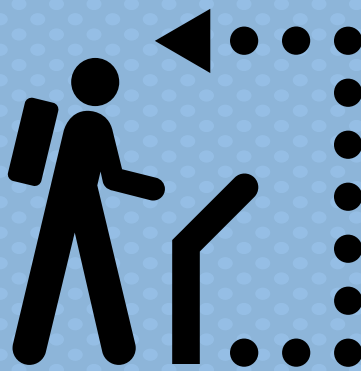


BAM! Complete Guide to Performing Networks in the United States

by Robert Baird



#11

A guide to national, regional,
state and specialized associations

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The **United States of America (USA)**, commonly referred to as the **United States (U.S.)** or **America**, is a federal republic composed of 50 states, the federal district of Washington, D.C., five major territories, and various possessions. The 48 contiguous states and Washington, D.C. are in central North America between Canada and Mexico. The state of Alaska is in the northwestern part of North America and the state of Hawaii is an archipelago in the mid-Pacific. The territories are scattered about the Pacific Ocean and the Caribbean Sea. At 3.8 million square miles (9.9 million km²) and with over 320 million people, the country is the world's third largest by total area (fourth largest by land area) and the third most populous. It is one of the world's most ethnically diverse and multicultural nations, the product of large-scale immigration from many countries. The geography and climate of the United States are also extremely diverse. Artists who wish to tour the United States will experience a wide variety of travelling conditions.

There are presenting networks across the country and many foreign artists have toured successfully in all of them. Each network has its own character, focus and benefits. I urge you to explore the information in these pages to find out which networks might be of interest to you. Of course, you should join and participate in those which will be of most benefit to you. An artist's experience with any presenter network is unique: some artists are immediately successful and can take advantage of membership and connections; other artists find it difficult to make headway. You will only know how an organization works and if it works for you once you have plunged in. Good luck! - Robert

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Association of Performing Arts Presenters (APAP) www.apap365.org

The Association of Performing Arts Presenters is the national service, advocacy and membership organization for presenters of the performing arts. APAP is dedicated to developing and supporting a robust performing arts industry and the professionals who work within it.

In addition to the annual APAP|NYC conference - the world's leading convening for the performing arts industry (January 6-10, 2017) - APAP is the industry's leading community for networking and knowledge. APAP strengthens and advances your career and the field through professional development, resource sharing, advocacy and civic engagement.

APAP|NYC conference

What: APAP|NYC 2017 is the members conference of the Association of Performing Arts Presenters and the world's premiere gathering of performing arts professionals. Find out more about [becoming an APAP member](#).

Who: More than 3,600 presenting organizations, artists, managers, agents, support organizations, vendors, consultants, speakers and arts leaders from all 50 U.S. states and more than 33 countries attend. [View the list of organizations that attended last year.](#)

Where and When: Happening every January in New York City, the dates for APAP|NYC 2017 are January 6-10. Pre-conference events take place January 5-6, 2017. [View registration information and rates here.](#)

Why: APAP|NYC offers five days of unmatched opportunities. Engage in professional development, attend live performance showcases, participate in the

world's largest performing arts marketplace, network with colleagues and conduct business.

More About APAP|NYC

Plenary Sessions and Professional Development

- Plenary sessions feature visionaries and influencers to inspire and invigorate your work. Recent past speakers include Rita Moreno, Bill T. Jones, Ira Glass, Misty Copeland and Angélique Kidjo. [Watch video highlights](#).
- Dozens of topical professional development sessions address a range of industry issues from the practical to the profound and help guide your business, your career, and your art.
- **Special “by application” opportunities**, including seminars like the Emerging Leadership Institute and the Young Performers Career Advancement program and unique events like UP NEXT! and 5 Minutes to SHINE!

EXPO Hall

- The EXPO Hall is the largest global performing arts marketplace of its kind with more than 370 booths, fueling the presenting field worldwide. It’s where the industry’s business gets done!
- The hall offers artists, managers, agents, producers, vendors, service organizations and presenters an unparalleled opportunity to meet face-to-face.
- Learn more about the EXPO Hall [here](#).

Showcases

- With more than 1,000 performances happening in and around the conference, artist showcases are one of the top reasons presenters come to APAP|NYC!
 - Showcases allow you to preview new work and discover new artists on a scale you won't find anywhere else. Hundreds of showcases offer free admission with your APAP|NYC badge.

- As an APAP|NYC showcaser, you can gain exposure to APAP member attendees, representing hundreds of presenting organizations. Learn more about producing and promoting your showcase [here](#).

Networking and More

- The APAP Annual Awards Ceremony and Luncheon on Monday, January 9 celebrates APAP members and luminaries. Past awardees include Chuck Davis, Midori, Philip Glass and Judith Jamison.
- Unwind and celebrate at the not-to-be-missed Opening Night Reception.
- The [New Colleagues Orientation](#) and mentor program offers first-time attendees helpful navigation tools to guide your experience.
- The APAP|NYC Conversation Area lets you meet, greet and connect one-on-one with colleagues and business partners, old and new.
- And more! There's something for everyone at APAP|NYC, including consortia meetings, consultations, and free pre-conference events.

Member Benefits

APAP|NYC Annual Membership Conference

An unmatched networking and educational experience for presenters, artists, managers and agents throughout the world, our annual membership conference in New York draws more than 3,600 participants and hosts thousands of performances over five days - making it the largest annual performing arts gathering in the world. To learn more, please visit www.apapnyc.org.

Spotlights E-newsletter

[Spotlights](#) is the new bi-weekly, members-only e-newsletter of the Association of Performing Arts Presenters. *Spotlights* features important APAP updates, industry news, funding opportunities, job openings, member news and so much more - it's a true benefit of APAP membership and a tangible tool for your career.

Inside Arts Magazine Subscription

Inside Arts is the official magazine of APAP. The quarterly magazine explores issues critical to the field through in-depth features, interviews and member news. Advertising discounts are available to APAP members.

Seminars, Education and Professional Development

APAP offers the very best in professional development for members at APAP|NYC and beyond. Throughout the year, members enjoy opportunities to take advantage of:

- Free monthly webinars
- Research and resources
- Leadership Development Institute
- Emerging Leadership Institute
- Young Performers Career Advancement Program

Funding Opportunities, Grants and Scholarships

APAP offers several grant programs, such as the popular **Cultural Exchange Fund**, exclusively to APAP members. Members are kept updated on external funding and grant opportunities in the Spotlights e-newsletter. In addition, members may opt-in to receive free subscriptions to the Dana Foundation Newsletter, Arts Education in the News and the GrantStationInsider e-newsletter.

Membership Directory and Artist Roster

All APAP members and their artists are readily available to you any time of day in our online **Membership Directory** and **Artist Roster**. You can search on a number of criteria and print versions of either directory that can be used as reference tools for connecting with the contacts you need!

Advocacy

One of the foremost advocates for the performing arts in America, APAP represents your interests before the U.S. Congress, the White House and federal agencies. Receive regular advocacy updates about national, state and local issues that matter to you directly from APAP.

Visa Technical Assistance

Visa support letters and technical assistance are available from our staff exclusively for members. APAP also supports www.ArtistsFromAbroad.org, which provides guidance and tips on securing visas for foreign guest artists as well as the latest rules and regulations, downloadable toolboxes, worksheets, forms and links.

APAP Job Bank & Career Center

APAP members and the field at large may **search and post job openings** online in one of the most popular performing arts job banks.

Affinity Memberships

Becoming a member of APAP gets you even more special benefits through our affinity partners. **See the full list of APAP partners!**

View membership categories and dues (PDF).

Want to join offline? Download the **membership application** or **membership renewal form** and fax it to 202.833.1543.

National Performance Network (NPN)

www.npnweb.org

The National Performance Network (NPN) is a national organization supporting artists in the creation and touring of contemporary performing and visual arts.

NPN is about community engagement, touring, creating, sharing ideas and knowledge. NPN is about representing all artists who create something new and supporting the presenters who take the risk in showcasing it.

The National Performance Network (NPN) has brought innovative performing artists to all corners of the United States for more than 25 years. Begun in 1985 by David White at Dance Theatre Workshop in New York, NPN was founded to address the issues of artistic isolation and the economic constraints of moving art around the country and the sharing of artistic and community voices. From a beginning of 14 organizations as “primary sponsors,” the network now numbers 61 NPN Partners.

In 2007 the Visual Artists Network (VAN) began as a pilot program and was formally launched with the selection of 15 VAN Partners that are leading contemporary arts organizations from across the United States.

As an artist-centered, field-generated network, the National Performance Network is unique in its structure. Its active and engaged network of presenters form an interconnected web or relationships through which support and services are strategically designed, effectively distributed, and successfully leveraged.

The National Performance Network and the Visual Artists Network are closed networks, intentionally kept small to facilitate active participation, build sustainable relationships, and measure impact over time. The national infrastructure meets NPN’s goal to support artists and the creation of new work in the context of community engagement. Every few years, a small number of organizations are invited to join the Network following a rigorous nomination and application process.

Through its network of artist-centered partners, NPN/VAN's programs support the creation and presentation of new work in a context of community engagement.

Supporting Creativity and Engaging Communities through Touring

One of NPN/VAN's primary objectives is to support artists' ability to move their work around the country and the world, giving them the opportunity to engage new audiences and communities. It does this through subsidies to the NPN and VAN Partners who chose the artists they present.

- Performance Residencies
- Freight Fund
- Exhibition Residencies
- International Program

A second key objective is to facilitate the development of new work by supporting NPN Partners' ability to commission fresh, exciting creations and collaborations. At this time, the Creation Fund and Forth Fund are only available to NPN Partners, who are presenters of performance work.

- Creation Fund
- Forth Fund

Building the Capacity of the Field

NPN strengthens the management and community engagement capacities of NPN/VAN Partners and the artists they present.

- Community Fund
- Mentorship and Leadership Initiative
- LANE – Leveraging a Network for Equity

While NPN/VAN works to increase the skills and competencies of individual artists and presenters, it is also engaged in a larger, field-wide effort to build knowledge, connections and impact through regular face-to-face convenings.

- Annual Meetings
- Mid-Year Meetings

Exercising Leadership Locally and Nationally

As a matter of cultural policy, NPN/VAN collaborates with other organizations through strategic partnerships and participation in national service organizations. These efforts help develop new markets and audiences for artists, leverage services to benefit the field, and increase artistic pluralism. NPN/VAN highlights the activities of NPN/VAN Partners and artists through its publications, both in print and electronic.

- Cultural Policy
- New Orleans Local Network
- Resources

Arts Midwest (AMW) www.artsmidwest.org

A non-profit regional arts organization headquartered in Minneapolis, Arts Midwest serves audiences, arts organizations, and artists throughout the nine states of Illinois, Indiana, Iowa, Michigan, Minnesota, North Dakota, Ohio, South Dakota, Wisconsin, and beyond.

Programs

Arts Midwest presents and sponsors performances and exhibitions seen by more than half a million people annually throughout the Midwest and around the world.

Current Programs & Activities

- Multi-year special programs like ArtsLab, focused on leadership and strategy development for smaller Minnesota arts organizations, and Arts Learning Xchange, aimed at strengthening arts engagement and participation for Twin Cities arts organizations.
- The Arts Midwest Conference, bringing together performing artists, artist managers/agents, performing arts presenters, and service organizations engaged in connecting the performing arts to audiences across the Central United States.
- Arts Midwest Touring Fund, supporting the inter-state touring of professional performing artists to communities throughout Illinois, Indiana, Iowa, Michigan, Minnesota, North Dakota, Ohio, South Dakota, and Wisconsin.
- Arts Midwest World Fest, presenting international musical ensembles in intensive week-long residencies in smaller Midwest communities.

- Creating Connection is a national communications and engagement effort focused on making arts, culture, and creative expression a more recognized, valued, and expected part of everyday life.
- Caravanserai: A place where cultures meet, creating new pathways for Americans to experience the diverse artistic expressions and cultures of Muslim societies through performing and media-arts residencies.
- Funded by the U.S. Embassy-Beijing, the Native American / China Exchange features distinguished Native American artists conducting workshops and performances across China.
- NEA national initiatives, collaborative programs with the National Endowment for the Arts that bring high-quality arts activities to communities nationwide.

Tools & Resources

Arts Midwest believes all communities deserve meaningful arts experiences. The tools and resources in this section are intended to provide assistance in advancing the arts throughout our region and beyond.

Accessibility Center

Resources intended to assist arts organizations in providing accessible services to Americans with disabilities

Publications

Resources created through collaborative efforts between Arts Midwest and other organizations

For Artists & Performers

Information on funding and booking opportunities for performing artists

For Teachers & Students

Educational resources in support of Arts Midwest's programs and NEA national initiatives

For Arts Orgs & Venues

Resources to find artists, funding, professional development, and more

Arts Midwest Conference

Join 1,000 performing arts professionals comprising artists, managers, and agents; performing arts presenters; and arts administrators from throughout the United States and beyond. Registration for the 2016 Conference in Milwaukee is available now for presenters, exhibitors, and service organizations.

Performances

Live performances are an essential part of the Conference and an important step in bringing arts to audiences. Performing at the Conference is an effective way to give presenters a glimpse of your or your artists' work in person, showing them something they can't get on a DVD or YouTube video.

- ➡ **Spotlight Showcases**
- ➡ **Independent Showcases**

See BAM! Complete Guide to Conferences – U.S.A.

Arts Northwest (ANW) www.artsnw.org

Arts Northwest is a unique partnership organization that has been serving presenters and artists in WA, OR, ID and well beyond for more than 30 years. It has its roots in Oregon's NW Booking Conference, Washington's "SWAP" (State of Washington Arts Presenters), and PNWAP (Pacific Northwest Arts Presenters). The annual NW booking conference as we now know it was born with the support of Idaho, Washington and Oregon Arts Commissions. As a result, the conference started rotating between the three states to a variety of cities. In 1991, the organization voted to bring artists members into full membership and

changed the organization's name to Arts Northwest to reflect that evolution. For the first time artists and presenters from all three states sat on the board of directors together. The inclusion of artists and managers mirrored the national trend towards inclusiveness of the entire field. The successful inclusion of the three state region also made sense in terms of the touring market and fiscal efficiency for staff and conferences. It is still a successful model because it meets its members' needs.

TODAY, Arts NW serves a growing membership of more than 500 organizations and individuals with services ranging from technical support and publications, mentoring and professional development programs and of course, the annual convening of the Arts Northwest Booking Conference. In recent years, Arts Northwest has been asked to extend its services well beyond the tri state region, incorporating growing presenter membership from 10 of the western states, and increasing participation by artists and agents from most of the nation and several countries.

The largest gathering of artists, their management and presenters of the performing arts in the region. Four highly productive and professional days include dynamic performance showcases, Keynote Speaker in-depth professional development, workshops, block-booking sessions, a packed exhibit hall, sales spotlights and social networking opportunities! Presenters of the performing arts will discover untapped resources, ideas and inspiration. Performers / artist's management have a medium that allows them access to the presenting organizations and individuals throughout the northwest, and helps get them in front of the audience most capable of booking them into the western U.S. market!

The NW Booking Conference is an opportunity to renew, refresh and remember why it is what you do with commitment AND passion.

All attendees must be current Arts Northwest members.

Who Should Attend the Northwest Booking Conference?

- Performing Arts Presenters: The Annual Northwest Booking Conference allows you as a performing arts presenter, to see, hear and meet with

hundreds of artists, their agents and management in a friendly yet professional setting. From the well seasoned and well known, to the cutting edge and the “about to be known”, you will find artists and ensembles to fit your every need and budget. Participate in the block booking activities to get a jump on your season or event

- Performing Artists, Managers, and Agents: Share your work with western based performing arts presenting organizations – theatres, festivals, community concert associations, college presenters and more. Spend time with the presenters, widening your network of connections, educating them as to your work, or that of the artists you represent. Broaden your skills and take advantage of the possibilities that will allow you to plan tours, performances and residency activities in the many communities they represent.
- Arts Associates and vendors to the performing arts: (any individual, business or organization supportive of the performing arts or active therein).

