



# Arizona Dance e-Star

a publication of the **Arizona Dance Coalition**

Volume 1, Issue 10

November 2011

Dear Readers,

The **Arizona Dance Coalition Board of Directors** would like to wish all of our members, sponsors, grantors, merchants, volunteers and subscribers a very *Happy Thanksgiving!* We have been connecting, communicating and planning the future expansion and visibility of dance in Arizona. One thing is clear, we need to connect with many more people who support the arts, hence our first membership campaign. New members joining before December 1 will be entitled to one *free* small business service. New benefit ~ last month we were fortunate to get a group of merchants to offer ADC members discounts (lessons, dancewear, printing/manufacturing)! Details are on page 12. *Help us grow.*

Fundraising (USArtists online fundraising workshop, page 6), grant writing myths, and tips from a funder are covered in this issue. **Adam Huttler** of **Fractured Atlas** (NY) will be visiting Tempe on November 7 to talk about a *new business model for artists*. I hope many of you will get an opportunity to hear him speak. I'm sure he will enjoy our sunny weather!

Our **Member Spotlight** shines on the **ASU School of Dance**. They welcome **Nora Chipaumire** for a fall residency where non-ASU dancers can participate. ADC will be present at two major conferences and welcomes partners to share exhibit space at: Afterschool & AZ Department of Education MEGA conferences. Check out the events, master classes, announcements and audition and make sure you read Marlina's tip using *vodka* (page 13)!

Once again, Happy Thanksgiving & safe travels!

Most sincerely,

*Krystyna Parafinczuk*  
Editor & ADC Treasurer

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The **Arizona Dance Coalition** is a membership-based, statewide 501(c)(3) nonprofit dance organization creating connections and communication between the general public and the dance community. ADC membership is available to individuals and organizations interested in the art of dance. You may join online at [AzDanceCoalition.org](http://AzDanceCoalition.org). All questions about membership and sponsorship can be sent to [Lisa@AzDanceCoalition.org](mailto:Lisa@AzDanceCoalition.org). Calendar of Events are posted online by ADC members. Article submissions, news, letters to the editor and advertising sales can be sent to [Krystyna@AzDanceCoalition.org](mailto:Krystyna@AzDanceCoalition.org). Additional ADC contact information is on the last page.

## CALENDAR OF EVENTS

## SUBMISSION DEADLINE

DECEMBER ISSUE  
of the*Arizona Dance e-Star*

November 25

**CALENDAR OF EVENTS** listings are taken from the **Arizona Dance Coalition** website postings by ADC members. All postings of events are restricted to 501(c)(3) organizations with the exception of charitable and free events, educational workshops and master classes.

All submissions are monitored. Content may be edited.

[AzDanceCoalition.org](http://AzDanceCoalition.org)

**November 1-December 3**, ASU Herberger Institute School of Dance  
ASU Campus, APMA, 970 E University Dr, Tempe

**Nora Chipaumire Residency** culminating with **Constructing Dance / Excavating Performance**. Tues/Thurs 6-8:30 pm & Sat 1-4:30 pm

Don't miss this opportunity to explore embodied resistance, the Chipaumire language and process from concept to performance.

Workshop will be build around **Miriam**, Chipaumire's current project which premieres Fall 2012. For more information on **Miriam**, go to

[Mapp.com](http://Mapp.com). For more information about Chipaumire's work, go to

[chipaumire.com](http://chipaumire.com). To register, call 480-965-1208. **Fee for non-ASU participants \$45.**



**November 4, Friday, 6 pm**, Grand Canyon University Recreation Center, The Sanctuary Room, 2nd Floor, 3300 W Camelback Rd, Phoenix

**Pan-African Dance Master Class with Rujeko Dumbutshena**

This is a public, open-level master class with live drum accompaniment that is FREE for GCU students and \$5 for the public.

