

**Grants for Arts Projects Guidelines: Opera
FY21 Part 2: Submit Materials to the Applicant Portal**

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How to Use This Document

*The following instructions are for the **Opera** discipline. If you are applying in a different Grants for Arts Projects discipline, refer to their instructions, as instructions vary by discipline.*

This document will guide you through **Part 2 of the Grants for Arts Projects application process**; it contains detailed instructions for completing the Grant Application Form (GAF) in the Arts Endowment’s Applicant Portal.

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Important Notes:

- You will only be able to complete Part 2 of the Grants for Arts Projects application process if you have successfully submitted Part 1 of the application to Grants.gov by the appropriate deadline.
- You will not have access to the Applicant Portal until the Part 2 application window opens as described below. However, **we urge you to use this document to prepare your responses and material well in advance** so you will have them ready to upload once the system opens.

First Grants for Arts Projects Deadline:

| | |
|---|--|
| Part 1 - Submit to Grants.gov | February 13, 2020 at 11:59 p.m., Eastern Time |
| Prepare application material so that it's ready to upload when the Applicant Portal opens | |
| Part 2 - Submit to Applicant Portal | February 18, 2020 at 9:00 a.m., Eastern Time to February 25, 2020 11:59 p.m., Eastern Time |

Second Grants for Arts Projects Deadline:

| | |
|---|---|
| Part 1 - Submit to Grants.gov | July 9, 2020 at 11:59 p.m., Eastern Time |
| Prepare application material so that it's ready to upload when the Applicant Portal opens | |
| Part 2 - Submit to Applicant Portal | July 14, 2020 at 9:00 a.m., Eastern Time to July 21, 2020 at 11:59 p.m., Eastern Time |

Access the Applicant Portal

Log on to the Applicant Portal at: <https://applicantportal.arts.gov>

Log on credentials:

- **User Name = Grants.gov Tracking Number (Example: "GRANT12345678")**

Your Grants.gov tracking number is assigned to you by Grants.gov at the time you submit Part 1 your application. A confirmation screen will appear once your submission is complete. Your Grants.gov tracking number will be provided at the bottom of this screen.

- **Password = Agency Tracking Number/NEA Application Number (Example: "1234567")**

The National Endowment for the Arts assigns the number to your application 1-2 business days after you submit Part 1 of your application. Log on to Grants.gov with

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your Grants.gov Username and Password. Under Grant Applications, select Check Application Status. Once in the Check Application Status feature, look for your Grants.gov Tracking Number and select Details under the Actions column. You'll be taken to the Submission Details screen to find your Agency Tracking#/NEA Application Number. NOTE: Check Application Status is a separate feature from Track My Application at Grants.gov.

The User Name and Password can only be used by one person at a time in the Applicant Portal. If multiple people use the User Name and Password at the same time to work on an application, data will be lost.

Technical notes for using the Applicant Portal:

- The Applicant Portal is best viewed in the following browsers: Chrome 58+, Firefox 54+, Internet Explorer 11+, or Microsoft Edge 44+. You should only open the Applicant Portal in one browser at a time to enter information. Cookies and JavaScript may need to be enabled for you to successfully view the site. You might also need to disable AdBlocker and/or similar software.
- Most problems can be solved by changing your browser. In Internet Explorer, you may need to do the following:
 - Press the Alt key.
 - Select Tools from the menu bar.
 - Select Compatibility View Setting.
 - Type in "arts.gov" and uncheck all check marks and close.
- Be sure to first copy and paste any text into Notepad (if you're using a PC) or TextEdit (if you're using a Mac) before copying it into the Applicant Portal. This will strip away any HTML Coding that may add unwanted additional characters to text (however, any formatting you had will be deleted). These additional characters can be added due to some special characters such as ampersands, quotation marks, apostrophes, and angle brackets.
- Limit character counts by using a solution other than special characters (e.g., instead of using quotation marks for titles of works, put them in italics), using only one space at the end of sentences, and limiting the use of tabs.
- Hit "Save" and log off if you plan to leave the Applicant Portal with work in progress. Your session will deactivate after a period of time and you could lose content.
- View the [Grant Application Form Tutorial](#) to assist you in completing the online form.

Fill out the Grant Application Form

You will submit a substantial part of your application through the GAF in the Applicant Portal, including:

- Answers to narrative questions about your organization and project.

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- Financial information about your organization and project.
- Bios of key individuals.
- Work samples and files.

The Applicant Portal platform has seven tabs, some of which have sub-tabs:

- Tab 1: View Application Data
- Tab 2: Organizational Information
- Tab 3: Arts Programmatic History
- Tab 4: Project Information
- Tab 5: Project Budget
- Tab 6: Items to Upload
- Tab 7: Organization & Project Data

For your application to be considered complete, you **MUST** include every required item in your application. Required items are denoted with a red * in the GAF.

When filling out the Grant Application, you must adhere to the character count limit in each section. Do not include hyperlinks. They will not be reviewed, unless provided as part of your work sample upload.

Tab 1: View Application Data

This section is the first screen you will see when you open the GAF. It cannot be edited; it is autopopulated with information you entered for Part 1 on the Application for Federal Domestic Assistance/Short Organizational Form that was submitted to Grants.gov. If you find any incorrect information on this page, [contact](#) the staff.

Tab 2: Organization Info

Subtab 1: Organization Information

You will be asked to provide the following information in this section:

Legal/IRS Name (should match Application for Federal Domestic Assistance/Short Organizational Form)

Popular Name (if different)

For this application, are you serving as the Parent of an Independent Component (before choosing, [see the definition](#) of official Independent Component status: Y/N)

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Mission of Your Organization (500 Character Limit, including spaces)

Summary of the background/history of your organization (2,000 Character Limit, including spaces)

[Subtab 2: Organization Budget](#)

Budget Form: You must complete this section using figures from the most recently completed fiscal year, the previous fiscal year, and the fiscal year prior to that.

