

Program Guidelines 2017-2018

PRESENTER BOOKING DEADLINE

APRIL 3, 2017

ABOUT THE PROGRAM

Southern Exposure: Performing Arts of Latin America program is a national initiative designed to promote a greater understanding and appreciation of the richness and diversity of Latin American cultures through the work of its contemporary and traditional performing artists. Southern Exposure provides fee support grants to nonprofit presenters located anywhere in the United States and its territories that contract performing artists from the annually curated Southern Exposure: Performing Arts of Latin America roster. All funded engagements are required to include a public performance and a community engagement activity that provides audiences direct interaction with the visiting artists. An emphasis is placed on funding engagements in communities that have little access to this type of work.

Southern Exposure is a program of Mid Atlantic Arts Foundation (“MAAF”) made possible through the generous support of the National Endowment for the Arts (“NEA”).

HOW IT WORKS

- **Curatorial Process:** [Curators](#), selected on an annual basis by MAAF and the NEA, provide artist roster suggestions. Feedback on potential roster artists suggested by curators is gathered via an online survey of U.S. presenters. MAAF and the NEA determine the final roster giving consideration to presenter feedback and program objectives.
- **The Artist Roster:** The roster includes exemplary dance, music and theatre ensembles and solo artists exclusively from Latin America and the Caribbean. For a complete list of eligible countries, visit www.southernexposurearts.org.
- **Booking Period:** Eligible presenters must contact Southern Exposure roster artists’ agents to contract an engagement scheduled between July 1, 2017 and June 30, 2018. Firm, written offers must be received and accepted by roster artist agents on or before April 3, 2017.
- **Grant Awards:** Fee subsidy grants will vary but may support up to 40% of the negotiated artist fee, including travel-related expenses (international airfare, travel within the U.S., accommodations and per diems), community engagement activity fee, artists’ central withholding agreement preparation, and artists’ visa preparation services (not including filing fees paid to U.S. government agencies or embassies).
- **How to Receive a Grant Award:**
 1. There is no application for Southern Exposure.
 2. Interested presenters should contact the roster artist's booking agent directly to negotiate terms of the engagement, including any potential fee subsidy. Visit www.southernexposurearts.org to view the artist roster.
 3. After the booking period ends April 3, 2017, MAAF contacts eligible presenters directly with instructions to receive fee subsidies. Presenters interested in receiving subsidy must then complete a brief online form with details about their organization and the engagement planned.
- **Determination of Grant Award Amounts:** Presenters reaching communities underserved by the arts will be given priority consideration for support. For the purposes of this program, an underserved community is one in which individuals lack access to arts programs due to geography, economic conditions, ethnic background, or disability.
- Priority will also be given to presenters reaching communities that otherwise would have little access to live performance experiences with artists from Latin America, such as those outside of large urban centers.

- All eligible presenters that contract an eligible engagement, regardless of priority status, will be eligible for a fee subsidy grant award.

PRESENTER ELIGIBILITY

In order to receive Southern Exposure fee support grants a presenting organization must:

- Be based anywhere in the United States and its territories (American Samoa, Guam, Northern Marianas Islands, Puerto Rico, and U.S. Virgin Islands).
- Be a 501(c)(3) nonprofit organization or a unit of state or local government. Fiscal sponsorship is not permitted for this program.
- Be in good standing with Mid Atlantic Arts Foundation, with no overdue or outstanding required reports and/or grant documents.

ENGAGEMENT REQUIREMENTS

In order to receive Southern Exposure fee support grants a presenting organization must:

- Enter into a contract with a Southern Exposure roster artist for at least one public performance **and** at least one community engagement activity that builds appreciation for the performance or art form and provides the public with opportunities for direct interaction with the visiting artists. Community engagement activities may include, but are not limited to, master classes, lecture-demonstrations, workshops, and pre- or post-performance discussions. The activity offered must involve the featured artist(s). Presenters should discuss the community engagement activity and the artist's involvement with the artist's booking agent and include these activities in their negotiations.

GRANT AWARD LIMITATIONS

- There are no restrictions on the number of Southern Exposure: Performing Arts of Latin America grants an eligible presenter can receive in a given year provided each engagement meets program guidelines. Each engagement is considered a separate award and documentation will be required for each.
- Fee support grants are based on demand and are available only as long as limited funds will allow. Presenters are encouraged to secure artist engagements as soon as possible.
- Fee subsidy is not guaranteed until confirmed by Mid Atlantic Arts Foundation.
- Funding awarded by MAAF is restricted to the specific, direct costs of the project, as detailed in the grant awards section above, and *may not be used for indirect costs*.
- Grants must be matched on a 1:1 basis. The match may not include Federal funds and the grant and the required match may not be used to match other Federal funds whether they are received directly from a Federal agency or indirectly, such as through a state agency or other entity.
- Any air travel directly paid by the presenter in whole or in part with this grant or the match must follow the provisions of the Fly America Act. Any air travel must be done on a U.S. flag air carrier which can include service provided under a code share agreement with a foreign air carrier when the ticket, or documentation for an electronic ticket, identifies the U.S. flag air carrier's designator code and flight number. Exceptions to the Fly America Act are outlined in the Grant Award Agreement.

GRANT AWARD TIMELINE & NOTIFICATION

- Firm, written offers must be received and accepted by roster artist agents on or before April 3, 2017.
- Presenters will be notified of fee support recommendations and will be required to fill out a short online form with engagement and community engagement activity details in May 2017.
- Presenters will be notified of official fee support grant approval in July 2017.

CONTACT US

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Southern Exposure: Performing Arts of Latin America is made possible through the generous support of the National Endowment for the Arts