



PARTNERSHIP AGREEMENTS FY18 FINAL DESCRIPTIVE REPORT

State Arts Agencies & Regional Arts Organizations

Grants Numbers xxxxxxx-61-18

These are the instructions and required format for the Final Descriptive Report for State Arts Agencies' (SAA) and Regional Arts Organizations' (RAO) Partnership Agreements, as well as guidance on completing the Federal Financial Report.

Final Descriptive Report (FDR)

Use the FDR to report on all activities conducted under the State Arts Plan or Regional Arts Plan (SAA / RAO Arts Plan) that was approved as part of your NEA Partnership application and that took place within the approved period of performance for this Partnership Agreement.

It is permissible for items listed on the FDR to fall outside the <u>General Terms and Conditions for Partnership</u>

<u>Agreements (GTCPA)</u> if they have not been designated as part of the required Partnership Agreement match listed on the FFR. However, any items listed on the FDR that are designated as meeting the match noted on the FFR (whether it is the minimum required 1 to 1 cost share, or greater) must be compliant with the Partnership Agreement GTCPAs.

The amounts reported on the FDR therefore do not need to be consistent with the amounts reported on the FFR, and in most cases will exceed them.

Federal Financial Report (FFR)

Use the FFR to report on the expenditure of NEA funds and the required one-to-one cost share.

The FFR reflects the actual expenditure of NEA funds and verifies that your Agency or Organization has met the required match for the Partnership Award. All costs reported as part of the Federal or Recipient Share on the FFR must be fully compliant with the GTCPAs.

The FFR is the document we will use to verify that the required cost share has been met, and should only include allowable expenditures that are specifically funded with NEA grant funds and designated cost share. Any voluntary cost sharing/match reported beyond the required 1 to 1 match must be in compliance with the GTCPA.

See additional FFR instructions at Federal Financial Report Instructions.

The complete FDR consists of:

- DATA SEQUENCING FORMS cover sheets for the DETAIL section and PROJECT ACTIVITY LOCATIONS data.
- **DETAIL** a list of all grants, awards, and activities carried out under the SAA / RAO Arts Plan as approved by the NEA.
- **PROJECT ACTIVITY LOCATION** a list of locations of project activity for selected grants, awards, and activities carried out under the SAA / RAO Arts Plan as approved by the NEA (see guidance on page 11).
- **FOLK ARTS PARTNERSHIP NARRATIVE REQUIREMENT** a brief summary of folk arts activities (<u>only</u> applicable if Folk Arts Partnership funds are included on the grant letter).

If you have questions or would like assistance completing this report, please contact the State and Regional staff at saarao@arts.gov or (202) 682-5430.

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HOW TO SUBMIT THE FINAL REPORTS FOR FY18 AWARDS

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NEW for FY18 awards - submit all documents via **REACH** at https://grants.arts.gov/eGMS-Reach/Login.aspx. Go to the Reports Tab of your award and click the "pen" next to the report.

When uploading reports, identify your grant number and organization name in the file name; e.g., FDR xxxxxxx-61-18 ABC SAA/RAO, FFR xxxxxxx-61-18 XYZ SAA/RAO, etc.

You will be able to edit the report as long as it remains in the submitted status.

NEW for FY18 awards - the NEA no longer requires copies of the DETAILs or PROJECT ACTIVITY LOCATION sections or the related data sequencing forms.

★Subn	nit the following to the NEA:				
[Final Descriptive Report SAA-RAO (this page filled out)				
□ Folk Arts Partnership Narrative (if applicable), and					
[☐ Federal Financial Report or FFR				
Grar	st #: SAA / RAO:				
	ing this FDR to <u>REACH</u> is a confirmation that you have completed each section/form and submitted the litems, in their entirety, to NASAA.				
	lational Assembly of State Arts Agencies (NASAA):				
★Subn	nit the following to NASAA:				
Ī	☐ DETAILS Data Sequencing Form				
Ι	DETAILS Section (electronic format)				
[
[→ PROJECT ACTIVITY LOCATION Data Sequencing Form (if applicable)				
	☐ PROJECT ACTIVITY LOCATION Data Sequencing Form (if applicable) ☐ PROJECT ACTIVITY LOCATION Section (if applicable)				

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For additional instructions on how to submit data to NASAA see nasaa-arts.org/research/federal-reporting/.

