

### Gaming Mitigation - FY20 #GAM0007

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- Performing Arts Organization Summary
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## Applicant Information

Applicant: Performing Arts Center

**\* Performing Arts Organization Name**  
*(Enter the name of the organization)*

Character Count: 0 out of 100

**\* Organization Address**  
*(Enter the street address for the physical location.)*

**\* City/Town**

**\* State**

**\* Zip Code**  
*(##### -####)*

**\* Website**

**\* Please confirm your EIN**

## Grant Contact Information

**\* First Name and Last Name**  
*(Enter the name of the person who is the primary contact person for the Gaming Mitigation Program.)*

**\* Title/Role**

**\* Phone**  
*((###) ### -#### ext. #####)*

**\* Email**

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## Parent Organization Information

Cultural affiliate performing arts centers are eligible for funding.

A cultural affiliate is a semi-independent performing art center that operates under a non-cultural parent organization, such as a theatre at a university or a performing venue at a social service organization. A cultural affiliate must:

- Manage their own budget.
- Have at least one full-time (min. 30 hours per week) compensated administrative staff position dedicated solely to the operations of the performing art center.
- Have its own advisory board that meets regularly to discuss policy, strategic direction, and resource development plans to ensure long-term sustainability.

If the applicant organization is a cultural affiliate and has a parent organization, please complete this section. Responses to all questions are required.

**Parent Organization Name**

**Legal Address**

**City/Town**

**State**

**Zip Code**

**Website**

**EIN**

## Parent Organization Contact Information

**First name**

*(Enter the name of the person who is the primary contact person for the Gaming Mitigation Program)*

**Last Name**

**Title**

**Phone**

**Email**

Does your program manage its own budget?

- Yes  
 No

Does your program have at least one full time, compensated administrative staff position dedicated SOLELY to the operation of the Cultural Affiliate year-round, 30+ hours per week?

- Yes  
 No

Does your program have its own advisory board that meets regularly to discuss policy, strategic direction, and resource development plans to ensure long-term sustainability?

- Yes  
 No

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### Managing Entity Information

Applicant organizations may have a managing entity. This includes:

- Non-profit performing arts centers managed by separate non-profit managing organizations.
- Municipally owned performing arts centers managed by a legally recognized 501(c)3 non-profit
- Municipally owned performing arts centers managed by a for-profit managing company (excluding those managed by a casino)

If the performing arts center is municipally owned, and a specific municipal department or entity, include that department/entity's information below.

If you have a managing entity, please complete this section. All questions require a response.

PLEASE REMEMBER TO SAVE YOUR WORK AT THE BOTTOM OF THE PAGE REGULARLY AND BEFORE PROCEEDING TO THE NEXT PAGE.

Managing Entity Name

Managing Entity Legal Address

City/Town

State

Zip Code

Managing Entity Phone

Managing Entity Website

Managing Entity EIN

Managing Entity Legal Status

Select... ▼

### Managing Entity Contact Information

First Name

*(Enter the name of the person from the managing entity who is the primary contact for this project)*

Last Name

Title

Phone

Email

**Please upload the current contract, lease, or deed that articulates the managing entity's management responsibilities and contract duration.**

*(An organization managing a performing arts center must have a long term (at least 5 years) contract, lease, or deed articulating their management responsibilities. Any financially sensitive information included in the agreement can be redacted.)*

No file uploaded.

upload file

**Does the managing entity make all payments to the touring shows and artists?**

- Yes  
 No

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## Performing Arts Organization Summary

Please answer the following information about the Performing Arts Center that is applying for Gaming Mitigation funding.

Applicants must meet all of the criteria listed below.

1. Applicants must be a performing arts center, which means:

- The organization's primary mission must be to promote access, excellence, diversity, or education in the arts, humanities, or interpretive sciences.
- The organization commits 50% or more of their operating expenses to the performing arts.

2. Applicants must present touring shows or artists in Massachusetts.

3. Applicants must be a non-profit organization OR a municipality.

Responses to the questions in this section are used to determine whether the performing arts organization qualifies as an eligible applicant.

There are additional eligibility requirements for applicants based on their organization type and management structure.

Each entity must meet the eligibility requirements, and all criteria according to the entity's organization type. Please refer to the [Gaming Mitigation Program Guidelines](#) for additional information about eligibility and grant requirements.

PLEASE REMEMBER TO SAVE YOUR WORK AT THE BOTTOM OF THE PAGE REGULARLY AND BEFORE PROCEEDING TO THE NEXT PAGE.

\*Denotes required fields

### Organization Type & Management Structure

\* **This performing arts center is:**

*(Select one phrase that best describes the performing arts center that is applying.)*

Select...

