

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

## Table of Contents

How to Use This Document.....	1
Access the Applicant Portal .....	2
Fill out the Grant Application Form .....	3
Tab 1: View Application Data.....	4
Tab 2: Organization Info.....	4
Subtab 1: Organization Information.....	4
Subtab 2: Organization Budget.....	5
Tab 3: Arts Programmatic History .....	7
Tab 4: Project Details .....	8
Subtab 1: Project Activity.....	8
Subtab 2: Other Details.....	10
Subtab 3: Project Partners & Key Individuals.....	11
Tab 5: Project Budget.....	12
Subtab 1: Project Expenses.....	13
Subtab 2: Project Income .....	18
Tab 6: Items to Upload.....	19
Tab 7: Organization & Project Data .....	23
Submit the Grant Application Form.....	27

## How to Use This Document

These instructions are for the **Challenge America** category.

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

Important Notes:

- You will only be able to complete Part 2 of the Challenge America application process if you have successfully submitted Part 1 of the application to Grants.gov by the appropriate deadline.

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

- 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.

**Challenge America Deadline:**

<b>Part 1 - Submit to Grants.gov</b>	April 22, 2021 at 11:59 p.m., Eastern Time
<i>Prepare application material so that it's ready to upload when the Applicant Portal opens</i>	
<b>Part 2 - Submit to Applicant Portal</b>	April 27, 2021 at 9:00 a.m., Eastern Time to May 4, 2021 at 11:59 p.m., Eastern Time



You'll see this icon throughout these instructions. This indicates that tips from Arts Endowment staff are available to help you complete the application and understand how your responses correspond with the program's review criteria. Click on the links for helpful tips from staff.

## 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 of your application. A confirmation screen will appear in Grants.gov 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 Arts Endowment assigns the number to your application 1-2 business days after you submit Part 1 of your application. Log on to Grants.gov with 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.

## Challenge America Guidelines FY22 Part 2: Submit Materials to the Applicant Portal

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.
- 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

## Challenge America Guidelines FY22 Part 2: Submit Materials to the Applicant Portal

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

To submit your application, you must provide a response to every question denoted with a red \*

### 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 us at [challengeamerica@arts.gov](mailto:challengeamerica@arts.gov) or 202-682-5700.

**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 2: Organization Info

#### Subtab 1: Organization Information

Provide the following information:

**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

If you select Yes, enter the name of the component.

**Mission and Background/History of Your Organization** (1000 character limit, including spaces)  
Relevant details may include, but are not limited to, your organization's size, geographic location, and demographics served, as well as a description of its founding, purpose, and significant milestones.

**Challenge America Guidelines  
FY22 Part 2: Submit Materials to the Applicant Portal**



**Staff Tip:** Reviewers may not be familiar with your community or your organization. This information provides helpful context for understanding your work and project. [See the full staff tip here.](#)

**Subtab 2: Organization Budget**

**Budget Form:** 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		
<b>INCOME:</b>			
Earned	\$0	\$0	\$0
Contributed	\$0	\$0	\$0
<b>Total Income</b>	0	0	\$0
<b>EXPENSES:</b>			
Artistic Salaries	\$0	\$0	\$0
Production / Exhibition / Service Expenses	\$0	\$0	\$0
Administrative Expenses	\$0	\$0	\$0
<b>Total Expenses</b>	0	0	\$0
<b>OPERATING SURPLUS / DEFICIT (single year)</b>	\$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

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

according to each organization, each field is not required. However, it is mandatory to provide budget information in some of these fields.

**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; costs of access accommodations.
- **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: Budget figures are subject to verification by the Arts Endowment.

**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.

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

**Fiscal Health:** Discuss the fiscal health of your organization. Use this space to discuss how the COVID-19 pandemic may have affected your organization's budget. 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 larger entity (e.g., "museum guards and utilities paid for by university"). (1,000 character limit, including spaces)

### Tab 3: Arts Programmatic History

Submit **one** representative example of programmatic history per year for three recent years/seasons prior to the application deadline. Select examples that emphasize how your previous work is connected to the [review criteria](#). This list should demonstrate eligibility (i.e., your organization's three-year history of arts programming), as well as the artistic excellence and artistic 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.

