

# FY23 Public Art Across Maryland (PAAM) Grants

**New Artworks &**

**Conservation**

**How to Apply Webinar**

Thursday, July 21, 2022, 12:00-1:00 PM

Liesel Fenner, Director of Public Art

Ryan Patterson, Public Art Project Manager

## Upcoming Public Art Professional Development

### “Making It Public” Administrator Workshop Series - FREE!

Zoom workshops will be led by Forecast Public Art

Thursdays: **Sept. 15, 22, 29, Oct 6, 13, 2022** 12:00-1:30 PM ET

For more info and [register by August 15: msac.org/programs/public-art](https://msac.org/programs/public-art)

---

Interested in serving as a **Public Art Grant Review Panelist?**

You can apply for a PAAM grant and serve as a panelist.

[Apply by Aug 15](https://marylandarts.smartsimple.com/) in SmartSimple: [marylandarts.smartsimple.com/](https://marylandarts.smartsimple.com/)

Select ‘Funding Opportunities’ then ‘Public Call’

## Agenda:

- What is Public Art?
- Project Grants-at-a-Glance
- New Artworks Grant Application
  - Q&A
- Conservation Grant Application
  - Q&A

***These slides and the recording will be posted on our website!***

# What is Public Art?

Accessible work of any kind that cares about, challenges, involves and consults the audience for or whom it is made, respecting community and environment.

*Lucy Lippard*

# Public art can be part of a series of multiple works by artists on several sites

## Art Interruptions

was a series that commissioned artists to create temporary artworks throughout public spaces in Seattle neighborhoods

### Untitled

Artist: **Chris Papa**



**Tweethouse**  
Artists: **Jennifer and Allan Kempson**



## Public art can serve a function and address an issue, such as the environment



### ***Dekumstruction***

Custom bike rack w/eco-roof that captures stormwater for plantings below – Portland, OR  
*Artists: **Buster Simpson & Peg Butler***

## ***Portland Acupuncture Project***

Artist: Adam Kuby

Portland, OR sought community input on the city's Master Plan process.

These temporary sculptural 'needles' designed by Kuby brought attention to problems needing attention, as well as assets, identified by residents throughout the city.





# Portland Acupuncture Project

(portland, oregon)

art & acupuncture for the city

[home](#) [needles](#) [locator map](#) [volunteer / donate](#) [contributors](#) [background](#) [the artist](#)

**OUTER SOUTHEAST (August 7 - )**  
 Last Updated by adam on Aug 13, 2010

**Point Name: PENDING PROMISES**  
**Meridian: Small Intestine**

Like much of East Portland, the Powellhurst-Gilbert neighborhood has been promised greater inclusion in the City of Portland and better services and infrastructure (such as sidewalks and crosswalks) that most neighborhoods take for granted. If the goal is equal opportunity for all Portlanders, then fulfilling these basic needs is a good place to start.

[Directions](#) [Search nearby](#) [Save to...](#) [more](#)