\* **Organization Mission Statement:**

*(Copy and paste your mission statement (1000 character limit, including spaces and punctuation.)*

Character Count: 0 out of 1000

\* **Select all of the performing arts disciplines that the applicant presents live for audiences.**

**Dance: ballet, ethnic/jazz-folk inspired, & modern**

**Opera/Musical Theatre: opera and musical theatre**

**Music: band, chamber, choral, new, ethnic-folk inspired, jazz, popular, solo/recital, & orchestral**

**Theatre: general, mime, puppet, comedy, theatre for young audiences & storytelling as performance**

**Folklife/Traditional: Folk/Traditional Dance, Folk/Traditional Music & traditional performance storytelling**

\* **Please select the statement that best describes how the performing arts venue is used.**

Select...

\* **Does this performing arts center present touring shows or artists?**

*(Touring performing arts shows or artists are shows or artists that appear on Pollstar or another similar touring performing arts roster.)*

**Yes**

**No**

Please click the save button to save your responses to all questions on this page.

If "No" was selected to the last question above, do not continue with the application.

Performing arts centers that DO NOT present touring shows or artists are not eligible for funding. Please contact Mass Cultural Council staff if you have questions.

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## Performing Arts Center Financial Summary

The information below should be from the applicant's most recently completed fiscal year. Applicants that have audits should only submit information from the completed audit.

**Total cash operating expenses:** This number should include your total expenses, as reported on your 990 or audit. Do not include any in-kind goods or services.

- If your organization does not have a 990 or audit (because you have a parent organization or are municipally-owned), you should report the expenses that are directly charged to your operating budget by the municipality or parent organization, plus any staff salaries that are for the operation of this entity.

**Total cash operating expenses associated with performing arts:** This amount should include the expenses that are directly associated with performing arts, including but not limited to artist fees, program costs, marketing, staff costs, rent, overhead, etc. Please see the FAQs for additional guidance.

PLEASE REMEMBER TO SAVE YOUR WORK AT THE BOTTOM OF THE PAGE REGULARLY AND BEFORE PROCEEDING TO THE NEXT PAGE.

\*Denotes required fields

**\* Fiscal Year:**

*(Enter the fiscal year that corresponds to the financial information below. This information must be from your most recently completed fiscal year.)*

**\* Fiscal year start date:**

  

**\* Fiscal year End Date**

  

**\* Total cash operating expenses:**

**\* Total cash operating expenses associated with performing arts**

*(Includes artist fees, program costs, marketing, staff costs, rent, overhead, etc.)*

**\* Percent of cash operating expenses committed to the performing arts:**

*(Cash operating expenses on performing arts / Total cash operating expenses X 100 = %.)*

**\* Please upload a budget showing how you calculated the amount spent on performing arts.**

*(The document should include: Total cash operating expenses and the subset of cash expenses related to the performing arts should be referenced clearly. The document can be uploaded in the following file formats: pdf, excel, or word doc)*

No file uploaded.

**\* Please provide a brief narrative description as to how/why you arrived at the calculation:**

*(The explanation should give us a sense why you included certain items and/or how you divided overhead costs shared between performing arts and other disciplines. It should explain your reasoning.)*

Character Count: 0 out of 1000

If the percentage reported above is less than 50%, do not continue with the application

- Performing arts centers that DO NOT commit 50% or more of their operating expenses to the performing arts, are not eligible for funding. Please contact Mass Cultural Council staff if you have questions.

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## Performances & Touring Shows/Artists

The information below should be from the applicant's most recently completed fiscal year. Use the same fiscal year and range of dates range identified on the Financial Information page.

Total number of all performances: Count the total number of live presentations of performing arts for an audience. This number can include performances by the applicant organization or by a producer renting the applicant organization's venue.

Total number of performances in Massachusetts by eligible touring show/artist: To calculate the total number of eligible performances review the list of Total Performances identified and count the number of the performances that took place in Massachusetts and featured touring show/artists. Only count the performances open to the general public (free or paid admission). Performances only open to university students, K-12 school groups, or other private events /limited audiences are not considered open to the general public.

To calculate the total fees paid to touring shows or artists, review the list of Total Eligible Performances already identified and calculate the sum of all the actual cash expenses paid by the applicant organization to touring shows or artists for the eligible performances. Fees paid to touring shows/artists for eligible live performances (open to the general public) can include:

- Payments to the show/artist including compensation, bonuses, and percentages
- Housing costs for the touring show/artist
- Travel costs for the show/artist

(If a contract package/agreement with a touring show or artists includes both eligible and ineligible performances (such as matinees for school groups), then the full amount paid to the touring show/artist for all the performances may be included in the Total Fees Paid to Touring Shows or Artists.)

