



# Commission for Arts and Culture



Courtesy of Prophet World Beat Center

## Arts and Culture Funding

*Organizational Support Program*

*Fiscal Year 2024 Guidelines*



# Commission for Arts and Culture

## Fiscal Year 2024 Application Guidelines

### OSP: Organizational Support Program

#### Funding for Arts and Culture Nonprofits

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#### TABLE OF CONTENTS

Section 1:	Introduction	Page 2
Section 2:	About the Organizational Support Program (OSP)	Page 2
Section 3:	Who is Eligible to Apply?	Page 3
Section 4:	How Much Funding Is Available?	Page 4
Section 5:	How to Apply	Page 5
Section 6:	Conditions for Submission	Page 7
Section 7:	Option to Renew for Returning Applicants	Page 9
Appendix 1:	Part 1 –Tear Sheet	
Appendix 2:	Part 1 – Scoring Sheet	
Appendix 3:	Part 2 – Tear Sheet	
Appendix 4:	Part 2 – Scoring Sheet	
Appendix 5:	Fiscal Year 2024 Application Calendar	

Questions?

City arts and culture staff

[arts@san Diego.gov](mailto:arts@san Diego.gov)

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A translation of these guidelines is available in Spanish upon request; however, only applications in English will be accepted. Una traducción de esta aplicación está disponible en español a petición; sin embargo, solo se aceptarán solicitudes en inglés.

## **Section 1: Introduction**

The City advances and drives an equitable and inclusive creative economy and cultural ecosystem by investing in the work of artists and creatives, and the institutions and systems that amplify creative work and experiences; cultivating local participation and access; and advancing San Diego as a global city. Committed to equitable economic development, City arts and culture staff facilitate the City's investments in organizations, artists, and neighborhoods. Programs, partnerships, and initiatives range from funding and public art to cross-sector and creative industries.

The City annually awards funding for general operating support and project-specific support to San Diego nonprofit organizations operating in the field of arts and culture. These funds, awarded to nonprofits through two application processes, Organizational Support Program (OSP) and Creative Communities San Diego (CCSD), generate meaningful impacts in communities and expand access to arts and culture in every City Council district. The source of the funding for OSP and CCSD is Transient Occupancy Tax (TOT), a tax levied on individuals who stay overnight in hotels, motels, and other lodging establishments. A portion of the City's TOT revenue is used to: enhance the economy and strengthen the arts, cultural and creative sectors; contribute to San Diego's national and international reputation as a creative, cultural destination; provide access to excellence in culture and the arts for residents and visitors; enrich the lives of the people of San Diego; and build healthy, vital neighborhoods.

The City of San Diego Commission for Arts and Culture (Commission) serves in an advisory capacity to the City on promoting, encouraging, and increasing support for San Diego's diverse artistic and cultural assets, integrating arts and culture into community life and showcasing San Diego as an international cultural destination. Annually, the Commission recommends to the City the award of funding for OSP and CCSD.

## **Section 2: About the Organizational Support Program (OSP)**

The Organizational Support Program (OSP) provides general operating support to tax-exempt, nonprofit, arts and culture organizations, for delivery of activities\* that positively impact San Diego's quality of life and tourism and provide direct access and increased opportunities for excellence in culture and the arts. OSP



provides general operating support for nonprofit arts and culture organizations. Organizations that are not arts and culture organizations or are based outside of the city of San Diego, but do provide arts and culture programming in the city of San Diego, are encouraged to apply to the City's Creative Communities San Diego (CCSD) funding opportunity and request support for arts and culture projects that take place in the city of San Diego.

\*Throughout these guidelines the term activities include development, production, service, or presentation of arts and cultural activities and programming.

### **Section 3: Who is Eligible to Apply?**

Your organization is eligible to apply for OSP funding if:

- **NONPROFIT STATUS:** Your organization holds tax-exempt nonprofit status under section 501(c)(3) or 501(c)(6) of the Internal Revenue Code at the time of application; AND
- **ORGANIZATION PURPOSE:** Your organization is a nonprofit arts and culture organization with a mission statement clearly focused on the development, production, service, or presentation of arts and cultural activities and programming; AND
- **PUBLIC BENEFIT:** Your organization's activities must have a clear presentation that is open to the public, or meaningful and accessible engagement component within the performance period. While presentations and participation must be open to the public generally, they may reach specific audiences or charge a fee as long as such restrictions do not discriminate on the bases as described in Section 6; AND
- **HISTORY OF OPERATIONS:** Your organization has at least two full and consecutive years of operating with its own independent governing board (not under a fiscal sponsor); AND
- **SERVICE AREA:** Your organization is headquartered in the city of San Diego and provides activities in the city of San Diego; AND
- **MISSION ALIGNMENT:** Your organization operates to fulfill a mission that aligns with the purpose of TOT funding:
  1. To enhance the economy and strengthen arts, cultural, and creative sectors;
  2. To contribute to San Diego's national and international reputation as a creative, cultural destination;

3. To provide access to excellence in culture and the arts for residents and visitors;
4. To enrich the lives of the people of San Diego; and
5. To build healthy, vital neighborhoods.

Your organization is NOT eligible for an OSP award if:

- **PROJECT SUPPORT:** Your organization is seeking funding for a specific project such as a festival, parade, or celebration (The City offers a different funding category called Creative Communities San Diego [CCSD] for project support. Guidelines for CCSD can be found at <http://www.sandiego.gov/arts-culture/funding>).
- **ORGANIZATIONAL TYPE:** Your organization is an elementary or secondary school, school district, college, university, other government entity, social service, or non-arts and cultural nonprofit.
- **FINANCES:** Your organization has outstanding financial obligations or debts of any kind to the City.
- **RE-GRANTING:** Your organization's primary purpose is grantmaking.
- **MULTIPLE APPLICATIONS:** Your organization has applied or will apply for Fiscal Year 2024 funds through any of the following TOT categories: Creative Communities San Diego (CCSD) or Economic Development as defined in Council Policy 100-03. Your organization must determine which one TOT category is the best match for your organization.

#### **Section 4: How Much Funding is Available?**

The amount of money an applicant can be awarded is calculated using an algorithm and is dependent on several factors including the organization's submitted annual operating income, the rank given to the organization's proposal, the total amount of funds available for distribution and the number of organizations receiving awards. In FY23, OSP applicants were awarded between 2%-22% of their annual operating income (AOI). The minimum award amount an applicant can receive is \$5,000.

In Fiscal Year 2023:

- OSP applicants with an AOI between \$10,000 and \$99,999 were awarded on average approximately 22% of their AOI.

- OSP applicants with an AOI between \$100,000 and \$299,999 were awarded on average approximately 13% of their AOI.
- OSP applicants with an AOI between \$300,000 and \$999,999 were awarded on average approximately 11% of their AOI.
- OSP applicants with an AOI between \$1 million and \$4 million were awarded on average approximately 8% of their AOI.
- OSP applicants with an AOI between \$4 million and \$10 million were awarded on average approximately 6% of their AOI.
- OSP applicants with an AOI of more than \$10 million were awarded on average approximately 3% of their AOI.

**Matching Income Requirement for Applicants:** The matching requirement for all OSP awards is 1:1. The applicant must receive all matching income during the period of performance.

