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Chat transcript for the “We Are Stronger Together: Navigating Crises and Sustaining Healthy Relationships in the Era of Coronavirus” Webinar 3.18.20

[Description](#) | [Resources](#) | [Participant Questions](#) | [Chat Transcript](#)

The World Health Organization has now classified the spread of coronavirus as a pandemic, forcing cancellations of events by local mandate or out of “an abundance of caution”.

As a result, the performing arts presenting, booking and touring industry is navigating uncharted waters, as we look to both contracts—and to each other—for direction.

The partners of the Alliance for Performing Arts Conferences (APAC)* as hosted an informative, field-wide conversation with presenters, agents, artists, and legal and emergency response experts around the current business, legal, financial, ethical and relational realities we are facing TOGETHER.

Guest speakers, in alphabetical order:

- Gail Boyd, [NAPAMA \(North American Performing Arts Managers and Agents\)](#) and [Gail Boyd Artist Management](#)
- Matthew Covey, [Tamizdat Inc.](#) and [Covey Law](#)
- Sean Dorsey, [Sean Dorsey Dance](#) and [Fresh Meat Productions](#)
- Rhiannon Giddens, [Musician](#)
- Patti Liberatore, [Miami University](#)
- Jeff Lockhart, [Kirkland Performance Center](#)
- Mark Lourie, [Skyline Artist Agency](#)
- Mollie Quinlan-Hayes, [ArtsReady](#) and [South Arts](#)

Hosted by [Kevin Spencer](#), Educator, Artist, Consultant, Social Entrepreneur.

Technical support provided by [Americans for the Arts](#).

*APAC is [Arts Midwest](#), [Arts Northwest](#), [ArtsReady](#), [Association of Performing Arts Professionals \(APAP\)](#), [Folk Alliance International](#), [North American Performing Arts Managers and Agents \(NAPAMA\)](#), [North Carolina Presenters Consortium \(NCPC\)](#), [International Performing Arts for Youth \(IPAY\)](#), [South Arts](#) and [Western Arts Alliance \(WAA\)](#).

Chat box transcript for the “We Are Stronger Together: Navigating Crises and Sustaining Healthy Relationships in the Era of Coronavirus” webinar hosted by Alliance of Performing Arts Conferences on 3.18.20.

Resources provided by participants

Advocacy

- <https://www.theperformingartsalliance.org/issues/voter-voice/?vvsrsrc=%2fcampaigns%2f72358%2frespond>
- <https://www.usa.gov/federal-agencies/u-s-house-of-representatives>
- <https://www.senate.gov/senators/index.htm>
- <https://www.house.gov/representatives/find-your-representative>
- <https://www.ny4ca.org/>
- <https://actionnetwork.org/letters/tell-congress-to-include-displaced-workers-in-relief-package?source=direct> link
- https://surveys.americansforthearts.org/s3/CoronavirusImpactSurvey?fbclid=IwAR2AsxeXGUBDUxxBvom-sjX1k-5cHz87Uq0-MheVlKNCsxK-eCxmQUiD_Uk
- <https://actionnetwork.org/letters/emergency-action-needed-protect-live-entertainment-workers-as-they-experience-loss-of-work>
- https://docs.google.com/forms/d/e/1FAIpQLSfNOye6aCd4Z1xbfYZ1X8cpYye-v8ZW1azFMEgCXMZ_O7HB7A/viewform?fbclid=IwAR1lBQ9PmcQCrf9pUyORGcqnkJEoi4eW1Eb5PXfc87AzDypZzvV193nyv0
- https://www.change.org/p/donald-j-trump-federal-aid-package-for-events-industry?fbclid=IwAR2lMTUpX89ChvFG_LH_uqTbW5NeZu3qQnHuzmCxOyCZRuh85ukKEBE2-Sg
- <https://www.sba.gov/about-sba/sba-newsroom/press-releases-media-advisories/sba-provide-disaster-assistance-loans-small-businesses-impacted-coronavirus-covid-19>

Artist Resources

- <https://covid19freelanceartistresource.wordpress.com>
- <https://twitter.com/twitchformusic/status/1238620576299618304>
- <https://www.grammy.com/musicares/get-help/musicares-coronavirus-relief-fund>

Emergency Response Resources and Articles

- <https://www.artsready.org/>
- <https://performingartsreadiness.org/>
- <http://better-lemons.com/get-everyone-in-the-same-room-together-virtually/>

Field Resources and Statements

- http://napama.org/Coronavirus_FAQs
- <https://folkconference.org/2020/03/13/update-on-the-impact-of-covid-19-and-the-fai-community>
- <https://www.apap365.org/Advocacy/COVID19>
- <https://www.americansforthearts.org/by-topic/disaster-preparedness/coronavirus-covid-19-resource-and-response-center>

Legal

- <https://www.covey.law/coveylaw-covid-19-faq/>
- www.tamizdat.org

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- <https://www.artistsfromabroad.org/>

Live Streaming

- https://www.facebook.com/Live-performing-arts-events-during-Covid-19-108211864146653/?modal=admin_todo_tour
- <https://www.stageit.com/site/landing>
- <https://www.twitch.tv/>
- https://docs.google.com/document/d/11wWL_7I4BG76t0V2kw1a4yleWxUSfGwMQFYdUWAgSnA/mo bilebasic#
- <https://www.ontheboards.tv/>
- <https://pbs.twimg.com/media/ETB21sGVAAAGMp6.jpg>
- <https://www.ppvliveevents.com>

Mental Health

- <https://www.virusanxiety.com>

Studies

- <https://www.imperial.ac.uk/study/>
- <https://www.imperial.ac.uk/news/196234/covid19-imperial-researchers-model-likely-impact/>

Questions (and answers/solutions offered by participants)

1. What are some creative ways to keep our communities connected to the arts?
2. If mandated/recommended social distancing is still a fact of life in Fall 2020, which guidelines should we follow? Conflicting information can be found between guidelines being published by a Local Municipality, State Governor, CDC Warnings, and The White House. Should we agree on something together, as a joint community, to avoid potential confusion before each event? (Andrew Delicata)
3. How do we get the message out to major funders (primarily foundations) that they need to accommodate and eventually reform their processes to best serve arts organizations operationally, especially the smaller ones who don't currently and probably won't have the resources available to get their assistance?
4. We need to be sure we are being compensated for online content. Can folks share platforms or methods they are using? NYC Mayor's office asked for a list of online culture events to send to people stuck at home. We need to press them to post "pay or donate" content, not just free streaming events.
5. Who on the panel has had experience with transitioning a live performance to a "live stream"? What has been the audience reaction? If some level of restrictions remain in Fall 2020, do you feel it is prudent to include the option of "live stream" in contracts? Any other advice from someone with experience in this?
6. If mandated/recommended social distancing is still a fact of life in Fall 2020, which guidelines should we follow? Conflicting information can be found between guidelines being published by a Local Municipality, State Governor, CDC Warnings, and The White House. Should we agree on something together, as a joint community, to avoid potential confusion before each event?
7. Should I keep making the effort to add dates to the tours I'm booking in July, August and September in the U.S.?

8. Wondering if presenters can offer their patrons the opportunity to view/listen to the artists they will not be able to see at their local presenter. Is there a way to enable patrons to make donations to these artists or give them a chance to buy CD's or DVD's? Unless they are non-profit, donations will not be tax deductible...I meant see or listen via the internet.
9. Does anyone on the panel know what app/platform supports multiple participants in song circles? Everything we've found has an audio delay.
10. How are you marketing during this time? Have you shifted to promoting the brand, mission and/or programming? Have you shifted to trying to acquire donations through marketing at this time? If so, have you been successful? Has contributed support increased during this time? Thanks You. Roberta from Greater Philadelphia Cultural Alliance.
11. What do we know about not-for-profit performing organizations being part of the recovery assistant for small businesses included in legislative packages being decided on right now?
12. Do we know if the proposed federal legislation has eligibility qualifications for freelance artists?
13. How do we as agents respond to requests from presenters to return deposits, when often we and the artists have sunken and nonrecoverable costs to contend with?
14. Should we be talking about postponing dates and not augmenting fees, or paying out on existing contracts to the best of our abilities, and then rebooking at reasonable fees, so that artists/managers aren't bearing the brunt of lost work?
15. I rescheduled a concert for November 6., and have no idea if my two May dates will happen or not, or whether to schedule any fall dates. Any ideas on how to handle this and whether to put a COVID clause in new contracts?
16. As a public programs curator, I too have no work. Is the support for artists extended to freelance producers and admins?
17. QUESTION FOR NAPAMA: Is there a standard or evolving standard for artist contract cancellations, somewhere between full payment and "force majeure"?
18. Q: re close captioning. Is this being done live, or through AI? Would be useful to know for those of us planning Zoom based performances.
 - a. Just echoing the question re: close captioning - Zoom offers several options and I'd love to know. It's going to be essential for us to have cc for programming.
 - b. **Answer:** We are utilizing a live captioning. There are instructions on Zoom's website with more information on adding live or AI captioning
19. What is appropriate, in terms of professionalism from the perspective of booking agencies, to continue reaching out to presenters for upcoming tours for international acts?
20. I would appreciate if you can discuss Independent Contractors. So many in our industry are ICs and we have little (i.e. no) system in place, very similar to artists. I think we also need to advocate for ICs, a huge part of our mighty field.
21. Is there an industry standard COVID-19 rider for artist contracts that we can all use/support?
22. Should presenters continue to be booking shows with a high risk that they might need to be canceled, and exacerbate the issues re financial obligations for a second season? Should we make offers, but hold off on contracts?
23. Please briefly discuss US artist and independent contractors to apply for unemployment benefits-- what are resources and who can apply as of now?
 - a. **Answer:** Only W2 income qualifies for unemployment. 1099 does not qualify.
 - b. **Answer:** Artists qualify for SBA Loans. Do a search on "SBA EIDL"

- c. **Answer:** Even if you are a W2 employee, not all non-profits are required to pay into unemployment, so good to check with your Human Resources department
 - d. **Answer:** Some states--Iowa is one--have determined that unemployment claims resulting from COVID-19 will not be charged to the employer.
24. I would like to know how to ensure in the future that some percentage--at least--of the artist's fee is paid from cancellations such as this. So, I am interested in any planned changes to force majeure clauses.
 25. Many if not everyone is losing income til at least July and possibly beyond - let's discuss what can be done as an industry to lobby the government as one collective for funding directly for those in the arts and entertainment business
 26. German modelling suggests this is the first of four decreasing waves of outbreaks over two years. If that's true, our planning needs to think about periods where we might think things are back on track, but then shows all get cancelled/postponed, again. So, we'll all need to become more flexible with contracting and funding. It's not so easy to simply reschedule when future dates are already booked...
 27. how can we as an industry lobby the government. We are fighting for our survival as a an industry, and also economic survival as Individuals.
 28. QUESTION: the tour of international theatre group that was supposed to take place in June 2020 is canceled due to the virus. If we are going to reschedule the tour to the period in the FALL, is there a way to extend working P visas without additional fees?
 - a. **Answer:** NAPAMA answered this question in our COVID-19 FAQs re: Visas. With input from three leading arts immigration lawyers.
 - b. **Answer:** Re: Visas at presenter there is no indication that visas will get extended at no cost.
 29. We have questions about overall tour expenses that are not linked to any one specific date but impact the cost of the overall tour: visas, cargo, taxes, legal, international travel, etc. Some of our presenters have offered to pay "direct expenses" but if our tour did not reach them before the cancellation, what is their responsibility? I believe that all presenters on the tour need to assume a certain amount of responsibility and some that can afford to, should offer to help a little more. Artists and agents are extremely vulnerable right now and many may not make it through this...
 30. what is appropriate, in terms of professionalism from the perspective of booking agencies, to continue reaching out to presenters for upcoming tours for international acts?
 31. Mark, can you please elaborate a little on the idea of webstreaming idea? Is it worth it?
 32. This is a time when major universities with giant endowments have to ask about what those endowments are for. Some should be earmarked for protecting the many infrastructures that universities and the communities they serve rely on and that includes the public programming that connects town and gown, while also serving the educational experiences of the students.
 - a. **Answer:** The endowment issue is tricky: those are collections of hundreds, if not thousands, of funds, most with specific use intent as stipulated by donors that are legally binding. Universities cannot make blanket decisions to re-purpose such funds.
 - b. **Answer:** True about the limitations about use of endowed funds but Universities can talk to recent donors about restating how some or all of their contributions can be used.
 33. I wonder if this community could reframe the perspective and consider the situation from the perspective of the audience needs. And then create the programming to serve the current comm communities in need such as university systems now taking courses online as well as pre-K-12 who have their districts planning home schooling.

