

# THE Arts Partnership

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## 2020-2021 Annual Report



### **We Lead the Arts**

TAP propels the arts through fierce advocacy, constant communication and innovative initiatives.



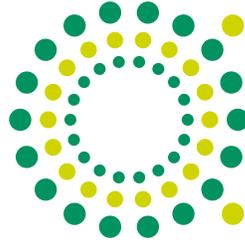
### **We Elevate Business**

The arts provide solutions and create opportunities to spur innovation. When businesses partner with the arts, the entire community benefits.



### **We Cultivate Community**

We are stronger together! The arts build community and foster belonging, connection and well-being for everyone.



# THE Arts Partnership

## Letter from the President & CEO

In so many ways, the end of 2020 and the first half of 2021 were an exercise in waiting. Waiting for the vaccine. Waiting for the decline of COVID cases and deaths. Waiting for the safe return to gathering. Waiting for the arts to emerge from their virtual cocoons.



We've lost so much during this time, but we've gained much, too. We were reminded over and over that the arts are a lifeline for people, and that taking them online provided access to the arts in ways never before experienced. Artists and arts organizations have had no choice but to adopt new ways of utilizing technology and of creating art. And in so doing, they have brought audiences together and extended their reach far beyond the physical borders of the Metro. For example, out-of-state grandparents who had never seen their grandchildren perform were able to stream a performance. Unusual collaborations and opportunities arose because the barrier of physical space suddenly didn't matter.

Was it frustrating? At times. Was it exhausting? Often. Did it give the sector new ways to think about access and making? Absolutely.

So we are looking ahead, mindful of the past 18 months and the lessons learned. It's on us, the makers and creators of culture, to move forward and continue to create art. Art that tries to make sense of the political climate, the incredible loss of life due to COVID, the ongoing challenges and opportunities around diversity and inclusion, the emotional and physical trauma that everyone has experienced in one form or another.

Last year, as we celebrated turning 50, I said I was more interested in looking ahead to what TAP would look like at 51 and beyond. In so many ways, we can look back on this year with pride that the arts showed up. They may not have been frontline workers, but we know they provided relief to frontline workers and to countless others across the planet.

I've never been more proud to advocate for the arts, and they've never been more vital than they are right now. Thank you for showing up with your virtual (and sometimes in person) presence, with your donations, with your notes of support. You helped us keep going, you pushed us to be more creative and you encouraged us to believe we would make it through, together.

Here's to continuing to push forward.

Dayna Del Val  
President & CEO

# 2021 Accomplishments

As seen through the lens of The Arts Partnership's core values



This quote from French artist Henri Matisse, rendered in neon and hanging at Aptitude, had particular resonance for all in the arts sector during the height of the pandemic.



Salon Party performers flank host Dayna Del Val. Drummers from the African Arts Arena on the left and the Silver Winds Flute Quartet on the right.



Metro residents braved the cold to safely visit The Fence, a photography exhibit hanging in fences in Fargo, Moorhead and West Fargo.

## Support Local Art and the Artists Who Make It

- **Aptitude**, the artist studios we manage located at West Acres Mall, opened in November 2019 only to be shut down in March 2020 when the mall closed due to COVID. During the closure, artists continued to work, feeling that the Aptitude studios provided a safe space to create during the pandemic. To ease the on-going negative financial impact of these past months, TAP waived nearly \$21,000 in rent payments for 13 studio artists from April 2020 through June 2021.
- With many of our arts entities shuttered due to COVID, TAP's commitment to supporting them in front of and behind the scenes became all the more important. TAP's President & CEO held monthly meetings with arts leaders to serve as a sounding board or shoulder to lean on. Additionally, TAP convenes annual check-in meetings with our larger arts institution leaders and their Board chairs.
- TAP awarded a total of **\$125,550 in direct financial support** to arts organizations and artists in Fiscal 2021:
  - \$97,800 in City Arts Partnership grants to 26 organizations
  - \$20,500 in Individual Arts Partnership grants to 10 artists
  - \$6,000 in Emergency Relief Fund grants to 12 artists
  - \$1,250 in discretionary funding to an arts organization and an artist.

