

GETTING ART CONTRACTS WORKSHOPS SUMMARY AND RESOURCES
November 5, 2016 and October 7, 2017



Amy McBride – Tacoma Office of Arts & Cultural Vitality

- Apply for as many opportunities as you can, you may not get it but you are still getting on people's radars
- Artists of color, take the knowledge you gain from this workshop and share it with your communities
- Let us know the types of opportunities and workshops you want and need
- Sign up to get emails from different arts organizations so you receive notices when new opportunities for artists are released

Opportunities:

- **Tacoma Artist Initiative Program**, applications available every other year (December). \$2,500 in funding to Tacoma artists working in any art form to create new work and share with public
- **Tacoma Murals Roster**, applications available approximately every other year depending on funding. Paid opportunities to lead and assist in the design and painting murals in Tacoma
- **Tacoma Studio Tour**, applications available every year (May). Open your studio to the public one weekend in October as part of Tacoma Arts Month and receive free promotion
- **Arts Projects**, applications available every year (October). \$1,000 - \$5,000 in funding to organizations for community-based arts projects and events
- **Tacoma Poet Laureate**, application available every other year (January). Paid position for poet to actively advance Tacoma's literary community through readings, performances, workshops, presentations, publications and special projects.
- **Tacoma Arts Month**, submit events every year (August). Free promotion of any arts events happening in Tacoma in October
- Be a panelist on a committee that reviews and selects applications for various art opportunities. Email rebecca.solverson@cityoftacoma.org or nstrom-avila@cityoftacoma.org if interested

- [Subscribe to our free notification list](#) and you will get an email each time the City of Tacoma releases a new opportunity.
- Follow the [Tacoma Arts Commission on Facebook](#). We post all opportunities to our page
- Subscribe to the [TacomaArt Listserv](#). The TacomaArt listserv is a two-way email list where subscribers receive and can post information regarding upcoming events, calls to artists, grant opportunities, live/work space info, and jobs in the arts. The list reaches 1200+ artists, arts organizations, and art lovers.

Artist Trust – Katy Hannigan, Artist Liaison

- Artist Trust is focused on serving individual artists in Washington State through 8 funding programs. Funding is usually very flexible and can be used for anything
- There are opportunities for all art forms and media
- Currently they are focused on supporting more artists outside of King County, so now is the perfect time for Tacoma artists to apply

Opportunities:

- [Grants for Artists Projects](#)
- [Fellowships](#)
- [Conductive Garboil Grant](#)
- [Artists Up Grant LAB](#)
- [Twining Humber Awards](#)
- [Arts Innovator Awards](#)
- [James W. Ray Venture Project Awards](#)
- [James W. Ray Distinguished Artist Award](#)
- [The Millay Colony for the Arts Residencies](#), recipients chosen from Fellowship applications
- [Centrum Residency](#), recipients chosen from Grants For Artist Projects applications
- [Gar LaSalle Storyteller Award in Fiction](#)
- Artist Trust Auction, a call to artists to submit work goes out annually in the fall
- [Artist Trust Office Hours](#), Artist Trust staff help anyone that comes with their funding applications and give feedback
- [Artist Trust Happy Hour](#), meet and network with grant recipients and staff
- Workshops on a range of professional development topics are also offered regularly, and they have many online resources in their [Creative Career Center](#)
- Check [Artist Trust's Opportunities Page](#) for lots of local, national, and international artist opportunities
- Check and post to [Artist Trust's Events Page](#) for free promotion of statewide arts event

Centro Latino – Susanne Marten, Board of Directors Chair

- Centro Latino has an annual summer art show for Latinx artists with monetary awards for best artworks, and they would like more Tacoma artists to apply
- They also host networking events, and have free space available for meetings or events

Opportunities:

- [Latin Arts Juried Art Show](#), applications are due in July

CultureShock Collective – Clarissa Gines and Rose Mathison, Co-founders

- The CultureShock Collective is working to bridge the gap between artists of color and arts opportunities in Tacoma, through exhibitions, providing spaces, and advocacy

Opportunities:

- Attend their exhibition High Blood on **Nov. 17, 2016** at Spaceworks Gallery
- Check the [CultureShock Collective website](#) for future opportunities as they arise

Spaceworks Tacoma – Gabriel Brown, Marketing and Artscapes Coordinator

- Spaceworks has been activating vacant spaces in Tacoma for 6 years by matching artists and creative entrepreneurs to sites and through intensive training programs
- They recently opened Spaceworks Gallery and will be accepting exhibition proposals soon

Opportunities:

- [Artscapes](#), \$500-\$1,000 to create an art installation in an empty storefront window or a mural in downtown Tacoma. Applications will be usually available in January
- [Creative Enterprise Program](#), provides training and a free space for 6 months for small businesses and entrepreneurs
- [Special Projects](#), free space provided for temporary projects of all sorts, from 1 night to 6 months
- [Spaceworks Gallery](#), apply to use the gallery to put on an exhibition Downtown
- To stay up to date on upcoming opportunities make sure to [follow the Spaceworks blog](#) or [subscribe to the monthly Spaceworks newsletter](#)

The Greater Tacoma Community Foundation – Holy Chea, Program Officer

- The Greater Tacoma Community Foundation supports individuals through Spark Grants, and especially values youth involvement in proposed projects

Opportunities:

- [Spark Grants](#), \$1,500 to individuals for projects in Pierce County. Applications accepted twice a year

Lettuce 253 – Monique Smith, Founder

- Lettuce 253 seeks to showcase Tacoma through the arts

Opportunities:

- [Showcased Artists](#), artists are paid to paint/create live and sell artwork for a 3 hour duration at Lettuce events, contact Monique if you are interested or apply online

Artist Panel Takeaways from 11/5/16:

Ryan Feddersen – ryanfeddersen.com

Christopher Paul Jordan – cargocollective.com/chrisssjordan

Satpreet Kahlon – satpreetkahlon.com

Kenji Stoll – cargocollective.com/yokenji

- A lot of opportunities come from rejection, you may not get everything you apply for but it exposes people to your work and they may approach you for projects later
- Applying for various artist rosters also helps expose new people to your work
- Share opportunities with people around you and with your communities, don't treat them as competition, but create a supportive network of artists
- Collaborating with artists outside of your medium is great for building your portfolio and becoming more competitive for applications outside of your field
- Art is a tool for healing and empowerment, especially for communities of color
- Word of mouth is powerful, and the art world is very interconnected, especially in Tacoma
- Document everything! Good documentation leads to future opportunities
- Make a good impression, follow through
- Take community engagement seriously and advocate for what the community truly wants in public projects
- Websites are very important, people need to be able to find you online
- Keep your website updated and start a regular newsletter
- When you promote yourself as an artist be honest about your rejections not just accomplishments. Promote the work of others
- Working with curators and getting feedback on your art can be great, especially if the curator shares a similar mission
- Curators may also need your help and expertise, especially if they are from outside of your community, recommend other artists to them
- Don't be intimidated by curators and arts professionals
- There are grants available for all art forms, do some research and reach out to arts organizations for recommendations
- Find artists that you respect, or that are where you want to be in your career in the future, and go to their resume or cv on their website to see what programs or opportunities they participated in to get where they are
- If you are creating opportunities for artists of color, simplify the applications, design programs for people who are in the earliest stages of their career or youth, don't ask for as many extraneous supporting materials like resumes and references
- Create opportunities for youth and people of color coming out of high school to access funding and channel them into the art world
- Trust artists, don't tokenize
- Tap into existing networks in communities of colors to spread word about opportunities or to find artists

Artist Panel Takeaways from 10/7/17:

Christopher Paul Jordan – cargocollective.com/chrisssjordan

Kenji Stoll – cargocollective.com/yokenji

- When applying to a portable artworks purchase don't price anything below \$200, value your artwork and the time you spent on it
- Artwork for the Eastside purchase call does not have to relate to the Eastside directly, and artists don't have to live in the Eastside but should have some cultural or historical connection to the neighborhood
- Submit your strongest work for purchase, and don't try to change your work, be authentic
- In your bio and statement, write like you are talking to a smart 9th grader. Bios are usually in 3rd person and list some major accomplishments along with information about you as a person; it's a narrative version of your resume highlights. An artist statement is usually written in 1st person and is more about you as an artist, the work you make, and why you make it.
- Contact organizations in advance of the deadline with questions, or ask them to give you feedback on your materials before you submit them
- Artwork images should be well-lit and cropped-in so you just see the artwork. You can even take good artwork pictures with a smart phone in natural light (to get the truest colors). Make sure your lens is clean and take pictures around noon to get the best light quality.
- Artists can have input on framing or request special displays for purchased artworks
- If your work isn't selected for a call don't take it personally, every process is different and usually different people are on the selection panels
- Always ask for feedback after not being selected
- Build your network by serving on selection panels, plus it is helpful to see how the process works from the inside
- Give jurors enough information about you in your application materials so they can advocate for you in the process
- Just go for it, try to get 100 rejections a year, by applying to so many things you are creating an increased probability that you will get some of them
- Create a goal list of all the places and opportunities that you want to apply to