34. Mark, how we navigate an over-packed fall schedule with reschedules and original bookings? Won't this lead to cannibalization of ticket sales for events that are already booked on, for example, specialized series, etc.?
35. What are we doing as a field for mental health support for those of us who are experiencing anxiety/depression etc. as a result of financial pressures, concerns about the virus, etc.?
36. The health experts talk about 'flattening the curve' which are all doing, but also, the possibilities of spikes- like a roller coaster, once people start up their activities. If we resume presentations in the late summer or fall, what does this mean for the industry? I would be interested in a webinar with some health experts to ask Qs about this.
37. Is anyone else worried of over saturating the marketing in the late summer/fall?
38. How would be the music scenario post-covid19?
39. I do not mean to be insensitive with this remark in regard to the immediate needs, losses, and stress - please understand that. I am an artist also hit hard by this, and we ARE in this all together, BUT...as we adapt and perhaps redesign some elements in our industry, this is an opportunity to keep in mind how this forced experience allows us to perhaps integrate more environmentally-friendly practices in the arts into the future. What can we learn from remote activities and remote working? Can we get our audiences used to consuming some arts activities online?
40. QUESTION: Would love guidance about music rights as they pertain to livestreams. With artist permission, of course. :)
 - a. **Answer:** if you are performing music you wrote, you are clear, so long as your fellow performers are also ok with being recorded. If you perform copyrighted works on video, technically, you'd have to go get permission and negotiate an agreement with every songwriter/copyright holder before you video anything since technically I think you need a "sync license." There is no statutory sync license you can just buy online (like Harry Fox does for mechanical royalties when you record a cover song). I'm not a lawyer so talk to one to verify.
41. How are the copyrights being navigated for other distribution and presentation formats?
42. Also, the issue of potentially live streaming theater performances--Playscripts is supporting that, are others? What are the technical requirements?
43. Is the government making sure that the internet continues to be open and available? Who's in charge?
44. If taking performances online, we will need a FAQ or primer regarding copyright
45. The technical requirements have been the ONE prohibitive element preventing more no/low latency hi-res streaming/collaborating/simultaneous tracking etc....
46. so many of us have very active online communities already. is there a way to utilize that with connectivity between each other's communities?
47. streaming would need to be presented so there are fees for the work
 - a. **Answer:** I believe you can get a secure YouTube link, and you can ask for donations. I think there are other platforms where you can have the footage password protected.
48. livestreaming sounds great, but what about rehearsing in this time of social distancing? what is our responsibility?
49. Is there are platform where patrons can make a donation prior to access recorded or live online performance/classes?
50. Guidance on filing insurance claims due to the mandate would be helpful.
51. Is there a way to standardize Force Majeure language and prohibit language that imposes a penalty for exercising it?

52. This conversation would be easier to continue post-meeting in a permanent chat/venue - is there a Slack room already set up for the Perf Arts community that anybody knows about? Would folks find this useful? (There are many popping up in other industries I know around Covid)
53. Can we have another session that will focus on examining options for pivoting to other ways of doing things or presenting?
54. Wondering if fees next year for artists will be higher to make up the deficit?
55. Cancellation expense - we're dealing with many cancelled flights. The airlines are giving us credit for future flights -- within a very specific, limited timeframe -- but we are currently out-of-pocket on the cost of flights. Credit is not a refund. If the Feds are considering airline buyout, we need to look at this pile of credits they will be sitting on. Is it fair to charge against force majeure when the artist has the credit for future travel?
56. Is there a list of free lawyers that (besides the ones at a county office IF you qualify) that may help artists resolve legal matters?
57. Can we cite a force majeure when the event date is beyond the current "no large gatherings" date?
58. How long will it take to recover frankly? Will people start to flock to performances again?
59. Just want to voice my agency/our artists' concern about how the TYA field will be impacted, given the fact that our work relies directly on school field trips. It seems likely that once we as country resume whatever our new "normal" is, school field trips will likely be cut, especially large gatherings at least for a while.
60. Can the presenters commit to pay at least in part to the contracted artists, in the unknown of when the public performances will resume, if needed, mandate it into commissioning new works and in this way support for future performances therefore the livelihood of artists? And can the artists, managers/producers, and artists work together to get new funding resources to support?
61. From an artist perspective - with an album scheduled for release in the fall... I was in the midst of scheduling late 2020-early 2021 tours. How is it best to approach presenters at this time? I've been holding off, but also want to be ready if *fingers crossed* things are back on track by October... any insights?
62. As non-profits, your expenses are not deductible. But those deductions might be appealing to individuals or businesses. What if you sold your venue and leased it back with a provision to buy back within a defined period? Ownership by non-profits is a questionable proposition. Are there people motivated by your mission who might be open to that idea? And as a non-profit you are off the local tax rolls.
63. Where can we keep an eye out for virtual touring?
64. I'm interested in exploring ideas to engage artists outside of social media and the internet, there is a very real reality of the digital divide and access to performing arts for those who do not have the resources and technology to participate on both side of the equation. One brain hair: Porch concert could be both live-streamed and possibly drive-in or through audiences? Had anyone else been exploring these ideas?

Full Chat Transcript

15:05:24 From Marissa @ AFTA : Hello All! Thank you for joining us. We will be getting started in just another minute or so. Thank you for your patience.

15:10:10 From Tim : it's great to see everyone, but unless you are a panelist, please toggle your video off. thanks!

15:10:21 From DanielaNardi : Great thanks so much!

15:10:35 From Lisa Stafford : thank you for having us

15:10:40 From hillarieotoole : Hi from New York Botanical Garden!

15:10:40 From Denise Saunders Thompson : Thank you to TECH SUPPORT!!

15:10:51 From Nicole Poole : Howdy from Oklahoma!

15:10:55 From lindamarks : Thanks so much for putting this together!

15:10:55 From Lisa Stafford : hello from Lafayette, la.

15:10:55 From Kristen Brandt : TECH Support, the true MVPS

15:10:59 From Lia Kozatch : Thank you for hosting this!

15:10:59 From gregkastelman : Hi!

15:11:00 From Christa Burneff : Hello from Pittsburgh!

15:11:02 From Ryan Henry : hello from Dallas!

15:11:03 From Ari (New Rep) : Hello from New Rep in Watertown, MA!

15:11:06 From Brian Gamel : Hello everyone from Woodstock, GA

15:11:06 From Bernd : Greetings from Arizona

15:11:06 From Cressa Burris : Hello from the Chehalem Cultural Center from Newberg, Oregon!

15:11:07 From Susan Rubin : Hello from Desert Botanical Garden!

15:11:07 From MRT Zoom Meetings : Hello from Lowell, MA

15:11:09 From Angela Ramey : Hello from Sheboygan, WI!

15:11:13 From Jeannette : HI From Durham NC Teaching Artist/Public Artist

15:11:14 From Hannah Holman : Hello from Minnesota!

15:11:14 From Julianna Crespo : Hello from San Diego!

15:11:15 From Anna Lipowitz : Hello from Washington, DC!

15:11:15 From Andrew Taylor : Hi from American University in Washington, DC.

15:11:17 From Melanie Doerner : Hi from Raleigh, North Carolina

15:11:18 From StephanieC : Hello from Brooklyn, NY! <3

15:11:18 From Joseph Pinzon : Hi from LA :)

15:11:19 From Bill Bragin : NYU Abu Dhabi in the house

15:11:19 From Sue : Hello from Prince Edward Island Canada

15:11:19 From Gretchen Boulka : Greetings from St. Cloud, MN

15:11:19 From Miriam Fodera : Hi! Miriam from Madison Square Park NYC

15:11:19 From Adrienne Bryant Godwin : Hello from George Mason University in Northern Virginia!

15:11:20 From Anna V. Pauscher : Hi from Salina, KS!

15:11:20 From Jennifer Lo Prete : Hi from the Modlin Center for the Arts in Richmond, Virginia

15:11:20 From Christina Rodriguez : Hello from Carolina Performing Arts in Chapel Hill

15:11:20 From Kate Galvin : Hello from Bloomington, IN

15:11:21 From asturm : Hello from Bethlehem, PA!

15:11:21 From Wendi : It was nice to see everyone's faces for a minute though :-)

15:11:21 From Jason P : Hello from Brevard Music Center. Great to be here with everyone.

15:11:21 From Kristen Brandt : Hello from Jackson, Mississippi

15:11:21 From josieshepherd : Hello from San Diego!

15:11:21 From Jeri Goldstein : Hi Jeri from Performingbiz.com

15:11:22 From ECLL 18 : Hi from Jackson, MS (MS Arts Commission)

15:11:22 From Krissy Brown : Hello from Ohio!
15:11:22 From Megan Pagado Wells : Hello from College Park, MD!
15:11:24 From teresa : Hello from Teresa Baughman at The Palace Theatre in Greensburg PA
15:11:26 From chisayamaguchi : Hello from Sozo Artists!
15:11:26 From averysimmons : Hello from Sugar Hill, GA!
15:11:26 From Samantha Pollack : Hi from Washington, DC!
15:11:27 From ericalewis-blunt : Hello from NYC!!
15:11:27 From smcdaniel : Hello from the Performing Arts Center at Georgia Southern University!
15:11:27 From AP CM : Hello Ontario, Canada
15:11:28 From Colleen : Hello from Colleen Jennings Roggensack ASU Gammage
15:11:28 From Anne Ciarlone, TCG : Hello from NYC!
15:11:28 From Belle : Hello from Urban Bush Women in NYC
15:11:28 From Penny Millspaugh : Hello from Grand Forks, North Dakota!
15:11:29 From Jane D'Angelo : I can not hear anything
15:11:29 From Candy Campbell : HI from DC area!
15:11:30 From Liz Fitzgerald : At home in Charlotte, NC!
15:11:30 From David Rowell : Greetings from Franklin, MA. Hope everyone is well.
15:11:30 From Ken : Aloha from Honolulu!
15:11:31 From jessibarber : Hello from Shawl-Anderson Dance Center in Berkeley!
15:11:31 From Karson Denney : Oh, we're all here. This is great!
15:11:31 From Mike Green : Hi everyone! From Ann Arbor, MI.
15:11:32 From Cathy Edwards : Hello from New England :)
15:11:32 From ralvarado : Hello everyone!
15:11:32 From Boo Froebel : Hello from Brooklyn!
15:11:32 From Jamie : Hello from Raleigh, NC
15:11:33 From Liza Wade Green : Hi from Hillsborough, NC!
15:11:33 From Lynn Fisher : Hi from Newport Beach!
15:11:33 From Keith Ghion : Hi from Delaware
15:11:35 From Clarissa : Hello from Pentacle in NYC!
15:11:35 From Zach Davidson : Los Angeles!
15:11:35 From christine : Hello from Lawrence, KS.
15:11:35 From Emily Prince : Hello from the proud home state of Dr. Amy Acton
15:11:36 From Stacy Schwartz : Hello from First Avenue nightclub in Minneapolis, MN!
15:11:37 From Karen - Pasifika : Aloha all - so glad we can get together!
15:11:37 From Monique LeBleu : Hello, everyone! Monique LeBleu, Events Editor at Better-Lemons.com
here!
15:11:37 From CR Opera Theatre : Greetings and good health from Cedar Rapids, IA
15:11:38 From Shane Fernando : Hello from Wilmington, NC!
15:11:39 From Laura Colby : Did you mean "stop video" ?
15:11:39 From Reba Askari : Hi from Portland Maine, Children's Museum & Theatre!
15:11:39 From Diandra Adamczyk : Howdy from AZ!
15:11:40 From Courtney Reilly : Hi from Shenandoah Conservatory in VA!
15:11:41 From Siusan : Hello From Siusan at Smokin Sleddog Records in Saginaw MI
15:11:41 From freynolds : Hello from Francine Reynolds in Jackson, MS
15:11:42 From Maija García : Greetings from the Twin Cities!