- TAP established an **Arts Nonprofit Emergency Relief Fund** in March 2020 in response to the negative economic effects of COVID-19 on the local arts sector. The Board has determined that the \$10,000 fund would continue for the foreseeable future to provide no-interest, no-fault loans of up to \$1,500 to help cover unexpected expenses, whether related to the pandemic or not.

## Advocate the Arts' Role in a Vibrant Economy

- The Arts Partnership worked with Folkways and a cohort of other nonprofit organizations on a strategic plan to launch **Campus FM** in the Metro. Modeled on Campus Philly, the program in part uses the arts as a carrot to attract and retain employees, particularly young people. TAP brought the concept to the Fueling our Future Board, which recognized the value of such a program to address the Metro's workforce shortage.

## Promote a Creatively Enriched Community

- We continue to create content every week that connects with arts enthusiasts through the Metro and beyond. We began working in May 2021 with a consultant to review our

communications strategies. The goal is to explore ways to expand the voices communicating about the arts in the Metro. Activating diverse voices provides an even more expansive view of all the arts being created in the community.

- Most of the arts sector survived COVID intact if shaken. However, one loss was the Creative Plains Foundation. Knowing their work with at-risk audiences was too important to go away, TAP partnered with them to provide **Art in a Box** kits to six area nonprofits at no cost so that their youth participants would still have access to high-quality art making opportunities.
- Working with Photoville, a New York City-based nonprofit, we brought **The Fence** to the Metro. The 1,000+ feet of juried international photos, including photography from six area artists, hung on outdoor fences at MSUM, Rheault Farm and the Scheels Soccer Complex in November and December. This was an excellent way to help people safely enjoy a global art exhibition in the midst of COVID.
- **Salon Party**, envisioned as an event that was part salon lecture series, part TED talk, part concert, was held virtually in October. TAP invited Hamzat Koriko, Artistic Director of the African Arts Arena in Grand Forks, and the Silver Winds Flute Quartet from the Metro to perform and talk about the arts and community.

# 2021 Programs

*As the Metro's umbrella arts organization, TAP designs its programs to bring attention to every facet of the sector.*



*(Clockwise) Eric Johnson describing the process of making his print, a cheese plate from Luna delivered to a shareholder and petits fours from Nichole's Fine Pastry awaiting delivery.*



*Installing ArtWORKS exhibits at Hector Airport requires special equipment, but reactions from travelers to the exhibits make it all worthwhile.*



*Children from one of the Metro's daycares gather chalk for an afternoon of drawing at ChalkFest.*

- In its 10th season, our **Community Supported Arts** program is one of the longest continuously running CSA programs in the nation. The program connects local visual artists, artisans, writers/poets and performing artists and arts organizations to enthusiastic arts supporters. CSA shareholders attend three events each season, complete with performances, take-home art and food made by local chefs. The 2020 season was fully virtual; staff delivered treats and artwork to shareholders to accompany the Zoom event. Since 2012, more than 200 unique shareholders and their guests have enjoyed the artworks and performances of more than 70 artists. [theartspartnership.net/csa](http://theartspartnership.net/csa)

- **ArtWORKS** provides dynamic, rotating exhibits of local/regional artworks to businesses. By June 30, ArtWORKS was in 21 participating venues, with most art exhibits rotating 4 times a year. That translates to about 80 exhibits annually. In the past 3 years, approximately 70 artists have been exhibited throughout the Metro. Due to the pandemic, the artist-employee engagement activities incorporated by some businesses were placed on hold. Such arts activities can foster teamwork, meaningful connections, create a sense of belonging, boost productivity and achieve higher office morale. [theartspartnership.net/artworks](http://theartspartnership.net/artworks)

