



**HORIZONS**  
our LGBTQ foundation

# Community Issues 2020 Request for Proposals Performance Arts Grants

Proposal Deadline: Monday, December 21, 2020 by 11AM

Horizons Foundation  
550 Montgomery Street, Suite 700  
San Francisco, CA 94111  
(t) 415.398.2333 (f) 415.398.4733  
[www.horizonsfoundation.org](http://www.horizonsfoundation.org)

# Table of Contents

2020 Community Issues Performance Arts Grants Request for Proposals (RFP)	
Timeline.....	3
Eligibility.....	3
Funding Priorities .....	4
Additional Funding Considerations .....	5
Application Process .....	6
Application Guidelines .....	7
Grant Proposal Checklist.....	12
Delivery Instructions.....	13

## HOW TO APPLY WEBINARS

Horizons will be hosting a How to Apply webinar, which will give you an opportunity to walk through the proposal preparation, granting process, and ask any questions you may have.

- **Wednesday, December 2 from 12:00 p.m. to 1:00 p.m.**

If you are unable to attend any of these webinars and have questions about this year's grant process or your organization's proposal, please do not hesitate to contact Horizons' staff. The workshops will be recorded and made available should you wish to view them. You may contact Nikole Pagan, Program Officer at [grants@horizonsfoundation.org](mailto:grants@horizonsfoundation.org)

# 2020 Community Issues Performance Arts Grants Request for Proposals (RFP)

Horizons Foundation, a philanthropic social justice organization, serves the lesbian, gay, bisexual, and transgender community throughout the Bay Area and beyond by supporting nonprofit organizations and increasing the financial resources available to the LGBTQ community. In keeping with this mission, Horizons announces our 2020 Community Issues Performance Arts grants, which are made possible through the support of philanthropic partners.

Our goal in this RFP is to explain as fully and clearly as possible what is needed to apply and what goes into grantmaking decisions. We realize that, as a result, this RFP itself is extensive, and are keenly aware of the time involved in preparing grant applications. Accordingly, we have done our best to streamline the application itself wherever possible, while still gathering sufficient information to allow the community panel that reviews the applications to make informed recommendations.

If any aspect of the RFP is unclear, please join us for one of the “How to Apply” webinar (see previous page) or contact us directly. **We encourage all first-time applicants to attend a webinar as well as make an appointment for a telephone conference with Horizons’ staff to talk about your project.** We also welcome your feedback on the RFP and any other aspect of the Community Issues process.

## **Deadline**

The deadline for the electronic application submission is Monday, December 21, 2019 by 11 AM.

## Eligibility

**Please note that an organization may submit only one proposal for a Community Issues Performance Arts grant.**

To be eligible for a 2020 Community Issues Performance Arts grant, your organization must:

- Be a nonprofit, 501(c)(3) organization, or provide documentation that the organization is fiscally sponsored by an organization that has 501(c)(3) status.
- Be either:
  1. An LGBTQ-primary organization (defined as an organization whose mission includes the LGBTQ population as the primary focus of the work; whose staff and board predominantly reflect the LGBTQ community; and which primarily serves LGBTQ people) focused on performance arts;
  2. A non-LGBTQ-primary organization seeking funding for an LGBTQ-specific performance arts program/project; or
  3. An LGBTQ artist seeking funding for an LGBTQ-specific performance art piece that is fiscally sponsored by a 501c3 nonprofit

- Have a current annual budget of \$250,000 or less. Priority will be given to organizations or programs/projects with annual budgets of \$150,000 or less.
- Request support for an organization or program/project within one or more of these counties: Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, Sonoma. **Priority will be given to applicants outside of San Francisco, Oakland, or Berkeley.**
- Have submitted a final report and financial accounting for any past grant(s) that are due. (Please note if you received a Community Issues grant in 2019 your grant report will be due December 15).
- Address all sections of the proposal.

**Please note that the following are not eligible for support:**

- Requests for work other than Performance Arts
- Requests for costs incurred prior to the date of the grant award
- Requests from government agencies
- Requests for capital support, including construction and renovation
- Fundraising event sponsorship
- Projects that directly benefit an individual (filmmaking is considered a collaborative art and is therefore eligible)

**Awards**

The maximum Community Issues grant award is \$10,000.

**Funding Priorities**

To help target our funding and achieve greater impact for the LGBTQ community Horizons Foundation has established funding priorities. The priority areas that we are focusing on in 2020 are shown below.