#### **Section 5: How to Apply**

1. **TWO-STEP APPLICATION PROCESS:** The application process includes two steps: Part 1 – (previously referred to as the Request for Qualifications (RFQ)), then Part 2 – (previously referred to as the Request for Proposals (RFP)). Applications are accepted via the online platform [GoSmart](#). Only applications submitted via the GoSmart platform will be accepted. Online resources and technical assistance opportunities are listed under “Resources” – “Part 1” dropdown [here](#). (Accommodations may be made upon request for those with disabilities).
2. **PART 1:** Complete and submit the online Part 1 form by the deadline (Appendix 5).
3. **PART 1 EVALUATION:** City staff evaluate the strength of each applicant’s ability to deliver the obligations of a City award using the information provided in response to the Part 1. This team uses a standard scoring system to evaluate Eligibility; Administrative Capacity & Governance Practices; Financial Management; and Past Performance on City Agreements (if applicable). Each applicant is assigned either: 1) Qualified; or 2) Not Qualified.
4. **PART 1 CURE PERIOD:** Applicants deemed “Not Qualified” will be given five (5) days to address any incorrect or missing Part 1 components. The Part 1 will then be reevaluated. Applicants deemed “Not Qualified” after the reevaluation will not advance but will be offered technical assistance to prepare for future funding cycles.
5. **PART 2:** Applicants deemed “Qualified” will be given access to the online Part 2 form, and the form must be completed and submitted by the deadline (Appendix

- 5). Some applicants may be eligible to request the “Option to Renew” in lieu of submitting a response to Part 2. (Learn more about the Option to Renew in Section 7 of these guidelines).
6. PART 2 EVALUATION PANELS: Peer advisory panels composed of artists, cultural workers, and arts field professionals from all disciplines and backgrounds throughout San Diego, North America, and Baja California, evaluate the proposals and the degree to which each applicant’s proposed activities align with the City’s goals for the use of TOT funds. The advisory panels use a standard scoring system to evaluate each section of the proposal - Activities; Community Engagement; Programming Capacity; Diversity, Equity, Inclusion, and Accessibility; and Achievement in Emphasis Areas - and assign a rank to each proposal: Very Aligned with scoring criteria (Ranks in the 4 range); Aligned with scoring criteria (Ranks in the 3 range); or Not Aligned with scoring criteria (Ranks in the 2 range). The meetings where proposals are reviewed and ranked are open to the public. During the panel deliberation, applicants will be given an opportunity to give a brief, live introduction to their application and an opportunity to clarify any misreading of their application. Details, including dates, times, and specific conditions will be provided to applicants and to the public during the Part 2 phase.
7. RANKS: Proposals receiving ranks of 2+, 2, or 2- will be deemed “Not Aligned with scoring criteria” and will not be recommended to receive an award.
8. APPEALS: Any applicant not recommended to receive an award may submit a written appeal to staff no later than 5:00 p.m. on the tenth calendar day following notification from staff to the applicant that no award is being recommended. Staff will review the appeal and present it to the Commission for review and recommendation to the City. The City will make the final ruling. Upon request from an appellant, staff will provide written comments submitted by the Commission advisory panels, when available, to help the appellant prepare their response.
9. CALCULATING AWARD AMOUNTS: Ranks are converted into a monetary award amount using an algorithm that is dependent on several factors including the applicant’s rank, the annual operating income (AOI) as calculated in the Part 1, the total amount of funding available for the OSP funding category for distribution, and the number of organizations receiving awards.
10. AUTHORIZING AWARDS: The Commission receives the ranks as recommended by the review panels for recommendation to the City. The role of the Commission is to confirm that the review process has been fair. The meeting where the Commission receives this information is open to the public and will be announced in advance. The monetary award amount for each applicant that results from the

application evaluation process is forwarded to the Mayor and City Council. Only the Mayor and City Council can authorize awards. Therefore, award amounts are not final until authorized by the Mayor and City Council during the annual budget process.

## **Section 6: Conditions for Submission**

1. The City reserves the right to reject, in whole or in part, any responses to this Part 1/Part 2, to not accept a response submitted after any applicable cut-off time or date, to not accept a proposal recommended by any of the Commission advisory panels or the Commission, to initiate an alternate process, to reissue this Part 1/Part 2 and/or cancel this Part 1/Part 2, in whole or in part, at any time without prior notice and makes no representation that any agreement will be awarded to any applicant. Additionally, the City expressly reserves the right to postpone opening responses to this Part 1/Part 2 for its own convenience, and/or to waive minor informalities or irregularities in the responses received.
2. The City reserves the right to revise this Part 1/Part 2 by addendum. The City is bound only by what is expressly stated in this Part 1/Part 2 and any authorized written addenda thereto. Addenda will be posted on the City's website at <https://www.sandiego.gov/arts-culture/funding>. It is the applicant's responsibility to check the website up to the final submission date for any possible addenda.
3. The City accepts no financial responsibility for any costs incurred by applicants. The City is not responsible for the loss or damage of any materials submitted.
4. The submission of a response to this Part 1/Part 2 does not guarantee funding.
5. The applicant is solely responsible for responding to any required or optional updates related to this Part 1/Part 2 or related to the award that is a result of this process.
6. Funds awarded to an applicant may be paid in advance of activities and on a reimbursement basis pursuant to awarded agreement. Eligible expenses must be incurred by an applicant during the FY24 period of performance between July 1, 2023, and June 30, 2024 for the City to advance and reimburse pursuant to an awarded agreement.
7. Any applicant awarded OSP funding is required to provide a \$1 cash match for every \$1 awarded. The minimum award amount is \$5,000. Match income must be received by the applicant during the period of performance (between July 1, 2023, and June 30, 2024).
8. Each applicant awarded funding must receive an executed agreement from the City before any funds are released. It can take a minimum of 5 months from July 1



for the City to provide an executed agreement, dependent on the awardee's expediency in submitting required documentation and information and the City's contracting review process.

9. Each applicant awarded funding is required to comply with all required state and federal registrations including, but not limited, to California Attorney General Registrar of Charitable Trusts, California Secretary of State Business Registry, evidence of non-debarment via The System for Award Management (SAM). All registrations must be current and active during the period of performance.
10. All applicants receiving funding of \$10,000 or more must submit required financial disclosure documentation evidencing the financial status of the organization's last completed fiscal year with final performance report pursuant to an awarded agreement.
11. An applicant receiving funding equaling \$75,000 or more must also submit the following: applicants with an operating budget under \$2 million must submit a financial review of the organization's most recently completed fiscal year conducted by an independent certified public accountant within 150 days of the end of that fiscal year; applicants with an operating budget of \$2 million or more must submit audited financial statements of the organization's most recently completed fiscal year conducted by an independent certified public accountant within 150 days of the end of that fiscal year.
12. An applicant receiving funding in the amount of \$500,000 or more, when that funding represents more than 10% of the organization's annual budget, must also submit salary and wage ranges for each of its job classifications, including actual executive salaries and benefits packages.
13. Each applicant awarded funding is required to deliver a progress report and a final performance report pursuant to awarded agreement in a format requested by City staff.
14. The applicant acknowledges that information submitted as part of their application for this opportunity may be disclosed to the public pursuant to a request under the California Public Records Act.
15. City funds may NOT be used for:
  - Inherently religious activities: worship, instruction, or proselytization.
  - Lobbying, including activities in lobbying, including activities intended to influence the outcome of elections or influence government officials regarding pending legislation, either directly or through specific lobbying appeals to the public.
  - Voter registration drives and related activities.
  - Re-granting.

- Tuition for academic study.
  - Capital outlay for construction, purchase, or improvement of facilities (including artwork installation on City property), or capital outlay for purchase of equipment.
  - Contests and competitions including gifts, prizes, and awards.
  - Travel, lodging, and transportation costs.
  - Food, alcohol, or beverages for hospitality or entertainment functions.
  - Projects where fundraising is the primary purpose of the project.
  - Contributions and donations to other individuals or entities.
  - Cash reserves and endowments.
  - Fines and penalties, accumulated deficits, and debt reductions.
16. City funds will not be provided to any applicants or activities that discriminate against any person on the basis of race, gender, gender expression, gender identity, religion, national origin, ethnicity, sexual orientation, age, or disability.
17. The applicant is solely responsible for the accuracy and truth of the information they submit to the City. Any applicant found to have 1) provided false information to the City, or 2) submitted more than one application for TOT funds in a single fiscal year may, at any point, be immediately disqualified from receiving funding.

### **Section 7: Option to Renew for Returning Applicants**

An applicant that has been awarded a Fiscal Year 2023 agreement or agreement renewal, is seeking a Fiscal Year 2024 agreement and meets eligibility requirements is considered a “returning applicant.” All applicants, returning and new, must submit a response to the FY24 Part 1. A returning applicant whose response to the Part 1 is deemed qualified may indicate one of the following preferences:

1. Request the option to renew its agreement; or
2. Submit a response to the Part 2.

**Requesting the Option to Renew:** Returning applicants may request the City execute the option to renew their agreement. If the request is granted by the City, the returning applicant will not have to submit a response to the FY24 Part 2 for panel evaluation, and their most recent panel issued rank will carry over to calculate the FY24 award amount. The City may, at its sole discretion and at any time, direct an applicant to submit a response to the Part 2 for panel evaluation.

The City will only exercise the option to renew for up to two separate but consecutive one-year periods, for a total of three years. For example, if an applicant held an agreement for the FY22 funding cycle, and it was renewed in FY23, the applicant could request a second option to renew for the FY24 funding cycle. If that

option was granted the applicant would not be eligible for an agreement renewal for the FY25 funding cycle.