- **ChalkFest** has evolved over time, incorporating local artists to create large-scale chalk drawings to inspire visitors, local musicians and dancers to get visitors' toes tapping and booths for our arts organizations to engage with them. Since 2016, we have held the event at the Red River Zoo in what continues to be the largest, free artmaking event in the Metro. [theartspartnership.net/chalkfest](http://theartspartnership.net/chalkfest)

# Our Partners

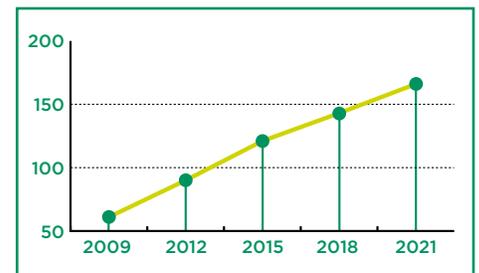
*For a list of current Partners visit [theartspartnership.net/partners](http://theartspartnership.net/partners).*

TAP's Primary Arts Partners are nonprofit arts and culture organizations, individual artists, arts-related businesses and other nonprofits using art to further their missions and contribute to the Metro's vibrancy and economic well-being. We turn to our Partners to help sustain and nurture a community where creativity thrives and enhances the lives of our citizens. In return, we advocate for and communicate about them and provide resources, from direct financial support through grants to consulting with them about projects or administrative infrastructure.

The number of Partners in Calendar 2021 is more than 2 ½ times the number in Calendar year 2009, growing from 61 to 166 Partners. That includes:

- 42 Arts Entities**, organizations that have the arts as their primary mission
- 96 Artists or Artist Groups**, representing a diverse range of makers, creatives and performers
- 13 Arts-Related Businesses** or those that incorporate the arts into their businesses, including ArtWORKS participants

**15 Other Organizations** that incorporate the arts into their work but do not have the arts as their primary mission, including universities/colleges, K-12 schools, libraries and history museums.



## Our Commitment to Diversity and Inclusion

The events of Spring 2020, including the murder of George Floyd, renewed the commitment of TAP's board and staff to build a strong foundation of inclusivity. As we wrote in last year's Annual Report "We want TAP and its programs to better look like and represent our community."

We'll admit. It's hard to talk about diversity, engagement and inclusion in a community as homogeneous as ours.

And it doesn't move into direct action with a single conversation. But under the leadership of TAP Board member Dr. Christi McGeorge, a small but very committed group has met bi-monthly this past year to do just that.

The group explored how our community is affected currently, who is affected, what the outcome and aspirations are, how to move toward learning and active

actions. Many of these meetings have been livestreamed on our Facebook page so that anyone who wants to participate can join us.

This is a long-term commitment of The Arts Partnership, and we look forward to continuing to learn and sharing that learning with the arts sector and community at large.

## Celebrating the Arts Community

TAP's State of the Arts event, held in June, celebrates the arts community and its supporters.

In addition to announcing the City Arts Partnership Grants for organizations, TAP also recognized this year's Outstanding Contributors to the Arts:

### **Michael Walling, Outstanding Artist:**

As Trollwood's resident guest director since 1992, Walling brings his artistry to our community - and his commitment to giving young performers the tools necessary to be successful on stage and off.

### **Karin Houglum Rudd, Outstanding Arts Advocate:**

former professional dancer and now Senior Vice President

at Gate City Bank, Rudd gives back to the arts through Board service. She was chair of the TAP and Fargo-Moorhead Community Theatre boards and is on the board of the FM Opera.



### **Fargo-Moorhead Opera, Outstanding Nonprofit Arts Organization:**

The Opera stepped into the virtual world with the most traditional of art forms during COVID with a gusto and energy unmatched in the Metro.

### **Choice Bank, Outstanding Business Supporter:**

Choice Bank has worked to #supportlocalart generally and The Arts Partnership specifically in ways that make significant investments in the arts while enhancing their *People First* mission.

### **Livewire, Outstanding Business Supporter:**

For 15 months, Livewire worked with The Arts Partnership so that we could virtually - and safely - hold our events and programs.