Priority Area	Description
Creating policy, advocacy, and systems change	Organized efforts to effect change in government or private institutions and to educate leaders and others about LGBTQ issues.
Securing equality for LGBTQ people	Strategic work to serve and protect the civil and human rights of LGBTQ people within legal systems and institutions.
Supporting the equality, health, and empowerment of lesbian, bisexual, and transgender women	Organizations or projects that address health disparities and/or provide programs to engage and empower LBT women in society.

Priority Area	Description
Achieving racial equity and full participation of people of color in the LGBTQ community	Organizations or projects that are based in, and focused on, the issues and needs of LGBTQ people of color, and/or that address the legacy of racial inequity, and/or that create bridges between people of color communities and non-people of color LGBTQ communities.
Meeting the challenges of the aging LGBTQ population	Organizations or projects that promote healthy aging among LGBTQ elders and improve programs and services for our growing LGBTQ elder population.
Leadership development	Projects that address the needs of LGBTQ leaders primarily within the context of an organization's larger strategic project addressing capacity building.

Most arts organizations/projects will often fall under the more general priority “Securing equality for LGBTQ people, but you may select an additional priority. Please select no more than two priorities (including Securing Equality)”

**Additional Funding Considerations**

- **Horizons will give significant priority to LGBTQ-primary organizations as defined above.** Exceptions will be made on a limited basis. Horizons has great regard for non-LGBTQ organizations that serve LGBTQ people, and this should not be construed as diminishing their contributions. Non-LGBTQ-primary organizations with LGBTQ-focused programs/projects are encouraged to schedule call with staff if they are considering applying.
- With the ongoing COVID-19 pandemic, limitations to gathering sizes, and social distancing requirements, we know organizations and artists engaged in performance arts are exploring new avenues to produce and showcase their work. **Horizons looks favorably on proposals that offer new and innovative ways to produce and present performance arts works during the COVID-19 Pandemic.**
- Organizations and projects that are organized by, and work on behalf of, underserved segments of the LGBTQ community (including ethnicity, race, age, gender, gender identity, and physical and mental ability) will also be viewed positively in our considerations.
- Horizons will also give special consideration to programs that have limited appeal to traditional funding sources.
- We will give additional priority to organizations that are not currently receiving significant funds from other grantmaking programs within the foundation.

## **Application Process**

All applications are reviewed by Horizons' program staff and then by a diverse community panel. The panel makes recommendations to Horizons Foundation's Board of Directors.

Please complete all required materials. You can download the RFP at [horizonsfoundation.org](http://horizonsfoundation.org). Do not send a cover letter, letters of reference, or any attachments not specifically requested in this RFP. Our goal is to minimize the pressure on applicants to produce voluminous proposals.

Please note the submission deadline in order to have your application considered for funding.

- **The deadline for the electronic application submission is Monday, December 21, 2020 by 11 AM.**

1. Download the grant application from Horizons' website and save it to your hard drive with the following name:  
“insert your organization name 2020 CI application” for example –  
“LGBTQ Inc. 2020 CI application”
2. You can use Adobe Acrobat or Adobe Reader to fill in the grant application. If you do not have Adobe Reader - get the free latest version of Adobe Reader from: <http://www.adobe.com/go/reader>
3. Click the attachment to open the grant application in Acrobat or Adobe Reader. Do not fill the application online, but first save it to your hard drive (see step 1. one above).

**For Apple users – make sure you are not filling the application in the Preview PDF application provided by Apple.** Filling the application in Apple's Preview does not work for this application. Instead, follow instructions to download Adobe Acrobat Reader DC for Mac OS for your browser type from: <https://helpx.adobe.com/acrobat/kb/install-reader-dc-mac-os.html>

4. Once the file is open, make sure to click the button titled “Highlight Existing Fields” to see the text boxes where you will enter the necessary information. This button can be found in the right hand corner of the tool bar.
5. You do not have to complete the application all at once – remember to save your changes every time you close the application.
6. When you have completed the application, remember to save the application. **IMPORTANT: Do not click on the “Submit Form” button in the right corner of the tool bar.** Instead, email the application to Horizons as an attachment. **Please do not print and scan the application to send, instead please send the PDF file you created on your computer.**
7. Email the application as an attachment to [Grants@horizonsfoundation.org](mailto:Grants@horizonsfoundation.org). In the email subject line, please type “insert your organization name 2020 CI application”.