15:11:42 From Jennifer Dougherty : hi from chicago
15:11:43 From scadman : Hi from the Shannon Center in beautiful So Cal!
15:11:43 From Fidias Reyes : Hello from Wilmington NC
15:11:44 From Lindsay : Hi from Nashville!
15:11:44 From Jross : Wow - lots of us here!
15:11:45 From Marian : Hi from Marian Liebowitz Artist Management!
15:11:45 From New Hampshire State Council on the Arts : Greetings from New Hampshire!
15:11:45 From laradownes : Hi from California everyone
15:11:46 From janajackson : Hello from Carolina Performing Arts in Chapel Hill, NC
15:11:46 From BillW : Hello from Statesville, NC
15:11:46 From Pete Sibley : Hello from the Monterey Peninsula, California!
15:11:47 From alisonloerke : Hello from Bethesda
15:11:48 From kmkenedy : Newark NJ here!
15:11:48 From Alexandra Shilling : Hello from Los Angeles
15:11:49 From jamesdasaro : Hello from The Wallis in Beverly Hills (or actually from home in Woodland Hills!
15:11:49 From Gwenmarie Ewing : Hello from Southwest Ohio!
15:11:49 From margo.hood : From Aberdeen WA
15:11:51 From Lisa Vihos : Lisa Vihos from John Michael Kohler Arts Center in Sheboygan Wisconsin
15:11:51 From Madalena Salazar : hello from ABQ, NM - 3rd space Vision LLC
15:11:51 From Quita Sullivan : Hello from Roxbury, MA
15:11:52 From Shelia : Hello from Eugene, Oregon!
15:11:52 From marydecker : Hi everyone from Athens, GA
15:11:53 From martha : Hi from Keene, NY in the beautiful Adirondacks!
15:11:53 From Sarah McCarthy : Hello from Portland Oregon
15:11:53 From Justin : Greetings from NJ
15:11:53 From Elizabeth Racheva : Hi from D.C.!
15:11:53 From michaelziemski : Hi Everybody, I'm on my husband's computer, Michael Ziemski...it's Margaret Lioi from Chamber Music America
15:11:54 From Laura : Hello from Portland, Oregon
15:11:54 From Joe : Hello from Encinitas California!
15:11:55 From josh : Hi from the Portland Youth Philharmonic, a 96-year-old youth orchestra in Portland, OR!
15:11:57 From Dennis Lynch : Hey from Dennis Lynch. Kristen Brandt, hi!
15:11:58 From Alexhcork : Hello from San Francisco! Day 2 of Shelter In Place
15:11:58 From Sean Conlon : Hi From Umass Amherst!
15:11:59 From Gary Steuer : Hi from Bonfils-Stanton Foundation in Denver
15:11:59 From Patricia Frischer : Hello from Cardiff by the Sea, CA
15:12:00 From Erica : Hello form Village Theatre in Everett, WA
15:12:03 From Kevin Korchinski : Hello from Regina Saskatchewan Canada
15:12:04 From nancy : Hello from Boulder Colorado. Frequent Flyers® Aerial Dance. 32 year old non-profit
15:12:04 From Sandy Fortier : Hi from Juneau, AK
15:12:05 From Tamara Nadel : Hello from Ragamala Dance Co. in Minneapolis!
15:12:05 From Cindy : Hello from Blissfest Music Organization in Northern Michigan!

15:12:09 From Annamarie Maricle : Hello from San Diego, CA

15:12:29 From sbradshaw : Thanks for hosting this important topic.

15:12:32 From Dawn Downing : Hello from Dawn, North Carolina Theatre in Raleigh, NC

15:12:36 From Thia Knowlton : Hello from Thia (IMGA) in Portland, OR

15:12:36 From Heena Patel : Hello from Ahmedabad in India!

15:12:37 From aileenrohwer : Hello from Ann Arbor, MI Great Lakes Performing Artist Assoc

15:12:39 From John Cramer : Hello from Oconomowoc Arts Center, Oconomowoc, WI

15:12:40 From aiyanadarcangelo : Hi from Oakland!

15:12:49 From Adam Perry : Hello from Arts Midwest in Minneapolis, MN!

15:12:49 From Theresa : Hello from Atlanta, GA

15:12:51 From Alexis Kane Speer : Hi from the The STEPS initiative, a Toronto, Canada based public art organization

15:12:51 From Michael Bargas : Greetings from Zorongo Flamenco, Minneapolis, MN

15:12:54 From Ray Solley : watching from the Tower Theatre in Bend, Oregon

15:13:05 From Norm Orlovski : Hello from Norm Orlovski President of OnStage Publications

15:13:05 From Eoin Ó Catháin : Hello from Montréal.

15:13:05 From Marty Sonnenfeld : Peace from Astoria, NY!

15:13:06 From Gina Mendello : Hi from Nashville!

15:13:07 From iPhone (2 : hello from

15:13:08 From kirsty mcgee : Hi from Manchester England.

15:13:09 From tremick : hi from winona, mn!

15:13:13 From Gary Peterson : Hello from Ananya Dance Theatre, St. Paul MN

15:13:14 From Elizabeth Brown : hi from Auburn, AL!

15:13:17 From iPhone (2 : hello from

15:13:19 From Laura Colby : If you do not see the navigation bar, scroll your mouse along the bottom - it will show up.

15:13:21 From Ron Gartner : greetings from NYC Ron Gartner and Fran Heller

15:13:21 From BWA : Hi from San Francisco

15:13:22 From Argyros Performing Arts Center : Hello from the Argyros Performing Arts Center in Ketchum, Idaho

15:13:23 From Jon Carroll : Hi all--Easthampton, MA

15:13:26 From Jonathan Vocke : Hello from baltimore!

15:13:27 From Allison : Hello from Allison in Los Angles, CA!

15:13:29 From Daphne : Hello, from Cameron Art Museum, Wilmington, NC

15:13:30 From jpeimer : Hi from ArtPower at UC San Diego

15:13:31 From Owner : Hey from KC!

15:13:32 From robinschatell : Hi all

15:13:39 From Laura Colby : weird - I'm here!

15:13:42 From Geoffrey : hi from Spain

15:13:43 From sgerweck : Hey from Raleigh, NC

15:13:57 From Marjani : Hi everyone from Art & Power|7NMS Brooklyn, NY & Pasadena, CA

15:14:01 From PMI : Hi from Manuel Prestamo & PMI: Performance Management Internatioal in Miami, Florida

15:14:06 From Danielle Devlin : hi from Vermont ... stay well all!

15:14:10 From stacy meshbane : Sending love form Austin, TX! <3

15:14:11 From Peter Bergin : Hello from Traverse City, MI
15:14:16 From paul reisler : hello everyone from paul reisler Kid Pan Alley
15:14:22 From Michael mbateman@anoisewithin.org : Hi from A Noise Within in Pasadena, CA
15:14:35 From Thomas Meacham : Hello from Sault Sainte Marie, MI
15:14:42 From Zach Davidson : Hi, also from A Noise Within!
15:14:51 From amirelsaffar : Here from NYC
15:14:53 From David Rowell : Hello Kevin Spencer, thank you for being our moderator today.
15:15:14 From jbarlow : Hello from Elyria, OH. Thank you to AFTA and all of the panelists.
15:15:15 From antaeus : Hello from Antaeus in Glendale CA!
15:15:15 From alvaro : Greetings from Brasilia, Brazil
15:15:23 From Kim Konikow : hi from North Dakota - hope everyone is hanging in -
15:15:28 From Evangeline : Hello from all the artists at Evangeline Presents!
15:15:49 From Aimee Allen : Hi from NYC. Aimée Allen.
15:15:56 From Gabi : Howdy from Texas Folklife!
15:16:34 From Jane D'Angelo : Greetings from Jane D'Angelo with OhioDance
15:16:37 From JODI KAPLAN's iPhone : Thanks for this meeting! Jodi Kaplan / Booking Dance
15:16:43 From briantate : Hello from Brooklyn, all.
15:16:47 From tara : Will you be answering pre sent questions
15:17:04 From Jennifer Cutting : Greetings to all from the Library of Congress's American Folklife Center in Washington, D.C.
15:17:46 From Erin Leddy : Hello from NYC and TheaterWorksUSA!
15:17:53 From Kristine : reminder - everyone turn OFF their microphones and video unless you're a part of the panel!!
15:18:01 From Laura Howell : Hi from the Bologna Performing Arts Center in Cleveland, MS
15:18:42 From Erica Zielinski : Hi all from THE OFFICE Performing Arts+Film. NYC. London. Amsterdam.
15:18:49 From Cynthia Steele : Hello all from the National Society of Arts & Letters and Threshold Acoustics (here learning on behalf of both of my companies)
15:19:07 From Rachel Katwan : Hi from Pomegranate Arts.
15:19:07 From Lea Boyer : Grateful for the Love, strength, experience and hope shared on this meeting.
15:19:14 From mojo : please hold your hellos
15:19:24 From Denise Saunders Thompson : Greetings from The International Association of Blacks in Dance, Silver Spring, MD
15:19:31 From shariaronson : Hello, from Z Puppets Rosenschnoz in Minneapolis
15:19:40 From Conor Hipwell : Hey everyone from Dublin, Ireland (& Nashville)
15:19:56 From elizabeth : Hello from E TN & Alkahest Artists
15:20:03 From Jennie Wasserman : Hi from the Kennedy Center!
15:20:19 From Fidias Reyes : What are some creative ways to keep our communities connected to the arts?
15:20:22 From AengusFinnan : Greetings to all from the staff and Board of Folk Alliance International (as part of the APAC cohort co-presenting today's webinar). Thank you for joining us.
15:20:30 From Colleen : . Rebooked in next year
15:21:15 From Owner : Hello from the Kansas City Women's Music Network
15:21:18 From Kelly : Hello from Eastern Music Festival (GSO, North Carolina) - summer season so far still on but planning for future. *cross fingers, stay well y'all*

15:21:36 From Philip Horn : Very worried about our colleagues agents and managers. They are the glue in this business. We want to help presenters and artists but managers and agents are key to the success of this field.

15:21:49 From Constanza : Hi, I'm Constanza from Eleven Suns. I'm a booking agent based out of Palma. I'm booking tours in the US for the summer

15:21:57 From Michael Alexander : Hello from CaltechLive! working at home.

15:21:59 From rfine : Rachel Fine from The Wallis in Southern California. Thank you for holding this forum.

15:22:48 From andrew : Who on the panel has had experience with transitioning a live performance to a "live stream"? What has been the audience reaction? If some level of restrictions remain in Fall 2020, do you feel it is prudent to include the option of "live stream" in contracts? Any other advice from someone with experience in this?

15:23:27 From andrew : If mandated/recommended social distancing is still a fact of life in Fall 2020, which guidelines should we follow? Conflicting information can be found between guidelines being published by a Local Municipality, State Governor, CDC Warnings, and The White House. Should we agree on something together, as a joint community, to avoid potential confusion before each event?

15:23:31 From Kate : Hi there, Kate from Music Worcester in Worcester, MA. Sending support to all during this tough time. Happy to be on the webinar.

15:23:32 From Constanza : SHOULD I KEEP MAKING THE EFFORT TO ADD DATES TO THE TOURS I'M BOOKING IN JULY, AUGUST AND SEP IN THE US?

15:24:12 From Philip Horn : Wondering if presenters can offer their patrons the opportunity to view/listen to the artists they will not be able to see at their local presenter. Is there a way to enable patrons to make donations to these artists or give them a chance to buy CD's or DVD's? Unless they are non-profit, donations will not be tax deductible.

15:24:45 From Philip Horn : I meant see or listen via the internet.

15:24:55 From Colleen : . Advocate to Congress past a relief bagks

15:25:40 From Owner : Does anyone on the panel know what app/platform supports multiple participants in song circles? Everything we've found has an audio delay.

15:25:51 From Colleen : make a case for performing artists and cultural organization, contact congressional member, how do we help during and

15:25:58 From andrew : Let's remember "Independent Arts Professionals" as well.