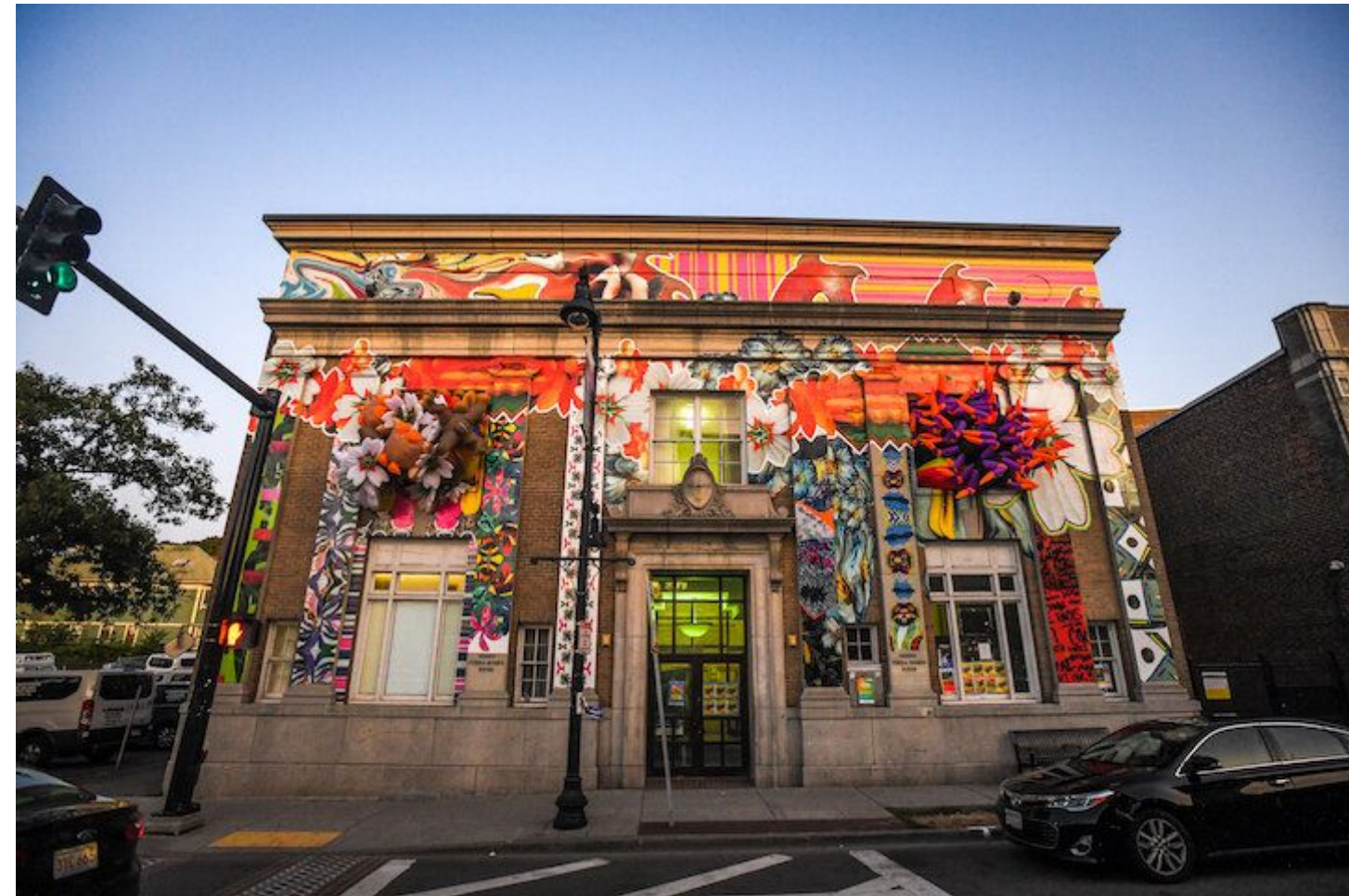




## A note about public art creation

1. Artists may create the artwork themselves

Artist **Simone Leigh** creating  
*Brick House* for the High Line, NYC



## A note about public art creation

1. Artists may create the artwork themselves.
2. Artists may lead and direct the overall vision, creating the artwork with the community

*Augment* led by artist **Nick Cave**

And artists L'Merchie Frazier, Barrington Edwards, Destiny Polk, Wilton Tejada, with community participation Upham's Corner, Boston. By Now + There



Metal Fabricator

## A note about public art creation

1. Artists may create the artwork themselves.
2. Artists may lead and direct the overall vision, creating the artwork with the community
3. Artists may **design the artwork** then **contract with a fabricator to create the work.**

This is an excellent process for artists to realize ideas, without being an expert in the material, nor having to purchase the tools necessary to create the artwork.

**MSAC has the funding...**

**You and your communities have the ideas and goals...**

**Let's make Public Art Across Maryland**

# MSAC Project Grants at-a-glance:

|                                       | Creativity Grant                     | New Artworks  |   | Conservation   |  |
|---------------------------------------|--------------------------------------|---|---|--|--|
|                                       | PROJECT                              | PLANNING  | PROJECT   | PLANNING   | PROJECT  |
| <b>This Grant supports:</b>           | Art project, event, or activity      | The process for planning and designing a new public art project | The creation, fabrication, installation, and celebration for a new public art project | The process of assessing the condition of, planning, and gaining approvals for conserving or relocating existing public art. | Conservation of existing public artworks. This may include the relocation of work for public display within the state. |
| <b>This Grant will support up to:</b> | <b>\$4,000</b>                       | <b>\$10,000</b>   | <b>\$50,000</b>   | <b>\$10,000</b>  | <b>\$50,000</b>  |
| <b>Who can apply for the grant?</b>   | Artists & Organizations              | Artists & Organizations   | Artists & Organizations   | Organizations  | Organizations  |
| <b>Application Deadlines?</b>         | <b>Monthly:<br/>5th of the month</b> | <b>October 24, 2022<br/>March 24, 2023</b>                      | <b>October 24, 2022<br/>March 24, 2023</b>  | <b>October 24, 2022<br/>March 24, 2023</b>   | <b>October 24, 2022<br/>March 24, 2023</b>   |

## New Artworks Grant Requirements:

Artwork must be **original** and **designed and fabricated for the PAAM program**

The program does not fund pre-existing artwork, copies, or editions.

Can be located in or on any **interior** or **exterior** space **accessible to the public**.

One grant can fund single projects or an initiative that included **multiple artists or artworks** such as a sculpture exhibition or trail, a festival, a geographically dispersed artwork, downtown public art plan...

## Who can apply?

### 1. Independent Artists:

- Lead artist applicant must be a Maryland resident
- The applicant may not be enrolled in any matriculated high school, undergraduate or graduate degree program

### 2. Organizations:

- 501(c)3 nonprofit organization incorporated in Maryland (an organization with an IRS-designated 501(c)3 status)
- Unit of government (a unit of government (town, city, county, state capacity) with the capacity to undertake an arts program)
- College/University (an established higher education institution in Maryland)
- School (a public or private school serving students in grades PreK-12)
- County Arts Councils
- Arts and Entertainment Districts

## Which New Artworks Grant do I apply for?

- Is the artist(s) selected?
- Is the location for the artwork selected?
- Is the artwork fully designed including drawing(s)?
- Is the community involved?
- Do you have permission to install the artwork?

Any 'no' answers?

