

Renee Wheat

From: Rhiannon Guevin <rhiannon@fineartscamp.org>
Sent: Friday, August 21, 2020 1:10 PM
To: Renee Wheat
Subject: Alaska Arts Southeast FY21 Nonprofit Grant Application
Attachments: AASE FY21 Grant Narrative and Supporting Docs.pdf; AASE FY21 Grant Application.pdf

Hi Renee,

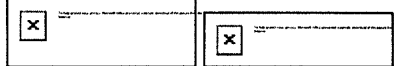
I hope that you are doing well. Attached is an electronic copy of Sitka Fine Arts Camp's Annual Grant application.

Please let me know if you need any other information or if anything looks amiss.

Best,
Rhiannon

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Rhiannon Guevin
Operations Director
Sitka Fine Arts Camp
907-747-3085
www.fineartscamp.org
www.facebook.com/sitkafineartscamp



City and Borough of Sitka
ANNUAL GRANTS FROM GENERAL FUND
SUMMARY SHEET

Name of Organization: Alaska Arts Southeast, Inc. dba Sitka Fine Arts Camp

Alaska State Business License Number (if applicable):

Name of Contact Person: Roger Schmidt

Phone: 907-747-3085 Email: rschmidt@fineartscamp.org

Mailing address: 110 College Drive, Suite 111, Sitka, AK 99835

Grant Category (check either annual or special emergency grant, and check type of services for annual grant):

- ☒ Annual Grant:
 - ☐ Human Services or
 - ☒ Cultural and Educational Services or
 - ☐ Community Development
- ☐ Special Emergency Grant

Dollars Requested: \$7,500

Match Dollars Committed: \$30,000 Percentage: 75%

Sources of Matched Dollars: Grants, contributions, and earned income

Brief Description of the Purpose of the Grant: The purpose of this grant is to

provide need-based financial aid for Sitka students to attend

our programs.

I, Roger Schmidt, do hereby certify that all information provided for this grant application is accurate and complete to the best of my knowledge.

Name: Roger Schmidt

Title: Executive Director

Date: 8/21/20

PROJECT OVERVIEW

Sitka Fine Arts Camp is seeking an annual Cultural and Educational Services Grant, which will provide need-based financial aid for Sitka students to attend our summer programs.

Covid-19 has been catastrophic for our organization and we need the support of the City of Sitka more than ever. For the first time in 20+ we were forced to cancel our summer programs safe to keep our community safe. It will be more vital than ever to provide financial aid to Sitka students during summer 2021 due to the financial and emotional trauma that students have suffered from the pandemic. We need to get kids back to school, after school programs, and summer programs.

Our financial aid program directly targets high-risk students in the Sitka community who need highly engaging, healthy, and meaningful educational experiences in order to succeed. Evaluations have consistently shown that students who attend our programs see enormous growth, increased self-confidence, and improved performance in school. We believe that the arts are the fastest and most effective way to make better citizens and we hope to provide access to our programs for any student in the Sitka community who wishes to attend.

Sitka Fine Arts Camp (SFAC) and the City of Sitka represent a mutually beneficial partnership with a positive impact on both partners. SFAC is a driving educational and economic force in the Sitka community. Evidence of City support is a vital lever to bring outside money into our organization and community. Large funders look at City support when evaluating their contribution.

In addition to the financial benefits that our organization brings to the community, SFAC's mission contributes to the quality of life in Sitka and the education of its youth. Sitka Fine Arts Camp is a multi-disciplinary arts camp that offers high-quality arts education to students of all ages. During the summer, we provide over 140 classes in the disciplines of dance, theater, creative writing, Alaska Native Arts, visual arts, and music. The Camp has a huge impact on its students. In the words of one camper: "I used to think SFAC was a special event in the middle of the summer...But I've begun to see it as more of a fuel to last me all year long. SFAC motivates me to create and connect with others. It is a place where I am allowed to be confident in my abilities and learn by leaps and bounds at the same time."

Our classes are taught by over 70 nationally recognized teaching artists from around the country and Alaska. Many of the faculty, staff, and counselors are from Alaska, allowing students to be exposed to and build ties with local artists from around the state and from their own community. With national and state recognition including the 2015 Governor's Award of Arts Organization of the Year Award, and a 2007 Coming Up Taller Award from the White House, the Camp demonstrates that it is an exemplary summer program in the arts.

