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# Sustaining Impact Grant Recipient Handbook



**FY2020 to FY2022 + FY2023 Extension**

Updated June 24, 2022

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## Sustaining Impact Grant Recipient Handbook

The purpose of this handbook is to outline the grantee expectations and requirements for the Sustaining Impact grant program for FY2020 to FY2022 + FY2023 Extension. By accepting funding through the Sustaining Impact Grant Program, an organization agrees to adhere to the grantee guidelines outlined in this document. It is incumbent upon each grantee organization to ensure that all individuals within the organization have read and follow the guidelines within this handbook. Appendix A includes a summary of Key Grantee Deadlines. Appendix B includes an ArtsWave Contact List.

### **Grant Recognition Guidelines**

The ArtsWave Campaign receives contributions from generous individual, business and foundation donors. To reinforce the importance of their gifts, we need them to see and understand the connection between their contribution to ArtsWave and the amazing work of your organization. Public recognition of this grant, and thereby of all donors to ArtsWave, is important to sustain and encourage future contributions to this community resource.

We ask recipient arts organizations to credit ArtsWave in all promotional materials including, but not limited to: programs, newsletters, annual reports, calendars, catalogues, brochures, postcard announcements, invitations, news releases, radio and television spots, websites, social media posts, e-communications vehicles, street banners and box office windows.

### Name and Brandmark Usage

Always use the full name: ArtsWave, with a capital “A” for Arts and a capital “W” for Wave and no space between Arts and Wave. The only exception is in email addresses or website URLs, which use all lowercase: “artswave.org.” ArtsWave brandmarks and full brand guidelines are available for download at [artswave.org/media](https://artswave.org/media).

In all cases, please make sure the brandmark is clearly legible and recognizable.

### Print Recognition

#### **Event Programs**

Organizations receiving support from ArtsWave will use the ArtsWave logo on the title page of all programs, in a size at least 1.25 inches in width where possible. Logo size and placement should be proportional to ArtsWave’s support comparative to other sources of funding.

When identifying classes of funders (e.g., Season Sponsor, Program Sponsor, Production Sponsor, etc.), please list ArtsWave as a “Season Funder” separate from other sources of operating support such as the Ohio Arts Council and the National Endowment for the Arts.

#### **Newsletters**

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Include the ArtsWave logo and recognition of the community support, e.g. “XYZ is supported by the generosity of tens of thousands of contributors to the annual ArtsWave Campaign, the region’s primary source for arts funding.”

### **Newspaper/Magazine Advertising**

Any advertising placed by a grantee that credits a specific funding source, regardless of size or length, should also credit ArtsWave. The size of the ArtsWave acknowledgement should be proportional to ArtsWave’s share of annual support — if ArtsWave is the largest supporter, it should be listed in a larger font than other sources of annual support.

### **News Releases**

News releases must credit ArtsWave support with appropriate written credit. Example: “XYZ is supported by the generosity of tens of thousands of contributors to the annual ArtsWave Campaign the region’s primary source for arts funding.”

### **Event Signage**

For a temporary exhibition, event or performance, wall text must include ArtsWave with other major public, private and corporate sponsors. If there is no wall text, organizations may place a sign near the entrance to the exhibition or event crediting ArtsWave as follows: “Supported by the generosity of community contributions to the annual ArtsWave Campaign, the region’s primary source for arts funding.”

## Electronic Recognition

### **Broadcast Advertising**

Include ArtsWave in radio and television spots if other sponsors receive credit and time is available. Radio spots should give verbal credit to ArtsWave (copy: “Funding support comes from ArtsWave”) and television spots should include the ArtsWave logo.

### **Digital Advertising**

Logo credit should be provided in all digital advertising. Please include the ArtsWave logo, along with a link to [artswave.org](http://artswave.org), on the front page of the organization’s website. Acknowledgement of ArtsWave support should be proportional to its share of support compared to other sources.

### **Social Media**

Tag @ArtsWave on posts and shares and, when appropriate, use hashtags such as #CincyArts or others communicated at regular sector marketing meetings. This will allow ArtsWave and other partner organizations to find and share posts, thereby amplifying the reach and message. Share and engage with ArtsWave posts. Grantees are encouraged to invite ArtsWave as a co-host for events on Facebook when possible.