For more information: [rujeko.org/about](http://rujeko.org/about). To RSVP, contact [Susannah.Keita@gcu.edu](mailto:Susannah.Keita@gcu.edu) / 602-639-6295

**November 5, Saturday, 11 am - 6 pm, El Dia de los Muertos: Celebration of Life Festival** ~ West lawn of the Dr. A.J.

Chandler Park in Historic Downtown Chandler, 1 S Arizona Ave, Chandler. **Free** to the public. Music, dance, folk arts, crafts, ethnic food, children's activities, storytelling by SMCC Storytelling Institute, candle light procession, community alter, etc. **Desert Dance Theatre's Lisa Chow & Step Raptis**

entertain the crowds as Las Calacas from 2-4 pm, featuring masks by El Zarco Guerrero. Dress to Win ~ 1st Annual Katrin/Katrina Costume Contest. Pre-register at Xico, 480-833-5875, [info@xicoinc.org](mailto:info@xicoinc.org), [xicoinc.org](http://xicoinc.org). Sponsored by *CALA Alliance Festival and City of Chandler*





## CALENDAR OF EVENTS

**November 5, Saturday, 7pm doors open,** Tempe Center for the Arts – Main Stage, 700 West Rio Salado Parkway, Tempe. **Dance the Night Away @ TCA ~ EPIK Dance Company** kicks off an amazing night of entertainment at 7:30 with a 70-minute stage show and multiple performance during the afterparty for this Friends of TCA benefit. Tickets vary from \$25 balcony, \$30 orchestra and \$100 Preferred Orchestra VIP which include entrance to Club TCA, Big Bang Dueling Pianos, appetizers (cash bar). VIPs get an open bar in the private VIP gallery lounge. Tickets: [dna-tca.com](http://dna-tca.com) 18+ years event.

**November 10, Thursday, 7:30 pm,** Scottsdale Center for the Performing Arts, Virginia G. Piper Theater, 7380 E Second St, Scottsdale, **Te Vaka ~** A passionate fusion of music and dance inspired by the South Pacific, New Zealand's **Te Vaka** has performed in more than 35 countries around the world and released six internationally acclaimed albums. The group's enchanting melodies, powerful rhythms and beautiful lyrics sung in the language of Tokelau tell the story of Polynesia from ancient times to the present. Post show Q&A follows the performance. Tickets \$29-39 online. Info phone: 480-499-8587. Box office: 480-499-8587



**November 11-12, Friday, 7:30 pm, Saturday, 1 pm,** Berger Performing Arts Center at the Arizona School for the Deaf and Blind, 1200 W Speedway, Tucson **Hope for the Holidays, KU Studios, Home of Kids Unlimited Fall Performance**

Musical revue celebrating a message of hope and peace in a multi-holiday setting. This production is threaded with words written by our very own Senior Company performers adding a refreshing prospective of what hope means to our young performers. Our Junior company is featured within the production in a brand new musical called **A Pirate Christmas** that is sure to entertain young and old alike. Keeping with the community service aspects of our organization, our show will conclude with a video tribute to our troops which will become part of our Holiday project still in development. Tickets: \$15 Adults, \$11 Children Under 12 and Seniors. 520/293.1225 or purchase online.

Non-ADC member performances, workshops, and master classes are mentioned in the **Regional Section** of the *e-Star*.

We welcome your **announcements**: job postings, auditions, scholarships, awards & recognitions, new positions, reorganizations, and invitations to participate in FlashMobs!

## CALENDAR OF EVENTS



**November 12, Saturday, 8 pm, UApresents** @ Centennial Hall, 1020 E University Blvd, Tucson

**Kings of Salsa** delivers an explosion of high voltage salsa and sizzling choreography that pays homage to the great Cuban performers and dance styles from this intoxicating island with a modern twist never seen before on stage. Choreographed by Roclan Gonzalez Chavez, this stunning new show features talent from Cuba's top dance companies and seamlessly mixes

traditional Afro-Caribbean moves, world class contemporary dance and the Cuban classics: Mambo, Rumba, and Cha Cha Cha — all backed by Latin rhythms and brass arrangements from the 9-piece band Cuba Ashire. Tickets online: \$15-\$42



**November 17 - December 4, UApresents** @ Stevie Eller Dance Theatre, 1713 E. University Blvd, Tucson. The UA Dance Ensemble's **Premium Blend** will feature George Balanchine's masterwork, *Allegro Brillante*, along with faculty choreography by Douglas Nielsen, Sam Watson and others. Rounding out the program will be Elizabeth George's tribute to Arizona's 100th Birthday. Tickets online: \$15-\$33. See *UA Dance prepare for Allegro Brillante on Arizona Illustrated*, PBS TV, which appeared on October 27.