Then apply for a [Planning Grant](#)



## New Artworks Planning Grant

You may apply for up to \$10,000 to support:

- Administrative fees related to community activities and/or selection of the artist
- Artist fees and/or honorariums for artwork design and proposal development\*
- Consultant fee(s) such as public art consultant, architect/landscape architect, digital graphics...
- Facility/equipment rentals for community meetings
- Application software fees for administering the artist selection process

*\*The intent of the planning grant is to support the time and labor of artist(s) creating the artwork design.*

## New Artworks Planning Grant Application

- Question 1: **Describe the Planning Process**

Provide a detailed description of the proposed public art planning process including community engagement activities. If the artist is to be selected, describe the artist selection process.

- Question 2: **Planning Timeline**

Provide a detailed timeline with dates for the planning process described above.

**Project Budget:** Use the template included in Smart Simple. Expenses can include:

- Administrative fees related to community activities and/or selection of the artist
- Artist fees and/or honorariums for artwork design and proposal development
- Facility/equipment rentals for community meetings
- Online application software fees
- Consultant fee(s)

# Sample New Artworks Planning Grant Budget Template

| EXPENSES   |                     |
|--|---------------------|
| ITEM DESCRIPTION   | TOTAL COST PER ITEM |
| Artists Fees: <i>(Design Fees, Semi-finalist Artist Honorariums ex. 3@\$800 ea...)</i>   |                     |
| Community Engagement Fees <i>(ex. Community Room for Public Workshop, Virtual Meeting Software, Supplies for Activities... )</i>   |                     |
| Administrative Fees: <i>(ex. Organization Administration, Public Art Consultant, Architectural/Landscape Architectural/Engineering Services, Digital Graphics, Artist Selection Panelist Honorariums...)</i> |                     |
| Misc. <i>(ex. Call-to-Artist Online Application Software, Ad Fees for Promoting the Call for Artists, Printing, Postage,...)</i>   |                     |
| <b>EXPENSE TOTAL</b>   | <b>\$0.00</b>       |

| INCOME  |               |
|---|---------------|
| Please list cash and/or in-kind donated income<br>Public Art Across Maryland DOES NOT require any match in order to apply for or be awarded a grant |               |
| In-Kind/Donations <i>(ex. services listed above that will be donated by project partners or local stakeholders)</i>                                 |               |
| Funding Income <i>(ex. other sources of project funding or grants that you have applied for and/or received to support the planning process)</i>    |               |
| <b>Public Art Across Maryland Grant Request</b> <i>(should be the same amount listed in your SmartSimple application)</i>                           |               |
| <b>INCOME TOTAL</b>   | <b>\$0.00</b> |
| <b>PUBLIC ART PLANNING BUDGET TOTAL</b> <i>(Income Total should equal Expense Total)</i>  |               |

## With planning complete are you ready to apply for a Project Grant?

- The artist(s) is selected
- The location for the artwork is identified
- The artwork is fully designed for the location including drawing(s)
- Artwork planning and development engaged the community
- You have permission to install the artwork

---

***You are not required to have received a Planning Grant in order to apply for a Project Grant.***

## New Artworks Project Grant

You may apply for up to \$50,000 to support:

- Paying artists, fabricators, contractors... to complete design, fabricate, and install the artwork
- Renting equipment and/or space needed for fabrication and/or installation
- Purchasing artwork materials and/or tools for fabrication and/or installation
- Transportation of the artwork to the site
- Administration/Project Management fee (typically 15-20% of the project budget)
- Photo Documentation, Plaque/Signage, Artwork Dedication Event, other misc. fees

## New Artworks Project Grant Application

- Question 1: **Project Description**

Please provide a detailed description of the proposed public art project including artwork meaning, and the creation/fabrication process.

- Question 2: **Community Engagement**

Please describe the intended goals for the project including community engagement and how it will be achieved.

- Question 3: **Prior Experience**

Please describe the experience of the applicant and artist(s), demonstrating their ability to successfully manage and implement the proposed project.

- Question 4: **Maintenance**

Please describe who, other than the artist, will be responsible for maintenance of the artwork including: theft, vandalism, durability and seasonal exposure.

