



City of Austin

Cultural Arts Funding Program

CULTURAL EXPANSION PROGRAM Guidelines and Application

Interim Application
Fiscal Year 2015



Economic Development Department / Cultural Arts Division
201 East Second Street; Austin, TX 78701



City Council

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Place 2: Council Member Mike Martinez

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Cultural Arts Funding Programs

INTRODUCTION

The Cultural Arts Division of the City of Austin Economic Development Department (ED) serves to encourage, develop and facilitate an enriched environment of artistic, creative, cultural activity in the City of Austin and its Extra Territorial Jurisdiction (ETJ). As a component of many services and activities, the Cultural Arts Division manages the application and funding process for artistic and cultural services in the City of Austin. ***The City of Austin offers contracts for services identified through a competitive application and review process.***

This booklet contains requisite information and forms to aide qualified organizations interested in applying for funding in the Cultural Expansion Program (CEP), a funding program of the City's Cultural Arts Funding Programs. Contracted services supported through the Cultural Arts Funding Programs take place within the City of Austin's fiscal year, October 1st - September 30th annually.

The Cultural Arts Funding Programs support projects and activities in all disciplines that provide quality arts and cultural programming to the Austin community and the Extra Territorial Jurisdiction. The Cultural Funding Programs reinforce the artistic and cultural industry representing an important component of the economy of Austin and to celebrate and promote Austin as an exciting, vibrant, and diverse cultural destination for visitors and tourists throughout the world. The specific purpose of the Cultural Expansion Program is to strengthen the organizational marketing capacity and/or audience development of participating organizations.

All applicants are required to read the guidelines and application instructions for details of program eligibility, requirements, and evaluation criteria prior to beginning the application process. The FY 2015 Guidelines are adopted by the Austin Arts Commission each year to ensure a streamlined application and review process and to maintain accountability and integrity of the allocation of public funds. Program guidelines are reviewed periodically throughout the year; any changes adopted by the Austin Arts Commission will be distributed by Cultural Arts Division staff.

GUIDELINES AT A GLANCE

To Be Eligible

Applicants applying in Year 2 (interim year) of the two-year funding cycle must have been reviewed through the peer review panel process in FY 2013 - 2014, awarded funding, completed contract activities by September 30, 2014, and submitted all final report requirements. All applicants must maintain eligibility requirements as were required in Year One (FY 2013 - 2014) of the Cultural Expansion Program.

Funding Cycles

The Cultural Expansion Funding Program spans a comprehensive two (2) year cycle. FY 2014-2015 will mark year two (2) of the two-year funding cycle. Applicants are required to submit an application each year; however, scores received in Year 1 are retained in Year 2. During the two-year funding cycle, the following occurs:

YEAR 1: Initial cultural funding application submission; program eligibility determination; peer panel application review and score; and funding determination

YEAR 2 (Interim Year): Interim application submission, program eligibility determination and award determination. Year 2 proposed program/project should be similar in project scope to program/project proposed in Year 1. Acceptance of interim year application is contingent upon completion of the Year 1 contract.

A review to assess the appropriate support category for each applicant will occur annually and is based on an average of the applicant's total expenses for the two most recently completed fiscal periods. Applicants applying for Cultural Expansion Program funding must be registered with 990s posted on Guidestar: www.guidestar.org.

Participation in the Cultural Expansion Funding Program is not guaranteed, nor is there a commitment to fund this program or participating organizations at previous or current levels. Only one application per organization is allowed.

Funding Request

The funding request can be no more than the amount requested in Year One. Projects must be similar in size and scope to that of Year One and support activities related to programming and projects that are open to Austin residents, visitors and tourists, and are consistent with the promotion and enhancement of the City of Austin as a cultural destination.

A 50% match is required for all requests/awards in CEP. Up to one half of the match may be in well documented in kind support (at true market value with proper documentation).

Application Deadline:

Monday, June 2, 2014; 4:00 pm

Late applications will NOT be accepted. Metered mail is **NOT** acceptable.

See page 25 for additional Delivery and Submission Instructions.

CITY OF AUSTIN VISION AND GOALS

City of Austin Mission

The mission of the city of Austin is to be the most livable city in the country where all residents participate in its opportunities, its vibrancy and its richness of culture and diversity.

City of Austin Vision

The City of Austin envisions a culturally vibrant city where:

- Arts, culture and creativity are an integral component of a vibrant community and a thriving economy,
- Artists, cultural and creative organizations across all disciplines have the opportunity to engage in meaningful work and provide a robust selection of activities to a wide audience including residents, visitors and tourists, and
- A creative environment cultivates and attracts a diverse workforce, businesses and families that value the arts, culture and creativity.

The City of Austin, as a matter of policy, is committed to providing financial support to organizations and individuals who represent, strengthen, and contribute to the arts, culture, and creative industries in Austin, which are recognized as a vital contributor to the City's economic infrastructure and a crucial component of Austin's unique identity. Our rich and diverse cultural resources create not only enhanced quality of life for our citizens, but are also key factors in promoting Austin as a destination city to tourists and visitors worldwide. To that end, direct support of events and activities related to the improvement, application and broad accessibility and marketing of the arts are the guiding principles for the investment of these funds.

Goals for Allocation of Funds

1. Support arts, culture and creativity that contribute to a vibrant community and a thriving economy:
 - Contribute to cultural tourism development
 - Foster sustainable growth and development of the creative community
 - Build and diversify audiences through research and marketing strategies
 - Attract the workforce and businesses that value a creative community
2. Preserve the unique character of Austin while encouraging artistic excellence and innovation:
 - Provide opportunities for active participation in Austin's cultural life
 - Increase and diversify the production of arts and cultural activities
 - Enhance the presentation of emerging and established culturally-diverse arts
 - Promote the value of arts, culture and creativity
3. Support artists and arts organizations of all disciplines as they engage in meaningful work:
 - Encourage excellence, innovation, and collaboration in the creation and presentation of artistic and cultural work
 - Support artists and organizations in developing new programs and activities
 - Encourage partnerships and creative collaborations within the community

SOURCE OF CULTURAL FUNDING PROGRAM FUNDS

The City of Austin invests in the arts by allocating a portion of Hotel Occupancy Tax (HOT) to eligible applicants who meet established program criteria and are recommended for funding as a result of an application and peer panel review process. Per state law, revenue from the municipal Hotel Occupancy Tax may be used only to promote tourism and the convention and hotel industry [**Texas Tax Code, Chapter 351.101. Use of Tax Revenue**].

