



2017 Annual Report

2017 GIA Annual Report

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Champ Knecht, *Director of Operations* & *Finance*

Jan Bailie, Operations & Finance Advisor Steve Cline, Web & Knowledge Manager Carmen Graciela Díaz, Communications & Publications Manager

Sylvia Jung, *Development Manager* **Sherylynn Sealy**, *Program Manager*

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About Grantmakers in the Arts

A national network of private, public, and corporate arts funders, Grantmakers in the Arts provides leadership and service that advances the use of philanthropic and governmental resources to support the growth of arts and culture. Through conferences, workshops, and webinars; publications including the GIA *Reader*, research and policy work across the field of philanthropy; and communication tools on our website; we strive to better inform philanthropic practice and effectively address the urgent needs facing artists, arts organizations, and arts educators in communities across America.

With a diverse member base including private, family, community, and corporate foundations; national, state, and local governmental agencies; and nonprofit national, regional, and local funders, GIA is the only national association of private and public funders that make grants to artists and arts organizations in America.









Dear GIA members and colleagues,

Last year was a significant one for Grantmakers in the Arts in many ways. Our membership continues to grow with renewing and new members, including a 10% increase in public agencies. Our conference in Detroit was among our most successful to date. At the conference, we piloted the Racial Equity in Arts Philanthropy workshops to enthusiastic response and now we are working with Race Forward to refine these workshops in response to your feedback. We look forward to hosting these workshops in your region soon.

2017 was also the year that GIA's President & CEO Janet Brown stepped down after nine years of exceptional leadership. It was under Janet that GIA influenced federal education policy, expanded communications and online learning to become our members' most valued benefit, pioneered the capitalization workshops, and embraced racial equity as a core value reflected in our statement of purpose, resources to the field, and in the content of all our work. Janet has been a true leader for our community of practice.

Janet also oversaw the most thoughtful leadership transition imaginable. It was at the conference in Detroit that Eddie Torres was introduced as GIA's new president & CEO and Nadia Elokdah was introduced as our new deputy director and director of programs. This was also the start of several months of intentional collaboration between the leadership and staff that were moving on and the incoming leadership and staff.

GIA leaders Jim McDonald and Kathy Lindenmayer have moved on to new opportunities as have GIA staff members: Membership Manager Noah Barnes, Program Manager SuJ'n Chon, and Communications and Publications Manager Monica Thomas. We are privileged to have retained Web and Knowledge Manager Steve Cline and Operations and Finance Advisor Jan Bailie.

We have relocated to the South Bronx in New York City to take advantage of the richness of this community and the proximity to strategic partners and members.

These successes, this transition, and the thoughtful commitment to maintaining the quality of our services would not be possible without our funding partners, members who provide programmatic and general operating support even beyond their regular dues. Our board of directors has been both supportive and inspirational in its commitment to representation of, service to, and leadership of our community of practice.

We are grateful to our members, our funding partners, our board of directors, and to Janet Brown's exceptional legacy and team for a great 2017. We are looking forward to partnering with all of you for a great 2018. Thank you.





Eddie Torres, President & CEO

Angelique Power, Chair

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The 2017 Conference: Legacy and Leadership

Grantmakers in the Arts' (GIA) 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 grantmaking. The 2017 GIA Conference took place October 28 - 31 in Detroit, Michigan. Preconferences on individual artists and a Detroit cultural and community tour preceded the main conference along with the piloting of GIA's Racial Equity workshop in two at-capacity sessions. The conference saw record setting attendance with 559 participants in total, second largest total ever. Conference sessions addressed many pertinent issues of the arts philanthropic sector including racial equity, arts education, funder collaboration, arts research, and support for individual artists, among others. A diverse group of local artists and innovators presented the IDEA LAB plenary sessions, and stimulating keynote presentations were given by Maurice Cox, jessica Care moore, Jeff Chang, and Afa Dworkin introducing a performance by the Sphinx Virtuosi Chamber Orchestra. The final evening of the conference was a special reception at the Detroit Institute of Art in the Rivera Court and throughout the museum's diverse collection of African, Asian, Native American, Oceanic, Islamic, and ancient art.

