

CITY OF SANTA FE

PROFESSIONAL SERVICES AGREEMENT

THIS AGREEMENT is made and entered into by and between the City of Santa Fe (the "City") and **Indigenous Solutions** (the "Contractor"). The date of this Agreement shall be the date when it is executed by the City and the Contractor, whichever occurs last.

1. SCOPE OF SERVICES

The Contractor shall provide the following services for the City :

- A. All required services to ensure the presentation and production of the projects as described in Exhibit A attached hereto and incorporated by reference in response to #18/40/RFQ.
- B. Present opportunities for youth and/or other underserved population to benefit from the project by providing free or reduced access to the project as outlined in the application and demonstrated by the documentation and reporting of audience statistical and demographic information, including minority participation in the project.
- C. Market and promote the City by utilizing the City's arts logo and credit line on all printed promotional material related to the project.
- D. Promote and market the project locally and regionally; demonstrate evidence of attracting audiences through statistical and demographic information.
- E. Present arts educational programs and opportunities for the Santa Fe community that increase understanding of the project's artistic discipline or work of art.
- F. Encourage the cultural development of Santa Fe through Maintaining high standards of artistic excellence as demonstrated by the presentation of performances, exhibitions and /or services.

G. Strengthen the position of the arts as an integral part of Santa Fe by providing cultural benefits and contributing to the City's artistic identity and access to underserved constituencies.

H. Provide a final report to the City providing statistical and demographic information about audience attendance and the results of the project.

2. STANDARD OF PERFORMANCE; LICENSES

A. The Contractor represents that it possesses the personnel, experience and knowledge necessary to perform the services described under this Agreement.

B. The Contractor agrees to obtain and maintain throughout the term of this Agreement, all applicable professional and business licenses required by law, for itself, its employees, agents, representatives and subcontractors.

3. COMPENSATION

A. The City shall pay to the Contractor in full payment for services rendered, a sum not to exceed four thousand two hundred fifty dollars and no cents (\$4,250.00), including applicable gross receipts taxes.

B. The Contractor shall be responsible for payment of gross receipts taxes levied by the State of New Mexico on the sums paid under this Agreement.

C. Payment shall be made upon receipt, approval and acceptance by the City of detailed statements containing a report of services completed. Compensation shall be paid only for services actually performed and accepted by the City.

4. APPROPRIATIONS

The terms of this Agreement are contingent upon sufficient appropriations and authorization being made by the City for the performance of this Agreement. If sufficient appropriations and authorization are not made by the City, this Agreement shall terminate upon written notice being given by the City to the Contractor. The City's decision as to whether sufficient appropriations are available shall be accepted by the Contractor and shall be final.

5. TERM AND EFFECTIVE DATE

This Agreement shall be effective July 1, 2018 and shall terminate on June 30, 2019 unless sooner pursuant to Article 6 below.

6. TERMINATION

A. This Agreement may be terminated by the City and the Contractor upon 10 (ten) days written notice to the Contractor.

(1) The Contractor shall render a final report of the services performed up to the date of termination and shall turn over to the City original copies of all work product, research or papers prepared under this Agreement.

(2) If compensation is not based upon hourly rates for services rendered, therefore the City shall pay the Contractor for the reasonable value of services satisfactorily performed through the date Contractor receives notice of such termination, and for which compensation has not already been paid.

(3) If compensation is based upon hourly rates and expenses, Contractor shall be paid for services rendered and expenses incurred through the date Contractor receives notice of such termination.

7. STATUS OF CONTRACTOR; RESPONSIBILITY FOR PAYMENT OF EMPLOYEES AND SUBCONTRACTORS

A. The Contractor and its agents and employees are independent contractors performing professional services for the City and are not employees of the City. The Contractor, and its agents and employees, shall not accrue leave, retirement, insurance, bonding, use of City vehicles, or any other benefits afforded to employees of the City as a result of this Agreement.

B. Contractor shall be solely responsible for payment of wages, salaries and benefits to any and all employees or subcontractors retained by Contractor in the performance of the services under this Agreement.

C. The Contractor shall comply with City of Santa Fe Minimum Wage, Article 28-1-SFCC 1987, as well as any subsequent changes to such article throughout the term of this Agreement.

8. CONFIDENTIALITY

Any confidential information provided to or developed by the Contractor in the performance of this Agreement shall be kept confidential and shall not be made available to any individual or organization by the Contractor without the prior written approval of the City.

9. CONFLICT OF INTEREST

The Contractor warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under this Agreement. Contractor further agrees that

in the performance of this Agreement no persons having any such interests shall be employed.

10. ASSIGNMENT; SUBCONTRACTING

The Contractor shall not assign or transfer any rights, privileges, obligations or other interest under this Agreement, including any claims for money due, without the prior written consent of the City. The Contractor shall not subcontract any portion of the services to be performed under this Agreement without the prior written approval of the City.