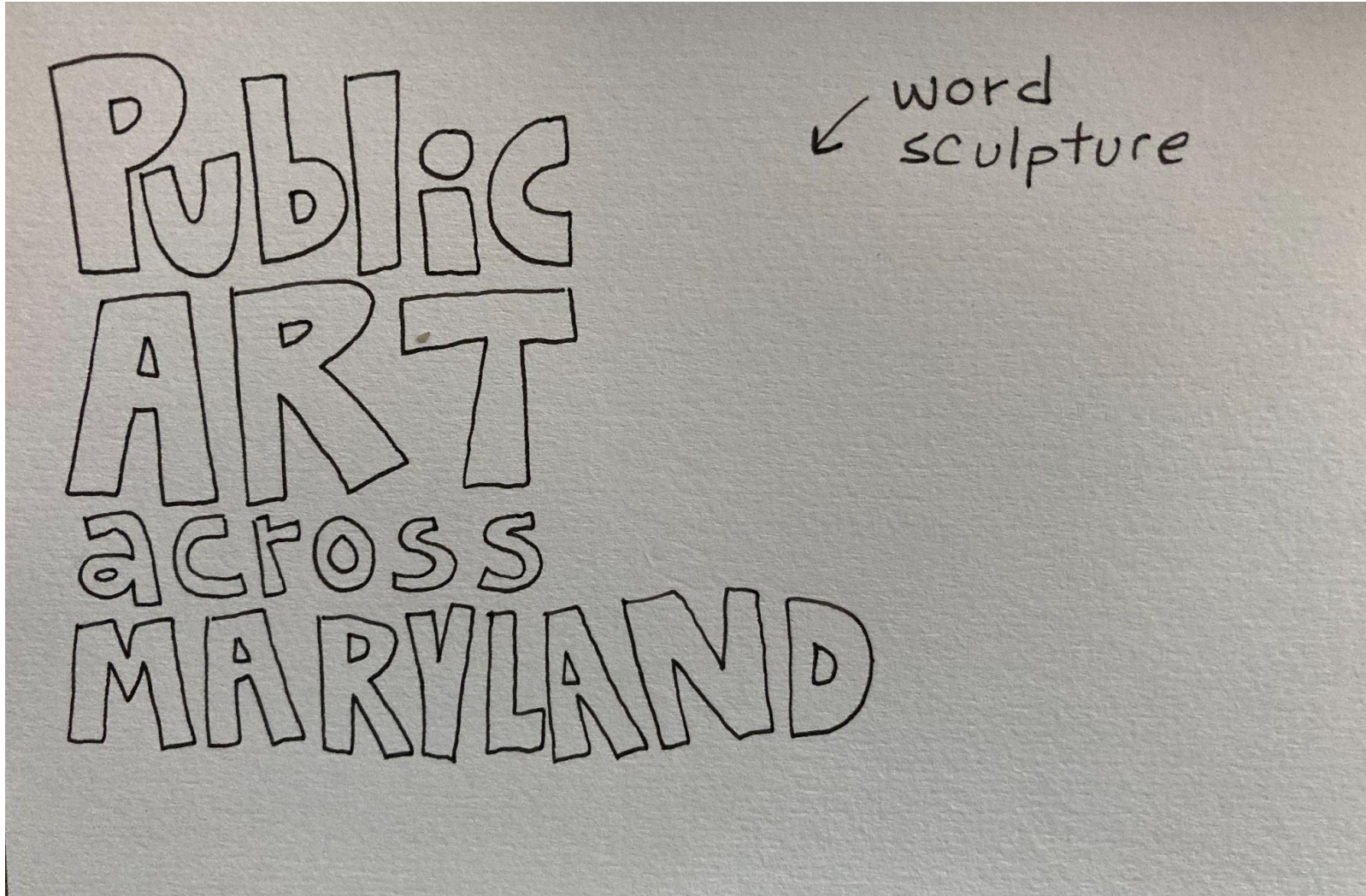
*continued...*

## *Project Grant Application continued...*

### Required Attachments:

- **Project Budget:** template in SmartSimple
- **Artwork Location Map**
- **Project Schedule:** Include dates for creating/fabricating, site preparation, installation, and dedication of the project
- **Artwork Drawings:** A PDF file of plans, drawings and/or renderings that fully communicate the proposed public artwork. Include text to note materials, finishes, and artwork dimensions for scale
- **Artist Background Work:** A PDF file of images of prior artwork & list artist's website
- **Letter of Commitment from Property Owner:** A letter from the property owner, owner's agent, or local municipality/government entity demonstrating that the applicant has been in contact and has permission, or pending permission, to install the artwork at the proposed location

## Developing a Project Proposal



What information is missing?

SEED OF AN IDEA...