Research and Publications

2017 marked the 28th year of the *Reader*, GIA's thrice yearly journal on arts philanthropy. Both print and online readership remained high, with 118,429 articles viewed or downloaded in 2017. Website data show that many *Reader* articles maintain popularity and relevance long after their publication date. The final issue of the year included an interview of retiring President & CEO Janet Brown by Doug McLennan. Contributing authors in 2017 included Roberta Uno, Elizabeth Mendez Berry, Jesse Rosen, Steven Lawrence, Stan Hutton, Dylan Klempner, Kiley Arroyo, Michele Kumi Baer, and Sarah Rose Sharp, among others.

Continuing GIA's long-term commitment to research, the "Foundation Grants to Arts and Culture, 2014" report was published in the Winter 2017 issue of the *Reader* with research by Foundation Center. The report offers a snapshot of national arts funding data in 2014, examining trends by grant size, foundation type, and support strategy.

National Capitalization Project

With the addition of grantee workshops, GIA has seen continued interest from the sector in its Conversations on Capitalization and Community workshops. In 2017, GIA held six workshops in two cities — New York and Portland — with specialized workshops held separately for arts funders and their grantees. In each location, the workshops served as an opportunity to bring together new participants and those who were present during the first round of these workshops back in 2013. Formed in response to the observation that it has been the norm for the nonprofit arts sector to be poorly capitalized, GIA launched the National Capitalization Project in January 2010. Since its launch, GIA has provided conference sessions, publications, and workshops in 22 cities across the country.

Arts Education Funders Coalition

In 2012, GIA organized the Arts Education Funders Coalition (AEFC), a group of arts and education grantmakers, to research and identify federal policy opportunities that promote equitable access to arts education. GIA engaged the services of the Penn Hill Group, a Washington, DC policy firm, to keep the coalition informed of the latest policy news and research.





The AEFC continues to work to ensure that arts education was preserved and enhanced within ESEA (the No Child Left Behind Act, also known as the Elementary and Secondary Education Act), signed into law in 2015. In 2016, GIA successfully lobbied that the arts be included in the US Department of Education regulations for ESEA, which had omitted "the arts." The AEFC also worked to inform arts funders on ways to support states and school districts in advocating for arts education to be included in local implementation of the law. Throughout 2017, GIA continued to provide guides to AEFC members and the wider GIA membership located in the 18 states that submitted early Every Student Succeeds Act (ESSA) plans to advocate at state and local levels.

In 2017, GIA also submitted a letter of comment regarding the new US Department of Education's (DOE) Supplemental Priorities and Definitions for Discretionary Grant Programs stressing the importance of STEAM over STEM, promoting the arts in the areas of economic opportunity, and recommending that the priorities include the arts in "improving early learning and development outcomes."

The coalition currently has 139 members, representing 118 organizations in 33 states, the District of Columbia, and Ontario, Canada, who receive ongoing updates on GIA's work in Washington, DC, as well as news related to federal education policy.

Racial Equity in Arts Philanthropy

GIA is committed to addressing structural inequities and increasing arts funding for African, Latinx, Asian, Arab, and Native American (ALAANA) artists, arts organizations, and communities. In 2017, GIA used the results of a member survey — evaluating racial equity practices of arts funders across the country — to develop a racial equity workshop for funders. GIA's Racial Equity in Arts Philanthropy workshop was piloted at the 2017 GIA Conference, reflecting tremendous interest among members to bring finalized workshops to funders in host cities. Participant feedback will be incorporated into the workshop design and initial rollout is expected in 2018.

GIA's Racial Equity in Arts Philanthropy Statement of Purpose continues to be updated as GIA builds its knowledge of practical applications to assist institutional funders in achieving this goal.

Online Learning

In 2017, GIA presented 12 web conferences with a total of 1,317 attending participants. Topics covered included arts education, capitalization, federal budget and advocacy, research, arts and well-being, funding ALAANA artists and organizations, and accessibility in the arts. GIA also presented a three-part series of web conferences on support for individual artists, which garnered a total of 451 registrants throughout the series. Web conferences are presented by distinguished funders and thought leaders and designed for their colleagues at all stages of their careers in arts philanthropy. Sessions are free to any staff and board members of GIA member organizations.

GIA presented 3 podcast interviews in 2017, with an average of 118 listeners per episode. GIA's podcast continues to show growth in audience from within the membership and among the field of arts philanthropy. Topics covered on the podcast included data collection in the arts, arts and medicine in the military, and an introduction to Detroit in anticipation of the annual conference.

