



NEW MEMBER APPLICATION

Congratulations on taking this step, and ensuring that you will receive the many benefits available to APAP members - from year-round professional development opportunities, to 24/7 access to our 2,000+ members and 7,000+ artists.

I am a New Member I am a renewing Member

Section 1: Contact Information

Your application will not be processed unless this section is completed. Please list the information as you would like it to appear in the APAP Membership Directory.

Primary Contact (Full Name) _____ Title _____

Organization Name _____ Year Organization Founded _____

Executive Director, President or Senior Staff Person for your Organization (If Different) _____

Complete Street Address _____

City/State/Postal Code/Country _____

Phone _____ Fax _____

E-mail _____ Website _____

Your Management Level (choose the one that best matches your level)

- Administrative Director Senior Mgt (EVP/SVP/VP/Managing Director)
- Associate Manager Sole Proprietorship/Self-Employed
- Corporate Management (President/CEO/Owner/ED) Other _____

Your Role (choose the one that best matches your function)

- Administrative Support Education Operations
- Artist Finance/Accounting Production
- Audience Development Human Resources Programming
- Board Information Technology Senior Management
- Consulting Management Other _____
- Development Marketing Sales

I am authorized to give consent for my organization to receive faxes and e-mails sent by or on the behalf of the Association of Performing Arts Professionals. I understand that APAP reserves the right to publish certain information provided on this form. All data is reported in aggregate.

Signature _____

Section 2: Organizational Profile

Your application will not be processed unless this section is completed.

1. Organization Structure (check one)

- US Profit International Non-Profit International Sole Proprietorship US Sole Proprietorship
- US Non-Profit International Partnership US Partnership

2. Organization Type (choose the one that best matches your function)

- College/University Public Organization Foundation Funder
- College/University Private Non-profit Foundation Culturally Specific Organization
- Community College Domestic For-Profit Fair/Festival/Outdoor
- Government (National, State, Local) Volunteer Organization

3. Average number of paid staff over the past year

Full-time _____ Part-time _____

4. Annual Budget: \$ _____

Presenting Organizations: Annual Budget = Total Annual Operating Budget

Artists & Artist Managers/Agents: Annual Budget = Gross Annual Revenue from Touring, Producing and Commissioning

5. Which ONE best describes the area in which your organization is located?

- Urban Small City Suburban Rural

6. What best describes your organization's primary activity?

- | | | |
|---|---|---|
| <input type="checkbox"/> Artist / Agent / Manager <i>(circle one)</i> | <input type="checkbox"/> Trust / Foundation / Donor <i>(circle one)</i> | <input type="checkbox"/> Museum / Gallery / Library <i>(circle one)</i> |
| <input type="checkbox"/> Presenting Program | <input type="checkbox"/> Producer / Promoter <i>(circle one)</i> | <input type="checkbox"/> Academic Department Services |
| <input type="checkbox"/> Local, State or Federal Agency / Department / Commission <i>(circle one)</i> | <input type="checkbox"/> Vendor / Consultant <i>(circle one)</i> | <input type="checkbox"/> Other _____ |
| | <input type="checkbox"/> Performance Facility | |

If you present or produce the performing arts...

7. Provide your facility information *(check all that apply, and provide seating information for all selected)*:

- Traditional proscenium theater with fly space, seating: _____
- Traditional proscenium theater without fly space, seating: _____
- Proscenium theater convertible to thrust stage, seating: _____
- Thrust stage theater, seating: _____
- Arena stage theater, seating: _____
- Flexible "black box" theater, seating: _____
- Multi-purpose auditorium with fly space, seating: _____
- Multi-purpose auditorium with stage but no fly space, seating: _____
- Lecture hall with permanent stage, seating: _____
- Meeting or convention hall, sports arena with permanent stage, seating: _____
- Meeting or convention hall, sports arena without permanent stage, seating: _____
- Restaurant or nightclub with permanent stage, seating: _____
- Restaurant or nightclub without permanent stage, seating: _____
- Outdoor amphitheater or concert shell, seating: _____
- Outdoor bandstand, seating: _____
- Recital hall, seating: _____
- Other _____, seating: _____

If you perform, present or produce performing arts or represent artists...