## Oral Recognition

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In cases when there is no printed program, organizations can provide oral credit (curtain announcements) before each event or performance. As in press releases, oral credit should explicitly thank the community: "XYZ is supported by the tens of thousands of people who give generously to the annual ArtsWave Campaign, the region's primary source for arts funding." If an announcement is not possible, organizations may place a sign at the entrance of the event.

Additionally, we ask organizations to make curtain announcements recognizing the ArtsWave Campaign at all performances from the beginning of February through the end of April.

### Program/Playbill Advertisements

Provide one full page of advertising space in all season or exhibition programs. Advertisement space set aside for ArtsWave should be in color whenever possible.

Please contact ArtsWave at least one week in advance of program print deadlines with specs. This email should include the current program ad.

### **Proof of Grant Recognition**

ArtsWave would like to receive your member/subscriber/donor mail and e-mails. PDFs or JPGs of programs and other materials should be submitted along with your January and July semiannual reports. We encourage you to send us press releases, copies of publications or media coverage that mention your grant.

### **ArtsWave Campaign**

In August, ArtsWave will request information from grantee organizations to assist in fundraising during the Campaign. Requests may include, but may not be limited to, tickets/offers for employee campaign raffles, campaign speakers, testimonial videos and trivia questions, along with ArtsWave Pass offers. We appreciate timely fulfillment of these requests.

It is ArtsWave's expectation that all funded organizations will support the ArtsWave Campaign. ArtsWave asks organizations receiving a Sustaining Impact Grant to support its annual Campaign in the following ways:

- Commitment to the success of your organization's board campaign
- Encouragement of all staff members to contribute through an employee campaign
- Promotion of ArtsWave's annual Campaign by implementing recognition policies, promoting campaign in programs and promotional flyers, providing editorial support in organizational publications, curtain speeches, social media, etc.

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- Participation in annual campaign activities (Past examples include: ArtsWave Days, Art in the Park, Campaign kick-off/luminaria, end of Campaign celebration, phonathon, etc.)
  - Recruitment of enthusiastic staff and/or artists for presentations on behalf of ArtsWave during the Campaign
  - Provision of incentives for use in community-wide employee campaigns.
  - Offer of venues for Campaign-related activities

A unified voice about general support of the arts through ArtsWave is important. To achieve the best possible result, ArtsWave's intention is to focus the public on the Campaign for the Arts between Feb. 1 and April 30. ArtsWave asks Sustaining Impact Grant recipients to support the Campaign during this period by refraining from any public-facing fundraising plans or events such as acquisition mailings, social media give campaigns or publicly promoted fundraisers. During the campaign period, ArtsWave asks Sustaining Impact Grant recipients to choose other times of the year to promote individual fundraising projects to the broad community through mass media, social media and/or crowdfunding websites. ArtsWave staff and volunteers meet with supporting companies and prospects beginning November 1 each year.

It is our expectation that organizations will refrain from soliciting funding intended to replace a previous or current ArtsWave commitment or contribution (i.e., encouraging an ArtsWave donor to contribute to an individual organization instead of the Campaign).

### **ArtsWave Partner Recognition Program**

ArtsWave Partners are companies contributing \$100K+ to the ArtsWave Campaign via corporate and/or employee contributions. The current list of ArtsWave Partners is included in Appendix C.

### Purpose & Outcomes

- Provide a streamlined program that is easy to administer for the arts organizations and for ArtsWave Partners.
- Provide visible benefits for the largest ArtsWave Partners and their employees, allowing them to see the benefit of their support.
- Increase the amount of money raised by ArtsWave Partners and build strong ties with your organization by providing benefits.

### Recognition of ArtsWave Partners

To the best of your organization's ability, recognition should include:

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- ArtsWave Partners as a separate group on organization's website with other major contributors.
  - ArtsWave Partners as a separate group in organization's annual report and program books.
  - ArtsWave Partners as a separate group on signage in lobby area during major performances (one sign to be used throughout the season).

