



The undersigned certify that all figures, facts and representations made in this application, including attachments, are true and correct.

Chief Executive Officer

Signature

Elizabeth Beck

Printed Name

10/07/2022

Date

Representative Completing Application

Signature

Aimee Woolverton

Printed Name

10/07/2022

Date

PLEASE NOTE:

INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.

MillHouse Foundation Founder, Dr. Beth Beck 610 Elm Street, Ste 1000 The Cotton Mill McKinney, TX, 75069

Visit McKinney January - September, 2023 Application

I. Applying Organization

I.a. Mission:

MillHouse Foundation is a 501(c)(3) tax exempt nonprofit corporation created to promote female artists and entrepreneurs through meaningful connections, social and educational activities, and access to shared resources to create social, creative, and economic impact in the local community. The organization believes that when women flourish, so do their families and extended communities. MillHouse Foundation partners with her sister organization, MillHouse McKinney, to provide female artists and creatives access to private and open studios, co-working and social space, workshops and classes, and member resources; while focusing efforts on program priorities.

MillHouse Foundation's top program priorities are

- 1. Talent Showcase community-based festivals, markets, and events to offer enhanced revenue opportunities for local and regional creatives by increasing visibility and sales, and attracting new customers;
- 2. Art/Product Spotlights: opportunities to highlight creative work through Gallery exhibits, Public Art, and social media promotions; and
- 3. Collaborative projects to elevate creative expression working with McKinney creatives and organizations.

Each of these priorities offer creative, entrepreneurial women the opportunity to learn, grow, collaborate, and showcase their ideas, products, and services. Though our focus is on female creatives, men are welcome to participate.

Our core beliefs are centered on the following guiding principles:

- 1) every woman is an entrepreneur at heart, awaiting encouragement, guidance, and resources to awaken and flourish;
- 2) contributions by small business women deserve elevation, recognition and resources;
- 3) women, as artists and entrepreneurs, create economic impact with social benefits.

I.b. Strategic Goals:

Our goal as an organization is to provide opportunities for creative women to not only grow skills, but showcase and sell their work, providing economic stability for their families and the surrounding community. The goal of this program series is to host indoor and outdoor large scale festivals and events that highlight regional artists (both men and women) against the backdrop of the century old Cotton Mill Factory in historic east McKinney. We invite creatives to engage and participate in creative projects and programs, with the intention of building and sustaining a vibrant, creative, prosperous community atmosphere to attract new visitors, residents, businesses, artisans, and foodies to the historic Mill Town District, once home to generations of Mill families who worked at the Cotton Mill factory.

I.c. Scope of Services:

TALENT SHOWCASE. Community-focused festivals and events to showcase products and offer enhanced revenue opportunities to members and participants by increasing visibility and sales, attracting new customers, and enhancing creative collaboration. Programs include, but are not limited to, art festivals, mural festivals, and Maker Markets.

SPOTLIGHT. Highlight work through gallery exhibits, public art, and media promotion. Introduce MillHouse artists to the community: enable experts to share insights, ideas and expertise; and allow participants to learn and proactive skills; and build meaningful connections. Programs include gallery exhibitions, public art murals, and open studio tours.

COLLABORATION. Grow creative impact through collaborative projects and activities. Programs include McKinney Art Studio Tour, Dia de los Muertos, Volunteer McKinney Make a Difference Day, and other community-based activities.

I.d. Day to Day Operations:

We create strategies to grow skills and experiences that increase economic capabilities for entrepreneurial women in creative fields. We design and operate festivals, public art projects, and highlight the historic Cotton Mill through creative activities. We are working to bring more visitors to the east side of McKinney through memorable events and initiatives that highlight an authentic experience in an historic structure and within an historic community.

