaders in the arts grantmaking field, as well as veteran grantmakers who want to revisit the information and discussions that inform their day-to-day practices. A roster of arts philanthropy leaders and innovators, as well as experts in nonprofit finance, addressed key topics of interest to arts grantmakers, including arts education, grants to individual artists, and social change grantmaking. Presenters included Salvador Acevedo, Barbara Schaffer Bacon, Kelly Barsdate, Irene Borger, Rodney Christopher, Steve Cline, Alexis Frasz, Pam Korza, Steven Lawrence, Jeanne Sakamoto, Holly Sidford, Jayson Smart, Amber Hawk Swanson, Marc Vogl, and Ute Zimmermann. The Web Conference program was free to all GIA member staff and boards.



Thought Leader Forums

GIA continued its Thought Leader Forum program, a new slate of national convenings on current arts grantmaking topics. In partnership with Grantmakers in Aging and the National Center for Creative Aging, GIA hosted a Thought Leader Forum on Aging on April 6 in Washington, DC. Additionally, two regional workshops were held in Phoenix and New York City, coordinated by Grantmakers in Aging. Janet Brown served on the planning committee for all events. Sessions on arts and aging were staged at the 2011 Conference in San Francisco and an article recapping the Forum was published in the fall 2011 *Reader*. The partnership also staged a session at the 2012 Council on Foundations Annual Conference.

Outreach

Janet Brown presented the findings of the National Capitalization Project at meetings of funders in Pittsburgh and San Diego and at the annual conferences of Chorus America (with Janet Sarbaugh), TCG (with Ben Cameron), and the Conference of Southwest Foundations. She was a keynote at the NYC Arts in Education Roundtable in Brooklyn and presented a session with Olive Mosier and Regina Smith at the Council on Foundations Annual Conference in Philadelphia. Additionally, she served on the 2012 conference planning committees of the Council on Foundations and the Funders' Network for Smart Growth and Livable Communities.

Tommer Peterson served on the planning committee for the Native Philanthropy Institute presented in Tulalip, WA, and he attended a meeting of Finnish philanthropists in Seattle.

Abigail Guay represented GIA at Americans for the Arts' Arts Advocacy Day in Washington, DC. She also participated in three workshops presented by the Washington State Arts Commission and The Wallace Foundation in Seattle as part of their Arts Participation Leadership Initiative.

Communication

GIA continued to add content to the online, searchable Library, a comprehensive, indexed collection of journal articles, reports, and books on arts philanthropy and related topics. Elsewhere on the site, GIA rolled out web tools that allow members to manage their membership and build and facilitate dynamic group pages. GIA staff continues to develop these web assets in response to member feedback and to facilitate member-directed programs.

Additional to the ongoing GIA newsfeed and Janet Brown's *Better Together* blog was the 2011 Talk Back series featuring limited blogging engagements by professionals working in or making observations on the arts. Talk Back participants included Isaac Butler, Alexis McGill Johnson, Paul Brest, and Rick Kinsel with the Vilcek Foundation Staff.

In December 2011, Grantmakers in the Arts presented an online Forum on Equity in Arts Funding to expand the dialogue around funding equity in the arts and to encourage a response to the systemic issues of equity identified during sessions at the recent GIA national conference and in *Fusing Arts, Culture and Social Change*, a 2011 report published by the National Committee on Responsive Philanthropy. Bloggers represented a cross section of the country's arts funding, service, and equity thought leaders. The forum remains live through 2012 and beyond for ongoing comment and dialogue.

Member Interest Groups

Collaborations among members resulted in preconferences, research, occasional publications, and other activities. Interest groups include Arts Education, Arts & Social Justice, Support for Individual Artists, and Emergency Readiness, Response & Recovery.