Juried Showcase Information

The Showcases are a centerpiece of the annual Arts Northwest Booking Conference!

The Arts Northwest Juried Showcases are renowned for the commitment to quality and diversity, as well as its reputation as one of the most effective methods for artists to increase their visibility with presenters in the west.

The performing artists/ensembles are selected by a peer panel process to present a 12-minute excerpt of their work during the annual conference. These showcases are highly sought after and extremely competitive.

After Hours Showcasing artists are also selected from this pool of applicants. The After Hours Showcases are well attended core programs of the NW Booking Conference.

Benefits of becoming a member

Arts Northwest connects you with the presenting and touring network throughout the northwest and beyond

Your membership will:

- Facilitate networking between presenters and artists/management
- Entitle you to a detailed entry in the Membership Directory, an unmatched tool in the industry.
- Give you access to Northwest on Tour online, the juried touring roster including scores of selected artists and performers available to tour and perform at cultural series, festivals and events (Artists/management may apply for inclusion in the fully searchable and editable online version of Northwest on Tour)
- Provide block booking services
- Give you a complimentary membership in the Americans for the Arts Action fund as a result of Arts NW's partnership with AFTA.
- Invite you to further your training and elevate your standing by enrolling in our Certified Performing Arts Executive Program, produced in partnership with NAPAMA and the University of New Orleans.

Be one of the best investments you will make to further your career and participation in the Presenting and Touring world.

The annual Arts Northwest Booking Conference with its array of performance showcases, workshops, keynotes, exhibits, consultations, block booking, networking with your peers, and professional development opportunities is considered one of the best in the nation.

Why should YOU join Arts Northwest?

- To help you book the highest caliber cultural and artistic programs for your theatre, hall or community event.
- As a performer – to get booked into communities across the northwest.
- As an agent / manager – to get your performers booked.

- To connect with other presenters and / or artists/management based or working in the northwest.
- To gain knowledge and connections by networking with your peers.
- To be an advocate for the arts as part of Arts Northwest, the larger group that is working on your behalf at the regional and national level.
- The Arts Northwest Membership Directory includes profiles of our members, a roster of Northwest artists, arts organizations, presenters, local arts councils, and other resource information.
- Access Block Booking Reports that profile booking interests expressed by presenters and local arts agencies who participate in the annual Booking Cooperative.
- Increase your tour size with Block Booking Invitations alert presenter members of opportunities to join a block!

Membership Information: <https://artsnw.org/new-member.php>

Performing Arts Exchange (PAE)

www.southarts.org

South Arts is a non-profit, Regional Arts Organization (RAO) headquartered in Atlanta, Ga serving audiences, arts organizations, and individual artists. South Arts is funded by the National Endowment for the Arts, member states, foundations, businesses and individuals. We work in partnership with the State Arts Agencies of Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, and Tennessee.

The Performing Arts Exchange, or PAE, is an annual performing arts booking, showcasing and professional development conference, managed by South Arts and hosted in an eastern city each year. PAE is the primary marketplace and forum for performing arts presenting and touring – artists and work, ideas,

learning and information – in the eastern US. Our purpose is to connect artists with audiences by fostering excellence in all aspects of presenting and touring the performing arts. For over 38 years, PAE has continued its long-standing commitment to:

- Provide a marketplace for the business of presenting and touring.
- Create opportunities to experience creative work in a variety of artistic disciplines through showcases.
- Foster professional development and enhance artistic programming, technical knowledge, and leadership skills through professional seminars, workshops, roundtables and conversations with experts in the arts.
- Exchange knowledge and understanding about the performing arts field through structured and informal networking opportunities.
- Discuss current and anticipated issues affecting the performing arts field.

- The Marketplace is the main forum to do business at the Performing Arts Exchange. It is the space where agents, managers, artists, presenters, and members of service organizations meet to program live performances. **Any agent, manager, or artist who wishes to do business at PAE must be represented in a booth.** If an agent, manager, or artist wishes to simply attend PAE for professional development purposes, they may buy a supporter registration.
- Information regarding booth sales is posted on the **Buy a Booth** page.
- For pointers about conducting business at the Performing Arts Exchange, visit **Marketplace Business 101**.
- For any other questions please visit our **Policies and Guidelines** page.

The Mary Beth Treen Award is presented annually during the Performing Arts Exchange to a respected member of the performing arts presenting and touring community. The award is named for Mary Beth Treen, now retired from Mary Beth Treen Artists Management, for her contributions to the performing arts

presenting and touring field. For many years, Mary Beth served as a mentor for students, artists, managers, and presenters engaged in the presentation of the performing arts.

Showcases at the Performing Arts Exchange provide presenters an opportunity to sample high quality artistic performances that will attract and engage their audiences. PAE provides a variety of opportunities for artists to increase their visibility during our conference.

Showcases

Juried Showcases: 15-minute showcases produced by South Arts, where artists, agents, and managers apply for one of 16 showcase spots that take place over the course of two nights. The applications are adjudicated by a panel of experts in their field.

Independent Showcases: Performances produced by the artist, agent, or manager. They occur after the Juried Showcases in a number of locations around the conference's host city.

Sponsored Showcases: Performances produced by South Arts that have the highest visibility at the conference. This is a great opportunity for an already well-established artist to expand their regional base.

Professional development, or "PD@PAE", is a major component of the Performing Arts Exchange, designed to give conference-goers extra knowledge to take into the field with them once PAE is over. There are four kinds of sessions offered through PD@PAE: **Workshops**, **Face Time**, **the New Colleague Program**, and **Consortia Meetings**. Additionally, PAE makes it a priority to provide space for Special Interest Meetings.

PD@PAE **Workshops** support the presenting and touring field with practical management, leadership, and career training. Presenters, artists, agents, and managers will find a variety of topics to deepen their knowledge and expand their ways of working.

Read more about Workshops

Face Time provides quick and easy access to experienced professionals in the presenting field. After all, there's nothing like talking one-on-one with an experienced professional to get your questions answered and specific needs addressed. We'll be inviting knowledgeable experts in various fields to speak with attendees during 20-minute sessions at PAE.

Read more about Face Time

The **New Colleague Program** is a collaboration between South Arts and NAPAMA to help first-time attendees to have their best possible PAE experience. First time agents, managers, artists, and presenters are paired with experienced mentors to guide them through the process of attending a booking conference.

Read more about the New Colleague Program

South Arts is committed to providing space for **Consortia** and **Special Interest Meetings**. Arts organizations may have a platform to share details of their programs and consortia may have the chance to share important information with their networks.

Read more about Consortia and Special Interest Meetings

See also BAM! Complete Guide to Conferences – U.S.A.

Western Arts Alliance (WAA)

www.westarts.org

Western Arts Alliance (WAA) is a membership association of touring and performing arts professionals engaged in promoting and presenting performing arts throughout the western states and provinces. Serving members since 1967, WAA's annual booking conference and its year-round programs are essential for artists, artist managers, presenters, and other performing arts professionals in the west. More than 680 artists, managers, presenters, arts service organizations, and state arts agencies know WAA as a trusted and vital resource.

Member Benefits

Membership Directory

- Publish your organization listing and designated key staff in our comprehensive annual directory, available online and in print.
- Receive a free copy of the directory annually.
- Access the directory in our searchable online database.

Annual Conference

- Gain valuable insight and expertise from dedicated professionals at our annual gathering.
- Have the exclusive ability to rent an exhibit space.
- Save 25% on conference registration and tuition.
- Add your voice to the ongoing mission of creating and renewing performing arts in the western United States, Canada, and beyond.

Members-Only Access on Westarts.org

- Access WAA's Online Directory and Community, where members are able to dialog and share information with each other.
- **New!**
Set up online accounts for all key staff to access the member-exclusive online services.

Year-Round Programs & Services

- **Discounts:** Receive a 50% discount on advertising, job postings, mailing lists, products and more!
- **News:** Keep up on industry trends, association updates, conference highlights and member news with our newsletter Western Ways.
- **Network:** Forge new relationships and strengthen existing partnerships.
- **Collaborate:** Exchange ideas and find innovations of the field within the online community and at the conference.

- **Advance:** Sharpen your skills with WAA's Professional Development Institute, Workshops and Seminars.
- **Ask us:** The WAA Staff is here to help! We offer excellent customer service and support and connection every step of the way

Membership Categories

Artist/Manager

An organization or business representing one or more touring performing artists or attractions.

Presenter

An organization presenting performances.

Associate

An organization facilitating, funding, or supporting the presentation of the performing arts or offering courses in the performing arts. Includes foundations, state arts agencies, and arts service organizations.

Consultant/Vendor

An agency, business, or individual providing services and/or products related to the performing arts.

Membership Dues

Dues cover membership for one year from the day you join.

Artist/Manager

Membership dues are based on gross annual fees contracted for touring. [How to calculate your dues.](#)

Less than \$100,000	\$310.00
\$100,000 - \$999,999	\$450.00

\$1 million and up	\$675.00
Presenter	
Membership dues are based on organization's annual budget for artist fees. How to calculate your dues.	
Less than \$50,000	\$310.00
\$50,000 - \$299,999	\$450.00
\$300,000 and up	\$675.00
Associate	
Membership	\$420.00
Consultant/Vendor	
Membership	\$450.00

CA Presenters (California Presenters)

www.calpresenters.org

California Presenters was founded in 1985 as a statewide coalition of organizations committed to advancing professional touring and presenting of the performing arts. California Presenters supports its membership by providing a network for conversation, professional development, mentorships, and leadership opportunities. It also articulates issues on behalf of its membership and the performing arts and has the following goals:

- To provide peer-to-peer dialogue/networking opportunities.
- To articulate and advocate for issues of importance to presenters in California.
- To support, nurture, and develop leadership.
- Commitment to diversifying our board, membership and participation to better reflect population of state.

Membership to California Presenters is open only to any civic or non-profit organizations

in California, which have presentation of performing arts as their primary function. These may include:

- College and University-based presenting organizations
- City and County presenting organizations
- Public, civic and non-profit presenting organizations
- Performing Arts Service Organizations

Membership is also open to any of the above from states outside of California. California Presenters encourages and supports active participation from

professionals at all levels in the presenting organization to participate (artistic, executive, marketing, education, development, etc...)

Membership

Membership in California Presenters will be one of the most valuable and cost-effective choices you will make to ensure the success of your arts presenting seasons, year after year. Don't wait a minute longer — join now! Membership is *organizational* rather than *individual*, so that your entire staff can participate in webinars, professional development activities and our ever-popular listserv. As an Arts Presenter, you depend upon conversation, collaboration and connection to do your job effectively. Membership in California Presenters (CP) provides a unique and rewarding opportunity to join a statewide network of presenters where “everyone knows your name.”

Members participate in online discussions through the CP listserv and webinars, collaborate on upcoming tours, form block-booking networks, share grant and artist outreach opportunities and convene for an annual conference where innovative ideas are presented and peer to peer relationships are formed and strengthened. The intimacy of California Presenters enables members to have hands-on input into the direction, operations and planning process of this member-run organization.

Membership benefits include:

- Access to Annual Membership Conference held each May/June designed for presenters to network with peers, discover new artists, and learn about tours in a variety of genres enabling affordable touring of the highest quality.
- Professional Development webinars and in-person sessions at the Annual Membership Conference. Past sessions have included Q&A with Thomas Cott, of You've Cott Mail, fundraising consultant Kay Sprinkle Grace, and consultant Marcy Hinand on "Making Meaningful Connections".
- Update meetings held at the annual regional Western Arts Alliance conference and the Association of Performing Arts Presenters (APAP) conference discussing hot topics, potential funding, new collaborations and touring.

- Block Booking efforts, to secure the best artists at the best fees, including our new Block Booking database.
- Mentorship Program, a competitive program featuring year-long intensive learning from hand chosen mentors based on individual career goals.
- Leadership development of emerging arts professionals.
- Artist Spotlight Program: CP is committed to bringing our members outstanding opportunities for touring new work and introducing us to “what’s next” in performance.
- Invaluable e-mail bulletins and a presenter listserv for information sharing.
- A current directory of California Presenters members presented in PDF format (available sorted alphabetically by venue name, institution or by individual member last name).

Montana Performing Arts Consortium (MPAC) <http://mtperformingarts.org>

What is MPAC?

Montana Performing Arts Consortium (MPAC) is a non-profit tax-exempt coalition of Montana and regional performing arts presenting organizations and artists. Founded in 1981, MPAC’s mission is to:

1.) promote booking of quality artists, 2.) increase skills in presenting and touring, and 3.) reduce expenses for artists and presenters through block-booking.

For more information, visit MPAC's History page.

What is the annual Showcase and Conference?

The showcase and conference are the result of a cooperative effort between member presenters and performing artists. Each year representatives of approximately two-dozen presenting organizations in Montana, Idaho, and Wyoming, plus a like number of artists and management companies gather as a cost-effective way for marketing, booking, and continuing education.

If interested in applying for the next Showcase and Conference, information and guidelines can be found [here](#) for [and here](#) for [.](#)

Who attends the Conference?

- Rural and urban presenters
- Performing artists, managers, promotional staff
- Community concert representatives
- Representatives of state and regional arts councils
- School administrators
- Summer fair and festival representative

What are the Conference's features?

- Get-acquainted session
- Sample the works of 17 international, regional, and Montana artists in the juried showcase.
- Additional artists with video or audio samples of their work in the Resource Room.
- Social opportunities for artists and presenters to meet informally.
- Dessert event on Friday night and artist jam session on Saturday evening.
- Block-booking meeting for presenters.
- Travel stipends for Montana presenters, one per organization. (For those from out-of state, please check with your state arts agency for possible travel assistance.)
- Live Showcase featuring 17 juried artists

See BAM! Complete Guide to Conferences – U.S.A.

North Carolina Presenters Consortium (NCPC) www.ncpresenters.org

North Carolina Presenters Consortium is a not-for-profit membership association comprising professional performing arts presenting organizations, agents, managers, performing artists, service organizations, and vendors from NC and beyond who share the mission of bringing artists and audiences together. NCPC is a member-based resource network, forged in a spirit of non-competitive cooperation and dedicated to enhancing the availability, quality, variety, and affordability of professional touring arts and entertainment attractions presented throughout the state. NCPC members include representatives of numerous organizations large and small, urban and rural. NCPC is supported by member dues, program fees, and through grant subsidy from the North Carolina Arts Council and South Arts. Additional in-kind support is provided by Our State Magazine.

ArtsMarket provides three days full of opportunities to see world-class performances in the historic Carolina Theatre, to network with colleagues from North Carolina and the surrounding region, and to sit back and enjoy some Southern hospitality. Conference activities take place in downtown Durham, where theatre, exhibit hall, and hotel are all in one connected footprint. Durham welcomes hundreds of presenter, artist, agent, vendor, and service provider delegates over the course of the conference. We offer up to 40 juried showcase performances, and 140 exhibit booths at the Durham Convention Center.

We do not offer independent showcases, and all conference activities are scheduled to not conflict with one another, so delegates can attend all showcases.

MEMBERSHIP CRITERIA

[View the NCPC Informational Brochure](#)

Presenting organizations must meet the following criteria:

- Proof of 501c3 status
- Presenting at least 3 events featuring professional touring artists/companies per year
- Presentation of cultural-based programming being among the organization's primary purposes

Also eligible are emerging not-for-profit presenting organizations which present fewer than three events yearly or are in the process of establishing or further developing a broader presenting program.

Memberships are also available to professional artists, agents, managers, vendors, and industry-related service providers.

JOIN NOW AS AN ORGANIZATIONAL MEMBER (Select this option if you will have more than one person associated with your NCPC membership--*most common.*)

JOIN NOW AS AN INDIVIDUAL MEMBER (Select this option if you will be the sole person associated with your NCPC membership--*usually individual artists or agents.*)

Become a member anytime during the year; your membership is good for 12 months from the date you join!

BENEFITS AND DUES

Presenting Organizations

Dues vary from \$50-\$150 annually, based on your artist fees budget.

