

## ORGANIZATIONAL DEVELOPMENT

\$150,500 available in grant funding

Organization	Amt Requested	Recommended Award
<b>American Dance and Music</b>	<b>\$10,000</b>	<b>\$3,000</b>
For six seasons, SB County Arts Commission has played a critical role in helping AD&M's Dance: Up Close and Cultural (Dance:UCC) become a vital program in our community. Short-term goals—plan and implement 2017 season of dance outreach and build on relationships with SB Seniors Activities Directors Assn. and Girls, Inc. Long-term goals—Audience Development: Increase access to dance for underserved children and seniors, and provide more performance opportunities for AD&M Performance Group.		
<b>ArtBark</b>	<b>\$3,000</b>	<b>\$0</b>
Funds will be used for paying dancers, rehearsal space, internet marketing, and renting low-cost studio space (Montecito School of Ballet) & production space (Towbes Dance Center) Fall '16/Spring '17 activity will build on local/national/international co-production experience to streamline sustainable		
<b>Arts for Humanity</b>	<b>\$10,000</b>	<b>\$6,500</b>
Arts for Humanity! services have outpaced our resources. Short-term goals for increasing our funding streams include: creating a development committee for the procurement of new funding, and increasing awareness through online presence and our YouTube channel. Longer-term goals include: working with a development associate to increase viable funding sources; building relations with local media; and developing our new Teaching Artists Programs, which supports programs and community connections.		
<b>Arts Mentorship</b>	<b>\$2,000</b>	<b>\$2,000</b>
This grant will help provide essential affordable rehearsal and exhibition space to local and visiting artists. Subsidy recipients receive low-cost access to the state-of-the-art facilities at our Performing Arts Center. With a growing number of local artists displaced by Santa Barbara's rising rents, funds provide access to a modern and professional space. Beneficiaries include Boxtales, Danceworks, Dream Foundation, Everybody Dance Now! Transition House, Girls Inc., UCSB Arts & Lectures.		
<b>Art Without Limits</b>	<b>\$15,000</b>	<b>\$0</b>
Julie McLeod Founder/Director, works full time as a volunteer. AWoL connects talented young artists to professional artists/mentors free for one-on-one for up to a year. The Art Career Day Conference is presented yearly and BizArts workshops monthly. Replacing Julie upon retirement soon is our most costly and pressing need.		
<b>Boxtales Theatre Company</b>	<b>\$10,000</b>	<b>\$5,000</b>
Funds would be used to support the salaries of our Executive Artistic Director and our Managing Director, the two primary positions that allowed Boxtales to perform 89 times for more than 26,474 people in 2015. In recent years, we have focused on enhancing our media materials in order to become marketable to larger theaters. This year, we are hiring a booking agent to continue this effort by connecting us with high-paying venues that will allow us to expand our earned income and visibility.		

