



**Artist Information Exchange Conference  
Humphrey's Half Moon Inn & Suites  
San Diego  
May 31-June 2, 2006**

Complimented by arching palms and gentle ponds are Humphrey's 182 beautifully appointed guest rooms and suites. Humphrey's is conveniently located of the many San Diego attractions such as Sea World, Balboa Park, the San Diego Zoo. The San Diego Airport is just 3 miles away. The hotel provides complimentary airport shuttle, and free parking as well as high speed wireless internet service.

It's a perfect location for the California Presenters annual conference, designed to inform and refresh those immersed in the presenting world. Mingle, plan and relax with colleagues new and old!

**Registration Form and Conference Schedule on Pages 7 & 8**



**c/o Ruth Rosenberg  
PO Box 19748  
Sacramento, CA 95819**



Canadian Consulate



Gallo Center for the Arts



# The California Presenter

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## President's Message from Brian McCurdy

It's hard to believe that the 2006 Artist's Information Exchange is only a few months away. This year's meeting, in beautiful San Diego, promises to have our highest attendance ever. You can check out the hotel at [www.halfmooninn.com](http://www.halfmooninn.com). The hotel will provide us with a beautiful southern California ocean-front setting, yet be an easy commute to downtown San Diego. This will be an ideal environment for us to build on our successes of the 2005 Artists Information Exchange.

While California Presenters offer many benefits to our members, the Artist Information Exchange is still the heart of member benefits. This is our opportunity to build on friendships developed at past meetings, meet new members, get the pulse of the field and hopefully leave with some stimulating new ideas.

I would hope that members who have attended for a number of years will go out of their way to make new members feel at home. It is easy to forget how intimidating it is at your first meeting.

California Presenters Board members are hard at work putting together, what I am confident to say, will be our best ever Artist Information Exchange.

Another strategic initiative of the Board is the "California Presenters Tour Support Grant Program". We are in the process of assembling a minimum of \$30,000 to support touring in California and to encourage coordinated booking by presenters within the state.

The objectives of this program are:

1. Stimulate the creation, production and touring of new work in the performing arts.
2. Foster collaboration between presenters in California and the western United States through block booking.
3. Increase access to high quality artists in culturally, economically or geographically underserved communities.
4. Increase community engagement between artists and communities through lecture demonstrations, master classes, and school educational activities involving students with the artists.

It is our current plan to have several options of productions available for support as part of the "California Presenters New Works" pitch session. We will then solicit feedback from members for the final selection of the production that will be eligible for support.

I hope to see you all at the Artist Information Exchange in San Diego. I also hope that you will feel free to speak to any member of the Board and provide feedback to your Board of Directors.

## Job Listing Sites

Association of Performing Arts Presenters

<http://www.artspresenters.org/networking/jobbank.cfm>

Western Arts Alliance

<http://www.westarts.org/jobs.html>

California Arts Council

<http://www.cac.ca.gov/?id=157>

Arts Northwest

<http://www.artsnw.org/NewJobOpps2004x.htm>

Western States Arts Federation

<https://artjob.com>

International Society for the Performing Arts Foundation

<http://www.ispa.org/jobs/index.html>

Southern Arts Federation

<http://www.artsopportunities.org/>

*Send your job listings to [admincoordinator@calpresenters.org](mailto:admincoordinator@calpresenters.org) and we'll post them in our email bulletins.*

### California Presenters

P.O. Box 19748  
Sacramento, CA 95819  
[www.calpresenters.org](http://www.calpresenters.org)

#### Board of Directors

Brian McCurdy, President  
Peter Lesnik, Vice President  
Bruce Labadie, Secretary/Treasurer  
Kevin O'Connor, Immediate Past President  
Dave Pier  
Kerstyn Olson  
Christian P. Wolf  
Paul King  
Leigh Ann Hahn  
Jeremy Ganter  
Laura Connelly

Ruth Rosenberg  
Administrative Coordinator  
[admincoordinator@calpresenters.org](mailto:admincoordinator@calpresenters.org)

#### Newsletter

Ruth Rosenberg, editor

#### Contributors

Robert Baird  
Paul King  
Brian McCurdy  
Ruth Rosenberg

## Transitions

**Christopher Beach** has joined the La Jolla Music Society as president and artistic director. Mr. Beach was previously the Director of The Performing Arts Center at Purchase College, NY. He succeeds Mary Lou Aleskie, who joined the International Festival of Arts and Ideas in New Haven, CT as its Executive Director in September 2005.