15:26:05 From Roberta Johnson : How are you marketing during this time? Have you shifted to promoting the brand, mission and/or programming? Have you shifted to trying to acquire donations through marketing at this time? If so, have you been successful? Has contributed support increased during this time? Thanks You. Roberta from Greater Philadelphia Cultural Alliance.

15:26:55 From freynolds : What do we know about not-for-profit performing organizations being part of the recovery assistant for small businesses included in legislative packages being decided on right now?

15:27:16 From Allana : please speak up

15:27:19 From Heena Patel : http://napama.org/Coronavirus_FAQs

15:27:45 From Monique LeBleu : She could perhaps raise the volume of her microphone

15:27:48 From Heena Patel : These are the FAQs that were created by the NAPAMA COVID-19 Task Force - napama.org/Coronavirus_FAQs

15:27:49 From Jenny Thomas : Close captioning is also available on the lower tool bar,.

15:28:08 From Jean : Do we know if the proposed federal legislation has eligibility qualifications for freelance artists?

15:28:51 From gregkastelman : How do we as agents respond to requests from presenters to return deposits, when often we and the artists have sunken and nonrecoverable costs to contend with?

15:29:09 From Gest2016 : I rescheduled a concert for November 6., and have no idea if my two May dates will happen or not, or whether to schedule any fall dates. Any ideas on how to handle this and whether to put a COVID clause in new contracts? Don

15:29:16 From Laura Colby : <https://www.theperformingartsalliance.org/issues/voter-voice/?vsrc=%2fcampaigns%2f72358%2frespond>

15:30:01 From Gest2016 : Don is —Don Gest, in Concert! Tucson.

15:30:28 From Roberta Johnson : Can that person go on Mute

15:30:28 From Rikki Hardy : Pat Owens - mute your computer! <3

15:30:28 From Laura Colby : sound just got worse!

15:30:32 From Brian O'Neill : @patowens - can you go on mute?

15:30:37 From Omar Ingram : Would the host mute Pat Owens please

15:30:37 From Kellen Braddock : Could Pat Owens please mute?

15:30:38 From Roberta Johnson : Pat Owens Please go on Mute

15:30:39 From zoilamarquez : Impo

15:30:43 From Bernd : Folk Alliance International (helpful Links and Resources): <https://folkconference.org/2020/03/13/update-on-the-impact-of-covid-19-and-the-fai-community?>

15:30:50 From Laura Colby : THANK YOU!

15:30:57 From Marissa @ AFTA : Apologies all!

15:31:18 From Tim : Thanks Gail!!

15:31:22 From kimcampbell : Can you share the link Gail?

15:31:28 From Constanza : THANKS GAIL!

15:31:30 From flora : website address again please?

15:31:31 From Maija García : What was the website Gail just gave us?

15:31:33 From Gail Boyd : WWW.NAPAMA.ORG/CORONAVIRUS

15:31:35 From Heena Patel : napama.org/Coronavirus

15:32:02 From smartin : <https://www.apap365.org/Advocacy/COVID19>

15:32:14 From margaret mullin : Hi Sean!!!!

15:32:16 From Bill Bragin : Should we be talking about postponing dates and not augmenting fees, or paying out on existing contracts to the best of our abilities, and then rebooking at reasonable fees, so that artists/managers aren't bearing the brunt of lost work?

15:32:22 From Laura Colby : survey Mario mentioned: <https://www.theperformingartsalliance.org/issues/voter-voice/?vsrc=%2fcampaigns%2f72358%2frespond>

15:32:52 From robinschatell : As a public programs curator I too have no work. Is the support for artists extended to freelance producers and admins?

15:32:57 From Andrew Taylor : QUESTION FOR NAPAMA: Is there a standard or evolving standard for artist contract cancellations, somewhere between full payment and “force majeure”?

15:32:59 From Marty Sonnenfeld : I see my name popping up. I haven't touched my computer until right now - and this computer has no mic or cameras.

15:33:05 From kimcampbell : Yesss!

15:33:26 From arendjessurun : Beautiful. Thank you Sean for that reminder.

15:33:36 From cbanuelo : Thank you for that reminder Sean I needed that.

15:34:25 From Heather : Hello, Lovelies!!!

15:34:57 From Bill Bragin : Q: re close captioning. Is this being done live, or through AI? Would be useful to know for those of us planning Zoom based performances.

15:35:15 From Geoffrey : what is appropriate, in terms of professionalism from the perspective of booking agencies, to continue reaching out to presenters for upcoming tours for international acts?

15:35:26 From Ron Gartner : can we please stick to issues and not talking about your shows?

15:36:00 From Crandall Rogers : Great question Geoffrey !

15:36:17 From PMI : We have same question as Geoffrey.....hope that could be addressed.

15:36:23 From Katie Freeman : Just echoing the question re: close captioning - Zoom offers several options and I'd love to know. It's going to be essential for us to have cc for programming.

15:36:24 From andrew : Thank you Ron!

15:36:30 From Allana : Thank you for including disability justice concerns here. "Assume everyone is an at-risk population" is good advice.

15:36:31 From andrew : We love you Sean - let's talk about the issues.

15:36:46 From isabelsoffer : I would appreciate if you can discuss Independent Contractors. So many in our industry are ICs and we have little (ie no) system in place, very similar to artists. I think we also need to advocate for ICs, a huge part of our mighty field.

15:37:02 From Constanza : Great question Geoffrey!

15:37:50 From robinschatell : Thanks Isabel. I wrote about that as well. Robin S

15:37:51 From Heena Patel : 100% agree @isabelsoffer

15:38:13 From Ron Gartner : how did white supremacny get into this? we are all about caring, but we are all trying to survive here and wasting valuable time

15:38:25 From Kaitlyn Sakry : We are utilizing a live captioning. There are instructions on Zoom's website with more information on adding live or AI captioning

15:38:35 From lisaschwartz : Is there an industry standard COVID-19 rider for artist contracts that we can all use/support?

15:38:46 From Bill Bragin : The reciprocal question as Geoffrey's - should presenters continue to be booking shows with a high risk that they might need to be canceled, and exacerbate the issues re financial obligations for a second season? Should we make offers, but hold off on contracts?

15:38:53 From flora : ? Please briefly discuss US artist and independent contractors to apply for unemployment benefits-- what are resources and who can apply as of now?

15:39:38 From Heather : Only W2 income qualifies for unemployment. 1099 does not qualify.

15:40:47 From Heena Patel : Hoping that doesn't become the case here. Appreciate your perspective from there.

15:41:21 From Nicole Poole : Thank you Sean.

15:41:44 From Diane : I would like to know how to ensure in the future that some percentage--at least--of the artist's fee is paid from cancellations such as this. So I am interested in any planned changes to force majeure clauses.

15:41:52 From ouidamaedel : Some resources for independent contractors and freelancers:
<https://covid19freelanceartistresource.wordpress.com>

15:42:00 From andrew : Artists qualify for SBA Loans. Do a search on "SBA EIDL"

15:42:06 From Cheri Jamison : Even if you are a W2 employee, not all non-profits are required to pay into unemployment, so good to check with your Human Resources department

15:43:32 From Ron Gartner : thank you Andrew---we will forward that important info to all of our artists at the end of this

15:43:53 From Matt McIver ISTC : Some states--Iowa is one--have determined that unemployment claims resulting from COVID-19 will not be charged to the employer.

15:44:25 From darrenbond : German modelling suggests this is the first of four decreasing waves of outbreaks over two years. If that's true, our planning needs to think about periods where we might think things are back on track, but then shows all get cancelled/postponed, again. So, we'll all need to become more flexible with contracting and funding. It's not so easy to simply reschedule when future dates are already booked...

15:44:39 From CBarkley : Many if not everyone is losing income til at least July and possibly beyond - let's discuss what can be done as an industry to lobby the government as one collective for funding directly for those in the arts and entertainment business --

15:45:26 From Ron Gartner : thanks Christine--don't know how much more time we have here but that's what I was saying

15:45:53 From alisonloerke : CBarkley, thank you. Darrenbond, note this link to Imperial College report: <https://www.imperial.ac.uk/study/>

15:45:55 From Lea Boyer : This event is going to get more remote and more isolation will result. We as arts professionals have an opportunity and responsibility to help communities be collective thinkers (And listeners), respond! I'm happy to help folks get onboard with technology to present and fund. Would LOVE to coordinate with others to create a season of social distance theater. Mojo asked me to post ideas to the NAPAMA website. Thinking that the questions and brainstorming needs a collaborative event.

15:47:21 From Robin Schatell : there is a social distancing festival out of Toronto.

15:47:23 From Leah Keith : @CBarkley yes—how can we as an industry lobby the government. We are fighting for our survival as an industry, and also economic survival as individuals.

15:47:33 From Robin Schatell : Sorry my name is not showing up! Robin Schatell

15:47:54 From Maria Shclover : QUESTION: the tour of international theatre group that was supposed to take place in June 2020 is canceled due to the virus. If we are going to reschedule the tour to the period in the FALL, is there a way to extend working P visas without additional fees?

15:48:24 From Kristen Brandt : we are using Slack to stay in touch at my agency

15:48:31 From Jef : My state senator has already been in contact with me. Apparently we, as artists fall into the same category as hospitality workers.

15:48:42 From Heena Patel : @maria NAPAMA answered this question in our COVID-19 FAQs re: Visas. With input from three leading arts immigration lawyers.

15:48:49 From Heena Patel : napama.org/Coronavirus_FAQs

15:49:01 From Eleanor : thanks for asking that Maria S. Been dealing with a similar problem. Our artist's have visas stamped in their passports...

15:49:01 From alisonloerke : @Jef, what state are you in?

15:49:15 From Jef : North Carolina

15:49:29 From Heena Patel : Re: Visas at presenter there is no indication that visas will get extended at no cost.

15:49:37 From Philip Horn : I have been in touch with a consultant I've worked with for decades. He has some very valuable information that could be very useful to non-profits and maybe others. What he proposes sounds to many like a strange concept but is actually very sound.

What do you do if you want to make a large purchase like buying a house or paying off a large debt? You find a lender who will enable you to amortize the loan over a long period of time and demonstrate that you can repay the loan.

Interest rates are at a record low. And less expensive than most fundraising efforts.

He advocates for the use of collateralized credit as a way to spread the burden of debt over many years. And you ask, where do you get collateral. Collateral is created by recruiting people to deposit cash or cash equivalents with a bank to provide the collateral. This means that the bank knows there is no risk to them. The other requirement is to provide a cash flow statement that will indicate that the borrower is able to repay the loan

15:49:42 From Heena Patel : I think that that can be a topic for advocacy

15:50:18 From Ron Gartner : thanks Patti and good luck to you and your husband

15:50:35 From Susan Rubin : Would Patti please post her written thoughts? She gave a lot of food for thought.

15:50:42 From Bernd : Note that you can copy the content of the chat window by putting your cursor in the chat window and press CTRL+A and the CTRL+C and then paste it in to a document (WORD) and save the content.

15:51:31 From sofiarei : yes!!

15:51:39 From Lisa Stafford : yes, hi mark

15:51:47 From marisakolka : Drop the darling side march link!

15:51:54 From Denise Saunders Thompson : COMMAND+ if you are on a MAC

15:51:57 From lisaschwartz : I present a Festival and a venue

15:52:25 From Lea Boyer : Call and write your representative. Please follow the link to locate contact information: <https://www.usa.gov/federal-agencies/u-s-house-of-representatives>

15:52:59 From Lea Boyer : Senate: <https://www.senate.gov/senators/index.htm>

15:53:04 From Steve Heath : We have questions about overall tour expenses that are not linked to any one specific date but impact the cost of the overall tour: visas, cargo, taxes, legal, international travel, etc. Some of our presenters have offered to pay "direct expenses" but if our tour did not reach them before the cancellation, what is their responsibility? I believe that all presenters on the tour need to assume a certain amount of responsibility and some that can afford to, should offer to help a little more. Artists and agents are extremely vulnerable right now and many may not make it through this...

15:53:58 From Laurel Canan : Americans for the Arts has a wonderful advocacy arm. It would be really helpful if they could help compose a message for us to deliver to our representatives. It would also be helpful to include the economic impact financial information that we can provide our representatives. Thank you to the AFTA team.