**November 17, Thursday, 7:30 pm**, Grand Canyon University Recreation Center, The Sanctuary Room, 3300 W Camelback Rd, Phoenix. **Free** to the public. GCU's National Dance Education Organization presents **Student Spotlight Dance Concert** featuring pieces by GCU student choreographers: *Shattered Glass* by Conni Torres, *More Fosse Please* by Chris Biles, *The Sound of Silence* by Anja Pettit, *Breaking Point* by Michaela Granado, *Clash* by Conni Torres and *Intercession* by Antoinette Proctor. To RSVP, call 602-639-8880 or email [ethington@gcu.edu](mailto:ethington@gcu.edu)



"a sense of" by Kathryn Ullom  
Photo by Tim Trumble

**November 18-20, Friday 6:30 pm, Saturday 7:30 pm, Sunday 2 pm.** Margaret Gisolo Dance Studio, 611 E Orange St, Tempe. **ASU Herberger Institute for Design and the Arts** presents **Emerging Artists** featuring original new works by ASU School of Dance MFA candidates *Whitney Waugh* and *Karryn Allen* based on original research into audience interaction, social perception and how we engage with the moving body and the stories it tells. Tickets: \$16/General Admission, \$12/Faculty Staff, Seniors, Groups, Alumni, \$8/Students. Info Phone: (480) 965-1208



## CALENDAR OF EVENTS

**November 18, Friday, 8 pm,** Scottsdale Center for the Performing Arts, Virginia G. Piper Theater, 7380 E Second St, Scottsdale. **Stephen Petronio's UNDERLAND**  
Praised by audiences and critics alike, choreographer *Stephen Petronio* is widely regarded as one of the leading dance-makers of his generation. New music, visual art and fashion collide in his dances, producing powerfully modern landscapes for the senses. The **Stephen Petronio Company** performs the provocative multi-media work **Underland** featuring a soundtrack by Australian alternative rocker *Nick Cave*. Tickets are available for \$29 & \$39 online or through the Patron Services Box Office at (480) 499-TKTS (8587).



Photo: Sarah Silver



**November 25-27,** Orpheum Theatre, 203 W Adams, Phoenix. Friday & Saturday, 2 pm & 7 pm, Sunday, 11am & 3:30 pm. **Ballet & Friends presents The Nutcracker ~ 30th anniversary**

**The Nutcracker** ballet under the artistic direction of *Slawomir Wozniak*, celebrated choreographer and principal dancer of Warsaw Ballet, is sure to delight audiences of all ages. Our cast includes renowned professional dancers and entertainers from the US and abroad, as well as some

of the most talented ballet students from the Valley. Costumes are by Oso Rojo Costumes based on designs by Irena Wozniak and Claudia Folts of tutu.com. Ballet and Friends, the organization behind this production, is dedicated to helping children in need. Audiences will help the community by purchasing their tickets, supporting Toys for Tots, and other organizations dedicated to helping underprivileged children.

Tickets online at [Ticketmaster](#) or at Orpheum Theater [Box Office](#). \$169 - \$108. A portion of our Nutcracker proceeds benefit the US Marine Corps' TOYS FOR TOTS campaign, as well as collecting Toys for Tots at our performances.

**November 18, 6-9 pm Civil Disobedience Park Jam!**

**School of Dance, Herberger Institute for Design and the Arts, School of Music ~ Nelson Fine Arts Center Fine Arts Plaza, 51 E 10th St, Tempe ~ Free**  
Experience the elements of urban youth culture and hip-hop in the southwest, including appearances by leading dancers, DJs, MCs, and graffiti writers. Try your hand at spinning records and writing graffiti with one of our experts. For more information, please visit [civildisobedience.asu.edu](http://civildisobedience.asu.edu). Be sure to join us on these dates for more Civil Disobedience (same time, same place)!



