Mid Atlantic Tours
Program Guidelines 2027-2028

OVERVIEW

Mid Atlantic Tours (MAT) provides grants to nonprofit presenters based in the Mid Atlantic Arts grantmaking region that book artists from the annually curated MAT roster.

- **Touring period:** July 1, 2027 – June 30, 2028
- **Booking deadline** (offer letters submitted to tour agents): March 22, 2027
- **Grant notifications:** By June 30, 2027
- **Typical grant range:** $1,000–$6,000, up to 50% of the artist fee
- **Required:** Two engagements with the artist, one of which must include a performance
- **Ideal for:** Nonprofit presenters located in the Mid Atlantic Arts grantmaking region seeking to introduce Latin American artists to their communities, especially those with limited access to international performances

ACCESSIBILITY

This publication is available in accessible PDF and Word formats at www.midatlanticarts.org.

To request an accommodation related to the application, reach out to Andrew Alness-Olson, Program Director, International at andrew@midatlanticarts.org or call 410-539-6656 X 103.

ABOUT THE PROGRAM

- Presenters in the Mid Atlantic Arts funding region that book a Mid Atlantic Tours roster artist during the project period may receive up to 50% subsidy for the artist's compensation (fees, housing, per diem, travel), plus support for other eligible expenses.
- Presenters negotiate all terms directly with the roster artist's tour agent (dates, fees, activities).
- After terms are confirmed, the presenter submits a brief application to Mid Atlantic Arts to confirm program eligibility. Funding is first-come, first-served and is not competitively adjudicated. Final awards are determined by Mid Atlantic Arts staff in consultation with tour agents.

GRANT/APPLICATION TIMELINE

- Fall 2026: Roster artists announced.
- Fall 2026 – Spring 2027: Presenters should contact agents of artists they are interested in booking to express interest in joining the tour and negotiate dates, fee, and community engagement activity.
- March 22, 2027: The presenter submits by this deadline a signed offer letter (or fully executed contract) to the tour agent that meets these requirements in order to be considered for the grant. Tour agents share letters with Mid Atlantic Staff.
    - Presenters are encouraged to complete and submit the letter as early as possible. Funding is first-come, first-served and coordinated with the roster artist's tour agent.

- April 2027: Mid Atlantic Arts staff contact presenters that turned in offer letters, inviting them to fill out a short application in April to confirm grant eligibility.
- June 30, 2027: Grant award agreements are sent out to presenters.
- 30 Days After Engagement: Final Report are due to Mid Atlantic Arts.

PRESENTER ELIGIBILITY

To be eligible for a Mid Atlantic Tours grant award, presenters must:

- be based in Delaware, the District of Columbia, Maryland, New Jersey, New York, Pennsylvania, Puerto Rico, the U.S. Virgin Islands, Virginia, West Virginia, and the Native nations that share this geography
- be a 501(c)(3) nonprofit organization or be a unit of state or local government or Federally-recognized Indian tribal government
    - Units of state or local government must provide a document on official letterhead to confirm status as a government entity
    - Fiscal sponsorship is not permitted for this program
- have a SAM Unique Entity Identifier (UEI) at the time of application (April 2027)
- demonstrate organizational administrative capacity to complete all required project components in collaboration with the roster artist and their tour agent
    - Organizations without a history of engaging professional touring artists as an ongoing and/or significant part of their organization's activity will be asked to describe their plan for engaging with and presenting the artist within their existing staff structure
- be in good standing with Mid Atlantic Arts (no overdue or outstanding required reports and/or grant documents)

REQUIRED ENGAGEMENT ACTIVITIES

Mid Atlantic Tours-supported engagements must include **two distinct engagement activities** meeting the following requirements:

- Engagement 1: must be a public performance by a MAT roster artist (may be ticketed or free)
- Engagement 2: additional community engagement activity that builds appreciation for the performance or art form and provides the public with opportunities for direct interaction with the visiting artists
    - Examples: classes, lecture-demonstrations, educational performances, workshops, and pre- or post-performance discussions, among other possibilities, that involve the featured MAT roster artist(s)
    - Presenters must discuss the community engagement activity and the artist's involvement with the artist's booking agent and include these activities in their negotiations. Presenters will be required to provide details on community engagement plans before being confirmed for a grant award
    - Fundraisers (salaries or other costs for general fundraising activities or events, including those for donors, or that financially benefit the organization as a whole) are not considered an engagement activity and may not be supported by grant funds

GRANT AWARD DETAILS

Eligible presenters engaging a roster artist for at least two activities during the project period may receive:

- Artist compensation subsidy of up to 50% of the agreed upon compensation (including artistic salary/fees, housing, per diem and travel). Minimum request: $1,000 USD
- Other eligible expenses up to $2,000 USD to support direct project expenses including program staff salary, direct technical personnel fees, audience development and marketing, accessibility measures, equipment rental, artist travel/lodging, or public-health related costs for the engagement

Important Conditions:

