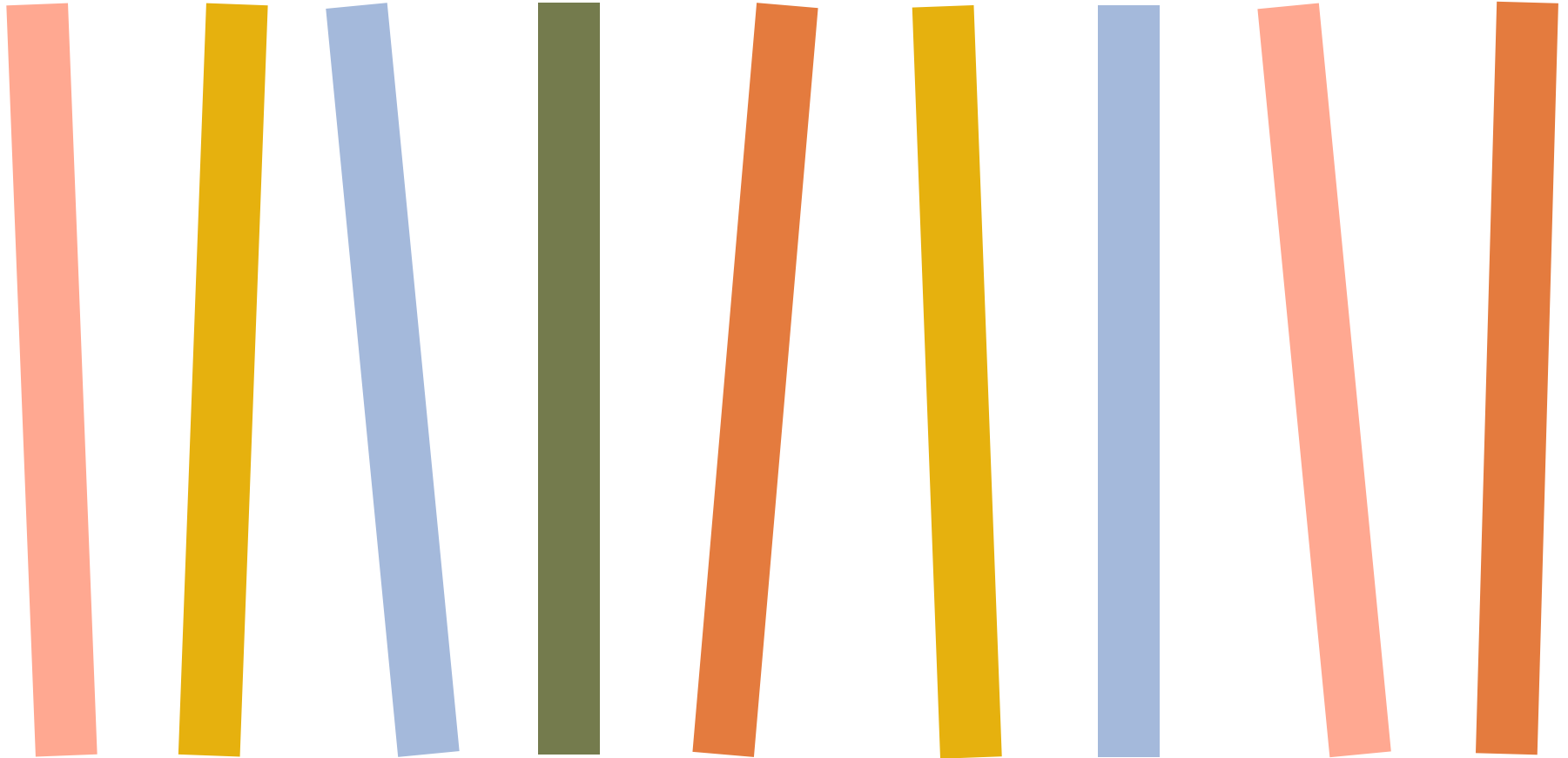


FISCAL YEAR 20 ANNUAL REPORT
JULY 2019 - JUNE 2020



/INTERSECT/ON
FOR THE ARTS

MISSION

Provide people in arts and culture with resources to grow.

ABOUT

Intersection for the Arts is a bedrock Bay Area arts nonprofit that's dedicated to helping artists grow. Through vital resources, including fiscal sponsorship, low-cost coworking and event space, and professional development programs, we empower people to continue creating, thinking big, and taking weird and wonderful risks.

We believe art and culture are necessary elements of wellbeing. That's why we serve people working in the arts—from artists to educators to administrators to funders.

We take the stance that artists should be at the top of the systems that were originally created to support their work. Art institutions would not exist but for artists' creativity, sweat, blood, tears, and enormously generous hearts. We support those who take matters into their own capable hands and make their own opportunities. We stand by artists every day in their efforts to make our communities better, healthier, more exciting and dynamic places to live our lives.



From the Director

Sorry we're late. Something came up.

It feels very strange to be writing about Fiscal Year 20 (July 1, 2019 - June 30, 2020) a year after it closed. It just doesn't seem real, somehow. Could we have possibly started it out optimistic and roaring with energy? We did. But that feels like a lifetime ago. So much has changed. For all of us.

Human beings are resourceful and adaptable. The artists we support are no exception. After all, the creative process is a constant improvisation. So is responding to a global pandemic. As new information comes in the artist is informed in new ways and adjusts. Yes, there was a lot lost due to the shutdown; performances that never happened, gallery shows canceled, classrooms shuttered. So in addition to fearing for our very lives we dealt with sometimes crushing disappointment. But, being adaptable we rallied in unexpected and inspiring ways. We shifted to the virtual space, learning new tools and expressing ourselves in new forms. What was lost is still being measured - so is what was gained.