2011 GIA Board of Directors

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Senior Program Officer, Arts & Culture
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Program Director
The Richard H. Driehaus Foundation

Rose Ann Cleveland, Treasurer
Executive Director
The Morris & Gwendolyn Cafritz Foundation

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Program Manager

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Heidi Norgaard
Administrative Assistant

Tommer Peterson
Deputy Director & Director of Programs

The Strength of GIA's Membership

GIA Funding Partners 2011

Funding Partner contributors are members who choose to make contributions above the amount required by the GIA dues structure. Funding Partner gifts assist GIA with both general operating support and special programs and services, including the annual conference and information and communication services. The President's Circle is made up of GIA Funding Partners making gifts of \$10,000 and above.

GIA would also like to acknowledge its Funding Partner donors who provide multi-year grants to support GIA. For a service organization like GIA, multi-year contributions are essential to the development and sustainability of relevant programs.

DONORS PROVIDING MULTI-YEAR GRANTS:

The Paul G. Allen Family Foundation
 The Christensen Fund
 The Cleveland Foundation
 Doris Duke Charitable Foundation
 Ford Foundation
 The Heinz Endowments
 The William and Flora Hewlett Foundation
 Jerome Foundation
 John S. and James L. Knight Foundation
 The Kresge Foundation
 The John T. and Catherine T. MacArthur Foundation
 The Andrew W. Mellon Foundation
 M.J. Murdock Charitable Trust
 The Pew Center for Arts & Heritage
 The Rockefeller Foundation
 Emily Hall Tremain Foundation
 Windgate Charitable Foundation

PRESIDENT'S CIRCLE

\$25,000 and up

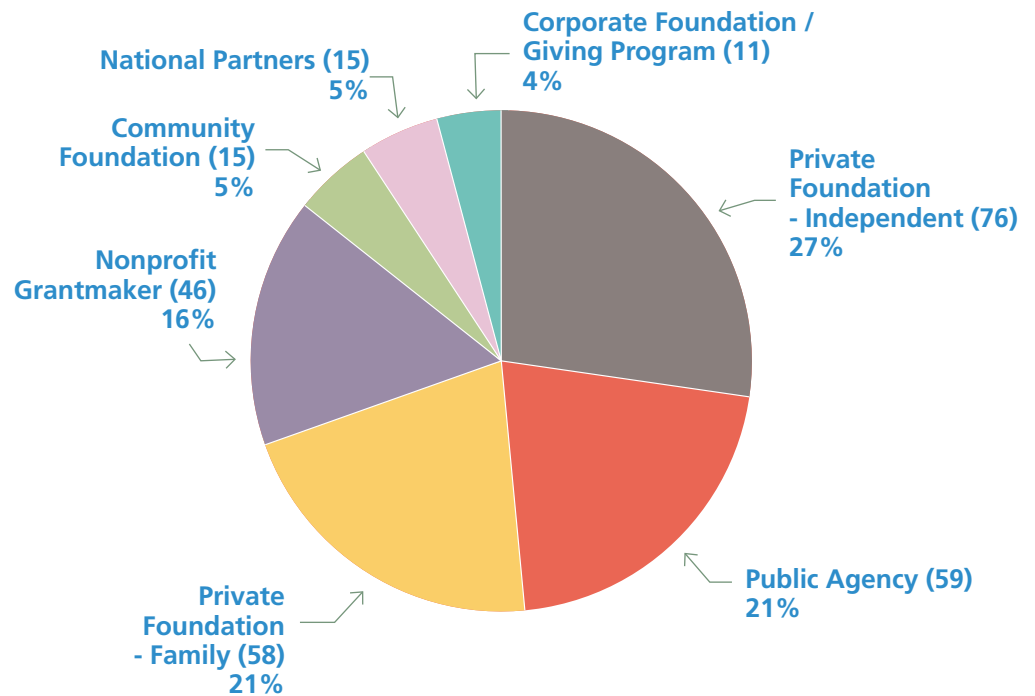
The Paul G. Allen Family Foundation
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 The William and Flora Hewlett Foundation
 The James Irvine Foundation
 John S. and James L. Knight Foundation
 The Kresge Foundation
 The John D. and Catherine T. MacArthur Foundation
 MetLife Foundation
 M.J. Murdock Charitable Trust
 San Francisco Arts Commission