- One presenter may receive a maximum of 2 grants from the Mid Atlantic Tours program this program year to present 2 roster artists
- The full grant award anticipated should be discussed between the presenter and the tour agent, including artist compensation subsidy and other eligible expenses. Most grants only include artist fee subsidy
- Mid Atlantic Arts relies on funding from the National Endowment for the Arts, the state art agencies in the region, and private contributions. Payment of Mid Atlantic Tours awards is contingent upon receipt of these funds
- Funding awarded by Mid Atlantic Arts is restricted to the specific, direct costs of the project as detailed in the Grant Award section above and may not be used for indirect costs.
- Fee subsidy is not guaranteed until confirmed by Mid Atlantic Arts. Final Grant Award Agreements will be distributed in June, 2027
- Any air travel directly paid by the presenter in whole or in part with this grant or the match must follow the provisions of the Fly America Act. Exceptions to the Fly America Act are outlined in the Grant Award Agreement

On occasion, additional grant funds may become available after the start of the Touring Period. If you have interest in a MAT roster artist but were unable to secure a date by the grant booking deadline, you are welcome to contact the roster artist booking contact to express interest or the Program Director to inquire about any remaining grant funds to support your engagement.

Mid Atlantic Arts is not a producer for supported tours and is not a party to the performance contract. All performance agreements and any disputes arising from them are solely between the artist/agent and the venue, and Mid Atlantic Arts assumes no responsibility or liability for such matters.

Match Requirement:

- Grant awards must be matched by the grantee on a 1:1 basis
- The match may not include Federal funds whether they are received directly from a Federal agency or indirectly, such as through a state agency or other entity
- The Mid Atlantic Arts grant and its match may not be used to match any other Federal funds

OFFER LETTER REQUIREMENTS

The offer letter between the presenter and roster artist/tour agent must include the following:

- Presenter name and contact information
- Roster artist name
- Details of two (minimum) engagement activities including date, time and location as known at the time of agreement

    - Engagement activities must take place during the Project Period: July 1, 2027 – June 30, 2028
- Negotiated artist compensation (including artistic salary/fees, housing, per diem and travel). May include language stating that the negotiated fee is pending funding from Mid Atlantic Arts.
- Recommended grant support amount, as negotiated with the artist's agent
- And we recommend that you create and include a mutual statement on accessibility planning for the engagement
    - This statement could be a one-line sentence that the presenter and the roster artist will collaborate to meet the Presenter's ADA requirements; however, Mid Atlantic Arts encourages presenters to think expansively about how the engagement will go beyond compliance to create access to the engagement activities for communities with disabilities (including audiences, artists and organizational staff as applicable.)

APPLICATION COMPONENTS

NARRATIVE

The Presenter must respond to the following Narrative questions when completing this application:

- Provide a description of planned community engagement activities (not to exceed 250 words), including number and type of activities, target audiences, and role of artist/ensemble. Please note, if the community engagement activities change in nature between now and the date of the engagement, grantees are responsible for contacting Mid Atlantic Arts for approval.
- What are the barriers of participation for your organization's audiences, artists, and staff, and how do you plan to address these barriers for this engagement?

BUDGET

The Presenter must submit a project budget that includes the negotiated artist compensation as described in the offer letter as well as the requested subsidy amount. Mid Atlantic Arts provides a budget template in the application. See "Grant Award Details" above for more information about eligible expenses and matching requirements.

FUNDING PRIORITIES

Final grant award distribution (up to 50% of the negotiated Artist Compensation, and no less than $1,000.00 USD) is determined by Mid Atlantic Arts staff in collaboration with tour agents, based on funding priorities outlined below:

- Geographic breadth for each tour: ensuring that funding dollars are spread to presenters across all states and jurisdictions in the mid-Atlantic region
- Small and mid-sized presenters
- Presenters serving rural communities
- Presenters whose engagement activities align with the roster artist's goals for their tour
- Presenters will be selected on the artistic excellence and merit of their proposed activity engagement as well as compelling outreach to their community

Any presenter who meets Mid Atlantic Tours' eligibility requirements is eligible to apply for presenter subsidy support from Mid Atlantic Tours. These funding priorities are in place to determine how Mid

Atlantic Arts and the roster artist's tour agent will prioritize funding, should there be more interest from presenting partners than can be accommodated at the maximum allowable amount.

AWARD APPROVAL, PAYMENT, AND FINAL REPORT

Official award documents will be distributed to presenters by June 30, 2027.

If awarded, 100% of the presenter grant will be released no later than 30 days prior to the first engagement activity, provided that the following items have been completed by the grant recipient:

- Review and execution of a grant award agreement
- Upload a copy of the counter-signed contract with the proposed artist in the Mid Atlantic Arts portal no later than 45 days prior to the first engagement activity

A final report for a funded project is to be completed and is due no later than 30 days after the conclusion of the final engagement activity. The final report, made available in the Mid Atlantic Arts portal at the time the grant is awarded, requires a brief description of the completed project along with an accounting of expenditures for the funded activities. Final report instructions are provided as part of the grant award documents.

QUESTIONS

For questions related to the Mid Atlantic Tours program, reach out to Andrew Alness Olson, Program Director, International at andrew@midatlanticarts.org or 410-539-6656 X 103.

Support for Mid Atlantic Tours is provided by the National Endowment for the Arts. Additional support for international roster artists is provided by Ibermúsicas.