Sample View:

| | Most Recently Completed FY | Previous FY | Two FYs Prior |
|--|----------------------------|-------------|---------------|
| FY End Date (MM/DD/YYYY) | 1/1/2017 | | |
| INCOME: | | | |
| Earned | \$0 | \$0 | \$0 |
| Contributed | \$0 | \$0 | \$0 |
| Total Income | 0 | 0 | \$0 |
| EXPENSES: | | | |
| Artistic Salaries | \$0 | \$0 | \$0 |
| Production / Exhibition / Service Expenses | \$0 | \$0 | \$0 |
| Administrative Expenses | \$0 | \$0 | \$0 |
| Total Expenses | 0 | 0 | \$0 |
| OPERATING SURPLUS / DEFICIT (single year) | \$0 | \$0 | \$0 |

When completing this form you'll use the line items below for each fiscal year. Unaudited figures are acceptable. Figures that amount to \$0 are acceptable in cases where organizations do not have a budget line for that particular figure. Because budget information will vary according to each organization, each field is not required. However, it is mandatory to provide budget information in some of these fields.

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Income

- **Earned:** Revenues that are received through the sale of goods, services performed, or from investments. Examples: ticket sales, subscription revenue, contractual fees, interest income.
- **Contributed:** Gifts that are received which are available to support operations. Examples: annual fund donations, grants for general operating or project support, in-kind contributions.

Expenses

- **Artistic Salaries:** Costs that are directly related to the creation, production, and presentation of artistic work. Examples: fees for dancers, choreographers, actors, curators, artistic directors, contributors to literary publications. Include arts personnel that are on your staff as well as those that are paid on a contract or fee basis.
- **Production/exhibition/service expenses:** All program or service delivery costs, excluding artistic salaries and fees that are listed above. Examples: research expenditures; presentation costs; costs of sets, costumes, and lighting; publication costs of catalogues or literary magazines.
- **Administrative expenses:** All other costs that are incurred during the normal course of business. Examples: outside professional non-artistic services, space rental, travel, marketing, administrative salaries, utilities, insurance, postage.

NOTE: The figures are subject to verification by the National Endowment for the Arts.

If you are a parent organization, provide this information for the independent component on whose behalf you are applying.

If your organization is a smaller entity that exists within a larger organization (such as an academic department or a literary organization housed at a college or university), submit information for the smaller entity.

This is intended to show your organization's fiscal activity as it relates to operations. Do not include activity related to a capital campaign (such as raising money for a new facility, an endowment fund, or a cash reserve fund). You will be given an opportunity to explain and discuss the fiscal health of your organization, including identifying the source of the activities, as needed. We may request additional information to clarify an organization's financial position.

Fiscal Health: Discuss the fiscal health of your organization. In addition, you must explain: 1) any changes of 15% or more in either your income or expenses from one year to the next, and 2) plans for reducing any deficit (include the factors that contributed to the deficit and its amount). For independent components, you may use the space to discuss the fiscal health of your organization and to explain the relationship that the independent component has with the

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larger entity (e.g., "museum guards and utilities paid for by university"). (1,000 Character Limit, including spaces)

Tab 3: Arts Programmatic History

Submit a representative list of your programmatic history for the past three years/seasons prior to the application deadline (e.g., 2017 or 2017-18; 2018 or 2018-19; 2019 or 2019-20). Arts programming must have commenced no later than February 2017 if you are applying to the February 2020 deadline, and no later than July 2017 if you are applying to the July 2020 deadline.

This list should demonstrate eligibility (i.e., your organization's three-year history of arts programming) and the artistic excellence and merit of your organization. For the purpose of defining eligibility, "three-year history" refers to when an organization began its programming and not when it incorporated or received nonprofit, tax-exempt status. Where available, include arts or cultural programming that has a relationship to the project for which you are requesting support (e.g., show examples of previous festival programming if your project is for a festival). For projects that involve touring, list your organization's touring activities for the past three years/seasons.

For each representative example, where appropriate, include:

- Year
- Title/Work/Program
- Key Artists/Personnel
- # of Classes, Performances, Exhibitions, Residencies, etc.
- # of Participants or Audience. If any programming would be listed in more than one year, you may provide consolidated participant/audience numbers with the listing for the first year.
- Touring Info, If Applicable

Providing information in bulleted or list form is acceptable. **Do not submit this information as a separate work sample.** (1,000 character Limit, including spaces is available for each year/season.)

Tab 4: Project Info

Subtab 1: Project Activity

NEA Discipline for Proposed Project: This selection will determine which panel of experts will review your proposal. You should select the discipline that most closely aligns with your project,

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not necessarily with your organization as a whole. In limited cases, staff may transfer an application to a discipline other than the one that was selected by the applicant to ensure appropriate panel review. However, we cannot guarantee that an application will be transferred in all cases where this might be desirable. [Contact us](#) if you have any questions about which discipline is most appropriate for your project. Each discipline has different instructions. Be sure to download the instructions according to the discipline that best suits your project.

Choose: **Opera (including opera presentation)**

Project Title: Provide a brief descriptive title for your proposed arts project. For example: To support an exhibition of the works of Georgia O'Keeffe. (200 Character Limit, including spaces)

Project Summary: In two or three sentences, clearly describe the specific arts project you would like us to support, and state why the project is important. Include, as applicable, the target population that will be served, and where the project will take place during the period of performance. (750 Character Limit, including spaces)

Project Description: We fund arts projects, and make grants only for specific, definable activities. Describe the proposed arts project you would like us to support. Be as specific as possible about the activities that will take place during the period of performance, and provide information on specific artists, productions, venues, etc. If applicable, identify any works of art that will be central to the project and the reason for their selection. Where relevant, include information on any additional public components such as educational or outreach activities associated with the project. For project components involving content creation, provide details about the content, themes, and processes to develop the created works. **Do not describe unrelated organizational programming.** The information that you provide will be evaluated against the "**Review Criteria**" by panelists, so make sure your narrative addresses the "Review Criteria." (3,000 Character Limit, including spaces)

[Subtab 2: Project Partners & Key Individuals](#)

Use this section to provide information about key organizational partners and individuals involved in the project.