This report is a snapshot of two time periods. One is a comprehensive look at the fiscal year that began with hope and the initial months of challenges. The other is the still developing portrait of the fiscal year that just ended, the one spent almost entirely in the new reality. As you'll see, through it all we carried on. We made things happen. Art survived. And it was more important than ever.

Randy Rollison, Executive Director



PEOPLE

We're a passionate team of artists helping artists. In FY 20, we gained 3 staff members: Allison Snopek, Scott Nielsen, and Amy Kweskin. Since the close of FY 20, Liana Mier has joined our team as Administrative Assistant and Krista Smith has come on as our Grant Specialist, while our beloved Space Director, Daniel Harvey has left his position at Intersection.

Staff

Randy Rollison
Executive Director

Allison Snopek
Deputy Director

Scott Nielsen
Finance Director

Amy Kweskin
Director of Professional Development

Jae Tioseco
Administrative Director

Izzy Parlamis
Communications Director

Liana Mier
Administrative Assistant

Christopher Sadler
Bookkeeper

Krista Smith
Grant Specialist

Adjunct

Amro Radwan
Shake Technologies
IT Lead

Board

as of June 2021

Scott R Flicker
Chair

Pavan Singh
Vice-Chair/Chair Elect

Norman Shih
Secretary

Helen Gong
Treasurer

Chelsea Samuel
Public Member

Grace Liu
Public Member

Sheri Lucas
Public Member

Marla Betsch
Public Member

Arjo Mozumder
Public Member

Wenqi Shao
Public Member

April McGill
Artist Member

Maddy Clifford
Artist Member

Randy Rollison
Member



Our immense gratitude to Daniel Harvey for his work as our Space Director!

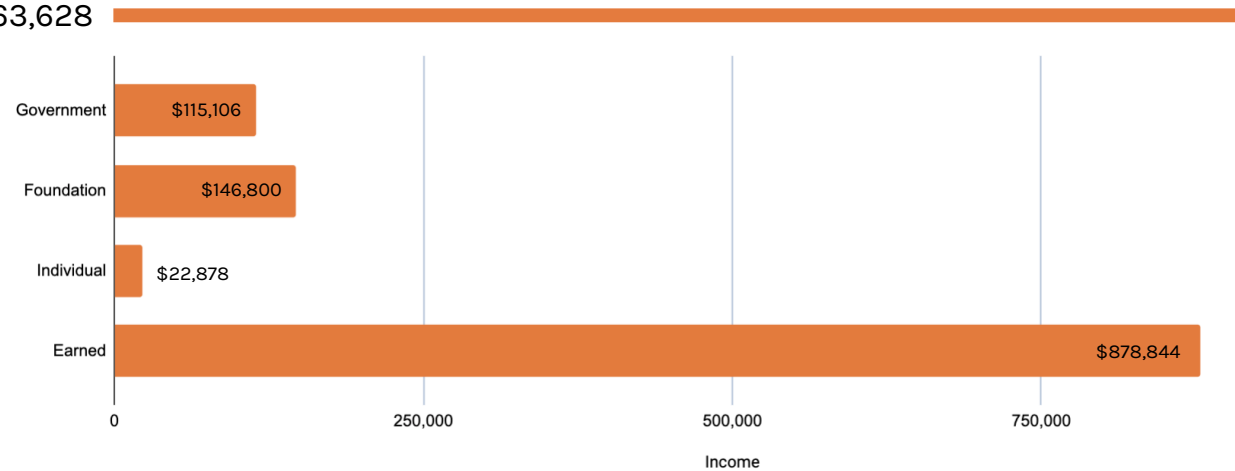
Daniel started with Intersection when we lived at the Chronicle building and managed our rapid relocation to our current coworking office at 1446 Market, where he made us a home and filled it with life and creativity. When the pandemic hit, Daniel leaped into motion, ensuring our space was safe for our members when reopening rolled around and updating all the meeting rooms with video conferencing software. We are so grateful for all of the work he has done to make Intersection a welcoming and creative space for artists and cultural workers.

CORE PROGRAMS

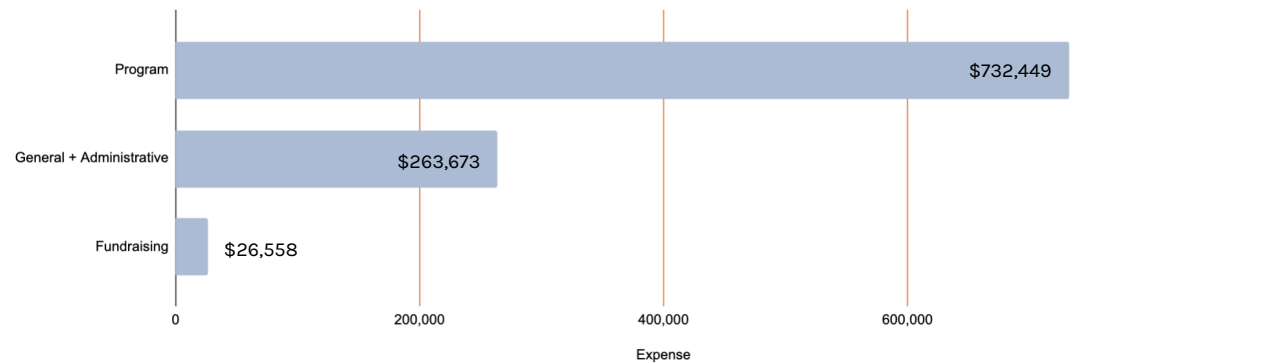
MONEY

Intersection's core programs include fiscal sponsorship for over 170 artists and arts organizations, professional development workshops and programs, and our space program that provides low-cost coworking and event rentals for arts and cultural organizations.

