Schedule
2019

Arts Midwest Conference
Wednesday, September 4, 2019

8:00 a.m.–6:30 p.m. Registration
8:30 a.m.–12:30 p.m. In-Depth Seminars pre-registration required
1:00 p.m.–6:00 p.m. Exhibitor Load-In
1:00 p.m.–3:00 p.m. Dance Forum open to public
3:15 p.m.–4:30 p.m. New Colleague Orientation
4:45 p.m.–5:45 p.m. Presenter Network Meetings
6:30 p.m.–8:15 p.m. Opening Event
Mill City Museum
8:30 p.m.–midnight Independent Showcasing
Hilton Minneapolis + around town

Thursday, September 5, 2019

7:30 a.m.–5:00 p.m. Registration
7:30 a.m.–9:00 a.m. Continental Breakfast
8:00 a.m.–9:30 a.m. Exhibitor Load-In
8:00 a.m.–9:20 a.m. Professional Development
9:30 a.m.–noon Marketplace
12:15 p.m.–1:45 p.m. Thursday Lunch + Keynote
2:00 p.m.–4:30 p.m. Marketplace
4:30 p.m.–5:15 p.m. Affinity Group Meetings
6:30 p.m.–9:15 p.m. Spotlight Showcases
Pantages Theatre
9:30 p.m.–midnight Independent Showcasing
Hilton Minneapolis + around town

Friday, September 6, 2019

8:00 a.m.–5:00 p.m. Registration
8:00 a.m.–9:30 a.m. Continental Breakfast
8:30 a.m.–9:50 a.m. Professional Development
10:00 a.m.–noon Marketplace
12:15 p.m.–1:45 p.m. Friday Lunch + Performance
2:00 p.m.–4:30 p.m. Marketplace
4:30 p.m.–5:15 p.m. Professional Development
6:30 p.m.–9:15 p.m. Spotlight Showcases
Pantages Theatre
3:30 p.m.–5:00 p.m. Independent Showcasing
Hilton Minneapolis + around town

Saturday, September 7, 2019

7:45 a.m.–9:00 a.m. Coffee + Tea
8:00 a.m.–3:30 p.m. Registration
8:00 a.m.–8:50 a.m. Professional Development
9:00 a.m.–10:00 a.m. NAPAMA + Presenter Network Meetings
10:15 a.m.–11:30 a.m. Saturday Brunch + Keynote
11:45 a.m.–2:15 p.m. Marketplace
2:15 p.m.–3:15 p.m. Exhibitor Load-Out
3:30 p.m.–5:00 p.m. Closing Party
Brit’s Pub
4:30 p.m. departure Add-on Ticket: Excursion to Paisley Park (sold out)
Wednesday, September 4, 2019

All events take place at the Minneapolis Convention Center unless otherwise noted.

**Registration: 8:00 a.m.–6:30 p.m.**

| Hall D Lobby | Visit our registration desk to receive your Conference credentials and answers to your questions. |

**Charging Station sponsored by ICM Partners, Exhibit 319**

**In-Depth Seminars: 8:30 a.m.–12:30 p.m. Pre-registration required**

**208CD**

**Presenting + Touring 101: Foundations for Getting Started**
This immersive workshop is designed for both new presenters and early career artists and will explore the current state of the performing arts market, building a professional team, routing, budgeting, how to maximize your presence at conferences and getting on presenter’s radars utilizing your global network.

Rachel Cohen, Cadence Arts Network, Los Angeles, CA
Diane Neri Stern, independent consultant, Ogden, UT
Limited tickets remaining.

**211AB**

**Proactive Accessibility**
Accessibility is about creating an inclusive environment that is welcoming to people with disabilities, but accessibility considerations can easily get lost if nobody owns them. We all share responsibility for complying with ADA requirements, and this session aims to lay out some examples of how to split these responsibilities, led by an attitude of access. Focusing on the dynamics between presenters, managers/agents, and artists, this seminar will cover topics such as working with artists and performers with disabilities, marketing artists and performers with disabilities, and overall improving access for patrons.

Erin Brueggeman, Arts Midwest, Minneapolis, MN
Julie Guidry, Upstream Arts, Minneapolis, MN
Gaelynn Lea, artist, Duluth, MN
Jenea Rewertz-Targui, Ordway Center for the Performing Arts, St. Paul, MN
Tommy Sar, Ordway Center for the Performing Arts, St. Paul, MN
Inquire at registration about wait list or cancellations.

**Exhibitor Load-In: 1:00–6:00 p.m.**

| Hall D | Exhibitor services is located at the end of aisle 700. |
Dance Forum: 1:00 p.m.–3:00 p.m.
Presented in partnership with Dance/USA

208AB

**Why Dance? The Future of Dance Presenting in the Midwest** *Open to the public*

Join Dance/USA and Arts Midwest for free professional development and networking with dance industry leaders from around the country. The event will feature conversations about immediate, field-wide issues and the opportunity to dialogue with peers and speakers in both large and small group conversations. Dance Forum MIDWEST will feature conversations on the benefits of presenting dance, building presenter partnerships, in addition to snapshots on successful marketing initiatives to drive ticket sales. Multi-disciplinary presenters are encouraged to attend! This forum will present opportunities for Q&A, networking, and dialogue with peers and speakers in both large and small group conversations.

*Krista Bradley, Association of Performing Arts Professionals, Washington, DC*
*Kristen Brogdon, Northrop, Minneapolis, MN*
*Ananya Chatterjea, Ananya Dance Theatre, St. Paul, MN*
*Kristopher McDowell, KMP Artists, Houston, TX*
*Indira Goodwine, New England Foundation for the Arts, Boston, MA*
*Jay Peterson, Dayton Contemporary Dance Company, Dayton, OH*
*Malik Robinson, Dance/USA and Cleo Parker Robinson Dance, Denver, CO*
*Charles Santos, TITAS/Dance Unbound, Dallas, TX*
*Francine Sheffield, Sheffield Global Management, Richmond, VA*
*Chris Tschida, Minneapolis, MN*

Please arrive between 12:30 and 1 p.m. for networking. The program begins promptly at 1 p.m.

