



# CAPACITY BUILDING SESSIONS



## STRENGTHENING YOUR FUNDRAISING CAPACITY

Wednesday, February 9th, 2022 | 1:00–3:00 PM CDT

This 2-hour session will focus on understanding how to position and strengthen your fundraising capacity as a nonprofit organization. It will be led by **Juana Guzman**, a national arts strategist, who is a board member at Illinois Humanities, consultant for Bloomberg Philanthropies, and former Vice-President at the National Museum of Mexican Art; and **Tracy Taft**, former Executive Director at the International Sonoran Desert Alliance, who spearheaded the Curley School Artisan Housing and worked in urban and rural community development. As part of their presentation, Juana and Tracy will share examples of the challenges, successes, and creative initiatives developed by urban and rural nonprofit arts organizations across the country, provide insights and strategies to increase fundraising opportunities, and conduct a live Q&A session with participants.

*Registration closed.*



## ILLINOIS STATEWIDE FUNDERS PANEL

Wednesday, April 6th, 2022 | 1:00–3:00 PM CDT

This 2-hour session will focus on hearing the guidelines, deadlines and other practical information from Illinois statewide funders. What are their funding priorities? What do they look for in proposals? Also, what questions are driving their work from an inquiry standpoint? Besides providing financial support, what sorts of other activities and resources do their organizations provide? And how are they shifting based on what they hear from nonprofits across the state, particularly in times of duress? We will hear from **Angela Rudolph**, director of equity at the Grand Victoria Foundation; **Jerome Grand**, program director at the Illinois Arts Council Agency; **Suzanne Germann**, director of reinvestment at Landmarks Illinois; and **Mark Hallett**, director, grants programs, at Illinois Humanities.

*Registration for this session will be available starting February 10, 2022.*



## THE KEYS TO STRONG PROPOSAL WRITING

Wednesday, June 8th | 1:00–3:00 PM CDT

This 2-hour session will focus on practical advice from a veteran fundraiser and fundraising coach.

**Laura Jansen** is currently a program officer at the Pierce Family Foundation as well as a grantmaking advisor to the Cuore e Mani Foundation. She has 25+ years of experience in the nonprofit sector, including 19 years as a grant writer. Starting with an overview of broader fundraising resources, Laura will then turn to grant proposal writing. This webinar will focus on the more difficult or tricky aspects in crafting a strong proposal, such as:

- How to answer questions about finances when your finances don't look so good
- Construct an accurate, realistic program budget.
- Write about program evaluation, when you're not an evaluation specialist
- Anticipating funder's questions
- How to communicate bad news
- Making a case for capacity building
- Setting the right tone in your proposals
- Talking about sustainability
- Common mistakes

This webinar is full of real-life examples and advice from program officers. Bring your own examples of tricky questions or other proposal stumbling blocks.

*Registration for this session will be available starting April 7, 2022.*



## HOW TO GROW AND MANAGE YOUR VOLUNTEERS PROGRAM

Wednesday, August 17th | 1:00–3:00 PM CDT

This 2-hour, interactive program will focus on how smaller cultural organizations can harness the efforts of volunteers to help grow and manage programs. How can volunteers help to fundraise, say, or contribute to programs and events? What incentives help to attract volunteers and keep them coming back? What agreements should be in place so there is rigor to a volunteers program? These questions and more will be addressed by **Alyson Thompson**, library director, Marshall Public Library; **Mireya Fouche**, founder, One Heart One Soul; **Sarah Lynn Ross**, co-founder, Prison + Neighborhood Arts Project (PNAP); and **Lorenzo D. Savage Sr.**, owner and publisher of "I Am ESTL" and board president of the Katherine Dunham Center for Arts and Humanities.

*Registration for this session will be available starting June 9, 2022.*

Learn more about the Capacity Building Sessions [here](#).

Page 1, Top Banner: Mikael Burke, About Face Theatre by Gracie Meier