\$10,000-\$24,999

Adobe Systems
 Americans for the Arts
 Bank of America
 The Boeing Company
 The Nathan Cummings Foundation
 Doris Duke Charitable Foundation
 The Getty Foundation
 Jerome Foundation
 The Joyce Foundation
 Lambent Foundation
 The Andrew W. Mellon Foundation
 The David and Lucile Packard Foundation
 The Pew Center for Arts & Heritage
 Kenneth Rainin Foundation
 The Rockefeller Foundation
 The San Francisco Foundation
 The Wallace Foundation
 William Penn Foundation
 Windgate Charitable Foundation
 Zellerbach Family Foundation

GIA's membership grew in 2011 with a record-breaking total of 280 organizations in 45 states and Canada. These members represent a broad spectrum of funders, including private and family foundations, state and local arts agencies, community foundations, corporate giving programs, and national partner organizations. GIA brings together these diverse organizations with the common belief that our commitment to and investment in the arts makes our communities stronger, more vibrant, and more livable for all citizens.

GIA Members by Funder Type

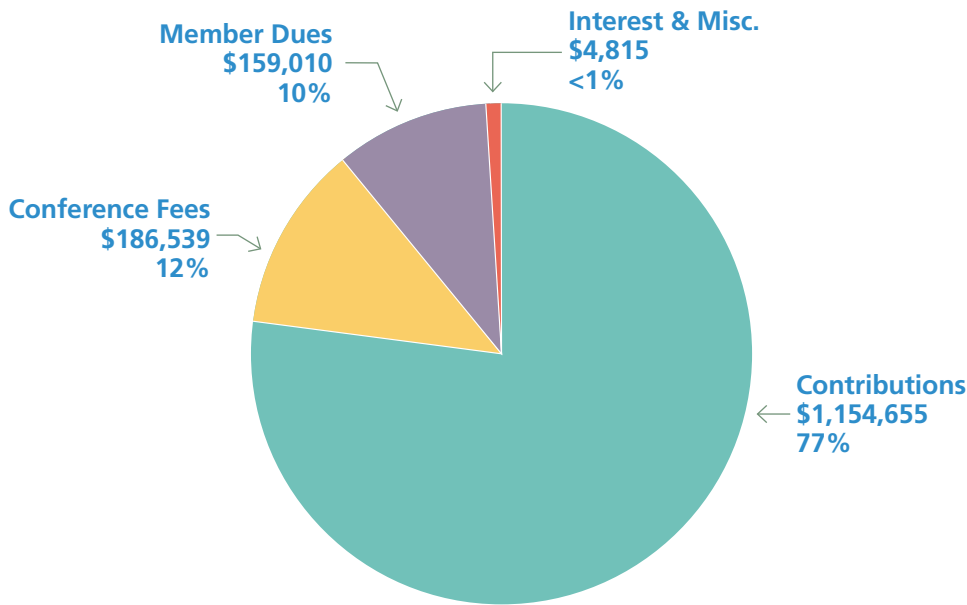


2011 Financial Statements

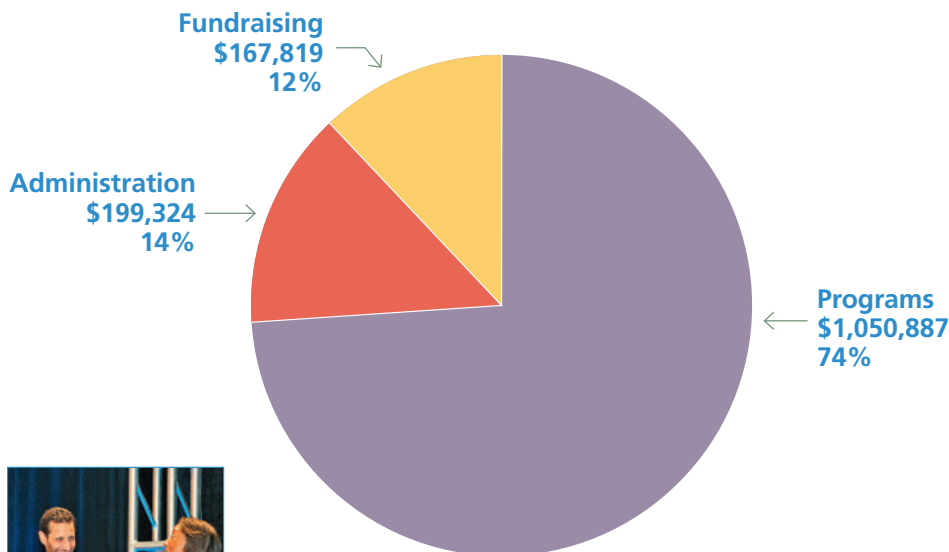
Grantmakers in the Arts operates on a January-December calendar fiscal year. Income designated for 2011 totaled \$1,505,019 and expenses were \$1,418,030, leaving a net revenue of \$86,989. These funds were placed in the cash reserve, which is mandated by the board of directors. GIA's cash reserve on December 31, 2011 equaled \$304,333 or 21% of FY2011 expenses.

The income graph below includes restricted income of \$533,325 received previously for use in 2011 (\$42,075 in dues and \$491,250 in contributions) and does not include \$607,620 received in 2011 but restricted for use in future years.

2011 Total Income: \$1,505,019



2011 Total Expense: \$1,418,030



DONORS

\$5,000-\$9,999