New Colleague Orientation: 3:15–4:30 p.m.
Sponsored by NAPAMA

102EF

Pre-registration not required, and all are welcome.

Check-in starts at 3 p.m. Mentors and new colleagues who signed up in advance are pre-assigned to a table.
<table>
<thead>
<tr>
<th>Location</th>
<th>Presentation Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>211C</td>
<td>Illinois Presenters Network: open; general business</td>
</tr>
<tr>
<td>211D</td>
<td>Indiana Presenters Network: members only; general business</td>
</tr>
<tr>
<td>102D</td>
<td>Iowa Presenters Network: members only; general business</td>
</tr>
<tr>
<td>102C</td>
<td>Michigan Presenters Network: open; general business</td>
</tr>
<tr>
<td>211AB</td>
<td>Minnesota Presenters Network: open; general business</td>
</tr>
<tr>
<td>206AB</td>
<td>Ohio Arts Professionals Network: open; general business</td>
</tr>
<tr>
<td>207AB</td>
<td>Plains Presenters Network: members only; block booking</td>
</tr>
<tr>
<td>208AB</td>
<td>Southwest Performing Arts Presenters Network: members only; general business</td>
</tr>
<tr>
<td>208CD</td>
<td>Wisconsin Presenters Network: open; general business</td>
</tr>
</tbody>
</table>
Shuttle: 6:00–8:30 p.m.

Buses will run approximately every 15 minutes on a loop between the Hilton Minneapolis and the museum.

Access the shuttle from the 11th Street entrance to the hotel, directly under the skyway.

Opening Event: 6:30–8:15 p.m.

Support provided by Consulate General of Canada in Minneapolis and Délégation du Québec à Chicago

Mill City Museum, 704 S 2nd St

Kick off your time in Minneapolis at one of the city’s most beloved architectural showpieces, rising eight stories within the limestone ruins of the Washburn A Mill, a National Landmark nestled on the riverfront. Climb aboard the giant elevator for panoramic views of the Mississippi from the rooftop observation deck, and follow your nose to the Baking Lab for fresh-baked treats.

Independent Showcasing: 8:30 p.m.–midnight

Hilton Minneapolis, 1001 Marquette Ave S and around town

View showcase schedule and descriptions in the app or Showcase Booklet.
Thursday, September 5, 2019

Registration: 7:30 a.m.–5:00 p.m.
Charging Station sponsored by ICM Partners, Exhibit 319

Hall D Lobby
Visit our registration desk to receive your Conference credentials and answers to your questions.

Continental Breakfast: 7:30–9:00 a.m.

102EF
Start your day right and grab breakfast on your way to load-in or sessions.

Exhibitor Load-In: 8:00–9:30 a.m.

Hall D
Exhibitor services located at the end of aisle 700.

Professional Development: 8:00–9:20 a.m.
Sponsored by Kamstar Artist Management, Exhibit 609

102D
Creating Connection: Aging, Wellbeing, and the Arts
Join a guided conversation designed to explore the intersection between art and health more deeply. In addition to sharing your own ideas, you will hear tangible examples of how the performing arts and health sectors are already forging reciprocal relationships to improve health outcomes and build public will for arts, culture, and creative expression. You will also learn how public values around wellbeing could help expand audiences, develop new partnerships, and promote stronger, more connected, and more vibrant communities.
Keri Clifton, Mixed Blood Theater, Minneapolis, MN
Maria Genne, Kairos Alive, Minneapolis, MN
Kristyn Rupp, MacPhail Music for Life, Minneapolis, MN

2018AB
Dance Forum (continued): Why Dance? The Future of Dance Presenting in the Midwest
Whether or not you attended the Dance Forum on Wednesday, all are invited to join the conversation about national trends in funding, regional dance touring initiatives, success stories for inspiring audiences and presenting dance, and the industry’s role in cultivating guidance and direction for early-career leaders.

102C
Performing Arts Connect: Student Orientation
Welcome to a Regional Performing Arts Booking Conference! All students are encouraged to attend this introduction to the performing arts industry with other emerging arts leaders. Led by a panel of experienced and diverse attendees, this session aims to provide an understanding of the dynamic relationship between artist, presenter, and manager/agent.
Tiffany Goodman, Goodman Artists, Houston, TX
Tommy Hensel, Moraine Valley Community College, Palos Hills, IL
208CD  
**Rallying your Grassroots Fundraising Team**  
It’s no small effort helping people become financial supporters of the arts. Whether you’re the one wearing all the hats at your organization or if you’re part of a development department, raising funds requires collaboration. Advisory councils, board members, sponsors each bring their own set of opportunities and challenges. This focused session with tangible takeaways will address how to set up your fundraising shop and identify helpful key performance indicators.  
*Ursula Kuhar, Indiana University, Bloomington, IN*

211AB  
**What’s Next for Digital Marketing and Social Media?**  
Social media may no longer be a new phenomenon, but the landscape is constantly changing. Independent artist? Presenting a smaller season? This session will offer strategies and techniques to create cost-effective content that can be used to market your event across various social media platforms.  
*Alison Goldberg, Capacity Interactive, New York, NY*

**Marketplace: 9:30 a.m.–12:00 p.m.**

*Hall D*  
View exhibitor locations in the app or Marketplace Booklet.