NOTE: NASAA does not need the Folk Arts Partnership narrative or the FFR.

3. IMPORTANT: Retain a copy of the entire FDR and FFR for your records. See the <u>General Terms & Conditions</u> for Partnership Agreements for record retention requirements.

DETAIL SECTION INSTRUCTIONS

To complete the **DETAIL** section, create an electronic data file that includes all fields that constitute an award record per the FDR Detail Data Fields List in "Table 1."

Instructions and definitions for each field are given below. The definitions, for the most part, come from the National Standard for Arts Information Exchange (here labeled as National Standard Grants Management System (GMS)). All National Standard GMS fields are 2-digit codes. For codes 9 and under enter a zero in front of the digit, e.g. 01,02,03, etc.

The structure of the data file should be explained in the **FDR Data Sequencing Form** to allow NEA to certify your data file.

- 1. For each grant, award, and/or activity that you are reporting, complete a record that includes all of the data fields from the **FDR Data Fields List (Table 1)**:
 - a. For each field that requires a numeric code, fill in only one 2-digit number.
 - b. If data is not available enter "-1" or leave blank. Do not use zero for this purpose. Zero should only be used numerically.
- 2. List the records for each grant, award, and/or activity on which you are reporting as described below:
 - a. Activity for which there is an application and award process, regardless of the funding source. Information on non-funded applications is not a part of NEA reporting requirements.
 - b. Other program activities of your agency or organization (for example, publication of a newsletter, sponsorship of a statewide meeting, technical assistance, etc.).

Records may be listed in any order. You may find it convenient to list applications and awards by arts discipline, grant program, or alphabetically. However, the individual data fields must be in the prescribed sequence.

Reminder: the **DETAIL** section is submitted in electronic format.

Additional instructions are available at nasaa-arts.org/research/federal-reporting/.

DETAIL SECTION DEFINITIONS

Organizational / Individual Information

- 1. <u>Applicant Name</u> (National Standard Grants Management System (GMS) field #1)

 Name of the organization or individual that applied for funds from your "Arts Agency." If your "Arts Agency" itself used funds to carry out a non-administrative program activity, enter name of your "Arts Agency."
- 2. Applicant Address

Street address or Rural Route Number of applicant. Provide mailing address only if street address is not currently being collected. Applicants based at an individual's personal address skip to question #3.

3. <u>Applicant City</u> (National Standard GMS field #1) City where "Applicant Name" is located.

4. Applicant State (National Standard GMS field #1)

Two-character state abbreviation of state or jurisdiction in which "Applicant City" is located. Enter "FO" if grant is awarded outside the United States.

5. Applicant ZIP Code (National Standard GMS field #1)

ZIP Code for address of "Applicant Name". Leave this field blank if grant is awarded outside the United States.

6. Applicant Status (National Standard GMS field #1.A)

Legal status of "Applicant Name." Choose the one item which best describes the applicant.

01 Individual 06 Government - Regional 02 Organization - Nonprofit 07 Government - County 03 Organization - Profit 08 Government - Municipal 04 Government - Federal 09 Government - Tribal 05 Government - State 99 None of the Above

7. Applicant Data Universal Numbering System (DUNS) number

DUNS number of "Applicant Name". In compliance with the Federal Funding Accountability and Compliance Act SAAs and RAOs may not make awards to an entity (non-profit, government, or business) that does not have a DUNS number. Grantees who are individuals are exempted from this requirement. Enter "IND" if the grant was awarded to a grantee with a legal status of "Individual" (see question #7).

8. Applicant Institution (National Standard GMS field #1.B)

Choose the one item which best describes the applicant.

01 Individual - Artist 27 Library

02 Individual - Non-artist 28 Historical Society 03 Performing Group 29 Humanities Council

04 Performing Group - College/University 30 Foundation 05 Performing Group - Community 31 Corporation

06 Performing Group - Youth 32 Community Service Organization

07 Performance Facility 33 Correctional Institution 08 Museum - Art 34 Health Care Facility

09 Museum - Other 35 Religious Organization

10 Gallery/Exhibition Space 36 Seniors' Center

37 Parks and Recreation 11 Cinema 38 Government - Executive 12 Independent Press 13 Literary Magazine 39 Government - Judicial