15:54:37 From Kevin Spencer : Americans for the Arts is doing another webinar tomorrow and will address some of those things I think?

15:54:42 From Crandall Rogers : Good point Laurel ... I think that is already being worked on and NAPAMA is working on that as well.

15:54:55 From Heena Patel : Steve - we have faced the same issues. In one scenario the artist is me. There seems to be no standard because everyone's situation is different. The first thing that I have been doing is working to get as much back as I can in terms of airline costs.

15:55:03 From Katie Freeman : Yes, AFTA has a webinar on advocacy tomorrow at 4 pm

15:55:03 From Constanza : what is appropriate, in terms of professionalism from the perspective of booking agencies, to continue reaching out to presenters for upcoming tours for international acts?
15:55:04 From Thom : My client Guy Davis didn't have the Bern International Jazz Festival (31 March to 4 April) actually cancel/postpone until this past Monday. The Italian and French dates, which follow Bern in April, canceled a week or so ago.
15:55:17 From Philip Horn : Did not get my entire message posted. These "credit holders" as he calls them will put their money at risk. That is the potential downside for them. But if they are committed to the mission, this is a way to help and still earn a tiny bit of interest on their deposit.

I have two documents from him that I am permitted to share with you. What is the best way to offer this to our field?

I am not looking for business. I receive nothing from him. I just want to help.

15:55:30 From Katie Freeman : Sorry, 3 pm ET tomorrow for the AFTA webinar. GIA has one at 4 pm just fyi.

15:56:19 From Steve Heath : Also, we believe that visas that were approved for tours that did not happen, or could not finish, those acts should receive an automatic extension. This only makes sense and would relieve what will no doubt be a crush on the system once things start to come back.

15:56:39 From Thom : Mark, can you please elaborate a little on the idea of webstreaming idea ? Is it worthy it ?

15:56:44 From Guy Mendilow : Agree with the call for AFTA leadership in advocacy. A written statement/letter on which we can base our own call-to-action in terms of support for the arts would help

15:56:54 From Donald Cohen - Los Angeles : repeat the name of the non-profit mark is connected to

15:57:45 From Michael Alexander : This is a time when major universities with giant endowments have to ask about what those endowments are for. Some should be earmarked for protecting the many infrastructures that universities and the communities they serve rely on and that includes the public programming that connects town and gown, while also serving the educational experiences of the students.

15:57:45 From Eleanor : @SteveHeath - I agree.

15:57:51 From Jeri Goldstein : I wonder if this community could reframe the perspective and consider the situation from the perspective of the audience needs. And then create the programming to serve the current comm communities in need such as university systems now taking courses online as well as pre-K-12 who have their districts planning home schooling.

15:58:30 From jduymovic : Mark, how we navigate an over-packed fall schedule with reschedules and original bookings? Won't this lead to cannibalization of ticket sales for events that are already booked on, for example, specialized series, etc.?

15:58:40 From Bill Bragin : What are we doing as a field for mental health support for those of us who are experiencing anxiety/depression etc as a result of financial pressures, concerns about the virus, etc?

15:58:44 From Robin Schatell : The health experts talk about 'flattening the curve' which are all doing, but also, the possibilities of spikes- like a roller coaster, once people start up their activities. If we resume presentations in the late summer or fall, what does this mean for the industry? I would be interested in a webinar with some health experts to ask Qs about this. Robin Schatell

15:59:06 From andrew : Steve - It would be lovely if the USCIS did this. But it's very very unlikely. Visas are so specific to a particular time period, specific individual beneficiaries, and a specific itinerary. With a

rescheduled tour, all of these specifics would change. Matt Covey is on the call and can hopefully address the Visa question.

15:59:11 From Ron Gartner : We are trying to be agile too, Mark. We are in the same boat as an agency and the biggest problem is what you just said "we just don't know when" Thanks for your input

15:59:21 From kmkennedy : It would be helpful to have a single voice lobbying Congress to cover artists/agents/managers who have total loss of income and no recourse through unemployment or payroll tax.

15:59:28 From Matt McIver ISTC : GSO represent!

15:59:36 From gregkastelman : <3 RG!

15:59:38 From Brian Gamel : I saw something from @jduymovic and I agree. Is anyone else worried of over saturating the marketing in the late summer/fall?

15:59:47 From Bill Bragin : @Michael Alexander - Co-sign.

15:59:50 From ron24 : The endowment issue is tricky: those are collections of hundreds, if not thousands, of funds, most with specific use intent as stipulated by donors that are legally binding. Universities cannot make blanket decisions to re-purpose such funds.

15:59:57 From Laura Howell : Yes on oversaturation!

15:59:58 From CR Opera Theatre : Yes, another webinar with actual doctors/research scientists addressing how we need to be prepared as we finally resume production would be incredibly valuable.

16:00:06 From iPhone : Yay Greensboro ❤️

16:00:10 From andrew : kmkennedy, connect with Kristopher McDowell. Kristopher is working on finding that single advocacy / lobbying voice.

16:00:10 From clairearmbruster : Totally concerned about oversaturation.

16:00:11 From alvaro : How would be the music scenario post-covid19?

16:00:37 From Kate Galvin : I read an article today, based on the recent study done by Imperial College, that lead me to conclude that we might be in for an 18-month moratorium on large gatherings. We may have to hold out on any programming until there is a vaccine.

16:01:06 From CBarkley : Please also have Frank Page as a speaker to discuss CWAS for those International artists that paid all their taxes to the IRS upfront only to have their tours pulled in the middle of their tour and on top of loosing all their income of unplayed dates but the taxes paid in advance for the dates that got cancelled.

16:01:07 From Ron Gartner : Money is tough as we are moving money six to twelve months forward but the presenters are on hiatus and getting deposits are hard to come by

16:01:09 From Michael Rennie : Anyone else take a selfie with Rhiannon just now? Me neither. ;}

16:01:11 From Susan Rubin : a personal online resource for caring for coronavirus anxiety is <https://www.virusanxiety.com>

16:01:26 From andrew : If everyone in this chat room gave \$100 toward a lobbyist or advocacy, we could raise \$80,000 right now

16:01:40 From flora : Everyone who needs it, should most definitely explore their local HUD Housing as needed AND MORE IMP'T, explore the services that the local County Office offers for reduced income. I will/could include SNAP food; access to free or low Medicare and much, much more. So, HUD if you are hurting for housing and then your County Health Office for all the programs that you will qualify for immediately. LIHEAP heat still has emergency funds for elec and heat utilities....

16:01:57 From Lea Boyer : Possible letter template to elected official:

16:02:00 From Lea Boyer : Dear (Senator/Congress Person)

As you know the Covid-19 virus is devastating our communities.

We know that basic survival is our most important need.

We recognize that The Arts are what gives people hope and is key to community health. We know by experience that every disaster raises needs for Art. Performing Arts in particular heal communities divided by crisis.

We are in need of support to keep artists and Arts alive.

We believe it is urgent to fund Arts, Performing Arts Presenters, Artists and Arts Professionals.

I urge you to fund support for temporary relief for artists and arts organizations.

Gratefully,

(your name)

16:02:44 From ericalewis-blunt : Thank you Lea!

16:02:46 From Matt McIver ISTC : Could AFTA aggregate these emergency resources in one place?

16:02:46 From Karin Stein : I do not mean to be insensitive with this remark in regards to the immediate needs, losses, and stress - please understand that. I am an artist also hit hard by this, and we ARE in this all together, BUT...as we adapt and perhaps redesign some elements in our industry, this is an opportunity to keep in mind how this forced experience allows us to perhaps integrate more environmentally-friendly practices in the arts into the future. What can we learn from remote activities and remote working? Can we get our audiences used to consuming some arts activities online?

16:03:03 From alvaro : How would be the music scenario post-covid19?

16:03:15 From Michael Alexander : True about the limitations about use of endowed funds but Universities can talk to recent donors about restating how some or all of their contributions can be used.

16:03:20 From Ron Gartner : Mario has work to do before he departs. His voice is still the loudest. APAP will not happen without agencies and artists.

16:03:28 From Lori Dynan : Yes! What's the 'Pivot'?

16:03:53 From Samantha Pollack : QUESTION: Would love guidance about music rights as they pertain to livestreams. With artist permission, of course. :)

16:04:05 From Julianna Crespo : As a mid-sized nonprofit PAC in administration and programming, we are overwhelmed with the needs of our artcenter community. There simply isn't enough to pay everyone. We have the following vulnerable people:

16:04:05 From Jonathan Carroll : Great point—an overarching platform renovation

16:04:22 From linda : Love the idea of a hub where everyone can access resources.

16:04:24 From Sherri Brueggemann : How are the copyrights being navigated for other distribution and presentation formats?

16:04:36 From Patricia Frischer : umbrella organizations can do that for each community.

16:04:49 From Matt McIver ISTC : Also the issue of potentially live streaming theater performances-- Playscripts is supporting that, are others? What are the technical requirements?

16:04:58 From Julianna Crespo : Our Tech House crew is out of work, our banquets staff is out of work, our head ushers are out of work, our part time staff are out of work, then there are the artists and our vendors.

16:05:13 From Lenore : Is the government making sure that the internet continues to be open and available? Who's in charge?

16:05:21 From Lucy Sexton : Not just charity, but finding ways for us to be paid for content we are putting online

16:05:44 From Bill Bragin : @Matt McIver - Check Claudia Alick's Transmedia Performance FB group. She's been looking at some of these issues.

16:05:51 From CRichardson : But that doesn't help venues. I don't want streaming to take place of live performance.

16:05:52 From Danae Rees : @Lucy Sexton - yes! This is something that's been coming up in the dance sector

16:05:53 From Patricia Frischer : www.sdvan.com Stay There...See it here!

16:06:04 From Jennifer Dougherty : yes livestreaming poses copyright issues for artists

16:06:28 From Ron Gartner : Live streaming is lovely for a short time. We've got agents who we had to lay off and others we are trying to retain. They have families and SO's Please get back to basics here

16:06:29 From PMI : If taking performances online we will need a FAQ or primer regarding copyright

16:06:30 From Jonathan Carroll : The technical requirements have been the ONE prohibitive element preventing more no/low latency hi-res streaming/collaborating/simultaneous tracking etc...

16:06:32 From Danae Rees : We can't continue to make it free. It's hard enough as it is that our artists are often not paid or paid very little for digital content pre-Covid19

16:06:41 From Rhiannon Catalyst : Great idea and another Rhiannon here with similar ideas gathering resources and down to help with that project :)

16:06:43 From Allana : #ArtLivesOn

16:06:47 From tinku : so many of us have very active online communities already. is there a way to utilize that with connectivity between each other's communities?

16:06:49 From clairearmbruster : sdvan.com is a bad link.

16:06:49 From lucy sexton : too much excitement about our creative ways to take our programming online and I am hoping for more exchange re platforms and ways of getting \$\$ for the content

16:06:53 From Robin Schatell : streaming would need to be presented so there are fees for the work

16:07:09 From Jonathan Carroll : Thanks Rhiannon.

16:07:57 From Beverly : livestreaming sounds great, but what about rehearsing in this time of social distancing? what is our responsibility?

16:08:02 From Brian ONeill : @samantha pollack - short answer: if you are performing music you wrote, you are clear, so long as your fellow performers are also ok with being recorded. If you perform copyrighted works on video, technically, you'd have to go get permission and negotiate an agreement with every songwriter/copyright holder before you video anything since technically i think you need a "sync license." There is no statutory sync license you can just buy online (like harry fox does for mechanical royalties when you record a cover song). I'm not a lawyer so talk to one to verify.

16:09:08 From Keshet Dance & Center for the Arts : Is there are platform where patrons can make a donation prior to access recorded or live online performance/classes?

16:09:29 From PMI : That's pretty much my understanding - so there are some fairly severe limitations.....in order to stay in compliance....

16:10:13 From Julianna Crespo : @Ron Gartner agreed.

16:10:45 From Heena Patel : FAQs that Matthew has put together re: visas + COVID-19

16:10:46 From Heena Patel : <https://www.covey.law/coveylaw-covid-19-faq/>

16:10:58 From rebeccadzida : Yes, Olney Theatre is looking into releasing footage of the show that was on our stages and was supposed to run until April to all of our patrons who bought tickets. I believe you can get a secure youtube link, and you can ask for donations. I think there are other platforms where you can have the footage password protected.

