From the Director

Our member community is composed of artist entrepreneurs who are not waiting for someone else to offer them an opportunity. They are self-starters who want to make things happen in their communities—working outside the traditional structures, providing opportunities for others, and creating works from, by, and for their communities, however they define them. Our members offer a broad range of programming in theatres, galleries, schools, detention and correctional facilities, homeless camps, parks and other non-traditional venues. Aggregated data from our annual member survey revealed that nearly 700,000 people participate in these programs.

We’re happy to report that Fiscal Year 19 (7/1/18-6/30/19) was another record breaking year. We served the largest cohort of member projects in our history through fiscal sponsorship, with our artists working in 9 counties across the region, statewide, nationally and internationally. With the move to our new, expanded facility on Market Street, we’re able to provide more subsidized space for arts and culture organizations in the heart of San Francisco. The work we do daily to support the projects in our membership constantly reminds us of the many ways in which the arts are a critical part of our lives.

The FY 19 Annual Report gives you just a snapshot of our work and the activities and makeup of our membership. Of course if you’d like to find out more we hope you’ll reach out to us.

All the best from all of us at Intersection,

Randy Rollison, Executive Director
PEOPLE

We're a passionate team of artists helping artists. Since the close of FY 19, we've gained 3 new staff members: Allison Snopek, Scott Nielsen, and Amy Kweskin.

Current Board

Scott R Flicker  Chair  
Kari Harsel Gray  Vice Chair  
Pavan Singh  Treasurer  
Julie Briden  Secretary  
Grace Liu  Public Member  
Andy Wang  Public Member  
Helen Gong  Public Member  
Mimi Tsai  Public Member  
Norman Shih  Public Member  
Marla Betsch  Public Member  
Arjo Mozumder  Public Member  
Wenqi Shao  Public Member  
April McGill  Artist Member  
Maddy Clifford  Artist Member  
Michael Orange  Artist Member  
Renee Baldocchi  Artist Member

Current Staff

Randy Rollison  Executive Director  
Allison Snopek  Director of Artist Services  
Amy Kweskin  Director of Professional Development  
Daniel Harvey  Space Program Director  
Scott Nielsen  Finance Director  
Jae Tioseco  Administrative Manager  
Izzy Parlamis  Communications Manager  
Christopher Sadler  Bookkeeper  
Kevin Seaman  Grant Specialist  
Amro Radwan  Shake Technologies  IT Lead

Many thanks Nora Grant and Tania Butterworth for their work with us in FY 19!

Nora was the creative mastermind behind Intersection's new brand and Tania served our artists passionately for 3 years and led the major process of migrating our CRM systems.
MONEY

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

Total Income: $856,397

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government</td>
<td>$86,940</td>
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<tr>
<td>Foundation</td>
<td>$45,250</td>
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<tr>
<td>Individual Donors</td>
<td>$16,447</td>
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<tr>
<td>Earned</td>
<td>$684,360</td>
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Total Expense: $935,563

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Programs</td>
<td>$611,827</td>
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<tr>
<td>General + Administrative</td>
<td>$262,852</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$60,884</td>
</tr>
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</table>

In FY 19 the board approved a planned deficit budget in order to invest in the new facility, increase staff, and implement new technology.
FISCAL SPONSORSHIP PROGRAM

We fiscally sponsor over 160 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 2019, we welcomed 32 new projects.

PROJECT INFORMATION

Discipline

- Visual Arts: 22.5%
- Theater: 16%
- Literary Arts: 14%
- Music: 14%
- Community Arts: 13%
- Dance: 7%
- Arts Education: 8%
- Arts Advocacy: 3%
- Film: 2%

Program frequency

- Ongoing: 65%
- Annually: 18%
- Monthly: 1.5%
- Every few years: 12.5%
- Every few months: 3%
- Annually: 18%

Size

- Individual Artist: 39.5%
- 2 people: 15.5%
- 3-5 people: 14%
- 5+ people: 31%

Location

- San Francisco County: 60.5%
- Alameda County: 12.5%
- Other: 27%

*Other includes: Contra Costa, Marin, Sacramento, San Mateo, Santa Clara, Santa Cruz, Solano, Yolo Counties and Colombia, India, Japan, and Hungary
FISCAL SPONSORSHIP PROGRAM

MEMBER DEMOGRAPHIC INFORMATION

Ethnicity
- White: 41%
- Asian: 17.5%
- Black or African American: 8%
- Hispanic or Latinx: 6%
- Middle Eastern or North African: 3.5%
- Native Hawaiian or Pacific Islander: 6%
- Prefer not to say: 10%
- American Indian: 8%

Pronouns
- She/Her: 63.5%
- He/Him: 24%
- They/Them: 8%
- Other: 4.5%
- Prefer not to say: 10%

Age
- Under 18: 6%
- 25 - 34: 11.5%
- 35 - 44: 24%
- 45 - 54: 23.5%
- 55 - 64: 12.5%
- 65+: 12.5%
- Prefer not to say: 10%
- Under 18: 6%
Our members ended FY19 with a net profit of $413,934.
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.