Communications

GIA curates and shares timely and relevant information to members through the GIA website news feed, Members Bulletin, Weekly News Digest, and social media. Feedback from GIA members indicated communication as one of the most valued of GIA's current offerings, reflecting a growing need for access to news relevant to the field.

In 2017, GIA continued to see significant growth in the effectiveness, reach, and audience engagement of its communications efforts, particularly via web and social media. The GIA website continues to experience unprecedented usage, experiencing a 27 percent increase in engagement and a record setting 64,282 page views in a monthly period. In April 2017, GIA launched Arts Funders Respond website, a new web resource to offer resources for the field in response to the political climate. A "Disaster Relief Response" web page was created in the fall of 2017 providing resources and news related to philanthropy and the disasters. GIA's social media strategy continues to drive traffic to its website; GIA's Facebook page saw audience engagement increase by 22 percent and 15 percent increase on Twitter.

2017 By The Numbers

GIA Funding Partners 2017

Donors Providing Multi-Year Grants

Doris Duke Charitable Foundation
The Heinz Endowments
Hemera Foundation
The William and Flora Hewlett Foundation
Jerome Foundation
The Kresge Foundation
The John D. and Catherine T. MacArthur
Foundation
The Andrew W. Mellon Foundation
M. J. Murdock Charitable Trust
Rosenthal Family Foundation
Emily Hall Tremaine Foundation
The Wallace Foundation
Windgate Charitable Foundation

Leadership Circle

Barr Foundation

\$100,000 and up

The Kresge Foundation

\$50,000 - \$99,999

Barr Foundation
Doris Duke Charitable Foundation
Ford Foundation
Hemera Foundation
The William and Flora Hewlett Foundation
John S. and James L. Knight Foundation
M. J. Murdock Charitable Trust
Rosenthal Family Foundation
The Wallace Foundation

\$25,000 - \$49,999Barr Foundation

Bloomberg Philanthropies
The Nathan Cummings Foundation
The Heinz Endowments
The James Irvine Foundation
The Joyce Foundation
The John D. and Catherine T. MacArthur
Foundation
The Andrew W. Mellon Foundation
William Penn Foundation
The Rockefeller Foundation
Surdna Foundation

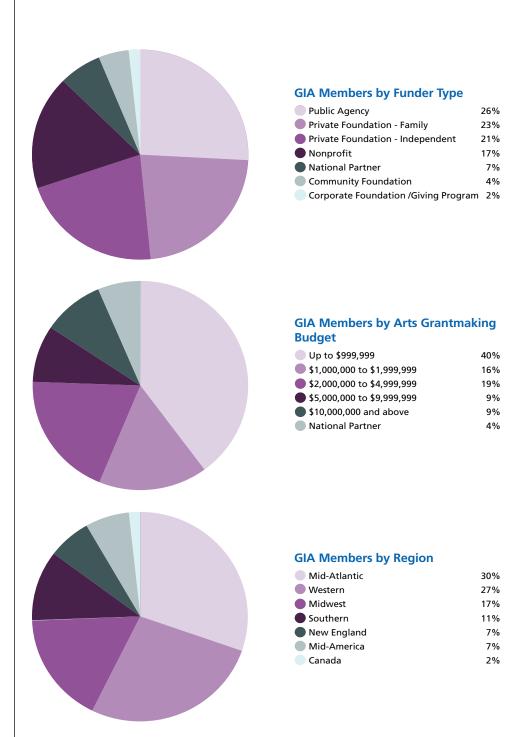
Windgate Charitable Foundation

\$10,000 - \$24,999

The Herb Alpert Foundation Americans for the Arts **Bonfils-Stanton Foundation Bush Foundation** The Morris & Gwendolyn Cafritz Foundation William Davidson Foundation The Geraldine R. Dodge Foundation The Getty Foundation The Howard Gilman Foundation Jerome Foundation Lambent Foundation Fund of Tides Foundation Mortimer & Mimi Levitt Foundation The McKnight Foundation The New York Community Trust **Ouixote Foundation** Walton Family Foundation

2017 Membership

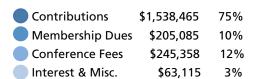
GIA membership continued to expand in 2017, with a total of 338 organizational members across the US and Canada, reflecting steady growth of 5% over 2016, with 48 new members. We have a 10% increase in number of public agencies. Within those organizations, GIA served 1,868 individual member participants, an increase of 7% over 2016.