Only those returning applicants that meet the following conditions are eligible to request the option to renew:

- The returning applicant's response to the FY24 Part 1 is deemed qualified.
- The returning applicant has had no significant changes in scope of funded activities from last submitted Part 2 response.
- The returning applicant has not ended the past two fiscal years in a significant deficit.
- The returning applicant was recommended for funding and successfully executed an agreement in FY23 (July 1, 2022- June 30, 2023). If the returning applicant's FY23 agreement is not executed and/or fulfilled, the returning applicant will not be eligible to receive an agreement renewal for FY24.
- The returning applicant has had no significant changes in operations since last submitted Part 2, including but not limited to: A) changes in the organization's mission; B) changes in the majority of the membership of the board of directors; or C) changes in financial status such that fulfilling the terms of the FY24 agreement, including the matching funds requirement, are at risk of not being met.
- The returning applicant acknowledges, understands, and accepts that any FY24 award amount will be calculated using the annual operating income submitted in response to the FY24 Part 1.
- The returning applicant acknowledges, understands, and accepts that their prior rank will carry over and be used as a factor to calculate the FY24 award amount.
- The returning applicant acknowledges, understands, and accepts that the FY24 award amount may not be the same as the FY23 award amount due to the variable factors in the award calculation.
- At the City's sole discretion, if the returning applicant's annual operating budget has fluctuated more than 20% from the previous fiscal year, the returning applicant may be required to submit a response to the FY24 Part 2 and go through the panel evaluation process.

**Submitting a Response to the Part 2:** Returning applicants may elect to submit a response to the FY24 Part 2 for panel evaluation. The rank given to the returning applicant's response to the FY24 Part 2 will be used to calculate the FY24 award amount. Returning applicants that elect to submit a response to the FY24 Part 2 are not guaranteed to receive the same rank as their prior-year rank.

Only those returning applicants that meet the following conditions are eligible to submit a response to the FY24 Part 2:

- The returning applicant's response to the FY24 Part 1 is deemed qualified.
- The returning applicant acknowledges, understands, and accepts that any FY24 award amount will be calculated using the annual operating income submitted in response to the FY24 Part 1.
- Returning applicants that elect to submit a response to the FY24 Part 2 are not guaranteed to receive the same rank as their prior-year rank.
- The returning applicant acknowledges, understands, and accepts that the rank given during the FY24 Part 2 evaluation will be used as a factor to calculate the FY24 award amount.
- The returning applicant acknowledges, understands, and accepts that the FY24 award amount may not be the same as the FY23 award amount due to the variable factors in the award calculation.



**Appendix 1**  
**Part 1 Tear Sheet**

**Fiscal Year 2024 Organizational Support Program (OSP)**

**SECTION 1: APPLICANT PROFILE**

1. Legal Name of Organization.
2. DBA Name of Organization, if applicable.
3. Address of Organization (please provide a street address, PO Box or mailboxes will not be accepted).
4. San Diego City Council District where organization is located. (To identify your organization's district search your organization headquarters address on [this map](#) and include the district it is part of). **SELECT ONE**
5. Organization's primary discipline. **SELECT ONE**
6. Organization's mission statement. **NARRATIVE: 500 CHARACTERS**
7. Which month and day does your organization's fiscal year end?
8. Are you a new applicant to the City's OSP funding category? (If you have applied in the past to a different City's arts and culture funding category, but are new to the OSP category, please select YES) **CHECKBOXES: YES, NO**
9. Workforce Report: Download the City's Equal Opportunity Contracting Workforce Report, complete pages 1 & 2, save and upload here. The Workforce Report can be found [here](#). (this data is for informational purposes only and will not be a factor in award eligibility.) **ATTACH PDF**
10. Contact Information:
  - Director of Organization First and Last Name
  - Director of Organization Title
  - Director of Organization Email
  - Director of Organization Phone

Should an award be granted contracts will be sent to the e-mail address provided above for the Director of the Organization for signature. Contact information of the primary person who will administer the agreement between your organization and the City should funding be awarded:

  - Primary Contact First and Last Name
  - Primary Contact Title
  - Primary Contact Email
  - Primary Contact Phone
  - Primary Contact Type (Employee, Contractor, Volunteer)
  - Primary Contact Brief Bio (please include qualifications and past experiences managing agreements)
11. Using your organization's statement of activities for its last completed fiscal year calculate your organization's Annual Operating Income (AOI) NOTE: If your organization is deemed qualified to receive a FY24 funding award, this AOI will be used as a factor to calculate the award. **INTERACTIVE CALCULATOR**

12. Provide the statement of activities for your organization's last completed fiscal year which you used to calculate your AOI in Question 11 above. [ATTACH PDF](#)

## SECTION 2: ELIGIBILITY SURVEY

1. Your organization must have tax-exempt nonprofit status under section 501(c)(3) or 501(c)(6) of the Internal Revenue Code at the time of application to be eligible for funding. Upload a copy of your IRS letter of determination. [ATTACH PDF](#)
2. Is your organization a nonprofit arts and culture organization with a mission statement clearly focused on the development, production, service, or presentation of arts and cultural activities and programming in the city of San Diego? [CHECKBOXES: YES, NO](#)
3. Can your organization produce proof that it has at least two full and consecutive years of operating with its own independent governing board (not under a fiscal sponsor)? [CHECKBOXES: YES, NO](#)
4. Is your organization headquartered in the city of San Diego and providing activities in the city of San Diego? [CHECKBOXES: YES, NO](#)
5. Submit evidence of headquarters location within city of San Diego limits. Accepted documents for proof of address include: utility or municipality bills that are in your organization's name (*bills for water, electricity, gas*), bank documents (*current account statements*), a signed copy of a lease/rental agreement, an official tax document, a telephone account for a physical landline. [ATTACH PDF](#)
6. With which of the TOT funding purposes does your organization align? To enhance the economy and strengthen the arts, cultural, and creative sectors; to contribute to San Diego's national and international reputation as a creative, cultural destination; to provide access to excellence in culture and the arts for residents and visitors; to enrich the lives of the people of San Diego; and to build healthy, vital neighborhoods? [CHECKBOXES: SELECT ALL THAT APPLY](#)
7. Understanding that your organization may only receive TOT funding through one funding category, has/will your organization applied/apply for Fiscal Year 2024 TOT funding through any of the following: Creative Communities San Diego (CCSD) or Economic Development (ED) TOT support? [CHECKBOXES: YES-CCSD, YES-ED, NO](#)
8. Is your organization seeking funding for any of the following?
  - Inherently religious activities: worship, instruction, or proselytization.
  - Lobbying, including activities in lobbying, including activities intended to influence the outcome of elections or influence government officials regarding pending legislation, either directly or through specific lobbying appeals to the public.
  - Voter registration drives and related activities.
  - Re-granting.
  - Tuition for academic study.
  - Capital outlay for construction, purchase, or improvement of facilities (including artwork installation on City property), or capital outlay for purchase of equipment.
  - Contests and competitions including gifts, prizes, and awards.
  - Travel, lodging, and transportation costs.
  - Food, alcohol, or beverages for hospitality or entertainment functions.
  - Projects where fundraising is the primary purpose of the project.

- Contributions and donations to other individuals or entities.
- Cash reserves and endowments.
- Fines and penalties, accumulated deficits, and debt reductions.