**NOTE FOR 2020 ARTS PROGRAMMING:** If your arts programming was affected or suspended due to COVID-19, you may list 2020 arts programming that was cancelled or reimaged due to the pandemic. Virtual programming, planning, and COVID-19 recovery activities are considered to be arts programming. You may also choose to list arts programming from a recent year other than 2020.

For each representative example, where appropriate, include:

- Date/Year
- Title/Work/Program
- Key Artists/Personnel
- # of Classes, Performances, Exhibitions, Residencies, etc.
- # of Participants or Audience

Providing information in bulleted or list form is acceptable. **Do not submit this information as a separate work sample.** (750 character limit, including spaces, is available for each year/season)



**Staff Tip:** Your responses to the Arts Programmatic History section will be used in two ways — for eligibility and for competitiveness. [See the full staff tip here.](#)

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

## **Tab 4: Project Details**

### Subtab 1: Project Activity

**From the dropdown, select the discipline for your proposed project:** This refers to the artistic discipline associated with your project, not necessarily your organization as a whole.

- Artist Communities
- Dance
- Design
- Folk & Traditional Arts
- Literary Arts
- Local Arts Agencies
- Media Arts
- Museums
- Music
- Musical Theater
- Opera
- Presenting & Multidisciplinary Works
- Theater
- Visual Arts

**Project Title:** Provide a brief descriptive title for your proposed arts project. For example: To support the ABC Project. (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. (500 character limit, including spaces)

**Underserved Population(s):** Identify the specific underserved audience(s) your project is intended to reach. See [here](#) for more information.

Choose all that apply:

1. Geography
2. Ethnicity
3. Economics
4. Disability

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**



**Staff Tip:** The underserved populations listed are defined by our legislation and agency policy. More details are provided in the [Program Description](#), on what we mean by “underserved populations.”

**Intended Underserved Audience/Participants/Community:** Who will benefit from the project and how will they be engaged? Be as specific as possible when describing the communities and/or constituencies you plan to engage.

The focus of the Challenge America program is to provide support for projects that extend the reach of the arts to populations that are underserved.

Clearly explain:

- Who will be served by the proposed project? Describe the demographics of your community at-large and the intended audience.\*
- As appropriate, explain how your intended audience’s\* opportunities to experience the arts have been limited, related to the underserved population categories of geography, ethnicity, economics, and/or disability.

\*The term “audience” is used to describe the group intended to be served by your project: attendees, participants, communities, constituencies, etc.

(1,500 character limit, including spaces)



**Staff Tip:** This section will help reviewers understand the specific audience that your project is intended to reach, and the potential impact of your project. [See the full staff tip here.](#)

**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 **January 1, 2022**. While a period of performance of up to two years is allowed, we anticipate that most Challenge America projects -- including planning and closeout time -- will be substantially shorter. Your budget should

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

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)

**Project End Date:** (MM-DD-YYYY)



**Staff Tip:** The Project Start Date that you provide is also used to determine application eligibility. Be sure to double-check that your Project Start Date is **no earlier than January 1, 2022**.

**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. Answer the questions below as you describe your project:

- What activities will take place during the grant period of performance? Provide relevant logistics and details.
- What artists, productions, venues, or pieces of artwork will be central to the project?
- How does this project relate to your organization, your community, and the intended audience/participants?
- As appropriate, include project details specifically intended to strengthen engagement with the intended audience/participants, such as educational activities, marketing or outreach.

**Do not describe unrelated organizational programming.** The information that you provide will be evaluated against the **Review Criteria** by readers, so make sure your response addresses the Review Criteria. (3,000 character limit, including spaces)



**Staff Tip:** This section is the core of your narrative. Be sure to thoroughly describe the logistics of your project in this section. [See the full staff tip here.](#)

**[Subtab 2: Other Details](#)**

**Schedule of Key Project Dates:** Provide a timeline for your project and describe the significant dates for the project. If you include activities that occur before January 1, 2022, indicate them

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

by adding an asterisk (\*) and make sure that those activities and costs are not included in the Project Budget form. (1,000 character limit, including spaces)

**Goals and Evaluation:** Describe your goals for the project and how you will evaluate progress towards those goals. (1,000 character limit, including spaces)