**New Colleague Tour: 9:30–9:45 a.m.**

*Sponsored by NAPAMA*

**Pitch and Professional Development Lounge**

**Thursday Lunch + Keynote: 12:15 p.m.–1:45 p.m.**

*Keynote sponsored by Choice Entertainment Technologies, Exhibit 409*  

*Ballroom A*  
Join your colleagues at the first of three mealtime ballroom events as we welcome Mary Anne Carter, chairman of the National Endowment for the Arts, and celebrate the legacy of David J. Fraher, who led Arts Midwest for more than 30 years. Artists from Interact Center for Visual and Performing Arts will conclude the event with a special and unique keynote presentation.  
*Mary Anne Carter, National Endowment for the Arts, Washington, DC*  
*David Fraher, Arts Midwest, Minneapolis, MN*  
*Interact Center for Visual and Performing Arts, St. Paul, MN*

A ticket is required for this event. If you selected this meal on your Conference registration, you should have received a ticket with your name tag. If you did not pre-register, check with Conference staff outside the ballroom to see if tickets remain.

**Marketplace: 2:00 p.m.–4:30 p.m.**

*Sponsored by Sponsor Exhibiting Organization Name, Exhibit ###*

*Hall D*  
View exhibitor locations in the app or Marketplace Booklet.
Pitch Session: 2:00–2:30 p.m.

Hall D - Professional Development and Pitch Lounge

**Pitch + Perform**
Empire Trio (formerly O Sole Trio) presents “Hooray for Hollywood”
*David Shenton, Showstopper Entertainment, New York, NY*
*Erin Shields, Showstopper Entertainment, New York, NY*

Captivate Your Audience
*Michele Filip, Captivate Talent Group, Nashville, TN*

Sensory Processing 101: When your brain won’t cooperate, you have to get creative.

Collage Dance Collective: The Rise Project
*Edward Schoelwer, Red Shell Mgmt, High Falls, NY*

Family Friendly Shows for Audiences of All Ages
*Geraldine Abrahamsen, DCA Productions, New York, NY*
*Daniel Abrahamsen, DCA Productions, New York, NY*

The Small Glories
*Cara Luft, The Small Glories, represented by SRO Artists, Inc., Middleton, WI*
*JD Edwards, The Small Glories, represented by SRO Artists, Inc., Middleton, WI*

Black Market Trust – Gypsy Jazz / Three Part Vocals / Great American Songbook – You know you want this!
*Craig Knudsen, Knudsen Productions, Berkeley, CA*

“Alice in Californiland” headlines AXIS Dance Company's triple bill "In-ter-twine"
*Robin Anderson, AXIS Dance Company, Oakland, CA*

MAGIC SHADOWS BY CATAPULT: The amazing and affordable family show – direct from Broadway!
*Fran Heller, BiCoastal Productions, New York, NY*

Tea and Scones: 3:00–3:30 p.m.

Sponsored by Paragon Ragtime Orchestra, represented by Ariel Artists LLC, Exhibit 511

Hall D – Lounge
Affinity Group Meetings: 4:30–5:15 p.m.

<table>
<thead>
<tr>
<th>Meeting</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>211AB</td>
<td>Early Career Artists, Agents, and Managers</td>
</tr>
<tr>
<td>207AB</td>
<td>Environmental Activism / Greening the Performing Arts</td>
</tr>
<tr>
<td>208CD</td>
<td>International Touring</td>
</tr>
<tr>
<td>206AB</td>
<td>LGBTQ</td>
</tr>
<tr>
<td>208AB</td>
<td>Mental Health and Wellness</td>
</tr>
<tr>
<td>102C</td>
<td>Parents and Families</td>
</tr>
<tr>
<td>209AB</td>
<td>People of Color</td>
</tr>
<tr>
<td>102D</td>
<td>Remote/Rural Presenters</td>
</tr>
</tbody>
</table>

Shuttle: 6:00 p.m.–9:45 p.m.

Buses will run approximately every 15 minutes on a loop between the Hilton Minneapolis and the Pantages. Access the shuttle from the 11th Street entrance to the hotel, directly under the skyway.

Spotlight Showcases: 6:30–9:15 p.m.

Including a sponsored showcase by Ananya Dance Theatre, Exhibit 309

**Pantages Theatre, 710 Hennepin Avenue**

*Travel advisory: Plan extra time getting to the theater due to construction on Hennepin Ave between 6th and 12th Streets.*

From 6:00–9:45 p.m., shuttle buses will run approximately every 15 minutes on a loop between the Hilton Minneapolis and the Pantages. Access the shuttle from the 11th Street entrance to the hotel, directly under the skyway.

The Pantages is five blocks from the Hilton Minneapolis, about a 10 minute walk. See the map on page 2 for more information.

<table>
<thead>
<tr>
<th>Time</th>
<th>Performer</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:40 p.m.</td>
<td>Ananya Dance Theatre</td>
<td>Exhibit 309</td>
</tr>
<tr>
<td>Sponsored showcase</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7:00 p.m.</td>
<td>Bridgman</td>
<td>Packer Dance</td>
</tr>
<tr>
<td>7:20 p.m.</td>
<td>Ragamala Dance Company – “Written in Water”</td>
<td>Elsie Management, Exhibit 618</td>
</tr>
<tr>
<td>7:40 p.m.</td>
<td>Cantus</td>
<td>Alliance Artist Management, Exhibit 521</td>
</tr>
<tr>
<td>8:00 p.m.</td>
<td>Robert Post’s “How to Survive Middle School”</td>
<td>Geodesic Management, Exhibit 303</td>
</tr>
<tr>
<td>8:20 p.m.</td>
<td>Ensemble Español</td>
<td>Siegel Artist Management, Exhibit 325/323A</td>
</tr>
<tr>
<td>8:40 p.m.</td>
<td>Jamie Adkins – “A Fool’s Errand”</td>
<td>Agence Station Bleue, Exhibit 114</td>
</tr>
<tr>
<td>9:00 p.m.</td>
<td>The Okee Dokee Brothers</td>
<td>Dandelion Artists, Exhibit 810</td>
</tr>
</tbody>
</table>
Ananya Dance Theatre, Exhibit 309  
**Sponsored showcase**

This excerpt from Sutrajāl, our upcoming work that premieres September 20, explores tensions, fears, and memories of violences that clog the borders we must negotiate everyday. We dance together, refusing dehumanization and signalling support for those struggling at dangerous divides between survival and extinction. Inspired by the poetry of Kazi Nazrul Islam, celebrated anti-colonial poet of undivided Bengal: “Destroy these prison gates, this cold stone pedestal where we are asked to worship our own chains!”