Members-only listserv
Invitations to meetings and events
Member contact directory
Networking opportunities
Cooperative booking benefits
Professional development
Member-to-member assistance and camaraderie
Our State magazine partnership (in-state members only)

Professional & Corporate (Artists, Agents, Vendors, Service Organizations)

Performing Artist/Arts Company: \$100
Agent/Manager/Vendor/Service Provider: \$250

Members-only listserv
Invitations to meetings and events
Pitch opportunities at meetings
Listing on member directory
Face time with presenters
Advance notice and registration discounts for ArtsMarket
Invitations to group functions at regional conferences

Ohio Arts Presenters Network (OAPN)

www.oapn.org

OAPN membership includes presenters consisting of theaters, community arts councils, parks and recreation commissions, libraries, museums, universities, and schools. Our artist membership and artist management membership represent the fields of dance, music, family entertainment, and theatre.

Membership in OAPN offers easy access to a variety of services and substantial discounts on conference fees, workshops and advertising in our publications. In addition, we partner with many other state-wide arts organizations, such as Ohio Arts Council and Ohio Citizens for the Arts, on other programs and services.

H I S T O R Y

Founded in 1960, OAPN is a professional association that provides a forum for developing business relationships, partnerships, and cooperative ventures among organizations that present arts and entertainment programming as well as performers, arts service organizations, and artist management agencies doing business in Ohio and nearby states.

OAPN Conference

The OAPN conference serves as a productive, affordable marketplace for arts and entertainment booking, as well as a valuable forum for networking and professional development. If you or your organization book performing artists, schedules entertainment, offers performances, represents performing artists, or provides support services to the performing arts field, ours is THE conference to attend. We provide a friendly, intimate setting to meet and develop business relationships with performing arts colleagues from Ohio, Indiana, Michigan and beyond!

The Annual Showcase Conference is a three day event that has up to 40 juried showcases, exhibit hall, sponsored showcases, and plenty of networking opportunities. Conference attendees include Arts and Entertainment presenters (coordinators for venues), performing artists, agents, service organizations and consultants who reside in and outside of Ohio and all across the US and Canada.

M E M B E R S H I P

B E N E F I T S

OAPN member benefits include:

- **Opportunities to interact with others in the performing arts field through networking and professional development opportunities.** Many members use these opportunities to build relationships, block book with other presenters, grow professionally and collaborate with other organizations and artists.
- **Ability to leverage artist fee support and discounts through block booking.** Cooperate with other presenters to take advantage of discounts on artist touring fees and be included in consortia applications for grants.
- **Access to the OAPN website.** Log in to the members-only section for an online membership database, individual member page, and a listserv to communicate with other members.
- **Member discounts** on OAPN annual showcase conference registration, advertising, and workshops.
- **Invitation to the OAPN Annual Showcase Conference.** Attend this affordable, three day conference held in different cities throughout the state to network and grow professionally.
- **State-wide, regional and national updates.** Receive news from the field through e-blasts, newsletters and mailings.

To register for OAPN membership, please [click here](#).

For a printable OAPN membership brochure, please [click here](#).

PA Presenters (Pennsylvania Presenters)

www.papresenters.org

Established in 1987, Pennsylvania Presenters is a consortium of individuals, businesses and organizations dedicated to presenting and touring the live, performing arts throughout the Commonwealth of Pennsylvania and its neighboring states. Members collaborate on programming, block booking and grant opportunities and have direct input into the operations and planning process of the organization. Through PA Presenters, members establish dynamic peer-to-peer connections and create new networking opportunities, with a membership that includes presenters, agents, managers, artists, students and service organization involved in the performing arts.

Member Services

- Networking with the profession
- Reduced rates for PA Presenter conferences and meetings
- Mentoring connections
- Access to the listserv, member list and conference attendee lists
- Grant funding updates
- Online Newsletter
- Professional conference updates
- Professional development
- Job announcements

Join Now

Presenter – An individual or organization that is dedicated to the professional industry of presenting and touring the live arts - \$160

Student Affiliate – Students involved with presenting organization or interested in the presenting field as a career can participate with the membership, network with professionals in the industry and receive conference registration at member rates. - \$0

Membership fee is based on a 12-month period from the date of joining or renewal.

Meetings

PA Presenters Spring Art Conference

A retreat focused getaway centering on stellar professional development and interactive networking.

PA Presenters Pitch Party

The pitch party will focus on specific artists and projects that have been submitted by agents, managers, and artists for review and selected by our presenter members. One session in the morning and one in the afternoon, each followed by round table discussions focussed on each artist/project. At the end of the day there will be a facilitated wrap-up and call to action centered on the programming needs of presenters. Agents and artists selected will be given 10 minutes to pitch their project and will then be able to speak more during round table discussions.

Mid-Atlantic Performing Arts Market (MAPAM)

Featuring showcases, networking sessions, dine-arounds and more, held biennially in even years.

See BAM! Complete Guide to Conferences – U.S.A.

Wyoming Arts Alliance (WyAA)

www.wyomingarts.org

Why should you become a WyAA member?

We are the only arts organization in the state providing the following benefits.

- Promoting local/state arts:
- Promote artist and organization schedule and booking opportunities
- Opportunity to submit video and photos on our Facebook page and YouTube channel
- Opportunity to submit arts related event listings to two online state wide calendars.

Member Benefits

- Members will receive e-mail updates on available grants and potential bookings.
- Members will have a link to their website from WyAA's members page.

- Members have opportunity for exposure on WyAA's Facebook and YouTube channel as a place to provide members the ability to connect, celebrate, and discuss events and issues.
- Members will have network opportunities to collaborate and connect with other like-minded individuals, and organizations.
- Members will receive e-mail updates on available grants and potential bookings.
- Members will have a link to their website from WyAA's members page.
- Members have opportunity for exposure on WyAA's Facebook and YouTube channel as a place to provide members the ability to connect, celebrate, and discuss events and issues.
- Members will have network opportunities to collaborate and connect with other like-minded individuals, and organizations.
- Members receive an invitation to our block booking conference which will help book the highest caliber programs for your theater or event, and will help performers to get bookings across the region. Presenters can share schedules, opportunities, and challenges. Artists will be represented at the block booking meeting regardless of attendance.

Membership Fees

Membership fee schedule - Annual fees are congruent with our fiscal year July 1st to June 30th.

Artists/Ensembles/Agencies (Based on Annual Gross Receipts)

- \$25,000 or less — \$75
- \$25,001 - \$50,000 — \$130
- \$50,001 or higher — \$155

Presenters (Based on Annual Gross Receipts)

- \$5,000 or less — \$75
- \$5,001 - \$25,000 — \$130
- \$25,001 or higher — \$155

Individuals (Not associated with a Presenting Organization or Artist Group)

- \$35 for a one year membership
- \$75 for a three year membership

American Choral Directors Association (ACDA)

www.acda.org

Founded in 1959, the American Choral Directors Association (ACDA) is a nonprofit music-education organization whose expressed purposes outline the associations dedication to the advancement of choral music.

Membership

ACDA membership consists of choral directors who represent more than one million singers across the United States. ACDA members teach choral music in public and private schools - kindergarten through senior high school - and at the college and university levels. They conduct a variety of choral groups, including boychoirs, children's choirs, men's and women's choruses, junior and senior high school choirs, college and university choruses, ethnic choirs, vocal-jazz ensembles, and symphony choruses. They also conduct choirs in their communities and in their places of worship. Membership is established by submitting a membership application and annual dues.

Organizational Structure

ACDA is divided into seven geographic regions/divisions, as well as fifty state chapters, each with its own conferences, newsletters, festivals, clinics, and workshops. Whether at the National, Division, or State level, ACDA is structured so that its members can easily involve themselves in the organization's activities.

Conferences

ACDA offers conferences at the state, division, and national levels. National conferences are offered in March of odd-numbered years; the seven division conferences take place in February and March of even-numbered years. Through concert performances by accomplished choirs, educational clinics by leading experts, and exhibits by music-industry representatives, ACDA offers its members a diverse and practical forum in which to develop their skills and professional knowledge.

Choral Journal

The official publication of the American Choral Directors Association is *Choral Journal*. This national publication, issued monthly, contains articles and columns of a scholarly and practical nature in addition to reviews of newly released CD recordings, books, and printed music. *Choral Journal* is a benefit of membership in the American Choral Directors Association. Subscriptions are available to libraries. Advertising space is available as well.

Committees

ACDA has numerous national committees engaged in advancing the choral profession in its many facets. The committees work in several areas of the choral profession, whether through establishing high performance standards, recommending quality choral literature, encouraging research in choral studies, or advocating the importance of choral music in our society.

Repertoire and Resources

ACDA establishes and maintains the highest of choral standards and recommends quality choral literature through the Repertoire and Resources (R&R) Committees. This national structure is the foundation for growth in every Division and State chapter through the organization.

Research and Publications Committee

ACDA is committed to the field of research as applied to choral music and publishes monographs and a composer series in both traditional and digital formats. The committee therefore manages several ongoing projects that both support and generate research and publications.

Publications

ACDA has several publications including *Choral Journal*, *ChorTeach*, *International Journal of Research in Choral Singing* (IJRCS), division newsletters, state newsletters, and the monograph series.

Online Communities

The Association also maintains dozens of internet sites providing up-to-the minute information to its members, including a Facebook page, a Facebook group, a YouTube site with several hundred videos, and ACDA's professional networking site, ChoralNet. All of these publications are intended to connect members, and encourage peer learning and exchange.

Individual Membership Options

Active (\$95) - This is the correct category for the vast majority of our members. You are an active member if you have a paid part-time or full-time choral position, or are responsible for the administration of a choral program. (*Active members in Minnesota must add \$15 for state chapter dues; members in Iowa must add \$3 for state dues.*)

Retired (\$45) - If you are a member who has attained retirement status, we encourage you to maintain your membership in ACDA in this category. This category, with a reduced dues that also keep most Active member benefits, is a courtesy for former Active members who have retired from all paid choral position, full-time or part-time. (*Retired members in Minnesota must add \$15 for state*

chapter dues.)

Student (\$35) - You may select Student membership if you are a high school or college/university student AND do not have a paid full-time or part-time choral position. (If you have any paid choral position, you should choose Active membership.) Please understand that the lower dues we have established for students is our entire membership's investment in the next generation of choral professionals, and is not designed for someone who is taking classes while continuing to earn a part-time or full-time living from their choral work.

You may also use the Student category upon leaving school for up to two years, until you are able to secure a paid position, either part-time or full-time. We trust our members to act in accordance with the spirit of this gesture, understanding that it is a temporary way for individuals to be a part of the ACDA community until they begin to earn income that will allow them to be a full member. Student members receive online access to the *Choral Journal*.

Associate (\$45) - If you are not currently an active choral conductor but you are interested in choral music and directing, this is your category for membership. Please be aware that this category is basically an online membership. Associate members receive an online *Choral Journal*, and are not eligible to sponsor students for Honor Choirs or attend conferences. (*Associate members in Minnesota must add \$15 for state chapter dues.*)

International (\$45) - Members and potential members living outside the United States and Canada should use the international member category. Please note that the reduced price reflects the fact that the *Choral Journal* will only be available to international members in its online form.

Life (\$2,000, or \$200 per year for 10 years) - If you have been an ACDA Active member for at least 10 years, you may become a Life member by paying \$2,000 in dues (lump sum, or paid over a maximum of 10 years, at least \$200 per year). While you are paying, you are a "Paying Life" member. Life and Paying Life members have all of the benefits of Active membership, and once the payment is completed, are never charged for membership dues again.

Institutional or Business Membership Options

Institution (\$110) - This category is for ensembles or school/church music departments.

Industry (\$135) - This category is for music-related businesses.

Library subscriptions to the *Choral Journal* (not an ACDA membership). Please contact Leane DeFrancis (Tel: 405-232-8161, ext. 110) for information, including pricing.

[Click here to go to our New Member Enrollment Form](#)

[Membership Central](#)

2018 DIVISION CONFERENCES

Central & North Central, Chicago, IL - Feb. 14-17, 2018

Southern, Louisville, KY - Feb. 21-24, 2018

Eastern, Pittsburgh, PA - Mar. 7-11, 2018

Southwestern, Oklahoma City, OK - Mar. 7-11, 2018

Northwestern, Portland, OR - Mar. 8-12, 2018

Western, Pasadena, CA - Mar. 14-17, 2018

All conference attendees must be members of, or sponsored by, an American Choral Directors Association member.

For information on National Conference: <http://acda.org/page.asp?page=national>

Association of Entertainment Professionals (AEP) www.aepworldwide.org

The Association of Entertainment Professionals (AEP) Worldwide is a professional organization for buyer and sellers from all segments of the entertainment industry. Now under one banner, AEP affords you, the talent buyer a unique opportunity to experience and connect with a wide array of talent that has historically been limited to certain segments of the market. It also provides an efficient gathering place for buyers, agents and information as advances in technology and communication continues to reshape the business at a dizzying pace. So if you are involved in entertainment for the corporate, association, performing arts, casinos, special events, charities, fairs, festivals, parks, campus or military markets, then you could benefit from the connectivity that AEP offers.

SIGNATURE EVENT CONFERENCE

Join us in June and mingle with buyers from the corporate, association, performing arts, casinos, special events, fairs, festivals, parks, or campus markets at AEP's Signature Event Conference. Meet with some of the nation's most respected buyers and agents from all sectors in the industry. See entertainment you may have never seen before on any stage. Become involved in timely topics regarding the future of the entertainment industry and how it affects your segment. You will be surprised how much you can expand your individual market reach and how welcoming the members of AEP will be.

Membership Benefits

WHAT'S INCLUDED?

1. An Annual Signature Event that explores business trends, offers social networking time, provides educational experiences, and features developing artists and major talent showcases as well as an industry exhibition area in a relaxed business atmosphere. Come prepared to discover new and developing talent or to be discovered.
2. At AEP's Annual Signature Event, members will receive a preference in showcasing and exhibit applications as well as a discount on all event fees including registration fees for the event, showcasing fees and exhibit fees.
3. Access via the website and at AEP Events to graduating college students (and their resumes) who are interested in making the entertainment industry their careers.
4. Social events at other conferences throughout the country in various segments of the entertainment industry.
5. E-news blasts making you aware of opportunities, relevant industry information, AEP events and social gatherings as well as open dates for many artists.
6. A National Advisory Board with representatives who work to make sure that your interest and concerns are heard.
7. Complimentary subscriptions to American Entertainment Magazine and Campus Activities Magazine® to keep you current on upcoming artists and buying trends.
8. Discounted advertising rates in American Entertainment Magazine and Campus Activities Magazine® as well as discounted printing, graphics design and video production services from Cameo Graphics.
9. Discover affordable priced developing artists at the inception of their careers.
10. Volunteer opportunities that will not consume your time but allow you to give and receive valuable input on the inner workings and the future of the organization.

11. A town hall meeting at the end of each AEP Event where artists and agencies can discuss problems and changes in the entertainment industry.
12. And most importantly, a professionally run organization with an experienced staff that can respond to your needs.

Association for the Promotion of Campus Activities (APCA) www.apca.com

APCA is a for-profit national campus events association that will allow you access to all the tools you need to start working in the college events market. APCA holds regional and national conferences throughout the year where showcasing & exhibiting opportunities are available that allow you to market to buyers live and in-person. Buyers have the opportunity to watch live performances and connect with performers, agents and vendors at APCA exhibit halls and all throughout the event. APCA also distributes your information to every campus talent buyer in our association through the online Buyers Guide and Directory and online tour schedule resources.

Throughout the year, APCA hosts leadership development workshops and campus events planning conferences. We offer top of the line educational sessions, exhibit halls, and live showcases. Our events provide your organization opportunities to network and meet new vendors and artists for your campus event planning needs.

Last year, over 600 schools and 2000+ students and higher education professionals attended APCA conferences and institutes.

The mission of The Association for the Promotion of Campus Activities (APCA) is to promote campus engagement through quality educational experiences, affordable entertainment and community service initiatives.