# Application Guidelines

**Very important: please do not alter the application form.** Making changes to the application form will not make it possible for Horizons to process your application. Enter all information in the text boxes provided.

If you decide to copy and paste part of the application, e.g., mission statement or your narrative from a Word document into the text fields in the Community Issues Application PDF, please be aware that the text boxes have specific capacity and are not linked across pages. What this means is that any text pasted in a text box that exceeds the capacity of a particular text box will not show and will get cut off, thus it will not show in the print copies of your application.

For further information, please see the Grant Proposal Checklist on page 13 of this document.

## 1c. Demographic Summary

Please fill out the demographic data to the best of your ability. Please fill out all columns A – D. If you are an LGBTQ specific organization seeking general operating support, please also enter the data from Column C into Column D.

**Only enter whole numbers between 0 and 100 in columns A, B, C, and D. Remove any commas, decimals, symbols, or letter characters. Do not enter N/A (not applicable), instead leave the field empty.**

Make sure that Geographical Areas Served totals add up to 100%.

## 2. Proposal Narrative

Your narrative should be no more than three pages (using at least 12-point font). Shorter narratives are welcome. If you decide to copy and paste your narrative from a Word document into the narrative text fields in the Community Issues Application PDF, please be aware that the three narrative pages are not linked. What this means is that any text pasted in a text box that exceeds the capacity of a particular text box will not show and will get cut off.

**Please address all the items in your narrative that are listed below.**

**Panelists are instructed to score each section of the narrative:**

- Organizational Background (10 points)
- Purpose of Request and Anticipated Results (25 points)
- Evaluation and Results (20 points)
- Three Compelling reasons (15 points)

Panelists will also provide scores for overall Impact (20 points) and Budget (10 points) for a total of up to 100 points.



## **Proposal Narrative Questions for Performance Arts**

**LGBTQ Organizations or Projects:** performance arts can include dance, theater, choral, music, etc.

### **Artist/Organizational Background**

- Succinctly describe the artist/organization's history, mission, overall goals and/or objectives.
- Describe current programs and activities. Please note any major achievements of the past three years.
- Describe the principal population your organization serves.

### **Purpose of Request and Anticipated Results**

- Please put your work in the cultural/artistic context of LGBTQ/Queer Arts: describe the content and style of your programs or project; how the work fits into history of the arts and/or the LGBTQ community; how the organization or project was developed; who the audience might be, previous work; who is involved in developing/creating the work
- Address new and innovative ways to produce and present performance arts works during the COVID-19 Pandemic limitations to gathering sizes, and social distancing requirements.
- If this organization or project is intended to reach a population historically and/or currently underserved by arts programming, please describe the target audience.

### **Evaluation and Results**

- Discuss the anticipated results (outputs and/or outcomes) at the end of the grant period. Explain how the activities directly and/or indirectly address the issue or need and support achievement of these results.
- Indicate what information will be collected to measure and demonstrate success and/or challenges.

### **Three Compelling reasons**

- State the three most compelling reasons for Horizons Foundation to award a Community Issues grant to your organization.

**Note:** Along with your application, please submit a sample of your work. Limit any written sample to no more than 10 pages and visual or audio sample to no more than 5 minutes. See instructions on page 14.

## 4a., 4b., and 4c. Financial and Budget Sheets (and Optional – Budget Notes)

The budget information is needed to ensure that Horizons and the community panel have adequate information about applicant organizations' finances. If you have additional information that will help clarify any of your figures, please include a separate sheet.



All applicants should fill out the [Organizational Financial Sheet](#) except arts applicants that are **not** independent organizations (such as film projects).

In addition, the following applicants should fill out the [Project Budget Sheet](#):

- Non-LGBTQ organizations with LGBTQ projects (should fill out both budgets)

For the Fiscal Period, please indicate whether your financial information is based on a calendar year (January to December) or a fiscal year with a different beginning and ending month.

Budget notes, if necessary, can be entered in the Optional – Budget Notes form. Please use numbered notes to reference the budget form (4a. or 4b.) and the corresponding budget item, for example “form 4a. item 13”. Please describe your plans if you are operating in a deficit and explain any figures that are not self-explanatory, for example: any significant increase/decrease from one year to the next, the nature of in-kind contributions, pending grant proposals, or other specifics that might help the panel review your proposal.

If you have a fiscal sponsor, the fiscal information provided should relate to your organization, NOT your fiscal sponsor.