16:11:18 From Kevin Spencer : Thank you @Heena for sharing this link!

16:11:25 From Ron Gartner : well, that's wonderful news. so we need advocates to change visa durations

16:11:26 From rebeccadzida : Of course for plays and a lot of other shows, you need to get permission from Actors Equity and the rights holders for the work, whether that be Sam French or DPS, etc.

16:11:51 From Ron Gartner : correct Rebecca

16:12:03 From Michael Alexander : Based on 50+ years experience in the arts, I know that live performing arts will part of communities' for decades. Whatever we do to survive this crisis, I urge colleagues to look for ways to easily facilitate post-performance discussions (not necessarily facilitated so that lots of people can talk) in environments where food and drink are available. Our brochure says that the "performance is not over until the last conversation is finished" so we are encouraging audiences to go to the campus coffee house which is open every night until 2:00 AM. People need to gather and when this is over - they will gather again. We need to help them get as much out of their gathering as possible.

16:12:46 From alisonloerke : @KateGalvin, maybe you are referencing this?
<https://www.imperial.ac.uk/news/196234/covid19-imperial-researchers-model-likely-impact/>

16:12:56 From lucy sexton : Lots of insurance pushing back that virus is not force majeure here in NYC

16:13:20 From MRT Zoom Meetings : Actors union is pushing back Force Majeur. FYI.

16:13:30 From Ron Gartner : Lucy--correct.

16:13:33 From Julianna Crespo : Guidance on filing insurance claims due to the mandate would be helpful.

16:13:39 From Brian ONeill : Musicians thinking about live streaming performances and not sure which platform to use, see this guide <https://twitter.com/twitchformusic/status/1238620576299618304>

16:13:43 From lucy sexton : Major cultural orgs in NYC all saying their insurance is denying claims

16:13:46 From Bill Bragin : @Lucy - I think he's pointing out the government decision to prohibit gatherings triggers FM, not the virus itself

16:14:11 From Lenore : Is there a way to standardize Force Majeure language and prohibit language that imposes a penalty for exercising it?

16:14:22 From MRT Zoom Meetings : Government order closed our building. Union still denying Force Majeur.

16:14:23 From Jross : Understand force majeure re:cancelling all obligations if no deposit. Butr what if artists have incurred expenses. And in 2 cases we had artists either already on site on in transit

16:14:26 From lucy sexton : @Bill Bragin Was just on a call with lots of large cultural reporting this problem w insurance and FM

16:14:45 From John Cramer : Many FM clauses include the word "epidemic" which I think would qualify in this situation.

16:14:46 From Lea Boyer : Just created a page to advertise spread the word about your Live Virtual Event during Covid-19: https://www.facebook.com/Live-performing-arts-events-during-Covid-19-108211864146653/?modal=admin_todo_tour

16:15:21 From Kevin Spencer : @Lea Boyer - thanks!

16:15:24 From Robin Schatell : @Lucy Sexton - So who do you turn to for help with this? (Robin Schatell)

16:15:31 From Ron Gartner : The arts were always the first to go and will be a cut at colleges/universities if we survive this.

16:15:54 From lucy sexton : @robin schatell Yes, that's the question

16:16:11 From Robin Schatell : AFTA!

16:16:23 From mojo : conversations later, please???

16:16:27 From Robin Schatell : the new DCLA head Gonzalo

16:16:33 From Thom : Thanks Matthew - VERY helpful !

And nice instrument collection !

- 16:16:33 From Ron Gartner : The resources are the most important
- 16:16:40 From Bill Bragin : www.tamizdat.org
- 16:17:01 From Bill Bragin : <https://www.artistsfromabroad.org/>
- 16:17:29 From flora : I am at University level....all arts venues and activities are vocally cancelled for the entire semester. Local public schools are citing closed till end of year (sounds severe!)
- 16:17:37 From Matthew Covey : <https://www.artistsfromabroad.org/>
- 16:17:44 From Matthew Covey : www.tamizdat.org
- 16:18:12 From sofiarei : So, how hard is to imagine a scenario in which the performances still happen, without a live audience for now, but IN the venues and live-streamed to those that pay a ticket? This would only be possible with either local artists for now, since there are so many travel restrictions. I think we could see this happening after May. It will help venues and artists enormously. I think we can distance musicians and crew enough for everybody to be safe. Crazy?
- 16:18:12 From Kevin Spencer : Thank you @Matthew Covey!
- 16:18:15 From Colleen : Good to hear you Mollie We miss you in AZ
- 16:18:40 From flora : I meant locally cancelled on above, not vocally cancelled!
- 16:18:42 From Tim : www.artsready.org
- 16:19:13 From Ron Gartner : thanks Flora. knew what you meant
- 16:19:14 From claire : We do miss Mollie in AZ
- 16:19:51 From Jenny Thomas : <https://www.apap365.org/Advocacy/COVID19>
- 16:20:16 From Jenny Thomas : <https://napama.org/Coronavirus>
- 16:21:04 From Marissa @ AFTA : <https://www.americansforthearts.org/by-topic/disaster-preparedness/coronavirus-covid-19-resource-and-response-center>
- 16:21:06 From Brian O'Neill : This conversation would be easier to continue post-meeting in a permanent chat/venue - is there a Slack room already set up for the Perf Arts community that anybody knows about? Would folks find this useful? (There are many popping up in other industries I know around Covid)
- 16:21:19 From martha : This has been fascinating and uplifting - thank you! I will catch the remainder in the replay.
- 16:21:44 From Tim : @ Brian O'Neill, we are working on that!
- 16:21:55 From Holly Williams : Yes - a continuing conversation would be wonderful!
- 16:22:16 From Rebecca Pelham : Thank you as always Matt for some clarity on visas and force majeure.
- 16:22:56 From lucy sexton : YES! Thank you
- 16:23:14 From annamaria : This is so helpful! Thank you!
- 16:23:33 From alisonloerke : Yes for continuing conversation.....
- 16:24:06 From Rachel Katwan : I would also appreciate an ongoing Slack group! Good idea!
- 16:24:26 From Bill Bragin : Writing an organizational will. Important idea I never thought about
- 16:24:30 From isabelsoffer : organisational will is brilliant
- 16:24:42 From Monique LeBleu : I quoted Mollie in her recommendation in the TCG Coronavirus Preparedness Webinar mentioned in my article on Crisis Management, and video and documents sharing tools, published yesterday. Many of these exact tips are listed in an outline! Thank you Mollie! <https://betterlemons.com/get-everyone-in-the-same-room-together-virtually/>
- 16:24:52 From linda : Thank you Mollie! Great information!
- 16:24:52 From Lori Dynan : Brilliant. Thanks Mollie!
- 16:24:59 From caseygonzalez : Mollie, what would you suggest be included in the organizational will?
- 16:25:23 From lucy sexton : yes

16:25:36 From Beverly : is there a sample of what an organizational will looks like that could be shared?

16:25:43 From craigknudsen : Will this chat feed be available to all post-webinar?

16:25:45 From Mollie : Casey, I have to think about that. I just thought of the concept today. I have some folks who can help me put something together.

16:25:48 From Kaisha Johnson : I love this idea of an organizational will. Have faith that things will work out, but always be prepared.

16:26:21 From Sandy Green : I am submitting my 2020 goals soon to my management. I am an events manager and am feeling a little lost! Business Continuity Planning in the Events Industry is so important! I also run a music nonprofit on the side. I absolutely need an organizational will!

16:26:22 From Cynthia Steele : artsready doesnt seem to accept new basic memberships right now according to the online form, so newsletter not available to us

16:26:46 From caseygonzalez : Should I check your website for updates? Arts ready.org?

16:26:59 From Mollie : www.artsready.org

16:27:04 From caseygonzalez : Thank you.

16:27:18 From PMI : Thanks Mollie. Much appreciated.

16:27:19 From Mollie : You should be able to sign up for a free Basic Membership.

16:29:32 From alisonloerke : Gail speak closer to your mic?

16:29:35 From CBarkley : Right on

16:29:39 From Leland McKeithan : Might be helpful for Mollie to give the briefest overview of the list of orgs that address emergency preparedness in the arts - there are many and they have different focuses/purposes - i.e. which is more appropriate service for whom?

16:30:11 From Sarah McCarthy : Thanks Gail.

16:30:36 From Bill Bragin : Sharing a great list of suggestions from @Jean Cook that includes making sure people respond to surveys about economic impact, some petitions about expanding benefits to freelancers.

16:31:44 From flora : Because congress is overwhelmed I suggest IF you communicate with them...repeat it regularly over the next few months. KEEP AT IT

16:31:48 From lucy sexton : @bill bragin I am aggregating the results of many of the impact surveys. And posting results and extracts at NY4CA.org. love to hear of other surveys and include them

16:31:52 From Mollie : I understand ArtsReady is not accepting new Basic member signups. I will check into this as soon as this webinar wraps. So maybe check back to sign up tomorrow. www.artsready.org

16:32:09 From Cynthia Steele : Mollie - the basic membership form said it was not accepting submissions FYI

16:32:32 From lucy sexton : YES, Mario! Thank you. We are a major industry that needs to be at the table

16:32:37 From Guy Mendilow : Yes

16:32:46 From CBarkley : Absolutely Mario -- I am writing Mario Cuomo tonight via the website and will be calling his office

16:33:00 From Cynthia Steele : Sorry my comment crossed wires with you, Mollie - thank you! :)

16:33:04 From CBarkley : Andrew Cuomo lol

16:33:12 From Matthew Covey : Yes, Mario! Let your representative know what you're experiencing!

16:33:23 From Guy Mendilow : What are the links to these letters?

16:33:43 From Marissa @ AFTA : WE will include those links in our follow up email when the recording is ready!

16:33:44 From Allana : IATSE link

https://actionnetwork.org/letters/tell-congress-to-include-displaced-workers-in-relief-package?source=direct_link

16:33:52 From Ron Gartner : Thanks Christine. Let me know if you need help. Mario, please help us get past your May retirement

16:34:01 From Philip Horn : Before you reach out to a legislator, be sure to know what you want and don't forget to ask for it. The field needs to come together around a shared message before everyone goes running around asking for everything under the sun.

16:34:09 From alisonloerke : <https://actionnetwork.org/letters/tell-congress-to-include-displaced-workers-in-relief-package>

16:34:17 From Bill Bragin :

https://surveys.americansforthearts.org/s3/CoronavirusImpactSurvey?fbclid=IwAR2AsxeXGUBDUxxBvom-sjX1k-5cHz87Uq0-MheVlKNCsxK-eCxmQUiD_Uk

16:34:20 From Heena Patel : Would it be possible to get an aggregate list of survey to collect data on COVID impact?

16:34:21 From Ron Gartner : good thoughts Phillip

16:34:28 From Allana : Actors Equity link

<https://actionnetwork.org/letters/emergency-action-needed-protect-live-entertainment-workers-as-they-experience-loss-of-work>

16:35:02 From Shane Fernando : Absolutely right, Phillip. We need a unified voice for what we will be asking for from the local level.

16:35:08 From Bill Bragin : She also points out importance of census

https://www.vox.com/recode/2020/3/12/21168139/2020-census-online-how-to?fbclid=IwAR0sB_lq63D-yYnf0z4pkqc3I_q6iR6i8GZKfgsexnKSf9pbB-Nr4m-kcS8

16:35:26 From Laura Colby : Find our STATE REPS here: <https://www.lwv.org/>

16:35:32 From Bill Bragin : In NYC"

https://docs.google.com/forms/d/e/1FAIpQLSfNOye6aCd4Z1xbfYZ1X8cpYye-v8ZW1azFMEgCXMZ_07HB7A/viewform?fbclid=IwAR1IBQ9PmcQCrf9pUyORGcqnkJEoi4eW1Eb5PXfc87AzDypZzvV193nyv0

16:35:42 From Philip Horn : This field, broadly defined, is one of few areas of the US economy that shows a net export balance for arts and entertainment. Most areas of the US economy show a trade deficit. Where is Randy Cohen from AFTA, the Dean of Data?