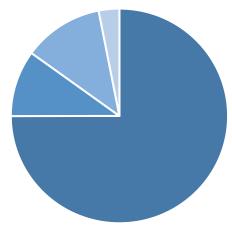


2017 Financial Position

Grantmakers in the Arts operates on a January-December calendar for its fiscal year. Income designated for 2017 totaled \$2,052,023 and expenses were \$2,033,948, leaving a net revenue of \$18,075. These funds will offset a strategic release of unrestricted net assets in 2018 to fund the organization's move to New York City under its new President so that it can take advantage of proximity to a critical mass of members and strategic partners. The income chart below includes restricted income of \$823,500 received in previous years for use in 2017, and does not include monies received in 2017 but restricted for use in future years.

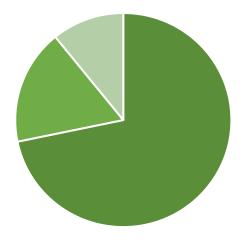
2017 Total Income: \$2,052,023





2017 Total Expenses: \$2,033,948

Programs	\$1,459,499	72%
Administration	\$354,094	17%
Fundraising	\$220.355	11%



Donors

\$5,000 - \$9,999

The Cleveland Foundation
Fred A. and Barbara M. Erb Family
Foundation
Irving S. Gilmore Foundation
The George Gund Foundation
Walter & Elise Haas Fund
City of Los Angeles Department of
Cultural Affairs
Mertz Gilmore Foundation
Michigan Council for Arts and Cultural
Affairs
James F and Marion J. Miller Foundation

James F. and Marion L. Miller Foundation Emily Hall Tremaine Foundation The Andy Warhol Foundation for the Visual Arts

Up to \$4,999

3Arts, Inc.

Berkshire Taconic Community Foundation
The Arthur M. Blank Family Foundation
The Chicago Community Trust
CrossCurrents Foundation
The Richard H. Driehaus Foundation
The Durfee Foundation
Fleishhacker Foundation
The Fan Fox and Leslie R. Samuels
Foundation

Clarence E. Heller Charitable Foundation Kentucky Foundation for Women Linde Family Foundation Polk Bros. Foundation David Rockefeller Fund Sony Pictures Entertainment Zellerbach Family Foundation

Funding Partners are members who choose to make contributions above the amount required by the GIA dues structure.

Funding Partner gifts assist GIA with general operating support as well as designated programs, including the annual conference, the Arts Education Funders Coalition, and information and communication services.

The Leadership Circle is made up of funders making gifts of \$10,000 and above.

GIA especially acknowledges Funding Partners granting multi-year support. These contributors are essential to the development and sustainability of programs over time.

2017 GIA Members

3Arts, Inc. 4Culture The Actors Fund Akonadi Foundation Alaska State Council on the Arts City of Alexandria - Office of the Arts Alliance for California Traditional Arts Alliance of Artists Communities The Herb Alpert Foundation Alphawood Foundation Altman Foundation American Composers Forum Americans for the Arts Anonymous Was a Woman Arizona Commission on the Arts Arizona Community Foundation Arlington Cultural Affairs Aroha Philanthropies Arrowhead Regional Arts Council Art Matters Artist Trust Artists' Legacy Foundation ArtPlace America Arts & Culture Alliance of Greater Knoxville Arts & Humanities Council of Arts & Humaniues Council of Montgomery County Arts & Science Council of Charlotte-Mecklenburg, Inc. Arts Council of Hillsborough County Arts Council Napa Valley Arts Council of Fairfax County Arts Council of Indianapolis, Inc. Arts Council New Orleans Arts Council Santa Cruz County Arts Education Partnership Arts Foundation for Tucson and Southern Arizona Arts Midwest ArtsFund ArtsKC - Regional Arts Council ArtsWave Association of Arts Administration Educators Association of Performing Arts Professionals
City of Atlanta, Mayor's Office of
Cultural Affairs City of Austin Cultural Arts Division The William G. Baker, Jr. Memorial Fund Baltimore Office of Promotion and the Barr Foundation Stockton Rush Bartol Foundation Behnke Foundation Berkshire Taconic Community Berkshire laconic Community
Foundation
The Arthur M. Blank Family Foundation
Bloomberg Philanthropies
The Boeing Company
Boettcher Foundation
Bohemian Foundation
City of Boise, Department of Arts & History Bonfils-Stanton Foundation Booth Ferris Foundation The Boston Foundation
Mayor's Office of Arts, Tourism & Special
Events, City of Boston
Boulder Office of Arts + Culture
Bravo Greater Des Moines Breneman Jaech Foundation Bronx Council on the Arts Broward Cultural Division **Bush Foundation** The Morris & Gwendolyn Cafritz Foundation Calgary Arts Development Authority Caligary Arts Development Authority
California Arts Council
California Humanities
The Canada Council for the Arts
Margaret A. Cargill Philanthropies
The Center for Craft, Creativity & Design
Center for Cultural Innovation Chamber Music America Chapman Cultural Center
The Chicago Community Trust
The Dale & Leslie Chihuly Foundation
The Children's Theatre Foundation of America Chorus America The Cleveland Foundation

