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.
Fiscal Year 2022 was a year of transition and striving for balance. With Intersection’s new shared leadership model going into effect in October 2021, Scott Nielsen and Allison Snopek dug their heels into their respective new roles as Executive Co-Director of Finance & Operations and Executive Co-Director of Programs and Grants Management. With a focus on stability, improving systems, and creating efficiencies, FY22 laid the groundwork for growing the team and building the capacity of the organization's core financial functions that are the backbone of the flagship Fiscal Sponsorship Program.

As we adapted to the new post-pandemic arts ecosystem, Intersection for the Arts encountered many of the same challenges as other Bay Area organizations. Thanks to the dedicated team of staff, our generous community partners, and all of the hard working artists and arts organizations that we call Members – Intersection found its legs under its new Executive Co-Directors in Fiscal Year 2022. We are poised to continue learning, growing, thriving, and supporting the Bay Area arts community.

Here’s to the intersection of team work, adaptation, betterment, and the arts!

Standing: Director of Professional Development Amy Kweskin, Executive Co-Director Scott Nielsen, Executive Co-Director Allison Snopek. Seated: Finance Associate Willie Caldwell, Membership Manager Jamie Walsh, Engagement Manager Claire Astrow, Administrative Director Jae Tioseco, Accounts Payable Manager Liana Mier
The Intersection for the Arts staff continues to grow!

We are delighted that as of June 2023, four new staff members have joined our team since the beginning of Fiscal Year 22. It is a pleasure to welcome Claire Astrow, Engagement Manager; Sloane Larsen, Space Program Manager; Jamie Walsh, Membership Associate; Willie Caldwell, Finance Associate; and Sarah Chou, Finance Support Assistant.
Intersection’s core programs include fiscal sponsorship for over 170 artists and arts organizations, professional development training, and our space that provides low-cost coworking and event rentals for arts and cultural organizations.

**INCOME & EXPENSES**

**Total Income:**
$1,786,924
- **Government** $909,931
- **Foundation** $31,600
- **Individuals** $20,936
- **Earned** $824,457

**Total Expense:**
$1,572,027
- **Program** $1,232,048
- **General + Administrative** $326,615
- **Fundraising** $13,364
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 22, we welcomed 20 new projects.

NEW PROJECTS

Alchemy Film Foundation
Beast Crawl Literary Festival
BlackGold Movement
California Writers Club, Berkeley Branch
Dear Queer Dancer
Elevate Art Menlo Park
Eye Zen Presents
Moth Belly LLC
NEST/SNAG
On the Horizon
OnSight ARts
Open Shop
Orchard City Community Chorus
Possibly Puppets
San Francisco Recovery Theatre
School of the Getdown
South Bay Military Veterans Chorus
Still I Rise: Oakland
The Drawing Room
The Last Ice

Our fiscally sponsored members have access to a wealth of resources through their membership. We offer free grant reviews, expense tracking and monthly account statements, an online fundraising platform, information about funding opportunities, tax acknowledgement letters for donors, payroll and HR services, discounted coaching and consulting, discounts on professional development workshops, and more.
FISCAL SPONSORSHIP PROGRAM

PROFILES OF FISCALLY SPONSORED PROJECTS

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

Discipline

- Visual Arts: 16.6%
- Music: 21.7%
- Dance: 5.7%
- Theater: 12.7%
- Literary Arts: 9.5%
- Community Arts: 15.3%
- Other: 8.3%
- Arts Advocacy: 2%
- Film: 2.5%
- Arts Education: 5.7%

Program frequency

- Ongoing: 61.1%
- Less than once a year: 10.8%
- Once a year: 12.7%
- Every few months: 11.5%
- Monthly: 3.8%
- Every few years: 12.7%
- Less than once a year: 10.8%
- Monthly: 3.8%

Size

- Individual Artist: 31.8%
- 2 people: 28%
- 3-5 people: 27.4%
- 5+ Project Members: 12.7%

In FY 22, the work of our members reached 3,284,071 people across the Bay Area, nationally, and internationally.