Selection of Key Organizational Partners: If your project involves organizational partners, describe the process and criteria for the selection of key organizations. Where relevant, describe their involvement in the development of the project to date. Where they remain to be selected, describe the selection procedures that you plan to follow and the qualifications that you seek. An organizational partner is an outside entity that will provide resources (other than money) to support the project. Because all projects require matching resources from non-federal sources, organizations that only provide money are not considered partners. Funders are not excluded from being partners, but they must also supply human resources or

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information capital, or actively participate in another way. Organizational partners are not required. (1,000 Character Limit, including spaces)

Selection of Key Individuals: Briefly describe the process and criteria for the selection of key individuals who will be involved in this project (e.g. primary artist(s), project director, artistic director, executive director, teaching artist, curator, editor, folklorist, conductor). Where relevant, name the key individuals and describe their involvement in the development of the project to date. If you are applying for a project for which the key individuals are not yet identified, describe the process for selecting them, i.e., open submissions, reading committee, selection by the artistic director, etc., and the qualifications that you seek. (1,000 Character Limit, including spaces)

Information About Key Organizational Partners & Individuals

You may include any combination of up to 10 partners and/or individuals. Provide the following information for each one:

- **Organization or Individual's Name** (this includes artistic group names or single names)
- **Proposed or committed?** Select answer from drop-down.
- **Description of the Organization or Bio of Individual** (1,000 Character Limit per partner or bio, including spaces)

For organizations, provide a brief description of the organization and include the role of the organization in the project.

For individuals, provide a brief biography of the individual and include the role of the individual in the project and professional title, if applicable.

[Subtab 3: Other Details](#)

Proposed Project Start Date/End Date: Enter the beginning and ending dates for your requested period of performance, i.e., the span of time necessary to plan, execute, and close out your proposed project. The start date should be the first day of the month, and the end date should be the last day of the month. Our support of a project may start on or after: 1) For applicants at the February 13 deadline, **January 1, 2021**; or 2) For applicants at the July 9 deadline, **June 1, 2021**. Generally, a period of performance of up to two years is allowed. **The two-year period is intended to allow an applicant sufficient time to plan, execute, and close out its project, not to repeat a one-year project for a second year.** Your budget should include only the activities and costs incurred during the requested period of performance. The dates you enter here will be used in the review of your application.

Project Start Date: (MM-DD-YYYY)

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Project End Date: (MM-DD-YYYY)

Schedule of Key Project Dates: Describe the significant dates in the project. If you include activities that occur before the earliest allowable start date (January 1, 2021, if you apply at the February 13, 2020, deadline or June 1, 2021, if you apply at the July 9, 2020, deadline), indicate by adding an asterisk (*) and make sure that those activities and costs are not included on the Project Budget form. (1,500 Character Limit, including spaces)

Performance Measurement: How do you define and how will you measure success from your project? Describe any plans you have for program evaluation, for working collaboratively with researchers, strategic consultants, program evaluators, and/or any other plans for performance measurement related to the project. Include plans for documenting and disseminating the project results, as appropriate. (1,000 Character Limit, including spaces)

See "[Program Evaluation Resources](#)" for additional information.

Intended Audience/Participants/Community: Who will benefit from the project and how will they be engaged? Describe the intended audience, participants, and community served, as well as plans to reach these beneficiaries. Where appropriate, describe how this project will engage or impact any underserved populations. As applicable, include information on promotional or publicity plans related to the project activities. (2,000 Character Limit, including spaces)

Discipline-Specific Items: Submit the items specified below that are relevant to your particular project. Use only as much space as is needed to respond to the items requested. If necessary, combine items in a single field and label the items clearly. If not applicable, leave blank. Do not type "N/A." (3 text fields at 6,000 Character Limit each, including spaces)

- **For all projects, an Artistic Statement.** This statement must be written by the Artistic Director or other person who has responsibility for the project. It should discuss the reasons for the project's selection and its relationship to the artistic vision of the organization. (3,000 Character Limit, including spaces)
- **For projects that involve the creation, development, or premiere of a new opera:**
 - A statement written by the composer. (3,000 Character Limit, including spaces)
 - A statement written by the librettist. (3,000 Character Limit, including spaces)
 - Each statement should outline the creator's vision for the new work.
- **For recording projects:**
 - A distribution plan. (3,000 Character Limit, including spaces)
- **For professional development training of artists projects:**
 - A representative list of the names and current professional affiliations of participants from the past two years. (6,000 Character Limit, including spaces)
 - A curriculum plan that outlines both the training activities and the performance opportunities offered. This information should outline the training such as vocal

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coaching, diction, language, acting, movement, and theatrical training. (6,000 Character Limit, including spaces)

- **For educational and outreach programs:**
 - A plan that outlines both the training activities and the performance opportunities offered. (3,000 Character Limit, including spaces)

Tab 5: Project Budget

Tell us how you plan to spend both the requested Arts Endowment funds, as well as your cost share/matching funds. All items in your budget, whether supported by Arts Endowment funds or your cost share/matching funds, must be reasonable, necessary to accomplish project objectives, allowable in terms of the Arts Endowment's [General Terms and Conditions](#), and adequately documented. Your "Total project income" must equal the "Total project costs/expenses."

Your **Project Budget** should reflect only those activities and associated costs that will be incurred during the "Period of Performance," i.e., the span of time necessary to plan, execute, and close out your proposed project. Any costs incurred before or after those dates will be removed. REMINDER: The earliest allowable project start date is January 1, 2021, if you apply at the February 13 deadline, or June 1, 2021, if you apply at the July 9 deadline.

Applicants whose projects are recommended for grants will be asked to update the project budget.