## Announcements

### ARIZONA COMMISSION ON THE ARTS / TUCSON PIMA ARTS COUNCIL / FILM BAR

present **United States Artist's Online Fundraising**

**November 7, Monday, 6:30 pm**, Film Bar, 815 N 2nd St, Phoenix

**November 8, Tuesday, 6 pm**, Tucson Pima Arts Council, 100 North Stone Ave # 303, Tucson

Artists of all disciplines are invited to attend a **free workshop** to learn about United States Artists' online fundraising program. USArtist Projects is the first online "microphilanthropy" effort devoted strictly to artists living in the US.

Presenter **Kris Kuramitsu** is a member of the Artist Relations team for USArtists, focused on introducing artists to the new on-line community USA Projects. In addition to her work with USA, she is an independent curator and art/philanthropic consultant. Recent curatorial projects include "John Outterbridge: The Rag Factory" at LA><ART and "Drawing the Line: Japanese American Art, Design and Activism in Post-War Los Angeles" at the Japanese American National Museum, both in Los Angeles. She co-curated the LA section of ARCOmadrid 2010, and the exhibition "Invisible City" at the Instituto Cervantes in Madrid and Berlin, among other exhibitions. She has served as the Programs Director at Creative Link for the Arts in NY; curator for the collections of Eileen and Peter Norton, and for the Collection of Eileen Harris Norton; and as the Arts Programs Director for the Peter Norton Family Foundation. She has an MA in Art History from UCLA.

USArtists is committed to investing in America's finest artists and illuminating the value of artists to society. The USA Projects program works in tandem with this mission to aid artists in funding and promoting their projects and connect artists to donors, fans, and philanthropists. Additionally, USA Projects showcases artists' work; builds a database of donors for their work; and provides resources and support to further their success. Artists who have previously received an award, grant, or fellowship through a competitive or juried process are eligible to apply for USA Projects.

For questions about this event, please contact the Arizona Commission on the Arts at 602.771.6530 or [agallego@azarts.gov](mailto:agallego@azarts.gov).



### **Bonus Workshop for Phoenix Attendees!**

**November 7, 4:30 pm**, Lyceum Theatre (LYC), ASU Tempe Campus, 901 S. Forest Mall

### **New Business Models for Artists**

Adam Huttler, founder of **Fractured Atlas**, has grown Fractured Atlas from a one-man-organization founded in 1998 to help "liberate the artist" to a broad-based national service organization with an annual budget of \$12 million. He serves on the Board of Directors of the Performing Arts Alliance, the Steering Committee of the National

Network of Fiscal Sponsors, the Steering Committee of NYC's One Percent for Culture campaign, and the Policy Leadership Circle of the Institute for Culture in the Service of Community Sustainability. **Free and open to the public.**

## Announcements

**November 12, Saturday 7 am – 3 pm, Ballet Tucson Rummage Sale**, 3640 E Fort Lowell Rd, Tucson (at Dodge next to Copenhagen). For drop off information prior to the 12th, call Cathy de Castro, 520-903-1445.

**November 18 HAPPY FEET TWO** opens at a theater near you. **Wade Robson**, who has won two Emmy awards for choreography on SYTYCD brings hip hop to **Happy Feet Two**. Robson is working with Aussie tap choreographer **Dein Perry**.

### **November 19, 8 am - 3:30 pm, The 19th Annual AZ Afterschool Conference**

Phoenix Convention Center, West Building 100 North 3rd Street, Phoenix, AZ

The **Arizona Center for Afterschool Excellence** hosts the only annual statewide conference for afterschool and out- of-school time (OST) administrators and staff. Conference workshops will address how to strengthen the quality of afterschool/OST programs and staff throughout Arizona.

ADC will be an exhibitor offering ADC Members the opportunity to share their afterschool program services at our booth for a split cost of the booth. **If you are interested in participating in the booth, please RSVP by Friday, November 11, 2011.** Payment will be due by Wednesday, November 16th. Exhibitors are encouraged to display a variety of products and services targeting programs serving children and youth ages 5-17.

**WHO WILL ATTEND?** Afterschool/OST program staff, site directors, program coordinators, curriculum and evaluation specialists from public schools, parks & recreation, youth development (YMCA, Camp Fire, Boys & Girls Clubs, Boys Scouts, Girls Scouts, 4-H, etc.), faith based, military, private nonprofit and for-profit programs.