The 2021 Outstanding Contributors to the Arts (from left) ▲ Kent Kolstad, Livewire; Jay Lies, Choice Bank; David Hamilton, FM Opera; Dayna Del Val, The Arts Partnership; Karin Rudd and Michael Walling.

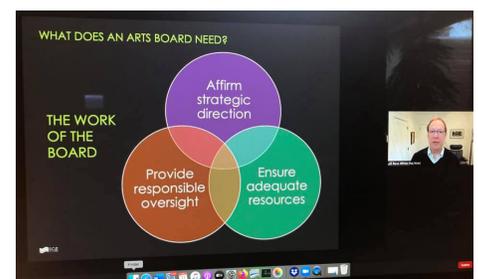
## Board Leadership Academy

In Spring 2021, The Arts Partnership hosted a virtual, four-part Board Leadership Academy: Building the Next Generation of Community Leaders Series. The sessions, available free to arts organization staff and board members, focused on enhancing the capacity of individual board members and board leaders. Important concepts given the pandemic-induced uncertainty facing the arts sector.

TAP also invited business executives and upper management, in order to build the next generation of community

leaders and prepare them to serve on nonprofit boards. Engaged employees who serve on nonprofit boards help businesses build more diverse, inclusive and high-performing workforces and helps to retain employees - all good for businesses' bottom lines.

We are pleased that the sessions provided the opportunity to network virtually - it led directly to some of the business participants becoming new board members for Metro arts organizations.



▲ Consultant Russ White of St. Louis, MO, led approximately 50 participants in sessions that included such topics as what an arts board needs.

# The Year in Grants

In Fiscal 2021 TAP invested \$125,550 (25% of its annual budget) in grants to arts nonprofits and individual artists to contribute to the overall health and well-being of the Metro's arts community. [theartspartnership.net/grants](http://theartspartnership.net/grants)

## City Arts Partnership Grants | \$97,800 to 26 organizations

These grants, funded by the Tri-Cities and Sanford Health, provide foundational support for the Metro's larger arts institutions and project support for smaller organizations, thereby ensuring that the arts remain vital in our community.

A panel of individuals who are invested in the Metro's arts community, whether as arts administrators, artists or participants/supporters, reviews and scores the applications. Recommendations for funding amounts are approved by the TAP Board of Directors.

Both the Plains Art Museum and Theatre B received an additional \$1,250 in Sanford Arts Partnership Merit Awards, given to organizations doing exemplary work.

Act Up .....	\$1,500	Learning Bank .....	\$2,500
Edvard Grieg Society of the Dakotas.....	\$500	Master Chorale .....	\$4,750
Fargo Theatre .....	\$8,750	Moorhead Parks & Recreation .....	\$500
FM Area Youth Symphonies .....	\$4,750	Plains Art Museum .....	\$10,000
FM Choral Artists .....	\$3,750	Prairie Public Broadcasting .....	\$1,000
FM Community Theatre .....	\$1,000	Red River Theatre Organ Society .....	\$500
FM Opera Company .....	\$8,500	Red River Valley American Guild of Organists .....	\$500
FM Symphony .....	\$9,500	Rourke Art Museum .....	\$3,650
FM Visual Artists .....	\$3,000	Spirit Room .....	\$1,000
FM Youth Choir .....	\$3,000	The Human Family .....	\$4,250
Gooseberry Park Players.....	\$3,650	Theatre B .....	\$5,000
Historical & Cultural Society of Clay Co .....	\$5,000	Trollwood Performing Art School .....	\$7,000
Kicks Band of FM .....	\$1,250	West Fargo Events .....	\$500

## Emergency Relief Grants | \$6,000 to 12 artists and performers

These grants provided support to artists or creative workers in the Metro who had income loss primarily from cancellations, closures, and postponements during the COVID-19 pandemic.