NOTE: Organizations cannot receive more than one National Endowment for the Arts grant for the same expenses. This budget cannot include project costs that are supported by any other federal funds or their cost share/match, including costs that may be included in applications submitted, or grants received, by partner organizations or presenters.

Amount Requested from the NEA: Grants will generally range from \$10,000 to \$100,000. Do not request an amount below \$10,000. **Any requests below \$10,000 will be deemed ineligible and will not be reviewed.** Be realistic in your request.

Subtab 1: Project Expenses

DIRECT COSTS are those that are identified specifically with the project during the period of performance, and are allowable. Be as specific as possible. Review [What We Fund/We Do Not Fund](#) to ensure your Project Budget does not include unallowable costs. Projects with less than \$20,000 in costs (i.e., not showing the minimum National Endowment for the Arts requested amount of \$10,000 and the required organization 1:1 match of \$10,000) will be deemed ineligible and will not be reviewed.

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DIRECT COSTS: Salaries and wages cover compensation for personnel, administrative and artistic, who are paid on a salary basis. (Funds for contractual personnel and compensation for artists who are paid on a fee basis should be included in "DIRECT COSTS: Other" on the Project Budget form, and not here.) Indicate the title and/or type of personnel (40 characters maximum), the number of personnel (30 characters maximum), the annual or average salary range (40 characters maximum), and the percentage of time that will be devoted to the project annually (30 characters maximum). List key staff positions, and combine similar functions. Where appropriate, use ranges. If the costs for evaluation and assessment are part of staff salary and/or time, separately identify those costs.

Salaries and wages for performers and related or supporting personnel must be estimated at rates no less than the prevailing minimum compensation as required by the Department of Labor Regulations. (See "**Legal Requirements**" for details.)

NOTE: Salaries/wages/fringe benefits incurred in connection with fundraising specifically for the project are allowed. These costs must be incurred during the National Endowment for the Arts project period of performance, and be approved as allowable project expenses by the agency.

Sample View:

| Project Expenses | | Project Income | | |
|---------------------------------|---------------------|--------------------------------|-----------------------------------|---|
| DIRECT COSTS: SALARIES & WAGES | | | | |
| Title and/or Type of Personnel | Number of personnel | Annual or Average Salary Range | % of time devoted to this project | Amount (You must enter Zero "0" to clear Dollar fields) |
| Executive Director | 1 | \$ 70,000 per yr. | 25% | \$17,500 |
| Project Directors | 2 | \$ 40-50,000 per yr. | 5-40% | \$22,000 |
| Admin. Support Staff | 2 | \$ 20-25,000 per yr. | 20-30% | \$11,000 |
| | | \$ | | |
| | | \$ | | |
| | | \$ | | |
| | | \$ | | |
| Total Salaries and Wages | | | | \$50,500 |

Fringe benefits are those costs other than wages or salary that are attributable to an employee, as in the form of pension, insurance, vacation and sick leave, etc. They may be included here only if they are not included as indirect costs.

Sample View:

| | |
|---|-----|
| FRINGE BENEFITS | \$0 |
| Total Salaries and Fringe Benefits | \$0 |

DIRECT COSTS: Travel must be estimated according to the applicant's established travel practice, providing that the travel cost is reasonable and does not exceed the cost of air coach

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accommodations. Limit your descriptions to these character maximums: # of Travelers = 20 characters; From = 50 characters; To = 50 characters. Include subsistence costs (e.g., hotels, meals) as part of the "Amount" listed for each trip, as appropriate. Foreign travel, if any is intended, must be specified by country of origin or destination and relate to activity outlined in your narrative. Foreign travel also must conform with government regulations, including those of the [U.S. Treasury Department Office of Foreign Asset Control](#). If National Endowment for the Arts funds are used for foreign travel, such travel must be booked on a U.S. air-carrier when this service is available. List all trips -- both domestic and foreign -- individually.

Sample View:

| DIRECT COSTS: TRAVEL | | | |
|------------------------------|----------------------|----------------------|---|
| # of travelers | From | To | Amount (You must enter Zero "0" to clear Dollar fields) |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Total Travel Expenses | | | <input type="text" value="\$0"/> |

DIRECT COSTS: Other include consultant and artist fees, contractual services, promotion, acquisition fees, rights, evaluation and assessment fees, access accommodations (e.g., audio description, sign-language interpretation, closed or open captioning, large-print brochures/labeling), telephone, photocopying, postage, supplies and materials, publication, distribution, translation, transportation of items other than personnel, rental of space or equipment, and other project-specific costs. List artist compensation here if artists are paid on a fee basis. This includes fees for engaging artists for the creation of new work. List the fees paid to each artist separately where possible. For procurement requirements related to contracts and consultants, review [2 CFR Part 200.317-.326](#). Limit your descriptions to 100 characters maximum.

Television broadcast projects and educational/interpretive videos must be closed or open captioned. Applicants should check with captioning organizations for an estimate.

Clearly identify the rental of equipment versus the purchase of equipment. If you intend to purchase any equipment that costs \$5,000 or more per item and that has an estimated useful life of more than one year, you must identify that item here. Provide a justification for this expenditure either in this section of the Project Budget form or in your narrative. Digital computers, mobile devices, or other new technologies are considered supplies if less than \$5,000 per item regardless of the length of useful life.

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If you engage in contracts of more than \$15,000, identify the item or service and its relation to the project.

Group similar items together on a single line, with only one total cost. List consultant and artist fees or contracts for professional services on consecutive lines; do not scatter them throughout the list. Specify the number of persons, the service being provided, and the applicable fee, rate, or amount of each. For other types of line items, provide details of what is included in each item.