If you are recommended for a grant and your project includes program evaluation and/or research activities that involve directly collecting information from program participants, the National Endowment for the Arts may conduct a review of your project to ensure that it is compliant with our general guidance regarding the responsible conduct of research. See: [“Responsible Conduct of Performance Measurement, Program Evaluation, and Research”](#)



**Staff Tip:** Explain any plans for tracking your accomplishments, challenges, and the project’s potential impact. [See the full staff tip here.](#)

**[Subtab 3: Project Partners & Key Individuals](#)**

**Selection of Key Organizational Partners and Key Individuals:** Provide additional context about key organizational partners (if applicable to your project) and individuals involved in the project.

- Briefly describe the process and criteria for selecting organizational partners and/or key individuals.
- Explain why these organizations and/or individuals are relevant to your proposed project.

If you are applying for a project for which artists or artist groups are not yet identified, describe the process and criteria that you will use to select those involved. (1,000 character limit, including spaces)

NOTE: Funders are not excluded from being partners, but they must also supply human resources or information capital, or actively participate in another way. Organizational partners **are not required**, but can be one way to show how your project will reach your intended audiences.

**Information About Key Organizational Partners & Individuals**

Include any combination of up to 5 organizations and/or individuals. Provide the following information for each one:

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

- **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**  
Include the role of the individual/organization in the project. (750 character limit per partner or bio, including spaces)

Reminder: Do not add hyperlinks. They will not be reviewed.



**Staff Tip:** If you have not yet selected an artist, that is OK. Provide bios for artists that you are considering for the project, or artists that you have worked with previously. You may also describe the criteria for selecting artists. [See the full staff tip here.](#)

## 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. Your budget should align with the activities you propose. 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, 2022.

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:** All Challenge America grants are for \$10,000.

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

**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 **We Do Not Fund** to ensure your Project Budget does not include unallowable costs.

**IMPORTANT: We cannot award a grant for less than \$10,000.** Therefore, projects with less than \$20,000 in costs (i.e., not showing the required National Endowment for the Arts requested amount of \$10,000 and the required organization 1:1 cost share/match of \$10,000) **will be deemed ineligible and will not be reviewed.** Check your project budget carefully to ensure that you have at least \$20,000 in project costs.

**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. Provide evidence of direct compensation to artists, art collectives, and/or art workers.

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
		\$		
		\$		
		\$		
		\$		
<b>Total Salaries and Wages</b>				<b>\$50,500</b>

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

**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:

<b>FRINGE BENEFITS</b>	\$0
<b>Total Salaries and Fringe Benefits</b>	\$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 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"/>
<b>Total Travel Expenses</b>			\$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

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

to each artist separately. 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, films, and virtual streamed events must be closed or open captioned, and radio and podcast programs must be transcribed. Applicants should check with captioning and transcription vendors, as well as vendors for sign language interpretation and audio description, for estimates.

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. Computers, mobile devices, or other new technologies are considered supplies if less than \$5,000 per item regardless of the length of useful life.

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:



**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

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.

Sample View of the de minimis rate:

INDIRECT COSTS (if applicable)	
Federal Agency	<input type="text"/>
Rate Agency(.0000)	<input type="text" value="0.10000"/>
Base	<input type="text" value="\$10,000"/>
<b>TOTAL INDIRECT COSTS</b>	<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 be less than your organization's entire operating budget.

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

**Subtab 2: Project Income**

**AMOUNT REQUESTED FROM THE NEA:** All Challenge America grants are for \$10,000.

**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 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:

**Challenge America Guidelines  
FY22 Part 2: Submit Materials to the Applicant Portal**

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"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Total Cash</b>	\$0	<b>Total in-kind</b>	\$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 be less than your organization's entire operating budget.

**Project Expenses/Income Summary**

At the end of the project budget form, the following amounts below will automatically populate in a summary table from what you have entered in the budget tables:

- Total Project Costs/Expenses (Total Direct Costs + Total Indirect Costs)
- Amount Requested from the NEA
- Total Cost Share/Match (Total Cash + Total In-Kind)
- Total Project Income (Total Cost Share/Match + Amount Requested from NEA)

**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.

**Work Samples**

Work samples are a critical part of your application and are carefully considered during the

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

application review. The work sample should demonstrate the artistic excellence of your project. Wherever possible, this should be a sample of work by the primary artist(s) for the project.