Per Austin City Code Chapter 11-2-7(B)(3), the City allocates 15% of the municipal allocation of Hotel Occupancy Tax revenue to the Cultural Arts Fund to support arts and cultural organizations, as permitted by the Texas Tax Code, and may be used for the following related to arts and cultural activity:

The encouragement, promotion, improvement, and application of the arts, including instrumental and vocal music, dance, drama, folk art, creative writing, architecture, design and allied fields, painting, sculpture, photography, graphic and craft arts, motion pictures, radio, television, tape and sound recording, and other arts related to the presentation, performance, execution, and exhibition of these major art forms [Texas Tax Code, Chapter 351.101 (a)(4)].

The complete details of the State of Texas Hotel Occupancy Tax Code may be found at www.statutes.legis.state.tx.us.

TIMELINE

The following table provides a timeline for applications, review and final awards:

May 2	Release of 2015 Cultural Expansion Program Guidelines and Application
May 7; 5:30 PM	Pre-Application Workshop – Cultural Arts Division Training Room; 201 East 2 nd Street, 78701
June 2; 4:00 PM	DEADLINE to submit Cultural Expansion Program application and attachments <i>See page 25 for additional Delivery and Submission Instructions.</i> <i>* Hand delivered applications and attachments must be received no later than 4:00 PM, June 2nd. Applications will be received and processed by the City Purchasing Department. <u>Late applications will not be accepted or forwarded to the panels for review.</u></i>
July/August	Arts Commission makes recommendation of funding allocation matrix to City Manager and City Council for approval.
September	City Council approves Cultural Contracts. Applicants are notified of award status; awards are publicized.
Late September/ Early October	Pre-Contract workshops held for contractors.

NEED ASSISTANCE?

All applicants are encouraged to attend an application workshop. Please find dates and times for the workshops on the Cultural Arts Division website at <http://www.austincreates.com>.

For general inquires or assistance, please contact the Cultural Arts Funding Program staff:

Jesús Pantel
Grants Coordinator
jesus.pantel@austintexas.gov
Phone: (512) 974-9315

Cultural Arts Division Office
201 East 2nd Street
Austin, TX 78701
Fax number: (512) 974-6379
www.austincreates.com

Cultural Expansion Program

GENERAL OVERVIEW

Purpose

The Cultural Expansion Program (CEP) responds to a need to effectively market and increase the visibility of culturally-based arts organizations providing programs and services primarily for minority and traditionally underserved segments of the community. The program's targeted approach to the development of Austin's community cultural institutions addresses the City's long term goals to increase and diversify production of arts, culture, and creativity, preserve the character of Austin, and to enhance the presentation of Austin's cultural diversity, reflecting its demographics in all areas. For a more complete description of the City of Austin's vision and goals for the Cultural Arts Funding Programs, please refer to page 4.

The CEP targets established culturally-based nonprofit arts and cultural organizations and is designed to strengthen the organizational marketing capacity and/or audience development of participating organizations, which, in turn, will strengthen the organizations' stability and the sustainability of Austin's creative economy

Goals

Increased visibility, brand identity, and increased market share are invaluable tools used to increase the market capacity and sustainability of an organization. This program provides funding for a broad range of marketing and/or audience development support, and is intended:

- To aide in the growth of culturally-based arts organizations in Austin
- To strengthen the visibility and sustainability of existing culturally based organizations
- To support marketing and/or audience development programs with quantitative objectives and measurable outcomes

Eligibility Requirements

Applicants applying in Year 2 (interim year) of the two-year funding cycle must have been reviewed through the peer review panel process in FY 2013 - 2014, awarded funding, completed contract activities by September 30, 2014, and submitted all final report requirements. All applicants must maintain eligibility requirements as were required in Year One (FY 2013 - 2014) of the Cultural Expansion Program. All applicants must meet the following minimum requirements:

- Applicants must have received and maintained its IRS 501(c) designation and be a culturally-based arts organization residing in Austin or its Extra Territorial Jurisdiction.
- Organizations must have a history of ongoing artistic/cultural programs for at least one year prior to the application deadline.
- Culturally based arts organization with culturally specific representative board (= or >50%).
- Provide programs and services primarily to culturally specific and/or historically underserved communities as is reflected by an Organization's mission statement.
- Provide programming that includes events open to Austin residents, visitors, and tourists, and be consistent with the promotion and enhancement of the City of Austin as a cultural destination

What Will Be Funded

Projects must be similar in size and scope to that of Year One and funded activities may include:

- Marketing services, including, but not limited to, research and/or audience development, tourism promotion, market strategy study (product, placement, price, promotion), identifying target markets, and brand identity
- Media placement and production (e.g. radio, television, digital advertising, social media advertising, print, etc.) that is independent of those that are, or will be, attached to another City of Austin Cultural Funding Program in any given fiscal year.
- Development or improvement of website presence for the purpose of promoting artistic and cultural activities to residents, visitors, and tourists
- Development or improvement in the use and production of social media sites as a form of promotion and advertising to residents, visitors and tourists
- Development of collaborative marketing strategies
- Production and distribution of video / CD-Rom / DVD pertaining to a project or annual programming
- Salary support for administrative staff, contract labor, and/or consultant(s) for a scope of service pertaining to the applicant's project narrative. **Funding may not be used for full time or executive staff salary.**
- Existing marketing efforts **only** if the funds will be used for a program that is producing a positive, measurable outcome or the program is being expanded into new markets or media
- International, national, and regional marketing and/or audience development initiatives as well as local initiatives that raise overall awareness of the city as a cultural destination

Funding Requests

The funding request can be no more than the amount requested in Year One. Eligible organizations may request funds for specific organizational marketing and/or audience development activities in one of the following funding tiers:

- Organizations with operating budgets equal to or greater than \$100,000 are eligible to apply for up to \$10,000.
- Organizations with operating budgets less than \$100,000 are eligible to apply for up to \$5,000.

Matching Requirements

A 50% match is required for all requests/awards in CEP. Up to half of the match may be in well-documented in-kind support (at true market value with proper documentation).

IMPORTANT NOTES:

- Funding awards allocated from this program may not be used toward activities funded by any other City of Austin Cultural Funding Program in any given fiscal year.
- In-Kind Artistic salary/time/fees may not be included in project budgets nor used as match.