CHECKBOXES: YES, NO

9. Is your organization seeking funding for activities that would not be open to the public?  
CHECKBOXES: YES, NO
10. Is your organization an elementary or secondary school, school district, college, university, other government entity, social service, or non-arts and culture nonprofit?  
CHECKBOXES: YES, NO
11. Does your organization have outstanding financial obligations or debts of any kind to the City?  
CHECKBOXES: YES, NO

### SECTION 3: ADMINISTRATIVE CAPACITY & GOVERNANCE PRACTICES

1. Provide an organizational chart showing names and titles of your organization's staff. Gender and race/ethnicity information is requested but optional. [ATTACH PDF](#)
2. Does your organization have a diversity, equity, and inclusion statement or policy?  
CHECKBOXES: YES, NO
3. Provide a list with names, titles, and brief biographies of each board member of your organization. Gender and race/ethnicity information is requested, but optional. [ATTACH PDF](#)
4. How often does the board of your organization formally meet to conduct the business of the organization?  
CHECKBOXES: MONTHLY, BI-MONTHLY, QUARTERLY, ANNUALLY
5. Does the board of your organization approve annual budgets for the organization?  
CHECKBOXES: YES, NO
6. Are compensation arrangements for officers, directors, trustees, and key employees approved by the board?  
CHECKBOXES: YES, NO, NOT APPLICABLE- NO COMPENSATION PROVIDED/OUR ORGANIZATION HAS NO PAID EMPLOYEES
7. Does the board of your organization conduct an annual performance evaluation of the organization's top executive?  
CHECKBOXES: YES, NO, NOT APPLICABLE-OUR ORGANIZATION HAS NO PAID EMPLOYEES
8. How often is the board provided with financial statements that include budgeted vs. actual revenues and expenses?  
CHECKBOXES: MONTHLY, BI-MONTHLY, QUARTERLY, ANNUALLY
9. Can your organization provide proof of having a conflict of interest policy that: 1) is signed annually by officers, directors, trustees, and key employees; and 2) has specific language to prevent self-dealing?  
CHECKBOXES: YES, NO
10. Does your organization require officers, directors, trustees, and key employees to sign a conflict of interest disclosure annually?  
CHECKBOXES: YES, NO

### SECTION 4: FINANCIAL MANAGEMENT

1. Provide your organization's current board-approved annual operating budget which shows the projected revenue and expenses for your organization's current fiscal year.  
[ATTACH PDF](#)

2. Attach your organization's balance sheet and a profit and loss statement or complete financial statements for your organization's last two completed fiscal years (all in one PDF). If available, submit the audited version of these documents. If you do not have these documents, please use the template provided by the City. This template is titled "Financial Statement Template" and is located here: <https://www.sandiego.gov/arts-culture/funding/ospapplying> under "Resources" – "Key Terms and Templates" dropdown. [ATTACH PDF](#)
3. Using your organization's fiscal year-end financial documentation attached above, complete a two-year budget snapshot table. Provide revenue and expense amounts. [BUDGET SNAPSHOT TABLE](#)
4. Discuss the fiscal health of your organization. In addition, you must explain: 1) any changes of 20% or more in either your income or expenses from one year to the next, and plans for reducing any deficit (include the factors that contributed to the deficit and its amount and plans for funding any cash shortfalls (e.g., board designated reserves, line of credit, etc.) [NARRATIVE: 1000 CHARACTERS](#)
5. Provide any other relevant details to give an accurate picture of your organization's financial position. You may also use this space to discuss how the COVID-19 pandemic may have affected your organization's budget. [NARRATIVE: 1000 CHARACTERS](#)

## **SECTION 5: PAST PERFORMANCE ON CITY AGREEMENTS**

Responses in this section will be provided by City staff using data collected from past performance on City agreements from FY21 forward.

1. Organization submitted late agreement kit in FY21 and/or FY22 and/or FY23.
2. Organization did not perform the agreed upon scope of funded activities in FY22.
3. Organization withdrew from contracting after award allocation in FY21 and/or FY22.
4. Organization did not claim full award amount in FY22.
5. Organization submitted late or incomplete final performance report in FY21 and/or FY22.
6. Organization did not submit the final performance report in FY21 and/or FY22.
7. City terminated agreement with organization for cause in FY21 and/or FY22 and/or FY23.

## **SECTION 6: CONDITIONS FOR SUBMISSION**

WITH THE SUBMISSION OF A RESPONSE TO THIS PART1/PART2, THE ORGANIZATION ACKNOWLEDGES, UNDERSTANDS, AND ACCEPTS THE FOLLOWING CONDITIONS:

1. The City reserves the right to reject, in whole or in part, any responses to this Part 1/Part 2, to not accept a proposal recommended by any of the Commission advisory panels or the Commission, to initiate an alternate process, to reissue this Part 1/Part 2, and/or cancel this Part1/Part2, in whole or in part, at any time without prior notice and makes no representation that any agreement will be awarded to any applicant. Additionally, the City expressly reserves the right to postpone opening responses to this Part 1/Part 2 for its own convenience, and/or to waive minor informalities or irregularities in the responses received.



2. The City reserves the right to revise this Part 1/Part 2 by addendum. The City is bound only by what is expressly stated in this Part 1/Part 2 and any authorized written addenda thereto. Addenda will be posted on the City's website at [www.sandiego.gov/arts-culture/funding](http://www.sandiego.gov/arts-culture/funding). It is the applicant's responsibility to check the website up to the final submission date for any possible addenda.
3. The City accepts no financial responsibility for any costs incurred by applicants. The City is not responsible for the loss or damage of any materials submitted.
4. The submission of a response to this Part 1/Part 2 does not guarantee funding.
5. The applicant is solely responsible for responding to any required or optional updates related to this Part 1/Part 2 or related to the award that is a result of this process.
6. Funds awarded to an applicant may be paid in advance of activities and on a reimbursement basis pursuant to awarded agreement. Eligible expenses must be incurred by an applicant during the FY24 period of performance between July 1, 2023, and June 30, 2024, for the City to advance and reimburse pursuant to an awarded agreement.
7. Any applicant awarded OSP funding is required to provide a \$1 cash match for every \$1 awarded. The minimum award amount is \$5,000. Match income must be received by the applicant during the period of performance (between July 1, 2023, and June 30, 2024).
8. Each applicant awarded funding must receive an executed agreement from the City before any funds are released. It can take a minimum of 5 months from July 1 for the City to provide an executed agreement, dependent on the awardee's expediency in submitting required documentation and information and the City's contracting review process.
9. Each applicant awarded funding is required to comply with all required state and federal registrations including, but not limited to, California Attorney General Registrar of Charitable Trusts, California Secretary of State Business Registry, and evidence of non-debarment via The System for Award Management (SAM). All registrations must be current during the period of performance.
10. An applicant receiving funding of \$10,000 or more must submit required financial disclosure documentation evidencing the financial status of the organization's last completed fiscal year with final performance report pursuant to an awarded agreement.
11. An applicant receiving funding equaling \$75,000 or more must also submit the following: applicants with an operating budget under \$2 million must submit a financial review of the organization's most recently completed fiscal year conducted by an independent certified public accountant within 150 days of the end of that fiscal year; applicants with an operating budget of \$2 million or more must submit audited financial statements of the organization's most recently completed fiscal year conducted by an independent certified public accountant within 150 days of the end of that fiscal year.
12. An applicant receiving funding in the amount of \$500,000 or more, when that funding represents more than 10% of the organization's annual budget, must also submit salary and wage ranges for each of its job classifications, including actual executive salaries and benefits packages.
13. Each applicant awarded funding is required to deliver a progress report, and a final performance report pursuant to awarded agreement in a format requested by City staff.

14. The applicant acknowledges that information submitted as part of their application for this opportunity may be disclosed to the public pursuant to a request under the California Public Records Act.
15. City funds may NOT be used for:
  - Inherently religious activities: worship, instruction, or proselytization.
  - Lobbying, including activities in lobbying, including activities intended to influence the outcome of elections or influence government officials regarding pending legislation, either directly or through specific lobbying appeals to the public.
  - Voter registration drives and related activities.
  - Re-granting.
  - Tuition for academic study.
  - Capital outlay for construction, purchase, or improvement of facilities (including artwork installation on City property), or capital outlay for purchase of equipment.
  - Contests and competitions including gifts, prizes, and awards.
  - Travel, lodging, and transportation costs.
  - Food, alcohol, or beverages for hospitality or entertainment functions.
  - Projects where fundraising is the primary purpose of the project.
  - Contributions and donations to other individuals or entities.
  - Cash reserves and endowments.
  - Fines and penalties, accumulated deficits, and debt reductions.
16. City funds will not be provided to any applicant or activities that discriminate against any person on the basis of race, gender, gender expression, gender identity, religion, national origin, ethnicity, sexual orientation, age, or disability.
17. The applicant applying is solely responsible for the accuracy and truth of the information they submit to the City. Any applicant found to have 1) provided false information to the City, or 2) submitted more than one application for TOT funds in a single fiscal year may, at any point, be immediately disqualified from receiving funding. [CHECKBOXES: I ACCEPT THESE CONDITIONS, I DO NOT ACCEPT THESE CONDITIONS](#)

## **SECTION 7: OPTION TO RENEW FOR RETURNING APPLICANTS**

An applicant that has been awarded a Fiscal Year 2023 agreement or agreement renewal, is seeking a Fiscal Year 2024 agreement and meets eligibility requirements is considered a “returning applicant.” All applicants, returning and new, must submit a response to the FY24 Part 1. A returning applicant whose response to the Part 1 is deemed qualified may be eligible to select either the option to renew its agreement, or the option to submit a response to the Part 2.