**Disciplines:** Dance (Modern, Contemporary Indian Dance) | Asking fee: See agent.

Bridgman|Packer Dance, Pentacle, Exhibit 420B

The latest work in Bridgman|Packer Dance's award-winning and genre-breaking integration of live performance and video technology, “Table Bed Mirror” navigates through an illogical and fantastical night of dreams and constantly shifting realities. While referencing the neuroscience of the dream process, their highly sensual and visceral live performance, video, text, and sound score create an absurdist collage that confounds the sense of reality and challenges assumptions.

**Disciplines:** Dance (Modern, Multimedia) | Asking fee: See agent.

Ragamala Dance Company – “Written in Water”, Elsie Management, Exhibit 618

Under the direction of Ranee and Aparna Ramaswamy, Ragamala Dance Company's multidisciplinary projects engage the ancestral and the personal. In “Written in Water,” internationally-celebrated artists forge new artistic paradigms: the south Indian dance form of Bharatanatyam is in conversation with NYC-based composer Amir ElSaffar, who leads a new musical ensemble with a distinct alchemy of Iraqi, jazz, and Carnatic instruments, and Chennai-based Keshav's lush paintings are projected onto the stage to create a mythic, mystical dance landscape.

**Disciplines:** Music (World), Dance (Classical), Other (Multidisciplinary) | Asking fee: See agent.

Cantus, Alliance Artist Management, Exhibit 521

Acclaimed as “the premier men’s vocal ensemble in the United States” (Fanfare), Cantus engages audiences in a meaningful music experience and ensures the future of ensemble singing by mentoring young singers and educators. Cantus was founded on the ideals of collaborative music-making: The ensemble works together to reach new levels of artistic excellence, innovation and audience engagement. Our vision is to give voice to shared human experiences. Their showcase will highlight the 20-21 tour program.

**Disciplines:** Music (A Cappella, Choral, Classical, Experimental/New Works, Family/Young Audience) | Asking fee: $10,000-$14,000.

Robert Post’s “How to Survive Middle School”, Geodesic Management, Exhibit 303

Emmy award-winning performer Robert Post barely survived middle school. Struggling because of various learning disabilities, he found that making people laugh saved him. In this 55 minute, multi-media performance, Post’s hilarious live performance is interspersed with videos where kids talk to kids in a compelling, funny, and educational show. Dealing with real issues, including peer pressure, fear of fitting in, and social media bullying, this show is a bridge to building a culture of empathy.

**Disciplines:** Variety (Comedy, Educational), Theater (Family/Young Audience, One-person Shows) | Asking fee: $4,500-$6,500.
Ensemble Español, Siegel Artist Management, Exhibit 325/323A

Ensemble Español is one of Chicago’s most dynamic arts organizations. With a deep commitment to the legacy of Spanish dance, arts education and cultural exchange, their performances highlight three styles of traditional Spanish dance while exploring new paradigms and collaborations in contemporary Spanish dance. The showcase will feature Flamenco, folkloric, and classical and contemporary Spanish dance. Hedy Weiss of the Chicago Sun-Times writes, “Every performance by this ensemble is a precision-tooled theatrical dream.” | Disciplines: Dance (Ethnic/Folk, Classical and Contemporary Spanish Dance, Folkloric, Flamenco) | Asking fee: $13,000-$25,000.

Jamie Adkins – “A Fool’s Errand”, Agence Station Bleue, Exhibit 114

World renowned clown, juggler, and comic acrobat Jamie Adkins stumbles onstage, desperately trying to become the man he imagines himself to be. In his new show, “A Fool’s Errand,” Adkins uses his unique blend of circus arts, acrobatic skill and unguarded physical comedy to explore the what-ifs along the path of life, accompanied by a charismatic tuba player. With deftly awkward juggling performances and falsely flimsy balancing acts on a slack wire, Jamie Adkins skillfully masters the art of tricks and comedy, and strikes the heart of young and old alike. | Disciplines: Variety (Circus, Family/Young Audience) | Asking fee: See agent.

The Okee Dokee Brothers, Dandelion Artists, Exhibit 810

Justin Lansing and Joe Mailander have been exploring the outdoors together since they were kids. Now, as the Grammy-winning family music act The Okee Dokee Brothers, they write songs to encourage kids and families to get outside and get creative. With songs written under wide-open skies and harmonies fine-tuned around the campfire, the natural world is at the heart of their Americana folk music. | Disciplines: Music (Family/Young Audience, Folk) | Asking fee: $4,500-$6,000.

Independent Showcasing: 9:30 p.m.–midnight

Hilton Minneapolis, 1001 Marquette Ave S and around town

View showcase schedule and descriptions in the app or Showcase Booklet.
Friday, September 6, 2019

Registration: 8:00 a.m.–5:00 p.m.
Charging Station sponsored by ICM Partners, Exhibit 319

Hall D Lobby  Visit our registration desk to receive your Conference credentials and answers to your questions.

Continental Breakfast: 8:00–9:30 a.m.
102EF  Start your day right and grab breakfast on your way to sessions.