CMA Foundation The Coby Foundation Colburn Foundation

Colorado Creative Industries The Columbus Foundation Common Sense Fund Community Foundation for Greater Atlanta Community Foundation for Southeast Michigan Connecticut Dept. of Economic & Community Development CreateWell Fund Creative Capital Foundation Creative Sonoma CrossCurrents Foundation Cultural Council of Palm Beach County The Nathan Cummings Foundation Cuyahoga Arts & Culture City of Dallas Office of Cultural Affairs Dance/USA Dance/NYC DataArts William Davidson Foundation DC Commission on the Arts and Humanities Christel DeHaan Family Foundation Denver Arts & Venues
Robert W. Deutsch Foundation
The Geraldine R. Dodge Foundation
Gaylord and Dorothy Donnelley Foundation
The Richard H. Driehaus Foundation
Doris Duke Charitable Foundation The Durfee Foundation EdVestors Adeline Edwards Foundation **EmcArts** Fred A. and Barbara M. Erb Family Foundation Fenwick Foundation The Field Foundation of Illinois The Fine Foundation First Peoples Fund Fleishhacker Foundation Ford Foundation Forum of Regional Arts Councils of Minnesota Foundation for Contemporary Arts The Fan Fox and Leslie R. Samuels Foundation Fractured Atlas Francis Family Foundation Helen Frankenthaler Foundation Frey Foundation Lloyd A. Fry Foundation Fund for the Arts, Inc.
Georgia Council for the Arts
The Getty Foundation
The Howard Gilman Foundation Ine Howard Gilman Foundation Irving S. Gilmore Foundation Gobioff Foundation Rosemary and David Good Family Foundation Graham Foundation for Advanced Studies in the Fine Arts Grants for the Arts Greater Baltimore Cultural Alliance Greater Columbus Arts Council Greater Philadelphia Cultural Alliance Greater Prittsburgh Arts Council
The George Gund Foundation
Walter & Elise Haas Fund
Diane & Bruce Halle Foundation
Quentin Hancock Fund The Harkness Foundation for Dance John H. & Wilhelmina D. Harland Charitable Foundation, Inc. Merrill G. & Emita E. Hastings Foundation The Heinz Endowments The Helis Foundation Clarence E. Heller Charitable Foundation Hemera Foundation The Jim Henson Foundation
The Richard and Ethel Herzfeld Foundation The William and Flora Hewlett Foundation
Houston Arts Alliance
Houston Endowment Inc. Houston Mayor's Office of Cultural Affairs Idaho Commission on the Arts Illinois Arts Council Agency Indiana Arts Commission