11. RELEASE

The Contractor, upon acceptance of final payment of the amount due under this Agreement, releases the City, its officers and employees, from all liabilities, claims and obligations whatsoever arising from or under this Agreement. The Contractor agrees not to purport to bind the City to any obligation not assumed herein by the City unless the Contractor has express written authority to do so, and then only within the strict limits of that authority.

12. INSURANCE

A. The Contractor, at its own cost and expense, shall carry and maintain in full force and effect during the term of this Agreement, comprehensive general liability insurance covering bodily injury and property damage liability, in a form and with an insurance company acceptable to the City, with limits of coverage in the maximum amount which the City could be held liable under the New Mexico Tort Claims Act for each person injured and for each accident resulting in damage to property. Such insurance shall provide that the City is named as an additional insured and that the City

is notified no less than 30 days in advance of cancellation for any reason. The Contractor shall furnish the City with a copy of a Certificate of Insurance as a condition prior to performing services under this Agreement.

B. Contractor shall also obtain and maintain Workers' Compensation insurance, required by law, to provide coverage for Contractor's employees throughout the term of this Agreement. Contractor shall provide the City with evidence of its compliance with such requirement.

C. Contractor shall maintain professional liability insurance throughout the term of this Agreement providing a minimum coverage in the amount required under the New Mexico Tort Claims Act. The Contractor shall furnish the City with proof of insurance of Contractor's compliance with the provisions of this section as a condition prior to performing services under this Agreement.

13. INDEMNIFICATION

The Contractor shall indemnify, hold harmless and defend the City from all losses, damages, claims or judgments, including payments of all attorneys' fees and costs on account of any suit, judgment, execution, claim, action or demand whatsoever arising from Contractor's performance under this Agreement as well as the performance of Contractor's employees, agents, representatives and subcontractors.

14. NEW MEXICO TORT CLAIMS ACT

Any liability incurred by the City of Santa Fe in connection with this Agreement is subject to the immunities and limitations of the New Mexico Tort Claims Act, Section 41-4-1, et. seq. NMSA 1978, as amended. The City and its "public employees" as defined in the New Mexico Tort Claims Act, do not waive sovereign immunity, do not waive

any defense and do not waive any limitation of liability pursuant to law. No provision in this Agreement modifies or waives any provision of the New Mexico Tort Claims Act.

15. THIRD PARTY BENEFICIARIES

By entering into this Agreement, the parties do not intend to create any right, title or interest in or for the benefit of any person other than the City and the Contractor. No person shall claim any right, title or interest under this Agreement or seek to enforce this Agreement as a third party beneficiary of this Agreement.

16. RECORDS AND AUDIT

The Contractor shall maintain, throughout the term of this Agreement and for a period of three years thereafter, detailed records that indicate the date, time and nature of services rendered. These records shall be subject to inspection by the City, the Department of Finance and Administration, and the State Auditor. The City shall have the right to audit the billing both before and after payment. Payment under this Agreement shall not foreclose the right of the City to recover excessive or illegal payments.

17. APPLICABLE LAW; CHOICE OF LAW; VENUE

Contractor shall abide by all applicable federal and state laws and regulations, and all ordinances, rules and regulations of the City of Santa Fe. In any action, suit or legal dispute arising from this Agreement, the Contractor agrees that the laws of the State of New Mexico shall govern. The parties agree that any action or suit arising from this Agreement shall be commenced in a federal or state court of competent jurisdiction in New Mexico. Any action or suit commenced in the courts of the State of New Mexico shall be brought in the First Judicial District Court.

18. AMENDMENT

This Agreement shall not be altered, changed or modified except by an amendment in writing executed by the parties hereto.

19. SCOPE OF AGREEMENT

This Agreement incorporates all the agreements, covenants, and understandings between the parties hereto concerning the services to be performed hereunder, and all such agreements, covenants and understandings have been merged into this Agreement. This Agreement expresses the entire Agreement and understanding between the parties with respect to said services. No prior agreement or understanding, verbal or otherwise, of the parties or their agents shall be valid or enforceable unless embodied in this Agreement.

20. NON-DISCRIMINATION

During the term of this Agreement, Contractor shall not discriminate against any employee or applicant for an employment position to be used in the performance of services by Contractor hereunder, on the basis of ethnicity, race, age, religion, creed, color, national origin, ancestry, sex, gender, sexual orientation, physical or mental disability, medical condition, or citizenship status.

21. SEVERABILITY

In case any one or more of the provisions contained in this Agreement or any application thereof shall be invalid, illegal or unenforceable in any respect, the validity, legality, and enforceability of the remaining provisions contained herein and any other application thereof shall not in any way be affected or impaired thereby.