Contact: Lisa R. Chow, ADC President, Office 480-962-4584, Cell 602-740-9616, [Lisa@AzDanceCoalition.org](mailto:Lisa@AzDanceCoalition.org)

## Master Classes

**November 5, Saturday, 10-11:30 am**, Master class with former professional ballet dancer **Myrta George**. Elite Dance Academy, 9059 W Lake Pleasant, Bldg H #880, **Peoria**. 9 am complimentary Pilates warm up. RSVP 623-518-6823

**November 11-13, ASU Argentine Tango Fall Retreat**, Sedona Shadows Clubhouse, 6770 W State Rte 89A, **Sedona**. RSVP Acacia Crouch at [acacia.crouch@gmail.com](mailto:acacia.crouch@gmail.com), [accesstango.com](http://accesstango.com)

**November 12, 13 – Life Moves Workshop Weekend** with **Michael Montoya** (Hip Hop/ Saturday) and **Miguel Perez** (Contemporary/Sunday), BreakOut Studios, 526 N. 4th Av, **Tucson**. [Breakouton4th.com](http://Breakouton4th.com) 520-670-1301





## MEMBER SPOTLIGHT: ASU Herberger Institute School of Dance

At the **Herberger Institute School of Dance** we ask ourselves questions.

- What is the role of dance in the 21st century?
- How can dance help build a healthy society?
- How does dance help us understand ourselves and the world around us?
- What might dance really be like in 20 years?
- What skills, knowledge and experiences will best enable a dance artist to thrive in the years to come?

This process of enquiry and evaluation is at the heart of our program, ensuring that we constantly reflect on what it is we are learning and why. The curriculum is a dynamic learning environment focused on current and future global dance practice and informed by our unique set of principles reflected in the School's ***Learning Lens***®.

The Herberger Institute School of Dance is recognized as one of the leading dance programs in the U.S. The highly experienced international faculty and staff offer a broad approach to developing artists, educators and scholars who are actively engaged with the rapidly expanding range of global contexts for artistic practice; from performance to education, from community to online contexts.

There is a four year BFA program and a three year MFA program with creative practice at its core, informed by the principles of fostering leadership, understanding context and nurturing humanity. We are still teaching people to move, in very diverse ways, and we are still ensuring they understand the body, their body. We are still asking students to go to sociology or engineering, or philosophy or psychology to contextualize the other kinds of 'knowledges' that they need, yet critically we are asking them to synthesize all of this experience and to build for themselves a clear sense of who they are, and how they might evolve as creative artists and to understand the relationship of their practice as an artist to society in a fully engaged and dynamic relationship.

We recognize and value the creativity and meaning that each student brings to the program. We are committed to enabling students to find their own unique role within the rapidly changing and expanding horizons of dance culture, and ensure that they have the skills, experiences, knowledge and tools to facilitate their continuing success.

Our Artist Faculty and Visiting Artist programs ensure that current global practice is present on campus.

November 1 – December 3, 2011 ***Nora Chipaumire*** (Zimbabwe/USA) will be in residence conducting a student/community workshop ***constructing dance, excavating performance***.  
(See *Calendar of Events*)

The faculty and staff develop and sustain creative dialogue with our students as we help them learn how to learn. Part of the process of assisting them as they prepare to launch themselves on their own unique path includes supporting numerous performance and presentation opportunities from concerts to site specific projects, from dance film to web based initiatives. Just completed, **Light It Up: Optimizing Public Practice** brought together ASU artists, faculty and staff; regional community partners and national leaders in the field to showcase exemplary work and build awareness as well as advocacy for Public Practice.



*Urban Movement Practice Civil Disobedience Dance Jam, Photo: Tim Trumble Photography*

Fall 2011 performance events include ~  
***Emerging Artists I***, November 18-20  
***Civil Disobedience Park Jam***, November 18  
***Emerging Artists II***, December 2-4

To learn more, visit [dance.asu.edu](http://dance.asu.edu) or contact:  
**Laura Donnelly**, Academic Services Manager  
ASU Herberger Institute for Design and the Arts  
School of Dance, PO Box 870304  
611 E Orange St, Tempe AZ 85287-0304  
[Laura.Donnelly@asu.edu](mailto:Laura.Donnelly@asu.edu)  
480-965-1208



## Regional News

### Central Arizona

**November 11, Friday, 7 pm,** Thrive! Dreamfactory, 2501 N 7th St, Phoenix

**A Thousand Years of Comedy** ~ Love Lee Entertainment presents another Comedy Show with Lee Lewis as the host. Comedic performances by Keith Ellis, Bob Kubota and special guests including **Step's Junk Funk**. \$20 in advance, \$25 at the door, \$5 student discount with I.D. Tickets online or call 818-835-5339. Ages 21 and up.