Professional Development: 8:30–9:50 a.m.
Sponsored by David Belenson Management, Exhibit 519

207AB  Balancing Work and Life
Is work/life balance still a thing? Is there a generational shift? How do people in different roles and with different family situations think differently about the topic? Hear from a panel of people at various points in their lifecycles and careers and participate in an interactive discussion around how we learn to better balance the crazy demands of being an arts professional with self-care, health, and personal stability.
Anne Bak Marine, Eisenhower Dance Detroit, Detroit, MI
Joe Ferlo, The Grand Oshkosh, Oshkosh, WI
Terri Trotter, Midland Center for the Arts, Midland, MI
Melissa Vine, Vine Chromatic, Des Moines, IA

209AB  Engagement with Indigenous Communities and Honoring Native Land
There is a growing movement to acknowledge Native land and reverse the invisibility of Native peoples through equitable practices and inclusion. The performing arts can provide community leadership, catalyze change and help to replace colonial and false narratives about Native peoples with true stories. This session will provide information, guidance and a space for discussion about how to engage with your local Native communities as well as land acknowledgements, welcome to land and other popular first steps in these efforts to build equity and inclusion in the performing arts.
Andre Bouchard, Walrus Arts Management and Consulting, Vancouver, WA
211AB  Making Artistic Cents: Communication Conundrum (Presented by NAPAMA)
In our ever-changing performing arts field, we are constantly questioning how to make effective contact and efficiently communicate with each other whether it be agent/manager, presenter, artist or service organization. This interactive session will focus on an authentic and inclusive dialogue with one another i.e. initiating contact, negotiating contracts, pre-engagement planning, post engagement follow-up or seeking concrete information. Designated presenters, agents and artists will share brief comments regarding modes of communication, establishing and respecting timelines and boundaries, hearing a "yes" or "no" and what encourages a spirit of discovery. Facilitated break out sessions will follow in an interactive discussion.
Bert Goldstein, Wharton Center for Performing Arts, East Lansing, MI
Tiffany Goodman, Goodman Artists, Houston, TX
Cathy Pruzan, Cathy Pruzan Artist Representative, Tiburon, CA
Lynae Sanford, Lutcher Theater Inc., Orange, TX
Mark Yonally, Chicago Tap Theatre, Chicago, IL

102C  Navigating the Labyrinth: Artists Visas and Artist Mobility
An arts presenter who seeks to present international artists must deal with this ever-changing labyrinth of bureaucracy. Typically, panels on this topic are very popular. Increases in the costs and complexity associated with obtaining US visas for performing artists have become a significant impediment to the presentation of foreign performing artists in the US. We recommend offering a panel or presentation that covers that techniques and strategies for dealing with artist visas. Topics should include visa basics, addressing new problems that have developed under the new administration, and advocacy work that is being done to help make the process better.
Matthew Covey, Tamizdat, Brooklyn, NY

208AB  Outliving Your Subscriber Base
As the performing arts patron base fluctuates and traditional loyalty programs continue to see declining sales, how can we meet patrons’ evolving needs? We’ll examine approaches from in and outside the arts industry to inspire ideas for staying competitive in a world of broad entertainment offerings. Looking at creative, flexible and sustainable loyalty programs, you’ll leave with a toolkit for examining your current approaches, implementing change and marketing the programs effectively.
Karen Elizondo, Spektrix, New York, NY

Marketplace: 10:00 a.m.–12:00 p.m.
Hall D  View exhibitor locations in the app or Marketplace Booklet.
Friday Lunch + Performance: 12:15–1:45 p.m.
Performance sponsored by Bach to the Future, represented by MainStage Artists Management, Exhibit 515

Ballroom A  Bach to the Future  
Chart-Topping Pianist Michael Silverman Takes Classical Music Into the Modern Age with Bach to the Future! Imagine the classics—Bach, Beethoven, Mozart—performed in exciting new ways...modern jazz, African, and Latin rhythms. Bach to the Future brings an exciting, whimsical approach to the most beloved music of all time, and some of the most interesting cutting-edge instruments you’ll ever see. How about a Drum-itar? A 6-string electric violin that sounds like Jimi Hendrix? All of the group members are world-renowned performers, best-selling authors, and highly acclaimed composers. This is a show you won’t want to miss! Bach to the Future - The Bach that Rocks!

A ticket is required for this event. If you selected this meal on your Conference registration, you should have received a ticket with your name tag. If you did not pre-register, check with Conference staff outside the ballroom to see if tickets remain.

Marketplace: 2:00–4:30 p.m.

Hall D  View exhibitor locations in the app or Marketplace Booklet.
Pitch Session: 2:00–2:30 p.m.

**Speed Leads**  
In to America  
*William Massolia, Griffin Theatre Company, Chicago, IL*

Body Talk: A Dance Imagination of African American Playwrights  
*Michelle VanHuss, Dayton Contemporary Dance Company, Dayton, OH*

Fish Fry  
*Danielle Dresden, TAPIT/new works Ensemble Theater, Madison, WI*

Right in the Eye – Live Movie-Concert of Georges Méliès’ Films  
*Alexandra Kotis, Alcoléa & cie, New York, NY  
Jean-François Alcoléa, Alcoléa & cie, Poitiers, France*

Magic & Mystery  
*Amanda LaVore, Mystery Arts LLC, Indianapolis, IN  
Mat Lavore, Mystery Arts LLC, Indianapolis, IN*

The Naghash Ensemble: Songs of Exile  
*Barbara Scales, Latitude 45 Arts International, Montreal, Canada*

Let us Grow Your Audience Together!  
*Joshua Kane, Joshua Kane/Wild Baboo Productions, New York, NY*

EPIC Acts for Midsize Presenters  
*Ron DeStefano, EPIC Arts Management, New York, NY*

NYC indie-folk-rock musicians The Bergamot present: The American Song  
*jillian Speece, The Bergamot, represented by Fusion Talent Group, Brooklyn, NY*

Those Were The Days™ starring William Florian  
*William Florian, Producers, Inc., Tampa, FL*

Coffee and Bars: 3:00–3:30 p.m.