Ingenuity
International Music and Art Foundation

Iowa Arts Council

OPERA America

Opportunity Fund
The Oregon Community Foundation

The James Irvine Foundation Jerome Foundation Jerome Foundation
The Joyce Foundation
Jubilation Foundation
City of Kansas City, Missouri Office of
Culture and Creative Services
Mike Kelley Foundation for the Arts
Thomas S. Kenan Institute for the Arts
Kentucky Arts Council Kentucky Foundation for Women Peter Kiewit Foundation The Kimball Foundation Kirkpatrick Family Fund
Kite Foundation Fund
The Klarman Family Foundation
John S. and James L. Knight Foundation
Kresge Arts in Detroit The Kresge Foundation
Krupp Family Foundation
Laird Norton Family Foundation
Lambent Foundation Fund of Tides Foundation League of American Orchestras Leeway Foundation Leeway Foundation
Mortimer & Mimi Levitt Foundation
Linde Family Foundation
Local Initiatives Support Corporation
The Reva and David Logan Foundation
Los Angeles County Arts Commission
City of Los Angeles Department of
Cultural Affairs Louisiana Division of the Arts Lower Manhattan Cultural Council The Henry Luce Foundation The John D. and Catherine T. MacArthur Foundation
MAHADH Fund of HRK Foundation
Maine Arts Commission
The MAP Fund, Inc Marin Community Foundation Massachusetts Cultural Council The Pierre & Tana Matisse Foundation The Pierre & Iana Matisse Foundation
The McKnight Foundation
Robert B. McMillen Foundation
Media Democracy Fund
The Andrew W. Mellon Foundation
Memphis Music Initiative
Mertz Gilmore Foundation
George Cedric Metcalf Charitable Foundation Metro Nashville Arts Commission Metropolitan Regional Arts Council Meyer Memorial Trust Michigan Council for Arts and Cultural Affairs
Mid-America Arts Alliance
Mid Atlantic Arts Foundation
James F. and Marion L. Miller Foundation Minnesota Humanities Center Minnesota State Arts Board Mississippi Arts Commission Missouri Arts Council Joan Mitchell Foundation Montana Arts Council M. J. Murdock Charitable Trust The Music Man Foundation Musicians Foundation, Inc. National Assembly of State Arts Agencies National Association of Latino Arts and Cultures National Endowment for the Arts National Guild for Community Arts Education National Performance Network Native Arts and Cultures Foundation Nebraska Arts Council Network of Ensemble Theaters 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 Propel Nonprofits North Dakota Council on the Arts City of Oakland, Cultural Affairs City of Oakland, Cultural A The O'Grady Foundation Ohio Arts Council Ontario Arts Council Open Society Foundations

The Ovation Foundation The Pabst Charitable Foundation for the Arts The David and Lucile Packard Foundation Panta Rhea Foundation PBS Foundation The Peck Foundation William Penn Foundation Pennsylvania Council on the Arts The Pew Center for Arts & Heritage Carol K. Pforzheimer and Carl A. Carol K. Pforzheimer and Carl A. Pforzheimer Fund Phoenix Office of Arts and Culture Virginia G. Piper Charitable Trust Polk Bros. Foundation Polk County Community Foundation The Pollock-Krasner Foundation Pop Culture Collaborative Prince Charitable Trusts Queens Council on the Arts Quixote Foundation Kenneth Rainin Foundation City of Raleigh Office of Raleigh Arts Rasmuson Foundation Robert Rauschenberg Foundation Regional Arts & Culture Council Regional Arts Commission of St. Louis Rhode Island Foundation
Richmond Memorial Health Foundation
Rockefeller Brothers Fund The Rockefeller Foundation Rockefeller Philanthropy Advisors David Rockefeller Fund Rosenthal Family Foundation Rozsa Foundation Sacramento Metropolitan Arts Commission
The Saint Paul Foundation City of San Diego Commission for Arts and Culture San Francisco Arts Commission The San Francisco Foundation City of San Jose, Office of Cultural Affairs City of Santa Fe Arts Commission City of Santa Monica Cultural Affairs Division Saskatchewan Arts Board The Scherman Foundation, Inc. Seattle Office of Arts & Culture Sewell Family Foundation Silicon Valley Creates The Todd & Betiana Simon Foundation May & Stanley Smith Charitable Trust Sony Pictures Entertainment South Arts South Carolina Arts Commission South Dakota Arts Council Sphinx Organization Spokane Arts
St. Johns Cultural Council
Staten Island Arts
Still Water Foundation Surdna Foundation Sustainable Arts Foundation T. Rowe Price Foundation Tanne Foundation Terra Foundation for American Art Texas Cultural Trust Theatre Communications Group Time Warner Laurie M. Tisch Illumination Fund Emily Hall Tremaine Foundation Trust for Mutual Understanding Unbound Philanthropy United States Artists Upper Manhattan Empowerment Zone The Vilcek Foundation Office of Cultural Affairs, Virginia Beach Wagner Foundation The Wallace Foundation Walton Family Foundation
Kathryn Wanlass Charitable Foundation
The Andy Warhol Foundation for the
Visual Arts
Washington State Arts Commission
Westchester Arts Council Inc. Whitaker Foundation Whiting Foundation
Windgate Charitable Foundation
Wyncote Foundation Zellerbach Family Foundation