INELIGIBLE ORGANIZATIONS AND ACTIVITIES

The City of Austin will NOT fund nor allow as a match:

- Programming that is not open and marketed to the general public
- Governmental agencies or public authorities
- Educational institutions, including public or private schools, colleges and/or universities
- Applicants that have a “delinquent” status with the Cultural Arts Funding Programs
- An operating deficit or budget shortfall projected for the funding period or incurred within previous fiscal periods
- Previously completed activities
- Religious and/or sectarian programming or any programming and or services that are solely for the promotion of or consumption by a specific religious order and/or a particular sect
- Cash reserves or endowments of any kind, as awarded funds are to be expended within the designated funding period
- Capital expenditures, purchase, repair or renovation of equipment or real property, including construction, renovation or purchase of equipment and/or real property. In the case of neighborhood art and design projects, funding may be requested for research, planning, design and/or fabrication of art projects, but not for general construction, reconstruction, landscaping, or other costs that can be considered capital expenditures.
- Private events or any activities offered for the sole purpose of raising money in excess of the value of programs or services delivered

Ineligible Project Costs include, but may not be limited to, the following:

- Costs associated with the start-up of a new organization +
- Direct project costs incurred more than 60 days prior to the grant starting date +
- Fund-raising expenses +
- Consultants who are members of an applicant’s staff or board +
- Payments to students or interns whose employment is tied to class credit +
- Cultural Funding Services Agreement (contract) management costs, writing fees, sponsorship fees, or any other contract management fees. They may be used as match, however, if occurring during the Agreement Fiscal Year.
- Operating costs not associated with the project +
- Purchase of gifts, awards, cash prizes, scholarships, contributions or donations +
- Food or beverages +
- Entertainment, reception or hospitality functions
- Existing deficits, fines, contingencies, penalties, interest or litigation costs +
- Internal programs at colleges or universities +
- Curriculum development or curricular activities such as creation of textbooks or classroom materials +
- Scholarly or academic research, tuition, and activities which generate academic credit or formal study toward an academic or professional degree +

The City of Austin will NOT fund nor allow as a match (*continued*):

- Applicants whose nonprofit status has been revoked by the Internal Revenue Service
- Programs and/or services of Austin-based arts and cultural organizations that benefit other cities or regions
- Projects that benefit a commercial business or activity
- More than one application per eligible program per fiscal year
- Sponsored projects that benefit the Fiscal Sponsor or are an extension of the Fiscal Sponsor's programs or services
- Fundraising groups and/or "friends of" organizations that exist primarily to support an artistic organization/group
- Foundations with a principle purpose of making grants to unrelated organizations or individuals. Foundations are eligible to serve as Fiscal Sponsors, however
- Activities concurrently receiving funding through other City of Austin Cultural Funding Programs
- Activities concurrently receiving funding through other City of Austin Department Programs

Ineligible Project Costs include, but may not be limited to, the following (*continued*):

- Travel of Applicant or Sponsored Individual/Organization's administrative staff.

Exception: Mileage is allowed at the approved per diem rates when accompanied by a completed City of Austin Cultural Funding Private Vehicle Report. Travel activity must be essential to the project. Travel for research is not an eligible project cost.

- Purchase of Gasoline +
- Property Taxes or any other tax with the exception of retail sales or payroll tax +
- Audits unless required per cultural funding contract +
- Membership fees +
- The purchase of computer software/hardware+

+ *Ineligible activities may not be included in the project(s) budget as expenses or as a match.*

Contact Cultural Arts Division Staff for questions or clarifications of eligible project expenditures and match contributions.

INTERIM YEAR REVIEW AND AWARD PROCESS

Review

Applications for Cultural Arts Funding are processed and reviewed in the following sequence: 1) City of Austin Purchasing Office processes the receipt of applications; 2) Cultural Arts staff reviews documents.

Funding Process

Historically, available sources of funding for our programs are not sufficient to meet applicant demand. An applicant may request up to that amount which was requested in Year One of the two year cycle. While it is recommended that an applicant request the same funding amount as that of Year One (given project budget size correlates with such request), the reality is it is rare that an award amount duplicates that of the request. The final distribution of funding is dependent on, but not limited to, several factors: 1) projected available program funding; 2) number of applications submitted; 3) applicant score; and 4) number of applicants awarded funding. These variables factor into a final mathematical funding matrix. Please note that funding projections are dependent upon actual tax revenues collected.

The funding matrix provides parameters for the distribution of funds on an annual basis as is reviewed and recommended by the Austin Arts Commission Working Group whose members are appointed by the Austin Arts Commission. Parameters include: 1) categorization of applicant by budgetary size; 2) maximum allowable award amount per category; and 4) per point score deduction. These recommendations of matrix parameters, once approved by the Austin Arts Commission, are submitted to City Council for final authorization.

Note: Grounds for appeal are based on the peer panel review process; therefore, there is no appeal process during the interim year.

CONTRACTUAL REQUIREMENTS

Implementation

Following the approval of funding recommendation, the City will enter into a contract with the applicant organization. The contract will establish procedures and responsibilities for both the City and the Contractor.

The organization will submit required revised budget information and reports and will follow the CAD Contract Requirements for the Cultural Arts Division Funding Programs throughout the contract period. The deadline to submit a revised narrative and budget will be in late October. Staff will notify you of the date with a letter of award notification. Failure to submit pre-contract materials prior to the specific outlined date may result in the nullification of the funding award.

The City will conduct contract monitoring activities as needed or required. These activities may include site visit by staff to verify compliance with contract requirements.

Insurance

Contract Agencies are required to carry insurance as outlined below and must **provide the Cultural Arts Division Office with a current Certificate of Insurance prior to entering into a contract**. Insurance costs can be included in the applicant budget and, as such, should be researched prior to submitting the application. These costs are an allowable budgetary expense if awarded funding. More specific insurance requirements are included in the Cultural Services Agreement.

Reports

A final report will be required annually within thirty days of the programming cessation which shall be no later than October 30 of any given fiscal year

The report will require proof of award and match monies expended, a variety of demographics data, and proof the funded programming was executed as well as the use of required publicity verbiage and logo. Prior year Final Report forms are available for review at www.austincreates.com.

Definitions

Activity – Refers to the specific project or range of operations proposed for Cultural Funding.