If you choose to use an ArtsWave Partner logo, please check with ArtsWave to make sure it is current.

When recognizing/thanking Partners for their support, include "and their employees." We suggest the following (with the current list of ArtsWave Partners in Appendix C):

"The (name of arts org here) acknowledges the following Partner Companies, Foundations and their employees who generously participate in the annual ArtsWave Campaign at the \$100,000+ level. Your support helps make our community vibrant and connects people across our region through the arts. Thank you!"

#### Incentives for ArtsWave Partners

ArtsWave asks Sustaining Impact grantees to be flexible in developing any offerings that can be used with Partner employee campaigns, including discounted venue rental. ArtsWave will compile and share a list of Partner benefits with Partner companies in the fall.

#### Communication with ArtsWave Partners

ArtsWave will act as the sole communicator and relationship manager with ArtsWave Partners. However, we ask each grant recipient organization to identify a point person to communicate to ArtsWave how Partner Companies will be recognized and to ensure the successful fulfillment of benefits.

#### **Collaborative Marketing**

One of ArtsWave's goals is to communicate excitement about your organization's impact in a variety of channels. Grantee organizations should submit listings for all events, performances and exhibitions to [ArtsWave Guide](#), the region's most comprehensive arts calendar, as soon as they are announced to the public. Events planned for the Fall 2022 to Spring 2023 season should be submitted to ArtsWave Guide no later than June 1, 2022. For a detailed tutorial on how to create listings on ArtsWave Guide, visit [artswave.org/howto](http://artswave.org/howto).

Grantees should also participate as requested with other collaborative marketing initiatives. This will help us ensure that we always have the most comprehensive and exciting array of arts experiences possible in our public database.

Another one of ArtsWave's goals is to attract new arts supporters to the Campaign who also represent new potential arts customers. Grantee organizations will provide

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ArtsWave Pass deeply discounted offers such as buy one, get one or half-price tickets, These special offerings are critical to our ability to attract and renew contributions. ArtsWave Pass offers should be submitted in writing no later than May 1, 2023.

### **Professional Development Opportunities**

Throughout the year, ArtsWave provides many professional development opportunities for its grantee organizations. It is expected that grantees take advantage of as many of these opportunities that are within your organization's capabilities. Opportunities include, but are not limited to:

- Blueprint Lunch & Learns
- Bob Allen lunches
- Other workshops

### **Data Collection**

Periodically, ArtsWave will facilitate a data-collection process to measure the impact of funding on local arts, local arts in general, public perception of the arts, and more. Sustaining Impact organizations may be asked to participate in such data collection. For FY2023, Sustaining Impact will participate in a survey campaign in Fall 2022 assessing the impact of the Blueprint for Collective Action.

### **Reporting**

To support ArtsWave's ability to be accountable to our donors, provide current information about our grantees and make strategic programmatic decisions, grantees are asked to submit semiannual progress reports throughout the grant period.

#### Semiannual Progress Reports

The semiannual progress reports will be comprised of quantitative, qualitative and activity tracking measures. They will consist of output data and Impact Stories, providing an outcome-focused articulation of an initiative or activity that helps to explain the ROI for sector stakeholders.

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#### Site Visits

ArtsWave will make every effort to visit each Sustaining Impact organization annually through a variety of ways, including but not limited to site visits, on-site or off-site meetings and event participation. Organizations should provide ArtsWave with two complimentary tickets to any grant-funded program or performance, when requested and available.

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## Impact Stories

ArtsWave publicizes its grants and generates excitement about the impact of the arts through media outlets, via social media platforms, through our e-newsletters and on our website. As a part of semiannual reporting, we ask grantees to submit a data-driven Impact Story for the Blueprint goals of which the organization is responsible, following the Impact Story Template provided in each semi-annual report.

For each semi-annual report, Large and Mid-Sized Organizations are required to submit at least two Impact Stories for FY23. Small Organizations are required to submit at least one Impact Story for FY23. These will be collected as part of your January and July Semiannual Report, so we can use them in the 2023 Campaign and on social media.