Joy Frieman, Chairman of the Board of La Jolla Music Society, said, "The Board of Directors was impressed by Mr. Beach's leadership skills, dedication to community, education and outreach, and strong commitment to artistic excellence as well as his compelling accomplishments at a presenting organization that is recognized both nationally and internationally. We are looking forward to working with him to further the mission and vision of La Jolla Music Society."

Since 1989, Christopher Beach guided The Performing Arts Center in Purchase, New York through 16 years of uninterrupted growth. He grew the budget during that time from \$1.2 million to \$5.2 million, and expanded The Center's season from 21 performances in 1989 to over 120 in the 2005 season. Under his leadership, The Performing Arts Center at Purchase College had grown from a local venue for primarily classical music to the largest professional performing arts series in the SUNY system.

**Judson Gregory**, the Stern Grove Festival's director of development, was named Interim Director while the board seeks a permanent executive director to replace Corrina Marshall, who resigned after five years.

Joining Stern Grove in 2004, Gregory previously held fundraising jobs at SFJAZZ, the San Francisco Opera and Symphony and other Bay Area organizations.

## It's not too late to renew your CP Membership!

If you haven't yet renewed your membership, don't delay. Your renewal will keep CP going and growing!

You can add your membership dues to your AIE registration, or submit it separately.

Questions about your membership? Email Ruth at [admincoordinator@calpresenters.org](mailto:admincoordinator@calpresenters.org).

## Affiliates Corner

This space is dedicated to the issues and concerns of California Presenter's affiliate membership: agents, managers and artists. We encourage topic suggestions and submissions. Email [admincoordinator@calpresenters.org](mailto:admincoordinator@calpresenters.org) to discuss a contribution to the next newsletter.

### Taking Advantage of the California-Canada Connection

by Robert Baird

California has a unique connection with Canada (more than one million Canadians live in the state) and California Presenters members in particular can take advantage of that connection to present Canadian artists in their performing arts series.

**Finding Artists:** One of the better ways to find Canadian artists is to attend an Arts Presenters convention and take in the showcases: National conferences are organized annually by CAPACOA ([www.capacoa.ca](http://www.capacoa.ca)) at various locations across Canada and by CINARS ([www.cinars.org](http://www.cinars.org)) in Montreal. Provincial Conferences held each year include Pacific Contact ([www.bctouring.org/pacific-contact](http://www.bctouring.org/pacific-contact)) held in the Spring, Ontario Contact ([www.ccio.on.ca](http://www.ccio.on.ca)) held in the fall and Contact East ([www.contacteast.ca](http://www.contacteast.ca)) held once every two years. Smaller conventions are held annually in Alberta ([www.artstouring.com](http://www.artstouring.com)), Manitoba ([www.communityarts.mb.ca](http://www.communityarts.mb.ca)) and Saskatchewan ([www.osac.sk.ca](http://www.osac.sk.ca)) as well.

In addition to these conventions, there are showcasing events for children's performers ([www.Arttarts.com](http://www.Arttarts.com)), folk singers ([www.ocff.ca](http://www.ocff.ca)) and college performers ([www.coca.org](http://www.coca.org)).

Finally, there are Canadian artists showcasing for festivals ([www.festivals-events-ont.com](http://www.festivals-events-ont.com)) and fairs ([www.ontariofairs.com/oaas](http://www.ontariofairs.com/oaas)).

Many of the above organizations create touring directories as well, both in print and/or online, and this is another excellent way to find out about Canadian artists.

Canadian artists performing popular music showcase at Canadian Music Week ([www.cmw.net](http://www.cmw.net)), North by Northeast ([www.nxne.com](http://www.nxne.com)) or the East Coast Music Association ([www.ecma.com](http://www.ecma.com)).

**Connecting with Agents:** Canadian Artist Management Agencies attend most, if not all, of the National and State conventions and can provide advice and assistance to Presenters looking for Canadian artists.

**Crossing the Border:** Despite close ties between the two countries, Canadian performers are considered aliens by the United States Citizenship and Immigration Services and as such are subject to the new cross-border regulations required today. The good news is that organizations like the Canadian National Office of the AFM assist

Canadian artists in processing the required paperwork to perform in the U.S. In general, crossing the border is becoming routine and document processing time is constantly improving. A good reference guide in this area can be found at Artists from Abroad ([www.artistsfromabroad.org](http://www.artistsfromabroad.org)).