I.e. Staff and Volunteers:

MillHouse Foundation Staff

- Beth Beck, PhD, Executive Director, Volunteer
- Dana Brock, Art Director, Consultant
- Aimee Woolverton, Creative Services, Consultant

Volunteer Board Members

- Gail Delger
- Lisa Temple
- Andrea Holmes

II. Tourism-Related Event or Project

II.a. Scope:

This grant will fund promotion and marketing activities for MillHouse Art Festivals, a series of authentic two-day indoor art festivals, indoor markets, and outdoor mural festivals held at the McKinney Cotton Mill. The intent is to host memorable events that support McKinney's reputation as a unique cultural tourist destination and creates an environment where women can collaborate, work, create, sell, and learn from each other through a community centered approach. MillHouse festivals were created to support local artists who are part of the regional community. Participants include artists of all genders to showcase their work against the historic backdrop of the Cotton Mill in east McKinney.

II.b. Economic Impact Goals:

- 1. To increase exposure for local artists. MillHouse festivals and markets focus on building awareness of local and regional artists who make up the cultural fabric of the McKinney area. Participation is open to any artist who applies, regardless of gender.
- 2. **Increase economic opportunities** for local and regional artists through MillHouse festivals and markets
 - a. Indoor juried festivals. By hosting indoor events, artists experience two full days for sales that are not affected by inclement weather.

- b. MuralFest, an annual two-day festival that draws muralists from around the state and surrounding states to create a series of original murals on the facade of the Cotton Mill through commission and sales opportunities.
- c. Marker Markets, monthly indoor events for local and regional artisans. These markets will use the Atrium Hallway space at the Cotton Mill to increase the number of participants and provide space for the community to gather and shop in a climate-controlled environment. These markets are contingent on the assembly permit process.
- 3. To contribute to McKinney's reputation as a cultural destination. MillHouse festivals and events draw from across the Metroplex, bringing in attendees who are both repeats and those new to MillHouse events. Attendees who attend MillHouse-hosted festivals and events at the Cotton Mill also visit local shops and restaurants, creating a positive boost for the local economy in McKinney.

II.c. Objectives:

- 1a. Add Monthly Indoor Maker Markets once the Cotton Mill receives City permits.
- **1b**. Attract a greater number of statewide artists.
- 2a. Increase the number of art patrons who participate and purchase art.
- **2b**. Provide opportunities for emerging and established artists to build their clientele.
- 2c. Increase economic opportunities for local and regional artisans.
- **3a**. Draw statewide visitors who will stay for the weekend at McKinney hotels, bed & breakfast, and AirBNBs.
- **3b.** Leverage print and digital media markets to increase awareness of McKinney as a weekend destination.

II.d. Target Audience:

- 1. Art patrons from state and beyond;
- 2. Regional artists and creatives: and
- **3.** Citizens looking for family-friendly activities.

II.e. Describe how this initiative will promote the City of McKinney for the purpose of tourism.

Through MillHouse art festivals, markets and events, MillHouse Foundation generates local economic impact by influencing the general public, event planners, leisure and corporate visitors to choose McKinney as their destination because of the depth of activities and excellence in art happening in McKinney. We have a successful history of drawing people to the community through our seven previous events which hosted close to 8,500 attendees.

As seen by the increased attendance in each of our festivals, patrons and participants enjoy community focused events that highlight artists and handcrafted items, all within a venue that showcases a unique part of the history of McKinney. Many seek personal connections and value meeting artists in person, and appreciate learning about the motivation, influences, and perspectives reflected in their work. We promote our festivals as a two-day destination, one that attendees can "come and go" to throughout the weekend, mingled with visits to local shops, restaurants, historic buildings, and the many outdoor parks that McKinney has to offer. With repeat visitors year after year, MillHouse festivals, markets and events help promote the City of McKinney as a cultural arts destination for weekend travelers.

II.f. Describe how the proposed Event or Project fulfills strategic goals and objectives for your organization.

One core program priority of MillHouse Foundation is to enhance economic opportunities for MillHouse artists, as well as local and regional artists, through festivals, open studio events, and pop-ups. This type of programming has a positive multiplier effect in producing increased visibility and sales, attracting new

customers, and enhancing creative collaboration open to all year after year. It helps directly support the artists who are a part of the MillHouse Foundation and MillHouse McKinney non-profit ecosystem, as well as local and regional creatives.