1. If your organization’s response to the Part 1 is deemed qualified, which one option does your organization prefer? [CHECKBOXES: THE ORGANIZATION IS NOT A RETURNING APPLICANT, THE ORGANIZATION REQUESTS THE OPTION TO RENEW, THE ORGANIZATION PREFERS TO SUBMIT A RESPONSE TO THE PART 2](#)
2. In the last two fiscal years, has your organization ended in a deficit? Organizations who have ended the last two fiscal years with a deficit may not be eligible to exercise the option to renew. [CHECKBOXES: YES, NO](#)

3. Does your organization's current budget show a 20% variance or higher from its previous fiscal year's budget? If yes, at the City's sole discretion the returning applicant may be required to submit a response to the FY24 Part 2 and go through the panel evaluation process. **CHECKBOXES: YES, NO- If yes, please explain. NARRATIVE 500 CHARACTERS**
4. Have there been significant changes to your scope of funded activities since your last submitted Part 2. If yes, please explain. (To answer this question, please review your scope of funded activities from your last executed full agreement, are you proposing to fulfill the scope of funded activities as is for FY24? If not, what will be different from the original scope?) **NARRATIVE 500 CHARACTERS**
5. The returning applicant was recommended for funding and successfully executed an agreement in FY23 (July 1, 2022- June 30, 2023). (If the returning applicant's FY23 agreement is not executed and/or fulfilled, the returning applicant will not be eligible to receive an agreement renewal for FY24) **CHECKBOXES: YES, NO**
6. Have there been significant changes in your organization's operations since your last submitted Part 2, including but not limited to: A) changes in the organization's mission; B) changes in the majority of the membership of the board of directors; or C) changes in financial status such that fulfilling the terms of the FY24 agreement, including the matching fund requirement, are at risk of not being met? **YES or NO- If yes, please explain. NARRATIVE 500 CHARACTERS**
7. The returning applicant acknowledges, understands, and accepts:
  - that any FY24 award amount will be calculated using the annual operating income submitted in response to the FY24 Part 1
  - that their prior rank will carry over and be used as a factor to calculate the FY24 award amount
  - that the FY24 award amount may not be the same as the FY23 award amount due to the variable factors in the award calculation

**CHECKBOXES: I ACCEPT THESE CONDITIONS; I DO NOT ACCEPT THESE CONDITIONS**

**FISCAL YEAR 2024 OSP  
PART 1  
SCORING SHEET**

<b>FISCAL YEAR 2024 ORGANIZATIONAL SUPPORT PROGRAM (OSP)</b>		
<b>PART 1 APPLICATION QUESTION</b>	<b>GRADING</b>	<b>RATIONALE</b>
<b>PART 1, SECTION 1: APPLICANT PROFILE</b>		
1. Is the entire section complete?	Yes = Qualified No = Not Qualified	
<b>PART 1, SECTION 2: ELIGIBILITY SURVEY</b>		
1. Your organization must have tax-exempt nonprofit status under section 501(c)(3) or 501(c)(6) of the Internal Revenue Code at the time of application to be eligible for funding. Upload a copy of your IRS letter of determination.	Attached = Qualified Not Attached = Not Qualified	Required by Council Policy 100-03
2. Is your organization a nonprofit, tax-exempt arts and culture organization with a mission statement clearly focused on the development, production, service, or presentation of arts and cultural activities and programming in the city of San Diego?	Yes = Qualified No = Not Qualified	Required by Council Policy 100-03
3. Can your organization produce proof that it has at least two full and consecutive years of operating with its own independent governing board (not under a fiscal sponsor)?	Yes = Qualified No = Not Qualified	Required by Council Policy 100-03
4. Is your organization headquartered in the city of San Diego and providing activities in the city of San Diego?	Yes = Qualified No = Not Qualified	Required by Council Policy 100-03
5. Submit evidence of headquarters location within City limits. Accepted documents for proof of address include: utility or municipality bills that are in your organization's name ( <i>bills for water, electricity, gas</i> ), bank documents ( <i>current account statements</i> ), a signed copy of a lease/rental agreement, an official tax document, a telephone account for a physical landline.	Attached = Qualified Not Attached = Not Qualified	Required by Council Policy 100-03
6. With which of the TOT funding purposes does your organization align? To enhance the economy and strengthen the arts, cultural, and creative sectors; to contribute to San Diego's national and international reputation as a creative, cultural destination; to provide access to excellence in culture and the arts for residents and visitors; to enrich the lives of the people of San Diego; and to build healthy, vital neighborhoods; none of the above.	Checked at least one = Qualified None of the above = Not Qualified	Required by Council Policy 100-03
7. Understanding that your organization may only receive TOT funding through one funding category, has/will your organization applied/apply for Fiscal Year 2024 TOT funding through any of the following: Creative Communities San Diego (CCSD) or Economic Development (ED) TOT support?	Yes = Not Qualified No = Qualified	Required by Council Policy 100-03
8. Is your organization seeking funding any of the following? <ul style="list-style-type: none"> <li>• Inherently religious activities: worship, instruction, or proselytization. Lobbying, including activities in lobbying, including activities intended to influence the outcome of elections or influence government officials regarding pending legislation, either directly or through specific lobbying appeals to the public.</li> <li>• Voter registration drives and related activities.</li> <li>• Re-granting.</li> <li>• Tuition for academic study.</li> <li>• Capital outlay for construction, purchase, or improvement of facilities (including artwork installation on City property), or capital outlay for purchase of equipment.</li> <li>• Contests and competitions including gifts, prizes, and awards.</li> <li>• Travel, lodging, and transportation costs.</li> <li>• Food, alcohol, or beverages for hospitality or entertainment functions.</li> <li>• Projects where fundraising is the primary purpose of the project.</li> <li>• Contributions and donations to other individuals or entities.</li> <li>• Cash reserves and endowments.</li> <li>• Fines and penalties, accumulated deficits, and debt reductions.</li> </ul>	Yes = Not Qualified No = Qualified	Required by Council Policy 100-03



**FISCAL YEAR 2024 OSP  
PART 1  
SCORING SHEET**

<b>FISCAL YEAR 2024 ORGANIZATIONAL SUPPORT PROGRAM (OSP)</b>		
<b>PART 1 APPLICATION QUESTION</b>	<b>GRADING</b>	<b>RATIONALE</b>
9. Is your organization seeking funding for activities and programming that would not be open to the public?	Yes = Not Qualified No = Qualified	Required by Council Policy 100-03
10. Is your organization an elementary or secondary school, school district, college, university, other government entity, social service, or non-arts/cultural nonprofit?	Yes = Not Qualified No = Qualified	Required by Council Policy 100-03
11. Does your organization have outstanding financial obligations or debts of any kind to the City?	Yes = Not Qualified No = Qualified	Required by Council Policy 100-03
<b>PART 1, SECTION 3: ADMINISTRATIVE CAPACITY &amp; GOVERNANCE PRACTICES</b>		
1. Provide an organizational chart showing names and titles of your organization's staff. Gender and race/ethnicity information is requested but optional.	Attached = Qualified Not Attached = Not Qualified	Evidence of organizational structure and management systems in place.
2. Does your organization have a diversity, equity, and inclusion statement or policy?	This question must be answered but is not graded	
3. Provide a list with names, titles, and brief biographies of each board member of your organization. Gender and race/ethnicity information is requested but optional.	Attached = Qualified Not Attached = Not Qualified	Evidence of organizational structure and management systems in place.
4. How often does the board of your organization formally meet to conduct the business of the organization?	Monthly = Qualified Bi-Monthly = Qualified Quarterly = Qualified Annually = Not Qualified	To ensure good stewardship and public confidence in City agreements and to fulfill procurement requirements, a nonprofit board must meet at least quarterly.
5. Does the board of your organization approve annual budgets for the organization?	Yes = Qualified No = Not Qualified	Annual board approval of budgets is evidence of appropriate fiscal oversight and organizational accountability.
6. Are compensation arrangements for officers, directors, trustees, and key employees approved by the board?	Yes = Qualified N/A = Qualified No = Not Qualified	Ongoing evaluation of compensation arrangements supports proper stewardship of funds and organizational accountability.
7. Does the board of your organization conduct an annual performance evaluation of the organization's top executive?	Yes = Qualified N/A = Qualified No = Not Qualified	Ongoing evaluation of the organization's top executive on at least an annual basis promotes accountability.
8. How often is the board provided with financial statements that include budgeted vs. actual revenues and expenses?	Monthly = Qualified Bi-Monthly = Qualified Quarterly = Qualified Annually = Not Qualified	To ensure good stewardship and public confidence in City agreements, nonprofit boards provide ongoing oversight of finances on at least a quarterly basis.
9. Can your organization provide proof of having a conflict of interest policy that is 1) signed annually by officers, directors, trustees, and key employees and 2) has specific language to prevent self-dealing?	Yes = Qualified No = Not Qualified	To ensure good stewardship and public confidence in City agreements, conflict of interest policy is designed to prevent self-dealing and corruption.
10. Does your organization require officers, directors, trustees, and key employees to sign a conflict of interest disclosure annually?	Yes = Qualified No = Not Qualified	To ensure stewardship and public confidence in City agreements, conflict of interest policy is designed to prevent self-dealing and corruption. Proof can be provided in documents such as board minutes, conflict of interest disclosure forms, or other official documents.