22. MATCHING FUNDS

The Contractor may use the amount paid by the City pursuant to Article 3, herein, to meet matching requirements of federal or state government for the receipt of additional funds for those entities.

23. LOGO AND CREDIT LINE

A. The Contractor must include the City of Santa Fe Arts Commission logo on all printed publicity, promotion, and program materials applicable to this Agreement. In immediate proximity to the logo, the following credit line must be clearly visible and readable: "Partially funded by the City of Santa Fe Arts Commission and the 1% Lodgers' Tax."

B. Failure to provide the appropriate credit line and use of logo can result in termination of this Agreement.

24. NOTICES

Any notices required to be given under this Agreement shall be in writing and served by personal delivery or by mail, postage prepaid, to the parties at the following addresses:

City of Santa Fe:
Arts Commission
PO Box 909
Santa Fe NM 87504-0909

Contractor:
Indigenous Solutions
1020 Valerie Circle
Santa Fe NM 87507


IN WITNESS WHEREOF, the parties have executed this Agreement on the date
set forth below.

CITY OF SANTA FE:


ERIK LITZENBERG, CITY MANAGER

DATE: 9/5/18

INDIGENOUS SOLUTIONS

 WILLA SHALIT
BOARD PRESIDENT
NAME AND TITLE

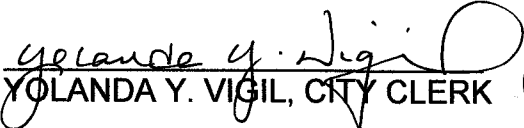

DATE: 9/10/18

CRS# 03-135532-00-3


City of Santa Fe Business

Registration # 18-00151741

ATTEST:


YOLANDA Y. VIGIL, CITY CLERK 

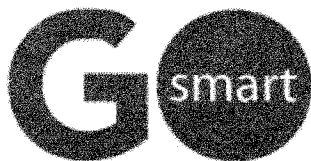
APPROVED AS TO FORM:

 8/6
ERIN K. MCSHERRY, CITY ATTORNEY

APPROVED:

 8/10 
MARY MCCOY, FINANCE DIRECTOR

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Business Unit.Line Item



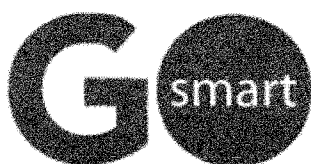
City of Santa Fe Arts Commission - 2018 Community Arts
Development
Indigenous Solutions, Inc.
Application #18CAD0011

Primary Contact: Natasha N Terry
Phone: (505) 795-2499
Email: indigiefemme@yahoo.com

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Applicant Profile

Legal Name	Indigenous Solutions, Inc.
Date of 501(c)3 incorporation	11/05/2007
Address1	1020 Valerie Circle Santa Fe, New Mexico 87507 UNITED STATES
Telephone	(505) 795-2543
Primary Contact	Natasha N Terry
Applicant Status	Phone: (505) 795-2499
Applicant Institution	Email: indigiefemme@yahoo.com
Applicant Discipline	Organization - Non-Profit
Grantee Race	Arts Service Organization
FEIN / TAX ID	Multidisciplinary
	American Indian/Alaska Native
	26-1656689



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Applicant Information

This section of the application gathers basic information about the proposed project.

Please state the name of the organization (or group) presenting the program.
Indigenous Solutions, Inc.

DBA (if applicable)
Indigenous Solutions

Project Director Information

Project Director Name
Elena Higgins

Project Director Title
Co-founder and executive director

Project Director Email
indigiefemme@yahoo.com

Project Director Phone #
5057952543

Are you using a Fiscal Agent?
no

Fiscal Agent Contact Name
n/a

Fiscal Agent Contact Title
n/a

Fiscal Agent Contact Email
n/a

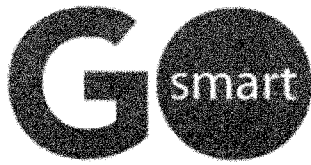
Fiscal Agent Contact Mailing Address
n/a

Fiscal Agent Phone #
n/a

The Authorizing Official should be the president or other officer of the board of directors. This person takes legal responsibility for the applicant. The Executive Director and Project Director may not serve as the Authorizing Official.