MEMBERSHIP BENEFITS

All APCA Associate Memberships include....

- No showcase application fees!
- Affordable membership fees - starting at only \$299 per year.
- Cooperative buying program helps you create college tours.
- Event advertising & sponsorship opportunities.
- Chances to network with other entertainment professionals at APCA events.
- Meet college buyers face-to-face and book dates in APCA exhibit halls.
- Perform in live showcases in front of college students and buyers.
- Our opt-in discount programs give you a marketing advantage over your competition.
- Present 45-minute educational sessions at APCA events nationwide.
- Showcase like a star with our state-of-the-art production services.
- Make it easy on yourself: Affordable, in-house backline rentals.

Become an APCA Member and you will receive all of the above plus....

- Publications & resources to help you navigate the college events market.
- Search & download contact info for college and university buyers.
- Request artist reviews from campuses you've visited and share them.
- Opportunities to be published in the APCA Student Activities Newsletter Blog.
- Opportunities to serve on regional and national APCA advisory committees & panels.
- APCA Gems: a loyalty program for our members.
- Eligible for APCA Regional & National Awards.
- Gold & Platinum memberships include effective marketing packages at affordable rates.

CONFERENCES

APCA offers regional campus events planning conferences each during the fall and spring semesters. Each event boasts a diverse educational curriculum, stellar

live showcase line-up, novelty vendors, well-known and recognizable speakers, student government training, networking opportunities and community service components. You will also be able to participate in cooperative buying with the other schools in your region to save your budget! To learn more about cooperative buying, [click here](#).

INSTITUTES & LEADERSHIP WORKSHOPS

Each summer, APCA offers a summer series of leadership institutes and workshops. First in the series is an advisors only institute held in Las Vegas, NV. At this institute, advisors will have the opportunity to collaborate with other advisors about topics in higher education, sit in and participate in educational sessions and roundtable discussions and listen to seasoned professionals in the field of higher education. Second in the series is a conference for both advisors and students hosted in the heart of Times Square in the "city that never sleeps!" Advisors and students will experience a diverse educational curriculum, listen to well-known and recognizable speakers, participate in community service and have the option to partake in the Leadership on Broadway Experience.

ONE DAY DRIVE-IN EVENTS

Throughout the year, APCA will host one-day professional development workshops on campuses across the country. With the help of a partnering college or university, APCA will set up at your campus and provide an educational experience for professionals in your area to drive-in and attend. Interested in hosting a drive-in? [Contact us today](#)

Chamber Music America (CMA)

www.chamber-music.org

Chamber Music America is the national service organization for ensemble music professionals. Our members are thousands of individual musicians, ensembles, presenters, artist managers, composers, educators and others in the national chamber music community.

CMA serves the national ensemble music community by providing access to an array of professional resources and benefits, professional development seminars, grants and awards – through its National Conference and interactive website – opportunities to connect with musicians, presenters, managers and other chamber music professionals across the country.

Membership

Membership Categories and Dues

Organization (\$125-\$375)

Ensemble, Presenter, Festival or Training Institution

Included at no extra cost are selected benefits and services for up to nine affiliated individuals. Affiliates may be ensemble members, administrative staff, or board members connected with the organization-level member. Annual dues are based on annual gross income:

- \$125 – income under \$150,000 annually
- \$250 – income 150,000 - \$250,000 annually
- \$375 – income over \$250,000 annually

Business ((\$95)

Artist manager, publicist, consultant, instrument-maker or dealer, library, music school, special program, music publisher or distributor, radio station, recording label, chamber orchestra, service organization.

Individual (\$85)

Professional Musician, composer, educator, Advocate (\$60), Student (\$35)

CMA Member Benefits at a Glance

Professional Opportunities

CMA supports members through grants, awards, and professional development opportunities.

Grants

CMA's Residency Partnership Program encourages educational projects in which jazz, classical/contemporary, or world ensemble music is presented outside traditional performance venues and in community settings.

Classical Commissioning offers support to presenters and classical/contemporary and world ensembles based in the U.S. for commissions of new chamber works.

New Jazz Works: Commissioning and Ensemble Development supports professional U.S. ensembles for the creation and performance of new work in the jazz idiom.

Presenter Consortium for Jazz provides support to consortiums of three U. S. presenters that collectively engage up to three professional U.S. jazz ensembles (consisting of 2-10 musicians each) to perform at each presenter's venue.

Organization-level membership is required for all applicants.

Awards

CMA recognizes extraordinary achievement in the chamber music field through the CMA/ASCAP Awards for Adventurous Programming and CMAcclaim.

Professional Development

First Tuesdays, a series of free professional-development seminars in New York City, is presented in collaboration with Midtown Arts Common and St. Peter's Church. Members have access to recordings of these seminars.

CMA program staff is also available for consultations by appointment.

Online Services and Publications

Website

All members can post and respond to topics of concern on *Sounding Board*, the member discussion forum.

Ensembles, Presenters, Festivals, Professional Musician, Composer, and Educator members can post concerts and events to the CMA national calendar, upload audio files, embed YouTube videos, list new recording releases, and create an online profile.

Business members can create an online profile and post news about their latest projects.

Chamber Music

All members receive a subscription to CMA's full-color bimonthly magazine, Chamber Music. The magazine includes features, essays, excerpts of CMA-commissioned ensemble music, news relevant to the chamber music field, and regular columns on books, recordings, and composers.

CMA Matters

Organization and Business members receive CMA's professional development newsletter, CMA Matters, a quarterly bulletin focusing on business-related issues for ensembles, presenters, festivals, and self-producing organizations.

Membership Directory

Published each fall as a supplement to the September/October issue of *Chamber Music* magazine, the annual directory is a 300-page compendium and resource book for the U.S. ensemble music community. It lists all of CMA's member ensembles, professional musicians, presenters, festivals, training programs, businesses, educators, composers, and advocates. *Organizations and Professional Musician/Educators have the option to add biographical information and a publicity photo.*

Listings in the printed membership directory are generated from current members' online profiles. Members have the opportunity to review their printed listing, via email, before publication.

Directory of Festivals, Schools, and Workshops

An advance guide to the spring and summer chamber music season, this directory is published each spring as a supplement to the March/April issue of *Chamber Music* magazine and is available online in PDF format.

Ensemble, presenter, festival, and training institution members are contacted via email each fall and invited to list their seasonal programs for the following year in this directory at no additional charge.

E-newsletter

Every week, members receive *Accent*, an e-newsletter featuring member news, upcoming CMA events, listings of opportunities in the chamber music field, and other industry-related topics.

Mailing Lists

Members may purchase mailing lists to promote concerts and events to CMA colleagues. Available are Excel files listing the complete membership (as well as lists of specific member groups—ensembles, presenters, educators, Conference registrants, etc.—or particular geographic areas).

Access and Discounts

Your CMA membership gives you access to a wide range of services, special offers, and discounts.

ArtsReady Membership

Chamber Music America members receive 50% off their first annual Premium Membership to ArtsReady, the web-based emergency preparedness platform designed to provide arts and cultural organizations with customized business

continuity plans for post-crisis sustainability. ArtsReady memberships are currently \$300; CMA members pay \$150 for the first year.

Insurance and Prepaid Services

MBL Financial Group offers CMA's New York State members access to disability, variable permanent life, health- and long-term care insurance policies, as well as financial planning and pre-paid legal assistance services. To read definitions and descriptions of these products, go to www.mblfg.metlife.com.

MBL Benefits Consulting

Drawing on its database of providers in thirty-two states, MBL Benefits Consulting offers free consultations to CMA members about individual insurance policies. MBL also offers liability insurance at competitive rates to CMA members in qualifying states. CMA members receive a free consultation with MBL, which will draft a policy to meet their needs.

CMA National Conference

Members attending the annual National Conference receive a significant discount on registration fees.

Clarion Instrument & Recording Equipment Insurance

Clarion Associates, Inc. offers U.S.-based CMA members discounts on new policies. Clarion offers extensive protection for musical instruments and recording equipment, as well as performance liability insurance at competitive rates.

Moving Services

Carey Moving and Storage, an authorized agent for Allied Van Lines, offers discounts to CMA members on full-service, long-distance moving and storage.

Real Estate and Mortgage Services

Allied Van Lines' Moving Benefits program, a resource not only for moving to a new home, but also for buying, selling, and financing services, offers special credits and rewards to CMA members.

Hotel Accommodations

Members receive a 20 percent discount at more than 5,000 Quality Inn, Clarion Hotel, Comfort Inn, Comfort Suites, Sleep Inn, Mainstay Suites, Econo Lodge and Rodeway Inn locations worldwide.

Car and Truck Rentals

Avis Budget Group gives CMA members up to 25 percent off promotional rates for car and truck rentals booked through Avis or Budget.

Finale Music Notation Software

CMA members are eligible for the academic discount on a first-time purchase of MakeMusic's Finale notation software.

Sheet Music Plus

Sheet Music Plus offers CMA members a 10 percent discount on all items.

Oxford University Press

Oxford University Press offers CMA members discounts—up to 20% off—on its entire catalog.

CMJ www.cmj.com

CMJ connects music fans and music industry professionals with the best in new music through interactive media and live events. CMJ.com offers a digital music discovery service, information resources and community to new music fans, professionals and artists. CMJ Events produces the legendary CMJ Music Marathon, the largest and longest-running music industry event of its kind, in addition to live events across the U.S. The weekly music business trade publication CMJ New Music Report is the primary source for exclusive charts of non-commercial and college radio airplay. The CMJ College Radio Network is a

community of hundreds of both on-air and online college and non-commercial radio stations throughout North America.

Consortium of Eastern Regional Theatres (ConsERT) www.consert.us

The Consortium of Eastern Regional Theatres, Inc. (ConsERT) is a non-profit collective of performing arts centers and presenters, historic theatres, agents, concert promoters and industry vendors. ConsERT meets regularly to compare notes, discuss industry trends, develop solutions to common problems, and create programming opportunities. The mission of ConsERT is to advance the empowerment of member eastern presenters and venues through regional cooperation and representation and an open exchange of information.

Membership

Membership is \$100 per year. The membership (and fiscal) year is July 1 to June 30. Membership is per organization. Member venues and agencies are often represented by more than one staff member at meetings. Listserv access is unlimited and may be utilized by staff at member organization.

Benefits

1. Unlimited web/listserv access
2. Access to some of the best minds in the industry – our members
3. Numerous networking and information sharing opportunities – cited by our members with pride as ConsERT's signature experience and benefit.

Activities

1. Annual ConsERT retreat in early August
2. Meetings: 2 per year, in October and March at a host member venue with professional sessions on current issues in presenting and venue operation, and breakout or concurrent sessions for specific staff areas
3. ConsERT officers and committees are in frequent communication throughout the year.
4. Networking opportunities
5. APAP Meeting
6. Meeting at PAE or other regional conferences (Midwest Arts, WAA)
7. Informal meetings specific to region
8. Listserve networking
9. Website Information Database

Dance USA www.danceusa.org

About Dance/USA

Established in 1982 as the national service organization for the professional dance field, Dance/USA is a membership organization currently serving nearly 500 aerial, ballet, modern, culturally specific, jazz, and tap companies, dance service and presenting organizations, individuals, and related organizations.

Dance/USA occupies a unique position in the field as the only national service organization dedicated to serving a broad cross-section of professional dance.

By working with and for our [membership](#), Dance/USA provides

- [Leadership & Learning](#),
- [Research & Information](#), and
- [Advocacy & Visibility](#).

In addition, Dance/USA engages in a variety of special initiatives such as [Engaging Dance Audiences](#), the [Task Force on Dancer Health](#), and the [Institute for Leadership Training](#). These special initiatives may not serve all Dance/USA members directly, but ultimately gather important research and best practices, test programs in specific regions, and experiment with local dance service activities. Dance/USA works in alliance with [Dance/NYC](#), an independent non-profit organization that supports the New York area dance community.

Interested in Becoming a Member?

Thank you for your interest in joining Dance/USA! To join now please call Dance/USA's Membership Department at 202.660.3593.

You may also download and complete the appropriate membership form from the list below. Please return all completed membership forms to Dance/USA's Membership Department [via email](#). If you have any questions about membership categories or benefits, please contact our Membership Department or review the details [here](#).

Membership Categories and Benefits

Dance/USA is the national voice for the professional field of dance, serving over 500 organizational and individual members nation-wide. Dance/USA supports the work of administrators and artists, and sustains and advances the field by addressing the needs and interests of dance professionals just like you!

When you join Dance/USA you gain access to our core services of Leadership & Learning, Research & Information, and Advocacy & Visibility as well as our special initiatives. In addition, you expand your professional network by 500 connections and counting!

We invite you to explore the various membership options available to you. Choose one of the membership categories listed below to learn more about specific member benefits and how to join.

Membership Categories

[Agents/Artist Representatives](#)

[Dance Companies](#)

[Presenters](#)

[Service Organizations](#)

Affiliates

[Business Affiliates](#)

[Education Affiliates](#)

[International Affiliates](#)

Individuals

[Independent Artists/Choreographers](#)

[Individuals](#)

[Professional Dancers](#)

[Students](#)

To become a member of Dance/USA, simply [complete our online form](#). You will be added to our database and begin receiving member benefits immediately. The Dance/USA membership year runs from July 1 to June 30 (of any given year). Dues for new members joining in the middle of the member year will be pro-rated on a quarterly basis. Organization and affiliate members may choose to establish a [payment plan](#) for their membership dues. Please note that any payment(s) made on membership dues are non-refundable. All memberships are renewable annually on July 1 and dues are invoiced during the month of May. Please contact the [Director of Member Services](#) with any questions regarding the membership, benefits, the application process, or dues payments.

Florida Federation of Fairs

www.floridafairs.org

Mission Statement: Increase the overall quality of Florida's Agricultural Fairs, provide the members the support and guidance needed to enlighten our youth and educate the fairgoers on agriculture, trade, entertainment and heritage of Florida.

Associate Membership: <http://www.floridafairs.org/p/members/214>

Fair Membership: <http://www.floridafairs.org/p/members/213>

Florida Festivals and Events (FFEA)

www.ffea.com

The Florida Festivals & Events Association (FFEA) supports event industry professionals through professional development, networking and educational opportunities. Since 1994, FFEA has grown to represent 500 members in the Special Events Industry in Florida including major festivals, fairs, non-profit organizations, Chambers of Commerce, and tourism and Government Agencies. Our membership represents over 3,500 events with an estimated buying power of \$198 million per year. Their events attract over 30 million attendees annually.

Additionally, FFEA members include individuals and companies that provide goods and services to the event industry including Entertainment, Insurance, Equipment Rentals, Marketing, Fireworks and much more. For 20 years, FFEA has provided its members with the resources they need to ensure continued growth and success.

Event professionals and other stakeholders look to FFEA as a trusted source of advice, research and to be a spokesperson for the Event Industry in Florida. Many of our members consider FFEA their professional home. We welcome you to join our community of colleagues.

Top Ways FFEA Provides Value to Members

1. **Affiliation with a Premier Brand.** Join 500+ professionals like you and let your audience know that you belong to an organization dedicated to integrity and professional excellence in your industry. All members receive digital “Proud FFEA Member” logo to display on literature.
2. **Access to a Peer to Peer Network.** Network and learn from those that do what you do and understand the challenges and issues that you face.
3. **Image Enhancement.** FFEA elevates the image of its members as value-added professionals and educates the public about the impact of the events industry.
4. **Continuing Professional Education.** Stay current with best practices and industry trends; we host seminars and workshops throughout the year in addition to the Annual Convention & Tradeshow.
5. **Access to decision makers and suppliers.** Increase your visibility and leverage your marketing dollars by advertising in our publications, online and by sponsoring events.
6. **Networking with those “In the Know”.** Be with people who do what you do. Through our online community you can update your member profile and photo, search the membership directory, access invoices/receipts, contact other members instantly, view online resources and receive information regarding your special interests. Join FFEA communities on Facebook, Twitter and LinkedIn as well.
7. **Career Enhancement.** Publish an article on our blog. Chair a committee and strengthen your leadership skills while playing an important role in FFEA’s success. Be recognized as a leader among your peers.
8. **Job Opportunities at your Fingertips.** Employers turn to FFEA’s online job board when they need qualified professionals.