Admissions – Revenue derived from fees earned through sales of services. Include ticket sales of proposed events, sales of workshops, etc., to other community organizations, government contracts for specific services, performances or residence fees, tuition, etc.

Applicant Cash – Funds from the applicant’s resources allocated to this project.

Audience Development – An activity which is undertaken specifically to meet the needs of existing and potential audiences and to help arts (and cultural) organizations to develop on-going relationships with audiences. It can include aspects of marketing, commissioning, programming, education, customer care and distribution.

Arts and Cultural Organization - An organization that either has Federal 501 (c) status or is incorporated within the State of Texas, and its primary mission to produce, present or promote arts and culture.

Capital Expenditures – Expenses for purchases of building or real estate, renovations or improvements involving structural change, payments for roads, driveways, or parking lots, permanent and generally immobile equipment such as grid systems or central air conditioning, etc., and expenses for additions to a collection; or, 2) Funds used to acquire a long term asset. A capital expenditure results in depreciation deductions over the life of the acquired asset.

City of Austin Cultural Funding Private Vehicle Report – A report required to be turned in after project completion in order to utilize expenses incurred operating a private vehicle as part of the project budget or match.

Commercial – An arts/project activity prepared, done or acting with sole or chief emphasis on salability, profit, or success of a product or service.

Community Outreach – A demonstrated commitment to extending services or benefits to communities traditionally under represented by the arts, defined by: 1) participation drawn from the underserved community, 2) providing resources, and 3) collaborating with existing community artists.

Core Programs – The main funding programs within the Cultural Arts Funding Programs. These funding programs are for specific arts/cultural projects that benefit the citizens of Austin and its Extra Territorial Jurisdiction. The Core Programs have an annual application deadline of May 1 each year. Core Programs include Organizational Support, Project Support, and Project Support II.

Corporate Support – Cash support derived from contributions given for the proposed activities by businesses, corporations, and corporate foundations or a proportionate share of such contributions allocated to this activity.

Cultural Arts - The conscious use of skill and creative imagination, especially in the production of aesthetic objects (music, dance, theater, folk art, literature, performance art, visual art, media, etc.).

Cultural Tourism – The use of the performing and visual arts, as well as food, festivals, architecture, and other phenomena that contribute to the cultural vitality of a city, in order to attract tourists to a specific city/geographic region.

Culturally-Based Organization – An arts organization run by and for members of a specific culture, as understood by the commonly used elements of that term. An arts organizations whose artistic efforts reflect a stewardship of a deeply rooted cultural heritage as reflected in the customs, traditions, language, history, art, and institutions of the represented group.

Dance - Including, but not limited to, ballet, jazz, avant-garde and modern, experimental, ballet folklorico, folk, ethnic, traditional, or historic dance forms and collectives of individual choreographers.

Earned Income – Revenue raised by selling items or services, such as admission, concessions, and space or equipment rental. Donations and grants are considered unearned income.

Educational Institutions - Public or private schools, colleges, and/or universities.

Employee Costs:

Administrative – Payments for employee salaries, wages, and benefits specifically identified with this activity for executive and supervisory administrative staff, program directors, managing directors, business managers, press agents, fund-raisers, clerical staff such as secretaries, typists, bookkeepers, and supportive personnel such as maintenance and security staff, ushers, and other front-of-the-house and box office personnel.

Artistic - Payments for employee salaries, wages, and benefits specifically identified with this activity for artistic directors, conductors, directors, curators, dance masters, composers, choreographers, designers, video artists, film makers, painters, poets, authors, sculptors, actors, dancers, singers, musicians, instructors, puppeteers, etc.

Technical/Production - Payments for employee salaries, wages, and benefits specifically identified with this activity for technical management and staff, such as technical directors, wardrobe, lighting and sound crew, stage managers, stage hands, video and film technicians, exhibit preparers and installers, etc.

Extra Territorial Jurisdiction (ETJ) - The unincorporated area that is contiguous to the corporate boundaries of Austin and is located within five miles of those boundaries.

Federal Support – Cash support derived from grants or appropriations given for the proposed activities by agencies of the federal government or a proportionate share of such grants or appropriation allocated to this activity.

Fiscal Sponsor –A nonprofit corporation with 501(c) status who applies for financial support on behalf of another organization or individual in order to enable the latter to receive the benefits of tax exempt status. There are several forms which fiscal sponsorship can take, but in every case, the fiscal sponsor takes responsibility for external parties that the funding will be utilized for tax exempt, charitable purposes as defined in the internal revenue code.

Foundation Support – Cash support derived from grants given for the proposed activities by private foundations or a proportionate share of such grants allocated to this activity.

GuideStar – An informational website that gathers and publicizes information about nonprofit organizations. Guidestar can be found at www.guidestar.org.

Individual Artist Project – Artistic work, activities, or services created/performed by an individual artist or a collection of artists not formally organized as a group. A group of artists collaborating on a project is not necessarily considered a formally organized group. Examples of formal organization include incorporating as a nonprofit organization or forming a Limited Liability Corporation.

In-Kind Contributions – Services or goods contributed to an individual artist or organization for which one would otherwise have to pay. **Services or goods provided by artists in a funded project, contract agency employees, or board members are not considered in-kind services.**

Literature - Readings, workshops, and the publication of works of local writers including poetry, scripts, fiction, non-fiction, and sound or performance works. Projects of literary nonfiction such as essays, creative writing depicting actual events, biography, autobiography, or other prose must be deemed worthy of support as an art form.

Marketing – All costs for marketing, publicity, and/or promotion specifically identified with the activity. Include costs of newspapers, radio and television advertising, printing and mailing of brochures, flyers, and posters directly connected to promotion, publicity, or advertising.

Marketing Capacity – An organization’s core marketing skills and capabilities, programs and evaluation, in order to build the organizations effectiveness and sustainability.

Media Arts - Creating, producing, recording, presenting, promoting, or supporting film, video, audio, media programming, and multi-media installation. Areas of concentration include, but are not limited to, animation, live action, electronic image manipulation, documentary, drama, and multimedia productions.

Multidisciplinary - Fusing two or more art forms in a single event or programming. Only those projects not appropriate for funding in other artistic disciplines should apply for funding under Multidisciplinary. It is important that you refer to the appropriate discipline components when applying in this category.