During Summer 2019, our 44th season, the Sitka Fine Arts Camp welcomed almost 1,000 students from around the world. They came together from 39 Alaskan communities, 27 states, and six countries participating in a total of 27 camps and workshops over the course of the summer. 226 of our students came from the Sitka community (19% of the students in the Sitka School District). The Camp is proud of its role in developing community among Alaska's youth by bringing together students from all over Alaska.

With funds from the City of Sitka, Sitka Fine Arts Camp will provide need-based financial aid to make camp possible for all Sitka students. In 2019, with a grant from the City of Sitka, we were able to provide full or partial scholarships to 15 Sitka students to attend our programs. We are committed to making attendance at the Camp an option for Sitka families regardless of means; it is our goal to ensure that no student is prevented from attending the Sitka Fine Arts Camp by financial obstacles. In the summer of 2019, 22% of our students received need-based financial aid amounting to over \$90,000 in distributed funds. 45% of these funds went to Sitka students. Tuition covers approximately half the total costs associated with our summer programs. Donations, grants, and in-kind support help to subsidize the other half.

EXPECTED OUTCOMES

Evaluations have consistently shown that students who attend our programs see enormous personal growth, increased self-confidence, and improved performance in school. Especially during Covid-19, which has been emotionally difficult for kids and families in Sitka, the arts and high-quality education will be more important to students than ever.

Starting in 2005 as a NEA pilot program, SFAC has measured growth in knowledge and skills in alignment with national and state arts standards through pre and post testing, classroom observations, surveys, focus groups, and rubrics. Starting in Summer 2018 we expanded our evaluation to focus on student impact. Working with an evaluator from WestEd we began to explore the following questions:

1. What is the extent of SFAC's impact?
2. What (and how) is the enduring impact of SFAC on student learning, engagement, and college/career goals in the arts?

During summer 2018, we embarked on this ambitious program of data collection aimed at assessing the impact of SFAC on student engagement and learning and investigating how the SFAC model and instruction influence these student outcomes.

Findings to date: As in the past, the overwhelming majority of our campers report that camp increases their confidence, gives them opportunities they don't have at home, and that they'd come back given the opportunity. However, additional compelling themes have emerged from our in depth individual interviews and observations. These include: the importance of faculty turning over the intellectual and creative work to students; the skill of faculty to leverage student thinking and creativity in the service of deepening their understanding and performance of the arts; camp (and the arts more generally) as a refuge from pressures, problems, and personal crises; faculty moves that invite and support diverse participation; the role of peers in student engagement and learning; etc. We plan to continue to systematically interrogate these rich data.

STATEMENT OF NEED

This project aligns directly with the Culture and Educational Services funding category because it increases access to high quality arts education for Sitka students of lesser economic status.

This project will directly address needs within the Sitka School District and the Sitka community. Sitka School District and School Board Strategic Planning documents identify the need for Sitka students to have quality educational experiences at all levels. Culturally diverse opportunities are cited. Reference is also made to healthy after school activities. SFAC meets these objectives with high quality and diverse arts educational experiences that allow students to participate at every grade level. SFAC adds to the diversity and quality of education available to the young people in our community. 17% of Sitka School District students participated in our Camps this summer. In addition to our summer programming, SFAC provides artist-in-the-schools programs during the school year, which further increases the impact of this funding.

The Camp leverages economic goals described in City and SEDA planning documents, by providing an economic return to Sitka through another type of "business", thus contributing to Sitka's diverse and vital local economy. Local wages, revenue from out of town Camp fees, and the City sales tax revenue from Camp visitors contribute to overall community health. Support from the Sitka City and Borough Annual Grants program is important for our organization. Financial support from the City demonstrates to other grantors the importance the City places on having the Sitka Fine Arts Camp in our community. The City's contribution is an important indicator of local support for the Camp's programs and mission.