### Fees cannot include

- Any show or artist fees that were not included in the Total Eligible Performances.
- Any fees paid to artists/shows by a producer renting the applicant organization's venue, only payments made directly from the applicant organization to the touring shows/artists.
- In-kind figures.
- Any show or artist fees that were not included in the Total Eligible Performances.

(If a touring show or artist's contract package/agreement only included ineligible performances, then none of the fees paid to that artist can be included in the Total Fees Paid to Touring Shows Artists.)

**\* Total number of all performances:**

*(Count the total number of live presentations of performing arts for an audience. Can include those presented by the applicant organization or by a producer renting the applicant organization's venue)*

**Total number of performances by eligible touring show/artist**

*(Count the number of the performances in Massachusetts that featured touring show/artists open to the general public.)*

**\* What roster or rosters are used to identify your eligible touring shows/artists?**

*(List the names of the rosters used)*

Character Count: 0 out of 1000

**\* If the show/artists are not listed on a roster, List the name(s) of the touring show/artist(s), and explain why the performers were identified as eligible touring show/artists:**

Character Count: 0 out of 1000

**\* Total fees paid to eligible shows/artists:**

*(Only include eligible performances in Massachusetts by touring shows/artists that were open to the general public) Payments to the show/artist, including compensation, bonuses, and percentages, housing costs for the touring show/artist, and travel costs for the show/artist. etc.)*

**\* Please upload a list of all performances for the fiscal year identified above. The list should include the following information:**

1. Name of show/artist
2. Date(s) of performance(s)
3. Specify the performances you consider eligible touring shows/artist

No file uploaded.

*(Any details about payments made to the shows/artists are NOT required in this list. Accepted file formats excel, pdf, word)*

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## Impact Data

The information requested below is informational and NOT used in the grant review process.

In efforts to communicate the impact that the operation of Resort Style Casinos is having on Massachusetts performing art centers, we ask that you provide the following data. This information will also help us advocate for the continued need for this dedicated funding.

**\* Total earned revenue from all performances:**

*(Earned revenue should include any revenue generated by the performance. This could include ticket revenue, concessions, parking, other services, and restoration or ticket handling fees that are retained by the presenter.)*

**\* Total earned revenue from performances in Massachusetts by eligible shows/artists**

*(Earned revenue should include any revenue generated by the performance ONLY for the eligible touring shows/artists. This could include ticket revenue, concessions, parking, other services, and restoration or ticket handling fees that are retained by the presenter. This is a subset of the revenue from all performances.)*

**\* Total ticket revenue from performances in Massachusetts by eligible shows/artists:**

*(Revenue from ticket sales only. Do not include any revenue from handling fees.)*

**\* Total number free tickets for performances by eligible shows/artists**

*(This can include complimentary tickets provided to the artist, or used for any promotional purpose, or community-based activities)*

**\* Total number paid tickets for performances by eligible shows/artists:**

*(All tickets/admissions for which any payment was made, whether full priced or discounted, including any subscription or rush admissions.)*

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You have not yet answered some required questions. Below is a list of questions that need to be completed prior to submission:

- Required Question:** Performing Arts Organization Name on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** Organization Address on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** City/Town on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** State on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** Zip Code on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** Website on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** Please confirm your EIN on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** First Name and Last Name on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** Title/Role on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** Phone on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** Email on the Applicant Information page.  
[Click here to answer this question.](#)
- Required Question:** This performing arts center is: on the Performing Arts Organization Summary page.  
[Click here to answer this question.](#)
- Required Question:** Organization Mission Statement: on the Performing Arts Organization Summary page.  
[Click here to answer this question.](#)
- Required Question:** Select all of the performing arts disciplines that the applicant presents live for audiences. on the Performing Arts Organization Summary page.  
[Click here to answer this question.](#)
- Required Question:** Please select the statement that best describes how the performing arts venue is used. on the Performing Arts Organization Summary page.  
[Click here to answer this question.](#)
- Required Question:** Does this performing arts center present touring shows or artists? on the Performing Arts Organization Summary page.  
[Click here to answer this question.](#)
- Required Question:** Fiscal Year: on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Fiscal year start date: on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Fiscal year End Date on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Total cash operating expenses: on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Total cash operating expenses associated with performing arts on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Percent of cash operating expenses committed to the performing arts: on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Please upload a budget showing how you calculated the amount spent on performing arts. on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Please provide a brief narrative description as to how/why you arrived at the calculation: on the Performing Arts Center Financial Summary page.  
[Click here to answer this question.](#)
- Required Question:** Total number of all performances: on the Performances & Touring Shows/Artists page.  
[Click here to answer this question.](#)
- Required Question:** What roster or rosters are used to identify your eligible touring shows/artists? on the Performances & Touring Shows/Artists page.  
[Click here to answer this question.](#)
- Required Question:** If the show/artists are not listed on a roster, List the name(s) of the touring show/artist(s), and explain why the performers were identified as eligible touring show/artists: on the Performances & Touring Shows/Artists page.  
[Click here to answer this question.](#)
- Required Question:** Total fees paid to eligible shows/artists: on the Performances & Touring Shows/Artists page.  
[Click here to answer this question.](#)
- Required Question:** Please upload a list of all performances for the fiscal year identified above. The list should include the following information:
  - 1. Name of show/artist
  - 2. Date(s) of performance(s)
  - 3. Specify the performances you consider eligible touring shows/artiston the Performances & Touring Shows/Artists page.  
[Click here to answer this question.](#)
- Required Question:** Total earned revenue from all performances: on the Impact Data page.  
[Click here to answer this question.](#)
- Required Question:** Total earned revenue from performances in Massachusetts by eligible shows/artists on the Impact Data page.  
[Click here to answer this question.](#)
- Required Question:** Total ticket revenue from performances in Massachusetts by eligible shows/artists: on the Impact Data page.  
[Click here to answer this question.](#)
- Required Question:** Total number free tickets for performances by eligible shows/artists on the Impact Data page.  
[Click here to answer this question.](#)
- Required Question:** Total number paid tickets for performances by eligible shows/artists: on the Impact Data page.  
[Click here to answer this question.](#)
- Required Question:** How has the operation of resort-style casinos in Massachusetts impacted your organization in Massachusetts in terms of your ability to secure touring shows or artists? Please be as specific as possible and consider: 1) Have you lost touring/shows or artists to casinos that you have a long history of regularly booking? 2) Are there touring shows or artists that became significantly more expensive to book? 3) Have you been in situations where you knew you were competing with a casino for a show or artist and were not able to book them? on the Impact Narrative page.  
[Click here to answer this question.](#)
- Required Question:** How has your organization been financially impacted by the operation of resort-style casinos in Massachusetts? Please be as specific as possible and consider: 1) Specific examples of impact (i.e., it cost me \$20,000 more than usual to book a specific artist, which meant I had to reduce X, Y, Z). 2) Provide an estimate of the overall financial impact on your most recently completed fiscal year, if possible. 3) Trends in revenue and/or tickets sales that you attribute to competition with the casinos. on the Impact Narrative page.  
[Click here to answer this question.](#)
- Required Question:** What other impacts have you felt due to the operation of resort-style casinos in Massachusetts? on the Impact Narrative page.  
[Click here to answer this question.](#)

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## Impact Narrative

The information requested below is informational and NOT used in the grant review process.

### INSTRUCTIONS FOR THE NARRATIVE QUESTIONS

To achieve consistent formatting and to lessen the risk of losing your work, applicants are encouraged to:

- Develop the answers to the narrative questions in word processing software like Word or google.docs. (Keep in mind that special formatting does not display (i.e., font sizes, styles, Bold, italics, and bullets, etc.)
- Copy and paste your response into the corresponding text box.
- Click "Save Work" at the bottom of the screen. (A message appears at the top of the page when your answers save successfully.
- Click "View PDF" to review your answer to make sure that it looks like you want it to and is complete.

PLEASE REMEMBER TO SAVE YOUR WORK AT THE BOTTOM OF THE PAGE REGULARLY AND BEFORE PROCEEDING TO THE NEXT PAGE.

\*Denotes required fields

**\* How has the operation of resort-style casinos in Massachusetts impacted your organization in Massachusetts in terms of your ability to secure touring shows or artists? Please be as specific as possible and consider: 1) Have you lost touring/shows or artists to casinos that you have a long history of regularly booking? 2) Are there touring shows or artists that became significantly more expensive to book? 3) Have you been in situations where you knew you were competing with a casino for a show or artist and were not able to book them?**

Character Count: 0 out of 1500

**\* How has your organization been financially impacted by the operation of resort-style casinos in Massachusetts? Please be as specific as possible and consider: 1) Specific examples of impact (i.e., it cost me \$20,000 more than usual to book a specific artist, which meant I had to reduce X, Y, Z). 2) Provide an estimate of the overall financial impact on your most recently completed fiscal year, if possible. 3) Trends in revenue and/or tickets sales that you attribute to competition with the casinos.**

Character Count: 0 out of 1500

**\* What other impacts have you felt due to the operation of resort-style casinos in Massachusetts?**

Character Count: 0 out of 1500

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