- American Express Foundation
- Applied Materials Foundation
- The Morris & Gwendolyn Cafritz Foundation
- Robert Sterling Clark Foundation
- The Cleveland Foundation
- The Geraldine R. Dodge Foundation
- Donor Circle for the Arts Fund at Silicon Valley Community Foundation
- East Bay Community Foundation
- Fleishhacker Foundation
- Wallace Alexander Gerbode Foundation
- Mertz Gilmore Foundation
- Grants for the Arts/San Francisco Hotel Tax Fund
- Clarence E. Heller Charitable Foundation
- The Hellman Family Foundation
- Dean and Margaret Leshar Foundation
- Open Society Foundations
- Rasmuson Foundation
- San Jose Office of Cultural Affairs
- Surdna Foundation
- Emily Hall Tremain Foundation
- The Andy Warhol Foundation for the Visual Arts

Up to \$4,999

- 3Arts
- The Herb Alpert Foundation
- Arts Council Silicon Valley
- Atherton Family Foundation
- The Arthur M. Blank Family Foundation
- Hans G. & Thordis W. Burkhardt Foundation
- The Christensen Fund
- The Columbus Foundation
- The Richard H. Driehaus Foundation
- The Durfee Foundation
- The Fan Fox & Leslie R. Samuels Foundation
- The Lloyd A. Fry Foundation
- Good Works Foundation / Laura Donnelley Gift Fund
- The George Gund Foundation
- John H. & Wilhelmina D. Harland Charitable Foundation, Inc.
- HRK Foundation (MAHADH Fund)
- Humboldt Area Foundation
- Kentucky Foundation for Women
- Samuel H. Kress Foundation
- Leeway Foundation
- Mortimer Levitt Foundation
- Linde Family Foundation
- City of Los Angeles Department of Cultural Affairs
- Marin Community Foundation
- The McKnight Foundation
- Panta Rhea Foundation
- Polk Bros. Foundation
- Posner-Wallace Foundation
- Prince Charitable Trusts
- Quixote Foundation
- Rockefeller Brothers Fund
- Sewell Family Foundation
- Sony Pictures Entertainment
- Swig Foundation
- Vodafone Americas Foundation

"This is a first class superior association offering a very valuable service."