Please know that Impact Stories are not intended to merely combine images and activity data but should show the impact of those activities, helping stakeholders draw conclusions about why the arts matter throughout the Greater Cincinnati Region. Further, the Impact Story should not focus so much on design as much as substance and relevant content.

ArtsWave will assume that we have permission to use and share story details, data, images and any attributions (if provided).

To the greatest extent possible, additional requests for information have been coordinated with the reporting schedule to reduce the burden on grantee organizations (see Appendix A: Key Grantee Deadlines).

As a reminder, ArtsWave will be making quarterly distributions of your award amount beginning mid-October:

- October 15, 2022
- January 15, 2023 (semiannual report deadline)
- April 15, 2023
- July 15, 2023 (semiannual report deadline)

## **Annual Grant Review**

Sustaining Impact Grants are 3-year awards contingent upon campaign and organizational performance. In order to continue to receive funding from ArtsWave in FY23, an organization must fulfill all grant requirements, accurately represent its organization and its activities in all documents submitted to ArtsWave and continue to meet the minimum eligibility criteria for the duration of the grant period.

The FY2023 Sustaining Impact Extension grant was a one-time extension of the typical three-year cycle due to the ongoing pandemic. A new three-year cycle will begin in Fall 2023 for a FY2024-2026 cycle.

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## Annual Eligibility Certification

As a part of the annual review process, grantees must complete a certification of eligibility. In order to continue to be eligible for Sustaining Impact funding, a grantee must meet all the following criteria:

- Have a primary mission to provide programs or activities in areas directly concerned with arts or cultural heritage for the general public
- Be based in the Cincinnati-Middletown, OH-KY-IN MSA, which includes the following counties: Brown, Butler, Clermont, Hamilton and Warren Counties in Ohio; Boone, Bracken, Campbell, Gallatin, Grant, Kenton, and Pendleton Counties in Kentucky; and Dearborn, Ohio and Union Counties in Indiana
- Have a 501(c)3 tax status for five or more years for the Regional Midsize and Small funding categories OR 10 or more years for the Regional Large category
- Employ at least 1 FTE paid and/or contract professional and/or administrative staff (Full time is defined as an average of 30 hours per week.)
- Have received funding support from ArtsWave in at least three of ArtsWave's last five fiscal years
- Have maintained a balanced budget over the organization's past three fiscal years
- Meet ArtsWave's DEIA requirements:
  - **By the End of Year 1 (FY2020):** All Large and Midsize Sustaining Impact grant recipients must have a board-approved Diversity, Equity, Inclusion and Access plan in place. Organizations will be required to submit this plan by January 15, 2021. [Deadline extended from July 15, 2020 due to COVID-19.]
  - **By the End of Year 2 (FY2021):** All Boards of Directors of Sustaining Impact grant recipients have racially and/or ethnically diverse representation. Organizations will be required to submit Board demographic data with their July 15, 2021 report. As of April 2019, 9% (4/44) of organizations have no minority representation on their board.
  - **By the End of Year 3 (FY2022):** If necessary, efforts to diversify artistic and professional staffs have been made and documented. Organizations will be required to submit artistic and professional staff demographic data with their annual applications.

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- Failure to comply with these DEIA requirements will result in a 5-10% reduced grant award for the next year.

It is incumbent upon the grantee organization to notify ArtsWave of changes to their eligibility status as soon as possible. The implications of a change in a grantee's eligibility status will be evaluated on a case-by-case basis.

## **Grant Payments**

Grant payments will be issued quarterly via electronic funds transfer. Grantees must complete and submit an EFT authorization form at the beginning of each grant cycle that authorizes ArtsWave to issue grant payments via electronic deposit throughout the length of the grant cycle. It is incumbent upon the grantee organization to submit an updated EFT form if there are changes to banking information during the grant cycle.

As a reminder, ArtsWave will make quarterly distributions of your award amount beginning mid-October:

- October 15, 2022
- January 15, 2023 (semiannual report deadline)
- April 15, 2023
- July 15, 2023 (semiannual report deadline)

Grant payments will not be issued if any grantee requirements are outstanding.