Total Income: \$1,163,628



Total Expense: \$1,022,680



FISCAL SPONSORSHIP PROGRAM

We fiscally sponsor over 170 projects in 9 counties of the Bay Area. Our members work across many disciplines, from visual art to performance to arts education and advocacy. In FY 20, we welcomed 36 new projects.

NEW PROJECTS

AfroSolo Theatre Company
ARTS FOR MORE
Arts Los Altos
Benicia Chamber Players
Butterfly Effect
Deborah Levoy
Douglas Holmes
DrawTogether
Driven Arts Collective
Fault Radio
FUSE
Gold Beams
House of Gongs / Gongster's Paradise
Independent Musicians Alliance
Indeterminate Form
Jesse Schlesinger & Masayo Funakoshi
Lame Deer Stories
Marigold Project
MC Arts and Culture

Michael Warr
Movement Podcast
Music is First!
Play On Words
Ploi Pirapokin
Poets Reading the News
Reimagining Business Models in the
Arts (RBMA)
RhythmALlogy
Round Weather
Safety Net Fund
San Francisco Art Book Fair
Sub Rosa Sound
Tahitian Cultural Center (Tanera'i i
Ni'a)
Take Shape
Tech in the Tenderloin
The Dynamic Miss Faye Carol
Voices of the Community

Our fiscally sponsored members have access to a wealth of resources. We offer free grant reviews, expense tracking and monthly account statements, online fundraising capability, tax acknowledgement letters, discounted coaching and consulting, member rates for workshops, and funding opportunities.



FISCAL SPONSORSHIP PROGRAM

2020 fundamentally changed the way we gather, protest, celebrate, mourn, create, and enjoy. Our artist community showed up to provide healing, make connections, ignite discussions, and challenge status quo—responding to real-time changes and challenges. They helped get out the vote, fought for justice and equity, offered healing and meaningful reflection as fires burned across our state, and they served as second responders to a pandemic that left our communities thirsty for connection and culture.

2020 MEMBER HIGHLIGHTS



PAINT THE VOID

Matched local artists with boarded up storefronts to create murals in the void left behind by COVID-19.



AMERICAN INDIAN CULTURAL CENTER

Worked to establish the American Indian Cultural District in San Francisco, which on March 31, 2020 was unanimously passed by the SF Board of Supervisors.



SAFETY NET FUND

Provided grants to Bay Area artists who lost income due to COVID-19. They distributed over \$630,000 in 2020.



RED POPPY ART HOUSE

Moved their community arts initiative—Mission Arts and Performance Project (MAPP)—online, virtually hosting musicians, poets, artists, and more.



INDEPENDENT MUSICIANS ALLIANCE

Created Safe Place to Play, a free play/rehearsal space for up to 8 musicians with COVID-19 safety protocols in place.



DRAWTOGETHER

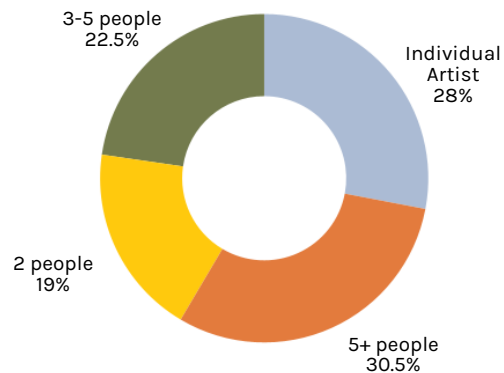
New York Times bestselling illustrator, Wendy MacNaughton started #DrawTogether, a virtual drawing class for kids!

FISCAL SPONSORSHIP PROGRAM

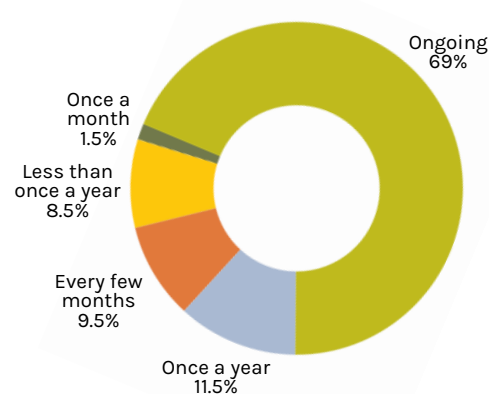
PROJECT INFORMATION

Our projects work across many disciplines—from visual arts to performance to arts education and advocacy—and vary in size and frequency of programming.

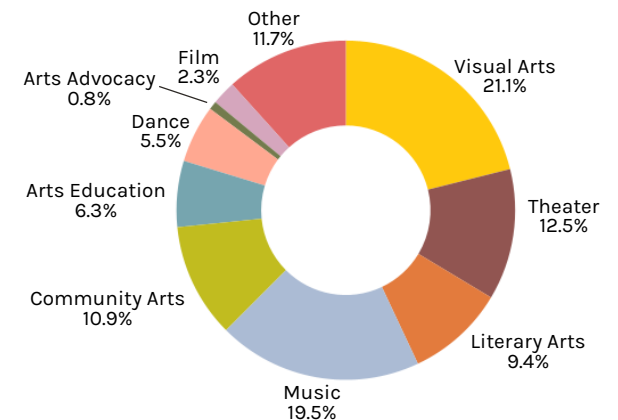
Size



Program frequency



Discipline



In FY 20, the work of our members reached 3,853,930 people across the Bay Area, nationally, and internationally.

