OUR MISSION

To advance excellence in performing arts presenting in the West by connecting and serving members and the field at large.

OUR VALUES

*We envision a world where.* . .

Communities throughout the West believe the performing arts are essential to their daily life.
The arts celebrate humanity and engage people across cultural, social and economic orientations.
Artists and a vibrant touring network connect audiences and communities.
The field attracts, sustains, and advances a diverse cohort of professionals representing the full spectrum of the performing arts.
The West leads the way in innovation and creativity.

OUR VISION

WAA is an expansive community where members connect, build strong relationships, share, and develop ideas.
WAA strives to support and serve an educated and engaged field of artists, agents, managers, and presenters in the West.
WAA continuously adapts to changes and shifts in the field.
WAA values inclusion and promotes diversity of thought, expression and culture that is inherent in our world.
WAA embraces colleagues at every stage of their career.

THANK YOU

WAA FUNDEES

<table>
<thead>
<tr>
<th>Funders</th>
<th>Partners</th>
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<tbody>
<tr>
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<td>Miller Foundation</td>
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<td>Oregon Arts Commission</td>
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WAA PARTNERS

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<th>Partners</th>
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<tbody>
<tr>
<td>Arts Midwest</td>
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</table>
A LETTER FROM THE PRESIDENT

Dear WAA community,

What a year it has been.

As our field embarks on a journey towards rebuilding — audiences, rosters, relationships, opportunities — I hope you’re experiencing a sense of optimism and comradery as you think about the path ahead; please know that WAA is with you every step of the way.

With that said, the revival of our annual report — our first since 2010 — feels particularly appropriate as a means of reflection on the successes and lessons of the past year as we take this journey onward together.

So, what mark did we leave in FY2022? Amidst a time of great upheaval, I am proud that we were able to build our membership back to 75% of pre-pandemic levels. The significance of that cannot be overstated: members are the foundation of WAA. When our members thrive, we thrive, and we will continue unwaveringly to support our members and our field on the path to recovery.

We furthered our mission to advance excellence in the performing arts and create connection and opportunity for our community through existing programs such as Advancing Indigenous Performance (AIP) and Performing Arts Discovery (PAD); a new cohort of four artists joined our AIP Native Launchpad program, to receive comprehensive package of financial and career development benefits, and a cohort of 30 artists/ensembles received international virtual showcase opportunities through PAD.

We also entered into multi-year partnerships with Arts Midwest, Mid Atlantic Arts Foundation, New England Foundation for the Arts, and WESTAF for the AIP Touring Fund — a matching grant opportunity for presenters of Native performing artists, and we partnered with the Taiwan Academy in Los Angeles and the Taiwan Ministry of Culture to develop THE NEXT STAGE — a free professional development webinar series in response to COVID-19; the series brought in national and international arts leaders to share their perspectives and explore different approaches to navigating the pandemic.

We welcomed new staff members, Lucero Cortez – PAD Production Coordinator, and Lucy Taylor – Membership & Communications Manager; and we tiptoed back into the world of convening with a hybrid conference in Portland. You can learn more about these accomplishments in the pages to follow.

As in-person gathering becomes more feasible and comfortable, I could not be more excited for the opportunities to come, and as WAA’s leadership transitions to a new President and a new Executive Director, I know we are in the very best of hands. I can’t wait to see what the next year holds for WAA.
It’s been an honor to serve as your president; thank you. I look forward to seeing you in Seattle for WAA 2023. In the meantime, stay safe and be well. Onwards and upwards!

Sincerely,

Joe Mcllwain
WAA Board President, 2020 – 2022

DELIVERING ON OUR MISSION

Western Arts Alliance (WAA) is a membership association of touring and performing arts professionals engaged in promoting and presenting performing arts throughout the Western states and provinces. Serving members since 1967, our annual booking conference and year-round programs are essential for artists, artist managers, presenters, and other performing arts professionals in the West.

2021 ANNUAL CONFERENCE – PORTLAND, OR

WAA evolved the format of convening and expanded access to the conference. With an emphasis on re-connecting, the hybrid conference prioritized networking, discovery, and accessibility. Instead of an exhibit hall, the in-person conference featured open seating areas for attendees to meet, work and socialize.

The conference hosted 493 attendees, with 191 people attending in Portland and 302 joining virtually. The official showcase presented 14 artists, and 132 independent showcases were made available to watch on-demand. Altogether, 83% of all registrants accessed the online conference platform at some point before, during, and after the conference.