**FISCAL YEAR 2024 OSP  
PART 1  
SCORING SHEET**

<b>FISCAL YEAR 2024 ORGANIZATIONAL SUPPORT PROGRAM (OSP)</b>		
<b>PART 1 APPLICATION QUESTION</b>	<b>GRADING</b>	<b>RATIONALE</b>
<b>PART 1, SECTION 4: FINANCIAL MANAGEMENT</b>		
1. Provide your organization's current board-approved annual operating budget which shows the projected revenue and expenses for your organization's current fiscal year.	Attached = Qualified Not Attached = Not Qualified	Board-approved budgets demonstrate oversight in planning and monitoring the organization's income and expenditures.
2. Attach your organization's balance sheet and a profit and loss statement or complete financial statements for your organization's last two completed fiscal years (all in one PDF). If available, submit the audited version of these documents. If you do not have these documents, please use the template provided by the City, his template is titled "Financial Statement Template" and is located here: <a href="https://www.sandiego.gov/arts-culture/funding/ospapplying">https://www.sandiego.gov/arts-culture/funding/ospapplying</a> under "Resources" - "Key Terms and Templates" dropdown.	Attached = Qualified Not Attached = Not Qualified	Required to confirm accuracy of budget snapshot.
3. Using your organization's fiscal year-end financial statements attached above, complete a two-year budget snapshot table. Provide total annual revenue and total annual expense amounts.	Complete and correct = Qualified Not complete and/or incorrect = Not Qualified	To ensure good stewardship and public confidence in City agreements, fiscal health demonstrates that an organization can operate activities under an advance and reimbursement- based agreement.
4. Discuss the fiscal health of your organization. In addition, you must explain: 1) any changes of 20% or more in either your income or expenses from one year to the next, and plans for reducing any deficit (include the factors that contributed to the deficit and its amount and plans for funding any cash shortfalls (e.g., board designated reserves, bank line of credit, etc.).	Strong = Qualified Basic = Qualified Weak = Not Qualified N/A = Qualified	To ensure good stewardship and public confidence in City agreements, fiscal health demonstrates that an organization can operate activities under an advance and reimbursement-based contract. Organizations with 20% positive or negative variance in their income or expenses from one year to the next should provide reasoning behind change. Organizations should be able to provide feasible plans for covering unexpected shortfalls and proof, if requested.
5. Provide any other relevant details to give an accurate picture of your organization's financial position. You may also use this space to discuss how the COVID-19 pandemic may have affected your organization's budget.	Answers to this question are not graded	
<b>PART 1, SECTION 5: PAST PERFORMANCE ON CITY AGREEMENTS</b>		
<b>Responses in this section will be provided by City arts and culture staff using data collected from past performance on City agreements from FY21 forward.</b>		
1. Organization submitted late agreement kit in FY21 and/or FY22 and/or FY23.	YES or NO	To ensure appropriate use of City resources, organizations must demonstrate accountability.
2. Organization did not perform the agreed upon scope of funded activities in FY22.	YES or NO	To ensure appropriate use of City resources, organizations must demonstrate accountability.
3. Organization withdrew from contracting after award allocation in FY21 and/or FY22.	YES or NO	To ensure appropriate use of City resources, organizations must demonstrate accountability.
4. Organization did not claim full award amount in FY22.	YES or NO	To ensure appropriate use of City resources, organizations must demonstrate accountability.
5. Organization submitted late or incomplete final performance report in FY21 and/or FY22.	YES or NO	To ensure appropriate use of City resources, organizations must demonstrate accountability.
6. Organization did not submit final performance report in FY21 and/or FY22.	YES or NO	To ensure appropriate use of City resources, organizations must demonstrate accountability.
7. City terminated the agreement with the organization for cause in FY21 and/or FY22 and/or FY23.	YES or NO	To ensure appropriate use of City resources, organizations must demonstrate accountability.
	In the City's sole discretion, organizations with multiple deficiencies may not be qualified.	
<b>PART 1, SECTION 6: CONDITIONS FOR SUBMISSION</b>		
1. Is the applicant accepting the conditions?	Yes = Qualified No = Not Qualified	

**FISCAL YEAR 2024 OSP  
PART 1  
SCORING SHEET**

FISCAL YEAR 2024 ORGANIZATIONAL SUPPORT PROGRAM (OSP)			
PART 1 APPLICATION QUESTION		GRADING	RATIONALE
<b>PART 1, SECTION 7: OPTION TO RENEW FOR RETURNING APPLICANTS</b>			
	1. A returning applicant whose Part 1 is deemed qualified may be eligible to select either the option to renew its contract or the option to submit a response to the Part 2. If your organization's response to the Part 1 is deemed qualified, which one option does your organization prefer?	This question must be answered but is not graded	
	2. In the last two fiscal years, has your organization ended in a deficit? Organizations who have ended the last two fiscal years with a deficit may not be eligible to exercise the option to renew.	Organizations who have ended the last two fiscal years with a deficit may not be eligible to exercise the option to renew.	
	3. Does your organization's current budget show a 20% variance or higher from its previous fiscal year's budget?	Organizations who show a 20% variance or higher from its previous fiscal year's budget may be required to submit a response to the FY24 Part 2 and go through the panel evaluation process.	
	4. Have there been significant changes to your scope of funded activities since your last submitted Part 2. If yes, please explain. (To answer this question, please review your scope of funded activities from your last executed full agreement, are you proposing to fulfill the scope of funded activities as is for FY24? If not, what will be different from the original scope?)	Organizations with significant changes may not be eligible to exercise the option to renew.	
	5. The returning applicant was recommended for funding and successfully executed an agreement in FY23 (July 1, 2022- June 30, 2023). (If the returning applicant's FY23 agreement is not executed and/or fulfilled, the returning applicant will not be eligible to receive an agreement renewal for FY24)	Yes = Qualified No = Not Qualified	
	6. Have there been significant changes in your organization's operations since your last submitted Part 2, such as: A) changes in the organization's mission; B) changes in the majority of the membership of the board of directors; or C) changes in financial status such that fulfilling the terms of the FY24 agreement, including the matching fund requirement are at risk of not being met?	Organizations with significant changes may not be eligible to exercise the option to renew.	
	7. The returning applicant acknowledges, understands, and accepts: • that any FY24 award amount will be calculated using the annual operating income submitted in response to the FY24 Part 1 • that their prior rank will carry over and be used as a factor to calculate the FY24 award amount • that the FY24 award amount may not be the same as the FY23 award amount due to the variable factors in the award calculation	Conditions accepted = Qualified Conditions not accepted = Not Qualified	

## Appendix 3

### Part 2 Tear Sheet

#### Fiscal Year 2024 Organizational Support Program (OSP)

##### SECTION 1: APPLICANT PROFILE

1. Legal Name of Organization
2. DBA Name of Organization, if applicable
3. Organization's mission statement. [NARRATIVE: 500 CHARACTERS](#)
4. Organization's current board-approved annual operating budget and three-year budget snapshot provided in Part 1 that will be provided to panelists [TRANSFER FROM PART 1](#)