Shoutout to our member SF Arts Monthly whose newspaper and website reaches 200,000 people! SF Arts Monthly’s mission is to promote the arts in San Francisco in print and on the web.
Our members live in:

- San Francisco County: 42.7%
- Alameda County: 29%
- Marin County: 6.37%
- Contra Costa County: 7.01%
- Other: 8.9%
- Santa Clara County: 5.1%
- San Mateo County: 1.3%

Our members make work in:

- San Francisco County: 47%
- Contra Costa County: 9.3%
- Marin County: 8.9%
- Other: 10.5%
- San Mateo County: 4.7%
- Santa Clara County: 10.8%
- Solano County: 5%
- Alameda County: 0.3%

**NOTE:** Multiple answers were recorded.

**NOTE:** “Other” includes Solano, Sonoma, Napa, and Santa Cruz Counties as well as locations nationally and internationally.
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, and identify across diverse categories of race, gender identity and expression, religion, ability, national origin, and sexual orientation.

**Age**

- Under 18: 1.3%
- 18 - 24: 18.64%
- Prefer not to say: 8.9%
- 25 - 34: 8.9%
- 35 - 44: 27.4%
- 45 - 54: 19.1%
- 55 - 64: 15.9%
- 65+: 17.8%

**Ethnicity**

- Caucasian: 39.5%
- Asian: 11.5%
- Black or African American: 14%
- Hispanic or Latinx: 5.1%
- Prefer not to say: 9.5%
- Prefer Not to Say: 6.4%
- Other: 7%
- Native Hawaiian: 0.64%
- American Indian: 0.64%
- Multiple Ethnicities: 10.8%
- Self Identify: 8.3%

**Pronouns**

- He/Him: 28%
- They/Them: 7.6%
- Prefer not to say: 6.4%
- Prefer not to Say: 7.6%
- Other: 7%
- She/Her: 51%
INTERSECTION’S GROWING HR DEPARTMENT

In response to California's AB 5 Legislation, Intersection onboarded a total of 61 Fiscally Sponsored Project Employees by the end of FY22. The legislation (launched in 2020) updates the criteria for determining employee status. This new law has directly impacted the administration of our Fiscal Sponsorship Program as we continue to support our members around this matter. While there are a number of positive implications to being hired as an employee, small arts organizations are generally not prepared for the costs and complexities of hiring and managing employees.

In order to provide support to our growing number of fiscally sponsored member organizations, Intersection's need for an expanded Human Resources department grew rapidly throughout FY22. To that end, our Administrative Director Jae Tioseco works under the advisement of HR Consultant Heidi Schelegel of HAS Consulting as we strive to learn more and deliver high quality HR services to a growing roster of employees.
FISCAL SPONSORSHIP PROGRAM

MONEY

FSP Total Income: $6,196,067

- Individuals: $1,778,891
- Foundation + Corporate: $2,208,237
- Government: $1,947,303
- Transferred from new FSPs: $24,401
- Earned: $227,235

FSP Total Expense: $5,114,091

- General + Administrative: $1,076,659
- Programs: $3,884,106
- Fundraising: $153,326
This was a year that called for patience and flexibility. It was a year of radical change and emergence from an imposed period of solitude and yet, we held onto art and we held onto each other. Our Coworking Program reflected this. Our members remained and even grew, as we found new ways to meet their needs. We experienced an increase in Open Desk Memberships which allowed people to ease back into the world at their own pace, while maintaining a home base which opened doors to both a beautiful space to work, as well as opportunities for grant funding here in San Francisco.

"...being inspired by others is inherent to the design"

“Epiphany Dance Theater has made Intersection for the Arts our home base for the last 12 years. We love working with other arts groups and all the people from Intersection. Sharing ideas and being inspired by others is inherent in the design of a coworking situation. Getting back into the studio and sharing the space in person with others has been a joyful experience. Thank you Intersection for your commitment to the arts and the Bay Area!”

— Kim Epifano Artistic/Executive Director, Epiphany Dance Theater
PROFESSIONAL DEVELOPMENT PROGRAM

Our Professional Development Program is comprised of skill-building workshops, coaching & consulting, and cohort training for artists and cultural workers.

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.

COACHING & CONSULTING

Through Intersection's coaching and consulting program Fiscally Sponsored Projects receive discounted one-to-one sessions with arts management experts. Additionally, over the past year, we have built a roster of vetted Grant Writers who are available for contract work.

Consultants, Coaches and Grant Writer listings are in the public-facing portion of our website and provide an accessible resource to artists and organizations in the Bay Area at large.

PROGRAMS

THE ACCELERATOR: An 9-week cohort program that teaches the business side of creative work.