## Developing a Project Proposal

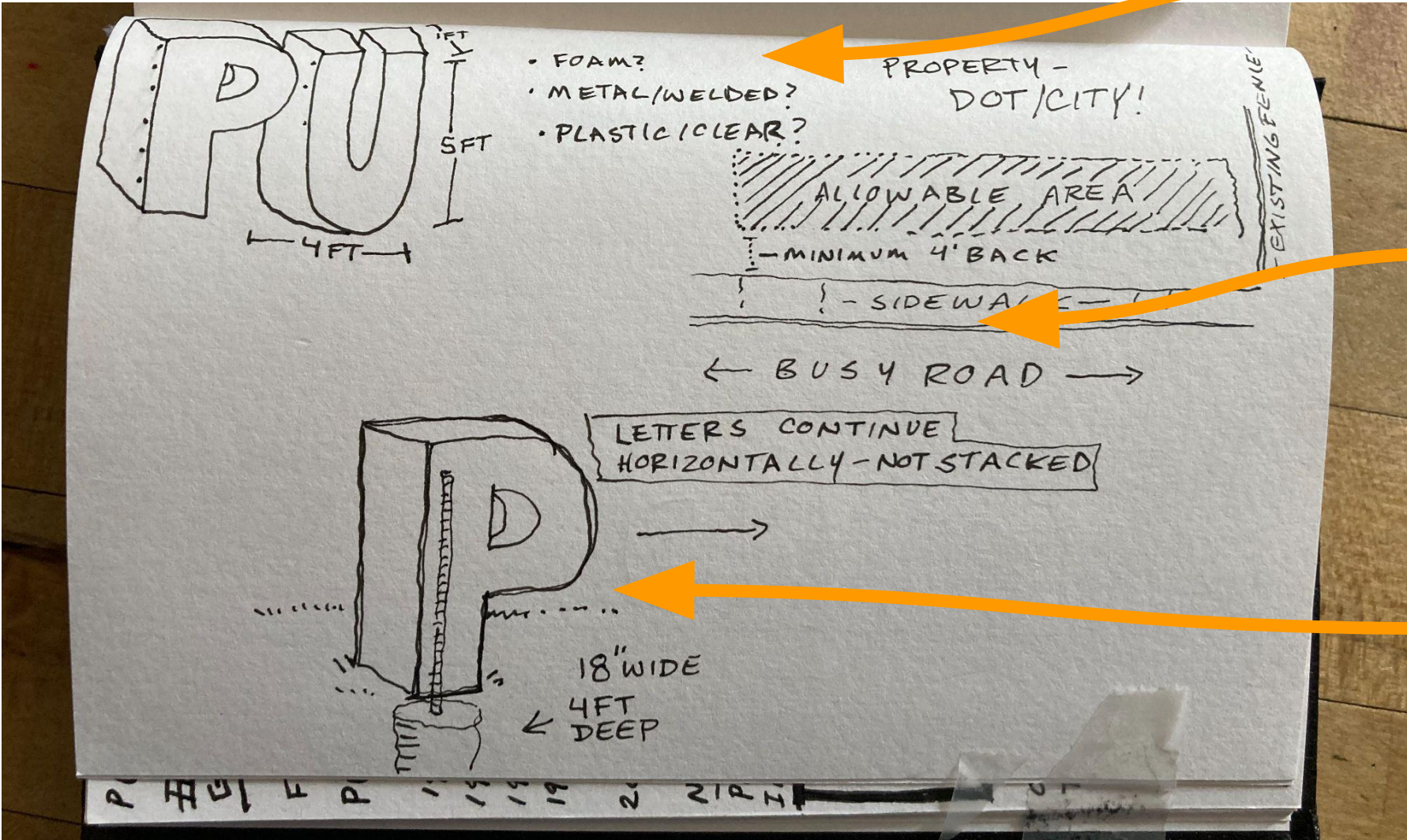


What information is missing?

BUILDING A CONCEPT....

# Developing a Project Proposal

- Exploring fabrication methods & materials
- Researching property ownership & Right-of-Way requirements
- Installation Methods & Engineering for safety



DEVELOPING A PROJECT PROPOSAL... time for more research!

# Ex. Proposed Public Artwork - Concept

working for clean rivers

Portland's Green Infrastructure

## Creative Stormwater Management

**Portland uses green streets, ecoroofs, trees and other green infrastructure to increase sewer system efficiency and to protect water quality, public health and the environment.**

**FOR MORE INFORMATION**  
503.823.7740  
[www.portlandoregon.gov/bes/greenstreets](http://www.portlandoregon.gov/bes/greenstreets)

**This project integrates stormwater management with a bike corral and public art. Here is how it works:**

- 1 The green street collects and filters stormwater runoff from the street. Plants and soil break down pollutants as water soaks into the ground to replenish the groundwater.
- 2 An ecoroof on the adjacent building absorbs rain. Any stormwater runoff from the roof goes to the elevated planter through the overhead scupper.
- 3 The scupper drains to the sculpture, water flows through the elevated barrel planters, and a downspout drains to an upended oil barrel.
- 4 The bike rack is designed to park a minimum of 10 bikes.
- 5 Stormwater from the street and roof combine in the green street facility and soak into the ground. Any overflow goes to the storm sewer.