BENEFITS of membership

Networking

- **Regional Networking Events:** *Held quarterly to give you the opportunity to meet and network with your peers in your own area.**

- **Annual Convention and Tradeshow:** *Held annually in the late summer and features more than 30 educational sessions, networking socials, and a vendor tradeshow.**
- **Social Community:** *Our fully integrated membership database and website allow you to connect through online forums to other FFEA Members.*

Education & Training

- **Regional Educational Seminars:** *Held quarterly to give you a full day of education and a behind the scenes tour of an event. **
- **Webinars:** *Held monthly on topics ranging from sponsorship to marketing and operations.*
- **Annual Convention:** *Held annually in the late summer and features more than 30 educational sessions, networking socials, and a vendor tradeshow.**

Cost Savings & Benefits

FFEA has partnerships with several companies with programs that offer your organization a significant cost savings on programs and services you may already use or can add efficiency to your office.

- Constant Contact
- Reach Florida
- Event Leadership Institute
- Directors & Officers Insurance
- Volunteer Registration and Management with Volunteer Local
- Mystery Shopper Program

Marketing

- **FFEA Website:** *The FFEA website (www.ffea.com) offers a member to member directory, allow you to publish your events to our homepage as well as any job postings that are open in your organization. Advertising opportunities are also available on the website.**
- **Social Media Networks:** *FFEA Social Networks currently have a combined total of more than 2,000 followers/fans. Posting to the FFEA Pages is a member exclusive and members can submit photos of their events and products to be featured on the FFEA Facebook banner image.*

- **Monthly Newsletter:** *The FFEA monthly newsletter will feature industry trends and events in the state of FL. Advertising opportunities are also available in the newsletter. **
- **FFEA Blog:** *Posts on the FFEA blog feature information on past and upcoming events in Florida!*

Community Development & Involvement

Join one of our committees to get involved and meet other FFEA members.

- Education & Emerging Leaders Committee
- Marketing Committee
- Annual Convention Committees
- Regional Networks / Ambassador Committee

Membership

Memberships are valid for one year from investment. There are three types of membership categories:

INDIVIDUAL MEMBERSHIP - \$250.00

CORPORATE MEMBERSHIP - *BEST VALUE* - \$450.00

Includes up to 10 individuals from one organization. Add your staff, Board members and volunteers so they can take advantage of FFEA Benefits!

Other benefits include:

- *Company listing in printed convention program as a Corporate Member*
- *Advance notice on networking & educational events so you can register before they sell out!*
- *One feature on social media network per year.*

STUDENT MEMBERSHIP - \$25.00 *Valid Student ID required

National Conference

Come join your colleagues for three days of education, networking, inspiration and innovation!

The Convention & Tradeshow will provide attendees with proven methods and new ways on how to manage and grow their events.

EVENT HIGHLIGHTS:

- Over 40 Educational Seminars, Roundtable Discussions and Idea Labs
- Tradeshow with 60 Vendors Offering the Best Products and Services Available to the Event Industry
- Awards Program Recognizing the Creativity, Innovation and Excellence of FFEA Members
- Live Entertainment Showcases featuring a variety of talent for every budget
- Network and learn from those that do what you do and understand the challenges and issues that you face

Folk Alliance www.folk.org

FAI exists to nurture, engage and empower the international folk music community — traditional and contemporary, amateur and professional — through education, advocacy and performance. The Folk Alliance International Conference is the world's largest gathering of the Folk music industry and community (crossing a diverse array of genres including Blues, Bluegrass, Roots, Celtic, Cajun, Appalachian, Traditional, World, and Singer-Songwriter).

Member Services

FAI Conference Discounts & Opportunities

Discounts to conferences including the International Bluegrass Music Association (IBMA), New Music Seminar (NMS) and International Music Conference. FAI also produces special showcases featuring members at numerous events including South by Southwest, Americana Music Association, IBMA and NMS.

FAI 501c3 Group Exemption

Organization members of FAI may apply for the Group Exemption program. Under the Group Exemption program, the Internal Revenue Service (IRS) recognizes an organization as exempt under section 501(c) (3) of the Internal Revenue Code. If you are interested in learning more about the Group Exemption Program, required paperwork, fees and eligibility, please contact FAI headquarters at 816-221-FOLK (3655) or email operations@folk.org.

FAI House Concert PRO Agreement

FAI negotiated an agreement with ASCAP and BMI on behalf of member House Concert presenters who meet the terms of the agreement - to hold events in private homes with an invitation list only with no public marketing - to ensure they are not subject to any PRO fees. There is NO additional fee to qualify for this member service. [More info here](#).

Travel Discounts

HOTELSTORM

FAI is excited to announce a new partnership with Hotel Storm to bring exclusive hotel discounts to our members. HotelStorm negotiates hotel discounts only available to FAI members, with discounts up to 55%. Simply search the website for your favorite destinations – whether personal or professional – and you'll find **savings of 10-55% over other online travel agencies**. Log-in to get the member's only discount password.

Online Discounts

Bandzoogole

Bandzoogole makes it easy to build a beautiful website for your music. Their step-by-step system will get you online in minutes. Choose from hundreds of mobile-

friendly themes, then customize them with Bandzoogles easy point and click editor. Folk Alliance International members receive a **3-month free trial, plus 15% off any plan and free registration of your own domain!**

Celebrity Access

Access to profiles and contact information for more than 40,000 touring artists, theatrical productions, live events and venues. Complete agency and manager rosters. Performance fee ranges and production information. Database of North American talent buyers, including local, regional and national promoters. Online offer forms, avails requests and a mass email system. Comprehensive industry news and events calendar. Annual single-user license for FAI members is \$399.00, a **\$500 savings**.

DittyTV

DittyTV is a new web/cable television network focused on Americana music. Reminiscent of vintage MTV, the network features live concerts, music videos, documentaries and more, from your favorite artists to newly discovered talent. Artists can also submit their own music videos for inclusion for a nominal fee; FAI members are eligible to receive a **discount on the submission** price.

Eventbrite

EventBrite Ticket Service now provides a rebate directly to Folk Alliance International for all tickets sold when you sign up through FAI. Eventbrite provides ticketing services for events, festivals and concerts of all sizes.

Musician's Atlas

A comprehensive networking database for booking shows, planning tours, receiving airplay, and developing media, marketing and promotional campaigns. New listings and updates added daily. Interactive tools, including customized lists, bulk email, mail merge and fan mailing lists. FAI members can receive **1 free month** of the Musician's Atlas Pro Account, a \$39.95 value, with a deep **renewal discount of 50% off**.

MyNewRelease

An administrative services company that specializes in helping artists, managers, labels and studios with publishing registration and setup, digital distribution submission, copyrighting, direct-to-fan online marketplace creation and integration of social media platforms. FAI members receive a **10% discount on any purchased packages.**

SoundExchange

The first organization formed in the United States to collect performance royalties for sound recording copyright owners and artists. An independent non-profit performance rights organization that currently represents more than 1000 record companies, their 3000+ labels and thousands of artists. FAI will provide email and mailing addresses for artists that have uncollected royalties.

Manufacturer's Discounts

Side Kick Drums

Side Kick Drums was founded by Jim Darnell and was built around the concept of providing foot operated drum kits and compact drums for guitar players, drummers and musicians alike. They pride themselves on being innovators in the world of foot operated drums, providing a real solution for one man bands, guitar duo's or any musician that wants to add a beat to their music. Members get a **10% discount on ALL PRODUCTS!**

Merchspace

A t-shirt screen printing and merchandising website focused on versatility and cost-effective small-batch projects. A range of customizable garment styles, professionally printed options and graphic design services. International artists

touring the US have the option to receive orders along their tour route. **A 10% discount off custom-quoted printing packages** and packaged specials listed on the website is available for FAI members.

Deering Banjo Company

The largest manufacturer of American-made banjos in the world. Deering makes high-quality open-back and resonator banjos with varying scale lengths (17 to 25 frets), custom options and custom designed inlays. More than 124 standard models. **10% discount available to FAI members who order a factory direct custom banjo with 3 or more custom options.**

Nechville Banjos and Accessories

With 70 fewer moving parts than a regular hook-style banjo, Nechville's banjo designs remove excess weight, making for solid dependability and beautiful music. Highly customizable and portable. Takes custom requests and provides the best banjos and accessories for needs and budget. Depending on options, a **10% discount or higher is available on all standard and custom products** for FAI members.

Oasis Disc Manufacturing

The official CD/DVD manufacturer for the Folk Alliance International conference specializes in replication for acoustic and world music, and offers broadcast samplers to distribute to radio on behalf of their clients for no additional charge. **\$50 discount** available to FAI members. Minor limitations apply.

Flashharp

A handmade piece of folk art: a 2, 4 or 8 GB flash drive inside the body of a playful, playable 3-inch harmonica. Includes a video harmonica lesson by The Backyard Harmonica Teacher. **10% discount available** for FAI members. Visit the online store at www.etsy.com/shop/BackyardBrand.

Colorado Case Company

Soft cases, hard cases and case covers (Small Dog, Cavallaro) for all types of instruments, specializing in banjos, mandolins, guitars, ukuleles and harps. Products designed to protect from the elements. All products are made in the

United States and come standard with a lifetime warranty. **15% discount on all stock** and custom products available to FAI members.

Groove House Records

CD manufacturing for independent recording artists since 1996. Every CD project includes real-time direct-to-glass mastering. CDs and DVDs are manufactured with vegetable-based inks and recycled paper. 100 free full-color 11x17 posters (artwork provided by customer) offered for new orders with any new order of 1,000 or more packaged CDs or DVDs for FAI members.

VE Associates

Quick turnaround and unsurpassed quality on short-run video duplication to large-run CD and DVD replication. Offers graphic design and full-service CD and DVD authoring, mastering, replication and duplication worldwide. **10% discount available** for FAI members. Visit www.veassociates.com. Contact (877) 474-7277.

Sprint Wireless Discount

A **10% discount on select services** is available to FAI members for both family and individual plans.

Publication Discounts

Americana Rhythm Magazine

A resource for hometown, homegrown music. Distribution: 6,000+ copies of every issue. Extended read rate: 12,500. Deadline is the 15th of every month. 10% discount on regular advertising rates available to any FAI member in good standing.

Elmore Magazine

A national print and digital publication that covers folk, rock, blues, Americana, country and jazz. Renowned producers, musicians and industry insiders provide in-depth articles about the music industry and artist, album, concert and festival reviews. 50% off print and digital subscriptions and discounted advertising rates available to FAI members.

I Hear America Singing: Folk Music and National Identity

Temple University Press recently published "I Hear America Singing": Folk Music and National Identity by Rachel Clare Donaldson, tracing the history of the folk music revival. FAI members are eligible to purchase the book at a 20% discount.

Insurance

Clarion Associates, Inc.

Clarion Associates, Inc. offers low-cost, all-risk instrument insurance coverage with worldwide coverage for US residents and 30 days free rented/borrowed instrument coverage.

Fractured Atlas

Fractured Atlas is a non-profit organization that serves a national community of artists and arts organizations, offering support to artists that include access to funding, health care, education and insurance. Free associate membership for FAI members.

Sound Healthcare

Sound Healthcare offers comprehensive, affordable health insurance for musicians and music professionals. Offers a medical supplement plan,

hospitalization coverage, worldwide coverage for US residents. Access available to FAI members.

Steelbridge Event Insurance

Steelbridge Event Insurance offers exclusive Event Liability Insurance Program offered to FAI members, developed to meet the unique insurance needs of festival, concert and event producers. Offers expanded coverage to eliminate potentially dangerous exclusions (e.g., temporary structure/tent collapse) and add essential coverage (e.g., hired and non-owned auto coverage).

Become a Member: https://folkalliance.site-ym.com/general/register_member_type.asp?

International Association of Fairs and Expositions (IAFE) www.fairsandexpos.com

The International Association of Fairs and Expositions (IAFE) is a voluntary, not-for-profit corporation, serving state, provincial, regional, and county agricultural fairs, shows, exhibitions, and expositions. Its associate members include state and provincial associations of fairs, non-agricultural expositions and festivals, associations, corporations, and individuals engaged in providing products and services to its members, all of whom are interested in the improvement of fairs and allied fields.

The IAFE began in 1885 with a half dozen fairs. Today, the IAFE represents more than 1,100 fairs around the world and more than 900 members from allied fields. Throughout the years, the IAFE has remained true to its purpose of promoting and encouraging the development and improvement of agricultural fairs, shows, and expositions.

The Annual Convention and Trade Show is the largest event serving fairs, shows, exhibitions, and expositions. Convention attendees network and learn from each other and top professionals during the intensive four days of workshops, special seminars, round table discussions, and social events. The Trade Show allows companies to showcase themselves while serving as a one-stop shop for all your event's booking, product, and service needs. Associate members receive a \$100 credit toward the purchase of exhibit space at the annual Trade Show.

Networking Opportunities

Build relationships that make your job easier and your event services or products the best. A variety of professional improvement and networking opportunities will connect you to fair professionals and volunteers, including our:

Management Conference: Designed for upper level management staff, this program is only open to fair members. Program highlights include presentation of new CFEs, workshops and keynote speakers, committee meetings, a facility tour, and ample time for networking.

- **Specialty Seminar:** The Specialty Seminar features a different focus in a three-year rotation. This event is perfect for the "specialist" at your fair, be it staff or volunteer, working in one of these three areas: concessions, commercial exhibits, and competitive exhibits; agriculture, physical plant operations, and year-round facility usage; advertising and sponsorship.
- **Zone Meetings:** In addition to our nation-wide meetings, we also encourage our members to attend their annual zone meetings; something that is not confined to one state, but also something that is not far to travel to. It is a great opportunity to network outside of your state without traveling long distances. Our zones are divided into eight parts:

- Zone 1 includes Connecticut, Maine, Massachusetts, New Brunswick, New Hampshire, New Jersey, New York, Newfoundland, Nova Scotia, Pennsylvania, Prince Edward Island, Quebec, Rhode Island, and Vermont.
- Zone 2 includes Delaware, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, and West Virginia.
- Zone 3 includes Indiana, Kentucky, Michigan, Ohio, and that portion of Ontario less than 85° longitude West of Greenwich.
- Zone 4 includes Manitoba, Minnesota, North Dakota, Saskatchewan, South Dakota, Wisconsin, and the portion of Ontario more than 85° longitude West of Greenwich.
- Zone 5 includes Illinois, Iowa, Kansas, Missouri, and Nebraska.
- Zone 6 includes Alabama, Arkansas, Louisiana, Mississippi, Oklahoma, Tennessee, and Texas.
- Zone 7 includes Alberta, Colorado, Idaho, Montana, New Mexico, Utah, and Wyoming.
- Zone 8 includes Alaska, Arizona, British Columbia, California, Hawaii, Nevada, Oregon, and Washington.

- **Institute Summit:** If you are a volunteer, part-time or full-time paid staff member at your fair, you can join others involved with fairs, exhibitions and shows to focus on your professional development in a curriculum covering all aspects of management in the Institute of Fair Management.

- **State or Provincial Meetings:** Many states or provinces have their own annual meeting. [Click here](#) for our list of state/provincial association partners.

- **Convention and Trade Show:** See for more information in our convention tab at the top.