MillHouse art festivals comprise the largest initiative MillHouse Foundation hosts, with numerous benefits for participating artists. Most have been able to track positive financial growth and exposure directly to their participation in these events. Though artists are uncomfortable providing financial data to plug into a return on investment formula, anecdotal evidence from participating artists supports high sales and profits at MillHouse Winter and Summer ArtFests in comparison to similar regional festivals they participate in. We believe our festivals draw art patrons with the intent to purchase art as opposed to festival attendees who attend for the food and music rather than the art vendors. Because of the quality and diversity of art at our festivals, corporate executives, interior designers, and other businesses represent some of the patrons who attend. Our focus on supporting entrepreneurial endeavors of women in creative fields is furthered by our festivals which allow women to learn, grow, collaborate, and showcase their ideas, products, and services. Artists who participated the prior years have formed strong ties with other artists, and increased their exposure to the many patrons of the arts in McKinney. Our festivals and markets will continue to expand the vibrant cultural arts reputation in McKinney.

II.g. Include planned activities, time frame/schedule, and estimated attendance and admission fees, if applicable.

MillHouse festivals are large-scale arts events focused on providing an engaging space for the community to interact with artists in one of the 50+ booths that are a part of these indoor and outdoor events. Once the Cotton Mill Atrium Hallway is permitted, we hope to double our capacity to over 100 vendors per event. For the proposed Maker Markets, we hope to attract 25+ vendors each event.

Calendar of Events: Public admission is free.

Winter Indoor ArtFest, February 25-26, 2023 (11am-5pm each day)

- The Cotton Mill, Grand Hallway and Wedding Venue
- Estimated attendance: 2000
- Participating artists: 50

Wine and Walls Outdoor MuralFest, June 3-4, 2023 (11am-5pm each day)

- The Cotton Mill, Cotton Mill South Grounds and Dye Room
- Estimated attendance: 750
- Participating artists: 10-15 artists for semi-permanent mural on exterior location (each artist receives a stipend), 10-20 artists with stand alone murals work for auction.

MillHouse Indoor Maker Market, July 8, 2023

- The Cotton Mill, Atrium Hallway
- Estimated attendance: 400
- Participating artisans: 25

Summer Indoor ArtFest, August 26-27, 2023 (11 am-5 pm each day)

- The Cotton Mill, Grand Hallway, Atrium Hallway, and Wedding Venue
- Estimated attendance: 2750
- Participating artists: 100

MillHouse Indoor Maker Market, September 9, 2023

- The Cotton Mill, Atrium Hallway
- Estimated attendance: 400
- Participating artisans: 25

Each festival and market offers opportunities to showcase the historic Cotton Mill in Mckinney, in addition to:

- Interacting with local artists through individual art booths,
- Tours of MillHouse McKinney and the historic Cotton Mill (including its unique history), and
- Eats and drinks from local vendors.

II.h. Detail goals for growth/expansion in future years. If this is not the first year of the event, please include attendance numbers and other measurements from previous years.

A central goal of MillHouse Foundation is to showcase the talent of local and regional artists. Since 2019, MillHouse has hosted community-focused festivals and events to showcase products and offer enhanced revenue opportunities to members and participants. Each art-centered event has been host to hundreds of people who come from across Texas to visit McKinney for this event.