Due to Covid-19, our financial need is greater than ever before. In March our Board of Directors, recognizing Sitka Fine Arts Camp's responsibility to the safety of our small community and state, made the difficult but ethical decision to cancel our essential programs including our nationally acclaimed statewide summer camp which serves 1000 students annually. We also closed the Hames Fitness Center which serves as Sitka's only public gym and has an important role in our community with an annual membership of 600. We also saw a significant reduction in contributed income as many of our annual donors, reacting to the chaos of the pandemic and market, did not contribute and as larger funders shifted their priorities toward direct pandemic responses.

Although the decision to close the Sitka Fine Arts Camp 2020 has been catastrophic to our organization, we recognize that the Board's decision most likely played a critical role in the life-safety of our small community as more and more reports emerge of massive spikes in covid-19 cases due to summer camps. Ultimately, our organization gave up over \$1 million of potential revenue to keep our communities safe.

The impact to our budget can be measured in:

- A loss of over \$750,000 in tuition for our spring and summer programming
- A loss of over \$220,000 in event revenue
- A loss of \$57,000 in ticket sales for our Performing Arts Series
- A loss of approximately \$177,000 in Hames Center revenue

After massive cuts to our organization including furloughing staff for 3 months, temporarily shutting down utilities to buildings, cancelling insurance, and cancelling capital construction and maintenance work on the campus, we are anticipating net loss of over \$500,000 for FY20.

SFAC 2021 will be more important than ever for kids in Sitka. The negative effects of the pandemic on youth have been enormous and Sitka's students, particularly those from low-income households, will need high-quality educational programming more than ever. A grant from the City of Sitka will expand our ability to support these students.

ORGANIZATIONAL CAPACITY

SFAC has a great track record of city, state, and national recognition for its work. In the last nineteen years, Camp has successfully transformed itself from a virtually bankrupt camp serving 60 kids, to an organization with a three million dollar budget that manages and oversees a variety of programs including the Sitka Fine Arts Camp, teacher training programs, artist residency programs, management of the Sitka Performing Arts Center, the Hames Center, and a Performing Arts Series. In addition, our organization has developed strong partnerships and working relationships with many other organizations in our community, especially with the Sitka School District. These partnerships have allowed us to expand our reach and impact more students within the Sitka community.

Our staff and board has worked hard to focus on organizational resiliency and sustainability. Each year, our board has raised and added money to our Operating Reserve. At the end of the last fiscal year, we reached the goal of \$745,000 in our reserve fund to use in the case of unexpected emergencies around the liabilities of running a summer camp and managing a historical campus with 20 buildings, many over 100 years in age.

Community Support: Since January 2011 we have had over 1000 individual volunteers contribute over 40,000 volunteer hours. We have raised over 4 million dollars in individual and business donations. Our organization is fortunate to have amazing community support that has attracted national coverage amongst national funders like ArtPlace America and the National Endowment for the Arts. Our financial aid program for students is currently supported by individual donors, arts councils, businesses, and organizations all over Alaska including the Coast Guard Spouse's and Women's Association, the Greater Sitka Legacy Fund, ALPS Credit Union, the White Elephant, the Atwood Foundation, Juneau Arts and Humanities Council, Ocean Wave Quilters, Sitka Charitable Trust, the Ketchikan Arts and Humanities Council, Northrim Bank, and Sitka Counseling and Prevention Services.

2020-21 Board of Directors

Sitka Fine Arts Camp has a highly engaged board:

Sam Skaggs, President
Mollie Kabler, Vice President
Sue Litman, Treasurer
Martha Pearson, Secretary
Wendy Alderson
Marya Pillifant
James Poulson
Amy Rhyneer

Board Emeritus (retired from board but still active in our organization): Lauren Allen, Peter Apathy, Thor Christianson, Karen Grussendorf, Mary Hames, Kathryn Snelling, Kris Fulton, Mary Goddard

Itemized list of major grantors this year:

Anonymous Foundation: \$446,068
Alaska State Council on the Arts: \$18,000
City of Sitka: \$3,967
Ciri Foundation: \$12,000
Crossett Fund: \$10,000
National Endowment for the Arts: \$40,000
Sigrid Rausing Trust: \$115,000
Sitka Charitable Trust: \$7,929
State of Alaska: \$19,000