Membership Types

Individuals and organizations can be a member of the IAFE in the following categories:

- **Active Members (Fair, Show, Exhibition, or Exposition Members):** Active membership shall consist of corporations, associations, societies, and departments of any national, state, province, county, or city government that operate an annual fair, show, exhibition, or exposition. Active members must have an annual celebration that incorporates agricultural exhibits, shows, or competition and at least two of the following activities: 1) youth programs, 2) commercial and/or education exhibits, 3) competition in the fine and/or home craft arts, and 4) a midway or entertainment area.
- **Associate Members:** Associate membership shall consist of: 1) for a one-year introductory period, fairs and expositions outside the United States and Canada that are not active members; 2) annually scheduled events such as rodeos, horse shows, livestock shows, community celebrations, trade shows, etc., that do not meet the active membership definition of a fair or exposition; 3) agricultural, horticultural, livestock, and other associations whose purposes include the furthering of agriculture, industry, and community life through fairs; and 4) corporations, organizations, or individuals who provide services, entertainment, exhibits, concessions, equipment, or supplies to the fair industry.
- **Affiliate Membership:** Individuals currently associated with a fair, show, exhibition or exposition once involved with a fair, show, exhibition or exposition, as a staff member, board member or volunteer, who wish to maintain an affiliation with the Association. Affiliate members will receive their own directory, Fairs & Expos magazine, mailings, and e-mails that pertain to their particular areas of interest, or desire to serve on an Education Committee.

- **State and Provincial Associations:** State and provincial associations of fairs, shows, exhibitions, and expositions duly organized within their respective state or province shall be members upon payment of dues as established by the IAFE Board of Directors.
- **Student Membership:** Student members shall be individuals who are enrolled as full time students (carrying 12 or more hours per semester or equivalent academic period) in an accredited college, university or trade school with an interest in fair, exhibition, exposition or show management. An individual may be a student member for a total of four years. Student members will not have the right to vote in membership meetings but may serve on Association committees. Student members must attach proof of student status with the membership application, e.g., a letter from Registrar's Office, copy of Student identification, or a transcript.

Membership Rates

All yearly membership dues are payable in U.S. funds. Dues for **fair membership** are based on attendance:

24,999 and Under	\$100
25,000-99,999	\$175
100,000-199,999	\$350
200,000-499,999	\$750
500,000-999,999	\$1,200
1,000,000 and Over	\$1,600

Dues for **associate members** are \$195. Dues for **affiliate members** are \$50.

IAFE dues are not deductible as a charitable expense, only as a regular business expense.

International Entertainment Buyers Association (IEBA) www.ieba.org

International Entertainment Buyers Association (IEBA) is the leading not-for-profit trade organization for live entertainment industry professionals. Founded in 1970, IEBA provides unparalleled networking opportunities and continuing education to its Members to strengthen relationships, foster growth and increase revenue for the live entertainment industry. Representing billions of dollars in buying power, IEBA is an intimate organization that makes a huge impact.

IEBA and its Annual Conference stand alone in the entertainment industry by showcasing a diverse and uniquely-crafted lineup of live entertainment and by providing top-tier informative sessions with the entertainment business's leading decision makers. Beyond the showcases and agency-sponsored parties, attendees have the opportunity to sit down with IEBA's distinguished Board of Directors and other industry experts to discuss the latest trends and hot topics in live entertainment. IEBA's Agents Alley gives entertainment buyers and sellers time together to discuss the specifics of the upcoming touring season. "The Buying Starts Here" slogan originated from this longstanding IEBA tradition.

IEBA was conceived by two talent buyers, Hubert Long and Harry "Hap" Peebles. Peebles and Long felt that talent buyers needed a voice in the entertainment industry. They believed that a group of buyers could share information and, with this shared knowledge, each could make better decisions and those informed business decisions would lead to increased success. From two founding members in 1970 to over 1,100 active members in 2016, IEBA's focus remains the same: Networking, Information, and Live Music.

Membership Info

Professional Membership is available for individuals working in the live entertainment industry. IEBA membership supports the growth of our industry through a not-for-profit organization that is committed to providing the highest level of networking, showcasing and educational opportunities. Attendance at the annual conference connects members in an intimate setting, builds stronger business relationships, and offers a first look at the next touring season's talent. IEBA members have access to key business leaders through the IEBA Member Directory, have voting privileges for the Annual IEBA Industry Awards, and are invited to exclusive VIP industry events throughout the year.

Professional Membership – \$125/yr.

Young Professional (YP) Membership is available for individuals 29 years of age and under, as of December 31 of the previous year, and is limited to the first three years of IEBA Membership. The YP membership is an exciting way for the next generation to get involved with IEBA early in their careers. YP members qualify for nomination in IEBA's newest Industry Awards category, "Rookie of the Year," to be presented at the Honors and Awards Ceremony at the annual conference. YP members have full membership benefits, including voting privileges, the IEBA Member Directory, and access to VIP industry events.

Young Professional Membership – \$75/yr.

Student & Educator Membership provides hands-on learning experience for college students who are planning a career in the entertainment industry. This membership allows access to the IEBA Member Directory and additional student networking opportunities. Learn more [here](#). Student & Educator Members must be currently enrolled in or teaching at a college and use an .edu email address when signing up.

Student & Educator Membership – \$25/yr.

International Festivals and Events Association (IFEA) www.ifea.com

Founded in 1956 as the Festival Manager's Association, the International Festivals & Events Association (IFEA World) today is 'The Premiere Association Supporting and Enabling Festival & Event Professionals Worldwide.' In partnership with global affiliates under the umbrellas of IFEA Africa, IFEA Asia, IFEA Australia / New Zealand, IFEA Europe, IFEA Latin America, IFEA Middle East, and IFEA North America, the organization's common vision is for "A Globally United Industry that Touches Lives in a Positive Way through Celebration." Toward that end, we now also count "IFEA Academia," providing a common home for students, faculty and institutions around the world who share a festival and event management focus and a common goal of preparing future industry leaders; a forum for important industry-related research and discussions; and an effective junction of the academic and professional pathways of our industry.

With a target audience that includes all those who produce and support quality celebrations for the benefit of their respective "communities", the IFEA's primary focus is identifying and providing access to the professional resources and networks that will, as stated in our mission, inspire and enable those in our industry to realize their dreams, build community and sustain success through celebration.

The IFEA exists to serve the needs of our entire industry, all those who share our core values of excellence & quality; the sharing of experience, knowledge, creativity and best practices; and the importance of "community" building both locally and globally. Our success lies in the success of those we serve through professional education, programming, products and resources, networking and representation.

The IFEA enjoys the active support of over 2000 Premiere Members, a self-selected group of industry leading professionals and organizations who continue to set and raise the bar for them and everyone in our industry with regard to creativity, quality, professionalism, experience, and success. These members (including all event categories, budget and attendance levels), while representing only a part of the festivals and events industry as a whole, have learned the value of active and continued involvement with their professional peers at the highest levels and have set themselves apart from the pack. They represent the very best of our industry brand and through their involvement the IFEA is able to build a stronger foundation for our common industry.

The IFEA is headquartered in Boise, Idaho, in the northwestern United States and in 2015 celebrated its 60th Anniversary. The organization's offices are located in the historic Boise Train Depot.

The International Festivals & Events Association (IFEA) today is The Premiere Association Supporting and Enabling Festival & Event Professionals Worldwide. In partnership with global affiliates under the umbrellas of IFEA Africa, IFEA Asia, IFEA Australia, IFEA Europe, IFEA Latin America, IFEA Middle East, and IFEA North America the organization's common vision is for "A Globally United Industry that Touches Lives in a Positive Way through Celebration."

Membership in the IFEA provides value from all directions, including invaluable contacts and cash budget savings worth many times the membership investment. The more you use them, the higher your return.

Member Benefits

- **Resources & Networking**

With an extensive network of members, membership with the IFEA not only allows you access to this unique peer group, but also provides many resources and tools to allow you to communicate and network with them including www.ifea.com; Member Only Website; Online Membership Directory; Online Event Resource Marketplace; Career Networking and Industry Employment, Online store; Industry Surveys and Templates and much more.

- **Communication & Outreach**

Getting information out to our members is important, whether it be news of our next convention, our latest Webinar, our upcoming issue of our magazine through tools that you can use such as our social media sites; IFEA Update; Event Insider; "i.e." the business of international events magazine and much more.

- **Education**

As a professional in the Festivals & Events Industry, recognizing the importance and value of continuing to sharpen your skills, grow your knowledge base and expand your professional network can mean the difference between Good and Great. At IFEA, we believe that learning never stops, and we're pleased to be able to offer a variety of ongoing opportunities to help meet your educational goals such as our Annual Convention & Expo; Online Webinar Series, CFEE Certification; Event Management School and much more.

- **Awards & Industry Recognition**

Professional recognition by your peers can help to establish your event and take it to the next level. As the professional body for the festivals and events industry, the IFEA provides a number of awards that recognize quality, creativity, excellence, service and achievement in our business such as the IFEA/Haas & Wilkerson Pinnacle Awards Competition; the IFEA Hall of Fame Award; the IFEA/Zambelli Fireworks Volunteer of the Year and the IFEA World Festival & Event City Award presented by VISA.

- **Programs & Services**

Responding to the changing marketplace that those in our industry must now do business in, the IFEA has created a menu of cost-effective programs and resources that can help your event or organization succeed even in turbulent times. Take a moment to consider how you could maximize your return by using the following IFEA professional products and services: Economic Impact Studies; Sponsor Audits; Online Marketing Audits; Sponsor Summits and much more.

- **Discounts to IFEA Programs, Conventions, & Resources**

Membership with the IFEA not only allows you access to the many programs, services and tools that are not always offered to non-members, but you are able to access them at a reduced member rate such as: the Annual Convention & Expo; Online Webinar Presentations; IFEA Award Programs and much more.

- **Discounts on Industry Products**

IFEA uses its group buying power to secure discounted members-only pricing on a variety of products and services that can help ease bottom-line spending for your event such as 25% discount on IEG Products/Services; exclusive savings on HP Products; Discounted D&O Insurance with Kaliff Insurance; 15% discount on Music Licensing with SESAC; shipping discounts with FedEx; and more!

- **Advocacy & Media Representation**

The IFEA exists to serve the needs of the festivals & events industry. We are here to represent and stand by you on anything that you need.

- **Financial Assistance**

We understand that not everyone has it in their budget to be able to attend the convention or other educational seminars, which is why we offer financial assistance to those who qualify such as Legacy Scholarships and our Member Get A Member Program.

- **Special Benefits for Vendors & Suppliers**

At the IFEA, all members are considered equal and critical to the success of our industry, and vendor members have the same access to the full range of member benefits that festival and event organizations do such as Online Membership

Director; Event Resource Marketplace; Discounts on Advertising; First Selection of Expo Booth Space; Sponsorship Opportunities and much more.

- **IFEA Global Affiliates**

The IFEA is able to service and represent our members and industry close to home and around the globe thanks to the important efforts and support of our global affiliates. These affiliates work on behalf of our members and industry to provide resources, programming, services and benefits focused on the specific needs of those professionals in their respective global regions. We encourage you to contact the appropriate IFEA representative(s) in your region to find out how you can get personally involved, help us to better understand your professional needs, and put the IFEA network to work for your own festival and event.

IFEA Global Affiliates include:

- [IFEA Africa](#)
- [IFEA Asia](#)
- [IFEA Australia & New Zealand](#)
- [IFEA Europe](#)
- [IFEA Latin America](#)
- [IFEA Middle East \(MENASA\)](#)
- [IFEA North America](#)
- [IFEA Students](#)

More Details

- [Membership Brochure](#)

The IFEA Annual Convention is the top networking event in our field, full of valuable information that can be taken home and put to immediate use in your own community. Here, professionals gather together to share ideas, experiences and opportunities that shape the successes of our common industry and individual events. In the hallways, sessions, and events of the convention you will meet many individuals with a multitude of experiences, challenges, points of view, approaches, leadership styles, and networking connections. Their

commonality is their desire and willingness to share all of the above with each other. For those who use it, it is also their greatest tool and resource.

Nowhere else will you find so many ideas, so much creativity, and such easy access to the most successful events and event professionals in the world. During the convention you will experience nearly 100 educational sessions by the top experts and success stories in our business. We pride ourselves on providing up to 90% new topics and speakers each year, ensuring that attendees at all levels - first timers and repeat attendees, new to the industry or seasoned professional - will find all the answers and creative new ideas that they are looking for.

There is no higher value available in our industry today than the IFEA Convention & Expo. Convention registration will get you all of these convention benefits and much more:

- All Educational, Roundtable and Affinity Group sessions
- The Opening Morning Breakfast Reception
- The IFEA/Haas & Wilkerson Pinnacle Awards Presentation
- The IFEA Hall of Fame Awards Luncheon
- The Foundation Night Party & Auction
- Social and networking opportunities
- The IFEA Expo
- The Dixie Flag Hospitality Suite
- Connections International Café
- Coffee Breaks
- Convention Program Book
- Session Handouts

Don't miss IFEA's largest and most eagerly anticipated Annual Convention. Plan ahead to join us now! [Learn More](#).

International Performing Arts for Youth (IPAY) www.ipayweb.org

International Performing Arts for Youth [IPAY] is the premiere membership organization in the world today servicing and supporting the professional community of performing arts for young audiences. Our membership is comprised of a growing worldwide network of artists, producers, presenters, agents, educators and students that are dedicated and involved in producing, presenting and promoting all forms of theatre, music, dance, circus, puppetry and more.

We share best practices and industry resources, provide an annual community meeting place, and stimulate international dialogue and collaboration. IPAY is a bridge that brings together creative expression with business practicality, critical responsiveness and professional development.

The annual Showcase (which includes performances, exhibits, networking opportunities, and more recently a pre-conference seminar) has attracted major companies, artists, and programmers who serve young audiences. Throughout the four-day event, these professionals share resources and view performances of national and international performing artists who have been selected through a rigorous jury process conducted by an international selection committee. The exhibit area provides display information and video material on touring productions. As an educational service to the field, the conference offers a series of panel discussions on current issues and trends. Approximately 300 people register for the conference each year, representing geographic, cultural, and aesthetic diversity.

The Showcase is designed to encourage dialogue about the creation and presentation of that work among artists and presenters whose lives are devoted to the impact of this work.

IPAY Member Benefits

As an IPAY member you can plan on sharing in these great member benefits:

- *Online access to our members only web site — includes searchable membership database with full contact information, job postings, IPAY resources, and a member generated calendar of events*
- Save up to \$225 on Showcase applications and registrations
- Advance notice on Showcase conference opportunities
- FREE registration to our Professional Development Learning Communities at the IPAY conference
- Membership discount to Club Quarters hotel chain
- Voting privileges on IPAY Board members, IPAY AGM and on the IPAY awards
- Great Value!

If you are thinking of applying to Showcase, or plan on attending any of the learning community sessions, then you cannot afford not to join! In many cases, membership discounts on conference fees and learning community sessions total more than the cost of membership itself!

We hope you will join us in our efforts to promote and advance the highest quality performing arts for young people across North America and the World!

Dues cover membership for one year from the day you join.

Presenter

- These members sponsor performances, activities, and educational programs in the field of performing arts for young people
- These members are voting members.
- Dues are calculated based on the organization's FY program expenses for youth and family audiences and are as follows:

Annual operating budget of:

Membership Fee:

\$750,000 and higher

\$500

\$500,000 to \$749,000	\$350
\$250,000 to \$499,000	\$250
Less than \$250,000	\$150

Agent/Artistic Company

- These members represent artists, organizations, and businesses that actively work in the field of performing arts for young people or our artists that present/produce for young people.
- These members are voting members.
- Dues are calculated based on the agent/artist's annual total commissions from touring, producing, or commissioning for youth and family audiences and are as follows:

Annual operating budget of:	Membership Fee:
\$750,000 and higher	\$500
\$500,000 to \$749,000	\$350
\$250,000 to \$499,000	\$250
Less than \$250,000	\$150

Organizational Partner

- These members are any organizations who facilitate, fund, guide, or otherwise support the field and the work of IPAY.
- These members are voting members.
- Membership fee is \$200.

Colleague/Individual

- These members are any individuals who are self-employed or additional staff persons or volunteers of a member organization or business that wish to have a vote for IPAY matters.
- These members are voting members.
- Membership fee is \$125.

Associate

- These members are any additional staff persons or volunteers of a member organization or business.
- These members are non-voting members.
- Membership fee is \$75.