14 Fair/Festival 40 Government - Legislative (House)

15 Arts Center 41 Government - Legislative (Senate) 16 Arts Council/Agency 42 Media - Periodical

17 Arts Service Organization 43 Media - Daily Newspaper

18 Union/Professional Association 44 Media - Weekly Newspaper

19 School District 45 Media - Radio 20 Parent-Teacher Organization 46 Media - Television

21 Elementary School 47 Cultural Series Organization 22 Middle School 48 School of the Arts

23 Secondary School 49 Arts Camp/Institute

24 Vocational/Technical School 50 Social Service Organization

25 Other School 51 Child Care Provider 26 College/University 99 None of the Above

- 9. Applicant Discipline (National Standard GMS field #1.C)
 - Choose the one item which best describes the applicant's primary area of work in the arts.
 - 01 Dance include ballet, ethnic/jazz-folk-inspired, and modern; do not include mime (see "Theatre" 04 for mime).
 - 02 Music include band, chamber, choral, new, ethnic-folk inspired, jazz, popular, solo/recital, and orchestral.
 - 03 Opera/Music Theatre include opera and musical theater.
 - 04 Theatre include theatre general, mime, puppet, theatre for young audiences and storytelling as performance.
 - 05 Visual Arts include experimental, graphics, painting, and sculpture.
 - O6 Design Arts include architecture, fashion, graphic, industrial, interior, landscape architecture, and urban/metropolitan.
 - 07 Crafts include clay, fiber, glass, leather, metal, paper, plastic, wood, and mixed media.
 - 08 Photography include holography.
 - 09 Media Arts include film, audio, video, and work created using technology or experimental digital media.
 - 10 Literature include fiction, non-fiction, playwriting, and poetry.
 - 11 Interdisciplinary pertaining to art forms/art works that integrate more than one arts discipline to form a single work (e.g., collaboration between/among the performing and/or visual arts). Include performance art. Do not include Multidisciplinary work, described below in code 14.
 - 12 Folklife/Traditional Arts pertaining to oral, customary, material, and performance traditions informally learned and transmitted in contexts characteristic of ethnic, religious, linguistic, occupational, and/or regional groups. Do not include folk-inspired forms. (For example, interpretations of ethnic/folk dance or music by artists outside the particular ethnic/folk tradition should be coded 01 or 02, respectively.)
 - 13 Humanities pertaining but not limited to the following fields: history, philosophy, languages, literature, linguistics, archaeology, jurisprudence, history and criticism of the arts, ethics, comparative religion, and those aspects of the social sciences employing historical or philosophical approaches. This last category includes cultural anthropology, sociology, political theory, international relations, and other subjects concerned with questions of value and not with quantitative matters.
 - 14 Multidisciplinary pertains to grants (including general operating support) that include activities in more than one of the above disciplines; use this code to describe only those grants in which the majority of activities cannot be attributed to one discipline. If the majority of supported activities are clearly within one discipline, that discipline should be used instead of Multidisciplinary. Do not include "interdisciplinary" activities or events see Interdisciplinary, code 11.
 - 15 Non-arts/Non-humanities none of the above.

Award Overview

10. NEA Primary Strategic Outcome/Objective

Choose one item that best describes the PRIMARY strategic outcome associated with the award. A detailed description of these outcomes/objectives (except Understanding) is provided at https://www.arts.gov/grants-organizations/art-works/objectives.

- A: Creation: The Portfolio of American Art is Expanded
- B: Engagement: Americans Throughout the Nation Experience Art
- C: Learning: Americans of All Ages Acquire Knowledge or Skills in the Arts
- D: Livability: American Communities are Strengthened Through the Arts
- E: Understanding: Public knowledge and understanding about the contributions of the arts are enhanced. NEA outcome for Understanding: evidence of the value and/or impact of the arts is expanded and promoted.

11. Discipline of Project (National Standard GMS field #38)

Of the 15 items listed under #9, Applicant Discipline, choose the one item that best describes the discipline with which funded activities are involved. If funded activities are of a technical assistance or service nature, use the arts discipline that will benefit from the award.

12. Type of Activity (National Standard GMS field #39)

Choose the one item from either Column A or Column B that best describes the funded activities.