16:35:51 From Laura Colby : Find your FEDERAL REPS here:

<https://www.house.gov/representatives/find-your-representative>

16:36:10 From Lea Boyer : Can we raise hands?

16:36:17 From Rhiannon Catalyst : Was just posting that survey, thanks Bill!

16:36:20 From Bill Bragin : https://www.change.org/p/donald-j-trump-federal-aid-package-for-events-industry?fbclid=IwAR2IMTUpX89ChvFG_LH_uqTbW5NeZu3qQnHuzmCxOyCZRuh85ukKEBE2-Sg

16:36:29 From Marissa @ AFTA : At this time we are only accepting questions via the chat. Thank you!

16:36:33 From Jonathan Carroll : That's definitely a leadership question! There's been no clarity there. We're not even certain of the hierarchy

16:37:03 From andrew : My voice is to put safety first with CDC Guidelines at the top of the hierarchy.

16:37:22 From clairearmbruster : If dates are postponed, deposits would be paid.

16:38:20 From Bill Bragin : Our stance, because luckily we can, is that we are paying out the full value of the contracts for next few months, since the artists lost the full period of work. We are then trying to save costs - airline tix and rebooking into next year.

16:38:28 From alisonloerke : The only problem I see putting CDC at the top is they have not been proactive in dealing with the crisis, note story about Dr Chu at UW-Seattle who had developed a test and it was working but she wasn't allowed to use it. My nephew who works w/IUCN says best to trust the WHO.....

16:38:29 From iPhone : Thank you for organizing this 😊

16:38:50 From Mateo Mulcahy : re: funders -- If you have a grant, do not hesitate to reach out to your funder directly and be specific and honest about your fears and un/realized losses. Private funders may have more flexibility than public (government) funders or nonprofits distributing public funds, but that doesn't mean you should not ask for all the flexibility you need. We are working hard to be as flexible as possible with grantees AND applicants.

16:38:51 From Bill Bragin : Then rebooking the artists into next season at as close to full fee as we can, minus some specific costs

16:39:21 From Heena Patel : Has anyone else faced this

16:39:25 From Heena Patel : For date that was cancelled first for ticket sales before COVID, did they come back and retroactively call FM because of COVID and not honor the cancellation agreement?

16:39:29 From andrew : Rebooking an international artist means double the visa costs. Thank you to TAMIZDAT for their advocacy to find a solution to rescheduled tours!

16:39:51 From clairearmbruster : Thanks Mark...good answer!

16:39:58 From Marty Sonnenfeld : Wynton Marsalis's core keynote, presented at an APAP closing plenary, eloquently shines lights on so many elements of the performing arts ecosystem. In addition to what Gail addressed, our "little" world (400 or so exhibitors at APAP, more who only participate in regional or state conferences, or fully independently – and all artists) in aggregate form a massive wave in all towns' economies. Obviously TDs and all crew, but also restaurants near venues, teachers who bring students to shows and the bus drivers who get them there, graphic designers, print shops and on and on. The closest citation I've heard in daily addresses is to the hospitality industry. How can we all work together to impress upon governments, current and prospective new funders and more just how deeply dark stages impact communities?

16:40:04 From Lori Dynan : Can we have another session that will focus on examining options for pivoting to other ways of doing things or presenting?

16:40:15 From director@eaganartfestival.org : We have a small organization with a festival at the end of June. Things are so much up in the air that we changed our contracts to guarantee 50% of the fee if we had to cancel due to Covid19. While imperfect, our performers found this to be acceptable. If we can hang onto our sponsors that may be able to be increased. Again, small arts org doing the best we can.

16:40:36 From lisaschwartz : Thanks, Mark. You were incredibly proactive with me and your shows in our venue

16:41:23 From Jonathan Carroll : It's difficult to even theorize a restructuring when the structure has briskly blown holes in it. All will reel for some time. Mark's message of compassionate empathy is well put. The FM based on the govt mandate makes sense. Good faith wills out—yes, Jeff

16:41:55 From Brandon Gryde : The Performing Art Alliance sent out the following action alert. Please note that when this was written, it focused on arts orgs and artists. The letter is customizable so PLEASE add in language and experiences around independent workers in the arts sector. Personal stories are very important. Many of the national service organizations sent this similar message, so we're all on the same page. <https://www.votervoice.net/PAA/campaigns/72358/respond>

16:41:56 From clairearmbruster : Wondering if fees next year for artists will be higher to make up the deficit?

16:41:58 From Karen - Pasifika : Cancellation expense - we're dealing with many cancelled flights. The airlines are giving us credit for future flights -- within a very specific, limited timeframe -- but we are currently out-of-pocket on the cost of flights. Credit is not a refund. If the Feds are considering airline buyout, we need to look at this pile of credits they will be sitting on. Is it fair to charge against force majeure when the artist has the credit for future travel?

16:42:05 From Daphne : Great idea, Lori, I agree that would be a helpful session.

16:42:28 From rotharts : Karen, I have exactly the same problem.

16:42:36 From flora : ? Is there a list of free lawyers that (besides the ones at a county office IF you qualify) that may help artists resolve legal matters?

16:42:36 From Marissa @ AFTA : Question from a participant: Can we cite a force majeure when the event date is beyond the current "no large gatherings" date?

16:42:46 From shiracion : Thank you for these words Rhiannon Giddens!

16:43:14 From Robin Schatell : How long will it take to recover frankly? Will people start to flock to performances again?

16:43:16 From Danae Rees : Yes, Karen. We are dealing with the same thing. We can't afford to have money tied up in flights when we could be paying our dancers and staff

16:43:19 From anna maria mendieta : Absolutely!! Everyone should be acknowledged & appreciated.

16:43:20 From alisonloerke : Thank you Rhiannon!!! Yes, its an opportunity to restructure the way the field works.....the independent freelancers really lose out here.... and need to be supported somehow....

16:43:22 From Samantha Pollack : Our challenge with rebooking is that I already have a just about fully-booked season next year. And given uncertainties with the landscape and demand/donor resources, it's not prudent just to reschedule everything immediately. Cruddy timing for all of this.

16:43:54 From Jonathan Carroll : Right on Rhiannon

16:44:32 From Danielle Devlin : Samantha, you bring up a great point ... I am facing this big-time with trying to reschedule my artists.

16:44:40 From stacy meshbane : Just want to voice my agency/our artists' concern about how the TYA field will be impacted, given the fact that our work relies directly on school field trips. It seems likely that once we as country resume whatever our new "normal" is, school field trips will likely be cut, especially large gatherings at least for awhile.

16:45:04 From Marissa @ AFTA : Comment from a participant: you can reach out to local mayor or governor's office to see if they can create language around the closures that their insurance will accept. NYC mayor's office has asked if we need them to have other language to satisfy Insurance

16:45:08 From Danielle Devlin : not great to just reschedule in any slot you can find if there are competing shows same time frame that will impact audience participation.

16:45:25 From andrew : Echoing Stacy's question... Schools will be the last group to re-enter our nation's theaters.

16:46:16 From Laura Howell : Yes, saturation will be a challenge for those of us in rural areas

16:46:51 From Lisa Stafford : do some double bills to make up cancelled shows

16:47:07 From Danielle Devlin : double bill idea is a good one--thanks Lisa

16:47:17 From andrew : Great advice, Lisa!

16:47:48 From alisonloerke : you read my mind Lisa!

16:48:15 From Heena Patel : People are definitely feeling cabin fever in just a few days of social distancing.

16:48:18 From Ivan Schustak : MusiCares COVID-19 Relief Fund. Music industry professionals may apply for basic living assistance (rent or mortgage). Initial grant requests can be made up to \$1000 to compensate for cancelled work that was scheduled and lost. <https://www.grammy.com/musicares/get-help/musicares-coronavirus-relief-fund>

16:48:24 From Heena Patel : Which btw can we rename to physical distancing vs social distancing

16:48:28 From Jonathan Carroll : There's probably some usefully salient crosstalk with sports worlds.

16:48:31 From Laura Colby : Re: RESCHEDULING - the majority of our March dates were rescheduled into the 20/21 season. However, we're facing major challenges getting our April dates rescheduled. Several presenters have stated they are "at capacity" in their (already finalized) 20/21 seasons. In those case, we have 2 options: reschedule the engagement into 21/22 or straight up cancellation.

16:48:38 From Mengtong Guan : Can the presenters commit to pay at least in part to the contracted artists, in the unknown of when the public performances will resume, if needed, mandate it into commissioning new works and in this way support for future performances therefore the livelihood of artists? And can the artists, managers/producers, and artists work together to get new funding resources to support?

16:48:47 From linda : Thanks for the Musicares info! They are fantastic!

16:49:18 From Robin Schatell : The talk is this college year is over. Could be the same for k - 12 Robin Schatell

16:49:18 From Heena Patel : Financially what does cancellation mean Laura?

16:49:27 From ayelet : From an artist perspective - with an album scheduled for release in the fall... I was in the midst of scheduling late 2020-early 2021 tours. How is it best to approach presenters at this time? I've been holding off, but also want to be ready if *fingers crosse* things are back on track by October... any insights?

16:49:30 From andrew : Mengtong - Great question - especially when you consider the possibility that presenter can ask ticket holders to donate their tickets to the venue or presenting organization.

16:49:59 From Bill Bragin : @ Mengtong: Commissioning has started to feel like a good way to support artists to make work when live performing may not be an option, and to address the cashflow issues associated with postponements

16:50:28 From alisonloerke : Big Ears is refunding tickets but also asking patrons to donate the cost of their ticket if possible. They are a 501c3 so that becomes a tax deductible contribution.

16:51:30 From Mollie : Yes, I've gotten that option from several orgs this week where I have season tickets. Happy to do it so you certainly should ask ticket holders. They want to help!

16:51:33 From Philip Horn : As non-profits, your expenses are not deductible. But those deductions might be appealing to individuals or businesses. What if you sold your venue and leased it back with a provision to buy back within a defined period? Ownership by non-profits is a questionable proposition. Are there people motivated by your mission who might be open to that idea? And as a non-profit you are off the local tax rolls.

16:51:47 From Laura Colby : @Heena - straight up cancellation means different things for each contract. Did the venue invoke force majeure? Was a deposit paid? How far away is the engagement date from the date of cancel? We take each cancellation one-by-one. There's no cookie cutter here...

16:52:32 From caseygonzalez : Where can we keep an eye out for virtual touring?

16:52:51 From Michael Bargas : I sought out help from a Distant Learning Consultant. It has helped me tremendously to think through the process, content and platforms.

16:52:55 From todd reynolds : Amen, Rhiannon.\

16:53:02 From Lucy Sexton : Yes, Rhiannon

16:53:03 From Michael Alexander : I suggest finding interesting web-based presentations and letting your FB and other web contact know such as Zocalo Public Squares' talk "How Does Music Change your Brain" coming out of LA tomorrow at 7:30 PM (PDT). Mary Steenburgen is one of the participants. Check out "ZocaloPublic Square.org" to register.

16:53:18 From Joseph Pinzon : Rhiannon is amazing

16:53:54 From Alison Loerke : Agree Rhiannon... it's a great opportunity to educate audiences about what it takes to get artists into your community and onto stages...

16:54:08 From Craig : Small Business - loans - has all applications been referred to local

16:54:12 From Bill Bragin : <https://www.stageit.com/site/landing>

16:54:13 From Sarah McCarthy : We are exploring live concerts with paid "tickets" through the Stage It platform

16:54:28 From Bill Bragin : <https://www.twitch.tv/>

16:55:09 From Steve Heath : If they can do it for porn, we certainly should be able to make it possible for artists!

16:55:28 From Rhiannon Giddens : Just to say the hub I'm working on ArtLivesOn, is going to have as much as I can get on it regarding so much of this - I just want to have a place to connect all of these amazing resources that are already out there

16:55:29 From Bill Bragin : Youtube live

16:55:33 From Bill Bragin : Facebook Live

16:55:46 From David Rowell : Thank you to all of the panelists for their input, insight and sharing of resources. It is greatly appreciated and once again, shows how the performing arts and entertainment industry is one of the leaders at coming together to work and support each other. Thank you.