Music - Classical, traditional, and new music including but not limited to symphonic, orchestral, opera, chamber, choral, contemporary, early, vocal, popular, concert band, jazz, ethnic, gospel, electronic, and computer music.

New Applicant - An organization or artist that has not received funding through the Core Programs or Community Initiatives for two cycles within the last five fiscal years.

Non-Arts Organization – A nonprofit 501(c) organization whose primary mission is not related to the arts but has a documented history of providing arts programming and/or services within the City of Austin and/or its Extra Territorial Jurisdiction.

Non-Commercial - An activity that is not commercial as defined under Commercial under this Section.

Non-Employee Costs

Administrative – Payments to firms or persons for administrative services of individuals who are not normally considered employees of the applicant but consultants or the employees of other organizations whose services are specifically identified with the activity.

Artistic – Payments to firms or persons for the artistic services of individuals who are not normally considered employees of the applicant but consultants or the employees of other organizations whose services are specifically identified with the activity.

Technical/Other – Payments to firms or persons for other services of individuals who are not normally considered employees of the applicant but consultants or the employees of other organizations whose services are specifically identified with the activity.

Nonprofit Organization – An organization with tax-exempt status under Section 170(c) of the Internal Revenue Code of 1954 as amended (501(c) status) which ensures no part of net earnings benefits a private individual. Status may be in process at time of application but must be confirmed prior to contracting.

Opera/Musical Theatre - Including but not limited to traditional opera and musical theater, operetta, Broadway musical comedy, nontraditional music theater such as documentary music theater, blues and jazz musicals, new music theater pieces, and still evolving forms of musical theater.

Other Expenses – All expenses not entered in other categories and specifically identified with the activity, such as: scripts and scores, lumber and nails, electricity, telephone, storage, postage, interest charges, photographic supplies, publication purchases, sets and props, food consumed on premises, equipment rental, insurance fees, etc.

Other Private Support – Cash support derived from cash donations given for this activity or a proportionate share of general donations allocated to this activity. Do not include corporate, foundation, or government contributions and grants. Do include gross proceeds from fund-raising events.

Other Unearned – Revenue derived from sources not listed in other categories and may include catalog, sales, advertising space in programs, gift shop income, concessions, parking, investment income, etc.

Professional Development – Opportunities, workshops, or training that help staff members and/or individual artists enhance their artistic or administrative skills.

Public Art - A permanent or temporary installation of art in a publicly visible and/or accessible location.

Resident – A citizen of Austin or its Extra Territorial Jurisdiction.

Restricted Revenues: All funds, temporary or permanent (including institutional funds), for which a donor or other external agency has placed a stipulation for the purpose of which those funds are to be expended.

Service Organization - An organization that provides services related to the presentation, execution, management, and exhibition of the arts.

Space Rental – Payments specifically identified with the activity for rental of office, rehearsal, theatre, hall, gallery, and other such spaces.

State Resources - Funds distributed by the Texas Commission on the Arts for this project.

Theatre/Performance Art - Producing, presenting, promoting, exhibiting, recording, or supporting theatre and performance including, but not limited to: performance art, folkloric, cultural, drama, comedy, ensemble and solo work, and avant-garde performance.

Tourist –An individual who travels from the individual's residence to a different municipality, county, state, or country for pleasure, recreation, education, or culture (Texas State Tax Code Chapter 351(p.1)).

Travel – All costs directly related to travel of an individual or individuals and specifically identified with the activity. Includes fares, hotel and other lodging expenses, food, taxis, gratuities, per diem payments, toll charges, mileage, allowances on personal vehicles, car rental costs, etc. For trucking, shipping, or hauling expenses, see Other Expenses.

Unearned Income – Revenue that is donated, such as grants and donor contributions.

Underserved Audiences – Those who lack access to arts programs, services, or resources due to geography, economic conditions, cultural background, sociopolitical circumstances, disability, age, or other demonstrable factors; or those who do not generally have the opportunity to see their lives, culture, or experiences reflected through the arts. This includes, but is not limited to, diverse racial, ethnic, cultural, age, and gender groups, and persons with disabilities.

Visitor – A person who visits, as for reasons of friendship, business, duty, travel, or the like.

Visual Arts - Producing, presenting, promoting, exhibiting, recording, or supporting visual arts, both historic and contemporary, including, but not limited to, painting, sculpture, drawing, printmaking, ceramics, fiberglass, glassmaking, photography, jewelry, textiles, and new technology such as computer art, holography, interactive video, and laser

Preparing Your Application

Applications must be typed. Before preparing your application, fully read the guidelines and application instructions as well as referencing the FY 2014 Cultural Expansion Guidelines. The guidelines provide important information about types of projects the City will fund and the criteria by which your application will be reviewed. The codes required in the application may be found on pages 19-20.

Section 1: Summary Information

Applicant Name & Physical Street Address

Enter the legal name and physical street address of the organization. Use exact spellings. Do not use abbreviations unless part of the official name. This address should not be a Post Office Box.

Applicants' name and address must be current the City's Vendor System at time of application deadline. Contact City of Austin Purchasing Office to manage the vendor registration account and to confirm that the information in the City's Vendor Registration System is correct:

Main Number: (512) 974-2500
Vendor Registration: (512) 974-2018
www.austintexas.gov/department/purchasing

Start/End Date

Enter the start date and end date of the proposed project. Contracted services supported through the Cultural Arts Funding Programs must take place within the fiscal year for which funding is awarded (October 1st - September 30th annually).

Project/Activity Title

Provide a brief title to which the proposed project will be referenced.

Organization Size

Check the box that corresponds to your organization's annual budget.

Project Summary

Provide a clear and concise project summary. In addition to the applicant's name and the amount of the request, include a brief timeline and number and types of activities. Use only the space provided. If funded, this will be the basis for the scope of services for which the applicant will be contracted.

Section 2: Applicant Information

Name, Address and Telephone Number

Enter the legal name, other commonly used name, official mailing address, and telephone number of the organization as entered in the City's Vendor Registration System. Use exact spellings. Do not use abbreviations unless part of the official name. Correspondence will be sent to this address, including notification of receipt of your application.

Federal Tax I.D. Number

Applicants must provide the organization's 9-digit Federal Identification Number. This number (also known as Federal Employer Identification) is recorded on 990 Tax Returns and on W-2 forms.