**November 12-13,** Mesa Arts Center at Mesa Arts Center Theaters, 1 E Main St, Mesa

**Native American Song and Dance - Canyon Records 60th Anniversary** ~ Colorful pow-wow and traditional dancers are joined by some of the finest singers representing the diverse traditions and cultures of Native America. See and hear the brilliant artistry of dancers and singers, as well as Native American flute performers, representing the Navajo, Cree, Apache, Hopi and other indigenous nations of the U.S. and Canada. Tickets: \$25/Each, Info Phone: (480) 644-6500.

**November 17-18,** South Mountain Community College, 7050 S 24th St, Phoenix.

**Our World Dances ~ Dance Department of South Mountain Community College** Fall

Concert featuring SMCC dance students, local high schools and area dance companies. \$10 ~ Info (602)243-8053.

**November 18-19, Chandler-Gilbert Community College** Performing Arts Center, 2626 E Pecos Rd, Chandler. **Faculty Choreography Dance Showcase** featuring CGCC dance students. \$8 adults, \$6 students. Info (480)732-7343.

### Southern Arizona

**November 12, Saturday 7 am – 3 pm, Ballet Tucson Rummage Sale**, 3640 E Fort Lowell Rd, Tucson (at Dodge next to Copenhagen). For drop off information prior to the 12th, call Cathy de Castro, 520-903-1445.

**November 12, 7 pm,** Pima Community College Center for the Arts Proscenium Theater, Tucson. **NEW ARTiculations Dance Theatre** performs **If My Verse Be Alive**. Inspired by the poetry and life of Emily Dickinson. Presented by Kore Press. Part of the "Big Read" project sponsored by the NEA. Tickets \$10 in advance, \$15 at the door. VIP \$40 tickets include special seating and private reception.

**Social Dancing - November 12 & 26, Sundays, 5-9 pm, Salson** presents the **Sunday Salsa Social** at the Sonoran Ballroom Academy, Tucson. For live band schedule and any date changes/events, visit **Tucson Salsa**. Beginner/Int-Adv lessons 5-6:30 pm, music 6:30-9 pm.

**November 26, Saturday, 7 pm, Tucson Lindy Hop** at the Armory Park Senior Center, Tucson. Beginners lesson 7-8 pm, dancing until 11 pm.

NOTE: When you are submitting information / photos, announcements & events, please include *complete* names of venues, locations, addresses and contact information.

## Auditions

### November 15, 10-12 pm, California Institute for the Arts — B.F.A. Dance Audition (CAL ARTS)

Hosted by Glendale Community College DANCE, 6000 W Olive Ave, Glendale

The Sharon Disney Lund School of Dance, BFA Dance Transfer Students Admissions

Audition Information:

- 1.5 hour Contemporary Ballet Class taught by Glen Eddy, CAL ARTS Ballet Technique and Partnering Faculty
- Compositional Improvisational Exercise

**Attire:** Females ~ tights, leotard (color optional), ballet shoes, bare feet for improvisation

Males ~ tights, t-shirt or tank top (color optional), ballet shoes, bare feet for improvisation

BFA transfer applicants wishing to be considered as transfer students into the program are required to send a DVD with two complete works (no excerpts): one choreographic work and one performance work. In order to complete the application process, students must also submit an online application. For more information please contact Andrea Hashim, GCC Dance Program Director – [a.hashim@gcmail.maricopa.edu](mailto:a.hashim@gcmail.maricopa.edu) or (623)845-3796.