The 2021 conference was funded by WESTAF, and sponsored by 23 organizations in commitments ranging from $250 to $3,000.
ADVANCING INDIGENOUS PERFORMANCE (AIP)

WAA’s AIP program deepens support for Indigenous performing artists and touring networks in ways that are rooted in the shared values of openness, inclusion, equity, and generosity. The initiative aims to provide educational and career development resources for U.S.-based Native artists and presenters that will build audiences for Indigenous performing arts.

Native Launchpad, the cornerstone program of AIP, helps create opportunity and sustainability for Indigenous artists through financial support, strategic promotion, networking, and career development.

This year, we welcomed a new cohort of four Native Launchpad artists:

- Madeline Sayet
  Citizen of the Mohegan Tribe

- Charly Lowry
  Lumbee/Tuscarora

- Julia Keefe
  Nez Perce

- Elexa Dawson
  Citizen Potawatomi Nation

We also entered multi-year partnerships with four of the six Regional Arts Organizations (RAOs) to support the AIP Touring Fund — a program matching awards, of up to 50% of the artist fee, made to presenters of U.S.-based Indigenous performers who receive touring grants from their RAO. Our partners include Arts Midwest, Mid Atlantic Arts Foundation, New England Foundation for the Arts, and WESTAF.

Support for AIP is provided by the Andrew W Mellon Foundation, Doris Duke Charitable Foundation, the National Endowment for the Arts, and RAO’s. Learn more at www.westarts.org/aip
PERFORMING ARTS DISCOVERY (PAD)

The PAD program is an international showcase opportunity for performing artists based in the United States who are ready to tour internationally. This year, a cohort of 30 artists were selected to receive support from our expert video production team to create a professionally produced live performance video to be featured on a new online platform for international markets.

The PAD program is open to all U.S.-based performing artists with readiness to tour internationally, and encourages those who identify as Black, Indigenous, People of Color (BIPOC) and/or LGBTQ+ to apply.

Congratulations to the selected artists:

<table>
<thead>
<tr>
<th>Ananya Dance Theatre</th>
<th>Guy Mendilow Ensemble</th>
<th>Nai-Ni Chen Dance Company</th>
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<tr>
<td>ANIKAYA</td>
<td>Jalen Baker</td>
<td>Olivia Komahcheet</td>
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<td>Jamison Ross</td>
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<td>Boca Tuya</td>
<td>Kenny Endo</td>
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<td>Cary Morin</td>
<td>Las Cafeteras</td>
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<td>Revivals of Blackness</td>
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<td>Lee Boys</td>
<td>Staycee Pearl Dance Project &amp; Soy Sos</td>
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<td>Lone Piñon</td>
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<td>Michela Marino</td>
<td></td>
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<td></td>
<td>Mythili Prakash</td>
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Performing Arts Discovery is funded by the National Endowment for the Arts and managed by WAA on behalf of the six U.S. Regional Arts Organizations. Additional funding is provided through PAD’s participation in the International Trade Administration’s Market Development Cooperator Program. Learn more at www.westarts.org/pad
PROFESSIONAL DEVELOPMENT

In April 2021, WAA launched a free professional development webinar series in response to the COVID-19 pandemic called THE NEXT STAGE. Unfolding over a year, the series addressed essential issues in performing arts creation, presentation, and engagement in a profoundly changed world.

1: Creation in Isolation – Adversity Meets Innovation

Faroog Chaudhry
Akram Khan Company

Aditya Prakash
Aditya Prakash Ensemble

Cheng Tsung-lung
Cloud Gate Dance Theatre of Taiwan

Chris Lorway
Stanford Live

2: Extending our Reach: Performance in a Digital Age

Janet Cowperthwaite
Kronos Performing Arts Association

Ty Defoe
Interdisciplinary Artist

Leilehua Lanzlottti
Musician & Composer

Ting-Chun Lin
National Theatre & Concert Hall (Taipei)

Dr. Seth Parker Woods
University of Southern California | Cellist

3: Rethinking Residencies

Reneltta Arluk
BANFF Centre; Akpik Theatre

Erin Boberg Doughton
Portland Institute of Contemporary Art (PICA)

Tung-Yen CHOU
Very Theatre

Rosie Herrera
Rosie Herrera Dance Theatre

Jaciel Neri
Moving Borders; CAMP_IN

4: International Collaboration in a Global Pandemic

Alica Adams
The Kennedy Center

Kuen-Yean Hwang
Ju Percussion

Fabiloa Pazmino
Galapagos Music Conference

Cindy Hwang
InPulse Creatives

Austin Wang
Taipei Performing Arts Centre

5: Performance Beyond the Proscenium

Azul Amaral
Grand Performances

Erin Boberg Doughton
Portland Institute of Contemporary Art (PICA)

Wen Huang
HORSE

Christopher Roundtree
Wild Up

brooke smiley
Earth works and site-specific dance artist

6: Are We Post-Pandemic Yet?