Project Contact

This is the person to whom questions concerning this application will be addressed. Include title, telephone, fax number, and an email address. **Note: This individual and the Board Chair should not be one and the same.**

Board Chair

Enter the name and title of the Board Chair or Board member with legal authority and responsibility on behalf of the applicant organization to certify the information and enter into contracts. **Note: the Board Chair and the Project Contact should not be one and the same. Board Chair phone number, email address, and street address must be different from those of the applicant.**

Applicant Race Codes

Applicant organizations should code themselves based on the predominant group of which their staff or board or membership (not audience) is composed. Use the list below. Organizations should choose the one code that best represents 50 percent or more of their staff or board or membership.

- A 50% or more Asian
- B 50% or more Black / African American
- H 50% or more Hispanic / Latino
- N 50% or more American Indian / Alaska Native
- P 50% or more Native Hawaiian / Pacific Islander
- W 50% or more White
- M majority ethnic-minority/multi-ethnic
- 99 no single group listed above represents 50% or more of staff or board or membership

Project Race Code

If the majority of the project activities are intended to involve or act as a clear expression or representation of the cultural traditions of one particular group, or deliver services to a designated population listed below, choose that group's code from the list. If the activity is not designated to represent any one particular group, choose code "99".

- A Asian
- B Black / African American
- H Hispanic / Latino individuals
- N American Indian / Alaska Native
- P Native Hawaiian / Pacific Islander
- W White
- M majority ethnic-minority/multi-ethnic
- 99 No single group

City District Number

Enter your organization's City of Austin voting district number (effective January 1, 2015). If the application is on behalf of a sponsored entity, enter the sponsored entity's voting district number. You can access district location via the interactive redistricting map at <http://www.austinredistricting.org/maps/interactive-final-map/>.

DISTRICT
1
2
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4
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9
10

Section 3: Organizational Budget History

Enter annual operating budget information as submitted on your IRS form 990 for the years indicated. Enter cash only; do not include in-kind amounts. This number is NOT your City of Austin funded amount, nor is it your project budget. Project budget will be utilized to determine your organizational budget size if you are applying as a new applicant in Year 1 or Year 2.

Section 4: COA Funding History

Check whether or not you have received funding through the City of Austin Cultural Arts Funding Programs for the years indicated. If your project has received Cultural Arts Funding Programs funding under a different name, enter the fiscal year and the name used.

Section 5: Projected Budget

Complete the budget paying attention to the instructions on the application form as well as the budget definitions. **NOTE:** A detailed itemization must be provided as Attachment #2. See pages 23-24 for a Sample Budget Itemization. The Budget Itemization must follow the same format as the projected budget and break down income and expenses in detail.

Income

Include all earned and unearned revenue for this project. Provide an explanation of revenue sources in the detailed budget itemization.

Expenses

Include all expenses for this project. List cash expenses under cash column. List the dollar value of all donated programming space, goods, and/or service hours under in-kind. All expenses must be fully explained in the budget itemization.

The CEP application budget must be specific to the activities for which funding is requested and separate from the general operating or artistic programming budget. Application budgets must be specific to the proposed project activities. **They may not include other Cultural Arts Funding Programs funds including those which are already being used to match other City funding.**

Section 6: Application and Attachments Checklist

The Attachments and Application Checklist must be submitted with your application.

Attachment # 1: Budget Itemization

Each revenue, expense and in-kind figure from Section 5, Projected Budget, must be itemized. Indicate the source (for revenue amount) and use (for expense and in-kind amount) for each figure in the itemization. The itemization of all payments should identify the payee's name and fee for each entry.. The itemization must be accurate and balance with the projected budget in Section 5. You must indicate if amounts listed on lines 1 through 7 are pending or confirmed by placing a "p" or "c" next to the dollar amount. A Sample Budget Itemization is provided on pages 23-24.

Attachment # 2: Board List

Provide a roster of your governing board, including names, mailing addresses, e-mail addresses, telephone numbers, professions or areas of expertise, and ethnic make-up. Do not use smaller than 12-point type, Times New Roman Font and be sure to leave a minimum margin of 1" on both sides. **Failure to adhere to formatting criteria may result in a loss of points.**

Attachment # 3: Proof of Tax Exempt Status

Provide proof of tax exempt status. 501(c) and other tax-exempt organizations should submit a copy of their IRS tax determination letter. The following items will not be accepted as proof of tax exempt status: articles of incorporation, bylaws, or proof of sales tax exemption.

Attachment #4: Form 990

Provide a copy of the first page of IRS Form 990, 990 PF, 990 EZ or 990 N evidencing Fiscal Year 2011 and Fiscal Year 2012. There will be no extensions granted on submission of Form 990s as part of this application process.

Attachment #5: Project Narrative

(* Required ONLY if Project Size/Scope differs from that of Year 1)

A FORMAL NARRATIVE IS REQUIRED IN THE INTERIM YEAR ONLY IF ONE OF THE FOLLOWING OCCURS:

- Size and scope of the proposed activities differs from that of Year One proposed activities; OR,
- Financial status has changed significantly over the past two years; OR,
- Proposed budget is 20% more or less than the previous two years.
 - Explanation is required addressing the following topics:
 - Why the change has occurred;
 - How or why any increases or deficits occurred; and
 - What actions will be taken to address the changes in financial status.

Narrative must be typed on **one** single spaced 8½" x 11" sheet of white paper one-sided only. Do not use smaller than Times New Roman 12-point type, and be sure to leave a minimum margin of 1" on both sides. Include the name of the organization on the upper right hand corner.

Section 7 / Assurances

By submission of an application for funding, the applicant agrees to comply with all requirements as outlined in the program guidelines and the assurance page. Please review the assurance page carefully, sign, and submit with the application. Provide the signature of the contact person and of the Board Chair/Member; include the meeting and signing dates. All signatures must be an original and not photocopied. If the application is scheduled to be approved after submission, it is the applicant's responsibility to notify Cultural Arts Division staff of the board approval date.

Sample Budget Itemization

You are required to submit a full itemization of each figure in your budget. That itemization is to be submitted as ATTACHMENT #1.

The following is a sample of such a budget itemization. NOTE: The numbers used in the Itemization samples are presented solely as examples of budget itemization format. These numbers are examples only and are not to be used as recommendations of proper pay scales/expenses, etc. Larger, more comprehensive projects may opt for a budget narrative more appropriate to the project. Applicants should provide sufficient details for staff and panels to clearly understand all components of the proposed budget.