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<b>Camerata Pacifica</b>	<b>\$5,000</b>	<b>\$3,000</b>
<p>We would like to offer at least one Senior Community an on-site concert each month for listeners who are physically or economically unable to attend in the concert hall. Senior Communities to benefit will be Friendship Manor, Wood Glen Hall, Vista del Monte, Valle Verde, Maravilla and Casa Dorinda Assisted Living residents.</p>		
<b>Center Stage Theater</b>	<b>\$10,000</b>	<b>\$7,500</b>
<p>The funds will support our Rental Subsidy Fund, salaries and overhead expenses. They will help us keep our rates affordable and our staff available to mentor producers. Our Rental Subsidy Fund supports new producers, new works, or productions that serve new and alternative audiences. In 2015 CST welcomed 265 performances and rehearsals with 1,582 artists and 15,452 audience members. Our goal is to keep our rates affordable while maintaining a theater with the best possible staff and equipment.</p>		
<b>City at Peace</b>	<b>\$18,000</b>	<b>\$5,000</b>
<p>Reviving City at Peace to its full potential, truly honoring the mission of empowering youth to build a better future for themselves and their communities. These funds will support our new artistic director, musical director, and poet laureate in addition to strengthening connection with La Cuesta High School and UC Santa Barbara. In weekly workshops these artists and institutions will assist teens in the creation of an original piece, giving voice to ignored communities.</p>		
<b>Drama Dogs</b>	<b>\$7,500</b>	<b>\$1,500</b>
<p>We have sought to have a powerful online presence; however, we have underutilized this potential to engage with our community: our website is lacking. It does not reach out to &amp; engage with our community or reflect our offerings &amp; their relevance to Santa Barbara. After 2 decades of perfecting our artistry, DD is positioned to build audience, community awareness &amp; donor support. Our website must be easy to access &amp; interactive. DD will use funds to engage inlineos, LLC to rebuild our website</p>		
<b>Everybody Dance Now!</b>	<b>\$18,000</b>	<b>\$9,000</b>
<p>We are nearing operating capacity that our current staff can handle. We will bring on 3-4 additional instructors this fall and solidifying our teacher training (\$5000). To expand into more schools and nonprofit organizations, we will be using funds (\$4000) to support our services provided to site partners whose budget does not allow them to subsidize the costs of our programming. The remaining funds will be used increase our fundraising efforts by training staff and establish a development team.</p>		
<b>Explore Ecology</b>	<b>\$10,000</b>	<b>\$5,000</b>
<p>Ava Ellis, Reuse Store Specialist, has been promoted to Art Coordinator to execute our strategic plan to continue our organizational focus upon reinvigorating the Art From Scrap Reuse Store, Art Gallery and Art Programs. Funding will help pay for Ava's salary increase as well as staff time for the redesign and ongoing administration of our website and program servicing needs. The new website will feature e-commerce, which will serve local artists in Santa Barbara as well as the general public.</p>		

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<b>Fishbon</b> Fishbon wishes to employ a Programming/Community Engagement Coordinator, who would help support and expand the range and capacity of Fishbon classes and groups, supporting the diverse Santa Barbara County community. This community is multi-generational (ages 6-75) and is interested in a range of "learning by doing" activities, including the need for career development. This grant will allow Fishbon to dedicate a person to better reach out to our community and the activities offered.	<b>\$4,500</b>	<b>\$1,500</b>
<b>Flamenco Arts Festival</b> General operating support is needed to sustain effective programs and build capacity and sustainability and fulfill the FAF's mission of producing educational community programming that meets the needs of those of all ages and backgrounds, such as a film presentation with speakers and a Q & A, special workshops for local flamenco students and the community. We are in discussion with Flamenco SB and Hispanic Chamber to gain support for joint ventures and to network.	<b>\$10,000</b>	<b>\$2,000</b>
<b>Girls Rock SB</b> In order to continue to grow our program size and provide scholarships to half our participants, we need to continue to build organizational structure and fundraising strategy. GRSB is building board fundraising capabilities through deeper structure including fundraising and financial committees. We will continue to work with our contract bookkeeper and grant writer to develop long-term financial and fundraising strategy and methods.	<b>\$18,000</b>	<b>\$3,000</b>
<b>Lit Moon Theatre</b> Funds from the 2016-2017 Organizational Development Grant will help subsidize a 25th anniversary festival celebration of Lit Moon, which will include two past shows from the Lit Moon repertory, two new productions with international collaborators, exhibitions, and social events, and will play in June 2017. Funds will help defray production and artistic costs. Partners include local artists, Westmont College, and artists from the Bitola National Theatre.	<b>\$18,000</b>	<b>\$3,000</b>
<b>Marjorie Luke Theatre</b> Grant funding is for 30% of the General Manager's salary. This support is key to the successful operation and direct service to 214+ arts and education groups that use the Luke, 3,100 SBJHS students and faculty, and 36,000 people annually. Rick oversees renters, marketing, PR, fundraising, rent subsidy grants and audiences.	<b>\$14,400</b>	<b>\$4,500</b>
<b>Music Academy of the West</b> Grant funding will be used to support the Music Academy of the West's Community Access Initiative (CAI) that was launched last year setting a precedent for community access to world-class performances. This initiative includes an free programming; \$10 Community Access tickets available for all Festival events; free admission for children and youth age 7-17; and live streaming and video archiving of dozens of events.	<b>\$18,000</b>	<b>\$5,000</b>
<b>Notes for Notes</b> Both SB N4N Studios are run by part-time quality professionals who are talented musicians and incredible mentors. To retain, it is necessary to increase their hours and wages at the cost of \$16,500. Broken down, it will cost \$8,500 to promote our Eastside Program Director to full-time. He is our only staff member that speaks Spanish in a predominantly Spanish speaking youth community. It will also cost \$8,000 to promote our Westside Program Directors who offer their own sets of valuable skills.	<b>\$16,500</b>	<b>\$9,000</b>