## Individual Arts Partnership Grants | \$20,500 to 10 artists, performers and musical groups

The IAP grants were established to help artists working in any arts discipline with outstanding talent and ability realize their artistic visions, improve their artistic skills and build sustainable careers. The 2021 program was funded by dollars from the Erin Koffler Memorial Fund, the Moorhead PEO chapters, individual donors through An Artful Evening fundraiser and an anonymous donor.

The Boreas Trio .....	\$2,100
Cold Sweat .....	\$2,100
Oscar DeLeon .....	\$2,050
Meghan Duda .....	\$1,750
Kary Janousek .....	\$1,800
Meg Lindholm .....	\$2,100
Stephanie Manesis .....	\$2,050
Jon Offutt .....	\$1,950
Kwaician Traylor .....	\$2,100
Joshua Zeis .....	\$2,500



▲ Top row, left to right: Kwaician Traylor, Meg Luther Lindholm, Stephanie Manesis, Jon Offutt and Oscar De Leon. Bottom row, left to right: Cold Sweat (Ryan Tetzloff), Meghan Duda, Josh Zeis, Boreas Trio (Matthew Patnode, Cassie Keough and Tyler Wottrich) and Kary Janousek.

# Fiscal 2021 Financials

The Arts Partnership benefits from a healthy mix of revenue to support its work.

## Fiscal 2021 Financial Overview

### July 2020 through June 2021 (unaudited)

This past year, like many entities—businesses and nonprofits alike—The Arts Partnership applied for and received PPP Loans from the Federal Government. These loans provided positive cash flow for the organization in Fiscal 2021.

### Revenue

#### Grants and Government Funding

Tri-Cities .....	\$120,529
State Government .....	\$30,158
Foundations .....	\$76,000
<b>Total Contributions .....</b>	<b>\$226,687</b>

#### Contributions

Business Donations .....	\$97,168
Individuals .....	\$75,946
<b>Total .....</b>	<b>\$173,114</b>

Program, Event and Earned Revenue ..... **\$53,944**

Other ..... **\$55,498**

**Total Revenue .....** **\$509,243**

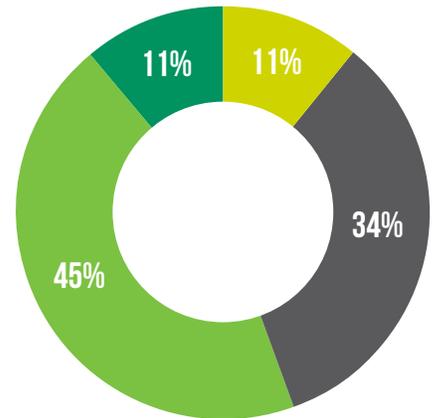
### Expense

#### By TAP's Core Values

Support Local Art .....	\$325,684
Advocate the Arts' Role .....	\$84,619
Promote a Creative Community .....	\$98,940