Sample View:

| DIRECT COSTS: OTHER | |
|-----------------------------|--|
| Description | Amount (You must enter Zero "0" to clear Dollar fields) |
| <input type="text"/> | <input type="text" value="\$0"/> |
| <input type="text"/> | <input type="text" value="\$0"/> |
| <input type="text"/> | <input type="text" value="\$0"/> |
| <input type="text"/> | <input type="text" value="\$0"/> |
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| <input type="text"/> | <input type="text" value="\$0"/> |
| <input type="text"/> | <input type="text" value="\$0"/> |
| <input type="text"/> | <input type="text" value="\$0"/> |
| Total Other Expenses | <input type="text" value="\$0"/> |

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TOTAL DIRECT COSTS is the total of all direct cost items listed in "Salaries and wages," "Travel," and "Other expenses." This field will autocalculate.

INDIRECT COSTS

Arts Endowment applicants have the option to include Indirect Costs in their project budgets. The inclusion of Indirect Costs is allowable, but not required.

Indirect Costs are overhead, administrative, or general operating expenses that are not readily identifiable with, or are difficult to assign to, a specific project. Nevertheless, these costs are still necessary to the operation of the organization, the performance of its activities, and the execution of its projects. Examples of Indirect Costs include the expenses associated with operating and maintaining facilities and equipment, rent, utilities, supplies, and administrative salaries.

To include indirect costs in a project budget, an applicant may choose to do **ONE** of the following (for help in determining which option to choose, see the Indirect Cost Guide for Arts Endowment Grantees):

- Include a reasonable figure for “Overhead and Administrative Costs” as a line item under the “Direct Costs: Other” section, and leave the “Indirect Costs (if applicable)” section blank.
- Use a *de minimis* rate of up to 10% (.10) of Modified Total Direct Costs, and enter this figure in the “Indirect Costs (if applicable)” section. The 10% *de minimis* indirect cost rate is a federally-recognized rate that non-federal entities may use to recover allowable indirect costs on grants or cooperative agreements. Modified Total Direct Costs include salaries and wages, fringe benefits, materials and supplies, services, and travel. Modified Total Direct Costs excludes equipment, capital expenditures, rental costs, scholarships and fellowships, among others. Additional information on calculating Modified Total Direct Costs can be found at [2 CFR Part 200.414.f](#).
- Use a negotiated Indirect Cost Rate Agreement (ICRA). In this case, Indirect Costs are prorated or charged to a project through a rate negotiated with the National Endowment for the Arts or another federal agency. You are not required to have an Indirect Cost Rate Agreement to apply for or to receive a grant. In fact, only a small number of applicants and grantees to the Arts Endowment have or choose to use an ICRA. This option most commonly applies to colleges and universities. If you have an ICRA and would like to include Indirect Costs in your project budget, complete the information requested in the “Indirect Costs (if applicable)” section accordingly. When entering the name of the federal agency with which the ICRA has been negotiated, limit your description to 50 characters. Enter the percentage of the ICRA as decimals. Note that applicants may only use a Research Indirect Cost Rate Agreement for applications to the Arts Endowment’s Office of Research and Analysis.

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Sample View of the de minimis rate:

| INDIRECT COSTS (if applicable) | |
|--------------------------------|----------------------|
| Federal Agency | <input type="text"/> |
| Rate Agency(.0000) | 0.10000 |
| Base | \$10,000 |
| TOTAL INDIRECT COSTS | <input type="text"/> |

TOTAL PROJECT COSTS/EXPENSES is the total of "Total direct costs," and, if applicable, "Indirect costs." This field will autocalculate. **NOTE:** "Total project income" must equal the "Total project costs/expenses." Your project budget should not equal your organization's entire operating budget.

[Subtab 2: Project Income](#)

AMOUNT REQUESTED FROM THE NEA: Grants will generally range from \$10,000 to \$100,000. Do not request an amount below \$10,000. Any requests below \$10,000 will be deemed ineligible and will not be reviewed. Be realistic in your request.

Sample View:

| | |
|-------------------------------|----------------------------------|
| Amount Requested from the NEA | <input type="text" value="\$0"/> |
| Project Expenses | Project Income |

TOTAL COST SHARE/MATCH FOR THIS PROJECT: Because the National Endowment for the Arts cannot support more than 50% of a project's costs, we require each applicant to obtain at least half the total cost of each project from nonfederal sources. For example, if you receive a \$10,000 grant, your total project costs must be at least \$20,000 and you must provide at least \$10,000 toward the project from nonfederal sources. These cost share/matching funds may be all cash or a combination of cash and in-kind contributions as detailed below. Be as specific as possible. If a portion of the cost share/match is being contributed by an entity other than your organization, indicate this on the form. Asterisk (*) those funds that are committed or secured.

Applicant CASH cost share/match refers to the cash contributions, grants, and revenues that are expected or received for this project. Identify sources. Limit your descriptions to 100 characters maximum. Do not include any National Endowment for the Arts or other federal grants -- including grants from the National Endowment for the Humanities, U.S. Department of Education, the National Park Service, etc. -- that are anticipated or received. If you include grants from your state arts agency, regional arts organization, or local arts agency as part of

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your cost share/match, check with your state arts agency, regional arts organization, or local arts agency to make sure your grants don't include federal funds.

You may use unrecovered indirect costs as part of the cash cost share/match. Unrecovered indirect costs generally are used only by large organizations such as colleges and universities. Your organization must have a current federally-negotiated indirect cost rate agreement to include unrecovered indirect costs.

Third-Party IN-KIND Contributions: Donated space, supplies, volunteer services are goods and services that are donated by individuals or organizations other than the applicant (third-party). Limit your descriptions to 100 characters maximum. To qualify as cost share/matching resources, these same items also must be identified as direct costs in the project budget to ensure their allowability. In-kind items not reflected as direct costs will be removed from your budget. The dollar value of these non-cash donations should be calculated at their verifiable fair-market value. Identify sources. Reminder: Proper documentation must be maintained for all items noted as "in-kind."