**Government Support:** The Canadian government has many international programs in support of the arts through the Canada Council ([www.canadacouncil.ca](http://www.canadacouncil.ca)) and the Department of Foreign Affairs and International Trade ([www.dfait-maeci.gc.ca](http://www.dfait-maeci.gc.ca)), including travel and collaboration grants in all artistic disciplines. In addition, Canadian Consulates and Embassies can be quite helpful: California Presenters can take advantage of the Canadian Travel Scholarships arranged by Pam Johnson, indefatigable supporter of the arts in the Canadian Consulate General's office.

**Summary:** In short, California Presenters have easy access to a roster of world-class artists and the opportunity to enhance their programming options by taking advantage of the Canadian tradition of excellence in the arts. For your next season, think Canada.

*Robert Baird is an Affiliate Member of California Presenters and President of BAM! Baird Artists Management, Toronto, Ontario. This article is excerpted from "Doing Business With Canada". His website is [www.bairdartists.com](http://www.bairdartists.com).*

### California Presenters' Statement of Professional Ethics

- Professional ethics should be adhered to by member organizations and their representatives.
- Inherent in the relationship between presenters, artists, and artist management, which form the core professional activities in the presenting field, should be a commitment to honesty and integrity in the performance of one's professional duties.
- Members will conduct their professional activities in good faith.
- Members will not breach professional confidences.
- Members will not abuse their professional affiliation by seeking inappropriate benefits that result in personal gain.
- Members will not engage in or participate in activities where one has a real or perceived conflict of interest.
- Members will conduct their business within the letter and spirit of all applicable laws, and governmental and institutional regulations.

## California Presenters New Work

This new initiative, which premiered at the 2005 Artist Information Exchange conference as a pilot project, is a special opportunity to share the artistic vision of a new performance piece with members of California Presenters attending the 2006 AIE conference in a five-minute-pitch format.

The focus of the California Presenters New Work pitch is to be the new work and any collaboration involved in the project— not an opportunity to make the California Presenters members generally familiar with the company and the artist.

It is strongly recommended that the pitch be given by an artist involved in the project. The pitch can be a combination of text, audio and/or visual but should not include any performance aspect. There should not be any use of media quotes.

Following the pitch session, there will be an opportunity for the pitch participant/artist to mingle with the CP members.

New Work pitch applications are available on the California Presenters website, at [www.calpresenters.org/meetings](http://www.calpresenters.org/meetings). Instruction on where and how to submit applications are included in the application.

The deadline to apply is April 14 and applicants will be notified by April 28. Pitches will be presented on Thursday, June 1.

For more information, please contact Paul King at [pking@whitebird.org](mailto:pking@whitebird.org) or 503-245-1600, Ext. 203.



Humphrey's Half Moon Inn & Suites, our conference host hotel, offers a complimentary shuttle from the San Diego airport.

Upon your arrival, call the front desk at 619-224-3411, and you'll be instructed where to meet the shuttle. In a hurry? A cab can get you to the hotel in about 5 minutes! If you are driving, parking is free.

Wireless internet connection is available in all rooms and in the lobby.

Humphrey's Half Moon Inn & Suites  
2303 Shelter Island Dr  
San Diego, CA 92106  
(800) 542-7400

### Win an iPod! at the Conference!



There will be a drawing for a free iPod Nano following the final session of the Artists Information Exchange on Friday, June 2.

**Must be present to win!**

Thanks to USC for donating the iPod.

## 2006 Conference Scholarships Available

California Presenters is offering scholarships to its annual Artist Information Exchange conference, May 31-June 2, 2006. Scholarships of up to \$500 are available to presenting organizations who have never been California Presenter members, or have not been members in the past two years or longer; and to a 'next generation' staff member (age 35 or under and not an executive director) of a presenting organization that is a current California Presenter member.

Deadline to request a scholarship is April 5.

Email [admincoordinator@calpresenters.org](mailto:admincoordinator@calpresenters.org) for a scholarship request form or more information.

## Artist Information Exchange Sponsorship Opportunities

The annual Artist Information Exchange conference is an opportunity for presenters from California and the surrounding western states to network, plan, catch up on happenings in the field and to simply relax.

