



**LACRALO**

**The New gTLD and  
Applicant Support Program**

**19 August 2024**

# Agenda

---

1. Welcome remarks
2. Overview of the new gTLD Program
3. Applicant Support Program
4. Outreach and Engagement an invitation to collaborate

**NEW gTLD PROGRAM: APPLICANT SUPPORT PROGRAM**

## 02

### Overview of the New gTLD Program: Next Round

## A Successful Next Round

The New gTLD Program: Next Round is aimed at making the Domain Name System more inclusive and more usable to more users.

### Key indicators of success:

1

Applications that include new communities and voices, a variety of languages and scripts, geographic and ethnic diversity, entrepreneurs and startups, and non-profit organizations.

2

A significantly higher proportion of applications submitted by entities outside of North America and Europe than were received in the 2012 Round.

## gTLD Opportunities

gTLDs can be tailored for audiences based on:



Businesses and brands



Communities and cultures



Geographies (e.g., cities and regions)



Governments – local and national - and IGOs



Targeted customers or memberships



Users of diverse scripts

## New Domain Names, New Uses

- ▶ Build digital inclusivity by providing audiences and customers with choice via scripts.
- ▶ Provide other groups the opportunity to create their own space online.
- ▶ Build trust in a brand.
- ▶ Manage online presence more inclusively.

### EXAMPLES:

Industry-specific:

**.photography**

**.rugby**

**.bank**

Creative tools:

**playlist.new**

**doc.new**

Location-based:

**.durban**

**.nyc**

Script-based:

**.网址**

**.شبكة**

Brands:

**.google**

**.apple**

Online identity:

**.blog**

## Benefits of Operating a gTLD



## Becoming a Registry Operator



Applying for a gTLD means you are applying to operate an Internet registry.



An Internet registry is a master database of all the domains listed under a particular gTLD.

### A Registry Operator:

- ▶ Sets the requirements for the gTLD.
- ▶ Determines which second-level domains (the characters to the left of the dot) can be registered, and by whom.



## Financial and Technical Considerations

Application and evaluation fees:  
**USD \$208,000–\$293,000**

- + Standard operational fees included in the Registry Agreement signed with ICANN
- + Ongoing financial and technical concerns



Applying for a new gTLD requires significant financial and technical resources.



All new gTLD applicants must be able to demonstrate the operational, technical, and financial capacities necessary to operate a registry and comply with contractual requirements.

NEW gTLD PROGRAM: APPLICANT SUPPORT PROGRAM

## 03

### Availability of assistance through the Applicant Support Program

## Criteria for Applicant Support

To be eligible for assistance through the Applicant Support Program, applicants must demonstrate:

- ✓ General business due diligence
- ✓ Public responsibility due diligence
- ✓ Financial need
- ✓ Financial viability
- ✓ Eligible entity status

## Applicant Support Program

Operating a gTLD is expensive and may be out of reach for many. The Applicant Support Program makes applying for a new gTLD more accessible to entities that are unable to because of financial and other resource constraints.

**Candidates must be one of these types of entities:**



Nonprofit,  
nongovernmental,  
and charitable  
organizations



Intergovernmental  
organizations



Indigenous/tribal  
peoples'  
organizations



Micro and small  
businesses that  
are social  
enterprises or  
that operate in a  
developing  
economy

## Applicant Support Portfolio

The Applicant Support Program provides a range of financial and nonfinancial assistance to qualified, eligible entities.



### Financial Support

- ▶ A 75-85% reduction in applicable gTLD application and evaluation fees
- ▶ Bid credit
- ▶ Reduced/waived base registry operator fees



### Nonfinancial Support

- ▶ Training materials: applying for a gTLD, becoming a Registry Operator
- ▶ Capacity Development/ Mentorship Program
- ▶ Access to an Applicant Counselor
- ▶ List of volunteer professional service providers

## Evaluating Support Applicants

### PHASE 1

General business due diligence, including:

- ▶ Legal compliance check.
- ▶ Confirming that all required documentation has been submitted.
- ▶ Confirming the applicant meets eligibility criteria for New gTLD Program: Next Round.
- ▶ Background screening and cybersquatting history check.