Sponsored by by Reif Performing Arts Center
Professional Development: 4:30–5:15 p.m.

211D  Connecting Theatre Artists, Educators, and Scholars (The American Alliance for Theatre & Education)
Does your organization hold theatre camps, workshops, master classes, or other interactive events for patrons of all ages? Are you curious to know how research impacts theatre practice? Learn how AATE connects and inspires a growing collective of artists, educators, and scholars committed to transforming young people and communities through the theatre arts.

*Gary Minyard, Victoria Theatre Association, Dayton, OH*

206AB  Grant Opportunities & Grantwriting Tips (Chamber Music America)
CMA will distribute more than $1.1 million in grant funding in 2020 to small ensembles and concert presenters through its four established and two new grant programs. Learn about these opportunities, eligibility requirements, deadlines, and tips for grantwriting success. This session is for presenters, musicians, and composers who are interested in creating new work, participating in community residencies, engaging in collaborative presenting, and more.

*Frank L. Page, C.P.A., CWA Management LLC, Orlando, FL*

102D  How to Make Your Programs Accessible for People with Disabilities (NEA + MSAB)
This session will provide an overview of federal accessibility requirements for grants from the National Endowment for the Arts, as well as State Arts Agencies and Regional Arts Organizations. It will also share examples of best practices from the arts field as well as resources and ideas on how to prioritize, build, and communicate an organization’s accessibility program: developing community partnerships, training staff, expanding networks, and identifying funding approaches. This will be an interactive session, so participants can share experiences, ask questions, and establish connections with other participants throughout the presentation as they did last year.

*Lauren Tuzzolino, National Endowment for the Arts, Washington, DC*

*Natalie Kennedy-Schuck, Minnesota State Arts Board, St. Paul, MN*

211AB  Law and Disorder: Artistic Victims Unit–Live Update! (GG Arts Law)
From artists leaving rosters, to new music licensing companies, to the ever-changing and ever-more-frustrating process of bringing artists in to the U.S., the business and legal aspects of the performing arts continue to present challenges and frustrations. This session will provide an update on recent changes and issues, how to understand them, and how best to address them without resorting solely to medication.

*Brian Goldstein, GG Arts Law, New York, NY*

102C  National Funding Opportunities for U.S. Artists and Presenters (Mid Atlantic Arts Foundation)
Opened to artists, agents, and presenters from across the country, this session will provide an overview of Mid Atlantic Arts Foundation’s regional, national, and international touring grants. Come learn about USArtist International, a program that supports U.S.-based artists traveling to perform at international festivals and marketplaces, or Performing Arts Global Exchange, a new program for U.S. presenters to engage international touring artists.

*Haowen Wang, Mid Atlantic Arts Foundation, Baltimore, MD*
211C National Opportunities in Dance and Theater, and International Exchange (NEFA)
NEFA provides funding opportunities for the creation and touring of new dance and theater works across the U.S. through the National Dance Project and the National Theater Project. NEFA’s Center Stage Program introduces performing artists from nations and cultures seldom presented in the U.S. to national audiences and will feature artists from Egypt and Ukraine in 2018. Artists, agents, managers, and presenters are invited to learn about these programs and hear the latest updates.

Indira Goodwine, New England Foundation for the Arts, Boston, MA
Cheri Opperman, New England Foundation for the Arts, Boston, MA
Quita Sullivan, New England Foundation for the Arts, Boston, MA

208AB Navigating the New Complexities of CWAs
Caffeine will not be needed for this action-packed session designed for presenters, promoters, booking agencies and artists. This session will answer 100% of the questions you ask about the new IRS CWA policies and how they affect the tax obligations for all involved. Takeaways include: An understanding of how the 2018 and 2019 IRS CWA Department policy changes directly impacted the take home pay for the artists; providing a picture of the withholding in the US when CWAs are ignored; debunking the myths behind W-8 forms, tax treaties and not-for-profits; understanding the importance of individual identifying numbers (SSNs/ITINs); and a far better understanding of becoming/staying tax compliant in the US and the dangers of non-compliance.

Frank L. Page, C.P.A., CWA Management LLC, Orlando, FL

209AB Promoting Equity, Fortifying Leadership (Women of Color in the Arts)
WOCA is dedicated to creating racial and cultural equity in the performing arts field. By fortifying arts leadership, WOCA aims to reinforce an inclusive world where everyone has a seat at the table. This informational session is open to all current and prospective WOCA members, as well as authentic allies, to learn more about WOCA’s initiatives, membership, and how to lend support to this dynamic movement of women.

208CD Seven Things Everyone Should Know about American Indians
This fast-paced research-based presentation, illustrated by contemporary and historical images, explains seven key facts that everyone working with and for American Indians and Indian tribes should know. Attendees will participate in a hands-on activity and learn at least two things that they can implement immediately to push back against the systemic misrepresentation of American Indians and Indian tribes.

Dr. Craig Howe, Center for American Indian Research and Native Studies, Martin, SD

207AB Tools and Resources for Performing Arts Emergency Preparedness
Natural disasters, man-made emergencies, and public relations crises seem to be “the new normal” in the arts and culture communities. How can performing arts organizations navigate these events? There are many new resources and partnerships that can help organizations prepare for and recover from minor emergencies to large-scale disasters. We’ll explore new tools, grants, services, and information available to Arts Midwest conference attendees during this session.

Tom Clareson, Performing Arts Readiness/LYRASIS, Columbus, OH
Shuttle: 6:00–9:45 p.m.