Student

- These members are any individuals currently attending an accredited college/university or institute of learning.
- These members are non-voting members.
- Membership fee is \$25.

League of American Orchestras (LAO)

www.americanorchestras.org

The League of American Orchestras leads, supports, and champions America's orchestras and the vitality of the music they perform. Its diverse membership of more than 2,000 organizations and individuals across North America runs the

gamut from world-renowned symphonies to community groups, from summer festivals to student and youth ensembles, from conservatories to libraries, from businesses serving orchestras to individuals who love symphonic music. The only national organization dedicated solely to the orchestral experience, the League is a nexus of knowledge and innovation, advocacy, and leadership advancement. Its conferences and events, award-winning *Symphony* magazine, website, and other publications inform people around the world about orchestral activity and developments. Founded in 1942 and chartered by Congress in 1962, the League links a national network of thousands of instrumentalists, conductors, managers and administrators, board members, volunteers, and business partners. Visit americanorchestras.org.

Conferences and Meetings

The League brings together the best minds from in and outside the field to provide practical knowledge, develop effective leadership, relay best practices, provokes debate, and identify emerging trends.

In addition, please visit [Learning and Leadership Development](#), where the League offers a variety other learning opportunities and resources.

National Conference in June:

See BAM! Complete Guide to Conferences – U.S.A.

Choose your interest area on the left or select from the list below.

- [Personal / Individual](#)
- [Orchestras and Youth Orchestras](#)
- [Orchestra Volunteers](#)
- [Member discounts and services](#)
- [Businesses](#)

- All Other Non-profit Organizations
- Schools and Placement Centers
- Libraries

Please address questions about League membership to 212 262 5161
ormember@americanorchestras.org

National Association of Campus Activities (NACA) www.naca.org

Education

NACA® membership includes professionals, advisors and programmers from more than 950 colleges and universities, creating one of the largest campus engagement networks in the US.

Entertainment

From international booking agencies to self-represented artists and everything in between, NACA® associate members provide top-notch campus entertainment for programming budgets of all sizes.

Engagement

NACA believes that campus engagement is the development of community through student involvement with the university in experiences that contribute to student success and learning.

NACA® West - Alaska, Hawaii, Washington, Oregon, California, Nevada, Idaho, Arizona, Utah, Colorado, New Mexico, west of the 107th longitude (which roughly parallels the Rocky Mountains) and the Canadian Province of British Columbia

NACA® Northern Plains - Montana, Wyoming, Wisconsin, the Upper Peninsula of Michigan, Nebraska, Iowa, Minnesota, North Dakota, South Dakota, and the Canadian Provinces of Alberta, Saskatchewan, Manitoba, and western Ontario

NACA® Mid America - Michigan, Indiana, Ohio, West Virginia, Kentucky, and Illinois

NACA® South - Virginia (south of metro Washington DC), North Carolina, South Carolina, Georgia, Florida, Alabama, Tennessee, Mississippi, and US & British Virgin Islands

NACA® Mid Atlantic - New York, Pennsylvania, New Jersey, Delaware, Maryland, Washington DC (and the surrounding metro area) and the Canadian Province of eastern Ontario

NACA® Northeast - Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, and the Canadian Provinces of New Brunswick and Quebec

NACA® Central - Colorado and New Mexico east of the 107th longitude (which roughly parallels the Rocky Mountains), Kansas, Oklahoma, Missouri, Texas, Arkansas, and Louisiana

School Membership

The tools and resources you need to thrive
from the nation's largest collegiate organization in campus activities.

Access the tools and resources you need to thrive when you join the nation's largest collegiate organization in campus activities. Since 1960, NACA has provided programs and events designed to help professional staff and students promote learning through engagement in campus life. With over 900 member schools, NACA membership means you have access to one of the largest campus activities networking and talent buying resources in the country.

Join today and take advantage of:

Engagement

Campus Activities Programming® magazine: Our award-winning magazine helps you stay current on interests and issues in the campus marketplace industry. Published eight times a year, each issue features articles written by school and associate members.

NACA® Spotlight: Stay in the loop on opportunities and new trends with our weekly newsletter.

NACA® Connect: Share your successes and challenges with professionals from around the country in an online community.

National and Regional Leadership Opportunities: Develop and enhance your leadership skills by serving as a NACA volunteer. Opportunities are available for staff and students at the national and regional levels.

Online Membership Directory: Searching for a particular school? Trying to locate an agency or particular type of artist or act? NACA's online directory makes it easy to find what you need.

Recognition: Nominate the professional who's made an extraordinary impact on the lives of others.

Career Opportunities: NACA partners with TPE (The Placement Exchange) to promote career opportunities available on your campus.

Entertainment

NACA® National Convention: Enjoy members-only discounts when you attend the NACA® National Convention, the largest campus entertainment marketplace in the country. Held in February, this high-profile, high-energy, four-day event offers networking opportunities with other professionals, students and associate members, plus:

- **Educational sessions** - Stay up to date on professional and student leadership development, programming, multicultural education, campus organization dynamics and advising, and current trends in the field of campus activities.
- **Showcases** - View more than 80 live performances ranging from music and comedy to lecture and novelty/interactive programs.
- **The Campus Activities Marketplace (CAMP)** - After you see the talent on stage, meet member agents and artists face to face and facilitate campus bookings.

Regional Conferences: Your school's region is unique. Connect with others in your vicinity at one of NACA's seven regional conferences. Highlights include showcases, educational sessions, networking opportunities, CAMP and much more. Plus, you will also receive the members-only discount.

Block Booking: Stretch your programming dollars with NACA's cooperative buying system, Block Booking. Member schools in close geographic proximity can book an act for a consecutive series of dates; providing the act the ability to consolidate travel and other costs. This means a reduced fee for the performance for everyone in the block.

Education

Institutes: Discover how to build better programs on your campus with one of NACA's nine institutes. Offered in the spring and summer for 3-4 days each, students and professional staff can hone their skills in a variety of areas including student government, student organizations, concert management, basic programming and more.

Webinars: Hear from some of the most talented individuals in the field as they present their thoughts, strategies and experiences. Also participate in a hot topics discussion in real time.

ENCORE: The Exclusive NACA Collaborative Online Resource Engine (ENCORE) is a searchable database of programs and activities submitted by NACA members for NACA members.

NACA NEXT: Are your students ready for the workforce? This new tool enables students to assess their employability skills and how their involvement in campus activities contributes to these skills.

Advancing Research in Campus Activities Grants: Have an idea to advance the profession? Our research grants are designed to encourage the development and dissemination of knowledge that has the potential to improve the experiences of college students and campus engagement.

Scholarships: Stay in the know about NACA scholarships. The NACA® Foundation offers numerous scholarships to graduate students, undergraduate student leaders and professional staff.

2016-2017 School Membership Rates:

- Total Enrollment of 0 - 500: \$445
- Total Enrollment of 501 - 1,000: \$550
- Total Enrollment of 1,001 - 5,000: \$660
- Total Enrollment of 5,001 - 10,000: \$795
- Total Enrollment of 10,001 - 15,000: \$900
- Total Enrollment of over 15,000: \$1,035
- International: \$485

Associate Membership

NACA MEMBERSHIP DUES ARE NON-REFUNDABLE

National Associate Membership

As a National Associate Member, you will have the opportunity to exhibit and submit to showcase at all seven NACA® Regional Conferences as well as the National Convention. National Associate members also have access to our entire directory of over 900 member schools.

Regional Associate Membership

A Regional Associate membership provides access to exhibit and showcase submissions for your region's conference, as well as to the directory of member schools from your region. Not sure which region you're in? Check the [regional map](#) to find out.

2016-2017 Associate Membership Rates:

- National (Agency/Company): \$800
- National (Single Artist): \$605
- Regional (Agency/Company): \$400
- Regional (Single Artist): \$250

NACA MEMBERSHIP DUES ARE NON-REFUNDABLE

Affiliate

As an Affiliate Member, you will have the opportunity to connect with colleges and universities through our online Membership Directory or by attending any of our various events.

Standard Affiliate Membership

Organizations or firms involved in services related to campus activities or interested in locating attractions for performances and not eligible for school or associate membership may join NACA as affiliate members.

Standard Affiliate members can participate in conferences, Conventions and Block Booking. Exhibiting is allowed but not required. Affiliate members are not eligible to showcase at any NACA activity. A firm that engages in selling goods or services to school members cannot be a Standard Affiliate member. Standard Affiliate members are entitled to receive up to three copies of each issue of Campus Activities Programming™ magazine and access to the NACA online directory.

Non-Profit Affiliate Membership

The NACA non-profit affiliate membership is designed for non-profit organizations whose services, products or programs are related to campus activities programming. NACA membership benefits for such organizations

include one copy of Programming and access to the NACA online directory, as well as access to conferences and Conventions. Non-profit affiliate members may attend the National Convention, regional conferences and festivals as exhibitors, following all applicable associate member policies regarding the purchase of booth space and delegate fees. Non-profit affiliate members are not eligible to showcase.

Criteria for non-profit affiliate membership include:

1. certification of the organization's not-for-profit 501(c)(3) IRS designation as an educational organization;
2. certification that the organization provides education, resource services and/or opportunities for professional development; and
3. certification that the organization's purpose is not lobbying for political issues or legislative change.

2016-2017 Affiliate Membership Rates:

- Non-profit: \$265
- Standard: \$410

NACA MEMBERSHIP DUES ARE NON-REFUNDABLE

National Conference and Regional Gatherings:

**See BAM! Complete Guide to Conferences –
U.S.A.**

Opera America www.operaamerica.org

OPERA America is dedicated to supporting the creation, presentation and enjoyment of opera.

OPERA America draws on resources and expertise from within and beyond the opera field to advance a mutually beneficial agenda that serves and strengthens the field through programs in the following categories:

The association provides members with an array of publications and online resources, regional workshops, an annual conference and network-specific services such as conference calls, Listserv and direct contact with staff with expertise in opera production, administration and education. **OPERA**

America provides members with tools to maximize the effectiveness of financial and human resources, expand the scope of repertoire and programs, and extend their reach to new and diverse audiences.

Creation: Artistic services that help artists and companies increase the creativity and excellence of opera productions, especially North American works;

Presentation: Opera company services that address the specific needs of staff, trustees and volunteers;

Enjoyment: Education, audience development and community services that increase all forms of opera appreciation

Founded in 1970, **OPERA America** has an international membership that includes nearly 150 Professional Company Members, 300 Associate and Business Members, 2,000 Individual Members and over 16,000 subscribers to its electronic news service.

BUSINESS MEMBERS

To qualify as an associate or business member of OPERA America, your organization's activities must be significantly related to the production, creation or enjoyment of opera or music-theater. OPERA America reserves the right to request additional information from prospective associate and business members. Both for profit and non-profit business may qualify for this level of membership.

Gain Visibility

- A link from **OPERA America's** Web site in our company listings.
- List new operas and music-theater works in the online *North American Works Directory* and the new works-themed issue of our magazine, *Opera America*.
- Advertise sets, costumes, titles, props and other materials for rental or sale in the online *Production Directory* free of charge.
- Publishers can showcase new works at the conference.

Receive Member Publications

- Our magazine, *Opera America*, which brings you the latest opera company news and details on current events in the field today. This full-color quarterly magazine extends our commitment with thoughtful and thought-provoking essays in addition to listings that document the artistic vigor in the opera field.
- The *Annual Field Report*, a concise statistical look at the state of opera in North America.
- The *Membership Directory*, an annual directory with contact information for company, associate, business and educational members, in addition to a listing of individual members. This includes a detailed description of your company.
- Browse **OPERA America's** comprehensive Archives, which contain hundreds of articles, podcasts and videos. This is a rich resource of information for artists, administrators and opera patrons alike.

Access Exclusive Information

- Access our *Production Directory* and *Career Guide for Opera*: online databases available to you to search for sets, props and costumes; to post auditions; and to search contact information for companies, artist managers and educational institutions.
- Access **OPERA America's** Information Service for assistance with inquiries such as casting, funding, information on past productions of a particular opera, peers to contact about commissioning an opera, etc.
- Network with colleagues and opera company staff at the Annual Conference and regional meetings, including special fundraising, marketing and public relations activities.

Save

- Priority access to National Opera Center facilities at a significant discount.
- Receive priority reservations and discounts for exhibiting at the *Annual Conference*.
- Post unlimited free job listings on the **OPERA America** Web site.
- Receive discounts on publications, registration and meeting fees and advertising in our magazine, *Opera America*.

Rocky Mountain Association of Fairs (RMAF)

www.rmaf.net

The Rocky Mountain Association of Fairs is a non-profit corporation, chartered in the State of Montana, and working in the fair industry for the past 89 years.

The Rocky Mountain Association of Fairs' purpose is to promote fairs and similar events throughout our membership area; and to provide a platform to unite fairs and events with exceptional and unique entertainment for public enjoyment.

The 91st Annual Convention will be held in Spokane, Washington at the Doubletree Spokane City Center on November 9-12, 2016.

There will be four-days filled with educational workshops, networking opportunities with industry professionals; entertainment showcasing and a preview of a variety of products and services for the coming fair season.

Join as a Service Member: <http://www.rmaf.net/p/getinvolved/271>

Theatre Communications Group (TCG)

www.tcg.org

Theatre Communications Group (TCG), the national organization for the American theatre, was founded in 1961 with a grant from the Ford Foundation to foster communication among professional, community and university theatres. Today, TCG's constituency has grown from a handful of ground-breaking theatres to nearly 700 Member Theatres and Affiliate organizations and more than 12,000 individuals nationwide. TCG offers its members networking and knowledge-building opportunities through our conferences, events, research and communications; grants approximately \$2 million per year to theatre companies and individual artists; advocates on the federal level and serves as the U.S. Center of the International Theatre Institute, connecting its constituents to the global theatre community. TCG is the nation's largest independent publisher of dramatic literature, with 13 Pulitzer Prizes for Best Play on our booklist; it also publishes the award-winning *American Theatre* magazine and ARTSEARCH®, the essential source for a career in the arts. In all of its endeavors, TCG seeks to increase the organizational efficiency of its member theatres, cultivate and celebrate the artistic talent and achievements of the field and promote a larger public understanding of, and appreciation for, the theatre.

In 2005, TCG received the Tony Honors for Excellence in Theatre in recognition of its impact on the national field. TCG and its Member Theatres are major

contributors to the American theatre sector, which employs more than 126,000 people, produces over 215,000 performances each year and contributes over \$2 billion to the US economy annually. A 501(c) (3) not-for-profit organization, TCG is led by executive director Teresa Eyring and governed by a national board of directors representing the theatre field.

Our Programs and Services

Networking and Knowledge-Building

By providing a range of training, communications, research and networking opportunities, TCG harnesses the knowledge of the theatre field for the collective whole. Member theatres are crucial to this effort and participate through convenings such as the [TCG National Conference](#) held in a different host city each year; the annual [Fall Forum on Governance](#); teleconferences for theatre leaders, trustees, administrators, educators and artists. TCG member theatres also share in research studies including the annual [Fiscal Survey/Theatre Facts](#); salary, education and governance surveys, and snapshot surveys such as "[Taking Your Fiscal Pulse](#)." TCG continues to provide reports and surveys to stakeholders, including funders, government officials, the press and general public that offer insight into the state of the field and promote greater understanding of our issues and awareness of the incredible variety, excellence and depth of our art form. As a growing number of our member theatres seek to network and share artistry with colleagues around the globe, TCG is at the forefront with international initiatives and support services.

Grantmaking

Through a series of philanthropic partnerships, TCG distributes more than \$2 million in grants each year to theatres and individuals. By making funds available to organizations, individual artists and administrators, TCG is able to provide development opportunities for a growing body of professionals and help build and connect a new generation of practitioners for the field. Current programs include [New Generations](#), which supports Future Leaders, and Future Audiences and is supported jointly by the Doris Duke Charitable Foundation and the

Andrew W. Mellon Foundation; the [Fox Foundation Resident Actor Fellowships](#); the [MetLife/TCG A-ha! Program](#); and the Leadership and the international program, [Global Connections](#), both funded by The Andrew W. Mellon Foundation. Please visit our [Grants at a Glance](#) page for more information. TCG has recently launched a new members-only program: The [TCG Brain Bank: Where Knowledge Earns Interest](#), which matches knowledge seekers with knowledge donors. In summer 2010, TCG will offer two pre-conferences to the TCG National Conference in Chicago: a pilot program supported by American Express that brings together pairs of established and emerging practitioners for a three-day intensive leadership development program; and a two-day convening for theatre education directors as part of [TEAM: Theatre Education Assessment Models](#).