##### SECTION 2: ACTIVITIES

1. What are the primary activities that your organization plans to conduct between July 1, 2023 and June 30, 2024? Include information about where the activities occur, how often, what the activities entail, how many people are served/engaged and how they are engaged. [NARRATIVE: 2000 CHARACTERS](#)
2. Explain how your organization operates to fulfill a mission that aligns with the purpose of TOT funding. Clearly specify with which City goals your activities align. (Goal 1: To enhance the economy and strengthen the arts, cultural, and creative sectors; Goal 2: to contribute to San Diego's national and international reputation as a creative, cultural destination; Goal 3: to provide access to excellence in culture and the arts for residents and visitors; Goal 4: to enrich the lives of the people of San Diego; and Goal 5: to build healthy, vital neighborhoods). [CHECK BOX – SELECT ALL THAT APPLY + NARRATIVE: 2000 CHARACTERS](#)
3. Provide a minimum of three and a maximum of five substantive work samples that are representative of the activities your organization produces, including but not limited to artistic work, programmatic documents, collateral, images, or audio/video clips. It is up to you to determine the samples that are most relevant to and best support this Organizational Support Program funding opportunity. Consider the format most appropriate to the artist medium or discipline of your organization. [ATTACH MULTI-MEDIA FILES](#)

##### SECTION 3: COMMUNITY ENGAGEMENT

1. Describe the core community/audience for your organization's activities in terms of geography, council district(s), age, cultural and economic characteristics, as applicable. Address if and how your activities engage the following: artists, neighborhoods, volunteers, spectators/public. If your organization is a service organization whose primary mission is to provide services to artists, arts and culture organizations, or other groups please address the groups served. [NARRATIVE: 2000 CHARACTERS](#)
2. How is the core community/audience involved in the design of the activities? How does your organization know activities are relevant to this core community/audience? What are the impacts of these activities? Provide quantitative and qualitative data to show the impact of your organization's activities. If your organization is a service organization whose primary mission is to provide services to artists, arts and culture organizations, or other groups please address the impact of your direct services to both your core audience as well as the benefit to the public. [NARRATIVE: 2000 CHARACTERS](#)

3. OSP funds are meant to support San Diego arts and culture. If your activities contain virtual components, how will you engage the core community/audience described above? What tools will you use to track engagement? How will you track the success of your activities? [NARRATIVE: 2000 CHARACTERS](#)

#### **SECTION 4: PROGRAMMING CAPACITY**

1. What is your organization's experience with producing activities of similar scale and complexity? [NARRATIVE: 2000 CHARACTERS](#)
2. What are the resources, including potential partners, your organization will access to operate the activities (e.g., artist housing, rehearsal space, etc.)? [NARRATIVE: 2000 CHARACTERS](#)
3. Provide the name, title, applicable education, experience, and other qualifications of each key person responsible for designing and producing the activities. How does each key person contribute to the impact of your activities? (Include up to five people, such as designers, producers, program managers, implementers, etc.) [NARRATIVE: 2000 CHARACTERS](#)
4. If your organization is using virtual platforms to conduct activities and engage audiences, what experience does your organization have in virtual programming? What platforms will you use and how? How do you plan on integrating virtual efforts into your in-person activities? [NARRATIVE: 1500 CHARACTERS](#)

#### **SECTION 5: DIVERSITY, EQUITY, INCLUSION, AND ACCESSIBILITY**

1. The City is responsible for ensuring that public funds benefit San Diegans of diverse cultures, ethnicities, incomes, abilities, genders, ages, orientations, and neighborhoods. How does your organization and its activities contribute to diversity, equity, accessibility, and inclusivity? [NARRATIVE: 2000 CHARACTERS](#)
2. How does your organization and its activities decrease disparities and/or advance equitable outcomes for underserved/distinct communities or groups in the city of San Diego? [NARRATIVE: 1500 CHARACTERS](#)
3. How does your organization's staff and board reflect the core community/audience you identified in Section 3? How does your organization evaluate the effectiveness of these efforts? Please use quantitative and qualitative data to answer this question. [NARRATIVE: 2000 CHARACTER](#)
4. What efforts has your organization made to create an inclusive workplace for its staff, contractors, and volunteers? What efforts has your organization undertaken in the past two years and/or is currently undertaking to diversify its board, staff, volunteers, and audiences? [NARRATIVE: 1500 CHARACTERS](#)

#### **SECTION 6: ACHIEVEMENT IN EMPHASIS AREAS**

Select and describe one area of emphasis where your organization has made an achievement. (Select and address only ONE)

Option 1: Provide evidence that your organization has received national or international recognition in the past three years. [NARRATIVE: 1500 CHARACTERS + ATTACH OPTIONAL PDF](#)

Option 2: Provide evidence that your organization has made investment in San Diego's professional artists. [NARRATIVE: 1500 CHARACTERS + ATTACH OPTIONAL PDF](#)

Option 3: Provide evidence that your organization has made investment in activities in the [San Diego Promise Zone](#) or in [San Diego Community\(ies\) of Concern](#). (Community of Concern means a census tract that has been identified as having very low or low access to opportunity as identified in the San Diego Climate Equity Index). [NARRATIVE: 1500 CHARACTERS + ATTACH OPTIONAL PDF](#)

Option 4: Provide evidence that your organization has generated overnight hotel stays in the city of San Diego in the past three years. [NARRATIVE: 1500 CHARACTERS + ATTACH OPTIONAL PDF](#)

Option 5: Provide evidence that your organization has improved its impact through collaboration to help build healthy, vital neighborhoods within the City of San Diego. [NARRATIVE: 1500 CHARACTERS + ATTACH OPTIONAL PDF](#)



FISCAL YEAR 2024 ORGANIZATIONAL SUPPORT PROGRAM (OSP)			
PART 2 APPLICATION QUESTION	EVALUATION CRITERIA FOR APPLICATION SECTION	QUALITIES OF A STRONG APPLICATION	SCORING
<b>PART 2, SECTION 1: APPLICANT PROFILE</b>			
1. Is the entire section complete?			
<b>PART 2, SECTION 2: ACTIVITIES</b>			
	<ul style="list-style-type: none"> <li>• Degree to which all aspects of the organization's activities are outlined</li> <li>• Degree to which the organization's activities achieve at least one City goal</li> </ul>	<ul style="list-style-type: none"> <li>• Activities are clearly described</li> <li>• Activities impact is clearly linked to at least one City goal with quantitative and qualitative data</li> </ul>	Very Aligned = 4 points Aligned = 3 points Not Aligned = 2 points Unresponsive = 1 point
1. What are the primary activities that your organization plans to conduct between July 1, 2023 and June 30, 2024? Include information about where the activities occur, how often, what the activities entail, how many people are served/engaged and how they are engaged.			
2. How do your organization operates to fulfill a mission that aligns with the purpose of TOT funding? Clearly specify with which City goals your activities align (Goal 1: To enhance the economy and strengthen the arts, cultural, and creative sectors; Goal 2: to contribute to San Diego's national and international reputation as a creative, cultural destination; Goal 3: to provide access to excellence in culture and the arts for residents and visitors; Goal 4: to enrich the lives of the people of San Diego; and Goal 5: to build healthy, vital neighborhoods).			
3. Provide a minimum of three and a maximum of five substantive work samples that are representative of the activities your organization produces, including but not limited to artistic work, programmatic documents, collateral, images or audio/visual clips. It is up to you to determine the samples that are most relevant to and best support this Organizational Support Program funding opportunity. Consider the format most appropriate to the artist medium or discipline of your organization.			
<b>PART 2, SECTION 3: COMMUNITY ENGAGEMENT</b>			
	<ul style="list-style-type: none"> <li>• Degree to which the organization thoughtfully and intentionally identifies its core community/audience</li> <li>• Degree to which the organization provides evidence that the activities are relevant and impactful to its core community/audience</li> <li>• If applicable, degree to which the organization provides evidence that the virtual components of the activities benefit and engage their intended San Diego audience.</li> </ul>	<ul style="list-style-type: none"> <li>• Evidence is provided to show that the organization understands its core community/audience</li> <li>• Evidence is provided to show how activities connect and are relevant to core community/audience</li> <li>• Evidence is provided to show that the activities have a positive impact for the core community/audience</li> <li>• If applicable, evidence is provided to show that the virtual components of the activities benefit and engage their intended San Diego audience.</li> </ul>	Very Aligned = 4 points Aligned = 3 points Not Aligned = 2 points Unresponsive = 1 point
1. Describe the core community/audience for your organization's activities in terms of geography, council district(s), age, cultural and economic characteristics, as applicable. Address if and how your activities engage the following: artists, neighborhoods, volunteers, spectators/public. If your organization is a service organization whose primary mission is to provide services to artists, arts and culture organizations, or other groups please address the groups served.			
2. How is the core community/audience involved in the design of the activities? How does your organization know the activities are relevant to this core community/audience? What are the impacts of these activities? Provide quantitative and qualitative data to show the impact of your organization's activities. If your organization is a service organization whose primary mission is to provide services to artists, arts and culture organizations, or other groups please address the impact of your direct services to both your core audience as well as the benefit to the public.			