8. Describe your most recently completed season by identifying disciplines presented, produced or represented.

DANCE *(check all that apply)*

- | | | |
|---|-----------------------------------|----------------------------------|
| <input type="checkbox"/> Ballet | <input type="checkbox"/> Flamenco | <input type="checkbox"/> Hip Hop |
| <input type="checkbox"/> Modern | <input type="checkbox"/> Jazz | <input type="checkbox"/> Other |
| <input type="checkbox"/> Folk and/or Traditional all Cultures | <input type="checkbox"/> Tap | _____ |

MUSIC *(check all that apply)*

- | | | |
|---|---|---|
| <input type="checkbox"/> Chamber Music <i>(one player to a part)</i> | <input type="checkbox"/> World Music | <input type="checkbox"/> Classical Western |
| <input type="checkbox"/> New Music | <input type="checkbox"/> Folk/traditional <i>(all cultures)</i> | <input type="checkbox"/> Opera |
| <input type="checkbox"/> Pop Music
<i>(includes Rock, Country, Lounge, DJ, Electronica, Hip Hop)</i> | <input type="checkbox"/> Concert band | <input type="checkbox"/> Symphonic Orchestral |
| | <input type="checkbox"/> Jazz | |

THEATER *(check all that apply)*

- | | | | |
|---|--|---|---|
| <input type="checkbox"/> Broadway | <input type="checkbox"/> Installation | <input type="checkbox"/> Mime or Mask | <input type="checkbox"/> One-Person Shows |
| <input type="checkbox"/> Hip hop Puppetry | <input type="checkbox"/> Spoken Word | <input type="checkbox"/> Storytelling | <input type="checkbox"/> Performance Art |
| <input type="checkbox"/> Young Audiences | <input type="checkbox"/> Experimental | <input type="checkbox"/> New Works | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Musical Theater | <input type="checkbox"/> Classical/western | <input type="checkbox"/> Folk/Traditional | |

OTHER LIVE PERFORMANCES *(check all that apply)*

- | | | | |
|---------------------------------|--------------------------------------|---|--|
| <input type="checkbox"/> Circus | <input type="checkbox"/> Attractions | <input type="checkbox"/> Family Programming | <input type="checkbox"/> Lectures/Speakers |
|---------------------------------|--------------------------------------|---|--|

Section 3: Membership Categories & Dues

Your application will not be processed unless this section is completed. Please review all descriptions and definitions carefully to determine which category best suits your organization. If you have questions about the member categories, please contact APAP.

You are considered a **PRESENTING ORGANIZATION MEMBER** if you are any of the following:

- a facility or program that presents artists and pays artist fees
- a facility or program wishing to find artists / agents / managers for performances in their space
- a producing organization whose primary interest is in finding touring artists to perform in their communities

Calculate your dues using two variables – the organization’s total budget and amount spent on artist fees paid.

Total Organization Operating Budget	% OF BUDGET SPENT ON AFP (ARTIST FEES PAID)		
	100-67%	66-34%	33-0%
\$99,999 and under	\$300	\$300	\$300
\$100K–\$199,999	\$325	\$375	\$400
\$200K–\$499,999	\$425	\$475	\$525
\$500K–\$999,999	\$550	\$650	\$775
\$1M–\$1,999,999	\$850	\$950	\$1,050
\$2M–\$5,999,999	\$1,150	\$1,250	\$1,375
\$6M–\$10,999,999	\$1,450	\$1,550	\$1,625
\$11M–\$25,999,999	\$1,675	\$1,775	\$1,875
\$26M–\$49,999,999	\$1,925	\$2,025	\$2,125
\$50M and over	\$2,250	\$2,350	\$2,475

DEFINITIONS

Total Organization Operating Budget: all expenses related to the annual operation of the organization, e.g. staff salaries, facility maintenance, marketing/publicity, artist fees paid, box office, fundraising, etc. Non-profit 501(c)(3) organizations, please use line 17 of the 990 tax form.