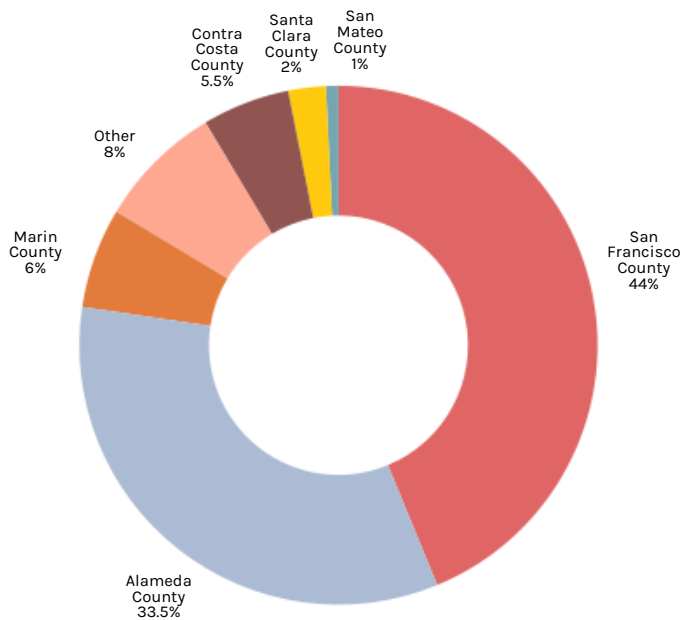
Shoutout to our member Movement Podcast whose monthly feature on PRX's The World reaches 2.5 million listeners! Movement tells stories of human migration through music, hosted by Ethiopian-American singer Meklit Hadero.

FISCAL SPONSORSHIP PROGRAM

MEMBER GEOGRAPHIC INFORMATION

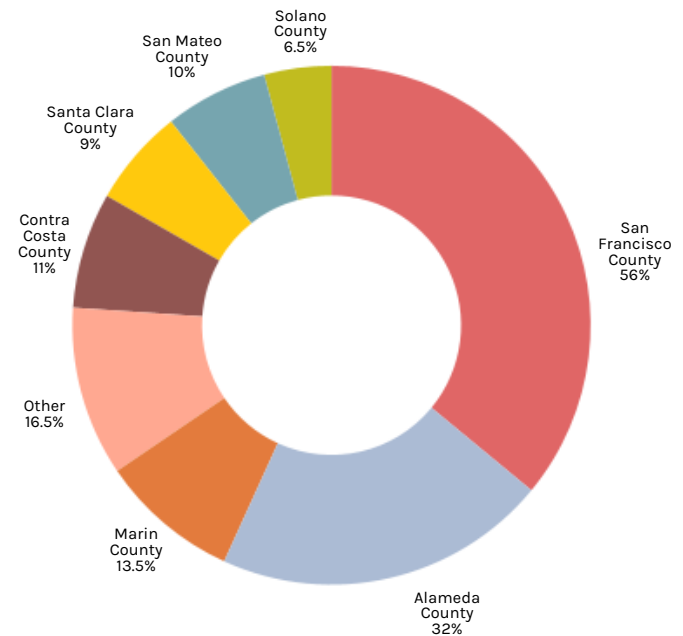
Our projects are physically located in 9 counties across the Bay Area. Their human counterparts live across the Bay Area as well. Below, you'll see where our members live vs. where their work takes place.

Our members live in:



NOTE: "Other" includes Solano, Sonoma, Napa, and Santa Cruz Counties as well as locations nationally and internationally.

Our members make work in:



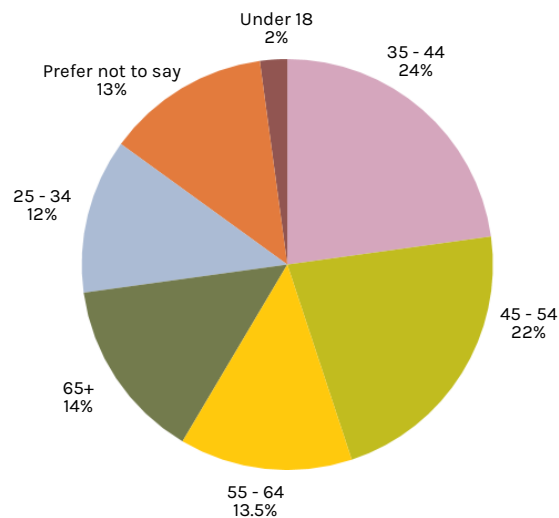
NOTE: Multiple answers were recorded.

FISCAL SPONSORSHIP PROGRAM

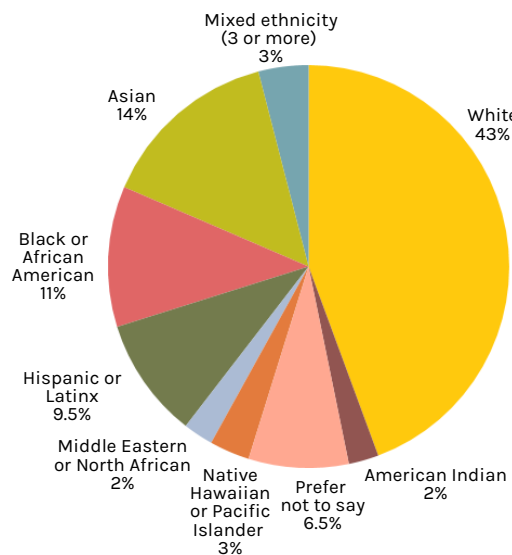
MEMBER DEMOGRAPHIC INFORMATION

Intersection for the Arts serves artists, arts administrators, cultural workers, and nonprofit workers from diverse backgrounds and communities. Our members come from many cultures, range in age from 12 to 70 years old, and identify across diverse categories of race, gender identity and expression, religion, ability, national origin, and sexual orientation.