Sample View:

| Project Expenses | | Project Income | |
|-----------------------|---|--|---|
| Applicant CASH | | Third-Party IN-KIND Contributions | |
| Description | Amount (You must enter Zero "0" to clear Dollar fields) | Description | Amount (You must enter Zero "0" to clear Dollar fields) |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Total Cash | \$0 | Total in-kind | \$0 |

TOTAL PROJECT INCOME is the total of "Amount requested from the National Endowment for the Arts" and "Total cost share/match for this project." This field will autocalculate. **NOTE:** "Total project income" must equal the "Total project costs/expenses." Your project budget should not equal your organization's entire operating budget.

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Note: The amounts below will automatically populate from what you have entered in the budget tables.

| + Instructions for Project Expenses/Income Summary | |
|---|-----|
| Total Cost Share/Match for this project (Total CASH + Total IN-KIND) | \$0 |
| TOTAL PROJECT INCOME (Total Cost Share / Match + Amount Requested from NEA) | \$0 |
| TOTAL PROJECT COSTS/EXPENSES (Total Direct Costs + Total Indirect Costs) | \$0 |

ADDITIONAL PROJECT BUDGET NOTES (OPTIONAL): Provide information to clarify any line item included in the project budget. (750 Character Limit, including spaces)

Tab 6: Items to Upload

Upload your work samples here. Opera does not accept statements of support.

Arrange the items in the following order when uploading:

- Video Work Samples
- Audio Work Samples
- Image Work Samples
- Other Types of Work Samples (e.g., score, libretto)

Preparation

Below are the required items to upload. These are a critical part of your application and are considered carefully during application review. Submit items in the format and within the space limitations described below. Only upload materials that we request. Other items that you include will not be reviewed.

Work Samples:

Work samples are required for every Opera application. Work samples should relate as directly as possible to your proposed project and should demonstrate the artistic excellence and artistic merit of your project. For example, if you are proposing to create a work, submit an example of work by the proposed artist. If your project is to complete a work, submit a sample of the work in progress. For collaborations, submit samples that feature the various artists and/or organizations involved. For educational and outreach activities, your sample(s) should demonstrate both the skills of the artists who will be working with the participants as well as the artists/teachers working with students or others.

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Be selective in what you submit; panel time is limited, and too many work samples can be counterproductive. We highly recommend limiting your selections to a few substantive, relevant work samples.

All performing and presenting organizations must submit at least two and as many as three video samples of contrasting operatic works (performed live within the past two years) that demonstrate a range of styles, and are relevant to the project for which you are requesting support. Select and identify specific arias, duets, ensembles, etc.

Of these samples, you must include at least one ensemble selection, e.g., chorus, quartet, quintet.

Of these samples, you must include at least one example of your organization's mainstage work, even if you are not requesting support for a mainstage production.

For projects that involve commissions, premieres, or recordings, you may submit more than three video samples.

Work samples should demonstrate the artistic quality of your organization and should relate as directly as possible to your proposed project. Therefore:

- **If you are applying to create a new work**, submit examples (video/audio) of recent work by both the composer and the librettist (e.g., scores, librettos, and recordings). Samples of creative artists' work are critical components of your application and will be considered carefully during the review process. This may include recordings from another organization that has already recorded the work (e.g., from a workshop production).
- **If you are applying to create a new work**, submit a sample score and libretto for the project. This can be the complete score and complete libretto.
- **If you are applying to complete a work**, submit a sample (video/audio) of the work in progress.
- **If you are applying to mount a new production**, submit examples of recent work by the artistic team (e.g., images or artists' renderings of sets, costumes).
- **If you are applying for a collaborative project**, submit samples that feature the various artists and/or organizations involved.
- **If you are applying for a recording project**, include samples of the work(s) to be recorded or, if not available, representative work(s) by the proposed composer(s) or artist(s).
- **For professional development and training of artists**, submit samples that demonstrate the training activities and performance opportunities provided to young artists.
- **For educational and outreach activities**, submit video/audio samples that demonstrate the skills of the artists and teachers working with students and other participants. In addition, you should submit sample curriculum material such as a teacher's guide. Label this "Teacher Guide" and limit it to 10 pages.

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- **Service organizations** should submit brief selections from publications or other documents that demonstrate their ability to carry out the proposed project.

We will accept the following:

Note: Panelists will spend no more than a total of 20 minutes reviewing work samples.

| Type | Video Required | Audio | Images | Documents | Websites |
|--------------------------------|---|--|--|--|-----------------|
| Max. # Allowed | 3 selections | 3 selections | 12 images | 6 PDF documents | 3 websites |
| Max. Time Each Sample | 10 minutes each | 7 minutes each | | | |
| Max. Size Each Sample * | 250 MB | 20 MB | 5 MB | 40 MB 12 pages each except for an opera score or libretto | 5 MB |
| File Types | avi, mov, mp4, mpeg, and wmv; or PDF with links | mp3, wma, wav, aac, and mpa; or PDF with links | jpeg, gif, bmp, png, and tif; for multiple images, include as a single PDF | PDF | PDF with links |

* The combined storage for all work sample files uploaded to the Applicant Portal is 250 MB.

Information About Uploaded Files

There can be a slight delay between the upload of your work samples and seeing them in the Applicant Portal. This is particularly true for videos. For videos, the usual upload time runs five to ten minutes. However, close to the deadline, this time may extend to as much as an hour. Videos are placed in a queue to be converted for upload, and the more people uploading, the longer the queue. Do not immediately assume that your upload failed; wait and try accessing the material again.

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Your file names must not:

- Exceed 100 characters.
- Begin with a space, period, hyphen, or underline.
- Contain these characters: #%&{\<*'/\$!".:+`=|"@.

For each item that you upload, you will find a descriptive field into which you will enter the following information, as appropriate.

Title box: Title each item with a unique name.

- For video/audio/digital image/website/document work samples, state the composer name and title of the operatic work represented by the work sample (and if different than the applicant organization, the name of the performing artist/ensemble represented by the work sample).