Artist Fees Paid: all fees associated with booking artists, e.g. per diem, housing, travel/lodging, visa, freight, taxes, etc.

Total budget: \$ _____

Budget Spent on AFP (artist fees paid): \$ _____

% of Budget Spent on AFP (artist fees paid): \$ _____

MY ANNUAL DUES ARE: \$ _____

You are considered an **ARTIST OR ARTIST MANAGER / AGENT MEMBER** if:

- you receive revenue from touring/performing
- you are a producing organization whose primary interest is in sending a production(s) on the road

Your dues are based on sliding scale; see formula below.

FY 09 ARTISTS/AGENTS/MGRS DUES	DUES
<\$19K	\$300
\$20K–\$39K	\$375
\$40K–\$99K	\$525
\$100K–\$199K	\$775
\$200K–\$399K	\$1,050
\$400K–\$1.1M	\$1,375
\$1.2M–\$2.1M	\$1,600
\$2.2M–\$5.1M	\$1,850
\$5.2M–\$9.9M	\$2,125
\$10M+	\$2,475

DEFINITIONS

Total Commissions from Touring, Producing and Commissioning: the total monies collected (gross) from all touring of artists, producing performances and commissions of new work.

Total Commissions from Touring, Producing and Commissioning: \$ _____

BASED ON THE AMOUNT ENTERED ABOVE, MY ANNUAL DUES ARE: \$ _____

You are considered a **SUPPORT ORGANIZATION MEMBER** if:

- you are a nonprofit organization that does not present performing arts or pay artist fees
- you are neither a presenter nor an artist manager, e.g. state arts agency, arts service organization, foundation, arts administration program, etc.

SUPPORT ORGANIZATION MEMBER DUES: \$475 / YEAR

You are considered a **VENDOR MEMBER** if:

- your primary purpose is to provide goods to artists and arts organizations
- you do not present or represent artists, attractions, films and/or lecturers

VENDOR MEMBER DUES: \$450 / YEAR

You are considered a **CONSULTANT MEMBER** if:

- your primary activity is to provide consulting services to artists and arts organizations
- you do not present or represent artists, attractions, films and/or lecturers

CONSULTANT MEMBER DUES: \$450 / YEAR

Section 4: Complete Your Application

Your application will not be processed unless this section is completed.

Annual Dues (as calculated in Section 3)\$ _____

International Members/Wire Transfer: please add \$30 to cover wire fees.\$ _____
Contact APAP for wire transfer instructions.

Charitable Donation to APAP:\$ _____

TOTAL\$ _____

Check enclosed (U.S. dollars only, please)

Please charge my

Visa MasterCard American Express

Name on Card

Card Number

Expiration Date

CVV Number*

For SIGNATURE LINE please see below Terms of Agreement

Please make sure that all parts of this application are completed and return it with your payment to: Fax # 202.833.1543 or Mail

APAP
1211 Connecticut Avenue, NW Suite 200
Washington, DC 20036

Membership Terms of Agreement

*I understand and agree to APAP's policy that **APAP membership dues are NON-REFUNDABLE and NON-TRANSFERABLE***

I understand and agree that APAP membership dues do NOT include or cover any costs associated with attending the APAP/INYC Conference. All APAP/INYC registration fees are separate and in addition to membership dues.

I understand and agree that, as the primary contact for this membership, I am the only staff person who can change/edit/add organizational information (address, name, staff list, artists roster, etc.).

I understand and agree that APAP policy stipulates that personal login/password information will only be given to the specific person themselves (via phone or email), and are never released to other staff or family members.

By checking this box, I agree to and confirm the above Membership Terms of Agreement.

Signature

Please note that any information not provided in full will cause delays in processing your application.

Memberships are not valid and will NOT be processed until this application is completed in its entirety, appropriate payment of dues is submitted and Terms of Agreement box is checked and member has signed.

* For Visa/MasterCard, the three-digit CW number is printed on the back of the card, in the signature panel, and appears immediately after the card's account number. For American Express, the four-digit CW number is printed on the front of the card, just above and to the right of the card's account number.