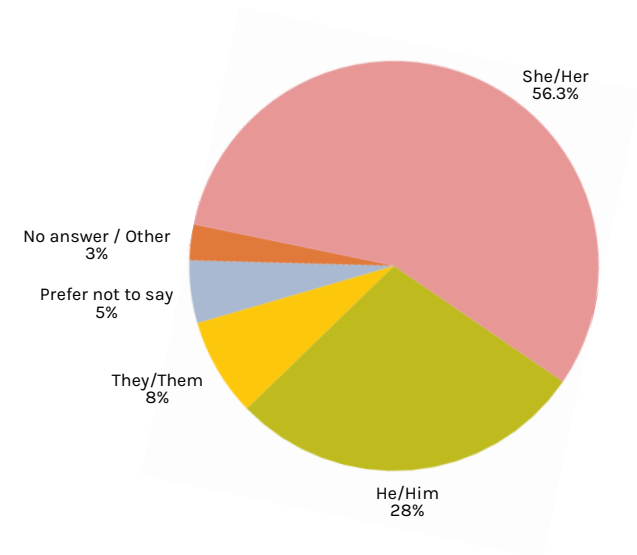
Age



Ethnicity



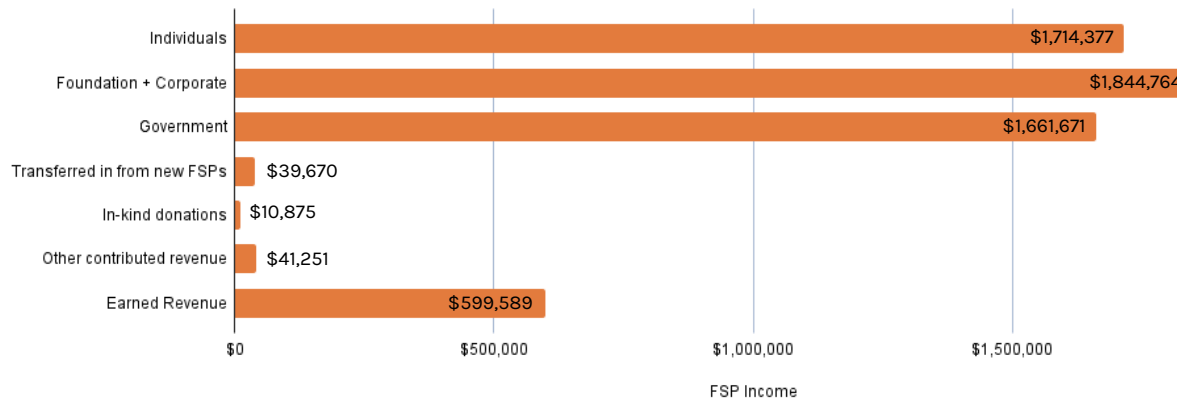
Pronouns



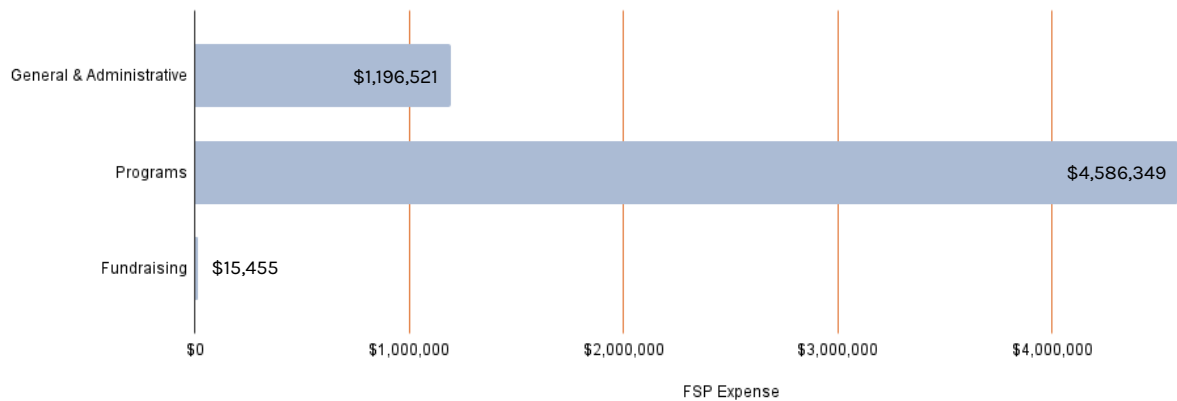
FISCAL SPONSORSHIP PROGRAM

MONEY

FSP Total Income: \$5,912,197



FSP Total Expense: \$5,798,325



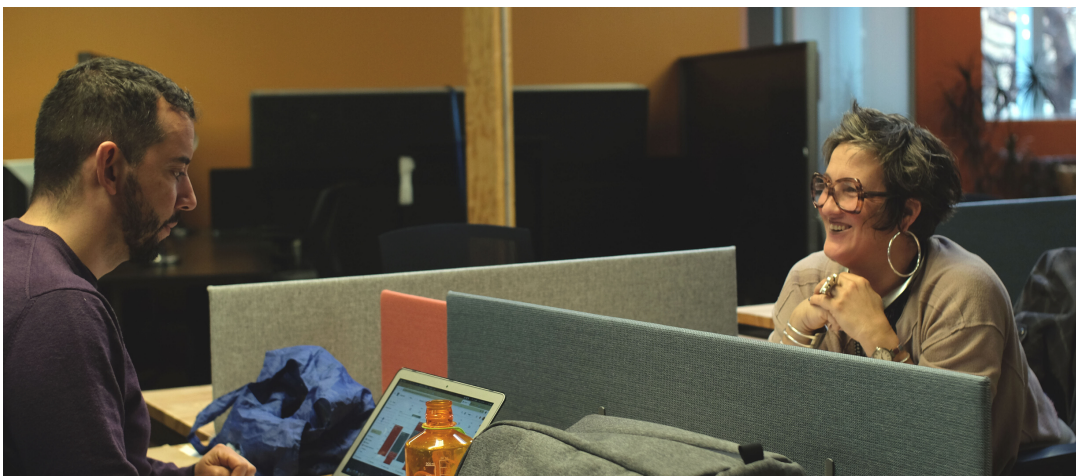
Many of our projects kept in touch with their communities, donors, and funders throughout the pandemic by producing virtual or outdoor programming.