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**APPENDIX A:  
Key Grantee Deadlines**

<u>DATE</u>	<u>GRANTEE REQUIREMENT</u>
December 2, 2022	Deliver benefits you have agreed to provide to ArtsWave
January 15, 2023	Semiannual Report due (including impact story(ies) + proof of recognition)
May 1, 2023	ArtsWave Pass offers (or whatever is agreed upon for ArtsWave donors) is provided
July 15, 2023	Semiannual Report due (including proof of recognition)

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## APPENDIX B: ArtsWave Contact List

### **Annual Grant Review Process, Payments, Semiannual Reports**

Ray Gargano

513.632.0103

[ray.gargano@artswave.org](mailto:ray.gargano@artswave.org)

### **ArtsWave Community Campaign, ArtsWave Partner Recognition**

Lisa Wolter

513.632.0127

[lisa.wolter@artswave.org](mailto:lisa.wolter@artswave.org)

### **ArtsWave Days, Recognition of ArtsWave Grant**

Kathy DeBrosse

513.632.0119

[kathy.debrosse@artswave.org](mailto:kathy.debrosse@artswave.org)

### **ArtsWave Guide, Program/Playbill Advertisements, Social Media Questions**

Zach Moning

513.632.0134

[zach.moning@artswave.org](mailto:zach.moning@artswave.org)

### **ArtsWave Pass, Speaker's Bureau**

Holly McGowan

513.632.0133

[holly.mcgowan@artswave.org](mailto:holly.mcgowan@artswave.org)

### **DEIA Requirements**

Mary Stagaman

[Mary.stagaman@artswave.org](mailto:Mary.stagaman@artswave.org)

Kate Kennedy

513.632.0114

[kate.kennedy@artswave.org](mailto:kate.kennedy@artswave.org)

### **Financial Reporting**

Sam Cribbet

513.632.1040

[samantha.cribbet@artswave.org](mailto:samantha.cribbet@artswave.org)

### **Submittable Grantee Portal**

[support@submittable.com](mailto:support@submittable.com)

## APPENDIX C: ArtsWave Partners for FY2023\*

### ArtsWave Partners

(Organization Name) acknowledges the following partner companies, foundations and their employees who generously participate in the annual ArtsWave Campaign at the \$100,000+ level.

### Thank you!

\$2 million +

P&G

\$1 million to \$1,999,999

Fifth Third Bank and the Fifth Third Foundation

\$500,000 to \$999,999

GE

\$300,000 to 499,999

altafiber

Western & Southern Financial Group

\$100,000 – \$299,999

Cincinnati Business Courier

Cincinnati Children's Hospital Medical Center

The Cincinnati Insurance Companies

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Cincinnati Reds

The E.W. Scripps Company and Scripps Howard Foundation

The Enquirer | Cincinnati.com

Great American Insurance Group

The H.B., E.W. and F.R. Luther Charitable Foundation, Fifth Third Bank, N.A., Trustee

The Kroger Co.

Messer Construction Co.

Ohio National Financial Services

PNC

U.S. Bank

Duke Energy

\*\*Listed in order of size of donation

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## APPENDIX D: Blueprint for Collective Action

### Overview

By supporting a wide variety of art forms and providing strategic leadership for the arts sector in the broader community, ArtsWave creates an environment where the growing impact of the arts is felt and celebrated by the entire community.

The Blueprint for Collective Action provides a focus for ArtsWave's community investments and strategic initiatives for the next ten years. The Blueprint is designed to achieve three things:

- Align with broader community goals
- Provide more clarity and specificity around the kinds of activities and outcomes ArtsWave desires
- Leverage more support from the community by demonstrating relevance to the community

By focusing the ArtWave's investment strategy, the Blueprint is intended to stake a bold vision for the region for enhanced impact through the arts by establishing five community goals and distinct roles for organizations and individuals to support ArtsWave in advancing these visions.

### Blueprint Goals and Roles

#### Arts Put Cincinnati on the Map

Greater Cincinnati's innovative arts scene attracts talent, visitors, and business to the region.