Authorizing Official Name
Michelle Redmond

Authorizing Official Title



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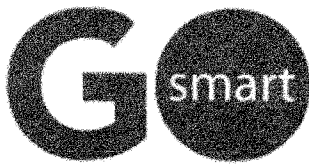
Treasurer

Authorizing Official Email
redmonds6178@gmail.com

Authorizing Official Phone #
5054701477

City of Santa Fe Business Registration # (This number must start with a "18")
18-00151741

CRS #
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Project Narrative

Project Title

Indigenous Solutions Projects

Amount Requested

\$6,000

Project Start Date

2018-8-8

End Date

2019-4-20

Project Location

2018-2019 Indigenous Solutions Concert Series - Institute of American Indian Arts Hogan - 83 A Van Nu Po, Santa Fe, NM 87508 & The James A Little Theater - New Mexico School for the Deaf, 1060 Cerrillos Rd, Santa Fe, NM 87505

2019 Indigenous Solutions Festival - Institute of American Indian Arts Campus - 83 A Van Nu Po, Santa Fe, NM 87508

Provide an overview of the project for you are applying. We encourage you to address the "Who, What, Where, Where and Why" of the project. Where possible, include specific artist names and titles of work.

2018-2019 Indigenous Solutions Winter Concert Series (ISWCS)

The Series enables us to provide unique support for local, national and international Indigenous & LGBTQIA artists. Each event in the Series supports artists willing to travel. We provide funding & create a safe community space where audiences can gather, eat, laugh, sing and celebrate while being inspired by a guest artist. The Series has created a thriving community which grows with each new artist's appearance. Series artists include: Someones Sister, Lyla-June, Radmilla Cody, Ernie Tsosie III.

2019 Indigenous Solutions Festival (ISF)

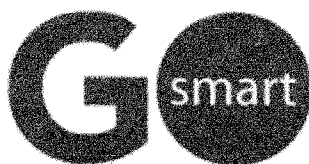
Indigenous Solutions (IS) in partnership with the Institute of American Indian Arts (IAIA) Performing Arts director, Dr. Sheila Rocha, and Tewa Women United (TWU) Executive Director, Corrine Sanchez, are collaborating with the IAIA students to bring local artists and healing practitioners to celebrate healing through laughter, music and community.

The resilience of the local Native American tribes is perpetual. We have gathered a festival to share the beauty and blessings of survival, strength and remembering our ways.

We will support and showcase Native American & Indigenous musicians, healing practitioners, comedians, traditional healers, talking circles, dancers, theater-drama/plays & films.

This will be our second healing festival at IAIA, followed by the success of our first in April 2018. The feedback from audiences surveyed was for more of everything!

How will the project provide access to and participation in the creative life of our community by youth and/or other underserved populations? Who is the intended audience for this project?



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2018-2019 ISWCS

Our programming of Indigenous & LGBTQIA artists and musicians has been very successful to maintain full-house audiences for the last four seasons. Each artists creates an intimate setting by weaving personal stories into their art/songs which engages in the mission of our non-profit of, engaging audiences through traditional and contemporary sustainable artistic expression.

The artists engage with our ISWCS community in sharing a meal and conversations before and after the performances. The setting is very intimate and inspiring our returning audiences.

IS provides American Sign Language (ASL) interpreters as we have a growing Deaf and Hard of Hearing audience.

2019 ISF

IS will be facilitating empowerment workshops with IAIA students to set up, plan, and implement the 2019 ISF, with clear and reachable objectives and goals. Our programming for the 2019 ISF and facilitated workshops specifically targets the underserved Native American communities, as we believe music and arts education helps carry all cultures and benefits all societies. Historical trauma impacts generations; including: high youth suicides, alcohol and drug abuse, domestic violence, etc.

Our coalition with IAIA & TWU organizations are vital for the wholistic healing of communities. It is IS' long term vision of 'healthy' relationships through the investments in schools, organizations, and communities to maintain our sustainability & resilience. The workshops with IAIA students are developed and planned with the outcome that students can take this knowledge and set up their own "festivals" on or off their reservations.

ISF is a drug and alcohol free event which caters Santa Fe & surrounding Pueblo community members.

Describe your organization's ability to foster the creation, production, presentation and awareness of the arts in Santa Fe. Be sure to include educational, outreach and/or economic benefits that your organization provides.

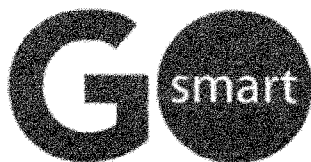
The birth of Indigenous Solutions came in 2007. Tash Terry, Navajo Nation and Elena Higgins, Maori/Samoa had been performing that year as Indigie Femme - an indigenous musical duo. They were motivated to start Indigenous Solutions from feedback they received from performances and workshops at national and international venues. Indigie Femme are known as multiple award winning international musicians who meet many extraordinary musicians and artists on their tours.

All of the ISWCS comprise of a mix of musicians & artists Indigie Femme have met on tour, or from the survey suggestions distributed by IS. Both are valuable as it gives a voice to our growing community to be a part of something great, and it also addresses their needs.