**Applicants that do not pass the general business due-diligence pre-screening will not be considered for Phase 2 evaluation.**

## Evaluating Support Applicants

### PHASE 2

Evaluations conducted by third-party vendor managing a Support Applicant Review Panel:

▶ **Public responsibility due diligence:**

- Applicant does not trade in, produce, or promote an industry/string contrary to generally accepted legal norms of morality and public order.
- Applicant is not affiliated with an existing ICANN gTLD Registry.

▶ **Financial need:**

- Applicant could not afford to apply to the New gTLD Program without financial hardship.

▶ **Financial viability:**

- Applicant demonstrates plan to cover remaining discounted portion of the base gTLD application fee and submits required deposit.

▶ ▶ ▶ Applicant is an eligible entity.

## What Happens Next?

1

**All new gTLD applicants** – supported or not – are required to submit a completed application for a new gTLD.

2

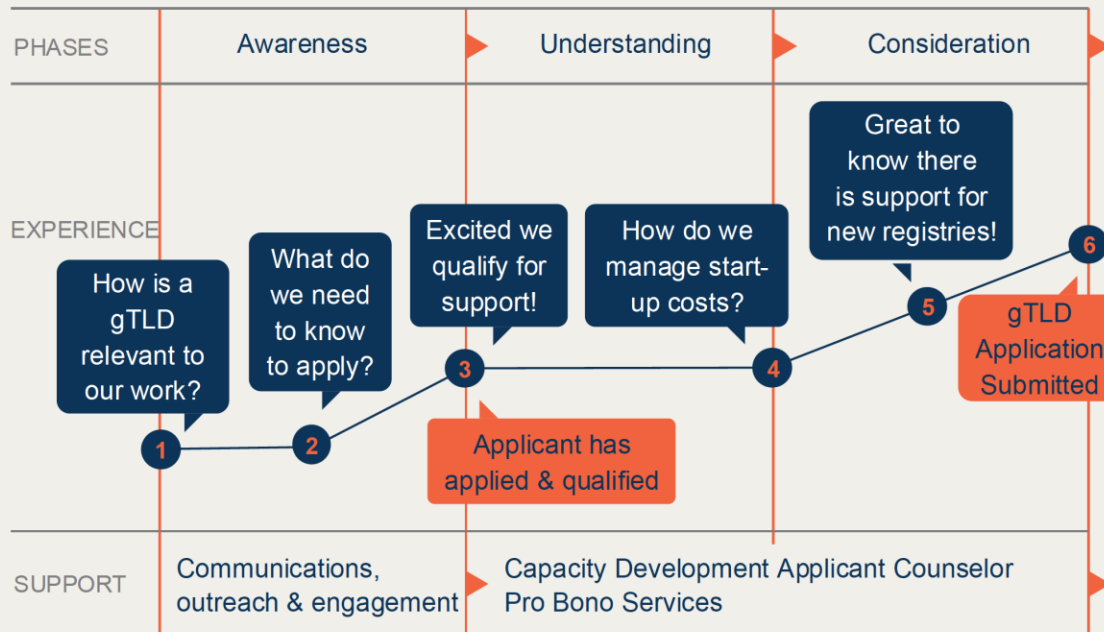
**Requires demonstration** of technical, operational, and financial capabilities needed to operate a gTLD.

3

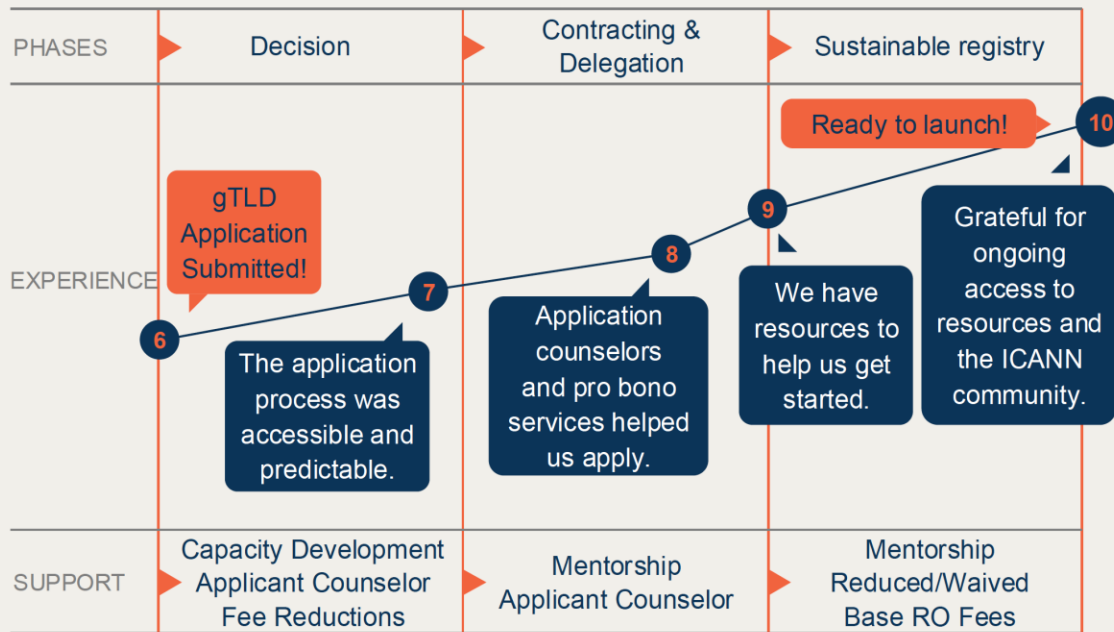
**There are also measures** in place to deter abuse of the program, outlined in the Applicant Support Program Handbook.