**GOAL: To be a more competitive region for talent attraction by leveraging arts that are perceived as extraordinary**

Roles for Organizations and Individuals:

- To design new or unexpected artistic collaborations
- To create arts experiences that are active, immersive, and social; and that stretch the boundaries of the art form
- To improve and employ digital capabilities and use of social media to reach and engage digitally oriented or remote audiences
- To participate in collaborative efforts to increase earned media and leverage paid media/marketing opportunities
- To develop and share stories that distinguish the region through its arts

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- To leverage assets and capacities with other organizations to expand impact, access, and sustainability

### Arts Deepen Roots in the Region

Residents who are engaged in the arts – whether as volunteers, artists, or audience members – have a stronger and more positive connection to the community.

**GOAL: To deepen feelings of engagement and connection to the community by widening participation in arts experiences, especially those that resonate with adults age 40 and under**

Roles for Organizations and Individuals:

- To create arts experiences that are participatory, social, recurring, and encourage personal investment in the organization and/or community
- To create arts experiences for college students and young professionals
- To develop partnerships and collaborations with local colleges and universities
- To involve college students and young professionals at all levels of organizational decision-making
- To leverage assets and capacities with other organizations to expand impact, access, and sustainability

### Arts Bridge Cultural Divides

When the arts reflect and celebrate the diversity of our community, residents build a greater understanding and appreciation of cultural differences.

**GOAL: To promote cross cultural understanding by increasing the availability and accessibility of arts experiences that include and represent all races and ethnicities**

Roles for Organizations and Individuals:

- To present works of art created by artists of all races and ethnicities
- To create arts experiences that include artists of all races and ethnicities
- To create and/or present art that tells the story(ies) of all races and ethnicities
- To create shared arts experiences for people of all races and ethnicities
- To identify and establish partnerships and collaborations that support equitable access to arts experiences for people of all races and ethnicities
- To involve at all levels of organizational decision-making people who reflect the broadest possible racial and ethnic diversity

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- To develop cross-cultural artistic partnerships and collaborations
  - To leverage assets and capacities with other arts organizations to expand impact, access, and sustainability

### Arts Enliven Neighborhoods

Community arts centers, galleries, and theaters serve as vital hubs for neighborhood activity that supports local business and builds civic pride.

**GOAL: To enhance the vibrancy of neighborhoods, particularly those that are underserved and/or revitalizing, by increasing the availability and accessibility of arts organizations and opportunities**

Roles for Organizations and Individuals:

- To establish partnerships and collaborations within the neighborhood in which the organization is physically located
- To create an environment where all members of the organization's surrounding neighborhood feel welcome
- To increase the variety and frequency of arts experiences embedded in or accessible to neighborhoods throughout the region
- To improve the aesthetics of the region's neighborhoods
- To enliven indoor and outdoor public spaces throughout the region with arts experiences
- To optimize the use of resources already present in neighborhoods throughout the region to support equitable access to arts experiences
- To improve and employ digital capabilities and use of social media to reach and engage neighborhoods
- To leverage assets and capacities with other arts organizations to expand impact, access, and sustainability

### Arts Fuel Creativity and Learning

The arts have the power to transform education both by improving learning of core curriculum and teaching skills like creativity, collaboration, and critical thinking.

**GOAL: To promote the development of 21st century skills by ensuring that all children in the region, particularly those that are underserved, have access to multiple arts opportunities**

Roles for Organizations and Individuals:

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- To provide meaningful arts education opportunities for youth at all grade levels
  - To optimize the use of resources already present in school and community settings to support equitable access for youth to meaningful arts education opportunities
  - To provide professional development and enrichment opportunities for arts educators
  - To develop curricula, materials, and training to support arts integration in all subjects and at all grade levels
  - To leverage assets and capacities with other arts organizations to expand impact, access, and sustainability

## Impact Glossary

### **21st Century Skills**

A broad set of knowledge, skills, work habits, and character traits that are believed — by educators, school reformers, college professors, employers, and others — to be critically important to success in today's world, particularly in collegiate programs and contemporary careers and workplaces

### **Activity**

Actions taken, or work performed by your organization (Activities should be broad, but meaningful. For example, if you are a performing arts organization and your educational programming consists of student matinees twice a week and a 3-day in-school workshop, those would be two separate activities rather than one. But you would not list your Tuesday and Thursday matinees as separate activities.)