Description box (500 Character Limit, including spaces):

For video/audio/digital image/website/document work samples:

- Name of organization (only if different from applicant).
- Title of work.
- Title of selection.
- Composer/librettist.
- Singer(s), conductor, director, set designer, costume designer, lighting designer (artistic team) represented in the work sample.
- Date the work was performed.
- Relationship of the work to the project for which you are requesting support.
- For audio and video samples, length of the sample.
- For audio and video samples, viewing/listening cue for each sample, if necessary.

Applicants submitting multiple websites or multiple images on a PDF should include the relevant information from above with each website or image in the PDF. The descriptive field for the file should provide a brief overview of the group of images or websites as a whole.

Additional Guidance for Video Samples

Video samples are **required** for performing and presenting organizations. The performance and the recording should both be of the highest quality. Submit continuous production footage rather than trailers or montages set to music. Do not send interviews, spliced segments of productions, photo montages set to music, or promotional/marketing material.

You may upload a video sample directly, or you may submit a PDF with a clickable web link to a video sample. Uploading is preferred. Upload each sample individually, in a separate file. File

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size restrictions may prohibit large video files from being uploaded in the Applicant Portal. If that is the case, upload a single PDF with links to your video work samples.

If you upload videos:

To upload each file:

- Upload the file directly into the Applicant Portal.
- You may provide titles and short descriptions to provide context for panelists using the text box provided during the upload process.
- If applicable, include any cue information to indicate the start of each selection.

If you submit a link:

Submit a PDF with a link to the website. If you are including more than one website, list them all on a single PDF. For each site, list the URLs for pages to be shown; include any necessary navigation paths and any information on required plug-ins. Do not submit websites that require passwords. Do not submit links to sites that require work samples to be downloaded (e.g., Dropbox), or sites that require a user account.

Additional Guidance for Audio Samples

Submit up to three audio samples. For projects that involve commissioning or recordings, you may submit additional samples. You will upload each selection in a separate file. Unless relevant to your proposed project, do not send podcasts, interviews, or promotional tracks. You may upload an audio sample, or you may submit a link to an audio sample.

Uploading audio samples:

Submit audio tracks at a constant bit rate no lower than 192 kbps (higher if possible). Do not upload audio files that have a variable bit rate.

If you submit a link:

Submit a PDF with a link to the website(s). If you are including more than one website, list them all on a single PDF. For each site, list the URLs for pages to be shown; include any necessary information on required plug-ins, passwords, or navigation paths.

Do not submit links to sites that require work samples to be downloaded (e.g., Dropbox), or sites that require a user account.

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Additional Guidance for Digital Images

Include still images only as needed. **Combine all of your images into a single PDF file.** Image size should be consistent; medium to high resolution is recommended (e.g., 300 dpi). Do not submit PowerPoint or Word documents.

Additional Guidance for Documents (Scores, Librettos, Teacher Guides, Reviews, Publications, Periodicals)

Each PDF should not exceed 12 pages (with the exception of scores and libretti which may be submitted in full). Excess pages will be removed and will not be reviewed. Do not submit resumes or board lists.

If your project is to create a new opera, include the score and libretto. If your project is education, include a teacher's guide. If your project is for services to the field, include publications as relevant.

Leave a margin of at least one inch at the top, bottom, and sides of all pages. Use only 8.5 x 11 inch size pages. Do not reduce type below 12 point font size. Within each PDF, number pages sequentially; place numbers on the bottom right hand corner of each page. **Excess pages will be removed and will not be reviewed.**

Do not submit Word, PowerPoint, or Excel documents.

Additional Guidance for Websites

- Do not submit your organization's general website. Only submit a website that is an essential part of the project.
- If you are including more than one website, list them all on a single PDF. For each site, list the URLs for pages to be shown; **include any navigation paths and any necessary information on required plug-ins.** Do not submit websites that require passwords. Do not submit links to sites that require work samples to be downloaded (e.g., Dropbox), or sites that require a user account.
- NOTE: If you provide links to works samples -- audio samples, digital images, video samples, or documents – the same limits on uploaded work samples apply to those provided via links.

Tab 7: Organization & Project Data

The National Endowment for the Arts collects basic descriptive information about all applicants and their projects. The information that follows will help the National Endowment for the Arts to comply with government reporting requirements, and will be used to develop statistical

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information about the organizations and projects it funds to report to Congress and the public. **Your responses will not be a factor in the review of your application.**

Applicant Organization Discipline: Select the primary discipline that is most relevant to your organization. This refers to the primary artistic emphasis of your organization. You will **choose one** from the following:

- Artist Community
- Arts Education Organization
- Dance
- Design
- Folk & Traditional
- Literary Arts
- Local Arts Agency
- Media Arts
- Museums
- Music
- Musical Theater
- Opera
- Presenting & Multidisciplinary Work Organization
- Theater
- Visual Arts
- None of the Above

You will also have the option of selecting two additional disciplines for your organization, though this is not required.

Applicant Organization Description: This section asks for the description that most accurately describes your organization. You will **choose one** from the following:

- Artists' Community, Arts Institute, or Camp
- Arts Center
- Arts Council / Agency
- Arts Service Organization
- College / University
- Community Service Organization
- Fair / Festival
- Foundation
- Gallery / Exhibition Space
- Government
- Historical Society / Commission
- Humanities Council / Agency
- Independent Press
- Library

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- Literary Magazine
- Media-Film
- Media-Internet
- Media-Radio
- Media-Television
- Museum-Art
- Museum-Other
- Performance Facility
- Performing Group
- Presenter / Cultural Series Organization
- Religious Organization
- School District
- School of the Arts
- Social Service Organization
- Tribal Community
- Union / Professional Association
- None of the Above

You will also have the option of selecting two additional descriptions for your organization, though this is not required.