Indigenous Solutions is dedicated to promoting healthy traditional & contemporary native life styles through sustainable music and artistic expression. Indigenous Solutions' vision is to create awareness and global support for indigenous communities, including LGBTQIA by utilizing music, the arts, and indigenous wisdom as well as supporting and building strong sustainable communities.

Most importantly, IS believes music heals hence, the multiple outreach programs we have to offer our diverse communities. These programs include: the Aged Care Music Program, Winter Concert Series, Music in Detention Centers and Penitentiaries Program, Indigenous Solutions Festivals & the Music and Arts Education Program. We provide ASL interpreting at our concerts as we have a growing Deaf and Hard of Hearing audience.

In the last five years IS has had an extraordinary impact in Santa Fe and surrounding areas creating, producing, and presenting arts and music to underserved communities and facilitating educational workshops and outreach programs.



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From November 2017 to March 2018, IS fundraised \$17,540 in personal donors who invested in all we are doing in the communities.

Describe how the qualifications of your administrative and artistic staff and volunteers contribute to your organization's standards of excellence. Give specific examples of performances, exhibitions and/or services that you provide and how your staff and volunteers have helped to shape them.

The qualification of everyone at Indigenous Solution is PASSION!

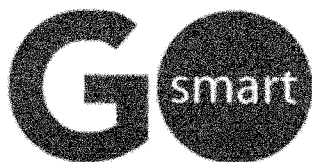
We are still an all voluntary based organization, however, we envision payroll for two-full time employees will happen later this year.

We offer surveys at the end of each event to attendees and artists and measure their feedback and willingness to come back and participate in future concerts. Results from our surveys show that a majority of our attendees are retired lesbians, Native American and Deaf and Hard of Hearing. The feedback from the surveys has been of value for ISWCS and awesome for PR as we have grown together as an organization and community.

Our volunteer staff and other volunteers are brilliant. Without them we would not be able to do any of the projects we offer. The ISWCS have a group of dedicated volunteers who show up at every event to; set up and break down the concerts, kitchen crew - cooks and cleaners, and a door person.

We have been planning for the last three years, an Indigenous Solutions Festival (ISF) in Chinle, Arizona on August 11th, 2018. We have a strong team of 12 volunteers (from Santa Fe and Chinle) that are/have been facilitating and implementing this project. It was great to have several of the ISF volunteers assist and help implement the 2018 Indigenous Healing Fest at IAIA in April. We have comprehensive workshop plans to facilitate with the IAIA students at the end of 2018 and in 2019. The IAIA students will plan and implement the 2019 ISF at IAIA in April.

We speak highly about all our volunteers and are humbled by their willingness to get involved.



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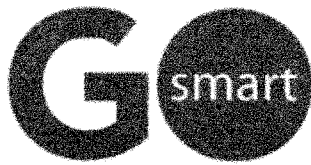
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Audience by Age

Please provide the following information using numerical responses; do not provide percentages.

	Audience
0-5 yrs	50
6-17 yrs	125
18-24 yrs	300
25-55 yrs	650
55-64 yrs	350
65+ yrs	400
SubTotals:	1,875
Grand Totals:	1,875



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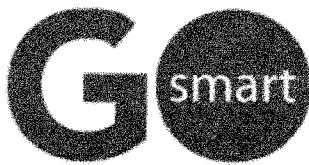
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Audience Demographics

Please provide the following information using numerical responses; do not provide percentages.

	Audience
American Indian/Alaska Native	1,218
Asian	0
Black/African American	57
Hispanic/Latino	187
Native Hawaiian/Other Pacific Islander	38
White	375
SubTotals:	1,875
Grand Totals:	1,875



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Marketing and Promotion Plan

Please provide a detailed explanation of planned marketing and promotional activities related to the project. Be sure to include examples of the quality of the project's marketing and promotional materials as supplemental application materials (see Support Material).

Discuss the paid advertising plans including print and digital platforms. Include details such as the name of publication, type and frequency of the advertisement, etc.

We have a budget and an IS advertising committee for both projects. This will include several advertisements and articles about the events. Three months before the festival and a month before the concerts series, we will promote the events through various local newspapers (the Pasateimpo, the New Mexican, the Santa Fe Reporter, the Santa Fean, Green Fire Time, New Mexico True), as well as interview articles from the performing artists. We have a local street team, to post fliers of the festival around Santa Fe and Santa Fe county, three months prior to the event. We have email addresses from the last festival as well as our local email database of 800 people to send out in mid-January 2019, and every month before the festival. Our use of social media (Facebook, Twitter and Instagram pages) is vital and more successful than the paid advertising. We will also have radio interviews at both KSFR & KUNM for the artists a month leading into the festival.