**Organization****Amt Requested****Recommended Award****Out of the Box Theatre****\$10,000****\$2,500**

Funding will be used to support the 7th season of shows, by off-setting the operational costs, stipends, and advertising. Funding will go to offer theatre skills workshops, including one led by a cast member from the National Tour of Dirty Dancing. In addition, two local premiere musicals will be brought to the stage- LIZZIE (Nov 2016) and High Fidelity (Apr 2017). Out of the Box Theater will also expand to offer a concert of new works reading in summer 2017 as part of our Youth Summer Project.

**Outrageous Film Festival****\$6,000****\$1,500**

The 2016 Outrageous Film Festival will be held Nov. 3 at UCSB's Multicultural Center (free) and Nov. 4-5 at Metro Four Theatre (tickets \$10). Passes will be \$50. Because LGBT people are so underserved, we believe deeply in the importance of our festival. Funds will be used for artist payment, marketing, and film rental. We have reduced our Festival from 4 to 3 days to save on the cost of renting the Metro Four Theatre.

**PlayFest SB****\$7,000****\$0**

Funds will be used for audience development marketing of a collaborative theatre presentation January 25 - 30, 2017. Confirmed partners include DramaDogs, Prism Productions and Speaking of Stories. Additional interest has been expressed by Lit Moon and Dramatic Women. Each company will produce one or more original works and participate in educational panels and workshops. This grant supports PlayFest's master plan to expand Festival partnerships and develop/deepen audience interest for new plays.

**SB Arts Collaborative****\$12,000****\$9,000**

OD funds will support our Community Outreach program, specifically to pay the stipend for our Community Outreach Coordinator as he continues to manage the use of the Community Arts Workshop (CAW). The coordinator is responsible for renter relationships at the CAW and supervising use. Our goal is to deepen and expand our relationships with users of the CAW, ensure that increasing numbers of quality arts programs find a home on the property, and to establish the CAW as a cultural resource hub.

**SB Chamber Orchestra****\$5,000****\$4,500**

Funds will be used to strengthen audience development efforts (primarily through "Free Concert Seats for Families" and our new "Enrichment Series") and to fund Executive Director Kevin Marvin to attend the League of American Orchestra's 10-day "Essentials of Orchestra Management" seminar. Kevin expects that courses in strategy, community engagement, marketing, fundraising, financial sustainability and governance will help SBCO become an even more innovative, successful leader in the arts.

**SB Children's Chorus****\$10,000****\$7,000**

These funds are being requested to continue to maintain and expand our after-school/on-campus program, the All Schools Chorus, into SB, Carpinteria and Goleta. The All Schools Chorus, which pilot launched in 2012, is a county-wide program that delivers Glee Club "kits" and brings together students from participating elementary schools into a single group performance in Spring. In 2016, this program included 7 local elementary and secondary schools, over 150 children and 6 local music teachers.