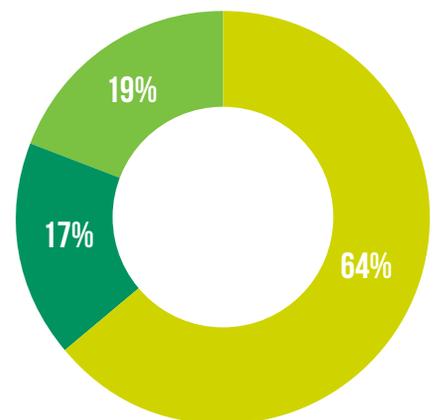
**Total Expense .....** **\$509,243**

### Where Our Income Comes From

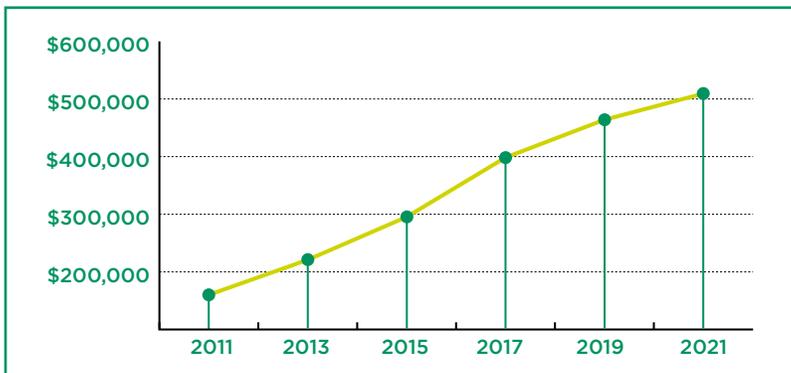


<b>Contributions</b>	\$173,114
<b>Program Revenue</b>	\$53,944
<b>Government + Foundation Grants</b>	\$226,687
<b>Other</b>	\$55,498

### What it Supports By TAP'S Core Values



<b>Advocate</b>	\$84,619
<b>Promote</b>	\$98,940
<b>Support</b>	\$325,684



# Supporters

The Arts Partnership is extremely grateful for every donor that supports our ability to fulfill our mission.

## Government Support

The Cities of Fargo, Moorhead and West Fargo support the City Arts Partnership Grants program, while the North Dakota Council on the Arts provides institutional support.



## Businesses and Foundations

We are grateful to the businesses and foundations that support our programs through sponsorship or our general operations through donations. An \* indicates an in-kind donation.

**\$250,000 and above**



**\$30,000 - \$50,000**



**\$10,000 - \$29,999**



**\$2,500 - \$9,999**



**\$250 - \$2,499**

**Alerus Financial (BA) | Bernie's Wines and Liquors\* | Drekker Brewing Company  
Moorhead PEO Chapters | Office Sign Co\***

## Individual Donors

Donations from individuals come in all sizes and shapes. Some donors have committed to monthly donations, some give through donor-advised funds and others give to support a specific program. Whatever the form of the donation, we are so grateful of the support we receive. Visit [theartspartnership.net](http://theartspartnership.net) for a list of individual funders.

## Board Members

TAP's work could not happen without dedicated board members who adopt sound, ethical and legal governance and financial management policies and make sure the nonprofit has adequate resources to advance its mission.

### 2020 - 2021 Board Members

Linda Boyd*, Chair <i>Artist and Arts Advocate</i>	Earnest Lamb* <i>MSUM and Musician</i>
Shelley Szudera*, Vice Chair <i>Choice Financial</i>	Dan Leeaphon <i>Microsoft</i>
Noah Ford-Dunker*, Treasurer <i>Eide Bailly and Choral Performer</i>	Christi McGeorge <i>NDSU</i>
Melissa Tomlinson, Secretary <i>Aldevron</i>	Scott Seiler* <i>Sanford, Artist and Gallery 4</i>
Shelly Aasen Carlson <i>Minnesota Elder Justice Center +</i>	Shyla Thompson <i>Microsoft</i>
Smita Garg** <i>NDSU</i>	

### 2021-2022 Board Members

Linda Boyd*, Chair <i>Artist and Arts Advocate</i>	Earnest Lamb*, Secretary <i>MSUM and Musician</i>
Shelley Szudera*, Co-Vice Chair <i>Choice Financial</i>	Dan Leeaphon <i>Microsoft</i>
Shyla Thompson, Co-Vice Chair <i>Microsoft</i>	Christi McGeorge <i>NDSU</i>
Melissa Tomlinson, Treasurer <i>Aldevron</i>	Scott Seiler* <i>Sanford, Artist and Gallery 4</i>
Melissa Burkland, United States Attorney's Office	Anne Thurmer <i>MState</i>
Noah Ford-Dunker* <i>Eide Bailly and Choral Performer</i>	

\*Primary Arts Partner or Representative  
+ resigned upon being elected Mayor of Moorhead  
\*\*resigned prior to leaving the Metro area

## Staff

Dayna Del Val  
President & CEO

Tania Blanich  
Director of Operations

Ethan Mickelson  
Communications  
Coordinator

Danica McDonald  
Special Projects  
Coordinator

Christina Johnson  
Project Manager



THE Arts Partnership

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