	Column A
02	audience services - e.g., ticket subsidies,
	busing senior citizens to an arts event
04	creation of a work of art - include
	commissions
05	concert/performance/reading - include
	production development
06	exhibition - include visual arts, film, and
	video; exhibition development
07	facility construction, maintenance,
	renovation
-00	for in House in all
08	fair/festival
10	institution/organization establishment - for
	creation or development of a new
	institution/organization
12	arts instruction - include lessons, classes and
	other means used to teach knowledge of
	and/or skills in the arts
16	recording/filming/taping - do not include
	creating art works or
	identification/documentation for archival or
	educational purposes
18	repair/restoration/conservation
20	school residency - artist activities in
	educational setting wherein one or more core
	student groups receive repeated artist
	contact over time

	Column B
01	acquisition - expenses for additions to a collection
03	fellowship - i.e., to individuals
09	identification/documentation - e.g., for archival & educational purposes
11	institution/organization support - general operational support
13	marketing - all costs for marketing/publicity/promotion specifically identified with the project
14	professional support, administrative - payments for administrative salaries, wages, and benefits specifically identified with the project
15	professional support, artistic - payments for artistic salaries, wages, and benefits specifically identified with the project
17	publication - e.g., manuals, books, newsletters
19	research/planning - include program evaluation, strategic planning, and establishing partnerships/collaborations between agencies
23	equipment acquisition
26	regranting

Column A			Column B		
21	other residency - artist activity in a non- school setting wherein one or more core student groups receive repeated artist contact over time		27	translation	
22	seminar/conference		28	writing about art (criticism)	
24	distribution of art - e.g., films, books, prints (do not include broadcasting)		30	student assessment - measurement of student progress toward learning objectives. Not to be used for program evaluation.	
25	Apprenticeship		31	curriculum development/implementation - include design, implementation, distribution of instructional materials, methods, evaluation criteria, goals, objectives	
29	professional development/training - activities enhancing career advancement		32	stabilization/endowment/challenge - grant funds used to reduce debt, contribute to endowments, build cash reserves, enhance funding leverage or stabilization	
33	building public awareness - activities designed to increase public understanding of the arts or to build public support for the arts		35	website/internet development - include the creation or expansion of existing web sites (or sections of web sites) and mobile and tablet applications as well as the development of digital art collections, databases, discussion areas or other interactive technology services delivered via the Internet	
34	technical assistance - with technical/administrative functions		36	broadcasting - include broadcasts via television, cable, radio, the Web or other digital networks	
37	public art/percent for art		99	none of the above	

13. Arts Education (National Standard GMS Field #39C)

Did this project include an organized and systematic educational effort with the primary goal of increasing an identified learner's knowledge of and/or skills in the arts with measurable outcomes. Choose the one item which best describes the funded activities.

- 01 50% or more of the funded activities are arts education
- 02 Less than 50% of the funded activities are arts education
- 99 None of this project involves arts education

Population Benefited

Provide data for individuals who directly benefited during the period of support. If actual figures or reliable estimates cannot be secured, Leave these fields blank or enter a "-1" to indicate that data are not available.

14. Adults and Youth Engaged in "In-Person" Arts Experiences

Enter the **number** of people who directly engaged with the arts, whether through attendance at arts events or participation in arts learning or other types of activities in which people were directly involved with artists or the arts. Do not count individuals reached through TV, radio or cable broadcast, the Internet, or other media. Include actual audience numbers based on paid/free admissions or seats filled. Avoid inflated numbers, and do not double-count repeat attendees.

- 14a. Adults engaged
- 14b. Children/Youth engaged (0-18 years)

15. Artists Directly Involved (National Standard GMS field #128)

Number of artists directly involved in providing artistic services specifically identified with the award. Include living artists whose work is represented in an exhibition regardless of whether the work was provided by the artist or by an institution. If no artists were directly involved in providing artistic services enter 0.

For the next three questions, select all categories that, by your best estimate, made up 25% or more of the population that directly benefited from the award during the period of support. These responses should refer to populations reached directly, rather than through broadcasts or online programming.