FISCAL YEAR 2024 ORGANIZATIONAL SUPPORT PROGRAM (OSP)				
PART 2 APPLICATION QUESTION		EVALUATION CRITERIA FOR APPLICATION SECTION	QUALITIES OF A STRONG APPLICATION	SCORING
	3. OSP funds are meant to support San Diego arts and culture. If your activities contain virtual components, how will you engage the core community/audience described above? What tools will you use to track engagement? How will you track the success of your activities?			
<b>PART 2, SECTION 4: PROGRAMMING CAPACITY</b>	Degree to which the organization provides evidence that its qualifications and resources match the scale and complexity of the activities	• Degree to which organization provides evidence that its qualifications and resources match the scale and complexity of the activities	<ul style="list-style-type: none"> <li>• Evidence is provided to show that the organization has a successful track record of producing activities of similar scale and impact</li> <li>• Evidence is provided to show that the organization has secured resources to secure the success of the activities</li> <li>• Evidence is provided to show how the qualifications of personnel result in program impacts</li> <li>• Evidence is provided to show that the organization has an understanding of and is working towards undertaking equity initiatives in its staff and board.</li> </ul> If applicable, evidence is provided to show that the organization has experience in producing virtual programming.	Very Aligned = 4 points Aligned = 3 points Not Aligned= 2 points Unresponsive = 1 point
	1. What is your organization's experience with producing activities of similar scale and complexity?			
	2. What are the resources, including potential partners, your organization will access to operate the activities (e.g., artist housing, rehearsal space, etc.)?			
	3. Provide the name, title, education, experience, and other qualifications of each key person responsible for designing and producing the activities. How does each key person contribute to the impact of your activities? (Include up to five people, such as designers, producers, program managers, implementers, etc.)			
	4. If your organization is using virtual platforms to conduct activities and engage audiences, what experience does your organization have in virtual programming? What platforms will you use and how? How do you plan on integrating virtual efforts into your in-person activities?			
<b>PART 2, SECTION 5: DIVERSITY, EQUITY, INCLUSION, AND ACCESSIBILITY</b>	• Degree to which the applicant provides evidence that its organization and activities contribute to diversity, equity, inclusivity, and accessibility	• Degree to which applicant provides evidence that its project contributes to diversity, equity, inclusion and accessibility	<ul style="list-style-type: none"> <li>• Evidence is provided to show that the activities contribute to diversity, equity, inclusion, and accessibility</li> <li>• Evidence is provided to show that the organization understands and is working towards undertaking equity initiatives in its staff and board.</li> </ul>	Very Aligned = 4 points Aligned = 3 points Not Aligned= 2 points Unresponsive = 1 point
	1. The City is responsible for ensuring that public funds benefit San Diegans of diverse cultures, ethnicities, incomes, abilities, genders, ages, orientations, and neighborhoods. How does your organization and its activities contribute to diversity, equity, accessibility, and inclusivity?			
	2. How does your organization and its activities decrease disparities and/or advance equitable outcomes for underserved/distinct communities or groups in the city of San Diego?			
	3. How does your organization's staff and board reflect the core community/audience you identified in Section 3? How does your organization evaluate the effectiveness of these efforts? Please use quantitative and qualitative data to answer this question.			

FISCAL YEAR 2024 OSP  
PART 2  
SCORING SHEET

FISCAL YEAR 2024 ORGANIZATIONAL SUPPORT PROGRAM (OSP)				
PART 2 APPLICATION QUESTION		EVALUATION CRITERIA FOR APPLICATION SECTION	QUALITIES OF A STRONG APPLICATION	SCORING
	4. What efforts has your organization made to create an inclusive workplace for its staff, contractors, and volunteers? What efforts has your organization undertaken in the past two years and/or is currently undertaking to diversify its board, staff, volunteers, and audiences?			
<b>PART 2, SECTION 6: ACHIEVEMENT IN EMPHASIS AREAS</b>		<ul style="list-style-type: none"> <li>• Degree to which the organization expresses a clear point of view and distinction about what are achievements in the selected emphasis area</li> <li>• Degree to which the organization provides evidence of intentional investment in San Diego's artists</li> <li>• Degree to which the organization provides evidence of intentional /sustained investment in the selected emphasis area</li> <li>• Degree to which the organization provides evidence of achievements</li> </ul>	<ul style="list-style-type: none"> <li>• Clear and persuasive description of what achievement means in the selected emphasis area</li> <li>• Quantitative evidence of intentional investment, sustained investment and achievements is provided</li> <li>• Qualitative and concrete evidence of intentional investment, sustained investment and demonstrated efforts is provided</li> <li>• Third-party validation of intentional investment, sustained investment and achievements is provided</li> </ul>	Very Aligned = 4 points Aligned = 3 points Not Aligned = 2 points Unresponsive = 1 point
	Option 1: Provide evidence that your organization has received national or international recognition in the past three years.			
	Option 2: Provide evidence that your organization has made investment in San Diego's professional artists.			
	Option 3: Provide evidence that your organization has made investment in activities in the San Diego Promise Zone or in San Diego Community(ies)of Concern.			
	Option 4: Provide evidence that your organization has generated overnight hotel stays in the city of San Diego in the past three years.			
	Option 5: Provide evidence that your organization has improved its impact through collaboration to help build healthy, vital neighborhoods within the city of San Diego.			

## Appendix 5

### Fiscal Year 2024 Application Calendar\*

#### **September 26, 2022**

Application guidelines and online Part 1 form published

#### **September 28 – October 29, 2022**

Virtual technical assistance workshops and webinars, How to Apply (Part 1) Office hours available with staff (via videoconferencing or telephone). More information is available under the “Resources” – “Part 1” dropdown here: <https://www.sandiego.gov/arts-culture/funding/ospapplying>.

#### **October 28, 2022, 3:00 p.m.**

Last day for questions regarding the Part 1

#### **October 30, 2022, 11:59 p.m.**

Part 1 submissions due

#### **October 31, 2022 – November 13, 2022**

Part 1 evaluated for eligibility and compliance with city guidelines

#### **Week of November 14, 2022**

Part 1 results announced

#### **November 28 – December 2, 2022**

5-day "Cure" period for applicants deemed "Not Qualified" due to missing or incomplete materials in the Part 1

#### **December 9, 2022**

Results of “Cure” period announced

#### **January 11, 2023**

Online Part 2 portal opens

#### **January 12 – February 2, 2023**

Virtual technical assistance workshop TBD (all dates posted on the City website and all successful Part 1 applicants will receive email notification)

Flexible office hours available with staff (via teleconferencing or telephone)

#### **February 7, 2023, 3:00 p.m.**

Last day for questions regarding the Part 2

#### **February 8, 2023, 11:59 p.m.**

Responses to the Part 2 due

**March 20 – March 24, 2023**

Panels review and recommend scores/ranks responses to the Part 2

**March 27, 2023**

Results announced to applicants

**March 27 – April 5, 2023**

Appeals period (10 days)

**April 14, 2023**

Commission's Policy & Funding Committee review of panel recommendations

**April 28, 2023**

Commission reviews Part 2 ranks recommended by Policy & Funding Committee and recommends for inclusion in FY24 proposed City budget

**June 30, 2023**

Final award amounts confirmed through City's appropriation ordinance

**July 1, 2023 – June 30, 2024**

FY24 period of performance

**July 1 – August 31, 2023**

FY24 agreements awarded, signed, and returned

**August 31, 2024**

Final reports due

\* All dates are approximate and subject to change. All times are Pacific Tim