From 6:00–9:45 p.m., shuttle buses will run approximately every 15 minutes on a loop between the Hilton Minneapolis and the Pantages.

Access the shuttle from the 11th Street entrance to the hotel, directly under the skyway.

Spotlight Showcases: 6:30–9:15 p.m.

Including a sponsored showcase by The World of Magic, Exhibit 509

Pantages Theatre, 710 Hennepin Ave S

Travel advisory: Plan extra time getting to the theater due to construction on Hennepin Ave between 6th and 12th Streets.

The Pantages is five blocks from the Hilton Minneapolis, about a 10 minute walk. See the map on page 2 for more information.

<table>
<thead>
<tr>
<th>Time</th>
<th>Show</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:40 p.m.</td>
<td>The World of Magic Sponsored showcase</td>
<td>Exhibit 509</td>
</tr>
<tr>
<td>7:00 p.m.</td>
<td>Music City Hit-Makers</td>
<td>Exhibit 428</td>
</tr>
<tr>
<td>7:20 p.m.</td>
<td>Bridge+Wolak Duo</td>
<td>Cadenza Artists</td>
</tr>
<tr>
<td>7:40 p.m.</td>
<td>Las Cafeteras</td>
<td>awesome company</td>
</tr>
<tr>
<td>8:00 p.m.</td>
<td>Gina Chavez</td>
<td>Kosson Talent</td>
</tr>
<tr>
<td>8:20 p.m.</td>
<td>Arcis Saxophone Quartet</td>
<td>Ariel Artists LLC</td>
</tr>
<tr>
<td>8:40 p.m.</td>
<td>Akropolis Reed Quintet</td>
<td>Ariel Artists LLC</td>
</tr>
<tr>
<td>9:00 p.m.</td>
<td>Step Afrika!</td>
<td>General Arts Touring</td>
</tr>
</tbody>
</table>

The World of Magic, Exhibit 509 Sponsored showcase

We succeed in bringing in all three generations at once, who then explore the Performing Arts Center to find other shows and programs of interest to each of their tastes. It’s the perfect way to introduce your unreach community to the theater in a delightful, artistic and impactful way. In that way, we are fulfilling our purpose to create beautiful moments that connect generations. Fun, engaging, mysterious, and whimsical... our show makes families smile together while promoting a love for the arts. Disciplines: Variety (Magic/Illusion)

Asking fee: $8,000-$12,000.

Music City Hit-Makers, Exhibit 428

Music City Hit-Makers fuses two things uniquely American — the songwriter and symphony pops. Featuring Award-winning Nashville songwriters, “The Songs, Their Stories, A Symphony” is part storytelling, part comedy, and most of all, unforgettable acoustic performances of sixteen #1 radio hits with a symphonic twist!

Music City Hit-Makers have played over 60 inspiring shows in 20 different states with no signs of slowing down. In addition, their debut EP, Songs & Symphony, was released June 4, 2019. Disciplines: Music (Country, Orchestral, Popular) Asking fee: See agent.
**Bridge+Wolak Duo, Cadenza Artists, Exhibit 218/220A**

Playing digital accordion & clarinet, stage banter and stand-up comedy sets this pair of musicians apart from other ensembles, along with a chameleon-like ability to morph from one genre to another. The Bridge+Wolak Duo offers unpretentious and engaging shows that are challenging, yet familiar. Their showcase program includes a baroque violin partita, a jazz tune, and a Brazilian samba, all uniquely re-imagined for the 21st century. | Disciplines: Music (Classical, Folk, Jazz/Blues, Rock, World), Variety (Comedy) | Asking fee: See agent.

**Las Cafeteras, awesome company, Exhibit 702**

Las Cafeteras create a vibrant musical fusion with a unique East LA sound and positive message. Their Afro-Mexican rhythms, and rhymes deliver inspiring lyrics that document stories of a community seeking love and justice in the concrete jungle of Los Angeles. Using traditional Son Jarocho instruments like the jarana, requinto, quijada (donkey jawbone) and tarima (a wooden platform), Las Cafeteras sing in English, Spanish, and Spanglish. | Disciplines: Music (Family/Young Audience, Folk, Roots/Traditional, World) | Asking fee: See agent.

**Gina Chavez, Kosson Talent, Exhibit 129**

Gina Chavez is a 12-time Austin Music Award winner whose bilingual, pan-Latin sound embodies the true meaning of “America.” Her high-energy concerts take audiences on a journey tracing her Latin roots from Austin to Argentina, El Salvador and beyond. Backed by a four-piece band, she performs a passionate collection of songs traversing cumbia, rumba, soul and pop that have earned more than 800,000 views on her NPR Tiny Desk and landed her an hour-long PBS special, now airing nationwide. Gina tours internationally as a cultural ambassador with the U.S. State Department and runs Niñas Arriba, a college fund she co-founded with her wife for young women in gang-dominated El Salvador. | Disciplines: Music (Folk, R&B Soul, World) | Asking fee: See agent.

**Arcis Saxophone Quartet, Ariel Artists LLC, Exhibit 511**

Since its international debut at Moscow's Great Hall of the Tchaikovsky Conservatory, Munich's Arcis Saxophone Quartet has taken the world's stages by storm, including the Berlin Philharmonie, London's Wigmore Hall, the Luxembourg Philharmonie, on tours of South America and the Middle East, and in 2018, their United States debut. Known for its captivating stage presence and compelling, masterful musicianship, the Arcis will perform today works by Ferenc Farkas, George Gershwin, Leonard Bernstein, and Philippe Geiss. | Disciplines: Music (Chamber, Classical, Contemporary Classical) | Asking fee: See agent.