20+ member projects received funds from specific COVID relief grants, totaling \$200,000+ in revenue. Additionally, in light of the pandemic, many funders issued additional grants or amendments to existing grantees. Many funders also loosened their parameters or shifted their focus to general operating support.

SPACE PROGRAM

We provide workspace for people in arts, culture, and the nonprofit sector to connect and thrive.

We've planted our roots here on Market Street. We moved into our space at the end of FY 19 and spent FY 20 settling in and getting grounded. We're proud to be home to so many folks doing work to make our communities better, more connected, and exciting places to live our lives.



"... a supportive and productive atmosphere."

"Intersection has been a wonderful new home base for SF Youth Theatre. Its beautiful design, welcoming staff and 24 hour access makes it such a pleasant and efficient place to work. I especially enjoy working alongside other like-minded arts organizations. We are all working towards the same goal, which creates a supportive and productive atmosphere."

— Emily Klion, San Francisco Youth Theatre



**60+ ACTIVE COWORKING
MEMBERS REPRESENTING
16 ORGANIZATIONS**

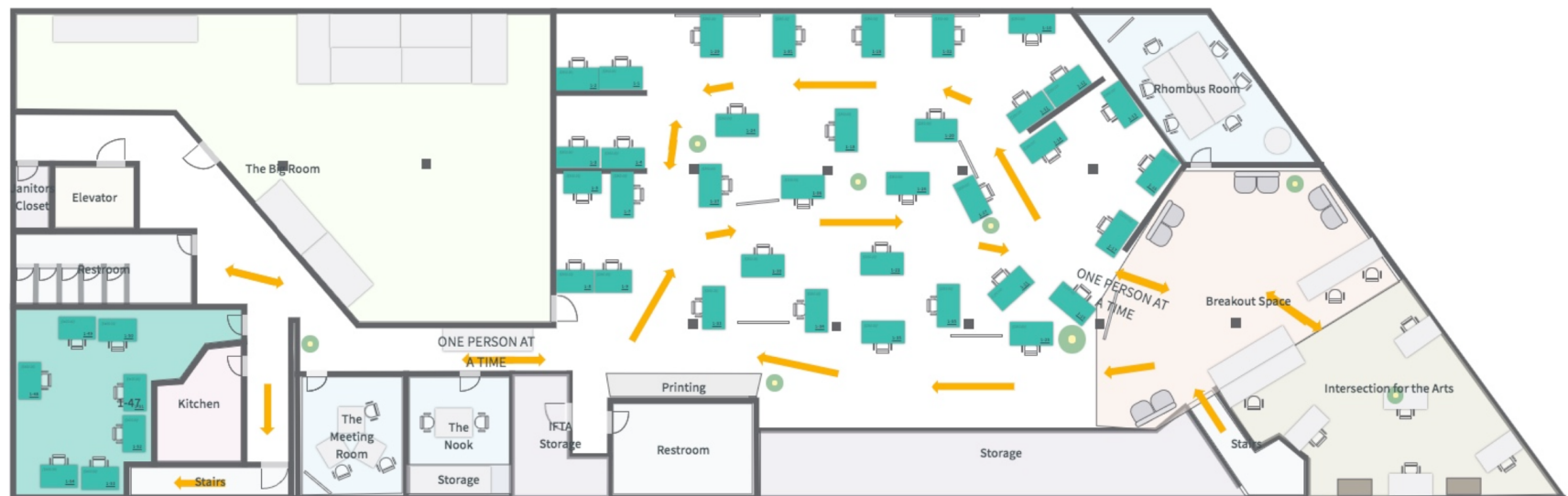
American Indian Film
Festival
Arts Ed Matters
Center for Cultural
Innovation
Community Initiatives
Divine Creative Studio
Epiphany Dance Theatre
FoolsFURY Theatre
Global Exchange
Intermusic SF
Radar Productions
RAWdance
San Francisco Youth Theatre
SF Jazz
Women's Audio Mission
Yerba Buena Alliance
Youth Speaks

SPACE PROGRAM

IMPACT OF COVID-19

In March 2020 our coworking office closed for an indefinite period of time due to the pandemic. After months of redefining the space and monitoring city guidelines, we reopened to existing coworking members with safety regulations, reconfigured desks to allow for social distancing, designated flows of movement through the space, improved ventilation and air flow, and lots and lots of hand sanitizer. We also updated all of our meeting rooms with Zoom conferencing equipment to accommodate increased desire for virtual connection in our new normal.

MOVING THROUGH THE SPACE





PROFESSIONAL DEVELOPMENT PROGRAM

Our Professional Development Program comprises three main offerings for artists and cultural workers: skill-building workshops, coaching & consulting, and interactive programs.

WORKSHOPS

Our skill-building workshops are designed to give artists, arts administrators, and cultural workers the tools to grow their creative practice or arts venture.

[SEE ALL WORKSHOPS](#)

COACHING & CONSULTING

One-on-one help for our fiscally sponsored projects with expert coaches and consultants.

[LEARN MORE](#)

Intersection's coaching and consulting program is a discounted one-hour session where our coaches give our fiscally sponsored projects one-on-one advice based on their needs. Coaching topics include fundraising, staff management, workshop facilitation, and more.

PROGRAMS

THE ACCELERATOR: An 8-week program that teaches the business side of creative work.

[LEARN MORE](#)

ARTS FINANCE TRAINING PROGRAM: **NEW IN FY 21!** A 5-week program to train artists, arts workers, and cultural practitioners in the basics of bookkeeping for an arts nonprofit, from financial literacy, to reporting, to software.