- **2019 August Indoor ArtFest. 3 days.** Juried art festival held at the historic McKinney Cotton Mill. Number of participants -- **700+ visitors, 32 artists.**
- **2020 February Indoor ArtFest. 2 days.** Juried art festival held at the historic McKinney Cotton Mill. Number of participants -- **750+ visitors, 37 artists.**
- 2020 August Indoor ArtFest cancelled due to pandemic.
- 2021 February Indoor ArtFest. 2 days with mask and CDC protocols. Juried art festival held at the historic McKinney Cotton Mill. Number of participants --600+ visitors, 34 artists
- **2021 August Indoor ArtFest. 2 days.** Juried art festival held at the historic McKinney Cotton Mill. Number of participants -- **1300+ visitors**, **50 artists**.
- 2022 February Indoor ArtFest. 2 days. Juried art festival held at the historic McKinney Cotton Mill. Number of participants -- 1300+ visitors, 49 artists.
- 2022 Wine and Walls MuralFest. 2 days. Juried mural festival held at the historic McKinney Cotton Mill South Grounds and Dye Room. 500 visitors, 17 artists, 10 artisan vendors, 2 wineries, 3 food trucks.
- **2022 August Indoor ArtFest. 2 days.** Juried art festival held at the historic McKinney Cotton Mill. Number of participants -- **2500+ visitors**, **52 artists**.

Even through the challenges of the pandemic, we saw steady participation from both artists and attendees in 2020, 2021, and 2022. We plan to expand our programming to host indoor Second Saturday Maker Markets in the Cotton Mill Atrium Hallway once City permitting is complete in late Spring, early Summer.

II.i. Explain methods you plan to use to attract resident and visitor participation to contribute to tourism in McKinney, highlighting and promoting the city as a unique destination.

MillHouse Foundation is housed in the historic Cotton Mill in McKinney, with close proximity to all that the Historic Downtown has to offer visitors. MillHouse Art Festivals draws in tourists who make day trips as well as weekend stays at local hotels, BnBs, and AirBNBs. Many of our participating artists from out of town stay in AirBNBs. While in McKinney, visitors frequent local shops, eat at dining establishments, and enjoy the historic district social scene.

We promote McKinney as a cultural mecca with countless artists who work in a variety of mediums, from painting to sculpture, to ceramics and jewelry. Each brings a unique perspective to her/his work based on a rich tapestry of talents, techniques, and experiences. We promote each festival by highlighting the artists/artisans and their work. Through targeted Facebooks and Instagram ads, plus print ads in specific publications, we will highlight the festivals while encouraging tourists to visit the other attractions that McKinney has to offer. Refer to section IV for our strategy.

III. Provide specific information to illustrate how this Event/Project aligns with one or more of the goals and strategies adopted by McKinney City Council and Visit McKinney.

MillHouse art festivals and events support goals 5A and 5C of the McKinney City Council through our track record of bringing thousands of citizens and tourists to McKinney to engage with the local arts and culture through our art festivals.

Goal 5A: Create affordable recreational and cultural arts activities for all ages throughout the city. Every festival is free to attend for all ages. We have diverse price points for the artworks, for beginning collectors to established collectors.

Goal 5C: Continue to market and highlight McKinney as a unique destination for residents and visitors alike. We host each festival in the historic McKinney Cotton Mill. Many of our guests have never been to east McKinney nor visited the Cotton Mill. We share the history of the mill and the surrounding area. We offer tours to all who are interested.

The goal, "Every expenditure must DIRECTLY enhance and promote tourism AND the convention and hotel industry," will be met through a targeted marketing approach. Through each of our strategies for promoting the event, we will market and highlight McKinney as an authentic and memorable destination for visitors and residents alike.

IV. Marketing and Outreach

Our marketing and outreach strategy will be based on effective methods used in previous ArtFests with the addition of targeted investments in proven tools that will reach larger regional audiences, including digital and print media. We will work directly with Visit McKinney to cross-promote each of these events and work with local hotels to reserve courtesy room blocks for attendees.

We will use the following strategies to reach attendees per event: *Social Media Strategy*.

Curated strategy, creation, and design all of the social media content, including festival and market webpages, photography, graphics, descriptions, links, etc.

- Targeted Facebook campaign.
- The continuation and expansion of our Instagram Social Media strategy that MillHouse will use to reach our target audience.

Signage:

Strategic signage: including flag signs (in road facing parking lots), banners, directional signs (from the historic downtown to the Cotton Mill), including 14-ft sign outside of the Cotton Mill at Elm and Hwy 5.