(p = projected) (c = confirmed)

PROJECTED INCOME	CASH	TOTAL
Earned Income		
Line 1. Leased Space		
1 Office		
12 months x \$1,250 <u>\$15,000 p</u>		
		\$15,000 p
Line 2. Contracted services		
7 workshops - 7 x \$150 ea	\$1,050 c	
2 performances - 2 x \$350 ea	<u>\$ 700 c</u>	
		\$ 1,750 c
Unearned Income		
Line 4. Private Support		
400 x \$15 per membership	\$6,000 c	
80 x \$25 per membership	<u>\$2,000 c</u>	
		\$ 8,000 c
Line 5. Public Support		
TCA Grant	\$2,000 p	
NEA Grant	<u>\$3,750 p</u>	
		\$ 5,750 p
Line 6. Other Unearned		
Millionaire Raffle	\$7,000 p	
Charities of Our Town	<u>\$3,000 p</u>	
		\$10,000 p
Line 9. COA request	<u>\$8,000</u>	
		\$ 8,000
TOTAL CASH INCOME		\$48,500

PROJECTED EXPENSES	IN-KIND	TOTAL
Expense In-Kind		
Line 12. Administrative Non-Employee		
Consultant (Tom Perry) - \$12 x 100 hr.	\$1,200	
Administrator (P. Smith) - \$10 x 100 hr.	\$1,000	
		\$ 2,200
Line 13. Space Rental		
Allante Auditorium		
2 workshops - 2 x \$800	\$1,600	
		\$ 1,600
Line 16. Other fees/services (non-employee)		
Waived Bank Fees	\$ 250	
		\$ 250
Total In-Kind Expenses		\$ 4,050

PROJECTED EXPENSES	CASH	TOTAL
Expenses / Cash		
Line 11. Employee Costs		
Part Time Mkt. Admin. - Annual	\$15,000	
		\$15,000
Line 12. Non Employee Costs		
Consultant (Tom Perry - 20x200 hr)	\$ 2,000	
Administrator (Peg Smith -10X100)	\$ 1,000	
		\$3,000
Line 13. Space rental		
Office (1,000 x 12)	\$12,000	
Meeting Space (500 X 12)	\$ 6,000	
		\$18,000
Line 15. Marketing		
Newspaper Ads		
4 x \$180	\$ 720	
5 x \$200	\$1,000	
2 x \$780	\$1,560	
Posters		
50 x \$13	\$ 650	
		\$ 3,930
Line 22. Other Expenses		
Marketing Booklets - 245 x \$3	\$ 735	
Royalties	\$2,450	
Bank Fees		
	\$ 385	
		\$ 3,570
Total Cash Expenses		\$48,500

Delivery Instructions

Applications are due Monday, June 2, 2014.

Late applications will NOT be accepted. Metered mail is NOT acceptable.

Applications must be hand delivered or mailed. Metered mail will not be accepted as proof of meeting deadlines. Faxed applications are unacceptable. **Applications will be evaluated as submitted.**

Mailed applications must be postmarked by the **U.S. Post Office** or **dated by a commercial carrier** on or before the application deadline.

Applications should be sent to the following address:

Standard mail delivery:

City of Austin Purchasing Office
Attn: Cultural Contracts
P.O. Box 1088
Austin, TX 78767

Hand delivery and express mail:

City of Austin Purchasing Office
124 West 8th Street
3rd Floor, Room 308
Austin, TX 78701

Purchasing Office contact: (512) 974-2500

Hand delivered applications must be delivered to the City of Austin Purchasing Office by 4:00 P.M. the day of the deadline. Hand delivered applications must be dated and documented received by the City Purchasing Office on or before the application deadline. Late or incomplete applications will not be accepted.

Only the original application and attachments is required. Place the application and attachments in one 9" x 12" envelope labeled with the applicant's name. Submit all in a single package.

The Cultural Arts Division is not responsible for loss or damage of application materials. The City of Austin Cultural Arts Funding Programs reserves the right to retain a copy of application materials for archival purposes and its permanent record.

All application materials are public records. Keep a complete copy of your application for your file.

Helpful Tips: Application Preparation & Submission

Before submitting your application, test yourself with these questions. If you can answer each question "Yes," you have prepared your application to be submitted. If any of your answers are "No," you may want to revisit your application.

- Is the proposed project compatible with the mission and goals of your organization?
- Is your project summary similar in scale and scope to that which was listed in Year One?
- Have the program matching requirements been met?
- Are your project budget projections realistic? Are personnel wages, supply and equipment costs, rental fees, marketing and promotional expenses, etc. appropriate?
- Generally, contract awards are less than the amount requested. Have you considered how partial funding may impact the implementation of your project?
- Are marketed programs or project activities accessible to the general public? Are programs or project activities accessible to persons with disabilities?
- Does your organization meet the eligibility requirement of being an arts organization?
- Is your organization's Board still representative as culturally specific (= or >50%)?

Application Preparation

- Have you completed all the required forms (Sections 1 – 7) and assembled all the required attachments (Attachments 1 – 4)? Have you placed in a single envelope for submittal?
- Is your cash flow sufficient to ensure that your project can begin while you wait for your City funding to arrive?
- Are all attachments and forms prepared on 8 1/2" x 11, single sided paper with a minimum 12 point Times New Roman Font and 1" margins?

Helpful Tips: Planning for Cultural Tourism

The expenditures of the Hotel Occupancy Tax revenue are intended to cultivate and promote cultural tourism. For the arts, cultural tourism can provide an opportunity for greater earned income. Cultural tourism programs are the catalyst for new audiences and dollars, helping artists and arts organizations to grow stronger in these days of declining federal grants and increased competition for dollars at foundation and corporate levels. For tourism, arts and culture are the expressions of a community's heart and soul. Together they form an image that sets the city apart and creates anticipation and excitement for the traveler (*Americans for the Arts, MONOGRAPHS; January 2007*).

Cultural tourism will be a concerted focus for the Cultural Arts Division in the coming years in an effort to grow and expand the visibility of Austin's unique and talented arts community. The city recognizes and relies on all of the amazing marketing and programmatic successes already being achieved by cultural contractors. In addition, the Cultural Arts Division will be exploring collective and strategic opportunities to promote Austin's arts and cultural offerings. In an effort to maximize the benefits of a collective marketing approach as a way to extend the visibility of your organization, you are asked to initiate one of the following action items during the planning and implementation of your annual program or projects.

