### Applicant Information

**Applicant Organization Information**

Review the applicant information. If you need to update the Organization Information, use the Note feature on the left to contact a Mass Cultural Council staff person for help.

<table>
<thead>
<tr>
<th>Phone:</th>
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**Primary Contact**

Review the applicant information. If you need to update the Primary Contact information you can do so in your Profile. Click Home button in upper right corner to get to My Profile button.

<table>
<thead>
<tr>
<th>Phone:</th>
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<tbody>
<tr>
<td>Email:</td>
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**Contract Manager Information**

If awarded a grant, who will serve as contract manager for the grant? The contract manager is responsible for ensuring the contract and attachments are completed by the authorized signatory and that it is returned in a timely fashion.

**Contract Manager**

First and last name of person managing contract

**Contract Manager Title**

**Contract Manager Phone**
Contract Manager Email

Contract Manager Fax

Does the performing arts center (the applicant organization) have a separate managing entity?

Please Select

Fiscal year start date

Fiscal year end date

Total cash operating expenses

Total cash expenses from most recently completed fiscal year.

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

Please select the statement that best describes the applicant organization

Please Select

Grant Components
Funding amounts are determined primarily through a formula that considers the following **bolded** factors, which have equal weight. Please report on performances and fees from calendar year 2019 (January 1, 2019 - December 31, 2019).

**Percent of Performances Impacted**
The percentage of performance impacted is the **total number of eligible performances** divided by the **total number of all performances**. For example, if a performing arts center presents 100 performances a year and 30 of them are open to the public and feature a touring artist/show, then 30% of the performing arts center’s performances are considered impacted because they compete most directly with casinos.

The formula allocates more funds to performing arts centers that have a higher percentage of impacted performances.

**Total fees paid to touring shows or artists for the eligible performances.**
The formula allocates more funds to performing arts centers that spend more money on touring shows or artists because organizations whose business model relies more heavily on these types of shows/artists will be the most impacted by competition with casinos.

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**Total number of all performances.**
Total the number of live performances that are open to the public. Include both performances presented by the applicant organization and any performances presented by a producer renting the applicant organization’s venue.

**Total number of performances by eligible touring show/artist.**
Total the number of live performances that are open to the public and feature an eligible touring artist/show. Include performances presented by a producer renting the applicant organization’s venue.

**Total fees paid to eligible shows/artists.**
Only include fees paid directly to eligible touring artists/shows featured in eligible performances. Fees paid to artists/shows that were presented by a producer renting the applicant organization’s venue are not eligible. Fees can include compensation as well as housing and travel costs if applicable.

List of Performances

In order to verify the information provided above, applicants must provide a list of their calendar year 2019 performances using the template provided here.

Using the template, list all performances presented by the applicant organization and any presentations by a producer renting the applicant organization’s venue, whether or not they are open to the public or feature a touring artist/show.

For eligible touring artists/shows please include a link to two (2) of the required credentials:

- Artists Roster on which they are listed
- Touring schedule that includes at least three (3) states in the last three (3) years, and/or
- Established Artists’ Representation.

Please note that this spreadsheet can be used to help total fees paid to eligible touring artists/shows, but using that feature or disclosing amounts paid to specific artists/shows is NOT required.

Complete the performance list following these instructions:
1. Download the Excel template
2. Complete the Excel Template
3. Save the template
4. Upload the completed template below

Upload Template
Impact Over Time

This section provides data that allows Mass Cultural Council to track impact over time and effectively advocate to maintain the gaming mitigation fund. The answers to the following questions do NOT affect grant amounts, should your application be funded.

**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.

**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:

- Have you lost touring/shows or artists to casinos that you have a long history of regularly booking?
- Are there touring shows or artists that became significantly more expensive to book?
- 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?
How has your organization been financially impacted by the operation of resort-style casinos in Massachusetts?

Please be as specific as possible and consider:

- 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).
- Provide an estimate of the overall financial impact on your most recently completed fiscal year, if possible.
- Trends in revenue and/or tickets sales that you attribute to competition with the casinos.

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

Optional Upload

If you would like to upload a document that explains how you arrived at your impact data or that you feel helps demonstrate the impacts you have described on this page, you can upload it here as a word, pdf, excel file.

Acknowledgement
Ready to Submit?

Once you click "Submit" below, you will no longer have access to make changes to your application. A copy of your application will be sent via an email attachment upon submission.

Please note: You have not successfully submitted your application until "Congratulations" appears in blue text at the top of the page.

Authorized Signature: I certify that all the information contained in this application, including all supporting documents and materials, is true and correct to the best of my knowledge. I hereby release Mass Cultural Council, its members, and employees, from any liability and/or responsibility concerning the submission of materials to this program. In addition, I agree that the required public acknowledgment will be given to Mass Cultural Council if this application is approved. I understand that failure to respond to any of the items requested in this application may seriously hinder its consideration. I certify that we are committed to the completion of the proposed activities in compliance with legal requirements and granting procedures and will file the report required by the Mass Cultural Council.

Clicking “submit” below serves as an authorizing electronic signature.

Authorized Signature