### **Arts Experiences**

The full spectrum of offerings by arts organizations available to the general public.

### **Arts Integration**

An approach to teaching in which students engage in a creative process which connects an art form and another subject area and meets learning objectives in both (integrating the arts into a math class would be an example of arts integration).

### **Arts Enrichment**

The arts are used as a device or strategy to support learning. In the simplest terms, this is arts education that is arts for art's sake (inviting a school to attend a play would be arts enrichment).

### **Community**

Communities can mean many things, but for our purposes, we are interested in geographic communities. For consistency, please communicate your communities served by zip codes. If you are measuring geographic communities in another way, please let us know.

### **Community Engagement**

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Community Engagement in the arts is a variety of programming, performances, events, and activities which leverage art to engage community members in cultural, social, and economic development. These activities will most likely occur outside of your location, recognizing there may be some exceptions. For an event or activity to be considered community engagement within your space, it must be purposeful and beyond your normal programming. Community engagement activities must be low-cost (under \$10 per person) or free to attend. Do not include activities that took place outside of the region or with people from outside of the region.

**Cross Cultural Understanding**

Knowledge and appreciation of the characteristics, values, beliefs, and behaviors of other cultures

**Economy**

Refers to conditions of prosperity which contribute to a thriving quality of life, rather than traditional economic impact indicators

**Equitable Access**

Additional services are provided, and/or actual or potential barriers are removed so that all individuals have equal opportunity to take full advantage of available arts opportunities

**Extraordinary**

Experiences in the arts that are out of the ordinary, could not necessarily be found in other places, or that are otherwise seen as fresh and innovative – helping to differentiate our region through the arts

**Low-Price Arts Opportunity**

Arts events, experiences, or activities that cost less than \$10 per person.

**Meaningful Arts Education Opportunities**

Varied arts learning experiences for youth provided both inside and outside of the school environment, including learning and creating art with teaching artists, experiencing art created or presented by professional artists, and integrating the arts into the learning of other subjects

**New Applicant**

An organization that has never received funding through ArtsWave

**Outcomes**

Answer the questions: “What difference did the activity make?” and “What does success look like for this activity?”; can be qualitative or quantitative

**Patrons**

All people reached. Paid audience members AND non-paid audience members. DO include participation numbers from community engagement activities. DO NOT include arts education activities. For ArtsWave's purposes, patrons do not mean donors.

**Racially/Culturally Diverse Arts Opportunities**

Arts experiences, events, and activities that primarily feature artists and/or serve audiences that are racially/culturally diverse (non-white).

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**Region**

As defined by the United States Census, the 15 counties in Southwestern Ohio, Northern Kentucky, and Southeastern Indiana that comprise the Cincinnati-Middletown, OH-KY-IN Metropolitan Statistical Area, including Brown, Butler, Clermont, Hamilton and Warren Counties in Ohio; Boone, Bracken, Campbell, Gallatin, Grant, Kenton, and Pendleton Counties in Kentucky; and Dearborn, Ohio and Union Counties in Indiana

**School-Based Arts Education**

School-Based Arts Education must be coordinated by a school AND occur during the school day. The activity can take place either at the school, your location, or another location in the community. Do not include activities with schools outside the region.

**Teaching Artist**

A teaching artist is a practicing professional artist with the complementary skills and sensibilities of an educator, who engages people in learning experiences in, through and about the arts. For ArtsWave's reporting purposes, teaching artists can be paid contractors, paid employees, or volunteers.

**Underserved**

Those individuals and groups who by virtue of prioritization, interest, geography, economics, or other barriers have disproportionately less access to arts opportunities than others

**Volunteers**

People that did any type of volunteer services, both full-time and/or part-time, for your organization during the reporting year, including volunteer members of the organization's governing body. Organizations that don't keep track of this information in their books and records or report this information elsewhere (such as in annual reports or grant proposals) can provide a reasonable estimate, and can use any reasonable basis for determining this estimate.

**Young Professional**

People in the workforce under the age of 40.

**Youth**

Persons aged 0-18 years