ARTS FINANCE EMPOWERMENT CAMP: A certificate program featuring a 2-Part Series of 3 Sessions each that dig into financial vocabulary, tools and grant management.
PROFESSIONAL DEVELOPMENT PROGRAM

Our professional development programs continue to grow and evolve. Our cornerstone programs “The Accelerator” and “Arts Finance Empowerment Camp” provide in-depth finance trainings for arts workers, managers, administrators, and board members. In FY 22 we had a total of twenty graduates from these programs. We also partnered with InterMusic SF on with workshops focused on grant budgeting and writing press releases. By collaborating with InterMusic SF, we were able to broaden and deepen our reach to assist Bay Area creatives.

ACCELERATOR COHORT PROGRAM

The Accelerator is a 9 week program that teaches the business side of creative work through interactive seminars and deep-dive labs. In May 2022 we had twelve graduates: Annah Sidigu, MK Chavez, Carmina Eliaison, Michelle Krumland, Melissa Bolger, Antara Brahma, Sarah Taborga, Dear Queer Dancer (a fiscally sponsored member), Tanja Geis, Jonathan Lowe, Caroline Nicola, and Maria Trogolo.

ART FINANCE EMPOWERMENT CAMP

Arts Finance Empowerment Camp is an interactive cohort learning program where creative workers unpack arts finance in a three series training. The training ran from October 2021 through January 2022 and we had eight graduates including; April McGill, David Shaff, Samantha Garcia, Thomas Simpson, KT Seibot, Kimberley Arteche, Barbara Ortega, and Renee DeCarlo.

WORKSHOP PARTNERSHIPS WITH INTERMUSIC SF

In June and April we collaborated with InterMusic SF to put on two workshops: "Grant Journey Series: Budgeting Beyond the Basics" and "Press Release Workshop". The Grant Journey Series was taught by Yesenia Sanchez and had twenty four attendees. The Press Release workshop was taught by Peter Michael Marino and had twenty attendees.
Intersection offers various workshops that teach the business side of creative work. We boost skills in grant writing, budgeting, social media marketing, and more.

**In FY 22 we trained 253 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.

**Yesenia Sanchez**

Yesenia Sanchez is the former Director of Finance at Intersection and now leads our Arts Finance Empowerment Camp, Arts Bookkeeping Program, as well as Intersection’s budget and grant workshops.

**Midori**

Midori graduated from Intersection’s Accelerator program, and now trains, coaches and consultants with our members. Additionally, Midori is the ongoing presenter of our workshop “Growing Patronage on Patreon.”
FY 22 HIGHLIGHTS

- 20 new fiscally sponsored projects
- 22 skill-building workshops hosted
- 358 enrollments in our workshops for artists & cultural workers
- 25 registrations for our "Cryptocurrency for Artists" workshop
- 11 artists & cultural workers graduated from our Accelerator
- 8 people graduated from our Arts Finance Empowerment Camp
"I've only been with IFTA for 8 months but it has been tremendously fruitful and there are still so many services and resources I have not been able to utilize. I look forward to continuing to work with IFTA!"
—Coco Peila, BlackGold Movement

"We really appreciate the responsiveness and care for all of our fluctuating and divergent needs. We feel very supported on many levels."
—Seth Eisen, Eye Zen Presents

"IFTA staff have been extremely patient, informative and kind, going above and beyond at times to answer questions work out finance documentation, and help get reports in on time."
—Shizue Seigel, Write Now! SF Bay
OVER 170 Fiscally Sponsored Projects!
Active members at the end of FY22 (as of June 30, 2021)

ARTS ADVOCACY
- Arts Education Alliance of the Bay Area
- Arts Los Altos
- Baldocchi Projects and Collaborations
- Bay Area Emerging Museum Professionals
- Butterfly Effect
- Calling Up Justice
- Developing Environments Inc.
- Emerging Arts Professionals/SFBA
- Pazala
- Safety Net Fund
- Saint Francis Homelessness Challenge

ARTS EDUCATION
- AIR-SF
- Drawtogether LLC
- Jazz Education Ensemble
- Mi Cultura
- Music is First!
- Spotlight Projects
- StageWrite
- Tahitian Cultural Center (Tanera’i i Ni’a)
- Tech in the Tenderloin
- The Beat Within
- The Quinan Street Project
- The Viewfinders Initiative