**Akropolis Reed Quintet, Ariel Artists LLC, Exhibit 511**

Performing in venues ranging from concert halls and schools to office buildings and parks, the seven-time national prize-winning Akropolis Reed Quintet has a proven record of programmatic imagination and flexibility. Their concerts demonstrate the ensemble's diverse repertoire and infectious chemistry, both of which are on display during their annual music immersion festival in Detroit, Together We Sound. Their showcase features the music of living composer Marc Mellits alongside arrangements of Nina Simone and George Gershwin. | Disciplines: Music (Chamber, Classical, Contemporary Classical) | Asking fee: See agent.
Step Afrika!, General Arts Touring, Exhibit 418

As the first professional company in the world dedicated to stepping, Step Afrika! is committed to promoting stepping beyond its traditional African-American audience and makes connections between stepping, South African dance styles, and other movement practices. Step Afrika! is a recipient of a 2019 Production Grant from the prestigious National Dance Project to support the creation and touring of its new work, “Drumfolk.” Our showcase features one of Step Afrika!’s most celebrated works, “Wade.” | Disciplines: Dance (Ethnic/Folk) | Asking fee: See agent.

Independent Showcasing: 9:30 p.m.–midnight

Hilton Minneapolis, 1001 Marquette Ave S and around town

View showcase schedule and descriptions in the app or Showcase Booklet.
Saturday, September 7, 2019

Coffee + Tea: 7:45–9:00 a.m.

102EF  Grab something to drink on your way to your session or meeting.

Registration: 8:00 a.m.–2:30 p.m.

Charging Station sponsored by ICM Partners, Exhibit 319

Hall D Lobby  Visit our registration desk to receive your Conference credentials and answers to your questions.

Professional Development: 8:00–8:50 a.m.

207AB  Central U.S. Markets: Collaborating Regionally
Block booking dominates conversations about the various ways presenters, artists, and agents can work together, but the possibilities don't stop there. Join an open conversation about best practices and new ideas for collaborating regionally.

102D  Student Forum: Voices of the Next Generation of Arts Leaders
Designed for students but open to everyone, this open forum will create space for the next generation of leaders to talk openly about their experience at the Conference.
Steve Duchrow, Elgin Community College, Elgin, IL
Brenda Johnston, Butler University, Indianapolis, IN
Tom Robbins, University of Dubuque Heritage Center, Dubuque, IA

209AB  Yoga for Performing Arts Professionals
No special clothes or mats required! Whatever your role in the performing arts field, there's always something to gain from carving out time for yourself. Learn the basics. Walk away with your own mini “mindfulness toolbox” of accessible poses and practices to take with you and practice anywhere. Leave energized and ready for the final day of the Conference!
Krista Costin, yoga instructor and artist, St. Paul, MN

NAPAMA + Presenter Network Meetings: 9:00–10:00 a.m.

102C  NAPAMA  open; general business
211C  Illinois Presenters Network  members only; block booking
211D  Indiana Presenters Network  members only; block booking
211AB  Minnesota Presenters Network  presenting members only (no affiliates); block booking
207AB  Plains Presenters Network + Iowa Presenters Network  members only; block booking
208AB  Southwest Performing Arts Presenters  members only; block booking
208CD  Wisconsin Presenters Network  members only; block booking
Saturday Brunch + Keynote: 10:15–11:30 a.m.
Sponsored by Mid-America Arts Alliance, Exhibit 102

Ballroom A

Saturday Brunch + Keynote
As the Conference comes to a close, we welcome Torrie Allen, Arts Midwest’s new president & CEO, and look forward to our future together as a community of performing arts professionals. An engaging keynote conversation brings together three inspiring featured speakers.

Sean Dorsey, Sean Dorsey Dance, San Francisco, CA
Dr. Craig Howe, Center for American Indian Research and Native Studies, Martin, SD
Mary Jennings, Rozsa Center for the Performing Arts, Houghton, MI

A ticket is required for this event. If you selected this meal on your Conference registration, you should have received a ticket with your name tag. If you did not pre-register, check with Conference staff outside the ballroom to see if tickets remain.

Marketplace: 11:45 a.m.–2:15 p.m.

Hall D
View exhibitor locations in the app or Marketplace Booklet.

Marketplace: 11:45 a.m.–12:15 p.m.

Pitch Session: Residency Showcases

Hall D - Professional Development and Pitch Lounge

TRAILER TALES: Urban Safari
Lïysa Holland, theater simple, Seattle, WA

Monica Bill Barnes & Company – THE RUNNING SHOW
Laura Colby, Elsie Management, Brooklyn, NY

Telling Your Own Story – Residency Projects from David Gonzalez
Sarah Saltwick, Holden & Arts Associates, Austin, TX

Mobilizing Your Community
Kevin Reese, SchoolSculptures, Washington, DC

No need to create – Just facilitate! (Week-long theatre residencies for students PreK-12)
Cassandra Quinn, Compass Creative Dramatics, Chicago, IL
Chips, Dips, and Sips: 12:30–1:00 p.m.
Sponsored by The Nelsons, Exhibit 311

Hall D

Exhibitor Load-out: 2:15–3:15 p.m.

Hall D
Exhibitor services is located at the end of aisle 700.

Closing Party: 3:30–5:00 p.m.
Sponsored by IMG Artists, Exhibit 201

Brit's Pub, 1110 Nicollet Mall
For over a quarter of a century, Brit's Pub has been Minneapolis's own little corner of the U.K. The pub is known for its charming interior and lawn bowling on the rooftop deck. Toast to yourself and your colleagues for the completion of a successful and productive Conference!

Brit's is located less than two blocks from the Hilton Minneapolis. See the map on page 2 for more information.

Those who purchased a special add-on ticket for the excursion to Paisley Park: The shuttle departs at 4:30 p.m. from the Hilton Minneapolis. Access the shuttle from the 11th Street entrance to the hotel, directly under the skyway.