The Indigenous Solutions Winter Concert Series is done in two phases; every performance is part of the "yearly" series marketing campaign which goes out and targets all our community members - current, past and new, we run an advertising campaign leading up to each show using email, print, podcasting, and social media blasts.

Please note: The Concert Series is so popular that it has its own "life and energy" and has grown into an "attractive phenomenon." When the series ends our community wants to know when and who is next.

Discuss the online platform on which the project will be promoted such as websites, blogs, email blasts, links, search engines, etc.

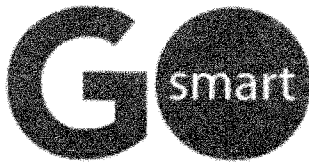
Online platforms have been vital to our success. We have full-house attendance at our concert series and contact with our audiences and networks. We have had people from out of state and overseas attend because of our regular commitment to posting on website, email blasts and social media pages.

Free online Santa Fe & Albuquerque platforms are also important for us to place both events. These include; santafe.org, santafe.com/calendar, santafean.com/calendar/, www.santafenewmexican.com/site/forms/entry_submission/entry_submission/, calendar.sfreporter.com/cal?category=138, www.abqjournal.com/calendar/87109-albuquerque/all/today, alibi.com/events/submit.html?com=submit.

In January this year, we embarked on our own podcasting station. We have recorded performances and interviews, and are ready to upload this series to our Indigenous Solutions podcast. Featured artists will continue to be asked the same questions; how they got into their art, why they are still doing it, challenges, and what keeps them going, etc. The station will give us an opportunity to plug our social media sites and coming events, which is another platform we are experimenting with.

Describe the social media platforms you will leverage to promote the project. Be sure to include information on the reach of each platform and the frequency with which promotion occur.

Our social media committee have excellent strategies and goals to utilize Facebook, Twitter and Instagram pages. It is imperative the messages across these platforms are authentic and not cut and pasted. We have found our social media platforms to be powerful tools in promoting all our projects and events. We have added a couple of volunteers to the back-end management of these pages. Our strategy has been to build excitement on the pages two-three times a week using pictures, biographies, blurbs, and video links of featured festival and concert artists, and practitioners. Our coalition with TWU and IAIA gives all of us the added opportunity to tap into our social media



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resources as well as email blasts and newsletters.

Describe in detail the public relations work that will promote the project. Be sure to include the name of news outlets that will be approached, the type of group that will be reached, etc. We have the advantage of a supportive concert series community who share our links on their social media pages. They will continue to post our events.

We have a pool of PR friends who bring their friends into this community, thus enhancing our growing numbers.

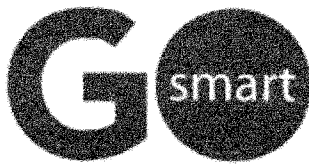
We will offer surveys at the end of the festival to attendees, vendors, and artists to assess their feedback and willingness to come back and participate for more ongoing yearly festivals. We will be involved through collaborating and developing strategies to sustain and improve ongoing festivals at IAIA. Success of the outreach is placed on attendance based on ticket sales and projected attendance, community leaders, and community involvement.

This feedback from surveys has been of value for ISWCS and brilliant for PR as we have grown together as an organization and community.

We have a ISF sponsorship committee who are in search of community support and corporate sponsorship: Cities of Gold and other neighboring casinos, First National Bank, Guadalupe Credit Union, Smiths, Sprouts, Sams Club, Whole Foods etc. This enriched partnership gives corporations the opportunity to show their value and participate in the solutions IS has to offer by giving back to the community: employees, customers, and the general public.

Describe the types of printed materials used to promote the project. Be sure to include how the materials will be distributed and/or reach the hands of potential audience members.

Our marketing team has the skills and resources to create a festival fliers, brochures, and banners. We will utilize the local Allegra printing business. We have a great local street team, to distribute fliers of the festival around Santa Fe and neighboring towns, three months prior to the events. The fliers will also be emailed to our database and posted on our social media and websites. Our banner will be hung at the Santa Fe Rodeo Grounds. We will post a 1/4 page advertisements of our flier in the Pasateimpo, New Mexican, Santa Fe Reporter, Santa Fean, Green Fire Times and New Mexico True.



City of Santa Fe Arts Commission - 2018 Community Arts
Development
Indigenous Solutions, Inc.
Application #18CAD0011

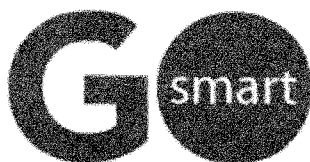
Primary Contact: Natasha N Terry
Phone: (505) 795-2499
Email: indigiefemme@yahoo.com

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Three Year Organizational Budget

Please present organizational budget information for last, current and next fiscal year. Do not include In-kind. Enter income as a positive numbers and expenses as negative numbers. Applicants that are part of a larger institution/organization (colleges/universities, tribal entities, other governments, etc.) should submit organizational budget information for the department with oversight of the proposed program, not the entire institution.