COMMUNITY ARTS
- Please Touch Community Garden
- 3rd Space Lab
- A Secret History of American River People
- American Indian Cultural Center
- Art for Civil Discourse
- ArteMISSf project art space
- BlackGold Movement
- Book and Wheel
- Chinese Whispers
- Diamond Wave
- Elevate Art Menlo Park
- Gold Beams
- Indeterminate Form
- Marigold Project
- MC Arts and Culture
- NEST/SNAG
- Paint the Void / Broke But Grand LLC
dba Building 180
- Performance Primers
- Walls of Hope
- WarrConsulting
- Zoo Labs

DANCE
- Ballet22
- Carolina Lugo and Carole
- Acuna’s Ballet Flamenco
- DanceFAR (For A Reason)
- Dancing Earth Bay Area
- Dear Queer Dancer
- Driven Arts Collective
- Lili Weckler/Unhinge
- Nemenzo Te Fare/Heiva
- Pauvve Dance
- the lost ones performance projects
- Urban Jazz Dance Company

FILM
- Alchemy Film Foundation
- Cinema Italia SF
- Forest Tales Performing Cinema
- Lame Deer Stories
- SF Urban Film Fest
- SF89

LITERARY ARTS
- SF Arts Monthly
- Bare Life Review
- Beast Crawl Literary Festival
- California Writers Club, Berkeley Branch
- Culture and Community in California
- DVAN
- Lecturer Creative Work Grant
- Lyzette Wanzer Projects
- Maddy Clifford Projects
- Mandeep Sethi
- Meron Hadero
- Play On Words
- Ploi Pirapokin / Fouis Vuittons
- Poets Reading the News
- Robyn Carter
- San Francisco Zine Fest
- Sidebrow
- Swedish Literature Appreciation Society
- Write Now! SF Bay
- Yardtime Literary Project

MUSIC
- Alphabet Rockers
- Awesome Orchestra Collective
- Balay Kulintang / House of Gongs
- Bay Area Gospel Music Weekend
- Benicia Chamber Players
- Berkeley Dulcimer Gathering / Dulcimoon
- Blues Is A Woman
- BoomShake Music
- Independent Musicians Alliance
- Irish American Crossroads
- Jazz in the Neighborhood
- Linda Bouchard Multi-Media Projects
- Meklit Hadero
- Neighborhood Performance Project
- Orchard City Community Chorus
FISCALLY SPONSORED PROJECTS, continued

**MUSIC**
POTO
RC Howell Music
Red Poppy Art House
Revive The Night
RhythmALLogy
Sarah Wilson Projects
School of the Getdown
South Bay Military Veterans
Chorus
Still I Rise: Oakland
Sub Rosa Sound
Symphonia Caritas
The Dynamic Miss Faye Carol

**THEATER cont**
2by4 Theatre
Aaron Davidman
AfroSolo Theatre Company
Antic in a Drain
Bay Area Women’s Theatre Festival (baWTF)
Bella Union Theater Company
Big Moves
Campo Santo
Colored Ink
Erika Shuch
Eugenie Chan Theater Projects
Eye Zen Presents
Ferocious Lotus Theatre Company
Impossible Thing Productions
Julie Queen Film and Performance
Kairos Theatre Ensemble
Kunoichi Productions
MoveAbout Theatre Company
Notoriety Variety
Open Shop
Possibly Puppets
Queer Rebel Productions
Rapid Descent Physical Performance Company
San Francisco Neo-Futurists
San Francisco Recovery Theatre
Star Finch Projects
The Living Word Project

**VISUAL ARTS cont**
Douglas Holmes
ECOTONES
FUSE
Hayes Valley Neighborhood Association / Hayes Valley Art Works
Journal Building Artist Collective
Moth Belly LLC
On the Horizon
OnSight ARts
Prelinger Library
Real Time & Space
Round Weather
San Francisco Cultural History Museum
Sarah Klein Projects
Squarecylinder
StoreFrontLabs
Synaesthesia Collective
Taraneh Hemami
The Drawing Room
The Last Ice
The Oakland Cannery Collective
The Portrait Project
Tiffanie Turner / papel SF
Transmigration of Ruin
Two Ravens Trust

**THEATER cont**

**VISUAL ARTS cont**
Supporting artists in the Bay Area since 1965.

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

Thank you to our funders and partners!