## A Final Word

We look forward to receiving your proposal and hearing about your work and your goals. If you have any questions, please do not hesitate to contact Horizons’ staff. Please send any inquiries to [grants@horizonsfoundation.org](mailto:grants@horizonsfoundation.org).

Thank you for your interest in applying for a 2020 Community Issues grant—and for all the work your organization does for the LGBTQ community.

# Grant Proposal Checklist

This checklist is provided for your convenience only, to help you ensure that the proposal you email is complete. **Please do not include this checklist with your proposal.**

All applicants must submit their application electronically to Horizons by 11:00 AM on Monday, December 21, 2020. Electronic submission is done by emailing the completed application PDF as an attachment to [grants@horizonsfoundation.org](mailto:grants@horizonsfoundation.org).

**We regret that incomplete proposals cannot be considered.** All applicants must include all required parts of the application as email attachments.

Please include the following documents in their email application:

- \_\_\_ **1a. Organization Summary (this should be the first page of your application, please do not submit a cover page)**
- \_\_\_ **1b. Request Summary**
- \_\_\_ **1c. Demographic Summary (all applicants please fill out completely)**
- \_\_\_ **2. Proposal Narrative (no more than three pages, minimum 12-point font)**
- \_\_\_ **3. Update on 2019 Funding (if applicable).**
- \_\_\_ **4a. Organization Financial Information Sheet** – Required for proposals from both LGBTQ- and non-LGBTQ-primary organizations except for art applicants that are not independent organizations (for example, film projects). Also note that this is **not** the budget for your fiscal sponsor (if applicable)
- \_\_\_ **4b. Project Budget** – Required for proposals from non-LGBTQ-primary organizations; LGBTQ-primary organizations with budgets > \$1 million; and arts applicants that are not independent organizations.
- \_\_\_ **4c. Optional – Budget Notes (if applicable).**
- \_\_\_ **5. List of board members (if applicable)** for your organization (not your fiscal sponsor), including their affiliations. Arts projects without a governing board of directors should list other individuals involved in the project, including their affiliations.
- \_\_\_ **6. Work Sample**  
*Visual or Audio works:* We do not accept hardcopies of CDs/DVDs. We are asking applicants to upload a three to five minute work sample(s) by creating a YouTube channel (see instructions below) or Vimeo. Please include the link and password if applicable to the YouTube or Vimeo channel. Note that Horizons' community review panel and staff will limit their review of digital content to no more than five minutes of any sample submitted regardless of the number of samples submitted per application  
*Written works:* Include samples under 10 pages (typewritten and double-sided) with the copies of your proposal – not electronically

## Instructions for Arts Work Sample

We do not accept hardcopies of CDs/DVDs. We ask that applicants upload three to five minute work sample(s) by creating a YouTube channel (see instructions below) or Vimeo channel. Please include the link to the YouTube or Vimeo channel in your application. Note that if you provide more than one sample, Horizons' community review panel and staff will limit their review of digital content to no more than five minutes of any sample(s) submitted.

**Instructions for YouTube:** Submit your 3 to 5 minute digital work sample(s) by uploading them to YouTube, according to the following instructions. Note that your digital work sample need not be viewable (or searchable) by anyone other than Horizons Foundation. In order to upload, you must have a Google or YouTube account in good standing. If you have a Gmail account, then you have a Google account.

- A) Go to [www.youtube.com](http://www.youtube.com)
- B) Click "upload" next to the search window
- C) If you don't have a channel, it will prompt you to create one. This is where the video will be published.
- D) You will then see a page that says "select files to upload"
- E) **IMPORTANT: If you'd like to keep your video from being visible to the public and searchable by users, select "unlisted" in the privacy drop-down menu. Only those who have a direct link to your video will be able to view it. DO NOT select "private."**
- F) To upload, click on the large arrow icon in the middle of the page, then choose the file on your computer that you want to upload.
- G) Once your video is uploaded, you can add a title and any description you'd like.
- H) Copy the link above the video, and include it in your Horizons application

**Instructions for Vimeo:** follow the instructions for uploading to Vimeo at <https://help.vimeo.com/hc/en-us/articles/229838988-Preparing-to-upload>

## Delivery Instructions

Please note the submission deadline in order to have your application considered for funding.

- The deadline for application submission is Monday, December, 21, 2020 by 11 AM. Email your application, along with your supporting documents as one PDF as separate attachments to [grants@horizonsfoundation.org](mailto:grants@horizonsfoundation.org).