Jill Barnes
The Washington Center for the Arts

Molly Clark
Cal Poly Arts

Robyn L. Williams
Portland’5

Antonio M. Gómez
Tacoma Arts Live

THE NEXT STAGE was sponsored by the Taiwan Academy in Los Angeles and the Taiwan Ministry of Culture in 2021. Learn more at www.westarts.org/the-next-stage
WAA AWARDS

WAA works to nurture and celebrate leadership; encourage best practices that stimulate the field; promote volunteerism and service to WAA; and strengthen and celebrate WAA as a community of peers and professionals. The WAA Awards celebrate and recognize members and organizations who have advanced the field and the association.

Three WAA Awards were presented at the 2021 Annual Membership Meeting on January 6, 2022.

2021 LEADERSHIP AWARD
Honoring extraordinary vision, distinguished leadership, and artistic achievement.

Matt McNally | Las Vegas-Clark County Library District

2021 MENTORING AWARD
Recognizing excellence in mentoring and a commitment to the professional advancement of the western performing arts community.

Heena Patel | MELA Arts Connect

2021 EMERITUS AWARD
Given to honor members upon their retirement for exemplary and extensive service both to WAA and the field.

Sandy Robertson | UCSB Arts and Lectures

Learn more at www.westarts.org/waa-awards
FINANCIAL HEALTH

WAA is on the path to recovery. Since the onset of the coronavirus pandemic in March 2020, our financial position has gotten stronger year by year.

RAINY DAY FUND

In August 2021, WAA received a $500,000 Economic Injury Disaster Loan (EIDL) from the Small Business Administration. The purpose of the loan is to serve as an emergency reserve fund and is large enough to sustain WAA as we rebuild our field and the organization. The terms of the loans are excellent: 2.75% over 30 years.

STATEMENT OF FINANCIAL POSITION

For the fiscal year ending June 30, 2022, WAA had $1,239,213 in cash and cash equivalents on hand with nearly $139,834 available for operations. Net assets are up 19% from June 30, 2021.

<table>
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<th>TOTAL</th>
<th>FY2022</th>
<th>FY2021</th>
<th>FY2020</th>
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STATEMENT OF ACTIVITIES

For the fiscal year ending June 30, 2022, total revenue was $953,692 and total expenses were $889,985 leaving WAA with a change of net assets of $63,707.

Grants made up over two-thirds of WAA income in support of programs such as Advancing Indigenous Performance (AIP) and Performing Arts Discovery (PAD) while membership and conference registration fees comprise just over a quarter of WAA income, which supports the conference and professional development.
MEMBERSHIP

Members are at the core of WAA, and the coronavirus pandemic had a devastating and unprecedented impact on WAA membership. In the years following the economic collapse of 2008, WAA membership dropped by 13%. Between 2019 and 2021, membership dropped by 53% to a historic low of 216 members.

The good news is that WAA membership is back up to 75% of pre-pandemic levels with 346 members. Between 2021 and 2022, we saw a 60% increase, due in large part to WAA’s temporary dues policy. This one-time initiative was designed to support the community through the pandemic, subsidizing over $28,000 in dues between December 2020 and September 2021.
OUR MEMBERS

As at June 30, 2022. Thank you for your continued commitment to WAA.