[LEARN MORE](#)

PROFESSIONAL DEVELOPMENT PROGRAM

THE ACCELERATOR

The Accelerator program helps artists and arts professionals build business models for their creative projects through hands-on classes, group counseling, and individual coaching sessions. We graduated 21 students in FY 20.

CALIFORNIA COLLEGE OF THE ARTS (CCA) CCA SPARKS



CCA Sparks is a program for undergraduate and graduate students at California College of the Arts (CCA), designed to support the creation of new business ventures through experiential learning, skill-building, and mentorship, culminating in a pitch event.

NOTE: In FY 21 we moved our Accelerator online. As of July 2021 we have trained and additional 29 artists and cultural workers virtually and replicated our program for San Francisco Grants for the Arts and Arts Council Santa Cruz County.

MILLS COLLEGE THE BUSINESS OF BEING AN ARTIST



"The Business of Being an Artist" is a Mills College course in which undergraduate and graduate students created a business plan for their arts venture. Curriculum is based on developing the artists' individual pathway to reach their career goals.



IN FY 20 WE BROUGHT OUR
ACCELERATOR PROGRAM TO
CALIFORNIA COLLEGE OF THE ARTS
(CCA) AND MILLS COLLEGE

"... more encouraged and motivated than ever before."

"The Accelerator provided a platform to share my arts business with others in a collaborative cohort. Getting feedback from fellow arts practitioners and entrepreneurs was empowering. A lot of best practices were demystified for me. I'm left feeling more encouraged and motivated than ever before!"

— Evan Johnson, Accelerator 2020 Graduate

PROFESSIONAL DEVELOPMENT PROGRAM

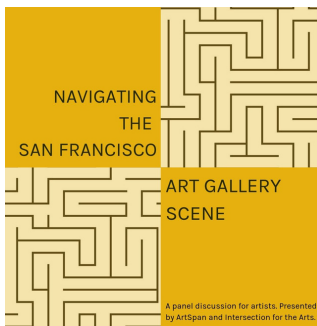
WORKSHOPS

Intersection offers various workshops that teach the business side of creative work. We boost skills in grantwriting, budgeting, filing your taxes as an artist, and more.



IN FY 20 WE TRAINED 700+ ARTISTS AND CULTURAL WORKERS IN OUR WORKSHOPS.

AT THE END OF FY 20, WE MOVED ALL OF OUR WORKSHOPS ONLINE, ALLOWING US TO REACH A BROADER GROUP OF ARTS WORKERS.



GRANTS FOR THE ARTS WORKSHOPS

We partnered with Grants for the Arts to host a free series of workshops specifically focused on applying for Grants for the Arts' General Operating Support Grant.

ARTS COMMUNITY SUPPORT CIRCLES

March - December 2020: Intersection offered virtual support circles for artists, arts administrators and cultural workers seeking connection and a path forward during the pandemic.

FY 20 HIGHLIGHTS

36 new fiscally sponsored projects

29 skill-building workshops hosted

718 enrollments in our workshops for artists
& cultural workers

21 artists & cultural workers graduated from
our Accelerator

18 virtual Arts Community Support Circles

A NOTE ABOUT FY 21 (JULY 2020 - JUNE 2021)

Since the end of FY20, there's been a lot of movement at Intersection to respond to challenges and opportunities as they arise in the world. We founded a staff committee dedicated to assessing our programs for inclusion, diversity, accessibility, and equity (IDEA), we moved our professional development programming to virtual formats, we've continued the project of coming into compliance with AB 5, and we launched our new Arts Finance Training Program.

NEW PROJECTS FY 21

ArteMISSf
Arts of Point Richmond
Ballet22
Bay Area Emerging Museum Professionals
Calling Up Justice
Culture and Community in California
DanceFAR
Developing Environments
Forest Tales
HydeFM
In Unison Podcast
Journal Building Artist Collective
Kunoichi Productions
Live Music for Detained Immigrants
Mad One Media
Meron Hadero
Our Own Mythology
Paint the Void
Paufve Dance
Performance Primers
Revive The Night
Synaesthesia Collective
Zoo Labs

23

new fiscally sponsored projects

39

skill-building workshops hosted

1,370

enrollments in our workshops
for artists & cultural workers

29

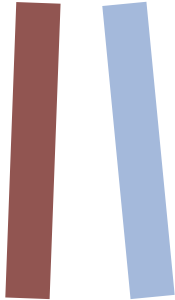
artists & cultural workers graduated
from our Accelerator

10

virtual Arts Community Support Circles

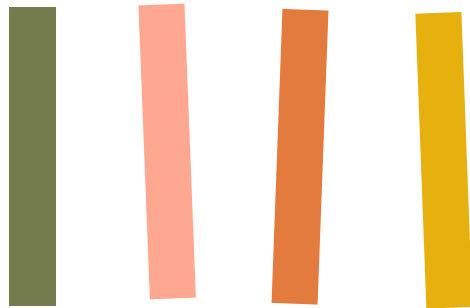

4

bookkeepers trained in our new 5-week
Arts Finance Training Program




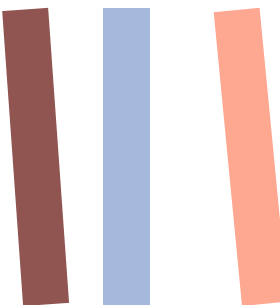
"We are extremely appreciative of Intersection's administrative support. That's our primary need. Neither of us has a background in nonprofit management, and we both have other jobs that support us personally, apart from the budget that Intersection helps us raise and manage that serves our community of users. Without Intersection's administrative support I doubt we could function."

— Megan Prelinger, Prelinger Library




"I adore working with IFTA. I couldn't do my job without you, and I feel so incredibly well supported."