16. Population Benefited by Race / Ethnicity (select all that apply)

- N American Indian/Alaska Native
- A Asian
- B Black/African American
- H Hispanic/Latino
- P Native Hawaiian/Other Pacific Islander
- W White
- G No single racial/ethnic group made up more than 25% of the population directly benefited

17. Population Benefited by Age (select all that apply)

- 01 Children/Youth (0-18 years)
- 02 Young Adults (19-24 years)
- 03 Adults (25-64 years)
- 04 Older Adults (65+ years)
- 09 No single age group made up more than 25% of the population directly benefited

18. Population Benefited by Distinct Groups (select all that apply)

- D Individuals with Disabilities
- Individuals in Institutions (include people living in hospitals, hospices, nursing homes, assisted care facilities, correctional facilities, and homeless shelters)
- P Individuals below the Poverty Line
- E Individuals with Limited English Proficiency
- M Military Veterans/Active Duty Personnel
- Y Youth at Risk
- G No single distinct group made up more than 25% of the population directly benefited

Financial Information

19. Grant Amount Requested (National Standard GMS field #81)

Amount requested by "Applicant Name" in support of this grant. If formal grant award process did not take place, include the amount allocated by "Arts Agency".

20. Grant Award (National Standard GMS field #24)

Dollar amount of grant awarded. If formal grant award process did not take place, enter amount allocated by "Arts Agency". If the application or activity was not funded, enter 0.

21. Grant Amount Spent (National Standard GMS field #124)

Actual grant amount spent by "Applicant Name."

22. Actual Total Cash Expenses (National Standard GMS field #100)

Actual total of all cash payments made by "Applicant Name" specifically identified with the grant. This should equal the total of National Standard GMS fields #89-99.

23. Actual Total Cash Income (National Standard GMS field #125)

Actual total of all cash income specifically identified with the grant <u>including</u> "Grant Amount Spent." This should equal the total of National Standard GMS fields #113-122 and #124.

24. Actual Total In-Kind Contributions (National Standard GMS field #112)

The actual total value of expenses specifically identified with the grant that is provided to "Applicant" by volunteers or outside parties at no cash cost to "Applicants." This should equal the total of National Standard GMS fields #101-111. If there were no in-kind contributions enter 0.

25. NEA Share

Amount of Partnership Agreement grant funds included in "Grant Amount Spent." *If no Partnership Agreement grant funds were included enter 0.*

26. SAA / RAO Share

State funds included in "Grant Amount Spent."

27. Other Share

Other funds, such as private contributions, included in "Grant Amount Spent." Applicant match should not be entered under "Other Share." If no "Other" funds were included enter 0.

28. SAA / RAO Unique Identifier

Agency's in-house application/grant identifier. Each grant, award, and/or activity on which you are reporting should have a unique identifying number. This field will be used to join the FDR DETAIL data to the Project Activity Location data.

TABLE 1 – NEA FDR DETAIL DATA FIELDS LIST					
	Field Name	Corresponds to National Standard GMS Field			
1	Applicant Name	GMS #1			
2	Applicant Address 1	GMS #1			
3	Applicant City	GMS #1			
4	Applicant State	GMS #1			
5	Applicant ZIP Code	GMS #1			
6	Applicant Status	GMS #1A			
7	Applicant DUNS	n/a			
8	Applicant Institution	GMS #1B			
9	Applicant Discipline	GMS #1C			
10	NEA Primary Strategic Outcome/Objective	n/a			
11	Project Discipline	GMS #38			
12	Type of Activity	GMS #39			
13	Arts Education	GMS #39C			
14a	Adults engaged: In-person arts experience				
14b	Children engaged: In-person arts experience				
15	Actual Artists Benefited GMS #128				
16	Population Benefited by Race				
17	Population Benefited by Age				
18	Population Benefited by Distinct Groups				
19	Grant Amount Requested	GMS #81			
20	Grant Award	GMS #24			
21	Grant Amount Spent	GMS #124			
22	Actual Total Cash Expenses for Project	GMS #100			
23	Actual Total Cash Income for Project	GMS #125			
24	Actual Total In-Kind Contributions for Project	GMS #112			
25	NEA Share of Grant Award	n/a			
26	SAA / RAO Share of Grant Award	n/a			
27	Other Share of Grant Award	n/a			
28	SAA / RAO Unique Identifier n/a				

PROJECT ACTIVITY LOCATION SECTION INSTRUCTIONS

The **PROJECT ACTIVITY LOCATION** section is required <u>only if</u> the funded activity is best described using one of descriptors from Column A of Field 12 (Type of Activity) in the Detail section of this report. The descriptors in Column A for Field 12 are: 02, 04, 05, 06, 07, 08, 10, 12, 16, 18, 20, 21, 22, 24, 25, 29, 33, 34, and 37.