Income	Last Year	Current Year	Next Year
Earned Income	8,283	20,550	35,000
Unearned Income	4,275	5,075	12,555
SubTotals:	\$12,558	\$25,625	\$47,555
Expenses	Last Year	Current Year	Next Year
Expenses	-8,018	-18,565	-41,595
SubTotals:	\$-8,018	\$-18,565	\$-41,595
Income Totals:	\$4,540	\$7,060	\$5,960



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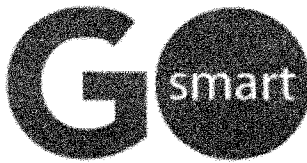
Primary Contact: Natasha N Terry
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Project Income

Please enter the income for the project as planned during the contract year. Reflect only income related to the project.

	Cash Applicant Request		In-kind
Tickets/Admission	19,500	0	0
Memberships/Subscriptions	0	0	0
Other Earned Income	10,500	0	0
Business/Corporate Support	2,500	0	0
Foundation Support	0	0	0
Individual Support	15,500	0	0
Other Government Support	5,500	0	0
Applicant Cash	7,700	0	0
Arts Commission Request	0	6,000	0
SubTotals:	\$61,200	\$6,000	\$0
Income Totals:	\$61,200	\$6,000	\$0



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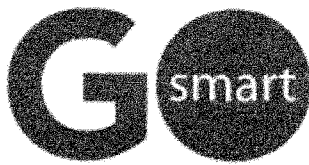
Primary Contact: Natasha N Terry
Phone: (505) 795-2499
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Project Expenses

Please enter the income for the project as planned during the contract year. Reflect only income related to the project.

	Applicant	City Request	In-Kind
Administrative Salaries	6,000	1,000	0
Artistic Salaries	0	0	0
Marketing/PR Salaries	0	0	0
Administrative Fees & Services	2,000	300	0
Artistic Fees & Services	22,100	3,000	10,500
Marketing/PR Services	2,000	300	0
Advertising	2,000	250	0
Printing/Publication	1,000	100	0
Materials/Supplies	1,000	100	0
Production Expenses	12,000	450	8,500
Travel (do not request City funds)	1,600	0	0
Rent/Mortgage	11,500	500	9,500
Remaining Expenses	0	0	0
SubTotals:	\$61,200	\$6,000	\$28,500
Expense Totals:	\$61,200	\$6,000	\$28,500



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Financial Narrative

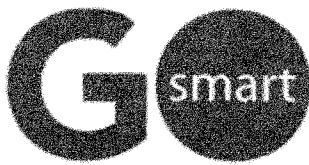
Explain the financial information presented. Keep in mind reviewers look for a diversity of income sources, the earned to unearned income mix, and the stability of the organizational budget from year to year. You are encouraged to address any significant increases/decreases between fiscal years; plans for reducing any deficit, as well as the factors that contributed to the deficit; any significant changes in funding sources; and any other important information.

Explain the financial information presented. Keep in mind reviewers look for a diversity of income sources, the earned to unearned income mix, and the stability of the organizational budget from year to year. You are encouraged to address any significant increases/decreases between fiscal years; plans for reducing any deficit, as well as the factors that contributed to the deficit; any significant changes in funding sources; and any other important information.

We are a small nonprofit who has been working for the last 10 years hosting local, national and international musicians, artists and educators in a small venue. We offer our skills, expertise and collaborations in partnering with agencies as documented in our programs section. We make less than \$50,000 and file a 990-N postcard.

From November 2017 to March 2018 we fundraised for the first time and accrued a total of \$17,540 towards our programs and the pilot project of the 2018 Indigenous Solutions Festival in Chinle, Arizona on the Navajo Nation. We hope to continue building our fiscal health and increasing revenue for our program to actually begin to be paid for what we hope you will see as important and valuable work.

The financial information that has been presented, is the combination for both projects - 2019 Indigenous Solutions Festival & 2018-2019 Indigenous Solutions Winter Concert Series.