Preparedness Plans: Does your organization have a disaster preparedness plan (i.e., plans to handle disasters and emergencies such as floods, hurricanes, and man-made disasters)? You will **choose one** from the following:

- Yes
- No

Project Activity Type: Select the option that best describes the type of project you are proposing:

- **Apprenticeship/Mentorship**
- **Arts & Health** Includes projects that support the delivery of creative arts therapies in healthcare and non-healthcare settings. Also includes projects that place arts activities in healthcare settings, and/or that seek to improve service delivery by healthcare professionals.
- **Arts Instruction** Includes lessons, classes and other means to teach knowledge of and/or skills in the arts
- **Artwork Creation** Includes media arts, design projects, and commissions
- **Audience Services** (e.g., ticket subsidies)
- **Broadcasting** via TV, cable, radio, the Web, or other digital networks
- **Building Public Awareness** Activities designed to increase public understanding of the arts or to build public support for the arts

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- **Building International Understanding** Includes activities that either bring international art and/or artists to the U.S. or bring American art and/or artists to other nations
- **Concert/Performance/Reading** Includes production development
- **Curriculum Development/Implementation** Includes design, implementation, distribution of instructional materials, methods, evaluation criteria, goals, objectives, etc.
- **Distribution of Art** (e.g., films, books, prints; do not include broadcasting)
- **Exhibition** Includes visual arts, media arts, design, and exhibition development
- **Fair/Festival**
- **Identification/Documentation** (e.g., for archival or educational purposes)
- **Marketing**
- **Presenting/Touring**
- **Professional Development/Training** Activities enhancing career advancement
- **Professional Support: Administrative** Includes consultant fees
- **Professional Support: Artistic** (e.g., artists' fees, payments for artistic services)
- **Publication** (e.g., books, journals, newsletters, manuals)
- **Recording/Filming/Taping** (e.g., to extend the audience for a performance through film/tape audio/video; do not include archival projects)
- **Repair/Restoration/Conservation**
- **Research/Planning** Includes program evaluation, strategic planning, and establishing partnerships
- **Residency - School** Artist activities in an educational setting
- **Residency - Other** Artist activities in a nonschool setting
- **Seminar/Conference**
- **Student Assessment** Includes measurement of student progress toward learning objectives. Not to be used for program evaluation.
- **Technical Assistance** with technical/administrative functions
- **Web Site/Internet Development** Includes the creation or expansion of Web sites, mobile and tablet applications, the development of digital art collections, interactive services delivered via the Internet, etc.
- **Writing About Art/Criticism**
- **None of the above**

Additional Project Activity Type: Optionally, choose up to two additional types from the above list.

Proposed Beneficiaries of Project

Select all groups of people that your project intends to serve directly.

Race/Ethnicity: (Choose all that apply) U.S. federal government agencies must adhere to standards issued by the Office of Management and Budget (OMB) in October 1997, which specify that race and Hispanic origin (also known as ethnicity) are two separate and distinct

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concepts. These standards generally reflect a social definition of race and ethnicity recognized in this country, and they do not conform to any biological, anthropological, or genetic criteria. Origin can be viewed as the heritage, nationality group, lineage, or country of birth of the person or the person's ancestors before their arrival in the United States.

- American Indian or Alaskan Native - A person having origins in any of the original peoples of North and South America (including Central America) and who maintains tribal affiliation or community attachment.
- Asian - A person having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.
- Black or African American - A person having origins in any of the Black racial groups of Africa.
- Hispanic or Latino - People who identify their origin as Hispanic, Latino, or Spanish may be of any race.
- Native Hawaiian or Other Pacific Islander - A person having origins in any of the original peoples of Hawaii, Guam, Samoa, or other Pacific Islands.
- White - A person having origins in any of the original peoples of Europe, the Middle East, or North Africa.
- Other racial/ethnic group
- No specific racial/ethnic group

Age Ranges: (Choose all that apply)

- Children/Youth (0-17 years)
- Young Adults (18-24 years)
- Adults (25-64 years)
- Older Adults (65+ years)
- No specific age group

Underserved/Distinct Groups: (Choose all that apply)

- Individuals with Disabilities
- Individuals in Institutions (include people living in hospitals, hospices, nursing homes, assisted care facilities, correctional facilities, and homeless shelters)
- Individuals below the Poverty Line
- Individuals with Limited English Proficiency
- Military Veterans/Active Duty Personnel
- Youth at Risk
- Other underserved/distinct group
- No specific underserved/distinct group

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Submit the Grant Application Form

- You must click “Save” and then “Submit.” **If you do not hit the "Submit" button, your application will not be received.** The “Submit” button is only visible when you are on Tab 7: Organization & Project Data.
- See “Help” on the menu bar at the top of the Applicant Portal for information on how the validation function works.
- Submit your materials to the Applicant Portal prior to the deadline to give yourself ample time to resolve any problems that you might encounter. You take a significant risk by waiting until the day of the deadline to submit.

We strongly urge you to complete and submit the Grant Application Form and upload materials outside of the hours of heaviest usage, generally 8:00 p.m. to 11:59 p.m., Eastern Time, on the day of the deadline.

Staff will not be available to help you after 5:30 p.m., Eastern Time.

- After submitting your application, you may log back into the Applicant Portal and make changes to your submission up until the system closes at 11:59 p.m., Eastern Time, on the day of the deadline. **You must click “Save” and “Submit” when you are finished.** You also may receive a courtesy confirmation email after you resubmit.
- Ensure that your application was received by logging in to the Applicant Portal. On the first screen it will say “Submitted” if your application has been received. If your application has not yet been received, it will say “In Progress.” Maintain documentation of your successful submission by taking a screenshot. You also may receive a courtesy confirmation email.
- You may print a copy of your application at any time, whether in draft or final form, for your records.
- When in doubt, call your [discipline specialist](#).

Project Updates

If new information that significantly affects your application (including changes in artists or confirmed funding commitments) becomes available after your application is submitted, send that information immediately to the specialist for the field/discipline of your project. Include your organization's name and application number on any such submission.