2011 GIA Members

- 3Arts
The Actors Fund
Adobe Systems
Alaska State Council on the Arts
The Paul G. Allen Family Foundation
Alliance for California Traditional Arts
The Herb Alpert Foundation
American Composers Forum
American Express Foundation
Americans for the Arts
Anonymous Was a Woman
Applied Materials Foundation
Arizona Commission on the Arts
Art Matters
Artadia: The Fund for Art and Dialogue
Artist Trust
Artists' Legacy Council
Arts & Science Council of Charlotte-Mecklenburg, Inc.
Arts & Humanities Council of Montgomery County
The Arts Community Alliance
Arts Council of Fairfax County
Arts Council of Greater Baton Rouge
Arts Council of Indianapolis
Arts Council of Metropolitan Kansas City
Arts Council Silicon Valley
Arts Midwest
ArtsWave
Asian Cultural Council
Atherton Family Foundation
William G. Baker, Jr. Memorial Fund
Bank of America
Barr Foundation
Stockton Rush Bartol Foundation
The Bay and Paul Foundations
Behnke Foundation
The Arthur M. Blank Family Foundation
The Boeing Company
Bonfils-Stanton Foundation
Booth Ferris Foundation
The Boston Foundation
Bronx Council on the Arts
Broward County Cultural Division
The Frank H. & Eva B. Buck Foundation
Hans G. & Thordis W. Burkhardt Foundation
Bush Foundation
The Morris & Gwendolyn Cafritz Foundation
Calgary Arts Development
California Arts Council
California Community Foundation
Canada Council for the Arts
Margaret A. Cargill Foundation
Center for Cultural Innovation
Elizabeth F. Cheney Foundation
Cherokee Preservation Foundation
The Chicago Community Trust
Chicken & Egg Pictures
The Dale and Leslie Chihuly Foundation
The Christensen Fund
City of Chicago, Department of Cultural Affairs and Special Events
City of El Paso Museums and Cultural Affairs Department
City of Saint Paul Cultural STAR Program
The City of Santa Fe Arts Commission
Robert Sterling Clark Foundation
The Cleveland Foundation
The Coby Foundation, Ltd.
Colburn Foundation
The Columbus Foundation
Council on the Arts & Humanities for Staten Island
Creative Capital Foundation
CrossCurrents Foundation
Cultural Council of Santa Cruz County
Culture Works
The Nathan Cummings Foundation
Delaware Division of the Arts
The Geraldine R. Dodge Foundation
Gaylord and Dorothy Donnelley Foundation
The Richard H. Driehaus Foundation
Doris Duke Charitable Foundation
The Durfee Foundation
East Bay Community Foundation
Educational Foundation of America
Fenwick Foundation
The Fine Foundation
Fleishhacker Foundation
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Forum of Regional Arts Councils of Minnesota
Foundation for Jewish Culture
Foundation For The Carolinas
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Good Works Foundation/Laura Donnelley Gift Fund
Graham Foundation for Advanced Studies in the Fine Arts
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Hawai'i State Foundation on Culture and the Arts
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Clarence E. Heller Charitable Foundation
The Hellman Family Foundation
The Leona M. and Harry B. Helmsley Charitable Trust
The Herzfeld Foundation
The William and Flora Hewlett Foundation
Honolulu Mayor's Office of Culture and the Arts
Houston Arts Alliance
Houston Endowment Inc.
HRK Foundation (MAHADH Fund)
Humboldt Area Foundation
Hunt Alternatives Fund
Idaho Commission on the Arts
Illinois Arts Council
The James Irvine Foundation
Jacobs Family Foundation
Jerome Foundation
The Joyce Foundation
Kansas Arts Commission
Kentucky Arts Council
Kentucky Foundation for Women
Robert S. & Grayce B. Kerr Foundation, Inc.
The Kite Foundation
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Samuel H. Kress Foundation
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Leeway Foundation
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Mortimer Levitt Foundation
The Lia Fund
Linde Family Foundation
The Lodestar Foundation
Longhouse Education and Cultural Center
Lucille Lortel Foundation