**INTERSECT SF**
We provide financial support to Intersection members who are crafting art and cultural experiences that are open to the public and take place in San Francisco.

**WRITERS IN SALESFORCE PARK**
A series of events in Salesforce Park that invite people to interact with the literary arts and local writers through readings and workshops presented by our members.

**COACHING PROGRAM**
Our coaches are available to provide one-on-one help with fundraising, management, budgeting, business model planning, event production, and more.

We're growing our arts coaching offerings. In 2019, we added 3 new coaches to our program.
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. After over a year in our new home, we are grounded and prepared to continue growing our space as a vibrant artist resource center.

80+ ACTIVE COWORKING MEMBERS REPRESENTING 22+ ORGANIZATIONS

About-Face
American Indian Film Institute
Arts Education Alliance of the Bay Area
Arts Ed Matters
Artsightful – Amy Kweskin
Center for Cultural Innovation
Community Initiatives
Divine Creative Studio
Epiphany Dance Theater
Eugenie Chan Theater Projects
FoolsFURY Theater Company
Global Exchange
Intermusic SF
LEVYdance
Radar Productions
RAWdance
SFJAZZ
San Francisco Youth Theatre
Shake Technologies
Women’s Audio Mission
Yerba Buena Alliance
Youth Speaks

Current as of Feb 2020

"... 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
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. Intersection graduated 21 students this year.

WHAT NOW

A free pilot program helping art school graduates transition from school-life to artist-life. What Now brings artists together to develop a community of support, practice self-care, build a life-work-art balance, identify funding sources, and build a professional network.

CCA SPARKS

A new program for undergraduate and graduate students at California College of the Arts (CCA), launched in the Spring of 2020, designed to support the creation of new business ventures through experiential learning, skill-building, and mentorship. Plus, a chance to win prize money.

THE BUSINESS OF BEING AN ARTIST

A Mills College course in which undergraduate and graduate students create a business plan for their arts venture. Curriculum is based on developing the artists’ individual pathway to reach their career goals. Sessions feature guest speakers who share their personal journeys.
PROFESSIONAL DEVELOPMENT PROGRAM

Intersection offers various workshops that teach the business side of creative work. We boost skills in grantwriting, budgeting, and more.

POPULAR WORKSHOPS

GRANTS FOR THE ARTS WORKSHOP SERIES

We partnered with Grants for the Arts to host a free series of workshops specifically focused on giving folks the tools to present a competitive grant application for Grants for the Arts' General Operating Support Grant.
“IFTA has been like a magic genie that lives in my laptop. Whenever I have a question about next steps to take in my career or about taxes or grants—Boom! Intersection sends out information about a workshop or a list of opportunities that address my needs. As a playwright emerging into a new stage in my career, Intersection provides invaluable advice, direction, and mentorship.”

— Star Finch

"Intersection for the Arts has been instrumental in helping me to structure my sole proprietorship. They have facilitated multiple successful grant applications, supported an important live event, and lightened my administrative role, helping me to focus on the creative work that only I can do."

— Meklit Hadero

"Doing this work can be very isolating. Often times, I am the only artist in a community collaboration, and I feel that nobody understands my practice. Intersection is my back-up, my support, the people who "get it" - a network that is both professional and intimate, driven by a shared hunger to create relevant and meaningful art about the world around us. Being able to consult, troubleshoot, and brainstorm with folks at Intersection has expanded my artistic vision, as an individual practitioner, as well as granted me greater access to crucial resources."

— Tatiana Chaterji
OVER 160 FISCALLY SPONSORED PROJECTS!

ARTS ADVOCACY
Arthouse
Arts Education Alliance of the Bay Area
Arts Los Altos
Center for Innovation in the Design and Construction Industry
Commonnality Institute
Diamond Wave
Emerging Arts Professionals
Pazala
Saint Francis Homelessness Challenge
Teacher Salary Project
The Butterfly Effect
Vital Arts

ARTS EDUCATION
Arts Ed Matters
Indigenous Women’s Arts & Wellness Circle
Jazz Education Ensemble
Kidmob
Mi Cultura Art Project
Music IS First!
Spotlight Projects
StageWrite
The Beat Within
The Quinan Street Project
The Viewfinders Initiative
Uphill Arts
Urban Youth Ambassadors
Cultural Exchange
Yardtime Literary Project

COMMUNITY ARTS
3rd Space Lab
A Secret History of American River People
AIR-SF
American Indian Community Cultural Center
Art for Civil Discourse
Book and Wheel Works
Bring Your Own Queer
Chinese Whispers
Jesse Schlesinger & Masayo Funkokshi
Marigold Project
MC Arts & Culture
Michael Warr
Please Touch Community Garden
Starwell’s
The Justice Quilt
The Quiet Fist
Walls of Hope