The three-day conference affords several sponsorship opportunities with promotional recognition. At press time, a few sponsorship opportunities are still available for the 2006 conference:

<b>Available Sponsorships</b>	<b>Cost</b>	<b>Sponsor</b>
Overall Conference Sponsor	\$5,000	Cerritos Center for the Performing Arts
Wednesday lunch	\$2,500	<i>available</i>
Afternoon break	\$500	<i>available</i>
Wednesday reception	At cost	<i>available</i>
Thursday Breakfast	\$1000	WESTAF
Thursday Lunch	\$2,500	Carpenter Center, Long Beach & Mondavi Center, UC Davis
Afternoon break	\$500	<i>available</i>
Thursday reception	At cost	Canadian Consulate
Friday breakfast	\$1000	Gallo Center for the Arts
Audio Visual equipment	In-kind	Cerritos Center for the Performing Arts

*Sponsors will be acknowledged with signage at the sponsored event.*

For more information, contact Peter Lesnik at [plesnik@csulb.edu](mailto:plesnik@csulb.edu).

# 2006 AIE Conference Schedule

## **WEDNESDAY, May 31**

- 11:00 am Registration
- 11:30 First-timers Orientation with Leigh Ann Hahn
- 12:00-1:00 Luncheon for Presenter Members
- 1:00-5:00 ARTIST INFORMATION EXCHANGE
- 1:00-2:30 AIE Discussion: Dance
- 2:30 Break
- 2:45-4:00 AIE Discussion: Theatre/Multi-disciplinary
- 4:00-5:00 AIE Discussion: Family Programming
- 5:00-6:00 Cocktail Reception
- Evening Events TBA

## **THURSDAY, June 1**

- 8:00 am Continental breakfast
- 8:30 Registration
- 9:00-10:00 AIE Discussion: Classical Music
- 9:00-11:30 Agents and Managers meeting
- 10:00 Break
- 10:15-11:30 AIE Discussion: Jazz Music
- 11:30-1:00 Luncheon
- 1:00-2:00 Keynote Speaker-TBA
- 2:00 CP Business Meeting
- 2:30-3:30 California Presenters New Works
- 3:30 Break
- 3:45-4:30 General Membership Session
- 5:00-8:00 Canadian Reception

## **FRIDAY, June 2**

- 8:00 am Continental breakfast
- 9:00-10:15 AIE Discussion: Pop/Cabaret
- 10:15-12:00 AIE Discussion: World Music & Dance
- 12:00 Raffle drawing—Win an iPod!!

*Schedule subject to change*

# 2006 Artist Information Exchange Registration Form

Name \_\_\_\_\_ Phone \_\_\_\_\_

Organization \_\_\_\_\_ Fax \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip + 4 \_\_\_\_\_

Email \_\_\_\_\_ Website \_\_\_\_\_

## REGISTRATION & HOTEL FEES

	Discount Registration By April 12	By April 28	At the Door	
Presenter Member, Full 3-day Registration (includes Hotel on 5/31 & 6/1)	\$495	\$550	n/a	\$
Presenter Member, Full 3-day Registration (no Hotel)	\$325	\$375	\$400	\$
Additional Staff, Same Presenter 3-day (no Hotel)	\$225	\$250	\$275	\$
Presenter Member One Day Pass (no Hotel) <i>(each individual may only purchase one one-day pass)</i> Date Attending: _____	\$150	\$150	\$150	\$
Artist/Manager Member One Day Pass - June 1 (no Hotel)* <i>(include additional \$50 membership if not current CP member)</i>	\$50	\$50	\$50	\$
California Presenters Annual Dues * <i>(2006 membership free for new presenter members with full registration)</i>				\$
<b>TOTAL</b> Make check made payable to <b>California Presenters.</b> <i>(Credit card payment is not available)</i>				\$

### \*California Presenters Annual Dues:

Presenters, Budgets > \$50K	\$150
Presenters, Budgets < 50K	\$100
Each additional person from Presenting organizations	\$100
Affiliates (Artists, Managers)	\$50

### Mail registration form and check to:

California Presenters  
c/o Ruth Rosenberg  
P.O. Box 19748  
Sacramento, CA 95819

**Credit card payment is not available.**

Questions? Contact Ruth at:  
(916) 455-6383  
admincoordinator@calpresenters.org

### CANCELLATION POLICY

Conference registration cancellation must occur before May 1, 2006. California Presenters will refund your registration fee minus a non-refundable administrative fee of \$50.00.  
**No refunds after May 1, 2006.**