Los Angeles County Arts Commission
City of Los Angeles Department of Cultural Affairs
Louisiana Cultural Economy Foundation
The Henry Luce Foundation, Inc.
Lyndhurst Foundation
The John D. and Catherine T. MacArthur Foundation
Manitoba Arts Council
Marin Community Foundation
Massachusetts Cultural Council
The Pierre & Tana Matisse Foundation
The McKnight Foundation
The Andrew W. Mellon Foundation
Mertz Gilmore Foundation
George Cedric Metcalf Charitable Foundation
MetLife Foundation
Metropolitan Atlanta Arts Fund
Metropolitan Regional Arts Council
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Mid-America Arts Alliance
Mid Atlantic Arts Foundation
James F. and Marion L. Miller Foundation
Missouri Arts Council
Joan Mitchell Foundation
Montana Arts Council
Ruth Mott Foundation
M.J. Murdock Charitable Trust
Musicians Foundation, Inc.
NAMM Foundation
National Endowment for the Arts
National Performance Network
Native American Public Telecommunications
Native Arts and Cultures Foundation
Nebraska Arts Council
Nevada Arts Council
New England Foundation for the Arts
New Mexico Arts
New York City Department of Cultural Affairs
The New York Community Trust
New York Foundation for the Arts, Inc.
Nonprofit Finance Fund
North Dakota Council on the Arts
Philadelphia Office of Arts, Culture, and the Creative Economy
Ohio Arts Council
Ontario Arts Council
Open Society Foundations
Oregon Arts Commission/Oregon Cultural Trust
The Pabst Charitable Foundation for the Arts
The David and Lucile Packard Foundation
Palm Beach County Cultural Council
Panta Rhea Foundation
William Penn Foundation
Pennsylvania Council on the Arts
Pennsylvania Humanities Council
The Pew Center for Arts & Heritage
The Pew Charitable Trusts
Kenneth A. Picerne Foundation
The Albert Pick, Jr. Fund
Virginia G. Piper Charitable Trust
Polk Bros. Foundation
The Pollock-Krasner Foundation, Inc.
Potlatch Fund
Prince Charitable Trusts
Prudential Foundation
Quixote Foundation
Kenneth Rainin Foundation
Rasmuson Foundation
Regional Arts & Culture Council, Portland
The Rhode Island Foundation
Edward C. and Ann T. Roberts Foundation
Rockefeller Brothers Fund
The Rockefeller Foundation
Rozsa Foundation
Sacramento Metropolitan Arts Commission
St. Louis Regional Arts Commission
The San Diego Foundation
San Francisco Arts Commission
The San Francisco Foundation
San Jose Office of Cultural Affairs
Santa Monica Arts Foundation
Seattle Office of Arts & Cultural Affairs
Seventh Generation Fund for Indian Development
Sewell Family Foundation
Marie Walsh Sharpe Art Foundation
Silicon Valley Community Foundation
The Todd & Betiana Simon Foundation
The Skillman Foundation
May and Stanley Smith Charitable Trust
Sony Pictures Entertainment
South Arts
Still Water Foundation
Suffolk County Office of Film and Cultural Affairs
Surdna Foundation
Sustainable Arts Foundation
Swig Foundation
Tanne Foundation
Target Corporation
Tennessee Arts Commission
Terra Foundation for American Art
Texas Women for the Arts
Time Warner, Inc.
Emily Hall Tremaine Foundation
TTP Foundation
Tucson Pima Arts Council
United States Artists
University of California Institute for Research in the Arts
Vermont Arts Council
Vilcek Foundation
Vodafone Americas Foundation
Bee Vradenburg Foundation
Archie D. & Bertha H. Walker Foundation
The Wallace Foundation
The Andy Warhol Foundation for the Visual Arts
The Weasel Fund
Whitaker Foundation
Windgate Charitable Foundation
Zellerbach Family Foundation

National Partner Members

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American Architectural Foundation
Association of Performing Arts Presenters
Chorus America Association
CERF+
Dance/USA
First Peoples Fund
Fractured Atlas
The John F. Kennedy Center for the Performing Arts
National Assembly of State Arts Agencies
National Association of Latino Arts and Culture
National Guild for Community Arts Education
Network of Ensemble Theaters
PBS Foundation
Theatre Communications Group