Print and Media Ads:

- -Targeted Media Press Releases to Art & Seek, Guidelive, ART DFW, Texas Highways, and more.
- -Targeted Print Media Ads including, McKinney Community Impact and Living Magazine Advertorials (for example, Woodlands, Houston, Fort Worth, Arlington)

V. Metrics to Evaluate Success

1a. Add monthly indoor Maker Markets once the Cotton Mill receives City permits.

Metric: host two Maker Market events in this grant period for 2023, contingent on City permitting.

1b. To increase our reach to host more statewide artists.

Metric: compile database of artists and their studio locations.

2a. To increase the number of art patrons

Metric: measure attendance by parking capacity.

2b. To provide opportunities for emerging and established artists to build their clientele.

Metric: conduct informal interviews with participating artists.

3a. Hosting weekend-long events that will draw statewide visitors who will stay for the weekend at McKinney hotels, bed & breakfast, and AirBNBs.

Metric: promote hotel blocks with local hotels on our website and social media.

3b. Leverage print and digital media markets to increase awareness of McKinney as a creative destination.

Metric: track social media, digital ads, and print publications data.

VISIT MCKINNEY Budget MillHouse Art Festivals and Maker Markets for January 1-September 30,	Cost Description	
Social Media		
Media Content and Design	\$6,699	Create and design media content, including festival and market webpages, photography, graphics, descriptions, links, etc.
Facebook ads (\$350 per event)	\$1,750	To target festival and market demographics, including ads to reach up to 100,000 people per campaign
ArtFest Promotional Video	\$400	Promotional video to draw visitors to McKinney
Print and Media Ads		
Living Magazine Advertorial -	\$4,800	Two article formats in Living Magazine in markets which would require an overnight stay in McKinney. The articles will highlight ArtFest and encourage people to make this a weekend getaway in downtown
TOTAL	\$13,649	

MillHouse Foundation

Founder, Dr. Beth Beck 610 Elm Street, Ste 1000 McKinney, TX, 75069

MillHouse Foundation is a 501(c)(3) tax exempt nonprofit corporation created to promote female artists and entrepreneurs through meaningful connections, social and educational activities, and access to shared resources to create social, creative, and economic impact in the local community. We create strategies to grow skills and experiences to increase economic capabilities for entrepreneurial women in creative fields. We design and operate festivals, public art projects, and highlight the historic Cotton Mill through creative activities. We are working to bring more visitors to the historic east side of McKinney through events and initiatives.

The MillHouse Foundation is applying to the Visit McKinney Grant to support outreach for the 2023 season of MillHouse Festivals and Maker Markets. The goal of this program series is to host indoor and outdoor large scale festivals that highlight regional artists (both men and women) against the backdrop of the century old Cotton Mill Factory in historic east McKinney. This grant will fund promotion and marketing activities for the 2023 MillHouse Festivals and Markets – memorable events that support McKinney's reputation as a unique cultural tourist destination, and create an environment where artists can collaborate, work, create, sell, and learn from each other through a community-centered approach. We promote our festivals as a two-day destination, one that attendees can "come and go" to throughout the weekend, mingled with visits to local shops, restaurants, historic buildings, and the many outdoor parks that McKinney has to offer. Markets will be one-day events where visitors can stay for the weekend to split time at the Market and shopping downtown.

MillHouse 2023 Calendar of Events:

- Winter Indoor ArtFest, February 25-26, 2023
- Wine and Walls Outdoor MuralFest, June 3-4, 2023
- MillHouse Indoor Maker Market, July 8, 2023
- Summer Indoor ArtFest, August 26-27, 2023
- MillHouse Indoor Maker Market, September 9, 2023
- MillHouse Indoor Maker Market, October 14, 2023
- MillHouse Indoor Maker Market, November 11, 2023

Economic Impact Goals:

- 1. To increase exposure for local artists. MillHouse Art Festivals focus on building awareness of local and regional artists who make up the cultural fabric of the McKinney area. OBJECTIVES: Add Monthly Indoor Maker Markets once the Cotton Mill receives City permits. Attract a greater number of statewide artists.
- 2. Increase economic opportunities for local and regional artists through Festivals and Markets.
 - a. Indoor juried art festivals and markets allow artists and artisans a climate-controlled environment. *OBJECTIVE: Increase economic opportunities for local and regional artisans. and Increase the number of art patrons who participate and purchase art.*
 - b. MuralFest, an outdoor festival, invites muralists to create a series of original murals on the facade of the Cotton Mill through commission and sales opportunities. *OBJECTIVE: Provide opportunities for emerging and established artists to build their clientele and showcase work.*
- 3. To contribute to McKinney's reputation as a cultural destination. Attendees who attend MillHouse-hosted festivals and events at the Cotton Mill also visit local shops and restaurants, creating a positive boost for the local economy in McKinney. OBJECTIVES: Draw statewide visitors who will stay for the weekend at McKinney hotels, bed & breakfast, and AirBNBs. Leverage print and digital media markets to increase awareness of McKinney as a weekend destination.

MILLHOUSE FOUNDATION 2022 BUDGET

REVENUE

	Donations	\$15,000
	Programs	\$23,000
	Grants	\$15,000
REVENUE TOTAL		\$53,000
EXPENSES		
	Rent/Utilities	\$20,000
	Marketing	\$15,000
	Other/Supplies	\$5,000
Professio	nal/Vendor fees	\$17,000
	Salaries \$0	\$0
EXPENSES TOTAL		\$57,000
	NET	-\$4,000

Our organization is new but growing. We do not have audited financial statements.

2023 BUDGET			
REVENUE			
Donations	\$5,000		
Programs (See detailed budget below)	\$40,000		
Requested Grants	\$50,000		
REVENUE TOTAL	\$95,000		
EXPENSES			
Rent/Utilities	\$34,000		
Other/Supplies	\$2,218		
Professional fees	\$500		
Programs (See detailed budget below)	\$58,550		
Salaries	\$0		
EXPENSES TOTAL	\$95,268		
NET	-\$268		
Cotton Mill In-kind contributions (See detailed budget below)	\$33,920		

PROGRAM DETAIL MillHouse Art Festivals (2023) 7 events				
REVENUE				
Booth Fees for 5 events				
Winter ArtFest (50 artists @\$200)	\$10,000			
Wine and Walls (50 applications @\$50)	\$2,500			
Summer ArtFest (100 @\$200)	\$20,000			
4 Maker Markets (100 @\$75)	\$7,500			
REVENUE TOTAL	\$40,000			
EXPENSES				
Advertising	\$30,000			
Security	\$2,000			
Volunteer T-shirts	\$850			
MuralFest Artist stipends	\$20,000			
Festival Supplies	\$4,000			
Volunteer and participant food/drinks	\$1,700			

EXPENSES TOTAL	\$58,550	
NET	-\$18,550	
IN-KIND		
Cleaning	\$600	In-kind
Porter fee	\$320	In-kind
Outdoor security lighting	\$5,000	In-kind
Facility	\$20,000	In-kind
IN-KIND TOTAL	\$25,920	

Note: We did not include volunteers hours for all seven events with the value of, \$18,900 (1260 hours @\$15/hr)

INTERNAL REVENUE SERVICE P. O. BOX 2508 CINCINNATI, OH 45201 DEPARTMENT OF THE TREASURY

Date: JUN2 7 2019

MILLHOUSE FOUNDATION 505 W LAMAR ST MCKINNEY, TX 75069

Employer Identification Number: 83-3359144 DLN: 17053081321009 Contact Person: ANNA M BLAIR ID# 17260 Contact Telephone Number: (877) 829-5500 Accounting Period Ending: December 31 Public Charity Status: 170(b)(1)(A)(vi) Form 990/990-EZ/990-N Required: Effective Date of Exemption: -January 29, 2019 Contribution Deductibility: Addendum Applies: No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 50†(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

MILLHOUSE FOUNDATION

Sincerely toplen a. morten

Director, Exempt Organizations Rulings and Agreements