Publishing

[TCG Books](#) has published the work of more than 235 playwrights and other theatre professionals in single volumes and anthologies, and sold over 2.5 million books since emerging as a publisher in 1984. Its authors boast numerous Pulitzer Prizes and Tony Awards for Best Play or Book of a Musical and one Nobel Prize for Literature, in addition to countless OBIEs, Drama Desk awards and other national and international prizes. TCG also serves as the exclusive U.S. distributor for Playwrights Canada Press of Toronto, Padua Playwrights Press of Los Angeles, New York publishers League of Professional Theatre Women, PAJ Publications, Martin E. Segal Theatre Center Publications and Playscripts, and London publishers Nick Hern Books, Aurora Metro Publications and Oberon Books. TCG Books now represents over 1,600 titles.

As a publisher of new plays and emerging playwrights, TCG Books has a dual objective: to bring new literary voices to public attention and to cultivate individual relationships with our playwrights that nurture their careers. TCG is committed to keeping its playwrights in print.

[AMERICAN THEATRE](#) magazine is the must-read periodical about not-for-profit professional theatre. The country's leading arts journalists as well as top professionals from the field contribute to the pages of AMERICAN THEATRE, published ten times each year, with five of the issues containing an entire new

playscript. Each fall, the magazine publishes a complete schedule of every production taking place that season at member theatres across the country. Among TCG's other publications are [ARTSEARCH®](#), the essential source for a career in the arts; and online resources such as the [TCG Bulletin](#), executive director's [Field Letter](#), [special reports](#) and the [Membership Directory](#).

Field-Wide Leadership

TCG takes its leadership responsibility seriously, initiating and participating in a number of programs to advance its membership and the field overall. As a founding member of the Performing Arts Alliance, TCG leads federal advocacy efforts that have helped guard and increase NEA funding, ensure FEMA eligibility for theatres in disaster areas and improve the timeliness of visa processing. TCG is currently working to ensure continued access to white space for wireless technologies, and to include individual artists and administrators in Congressional health care proposals. Through the Performing Arts Alliance, TCG members (organizational and individual) receive regular updates and advocacy alerts on key issues affecting theatre. Every year, TCG sends a theatre delegation to Arts Advocacy Day in Washington, DC, organizing Hill visits with your Congressional representatives.

As the United States center for the International Theater Institute (ITI), TCG provides leadership on the international landscape connecting its members to a network of more than 90 national centers across the globe. TCG programs foster international collaboration and exchange with geographically unrestricted travel grants; provide visa support letters to bring in foreign artists; and connect theatre practitioners around the globe.

Now in over 120 communities and more than 600 theatres nationwide, TCG's [Free Night of Theater](#) brings infrequent and non-traditional attendees to live theatre every year. With support from the NEA, TCG is working with the National Alliance of Musical Theatre to build awareness of theatre through video and audio spots and programs such as Free Night.

Our Membership

From 15 theatres sitting around a table in 1961, TCG's [membership](#) today has grown to nearly 500 theatres in 47 states and the District of Columbia; over 12,000 individual members and affiliated trustees; and almost 150 affiliated universities, funders and other businesses. TCG member theatres represent a broad spectrum of aesthetic and cultural viewpoints, organizational structures, budget sizes and missions and together are responsible for much of the vibrant work being produced in America's theatres today. While many of the largest theatres in the country are TCG members, over half of our member theatres have operating budgets of \$1 million or less, with 35% of them under \$500,000.

As we head toward our 50th Anniversary season in 2011, TCG celebrates the incredible diversity in the American theatre and strives for ever greater inclusion.

Our History

As regional theatres throughout America began to proliferate in the 1950s and 60s, W. McNeil Lowry, director of the arts and humanities program at the Ford Foundation in New York, noted a lack of communication and cooperation that seemed to impede the movement's growth. Lowry convened a group of theatre professionals and educators to discuss the possibility of a central office that could be run by representatives from the field.

In 1961, the Ford Foundation set aside \$244,000 over a four-year period to meet this goal, and Theatre Communications Group was established "to improve communication among professional, community and university theatres in the United States. The group will facilitate the exchange of artists and other theatre personnel and enable members to study each other's methods, with the ultimate aim of making the theatre more professional in training, creation and production." Headquartered in Pittsburgh at the Carnegie Institute of Technology, the original members of TCG included 15 theatres (both professional and community) and nine university drama departments. Miss Pat Brown, founding artistic director of Magnolia Theatre in Long Beach, Calif., served as director. Founding members still active in TCG today include Alley Theatre in Houston; Arena Stage in

Washington, DC; Cleveland Play House; Milwaukee Repertory Theater and the Goodman Theatre in Chicago.

Over its first decade, TCG was led by Michael Mabry, Joseph Zeigler and Hartney Arthur. In 1972, Lowry asked Peter Zeisler, then TCG board president and a co-founder of the Guthrie Theater in Minneapolis and founder of the League of Resident Theatres (LORT), to become executive director. Zeisler remained in that post for 23 years and under his leadership, along with that of deputy director Lindy Zesch, many of TCG's current programs and services were created including the National Conference, TCG Books, AMERICAN THEATRE magazine and the American Arts Alliance, now called the Performing Arts Alliance. Zeisler retired in 1995, and John Sullivan served as executive director until 1997. Ben Cameron was executive director from 1998 to 2006, serving with managing director Joan Channick. In 1999, TCG became the U.S. Center of the International Theatre Institute, incorporating an increasingly global perspective into all of its activities. TCG was awarded the Tony Honors for Excellence in Theatre in 2005, in recognition of our leadership in the field.

Today, TCG is led by executive director [Teresa Eyring](#), who came to the organization in 2007. TCG continues to pursue its mission to strengthen, nurture and promote the professional not-for-profit American theatre by creating new ways of harnessing and delivering information to the field, investing in leadership and capacity development for artists, administrators and organizations and leveraging the stories of the field to build greater public awareness of and appreciation for live theatre in America.

As we look to our 50th Anniversary celebrations in 2011, TCG's vision is to be the leader and innovator in assembling, contextualizing and disseminating knowledge to strengthen and energize U.S. theatres and practitioners; to be the quintessential purveyor of facts and stories that capture public, funder and media interest in theatre; to be an electrical source for artists, providing funding, networking, visibility and publications opportunities; to foster conditions for the emergence of a new level of international and intercultural awareness and cooperation through theatre. We look forward to getting there with you.

TCG regularly convenes various meetings throughout the country, connecting theatre people to the partners, resources, and knowledge they need. From our Fall Forum on Governance for trustees and theatre leaders to the largest in-person theatre conference in the U.S., TCG strives to be that “catalytic center of a network of theatre people” from [our vision statement](#). We believe that TCG thrives by bringing the extraordinary people of our theatre field together.

Membership Categories

Theatre Membership

Join TCG as a Member Theatre and take advantage of the full range of our programs and services. [Learn more](#).

Individual Membership

Become a part of TCG. Your \$35 membership fee activates your free subscription to *American Theatre* magazine and entitles you to complimentary memberships in Fractured Atlas and the Performing Arts Alliance, discounts on publications, theatre tickets and more. [Learn more](#).

Business Affiliates

As an industry vendor, your company will value the connection to the national theatre community that our Business Affiliates enjoy. Reach out to managing and artistic leaders of nearly 500 theatres located throughout the country, and have access to the most current information about industry trends-through complimentary copies of TCG resource books, subscriptions to TCG publications including *American Theatre* magazine and ARTSEARCH, discounts on TCG books, advertising and more. Annual affiliation fee: \$600. [Learn more](#).

Funder Affiliates

Assist your organization in understanding the issues facing the not-for-profit national theatre community. Membership in the Funder Affiliate program will help in benchmarking theatre activity in your own community and help you craft more responsive and timely grant programs through TCG resource books,

subscriptions to TCG publications including American Theatre magazine and ARTSEARCH, discounts on TCG books, plays, advertising and more. Annual affiliation fee: \$600. [Learn more.](#)

University Affiliates

Connect your institutions and students with the world of professional theatre through complimentary copies of TCG resource books, subscriptions to TCG publications including American Theatre magazine and ARTSEARCH, discounts on TCG books, plays, advertising and more. Annual affiliation fee: \$600. [Learn more.](#)

Not-for-Profit Affiliates

Local service organizations, genre-based service organizations, theatre unions, resource banks and other industry associations can be directly affiliated with TCG and enjoy a host of benefits and networking opportunities. Annual affiliation fee: \$600. [Learn more.](#)

International Affiliates

Theatres and cultural organizations around the globe can connect directly with the theatre field in the United States through conference attendance and other programs. Annual affiliation fee: \$600. [Learn more.](#)

Trustee Leadership Network

This form of affiliation is designed for trustee leaders of TCG member theatres, in recognition of the need for trustee involvement and education. Trustees will enjoy a one year subscription to American Theatre magazine, current editions of select TCG publications, and invitations to the Fall Forum on Governance, in addition to TCG's individual member benefits. Annual affiliation fee: \$100. [Learn more.](#)

Western Fairs www.westernfairs.org

Founded in 1922 and incorporated in 1945, Western Fairs Association (WFA) is a non-profit trade association serving the fair industry throughout the western United States and Canada. The association's primary purpose is to assist in maintaining the highest professional standards within the fair industry through a voluntary network of individuals and organizations. The primary objective of Western Fairs Association is to promote the prosperity of fairs through educational activities, training programs and legislative advocacy.

Currently Western Fairs serves more than 800 members, representing fair-related businesses, fair management, fair board directors, festivals and industry associations. This membership is represented by a 21-member elected board of directors that governs the activities and policies of the association.

Membership Benefits

Networking and Educational Opportunities

- **Annual Credentials:** The Western Fairs Association credential allows free gate entry into 95 percent of member fairs.
- **Convention, Trade Show and Showcase:** WFA's premier event connects more than 1,200 fair CEOs, directors, staff and fair-related professionals in one convenient location. From Trade Show and Entertainment Showcase to nightly receptions and educational sessions, you won't want to miss this annual event. As a member, discounts apply.
- **Open Houses:** WFA hosts Open Houses at the California State Fair, the San Diego County Fair and one or more fairs located in other states in the West. These events are open to members and those interested in membership, and are intended as a networking opportunity for fair staff, service members and local dignitaries in a relaxed environment.

- **Feature Fair Tours:** Take your learning on the road and participate in the annual Feature Fair Tour. Each year, Western Fairs Association selects one fair-in-progress to tour. The two- to four-day event allows you to get acquainted with all aspects of the fair, members from other divisions and staff members from other fairs, while enjoying behind-the-scenes tours of the featured fairs' best.
- **Fall Management Conference:** The annual Management Conference is designed to provide continuing professional development for fair managers and executive-level staff. Learn about current industry issues and regulatory matters affecting California fairs, as well as problem solving, customer service, and social and economic trends.
- **Area Meetings:** California fairs are divided into seven areas. Each area may hold periodic meetings throughout the year.
- **WFA Meetings & Mixers:** Join other industry professionals to discuss the latest news in the fair industry at various fairs in progress.

Publications

- **Date List & Membership Directory:** A comprehensive listing of fair dates, key decision-makers and businesses produced annually. This premier publication lists fairs alphabetically and businesses by division—making it easy to plan your fair or fair route.
- **Mini Date List & Membership Directory:** A condensed version of the Date List and Membership Directory listing fairs by state as well as festivals, fair associations, fair foundations and government agencies—a vital travel companion for fair professionals.
- **Fair Dealer Magazine:** A quarterly magazine mailed to more than 1,500 fair industry CEOs, directors, staff, board members, associations, government regulators and fair-related businesses. This magazine features must-read articles on the latest industry happenings, fair wraps, profiles of industry figures, editorials from key leaders and new member business listings.

Websites and social media

- **WFA Website:** Stay up-to-date on WFA activities, view fair dates, find industry events, locate service members by company type in the Business Directory and review the latest information from the California Fairs Alliance.
- **eNewsletter:** Sent the second Tuesday of every month, the Western Fairs Association e-newsletter reaches more than 2,000 members, non-members, fair CEOs, directors, VIPs and service members.
- **Facebook, Twitter, YouTube and Instagram:** Get a behind-the-scenes look at WFA. Receive daily or weekly updates on industry news, upcoming meetings, new members and travel schedules.

Legislative Advocacy

- WFA coordinates an extensive legislative advocacy program that tracks and sponsors bills in California.

Marketing

- **Logo:** Let your business partners know you are a Western Fairs Association member by utilizing our logo on your company letterhead, website, business cards and other promotional items.
- **Advertising:** There are a number of advertising opportunities available to members at a discounted rate. New member receive 10 percent off the first ad placed.

Award Programs

- **Achievement Awards Program:** The Achievement Awards Program was developed to recognize and promote excellence throughout the fair industry. Participation in the Achievement Awards Program gains visibility and recognition for your fair or business, as well as the opportunity to learn from others.

- **Merrill Award:** The Merrill Award, named in honor of Western Fairs Association founder Louis Merrill, is given to an Achievement Award winning entry that clearly demonstrates innovation, vision and excellence.
- **Barham Award:** The prestigious Barham Award, presented in remembrance of Hot Dog on a Stick founder Dave Barham, recognizes innovation, quality and leadership in the Service Member Division.
- **Hall of Fame:** The Hall of Fame honor is presented to an individual whose dedicated efforts have enriched the tradition of fairs and encouraged the professionalism of the industry as a whole.
- **Blue Ribbon Award Program:** This industry recognition program allows fairs to show their appreciation of individuals or organizations who have volunteered their time and energy in support of their fair.

JOIN WFA

We invite you to join our fair family by becoming a member of Western Fairs Association today! Your membership investment provides fairs, events, affiliates and service members with a variety of valuable benefits and services, as well as demonstrates your commitment to industry excellence.

Membership Categories

Membership of WFA is made up of fairs and fair-related businesses throughout the western United States and Canada.

- **Affiliate Members:** Non-profit associations, educational institutions and other industry-related groups.
- **Fairs:** More than 120 of the finest fairs in North America are represented, including 74 member fairs operating under California statute, more than 50 associate fairs and more than 800 fair board directors.
- **Festivals and Special Events:** Major festivals, jubilees, fiestas and other special events are included in this category.

- **Service Members:** More than 450 of the best fair-related professionals. The five primary membership divisions are: Carnivals, Commercial Exhibits, Entertainment, Food & Beverage, and Services and Suppliers.

JOIN ONLINE

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Robert Baird, President of Baird Artists Management, is now available for consultation and advice regarding Canadian and U.S. regulations and information for performers, agents/managers and performing arts venues. Mr. Baird has been in the performing arts for over fifty years and has had distinguished careers in education, publishing and musical theatre. He served on the Board of Directors (2008-2010) and was President (2011-2013) of the North American Performing Arts Managers and Agents (NAPAMA). He was Treasurer and Vice-President of Festivals and Events Ontario (FEO) and served on that Board on various committees (2010-2013). Mr. Baird

received the Arts Northwest Coyote Award and the Performing Arts Exchange Mary Beth Treen Award in 2012. He is Chair of Team Agent Network (TAN) and APAP Showcase Coordinator.

Robert is a regular columnist in *International Musician: The Official Journal of the American Federation of Musicians of the United States and Canada* (Circulation 100,000+ Monthly) where he writes a monthly column entitled "Crossing Borders". The column focuses on what artists need to know to get into Canada or the United States. He also writes a monthly column entitled "Artist Manager's Toolkit" for *International Arts Manager*, based in London, England.

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