At least one work sample is **required and no more than 3 may be submitted** for all Challenge America applications. The work samples you submit should be your strongest and should be in the format and within the space limitations described below.

Only upload materials that we request. Additional items included will not be reviewed.



**Staff Tip:** See our staff tips related to work samples, including common issues and suggested remedies. [See the full staff tip here.](#)

We will accept the following:

**NOTE: Reviewers will spend no more than a total of 10 minutes reviewing work samples.**

**Submit no more than three files total.**

Type	Video	Audio	Images	Documents	Websites
<b>Max. Size Each Sample *</b>	250 MB	5 MB	5 MB	5 MB/10 pages each	5 MB
<b>File Types</b>	avi, mov, mp4, mpeg, and wmv; or PDF with links	mp3, wma, wav, aac, and mpa	jpeg, gif, bmp, png, and tif; or PDF with images	PDF	PDF with links

- For performing arts projects, audio or video samples.
- For media projects, audio or video samples.
- For design/museum/visual arts projects, digital images.
- For literary projects, documents.
- For multidisciplinary projects, submit samples in at least two art forms.

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

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**



**Staff Tip:** If you have not yet selected an artist, that is OK. Provide work samples for artists that you are considering for the project, or artists that you have worked with previously. [See the full staff tip here.](#)

### **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.**

Your file names must not:

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

For the item 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.

- State the title of the work or organization represented by the work sample.

Description box (500 Character Limit, including spaces):

For the work sample:

- Company/Artist.
- Title of work/image/activity (if different from first bullet).
- Date work created/performed or date of activity.
- Brief description including how the work sample relates to proposed project.
- For images of visual artworks, the medium and dimensions of the work.
- For audio and video samples, length of the sample.
- If appropriate, include cueing instructions

### **Additional Guidance for Video Samples**

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

You may submit a clickable link to a video sample, or upload a video sample directly.

*If you submit a link:*

Submit a PDF with a clickable link to the website. If you are including more than one website, list them all on a single PDF document. 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.

*If you upload directly:*

File size restrictions may prohibit you from using this option. 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.

Additional Guidance for Digital images

You may either combine all of your images into a single PDF file or upload each image in a separate jpeg 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 (Literary Samples, Publications, Periodicals, Catalogues, Architectural Schematics, Marketing Materials)

**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. Documents may be no longer than **10 pages. Excess pages will be removed and 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 a website as a work sample, list it on a single PDF. List URL for page 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.

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

NOTE: If you provide links to works samples -- audio samples, digital images, video samples, or documents – the same limits on work samples uploaded directly 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 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

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

- College / University
- Community Service Organization
- Fair / Festival
- Foundation
- Gallery / Exhibition Space
- Government
- Historical Society / Commission
- Humanities Council / Agency
- Independent Press
- Library
- 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, pandemics, 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**

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

- **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
- **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**

**Challenge America Guidelines**  
**FY22 Part 2: Submit Materials to the Applicant Portal**

**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 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 (0-18 years)
- Young Adults (19-24 years)
- Adults (25-64 years)
- Older Adults (65+ years)
- No specific age group

**Underserved/Distinct Groups:** (Choose all that apply)

## Challenge America Guidelines FY22 Part 2: Submit Materials to the Applicant Portal

- 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

### Submit the Grant Application Form

- **We strongly urge you to complete and submit the Grant Application Form and upload materials outside of the hours of heaviest usage, which is 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.
- 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.
- When the Validate button is clicked, the application will go through a validation process to search for errors. This feature does not check to be sure that your application is complete. Carefully review the application guidelines to be sure you have submitted each required item.
- **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.**
- 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 may print a copy of your application at any time, whether in draft or final form, for your records. Copy and paste the text into another file to save it as an electronic copy.
- After submitting your application, you may log back into the Applicant Portal and make changes to your submission as many times as you like 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.**
- When in doubt, contact us at: [challengeamerica@arts.gov](mailto:challengeamerica@arts.gov) / 202-682-5700