**Dekumstruction**

Buster Simpson  
Peg Butler 2012

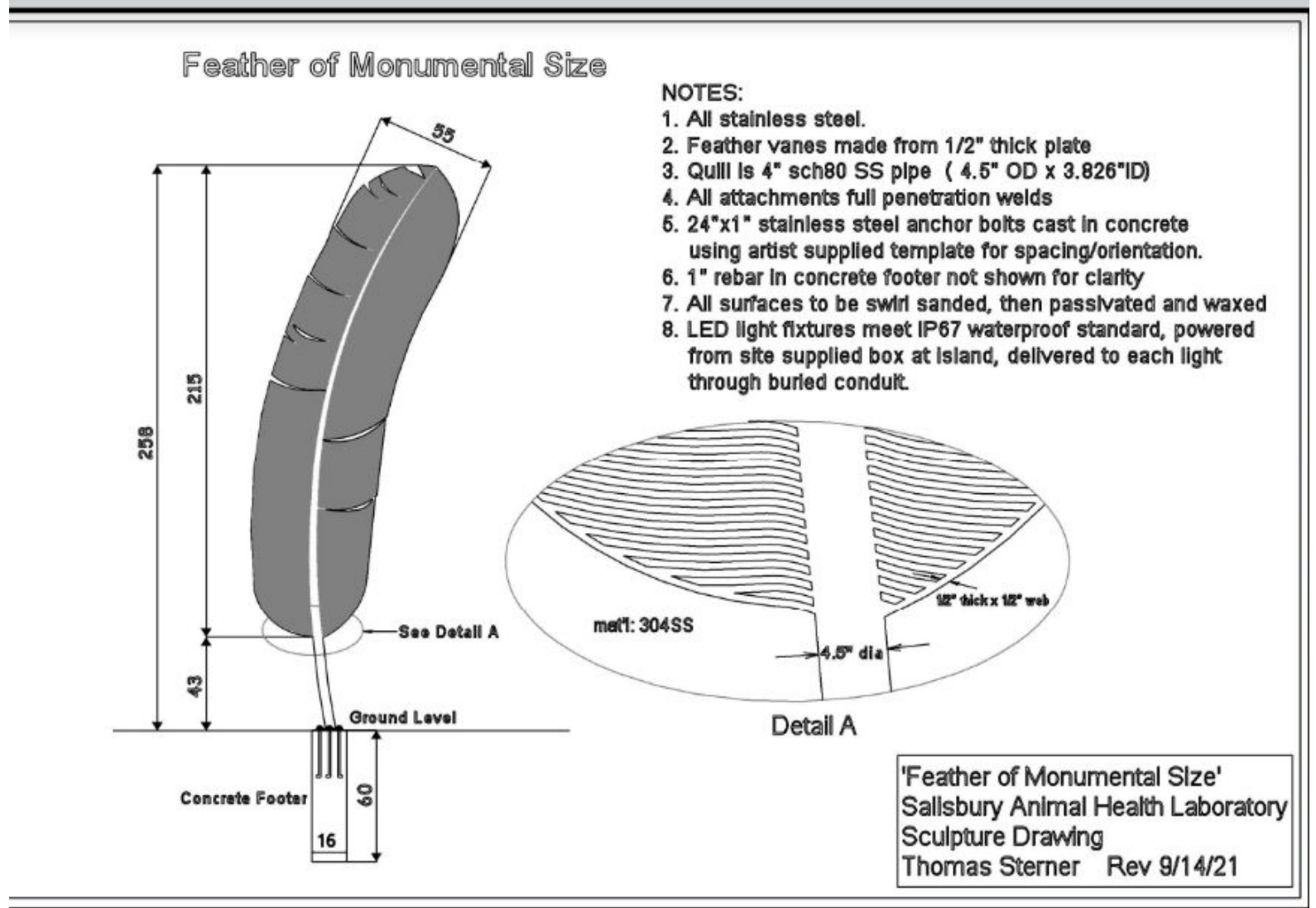
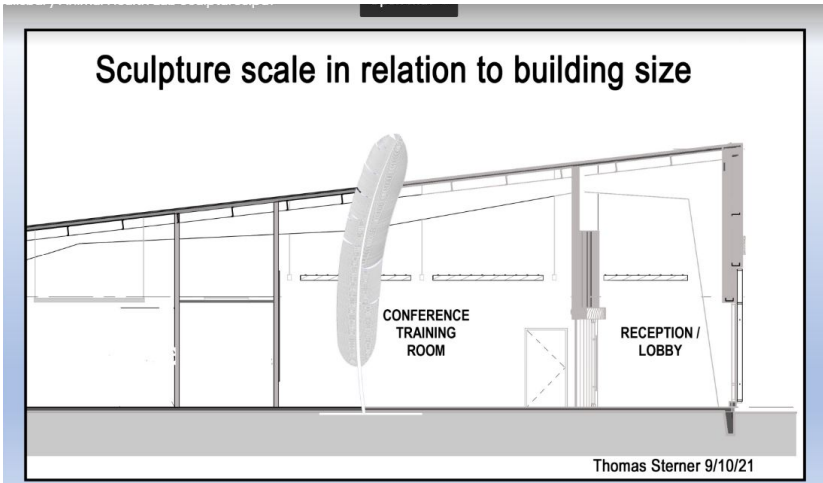
Steel, stainless steel, soil, plants

Dekumstruction is a sculptural artwork integrated with a custom bike rack designed by the artists. Twenty halved oil barrel planters stenciled with the names of depleted oil fields and painted with an iridescent sheen allude to the culture of big oil and mark the spot of two former car parking spaces with a multifunctional sculpture that accommodates ten bicycles. The installation conveys shifting attitudes about consumption, energy, and stormwater management.

City of Portland Public Art Collection  
Regional Arts & Culture Council  
[www.racc.org](http://www.racc.org)

**PLEASE** For your safety and the health of the plants, please stay out of the planter and help keep it free of litter. Thank you!

# Ex. Public Artwork Propsoal



'Feather of Monumental Size'  
Salisbury Animal Health Laboratory  
Sculpture Drawing  
Thomas Sterner Rev 9/14/21

# Applying for a New Artworks Grant

Application Deadlines:

→ **October 24, 2022**

→ **March 24, 2023**

- Apply online on SmartSimple: [marylandarts.smartsimple.com](http://marylandarts.smartsimple.com)  
Application is being revised and will be available on SmartSimple soon.
- It is not required the applicant have received a Planning Grant to apply for a Project Grant
- An applicant may receive a Planning Grant and subsequent Project Grant in the same fiscal year
- An applicant cannot receive two Project Grants in the same fiscal year