To complete the PROJECT ACTIVITY LOCATION section, create an electronic data file that includes either:

- venue address information or
- venue geographic location information (latitude and longitude) for the activity.
 To find the latitude and longitude of a location using Google Maps, just right-click the location and select "What's here?". The latitude and longitude coordinates will appear in the search bar.

Table 2 is a chart of the FDR project activity location section data fields. Records may be listed in any order. However, the individual data fields must be in the prescribed sequence.

The structure of the data file should be explained in the **PROJECT ACTIVITY LOCATION Data Sequencing Form** to allow NEA to certify your data file. If data is not available enter "-1" or leave blank. Do not use zero for this purpose. Zero should only be used numerically.

Reminder: the **PROJECT ACTIVITY LOCATION** section is submitted in electronic format.

Additional instructions are available at nasaa-arts.org/research/federal-reporting/.

PROJECT ACTIVITY LOCATION SECTION DEFINITIONS

- 1. <u>Venue Address</u> (Latitude and Longitude can be provided in lieu of Venue Address, City, State & Zip) Street address or Rural Route Number of venue. Provide mailing address only if street address is not currently being collected. Venues based at an individual's personal address skip to question #3.
- 2. Venue City

City where the venue is located.

3. Venue State

State where the venue is located.

4. Venue Zip

ZIP Code for address of the venue. Leave this field blank if the venue is outside the United States.

- 5. Venue Latitude (Venue address can be provided in lieu of Latitude and Longitude)
 - Geographic coordinate for the latitude of the venue. Use Decimal Degrees, without the degree symbol (DDD.DDDDD). For example, the latitude of the NEA's current building is 38.883671.
- 6. Venue Longitude (Venue address can be provided in lieu of Latitude and Longitude)

Geographic coordinate for the longitude of the venue. Use Decimal Degrees, without the degree symbol (DDD.DDDDD). For example, the longitude of the NEA's current building is -77.021439.

7. Number of days on which activities occurred

Estimated number of days during the funded grant period on which activities occurred at this venue. For projects that involve a permanent installation, enter 999.

8. SAA / RAO Unique Identifier

Agency's in-house application/grant identifier for each record. This field will be used to join the Project Activity Location data to the FDR DETAIL data.

TABLE 2 – NEA FDR PROJECT ACTIVITY LOCATION SECTION DATA FIELDS LIST				
	Field Name			
1	Venue Address			
2	Venue City			
3	Venue State			
4	Venue ZIP			
5	Venue Latitude			
6	Venue Longitude			
7	Number of days on which activities occurred at this venue			
8	SAA / RAO Unique Identifier			

NEA FINAL DESCRIPTIVE REPORT: DETAIL DATA SEQUENCING FORM

SAA / F	RAO:							
NEA Gr	ant #:							
Total #	of grants/records	s in file:						
Name of File: Software used to produce the file: List of fields IN THE EXACT ORDER in which they appea			Export Format of Fileselect one ASCII text delimited (preferred) ASCII tab delimited Access Excel Other:					
	FieldName	Type*	MaxLength			FieldName	Type*	MaxLength
1		71-			21		71	3
2					22			
3					23			
4					24			
5					25			
6					26			
7					27			
8					28			
9								
10								
11								
12								
13								
14a								
14b								
15								
16								
17								
18								
19								
20						*Text/character,	numeric, or	logical
Contac Name: Title: Phone: E-mail:	t information for	questions a	about the conte	ent (or fori	mat of the data fil	e :	

NEA FINAL DESCRIPTIVE REPORT: PROJECT ACTIVITY LOCATION DATA SEQUENCING FORM

SAA/	RAO:			
NEA G	Grant #:			
Total	# of locations/red	ords in file:		
Name	of File:		Export Format of Fileselect one ASCII text delimited (preferred) ASCII tab delimited	
Softw	are used to produ	uce the file:	Access Excel Other:	
List of	fields IN THE EXA	ACT ORDER	in which they	appear in the data file:
	FieldName	Type*	MaxLength	
1				
2				
3				
4				
5				
6				
7				
8				
	*Text/charact	ter, numeric, c	or logical	
Conta Name		r questions	about the con	tent or format of the data file:
Title:				
Phone	e:			
E-mai	l:			