### Photo of the Month

Human Nature Dance Theatre in Middle Ground

2011 Arizona Dance Festival

Dancers: *Jayne Lee* and *Leonard Wood*

Photo: *Heather Hill*



## 8 Grant Writing Myths Busted

### Don't let these Grant Writing Myths Hold Your Nonprofit Back

Unfortunately, many smaller nonprofits think that it is impossible and thereby pass up an inviting source of funding for their causes. I asked **Pamela Grow** to debunk the myths surrounding grant writing. She has been on both sides of the grant writing process, having evaluated grant applications for a foundation and then setting up a grant writing program for a nonprofit. Pamela says the following eight myths often hold nonprofits back from seizing their share of the grant-giving pie:

1. Writing a grant is an instant solution to our money problems. Many nonprofits give up after their first grant is rejected. What if you searched for a job in that way? You would give up after the first turn down. But we keep sending out resumes, working our contacts, upgrading our skills, and hanging in there until we get a break. It's the same with grant writing.
2. Grants aren't like other fundraising...it's a different animal altogether. It is crucial you build relationships with funders, just as you do with individual donors. Don't hesitate to call a foundation to test the waters...would they welcome your application? Strike up a conversation with a program officer, or founder of a small foundation. If your grant is rejected, find out why and if there is anything you can do better or different. Always ask if there is another funding source that they can recommend. Pamela's [Grant Proposal Checklist](#) is a big help with this.
3. The recession has caused foundations to cut way back on funding, so what's the point? It is true foundation grant making has fallen recently. On the other hand, small and midsize foundations actually exceeded their payout requirements in 2009.
4. We need operational support and foundations don't provide that. There has been a shift from programmatic funding toward funding operating costs.
5. We don't know anyone at any foundations. Actually, you might. Take note of foundation trustees and forward those names to your board to see if there are any connections. One may well turn up. Even if you start out with no contacts, you can still get funding, and as you gain experience your contact universe will grow.
6. We don't know how to search for funders and the databases are expensive. Your public library may have the Foundation Center's database which you can use for free at that site. The [Foundation Center](#) also offers free online tutorials and webinars in using its database. There are also free databases that will provide basic information on foundations. Pamela offers an online [video tutorial](#) using some of these that is very helpful.
7. It is too complicated to write a grant proposal. Pamela says the biggest problem [is] that organizations simply [do] not follow the guidelines. Following them is much more important than flowery prose. You can also read sample grant proposals. Pamela's Grant Proposal Toolkit provides several samples of grant proposals. Grant writing is also about simply telling stories. People are going to be reading your proposal and people can be touched by those stories. Use statistics, but then illustrate them with inspiring stories.
8. We don't have anyone on staff to write proposals and professional grant writers are too expensive. First look internally for someone who could learn to write grant proposals. It might be someone you hadn't thought of...even a volunteer. But, if you do feel that you need a professional, don't hire one because you think it is going to be an instant solution. If someone promises that, beware. Look for a writer who will work with you on transitioning your organization to doing it in-house. See [If You're Looking for a Grant Writer...](#) for more tips.

*About the Author: **Joanne Fritz, Ph.D.**, [AboutGuide.com](#), has worked in the nonprofit world for most of her 30-year career beginning with teaching at the secondary, college, and university levels. She has also held senior management positions at two national nonprofits and two universities. Fritz has served on numerous nonprofit boards and was chosen to participate in leadership programs in two cities. To contact Joanne, email [nonprofit.guide@about.com](mailto:nonprofit.guide@about.com).*

## 2011 ADC MEMBERSHIP CAMPAIGN

Some of you may be reading the **Arizona Dance e-Star** for the first time. This publication is produced by the **Arizona Dance Coalition**. The following is a brief description of our organization and member benefits. If you like what you read, please see the last page of this newsletter for links to [JOIN ADC](#). Subscription to the **e-Star** is always free and you can visit/join our [facebook](#) page as well.