Audience Questions and Responses 11/5/16:

- Are there issues with having awards from different organizations at the same time?
 - No, generally people like to see that you are active and applying to other opportunities
- My work is controversial, can I still receive funding?
 - Yes, many arts organizations are interested in political and topical subject matter, but this depends on a case by case basis
 - Always apply with your best work, don't try to vanilla it down

Audience Feedback on Barriers 10/7/17:

- I have to work full time to make money to support myself, which doesn't leave me with extra time to make art or extra money to invest in supplies

- Make opportunities more accessible and inclusive, especially in diverse neighborhoods like the Eastside, for instance translate calls into different languages, recognize the Puyallup Tribe more, share information through different channels
- It is difficult to even know what is happening in Tacoma, I only found out about this event because it was posted to a POC group on Facebook
- I'm not a computer person but everything is online now
- Written applications can be a challenge for some, maybe try accepting oral applications as well
- Completing budget forms is also a challenge, don't ask for them or provide workshops or resources on how to complete them, and also on how to create/follow them when you do actually get a contract
- Don't forget to pay yourself when you do get an arts contract, not all the money should go towards supplies
- It is hard to know which calls are worth applying to, applying to everything and dealing with many rejections can be exhausting, and the application process can take a lot of time and money for calls requiring entry fees
- I need access to affordable art materials and tools, is there a way that swap meets, trades, or discounts can be organized locally?
 - The **Tacoma Tool Library** has pay-what-you-will tool rentals
- It is difficult to balance my needs for time and space with limited resources, I have safety concerns with my home studio and would prefer to work outside of my house but can't afford it
- The City's Arts Office should have booths at local art events, like the McKinley Street Fair and National Night Out, and should connect with the Neighborhood Council groups
- I need technology to make my art but it is so expensive
 - The main branch of the **Tacoma Public Library** lends out cameras, software, and other equipment for free to anyone with a library card
- The City and other agencies should host more events outside of Downtown, for instance in venues on the Eastside like the First Creek Middle School, the Incubator, and the Eastside Community Center when it opens
- It would also be great for the City to fund or organize transportation for kids in the outer neighborhoods to take trips downtown to see the cultural institutions there
- Payments from the City needs to be timely, waiting till after projects are complete to invoice is an issue and material costs at least need to be covered in advanced, and waiting net 30 from invoice to actually receive payment is too long – 23 out of 30 attendees said waiting 30 days to receive payment was an accessibility issue for them
 - Advocate for yourself and always ask because otherwise we don't know you need help
- Young people, under the age of 18, should also have access to opportunities

Ideas for Future Workshops Collected from Audience 11/5/17:

- Idea and information exchange between traditional artists trying to do more digital stuff and digital artists trying to do more traditional stuff
- Workshop on building a website

- Marketing workshops (social media)
- Connecting with stores to sell work (or online)
- Workshop “social media for artists” and how effective is it
- Workshop on photographing paintings
- Collaborative workshop/discussions of possible collaborations to produce interdisciplinary projects and/or network
- Opportunities for critiques, feedback from rejection and acceptance to shows or applications, discuss work with other artists
- Make opportunities like this during non-standard work hours
- Examples of winning presentations for submissions
- Meetings/workshop to exchange ideas for art or art collaborations
- Online opportunities as opposed to gallery opportunities
- Workshop on budgets and filling out budget forms
- Have workshops in Midland and other places outside of Downtown

Local Arts Resources:

- Artist Trust, artisttrust.org
- Artists Up, artistsup.org
- ArtsWA, artswa.org
- Asia Pacific Cultural Center, asiapacificculturalcenter.org/artist
- Centro Latino, clatino.org
- CultureShock Collective, thecultureshockcollective.com
- 4Culture, 4culture.org
- Fab-5, fab-5.org
- Grand Cinema’s Youth Film Camps and Clubs (scholarships available), grandcinema.com/tacoma-film-camp/
- Greater Tacoma Community Foundation, gtcf.org
- Lettuce 253, lettuce253.com
- Regional Arts & Culture Council, racc.org
- Seattle Office of Arts & Culture, seattle.gov/arts
- Spaceworks Tacoma, spaceworkstacoma.com
- Tacoma Tool Library, tacomatoollibrary.com
- Tacoma Public Library’s Digital Media Lab, tacomalibrary.org/faq/digital-media-labs/
- Write253, write253.com
- Potlatch Fund, potlatchfund.org, and the Evergreen Longhouse, evergreen.edu/longhouse, Eighth Generation, eighthgeneration.com, (for Native artists)
- Additionally, websites like callforentry.org and submittable.com post hundreds of national calls to artists in a searchable format online