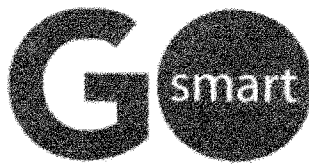
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Sample Instructions

Before uploading samples, please read the following directions: Artistic Samples Please complete title, date, artist, media, and dimensions for each sample. Note that the total viewing time cannot exceed three minutes. These samples are critical to your review. The artistic quality is judged based on the samples provided. Please include high-quality samples that are reflective of both the overall artistic quality of your organization as well as of the quality of the proposed project. Other Samples Submit up to three samples of promotional materials, reviews from past projects and/or education materials. These materials are used to judge the effectiveness of marketing and promotion, overall artistic quality and quality of educational programs. If you referenced educational materials in the narrative please include a sample of those materials. Artistic and Administrative Biographies (Do not include resumes.) Provide brief biographies of key artistic, administrative and educational staff, including contractors or volunteers who will be involved in the project. Be sure to highlight relevant educational and professional experience. (Total of 2-page maximum) Organizational History Include a brief history of the organization. (1-page maximum) Board List Submit a list of your organization's board members. The list should include their name, professional affiliation and city of residence. Please use an asterisk as you wish to note diversity. (1-page maximum) Organizational Chart Include an organizational chart that visually describes the administrative/decision-making structure of your organization or group. (1-page maximum) IRS Exemption Letter Provide a copy of the IRS letter granting your organization's 501 (c) 3 status. Please include any relevant addenda or amendments. Incorporation Certificate Provide a copy of your State of New Mexico Incorporation Certificate. This document is issued by the State. IRS Form 990 Please include Page 1 of your IRS Form 990 for the most recently completed fiscal year.



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Samples & Attachments



Title: ORGANIZATIONAL
HISTORY
Completed: 0
Published: 0
Publisher:

[Organizational History.
pdf](#)



Title: INDIGENOUS
SOLUTIONS BOARD
MEMBERS
Completed: 0
Published: 0
Publisher:

[Indigenous Solutions
Board Members.pdf](#)



Title: INDIGENOUS
SOLUTIONS, INC., IRS
DETERMINATION LETTER
Completed: 0
Published: 0
Publisher:

[Indigenous Solutions,
Inc., IRS determination
letter .pdf](#)



Title: STATE NEW MEXICO
INCORPORATION
CERTIFICATE FOR
INDIGENOUS SO
Completed: 0
Published: 0
Publisher:

[NM Incorporation
Certificate - IS.pdf](#)



Title: IS 2017 IRS FORM
990
Completed: 0
Published: 0
Publisher:

[2017 IRS taxes filed IS.
pdf](#)



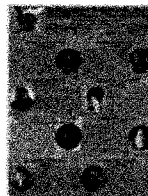
Title: ARTISTIC AND
ADMINISTRATIVE
BIOGRAPHIES
Completed: 0
Published: 0
Publisher:

[Artistic and
Administrative
Biographies.pdf](#)



Title: 2018 INDIGENOUS
HEALING FESTIVAL FLIER
Created: 2018
Description: This is a flier
from our first 2018
Indigenous Healing Festival
at IAIA.

[2018 Indigenous Healing
Festival flier](#)



Title: (COPY) 2017-2018
INDIGENOUS SOLUTIONS
CONCERT SERIES FLIER
Description: This is a flier
and the artists that were
featured at the 2017-2018
Indigenous Solutions
Concert Series.

[\(Copy\) 2017-2018
Indigenous Solutions
Concert Series flier](#)



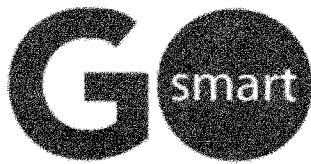
Video Media: Digital File
Title: 2019 INDIGENOUS
SOLUTIONS FESTIVAL
PSA VIDEO
Year Created: 2018

[2019 Indigenous
Solutions Festival.mp4](#)



Video Media: Digital File
Title: (COPY)
INDIGENOUS SOLUTIONS
WINTER CONCERT
SERIES
Year Created: 0

[Indigenous Solutions
Winter Concert Series.
mp4](#)

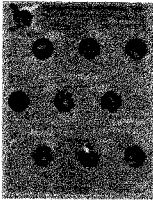


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Samples & Attachments (Continued)



Title: 2016-2017
INDIGENOUS SOLUTIONS
CONCERT SERIES FLIER
Description: This is a flier
and the artists that were
featured at the 2016-2017
Indigenous Solutions
Concert Series.

2016-2017 Indigenous
Solutions Concert Series
flier



Title: 2015-2016
INDIGENOUS SOLUTIONS
CONCERT SERIES FLIER
Created: 2016
Description: This is a flier
and the artists that were
featured at the 2015-2016
Indigenous Solutions
Concert Series.

2015-2016 Indigenous
Solutions Concert Series
flier



Video Media: Digital File
Title: 2018 INDIGENOUS
HEALING FEST VIDEO
Year Created: 0

2018 Indigenous Healing
Fest.mp4



Title: LETTER OF
SUPPORT FROM TWU
Completed: 0
Published: 0
Publisher:

Letter of Support from
TWU.pdf



Title: LETTER OF
SUPPORT FROM IAIA
Completed: 0
Published: 0
Publisher:

Support Letter from IAIA.
pdf