- Link your website to www.NowPlayingAustin.com
- Post all non-city-funded events and projects to Now Playing Austin
- Note nearby lodging facilities through promotional materials and website related to a program.
- Partner with an area hotel for a block of rooms for visiting artists or for out of town audience members and promote the negotiated lodging rate in marketing materials.
- Invite front-line staff of the hospitality industry to attend an event as a guest and to encourage them to become a spokesperson for your organization or project.
- Drop program/project collateral materials to Austin Convention and Visitors Bureau and/or to travel centers
- Coordinate collective marketing with similar or comparable organizations or projects by advertising in a statewide, national or international publication.
- Become a member of Travel Industry Association of America (TIA)
- Plan for an effective social media outreach strategy for tourism-related audience development

In addition to its direct economic impact, tourism can improve quality of life and build community. When the arts and tourism industries work together to highlight the unique character of a place, they can harness market forces to educate and entertain visitors, preserve cultural assets, and engender community pride in its heritage and way of life (*Americans for the Arts; <http://www.artsusa.org>*)

FY 2015 Cultural Expansion Program

APPLICATION & AGREEMENT

Section 1: Summary Information

Applicant Name/Physical Street Address

Project/Activity Title

Start Date

End Date

Organization Size (annual operating budget)

- Organization operating budget equal to or greater than \$100,000
- Organization operating budget less than \$100,000

Project Summary: Please limit your response to the space provided below:

_____ is requesting \$_____ in cultural contract funding to/for...

For CAD staff use only

- | | | |
|--------------------------------------|------------------------------------|-----------------------------------|
| <input type="checkbox"/> App Forms | <input type="checkbox"/> IRS | <input type="checkbox"/> Original |
| <input type="checkbox"/> Itemization | <input type="checkbox"/> Narrative | |
| <input type="checkbox"/> Board List | <input type="checkbox"/> | |
| <input type="checkbox"/> Form 990 | | |

Control Number 15 CEP_____

Section 2: Applicant Information			
Applicant's Legal Name	Federal Tax I.D. No.		Other Common Name
Official Mailing Address			City State Zip
Telephone	Fax	Website (URL)	
Contact/Project Director		Title	
Telephone	Fax	Email	
Board Chair/Authorized Official		Title	
Address		City State Zip	
Telephone	Fax	Email	
Applicant Race Code		Project Race Code	
Project/Activity Title		District Number	

Section 3: Organizational Budget History					
	2010-2011 Actual	2011-2012 Actual	2012-2013 Projected or Actual	2013-2014 Projected	2014-2015 Proposed
Revenue					
Expenses					

Section 4: COA Funding History			
	2011-2012	2012-2013	2013-2014
COA Funding	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Was this project funded previously under a different organization name or sponsor? <input type="checkbox"/> Yes <input type="checkbox"/> No			
If yes,	Year:	Name:	

Section 5: Projected Budget

The budget must balance. Total income (line 10c) must equal total expenses (line 17). Round all budget figures to the nearest whole dollar.

PROJECT INCOME	CASH	IN-KIND	TOTAL
EARNED INCOME			
1. Total Admissions			
2. Total Other Earned Income			
3. TOTAL EARNED INCOME (Add Lines 1 and 2)			
UNEARNED INCOME			
4. Total Private Support (Corp, Foundation, Individual)			
5. Total Public Support (Government Grants)			
6. Total Other Unearned Income			
7. Applicant Cash			
8. TOTAL UNEARNED INCOME (Add Lines 4 – 7)			
9. COA Request Amount			
10a. TOTAL CASH INCOME (add Lines 3, 8, and 9)			
10b. Total In-Kind Support (must equal In-Kind line 17)			
10c. TOTAL INCOME (Add Lines 10a and 10b)			

PROJECT EXPENSES	CASH	IN-KIND	TOTAL
11. Total Employee Costs			
12. Total Non-Employee Costs			
13. Space Rental			
14. Travel			
15. Marketing, Promotion, Publicity			
16. Total Other Expenses			
17. TOTAL EXPENSES (add Lines 11-16; must equal Line 10 a, b, and c)			

Section 6: Application Checklist

All sections of the application form must be completed and signed by the appropriate representatives. Check the boxes below to ensure all sections have been completed.
Applicants must submit one original application and all of the required attachments.

Application Form

- Section 1:
Summary Information
- Section 2:
Applicant Information
- Section 3:
Budget History
- Section 4:
COA Funding History
- Section 5:
Projected Budget Information
- Section 6:
Application Checklist
- Section 7:
Assurances (signed by
Authorized Official)

Required Attachments

- Attachment 1: Budget Itemization
- Attachment 2: Board List
- Attachment 3: Proof of Tax Exempt Status
- Attachment 4: Form 990
- Attachment 5: Narrative (Optional – Required
only if variance in size/scope of project)

Section 7: Assurances

By submitting this application for funding, the applicant hereby gives assurance to the City of Austin that:

1. Funds will be administered and accounted for by the applicant and used for the specific purposes outlined in the application and agreement;
2. The activities and services for which financial support is sought will be administered by the applicant organization;
3. The applicant has read, understands, and will conform to the intent outlined in the Core Cultural Arts Funding Programs Guidelines;
4. The applicant is a nonprofit entity as defined by the I.R.S.;
5. The application has been duly authorized by an authorized official for the applying organization, a principal of the organization with legal authority to certify the information contained in the application and sign contracts for the organization; he/she must read and guarantee the compliance of the organization with the requirements listed.
6. This application and agreement by the undersigned individual has been duly approved by the governing board of the applicant organization and agreed to by all parties.
7. The applicant will comply with the Cultural Arts Division Contract Requirements for the Cultural Arts Funding Programs, outlined in the terms of the contract;
8. Neither the applicant nor any of its agents, representatives, or subconsultants, have undertaken or will undertake any activities or actions to promote or advertise any cultural arts funding proposal to any peer review panel members, any member of any City Commission reviewing the proposals, any member of the Austin City Council or City staff except in the course of City-sponsored inquiries, or any interviews or presentations between the date that the application is submitted and the date of award by City Council.

Project Contact:

Board Chair/Member*:

Name (typed) Title

Name (typed) Title

Signature Date

Signature Date

City Official:

Signature Date

** Note: If the application has not been approved by the governing board, you must notify the City as soon as action is taken.*