- Anna Smith, The Quinan Street Project



"I really appreciate everyone on the IFTA team, who work so hard in what I think are often 'unsung hero' roles. The admin work that IFTA does is incredibly valuable to us, and I'm so grateful to the team for their dedication and professionalism."

- Margaret McCarthy, San Francisco Neo-Futurists



OVER 170 FISCALLY SPONSORED PROJECTS!

ARTS ADVOCACY

ArtHouse
Arts Education Alliance of the Bay Area
ARTS FOR MORE
Arts Los Altos
Bay Area Emerging Museum Professionals
Calling Up Justice
Developing Environments
Diamond Wave
Emerging Arts Professionals/SFBA
Pazala
Safety Net Fund
Saint Francis Homelessness Challenge
The Butterfly Effect

ARTS EDUCATION

Art Practical
DrawTogether
Indigenous Women's Arts & Wellness Circle
Jazz Education Ensemble
Mi Cultura Art Project
Music IS First!
Spotlight Projects
StageWrite
Tech in the Tenderloin
The Beat Within
The Quinan Street Project
The Tahitian Cultural Center (Tanera'i i Ni'a)
The Viewfinders Initiative
Urban Youth Ambassadors Cultural Exchange
Yardtime Literary Project

AUDIO + BROADCAST

Fault Radio
HydeFM
Mad One Media
Movement Podcast
Voices of the Community

COMMUNITY ARTS

3rd Space Lab
A Secret History of American River People
American Indian Community Cultural Center
Art for Civil Discourse
ArteMISSf
Book and Wheel Works
Bring Your Own Queer
Chinese Whispers
Gold Beams
Indeterminate Form
Marigold Project
MC Arts & Culture
Michael Warr
Our Own Mythology
Paint The Void
Performance Primers
Please Touch Community Garden
Sub Rosa Sound
Walls of Hope
Zoo Labs

DANCE

Ballet22
Carolina Lugo and Carole Acuna's Ballet Flamenco
DanceFAR
Dancing Earth Bay Area
Driven Arts Collective
Nemanzo Te Fare/Heiva
Pau'fe Dance
STEAMROLLER
Urban Jazz Dance Company

FILM

Cinema Italia SF
Lame Deer Stories
SF Urban Film Fest
SF89
Stoop Cinema

LITERARY ARTS

Bare Life Review
Books and Dolls for All
Diasporic Vietnamese Artist Network
Lyzette Wanzer Projects
Maddy Clifford Projects
Mandeep Sethi
Meron Hadero
Music for Change
Play on Words
Poets Reading the News
Robyn Carter
San Francisco Art Book Fair
San Francisco Zine Fest
SF Arts Monthly
Sidebrow
Swedish Literature Appreciation Society
Take Shape
WRITE NOW! SF Bay

MUSIC

Alphabet Rockers
Awesöme Orchestra Collective
Baldocchi Projects
Bay Area Gospel Music Weekend
Benicia Chamber Players
Berkeley Dulcimer Gathering
Blues Is A Woman
BoomShake Music
Deborah Levo
House of Gongs
Independent Musicians Alliance
Irish American Crossroads
Jazz in the Neighborhood
Lili Weckler/Unhinge
Linda Bouchard Multi-Media Projects
Loving Janis
Meklit Hadero
Neighborhood Performance Project
Oakhella
POTO
RC Howell Music

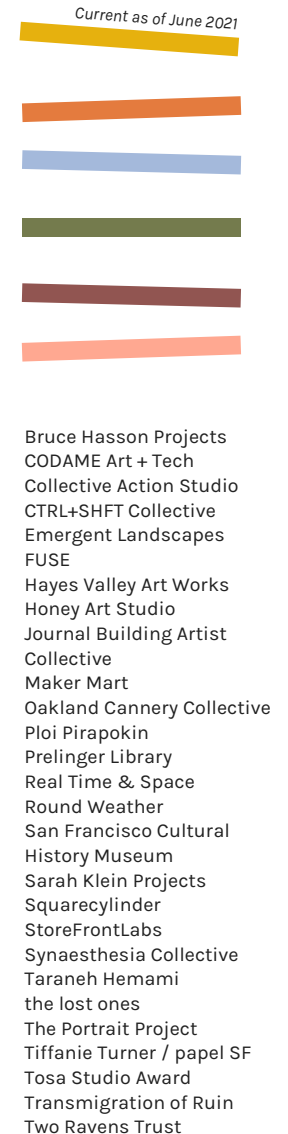
Red Poppy Art House
Revive The Night
RhythmALlogy
Symphonia Caritas
The Dynamic Miss Faye Carol
Undercover Presents

THEATER

Aaron Davidman Projects
AfroSolo Theatre Company
Antic in a Drain
Bay Area Women's Theatre Festival
Bella Union Theatre Company
Big Moves
Campo Santo
Colored Ink
Eugenie Chan Theater Projects
Ferocious Lotus Theatre Company
Forest Tales
Impossible Thing Productions
Julie Queen Film & Performance
Kairos Theatre Ensemble
Kunoichi Productions
Living Word Project
MoveAbout Theatre Company
Mugwumpin
Notoriety Variety
Queer Rebel Productions
Rapid Descent Physical
Performance Company
San Francisco Neo-Futurists
Stage to Screen
Star Finch Projects
THIS TIME ONLY, IN THREE PARTS

VISUAL ARTS

&Art&
Adele Shaw
ArtCare
ArtSavesLives Studio and Gallery
Arts of Point Richmond
B4BEL4B Gallery



Supporting artists in the Bay Area since 1965.

*Intersection for the Arts respectfully
acknowledges that we are based in
Yelamu: the traditional, unceded lands
of the Ohlone people*

1446 Market Street, San Francisco, 94102
(415) 626-2787
www.theintersection.org

/INTERSECTION
FOR THE ARTS

Thank you to our funders!