16:55:48 From Michael Frank : Patreon is doing a fundraiser tonight
https://events.patreon.com/weirdstreamathon?utm_source=events&utm_medium=email&utm_campaign=weird_streamathon&utm_content=m_allcreators_email3

16:56:02 From Lisa Schwartz : Philadelphia Folksong Society has been presenting live streaming shows to help artists recoup. We had to reschedule so many shows, we wanted to help our artists and we are a 501c3, so we need the help also

16:56:07 From Jenny Thomas : RE: SBA loans. There is new support with relief package #1. Non-profits are eligible. <https://www.sba.gov/about-sba/sba-newsroom/press-releases-media-advisories/sba-provide-disaster-assistance-loans-small-businesses-impacted-coronavirus-covid-19>

16:56:09 From Craig : I've been told grant applications are now being referred to local offices which are overwhelmed with applications.

16:56:10 From Paula Abreu :
https://docs.google.com/document/d/11wWL_7I4BG76t0V2kw1a4yleWxUSfGwMQFYdUWAgSnA/mobilebasic#

16:56:11 From Robin Schatell : OntheBoards.tv

16:56:11 From Andrea : one (so far) of our artists is doing live stream via Stageit, Stageit's more legit and you can sell tickets. I've seen a lot more popping up via Stageit

16:56:12 From Lucy Sexton : mute please

16:56:23 From Cotae : Live stream cheat sheet: <https://pbs.twimg.com/media/ETB21sGVAAAGMp6.jpg>

16:56:28 From SJZ-Massimo Chisessi : We are reshaping and talking about performance "studio" videos we captured at our last Summer Fest. The videos have incredible sound and were designed to approximate the

live experience. We're about to debut some that videos that were filmed in 360 so the view can get closer to certain players and, when they do, the sound changes to slightly emphasize that player!

16:56:45 From Jenny Thomas : RE: SBA loans. Important to contact your local office.

<https://www.sba.gov/local-assistance>

16:56:48 From SJZ-Massimo Chisessi : **re-sharing videos*

16:56:54 From Anna V. Pauscher : I'm interested in exploring ideas to engage artists outside of social media and the internet, there is a very real reality of the digital divide and access to performing arts for those who do now have the resources and technology to participate on both side of the equation. One brain hair: Porch concert could be both live-streamed and possibly drive-in or through audiences? Had anyone else been exploring these ideas?

16:56:56 From Robin Schatell : Thank you! Robin Schatell

16:56:57 From Mateo Mulcahy : The possibilities of livestreaming in a more organized fashion are exciting - the implications on climate change could be immense if it catches on in a bigger way...

16:57:02 From Karen - Pasifika : Thanks, Gail!

16:57:05 From andrew : Remember, protect our health care workers!

16:57:08 From Jenny Thomas : Applicants must be in a declared disaster area, and states have to first apply to the SBA to initiate eligibility. Here's the list of those states that have completed the process so far.

16:57:09 From Danae Rees : Thank you all SO much for what you've shared today

16:57:12 From Anna V. Pauscher : Thank you all!

16:57:15 From Lucy Sexton : Thanks everyone especially Marissa!

16:57:16 From Colleen : Thank you all!

16:57:22 From Paula Abreu : this is a virtual music streaming directory put together by Cherie Hu

https://docs.google.com/document/d/11wWL_714BG76t0V2kw1a4yleWxUSfGwMQFYdUWAgSnA/mobilebasic#

16:57:26 From shmoore : Thank you so much for this time together! Invaluable!

16:57:26 From Bill Bragin : We're going to feed a moderated Zoom based spoken word open mic to Facebook live as our audience interface.

16:57:29 From Marissa @ AFTA : My pleasure!

16:57:38 From Diana Ezerins : Thank you for hosting this conversation, and grateful for all of you in this field. Sending you all much love!

16:57:40 From Danielle Devlin : Echoing everyone's sentiments--really appreciate everyone's time, expertise, and ideas.

16:57:41 From Mateo Mulcahy : Thank you for organizing!!!

16:57:47 From Jenny Thomas : Again, here is the list of states.

<https://disasterloan.sba.gov/ela/Declarations>

16:57:53 From Mateo Mulcahy : @bill bragin - AWESOME!

16:57:59 From Linda : Thank you so much everyone! So glad to be part of this community!

16:58:04 From Danae Rees : I look forward to staying connected as we move through this together in a creative and inspiring way

16:58:08 From Marty Sonnenfeld : Celebrity Access today reported that Neil Young will be launching home made live stream performances by him (solo) from his living room.

16:58:19 From Mollie : In addition to ArtsReady.org, please visit performingartsreadiness.org, lots of free webinars and resources - now you have the time to view them!

16:58:20 From Philip Horn : Thanks to all the sponsors and panelists.

16:58:25 From alisonloerke : yes, thank you for organizing... I hope we can have regularly scheduled meetings like this, another way to stay connected.... and things will change over time....

16:58:27 From David Briggs : Thank you all for your expertise and knowledge. Stay healthy!

16:58:28 From director : Thank you for your collective hearts! The arts industry is the most passionate and loving group of folks. I'm glad to be a part!

16:58:28 From Jenny Thomas : In relief package #3, there is expected to be a very large allocation of resources to this SBA COVID relief program.

16:58:36 From Bill Bragin : @ Mateo https://www.nyuad-artscenter.org/en_US/events/2020/rooftop-rhythms-2/

16:58:48 From Dawn Downing : I know of a global PPV Multi-Platform Service live streaming service. Go to <https://www.ppvliveevents.com>.

16:58:55 From Patricia Frischer : My quick summary:

- Ask some of our funders to change from program only to administration needs for survival (particularly for our upcoming supervisors grant.
- Use phones and mail as well as online to make sure we stay connected
- SDCRAC should send out surveys so we know the affect. Maybe NCAN should send out surveys as well to contribute. What are the questions we should ask that are local to north county? Make sure we fill out all surveys that are sent to us.
- Our representative should be notified of our needs. State and county and city. We need to speak in unity.
- Make a listing of COVID-19 resources just for the arts
- Make it a priority to pay your staff and artist that are most at risk first, use this as your funding model for survival. Try to be fair.
- Plan for your relaunch. Arts are here to stay and see how you can stay alive, and re-schedule your events that had to be cancelled.
- Arts will play a key role in general recovery: to celebrate, to grieve, to problem solve. Thi

16:58:58 From todd reynolds : Beautifully done, thanks for so many answered questions, great dialog with the chat. Y'all rock.

16:58:59 From Sarah McCarthy : Thank you all!

16:59:15 From Cheryle : One day at a time.

16:59:19 From Sherri Brueggemann : Yes! Thank you from someone in the visual arts funding lurking here. We're doing the same things in our creative sector.

16:59:22 From Gabi : Thank you all! Family indeed.

16:59:23 From Evangeline Kim : Thanks especially to @Bill Bragin for inviting me to this excellent and informative session! Just great!

16:59:23 From Jonathan Carroll : This was a wonderful pow wow. Thanks a million, y'all. Yes! Make it regular! Chronic! Chronic insight sharing, elucidation, cooperation, creation. Like a family!

16:59:23 From Sean Dorsey : SENDING LOVE and blessings to all right now.

16:59:26 From Miranda Lange : Grateful to all for this today!

16:59:27 From Gest2016 : Thanks. Good to hear lots of different outlooks and ways the community is dealing with the situation.

16:59:35 From AlexandraKotis : Thanks for bringing us together!

16:59:36 From marydecker : Thank you so much!!

16:59:36 From craignudsen : Thanks to all for sharing your time, information, expertise, and for confirming that we are all in this together.

16:59:37 From christine : Thank you, Kevin.

16:59:37 From Gianna : Thank you for coming together on this!

16:59:37 From stevelove : Thank You!

16:59:39 From stacy meshbane : Thank you all for showing this leadership! <3

16:59:41 From sofiarei : Thank you all! Inspiring to hear you and see you!!

16:59:45 From Bunny : Thank you Kevin!

16:59:50 From Thom : Muchos Gracias everyone !

16:59:51 From Jenny Thomas : This is why it is SO important that you contact your Congressional representatives.

16:59:52 From Patricia Frischer : con;t

- We will have a new paradigm for online viewing (i.e live streaming will be big) but also we will go back to full in person viewing as well.
- Use the time to make SOP, mentor your staff, develop funders, make a will for your org unless you don't survive
- Many questions can not be answered as we don't know how long this will last. But this is a time to come together and be as creative as possible about inventing new relationship and using technology. Keep relationships strong. Don't lose touch. Use this as a time to collaborate.

16:59:54 From andrew : Physical Distancing

16:59:57 From tremick : Thank you so much for this wonderful conversation!

17:00:00 From craigknudsen : Washing my hands right now!

17:00:02 From jess marino mitcham : thank you everyone ❤️ ✨ 🙏

17:00:03 From Monique LeBleu : Thank you for this, everyone!

17:00:03 From anna maria mendieta : Thank you!!

17:00:05 From Heena Patel : Thank you everyone!

17:00:08 From Robyn Busch : @ Bill Bragin I'll check this out!

17:00:09 From Karen - Pasifika : Thank you all! The panelists, and everyone who contributed to the group chat. Really critical issues we're dealing with...TOGETHER.

17:00:09 From Matt Mclver ISTC : Thank you all.

17:00:14 From Jenny Thomas : <https://www.theperformingartsalliance.org/issues/voter-voice/?vvsrsc=%2fcampaigns%2f72358%2frespond>

17:00:14 From Megan Pagado Wells : Thank you all!

17:00:21 From marianagarcia : Thank you, this was wonderful!

17:00:35 From Bill Bragin : Thanks to all the organisers. Would be great if someone could tease out all the questions and comments from the chat and turn into an article/web posting...

17:00:39 From shinman : Thank you all!

17:00:41 From shiracion : Heartfelt thanks! <3

17:00:49 From lisaschwartz : Thank you all so much

17:00:50 From smartin : @Bill we are going to do just that

17:00:52 From Laurel Canan : Thank you!!

17:01:04 From DEggers : Amazing gathering today. Thank you and blessings!

17:01:07 From Kevin Spencer : Thanks everyone for being with us today!

17:01:21 From noellerhodesscott : Thank you so much. I hope you will offer more of these. A great way to feel a part of a large community.

17:01:28 From Robyn Busch : Thanks so much for this, everyone. really great to see the field coming together like this. not sure why I was mateo mulcahy the whole time. but shout outs to him!

17:01:28 From Bill Bragin to smartin(Privately) : Rock on. Thanks!±

17:01:28 From Elaine H : Thanks for doing this.

17:01:34 From Jaymi : Thank you!

17:01:37 From Karen - Pasifika : Pls share group chat as well. With aloha..

17:01:38 From Gerri : Thank you for this informative session.

17:01:51 From jurbano : Does anyone want to create a Marketing subgroup to share ideas on how to keep us connected to our patrons beyond live streaming?

17:01:53 From eon : Big thanks and keep up all your vital work and yes arts are an so very important. Keep on!

17:01:57 From Sunny Liu : Thank you !

17:01:57 From rhiannongiddens : Peace and love!!!! stay strong - we got this!

17:02:01 From Calvin Patterson : Be blessed !!!

17:02:03 From craigknudsen : Will chat box replay be available?

17:02:10 From andrew : Thank you Kevin and all the Panelists!

17:02:10 From ayelet : thank you all! really interesting thoughts from everyone.

17:02:11 From Marissa @ AFTA : email me at artsu@artsusa.org

17:02:14 From Michael Frank : Thank you all for the links and information and care

17:02:14 From Monique LeBleu : Great panelists and moderating, thank you!

17:02:16 From craigknudsen : Thanks Kevin!

17:02:21 From smartin : @craig, yes it will

17:02:24 From Tamara Nadel : Thank you all! Stay safe and hang in there, everyone!

17:02:36 From Pam Burns : what is the website for tomorrow's conference?

17:02:37 From Owner : You guys did a fantastic job!! <3

17:02:58 From cherylewing : Excellent job to moderator and speakers!

17:03:11 From Lea Boyer : Thanks to this brilliant panel!!

17:03:21 From Marjani : Thank you everyone!

17:03:30 From Patricia Frischer : Mario's name was not on the list, what is his last name and organization? Please.

17:03:50 From Karen - Pasifika : Mario Garcia Durham, Pres & CEO, APAP