The **Arizona Dance Coalition** is a membership-based, statewide 501(c)(3) nonprofit dance organization creating connections & communication between the general public & the dance community. It offers ~

- **Arizona Dance e-Star** Monthly e-Newsletter featuring news, articles, tips & events across the state
  - Website with Resources, Articles, Member Directory, Events Calendar
  - Member-to-Member Discounts & Merchant Discounts (**new**)
- Master Classes & Dance Forums, Lectures & Performances, Sponsorship & Scholarship
- Dance Festival Cooperation, Business Services & Opportunities, Venue Liability Coverage

### SMALL BUSINESS SERVICE TO NEW MEMBERS

As a special promotion to **new** ADC members joining before December 2011, ADC is offering a **free Small Business Service** ~ (*one of the following*) designing a one-page flyer, postcard, e-promo, one-page business form (*fill-in PDF option*) and minimal Photoshop editing & image conversions.

**NEW ~ MERCHANT DISCOUNTS** (*presenting ADC membership card required to receive discount*)

The following merchants have agreed to provide a 10% discount or more to ADC members. We are very excited to offer this new benefit to our members and we graciously thank the following merchants ~

**Northern Arizona:** Canyon Dance Academy, Canyon Dance Supply

**Central Arizona:** Barry's Capezio, Dee's Dancewear, Evolution Dancewear, Misha's Dance & Activewear

**Southern Arizona:** Dancers Boutique, Danswest Dancewear, Hirsh's Shoes, Shelli's Shoes (ballroom)

**Printing and Manufacturing:** Watermark Resources LLC - *wholesale to the public*

### ADC MEMBER-TO-MEMBER DISCOUNTS

Throughout the year our members ~ individuals (*dancers, choreographers, costume designers, educators, etc.*), dance organizations (*dance companies, studios, college/university dance programs, etc.*), and venues/presenters ~ offer discounts on dance classes, workshops & performances to our members. ADC members offer these discounts because they are interested in promoting dance, creating enthusiastic audiences and building a supportive community for dance artists. *ADC thanks our members for their generosity.*

### WHY JOIN THE ARIZONA DANCE COALITION?

ADC has a mission to serve the dance community statewide and to serve the general public by making "connections." It needs your help to become an organization that can assist our members in their professional needs as well as serve the general public by promoting dance and its benefits. Your membership will help fund website maintenance, master classes, presenter events & festival cooperation, scholarship & sponsorship. It also presents you with an opportunity to become involved in our projects.

*You can join ONLINE or download a fill-in PDF form and mail it in with your annual membership dues:*

*Individuals \$20, Organizations \$50, Venue/Presenters \$100*

### ADC BOARD MEMBERS NEEDED

If you have an interest in organization/event planning, fundraising/grant writing, developing TV public service announcements/dance shorts, reviewing dance events, writing dance articles, designing art/promos for dance, etc., contact us NOW! *You are needed.*



**AZ Department of Education MEGA Conference: Seeking Evidence of Excellence**

**Partnership Expo ~ November 16, Wednesday, 7 am - 3:30 pm**, WIGWAM Resort, 300 Wigwam Blvd, Litchfield Park (623)935-3811 ~ **FREE**

More than 400 school administrators and teachers will learn about what you have to offer Arizona schools. Education-based roster artists, arts and culture organizations and other non-profit community organization will have the opportunity to display their work at the Expo. A complimentary boxed lunch will be provided for you if you are in attendance over the conference lunch session. RSVP no later than 5 pm, Friday, November 4. Complete [online registration form](#).

**COSTUME CLEANING TIP and more...**

*by Marlina Kessler*

This formula kills bacteria and odors and is perfect for costumes that can't be hand-washed. In a spray bottle mix one part water to one part cheap *vodka*. First, test a small area for color bleeding. Let air dry. Leaves no odor.

Here are 20 other uses for vodka (*besides drinking*) at [tummyfluff.com](http://tummyfluff.com)

**FUNDER'S GRANT TIPS**

*by Krystyna Parafinczuk*

*Nonprofit Program + Financial Support  
= Improvement of Community*

**Sharon M DeMark**, Program Officer with **The Minnesota Council on Foundations**, wrote a very good article on **Effective Grant Evaluations: A Funder's Tips**.

Article lists 10 tips plus eight Final Grant Report questions to answer.

**Subscribe to email**

**Unsubscribe**

**JOIN ADC**



**Become an Arizona Dance Coalition Member** ~ online (PayPal)

or snail mail / click on the icon to download application

**Board Members are needed** with expertise in organization & event planning, marketing/graphics, writing and computer/website maintenance.

*Help us grow and make a difference.*

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