# Scoring Rubrics

| FY23 Public Art Across Maryland New Artworks <u>Planning Grant</u>   |   |   |  |
|--|---|---|--|
| Scoring Rubric   |   |   |  |
| <b>1. Description of the public art planning process and community engagement, and if the artist is to be selected, describe the artist selection.</b>     |   |   |  |
| Clear, specific and thorough explanation of the planning process which includes evidence of community engagement and/or input throughout the process.      | Clear explanation of the planning process which includes evidence of community engagement and/or input throughout the planning process. | Explanation of the planning process some evidence of community engagement and/or input throughout the planning process. | Unclear description of the public art planning process |
| <b>Excellent to Outstanding</b>  | <b>Good to Very Good</b>  | <b>Satisfactory</b>   | <b>Marginal to Fair</b>                                |
| <b>4 Points</b>  | <b>3 Points</b>   | <b>2 Points</b>   | <b>1 Points</b>  |
| <b>2. Proposed timeline for the planning process</b>   |   |   |  |
| Clear, specific and thorough explanation of the project planning timeline in detailed alignment with the planning process outlined in Question 1           | Clear explanation of the project planning timeline aligned with the planning process outlined in Question 1                             | Overview of the project planning timeline   | Unclear timeline                                       |
| <b>Excellent to Outstanding</b>  | <b>Good to Very Good</b>  | <b>Satisfactory</b>   | <b>Marginal to Fair</b>                                |
| <b>4 Points</b>  | <b>3 Points</b>   | <b>2 Points</b>   | <b>1 Points</b>  |
| <b>3. Proposed budget for the planning process (Refer to Budget Attachment)</b>  |   |   |  |
| Clear, specific and thorough explanation of project planning expenses with evidence of detailed alignment with the planning process outlined in Question 1 | Clear explanation of project planning expenses aligned with the planning process outlined in Question 1                                 | Overview of some expenses   | Unclear expenses                                       |
| <b>Excellent to Outstanding</b>  | <b>Good to Very Good</b>  | <b>Satisfactory</b>   | <b>Marginal to Fair</b>                                |
| <b>4 Points</b>  | <b>3 Points</b>   | <b>2 Points</b>   | <b>1 Points</b>  |

Before submitting your application  
**CHECK THE RUBRIC**  
 for your specific grant

Have you been clear, specific and thorough answering each question?

## Notes:

- **Download and READ the Guidelines.**
- Start planning now. Don't wait until the last minute.
- After you've read the Guidelines, contact us to discuss your idea and strengthen your application:
  - New Artworks Grant technical assistance: [liesel.fenner@maryland.gov](mailto:liesel.fenner@maryland.gov)
  - Conservation Grant technical assistance: [ryan.patterson1@maryland.gov](mailto:ryan.patterson1@maryland.gov)
  - SmartSimple technical assistance: [tammy.opel@maryland.gov](mailto:tammy.opel@maryland.gov)

## Resources:

These slides and recording will be available at: [msac.org/public-art-resources](https://msac.org/public-art-resources)

Also check out: 'Public Art 101' - includes info on how to select an artist, 'Tips on Mural Making', 'Working with a Fabricator',...

Remember to register for the 'Making it Public' Workshop Series: [msac.org/programs/public-art](https://msac.org/programs/public-art)

# Q & A



# Public Art Conservation Grant

Repainting underway on  
Nut & Bolt  
by Art Benson for  
at Mt. Royal Elementary Middle School



**Recent reinstatement of  
Vollis Simpson's Giant Whirligig  
at American Visionary Art Museum**



**Reinstallation of Four Dishes by Alexander  
Calder at the BMA**

**Nut & Bolt, Art Benson  
Mt. Royal Elementary Middle**





**Cleaning & Maintenance at Maryland  
9/11 Memorial**

## Who can apply?

### Organizations:

- 501(c)3 nonprofit organization incorporated in Maryland (an organization with an IRS-designated 501(c)3 status)
- Unit of government (a unit of government (town, city, county, state capacity) with the capacity to undertake an arts program)
- College/University (an established higher education institution in Maryland)
- School (a public or private school serving students in grades PreK-12)
- County Arts Councils
- Arts and Entertainment Districts

***Artists seeking funding for conservation or relocation should contact & collaborate with the collection manager or property owner in order to apply for funding.***

## Which Conservation Grant do I apply for?

- The conservation professional and/or contractor has been selected

We have community support from one or more of the following:

- the artist\*
  - artwork owner or overseer
  - broader community of stakeholders
- 
- We have a conservation assessment report describing the scope of work required, and budget.

Any 'No' answers?

Then apply for a [Planning Grant](#)

\*If the artist is deceased, please attempt to contact their representative (gallery, executor, relative...)

## Planning Grants Support:

- **Administrative fees** related to project management and planning
- **Consultant fee(s)** including: Professional Conservator, Artist, Structural Engineer, materials specialist (painter, welder, etc..), Historian or Preservationist
- **Community Engagement** including: public meetings, community education and information campaigns
- **Collection Management Activities & Technology** including: Collection Management consultant, conducting local survey or inventory work, inventory file digitization, establishing and/or updating a database of artworks in that collection or jurisdiction, purchasing or leasing collection management software

# Conservation Planning Grant Application

You may apply for up to \$10,000

- **Question 1: Describe the artwork(s) being conserved**  
Describe the artwork and why it is prioritized for conservation, its importance to the collection and community including historical and/or cultural relevance.
- **Question 2: Describe the planning goals, and community partners or stakeholders to be involved.**  
Please describe the public art conservation planning goals and community partners or stakeholders to be involved.
- **Question 3: Describe the conservation planning process and timeline**

*continued...*

## *Planning Grant Application continued...*

### Required Attachments:

- Conservation Planning Budget. Use the template in SmartSimple.
- Photos of artwork to be conserved, including close-ups of critical areas for conservation focus
- Photos, maps or plans to help describe site and location of artwork
- Conservation Assessment Report
- Letter of Support from owner or overseer