DANCE
Carolina Lugo and Carole Acuna’s Ballet Flamenco
Dancing Earth Bay Area
Driven Arts Collective
Embodiment Project
Ganga Satellite
Nemenzo Te Fare/Heiva
STEAMROLLER
Urban Jazz Dance Company

FIILM
Cinema Italia SF
Matatu
Rainbow Video Collective
SF Urban Film Fest
SFB
Stoop Cinema

LITERARY ARTS
Annie Rozvar
Bare Life Review
Bay Area Creative
Books and Dolls for All
Celeste Chan Projects
DiaSporic Vietnamese Artist Network
Green Windows
Imani Ceazanne
Lecturer Creative Work Grant
Lyette Wanzer Projects
Maddy Clifford Projects
Mandeep Sethi
Robyn Carter
San Francisco Zine Fest
SF Arts Monthly
Sidebrow
Swedish Literature Appreciation Society
Take Shape
The Book of Del: A Biography of Homelessness
WRITE NOW! SF Bay

MUSIC
Aeode: Creating to Heal through Inspirational Expressive & Teaching Arts
Alphabet Rockers
Awesome Orchestra Collective
Baldocchi Projects
Bay Area Gospel Music Weekend
Berkeley Dulcimer Gathering
Blues Is A Woman
BoomShake Music
Deborah Levy
Expressions Tibet
Fault Radio
Giant Steps Music/Music Action
Labhouse of Gongs
Irish American Crossroads
Jazz in the Neighborhood
Lili Weckler/Unhinge
Linda Bouchard Multi-Media Projects
Loving Janis
Meklit Hadero
Movement Podcast
Neighborhood Performance Project
Oakhella
POTO
RC Howell Music
Red Poppy Art House
Symphonia Cantans
The Dynamic Miss Faye Carol
UnderCover Presents

THEATER
Aaron Davidman Projects
AfroSolo Theatre Company
Auntie in a Drain
Bay Area Women’s Theatre Festival
Big Moves
Campo Santo
Colored Ink
Eugenie Chan Theater Projects
Ferocious Lotus Theatre Company
Impossible Thing Productions
Julie Queen Film and Performance
Kairos Theatre Ensemble
Living Word Project
MoveAbout Theatre Company
Mugwumpin
Niloufar Talebi Projects
Notoriety Variety
Queer Rebel Productions
Rapid Descent Physical Performance Company
San Francisco Neo-Futurists
Stage to Screen
Star Finch Projects
The Rabbit Hole Theater
THIS TIME ONLY, IN THREE PARTS
Trish

VISUAL ARTS
Aeode
Adele Shaw
ArtCare
ARTS 4 HEALING
ArtSavesLives Studio and Gallery
B4BELAB Gallery
Bruce Hasson Projects
CODAME Art + Tech
Collective Action Studio
CTRL+SHTF Collective
Douglas Holmes Projects
Emergent Landscapes
FESTAC Oakland
Hayes Valley Art Works
Home Exhibit
Homing
Honey Art Studio
Interface Gallery
Irring Street Projects
Maker Mart
Ploi Pirapokin
Prelinger Library
Real Time & Space
San Francisco Cultural History Museum
Sarah Klein Projects
Squarecylinder
St. Joseph’s Arts Foundation
StoreFrontLabs
Taraneh Hemami
the lost ones
The Portrait Project
Tiffanis Turner / papel SF
Tosa Studio Award
Two Ravens Trust
Xenofrom Labs

32 new FY19 projects:

-&Art &
American Indian Community Cultural Center
ARTS 4 HEALING
Bay Area Creative SF
Bay Area Gospel Music Weekend
Bay Area Women’s Theatre Festival (baWTF)
Books and Dolls for All
Center for Innovation in the Design and Construction Industry
Cinema Italia SF
Diamond Wave
Driven Arts Collective
EMERGENT LANDSCAPES
Homing - Homefulness
Impossible Thing Productions
Indigenous Women’s Arts & Wellness Circle
Lyette Wanzer Projects
Movement Podcast
Nemenzo Te Fare/Heiva
Oakhella
Pantea Karimi
Rapid Descent Physical Performance Company
San Francisco Cultural History Museum
SF Arts Monthly
SF Urban Film Fest
St. Joseph’s Arts Foundation
Stage to Screen
STEAMROLLER
The Oakland Cannery Collective
The Viewfinders Initiative
Trish
WRITE NOW! SF Bay
Xenofrom Labs
FY 19
ANNUAL REPORT

Supporting artists in the Bay Area since 1965.

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

INTERSECTION FOR THE ARTS RESPECTFULLY ACKNOWLEDGES THAT WE ARE BASED IN YELAMU: THE TRADITIONAL, UNCEDED LANDS OF THE OHLONE PEOPLE. WE PAY OUR RESPECTS TO ELDERS BOTH PAST AND PRESENT.

Thank you to our funders!