## A Supported Applicant's Journey



## A Supported Applicant's Journey



## Key Dates

NOV 2024

MAY  
2025

NOV 2025

APRIL 2026

Q3 2026



Applicant  
Support Program  
Application  
Submission

Application  
submission period  
for ASP (**19 Nov 2024**  
- **19 Nov 2025**)



Applicant  
Guidebook

The Applicant Guidebook is  
a critical resource for the  
program and is estimated  
to be available in **May 2025**



gTLD Application  
Submission

Application  
submission period for  
new gTLDs expected  
to open in **April 2026**

NEW gTLD PROGRAM: APPLICANT SUPPORT PROGRAM

## 04

### ICANN's Outreach and Engagement

## Engagement and Outreach



Identify **target markets**, producing regional and country plans.



Identify Applicant Support Program-**eligible entities**.



Seek **conduits** and **introductions** to **new contacts** and audiences.



Consult with local **ICANN community members**.



Provide **toolkits and materials** for events, webinars, bilateral meetings, and prospecting calls.



Conduct accompanying **media and communications** campaigns.

## An Invitation to Collaborate



Capacity development, communications, and outreach with a focus on global inclusivity are key to fostering diverse participation in the next round of new gTLDs.



Outreach and engagement efforts will leverage existing relationships, the personal networks and connections of ICANN teams, and the broader ICANN community across the regions.

## Your Role In Building A More Inclusive Internet

1

**Assist in identifying and mentoring potential applicants**, including in countries and territories where there may not be an established domain name industry that can support a new registry.

2

**Connect established domain name sector players with new entrants.**

- ▶ Note the availability of evaluated Registry Service Providers for new gTLDs.

## Become a Next Round gTLD Program Champion



Convene and communicate in your own networks



Fully self-directed and voluntary



Next Round Champions program will be announced in August

Self-service Champions Toolkit to be published on [newgtldprogram.icann.org](http://newgtldprogram.icann.org) under “resources”.

### Toolkit (in six languages) to include:

- ▶ Flyers
- ▶ Presentations
- ▶ Sample Event Agendas
- ▶ Options for available remote speakers



# Consultation with LACRALO

---

- A. Help identifying organizations that could be potentially interested and aligned with the program criteria.
  - a. Recommendations
  - b. Friendly introductions
  - c. Explore possibilities
  
- A. Outreach strategies
  - a. Bilateral meetings
  - b. Calls with members
  - c. Participation in events
  
- A. Continuous communications channel with LAC GSE staff:
  - a. Rodrigo de La Parra
  - b. Albert Daniels
  - c. Rodrigo Saucedo
  - d. Daniel Fink

# Q&A

# Engage with ICANN – Thank You and Questions



One World, One Internet

Visit us at [icann.org](https://icann.org)



[@icann](https://twitter.com/icann)



[facebook.com/icannorg](https://facebook.com/icannorg)



[youtube.com/icannnews](https://youtube.com/icannnews)



[flickr.com/icann](https://flickr.com/icann)



[linkedin/company/icann](https://linkedin/company/icann)



[soundcloud/icann](https://soundcloud/icann)



[instagram.com/icannorg](https://instagram.com/icannorg)