Alaska Arts Southeast, Inc. FY20 Budget (10/1/2019-9/30/2020)			
Note: FY21 has many uncertainties. We based many of the numbers off of our FY20 original budget numbers, however with the pandemic there is little certainty in these numbers			
Support	FY 20 Original (10/1/19-9/30/20)	FY 20 Revised for Covid Impact (10/1/19-9/30/20)	FY21 (10/1/20- 9/30/21)
Grants and Corporate Contributions	\$ 678,546.00	\$ 600,683.00	\$ 304,000.00
Individual Contributions	\$ 311,853.00	\$ 188,370.00	\$ 150,000.00
Revenue	FY 20 Original (10/1/19-9/30/20)	Revised for Covid-19	FY21 (10/1/20- 9/30/21)
Tuition	\$ 784,218.00	\$ 30,000.00	\$ 751,085.00
Ticket Sales	\$ 105,200.00	\$ 48,079.00	\$ 20,000.00
Concession Sales	\$ 24,100.00	\$ 17,800.00	\$ 12,000.00
Event Revenue	\$ 366,839.00	\$ 145,000.00	\$ 250,000.00
Longterm Rental Income	\$ 280,393.00	\$ 227,391.00	\$ 270,000.00
Hames Center Revenue	\$ 424,849.00	\$ 240,925.00	\$ 240,000.00
Total Revenue	\$ 2,975,998.00	\$ 1,498,248.00	\$ 1,997,085.00
Expenses	FY 20 Original (10/1/19-9/30/20)	Revised for Covid-19	FY21 (10/1/20- 9/30/21)
Salaries & Wages	\$ 1,234,053.00	\$ 700,000.00	\$ 1,200,000.00
Travel	\$ 94,536.00	\$ 43,464.00	\$ 20,000.00
Rent Expense	\$ 15,600.00	\$ -	\$ -
Utilities	\$ 257,668.00	\$ 220,000.00	\$ 250,000.00
Office Supplies	\$ 27,800.00	\$ 25,000.00	\$ 15,000.00
Art Supplies	\$ 48,670.00	\$ 16,000.00	\$ 35,000.00
Food Supplies	\$ 112,075.00	\$ 30,000.00	\$ 112,000.00
Postage & Shipping	\$ 1,040.00	\$ 1,500.00	\$ 1,000.00
Concession Supplies	\$ 15,800.00	\$ 5,000.00	\$ 9,000.00
Miscellaneous Supplies	\$ 5,900.00	\$ 6,000.00	\$ -
Custodial Supplies	\$ 12,800.00	\$ 25,000.00	\$ 20,000.00
Gas	\$ 3,000.00	\$ 5,000.00	\$ 3,000.00
Maintenance & Repairs	\$ 61,490.00	\$ 75,000.00	\$ 60,000.00
Equipment Purchases	\$ 34,800.00	\$ 50,000.00	\$ 10,000.00
Capital Construction	\$ 788,161.00	\$ 650,000.00	\$ 80,000.00
Contract Fitness Instructors	\$ 18,000.00	\$ 12,500.00	\$ 10,000.00
Artist Stipends	\$ 24,500.00	\$ 15,000.00	\$ 10,000.00
Professional Services	\$ 33,300.00	\$ 28,000.00	\$ 10,000.00
Grant Institute Fees	\$ 39,618.00	\$ -	\$ 40,000.00
Insurance	\$ 60,516.00	\$ 58,000.00	\$ 61,000.00
Licenses & Dues	\$ 1,500.00	\$ 1,000.00	\$ 1,000.00
Advertising	\$ 8,440.00	\$ 4,500.00	\$ 5,000.00
Property Taxes	\$ 6,585.00	\$ 6,585.00	\$ 6,585.00
Bank Fees	\$ 37,370.00	\$ 20,000.00	\$ 37,000.00
Meals & Entertainment	\$ 5,250.00	\$ 1,500.00	\$ 1,500.00
Miscellaneous Expense	\$ 27,526.00	\$ 1,789.00	\$ -
Total Expenses	\$ 2,975,998.00	\$ 2,000,838.00	\$ 1,997,085.00
Change in Net Assets	\$ -	\$ (502,590.00)	\$ -

Internal Revenue Service

Department of the Treasury

**P. O. Box 2508
Cincinnati, OH 45201**

Date: October 17, 2001

Person to Contact:

[REDACTED]

Alaska Arts Southeast, Inc.
P. O. Box 3086
Sitka, AK 99835-3086

Toll Free Telephone Number:

8:00 a.m. to 9:30 p.m. EST
877-829-5500

Fax Number:

513-263-3756

Federal Identification Number:

[REDACTED]

Dear Sir or Madam:

This letter is in response to your request for a copy of your organization's determination letter. This letter will take the place of the copy you requested.