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<b>SB Choral Society</b> Funds will be used to implement the strategic developed over the last year. The strategic plan includes hiring a FT development director to diversify and expand the SBCS donor base, increase support from foundations, businesses, governments and individuals; and to raise funds to hire an Executive Director. The development director will also be charged with jumpstarting our planned giving/endowment efforts, and help the organization achieve the other goals laid out in the business plan.	<b>\$10,000</b>	<b>\$5,000</b>
<b>SB Dance Institute</b> SBDI will use a \$10k OD grant to assess the resources needed and develop a plan to implement and sustain programs. \$5k will be used to develop a three-year strategic plan and \$5k will be used to provide the expanded programming.	<b>\$12,000</b>	<b>\$9,000</b>
<b>SB Education Foundation</b> Funds will go to support a Programs Associate, a new part-time position that oversees Pianos on State, Instrument Drive, Summer Band Camp, Granada Theatre Access, and Keep the Beat. In addition, this person will develop The Leni Fe Bland Fund, a program that ensures every 4th, 5th, & 6th grader attends an arts performance in the theater during the school year.	<b>\$10,000</b>	<b>\$5,000</b>
<b>SB Festival Ballet</b> Grant funding will used to hire a non-profit consultant specializing in arts to develop a strategic plans. The plan would include expansion of the SBFB mission and message to underserved youth in our service area; those for whom a classical dance education, and the experience of training and performing within a diverse cohort of mutually supportive and energized fellow students would be transformative.	<b>\$18,000</b>	<b>\$2,000</b>
<b>SB Historical Museum</b> Funds will go to expand free and low-cost programming by 30% through collaboration with other institutions, and additional events that will attract a diverse audience. This will include the additon of a "Hiking Though History" program and creation of "La Noche del Museo," a free evening music/dancing series.	<b>\$18,000</b>	<b>\$1,500</b>
<b>SB Maritime Museum</b> Funds help support our lecture series featuring special guest speakers presenting on maritime experiences. Shorts-term goals are to continue to offer our unique lectures on a monthly basis and make online recordings available. Long-term goals are to develop an on-going educational enrichment series offered to local community.	<b>\$5,000</b>	<b>\$1,500</b>
<b>SB Master Chorale</b> Grant funds will be used to: 1) Advertise in new venues to increase audience numbers and diversity. 2) Advertise in additional venues to increase Chorale membership. 3) Hire a coach to tutor singers in good vocal techniques.	<b>\$3,000</b>	<b>\$2,000</b>
<b>SB Symphony Orchestra</b> Grant funding will be used to work towards The Symphony's vision to stabilize cash flows to move from survival to an era of growth. The Symphony has developed a clear vision for the organization's long-term fiscal health. The Symphony is goint to restructure capitalization strategies to build a robust annual fund providing unrestricted support.	<b>\$18,000</b>	<b>\$2,000</b>

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<p><b>SlingShot Alpha Art Forum</b></p> <p>Slingshot will support artist with intellectual disabilities increase sales, and promote their work through regular gallery openings and partnerships in 2017 through the use of social media, electronic mail, postal mail, and press releases. SlingShot will enrich their online presence and sales. In addition, SlingShot will track sales, maintain inventory, and safeguard public benefits for the artists.</p>	<b>\$12,000</b>	<b>\$4,000</b>
<p><b>Speaking of Stories</b></p> <p>Grant funds will support Word Up workshops, staff salaries and increased marketing efforts. The goal of this grant is to reach new audiences through education programs and performance programs. Increased marketing efforts will help expand audience attendance strengthening future efforts and fundraising activities.</p>	<b>\$10,000</b>	<b>\$8,000</b>
<p><b>State Street Ballet</b></p> <p>Grant funding will be used to increase outreach initiatives in Santa Barbara. Specifically grant funds will be used to: deepen audience engagement, expand collaborations, and expand new outreach initiatives program such as "Library Dances" for high school students, Professional Track, and Summer Intensives for emerging dancers (13-18).</p>	<b>\$15,000</b>	<b>\$3,000</b>
<p><b>Teen Star</b></p> <p>Grant funding was awarded for production of the Teen Star Competition finale at the Arlington Theater and for the new Teen Dance Star Competition at the Lobero Theatre. Funds will also be used for additional arts programming, scholarships for dancers, seminars, workshops, instructive feedback, professional mentors and opportunities to perform at large events throughout the year.</p>	<b>\$12,000</b>	<b>\$3,000</b>
<p><b>The Arts Fund</b></p> <p>Grant funding will go towards the program director's salary and hiring a part time grant writer/administrator through mid-2017. The goal will be to improve marketing and fund raising money in order to grow awareness of our core programs in Santa Barbara, including the Funk Zone (FZ) Art Walk, FZ Public Art Program, Community Gallery, Guest Curator Program, and Teen Arts Mentorship.</p>	<b>\$18,000</b>	<b>\$4,500</b>
<p><b>TVSB</b></p> <p>Funding was requested for "The Art of Documentary Film Intensive," a new initiative launching in Fall 2016. This program guides a diverse cohort of 12 participants through an intensive program to each create a documentary on the topic of their choice.</p>	<b>\$15,000</b>	<b>\$0</b>