## Implementation Grants Support:

- **Relocating a public artwork** within, or to, Maryland in an effort to increase public access to the artwork and its long-term preservation
- **Conservation and maintenance activities**
  - Cleaning, waxing, coating, painting conducted by professional service providers
  - Replacement or addition of components to provide structural integrity to the artwork, or the frame, plinth, pedestal, base or foundation integral to the display of the artwork
- **Landscape site improvements** such as drainage, plant pruning and maintenance
- **Lighting and electrical work** that contributes to public accessibility by increasing visibility and safety, or improves energy efficiency of outdated lighting and digital components
- **Plaque or interpretive signage** including writers, designers, fabrication and installation

# Conservation Implementation Grant Application

You may apply for up to \$50,000

- Question 1: **Project Description**

Describe the artwork prioritized for conservation, its importance to the collection and/or community including historical and/or cultural relevance.

- Question 2: **Goals, Activities and Timeline**

Please describe the proposed goals, activities, and outcomes of the conservation work to be performed, and provide a timeline of how the work will be staged and implemented.

*continued...*

- **Question 3: Provide a roster listing the conservation team members that includes a brief narrative of relevant education and experience. Must include but not limited to:**
  - Artist, or Artist's representative (member of artist's estate or closest living relative, gallery representative). *If Artist or representative cannot be identified or included please describe the reason why, and/or the best efforts taken by the applicant.*
  - Professional Conservator(s), and/or site contractor (landscape, lighting...)
  - Owner of artwork, or owner's rep (i.e. local public art administrator, collection manager, applicant organization's property attorney, etc..)

## Required Attachments:

- Conservation Planning Budget
- Photos of artwork to be conserved, including detailed close-ups of critical areas for conservation focus. (May include prior and current photos)
- Conservation assessment/report or scope of work provided by a professional who will perform the work
- Plans, drawings, renderings that illustrate proposed public art conservation project
- Letter of Support from site owner and/or artwork overseer/owner

# Applying for a Conservation Grant

Application Deadlines:

→ **October 24, 2022**

→ **March 24, 2023**

- Grant applications are submitted on SmartSimple: [marylandarts.smartsimple.com](http://marylandarts.smartsimple.com)  
Application is being revised and will be available on SmartSimple soon.
- It is not required the applicant have received a Planning Grant to apply for a Project Grant
- An applicant may receive a Planning Grant and subsequent Project Grant in the same fiscal year
- An applicant cannot receive two Project Grants in the same fiscal year

# Scoring Rubrics

## Public Art Across Maryland Conservation Planning Grant Application Scoring Rubric

### 1. Description of the artwork and why it is prioritized for conservation, and its importance to the collection and/or community, including historical and/or cultural relevance. Refer to Question 1 and Attachment B & C

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  | Clear, specific, and thorough explanation of the artwork prioritized for conservation and its importance to the collection and community including historical and/or cultural relevance. | Clear explanation of the artwork prioritized for conservation and its importance to the collection and community including historical and/or cultural relevance. | An overview of the artwork prioritized for conservation and its importance to the collection and community including historical and/or cultural relevance. | Unclear explanation of the artwork prioritized for conservation and its importance to the collection and community including historical and/or cultural relevance. |  |
|  | <b>Excellent to Outstanding</b>  | <b>Good to Very Good</b>   | <b>Satisfactory</b>  | <b>Marginal to Fair</b>  |  |
|  | <b>4 Points</b>  | <b>3 Points</b>  | <b>2 Points</b>  | <b>1 Points</b>  |  |

### 2. Description of public art conservation planning goals and community partners or stakeholders to be involved. Refer to Question 2

|  |   |  |  |  |  |
|--|---|--|--|--|--|
|  | Clear, specific and thorough description of the public art conservation planning need and goals | Clear explanation of the public art conservation planning need and goals | An overview of the public art conservation planning need and goals | Unclear explanation of the public art conservation planning need and goals |  |
|  | <b>Excellent to Outstanding</b>   | <b>Good to Very Good</b>   | <b>Satisfactory</b>  | <b>Marginal to Fair</b>  |  |
|  | <b>4 Points</b>   | <b>3 Points</b>  | <b>2 Points</b>  | <b>1Points</b>   |  |

Before submitting your application  
**CHECK THE RUBRIC**  
 for your specific grant

Have you been clear, specific and thorough answering each question?

## Notes:

- Download and READ the Guidelines. Start planning now. Don't wait until the last minute.
- After you've read the Guidelines, contact us to discuss your idea and strengthen your application:
  - New Artworks Grant technical assistance: [liesel.fenner@maryland.gov](mailto:liesel.fenner@maryland.gov)
  - Conservation Grant technical assistance: [ryan.patterson1@maryland.gov](mailto:ryan.patterson1@maryland.gov)
  - SmartSimple technical assistance: [tammy.opel@maryland.gov](mailto:tammy.opel@maryland.gov)

## Resources:

These slides and recording will be available at: [msac.org/public-art-resources](http://msac.org/public-art-resources)

Also check out: Public Art 101, Tips on Mural Making, Working with a Fabricator...

Need a Conservator? Check the [American Institute for Conservation](#) (AIC)

Administrators! Remember to register for the Making it Public Workshop Series

# Q & A