Our records indicate that a determination letter issued in August 1975 granted your organization exemption from federal income tax under section 501(c)(3) of the Internal Revenue Code. That letter is still in effect.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Alaska Arts Southeast, Inc.
[REDACTED]

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

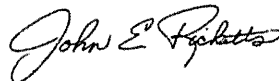
The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. If your organization had a copy of its application for recognition of exemption on July 15, 1987, it is also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of \$20 a day for each day you do not make these documents available for public inspection (up to a maximum of \$10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

This letter affirms your organization's exempt status.

Sincerely,



John E. Ricketts, Director, TE/GE
Customer Account Services

Alaska Department of Commerce, Community, and Economic Development

Division of Corporations, Business, and Professional Licensing
PO Box 110806, Juneau, AK 99811-0806

This is to certify that

Alaska Arts Southeast, Inc. dba Sitka Fine Arts Camp dba Hames Center

PO Box 3086, Sitka, AK 99835

owned by

ALASKA ARTS SOUTHEAST, INC.

is licensed by the department to conduct business for the period

March 5, 2020 to December 31, 2021
for the following line(s) of business:

53 - Real Estate, Rental and Leasing; 61 - Educational Services; 71 - Arts, Entertainment and Recreation



This license shall not be taken as permission to do business in the state without having complied with the other requirements of the laws of the State or of the United States.

This license must be posted in a conspicuous place at the business location.
It is not transferable or assignable.

Julie Anderson
Commissioner

List of Grants Pending and Received:

FY20:

Alaska Cares Grant: \$100,000 (received)
Alaska State Council on the Arts: \$18,000 (received)
Anonymous Foundation: \$185,000 (received)
Anonymous Foundation: \$250,000 (received)
City of Sitka: \$3,697 (received)
Crossett Fund: \$10,000 (received)
National Endowment for the Arts: \$90,000 (received)
Sigrid Rausing Trust: £90,000 (received)
State of Alaska: \$19,000 (received)

FY21:

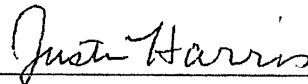
Alaska State Council on the Arts: \$18,000 (received)
Alaska State Council on the Arts Covid Relief Grant: \$16,500 (received)
Anonymous Foundation: \$270,000 (received)
City of Sitka: \$7,500 (pending)
Murdock Charitable Trust: \$300,000 (pending)
National Endowment for the Arts: \$75,000 (pending)

**General Fund Grants for Non-Profit
Organizations for Fiscal Year 2021**

CBS Liabilities Form

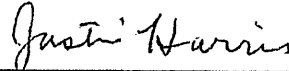
Organization Name: Alaska Arts Southeast, Inc.

- Property Tax



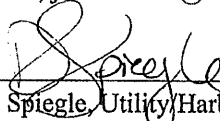
Justin Harris, Supervisory Senior Accountant
747-1853, justin.harris@cityofsitka.org

- Sales Tax



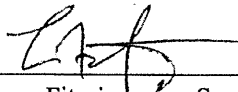
Justin Harris, Supervisory Senior Accountant
747-1853, justin.harris@cityofsitka.org

- Municipal Leases



Diana Spiegle, Utility/Harbor Billing Clerk
747-1843, diana.spiegle@cityofsitka.org

- Loan/Promissory Note



Larry Fitzsimmons, Senior Accountant
747-1801, larry.fitzsimmons@cityofsitka.org

- Utilities



Diana Spiegle, Utility/Harbor Billing Clerk
747-1843, diana.spiegle@cityofsitka.org

Please have CBS Departments sign off that your organization is current on all CBS liabilities. Email addresses have been included for your convenience.

This form must be completed and submitted with your Non-Profit Grant Application.