2Luck Concepts
Canaan, NY

4A ARTS AMERICAN ALLIANCE OF ARTISTS AND AUDIENCES
New York, NY

Abbay Church Events
Lacey, WA

Advancing Indigenous Performance
Portland, OR

Agence Station Bleue
Montreal, QC

Alaska State Council on the Arts
Anchorage, AK

Alberta Bair Theater
Billings, MT

Alkahest Artists & Attractions, Inc.
Chattanooga, TN

Alliance Artist Management
New York, NY

Alma Artist Booking & Management
Southfield, MI

AMAZ Entertainment
Mesa, AZ

Anchorage Concert Association
Anchorage, AK

Anne Leilehua Lanzilotti
Honolulu, HI

Arizona Arts Live
TUCSON, AZ

ARTCORE, Inc.
Casper, WY

Artes Latinas
Kellogg, IA

Artown
Reno, NV

ArtPower at UC San Diego
La Jolla, CA

Arts Commons
Calgary, AB

Arts Management Group, Inc.
New York, NY

Arts Midwest
Minneapolis, MN

Arts Northwest
Port Angeles, WA

Arts on Tour
Twin Falls, ID

Association of Performing Arts Professionals
Washington, DC

ASU GAMMAGE
Tempe, AZ

Avenel Performing Arts Center
Avenel, NJ

awesome company
New Orleans, LA

Bailiwick Booking Agency
Georgina, ON

Ballet West
Salt Lake City, UT

Bank of America Performing Arts Center - Thousand Oaks
Thousand Oaks, CA

Bard Arts Consulting
Portland, OR

Belsher Arts Management
Vancouver, BC
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<td>Herschel Freeman Agency LLC</td>
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<td>IMG Artists, LLC</td>
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<td>Ruth Mankin: Independent Contractor</td>
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International Society for the Performing Arts
New York, NY

Irvine Barclay Theatre
Irvine, CA

Japanese Arts Network
Lakewood, CO

Jazz at Lincoln Center
New York, NY

Jean Schreiber Management
West Hills, CA

Jennie Fahn
Los Angeles, CA

Jensen Artists
Beacon, NY

Joe Goode Performance Group
San Francisco, CA

Jonathan Wentworth Associates Ltd.
Hyattsville, MD

Julia Keefe
Brooklyn, NY

Kamstar Artist Management
San Francisco, CA

Kauffman Center for the Performing Arts
Kansas City, MO

Ken Waldman, Nomadic Productions
Anchorage, AK

Kirkland Performance Center
Kirkland, WA

Kirschner Creative Artists
Los Alamitos, CA

KMEntertainment
Deerfield Beach, FL

Knudsen Productions, LLC
Berkeley, CA

Koresh Dance Company
Philadelphia, PA

Kosson Talent
New Freedom, PA

La Mirada Theatre for the Performing Arts
La Mirada, CA

LA Phil
Los Angeles, CA

Laguna Beach Live!
Laguna Beach, CA

Lakewood Cultural Center
Lakewood, CO

Las Vegas-Clark County Library District
Las Vegas, NV

Latitude 45 Arts Promotion
Montreal, QC

Lethbridge ENMAX Centre
Lethbridge,

Letters Aloud
Shoreline, WA

Library of Congress
Washington, DC

Lisa Sapinkopf Artists
Emeryville, CA

Livermore Valley Performing Arts Center
Livermore, CA

LML Music Presents
Los Angeles, CA

Los Angeles Choreographers & Dancers/
Louise Reichlin & Dancers
Los Angeles, CA

Los Angeles County Department of Arts and Culture
Los Angeles, CA
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Santa Clarita, CA

SBL Entertainment Inc
Sacramento, CA

School of the Arts, University of Nevada, Reno
Reno, NV

Sciolino Artist Management
New York, NY

Seattle Theatre Group
Seattle, WA

Segerstrom Center for the Arts
Costa Mesa, CA

Selby Artists Management
New York, NY

Selby Cramer Artists, Inc.
Oakland, CA

SFJAZZ
San Francisco, CA

Sharing Spaces
Toronto, ON

Shaw Entertainment Group
Great Barrington, MA

Shelley Morningsong
Zuni, NM

Showstopper Entertainment
Sunnyside, NY

Shupp Artists Management, Inc.
Port Jefferson, NY

Skirball Cultural Center
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Skyline Music
Bethlehem, NH

Soka Performing Arts Center
Aliso Viejo, CA

South Arts
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Southwest Symphony, Inc.
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Sozo Artists, Inc.
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Spektrix
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SQUONK
Pittsburgh, PA

SRO Artists, Inc.
Middleton, WI

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State of the Art Agency
Encino, CA

State Street Ballet
Santa Barbara, CA

Strings Music Festival
Steamboat Springs, CO

Tacoma
Brant, AB

Tacoma Arts Live
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Taiwan Academy in Los Angeles
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Temecula Presents
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Tempe Center for the Arts
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ThatJassemWoman.com
West Hollywood, CA

The Booking Group
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The Broad Stage
Santa Monica, CA
The Center for the Arts  
Grass Valley, CA

The Gersh Agency  
Sherman Oaks, CA

The Kendra Kimbrough Dance Ensemble (KKDE)  
Oakland, CA

The Kurland Agency  
Boston, MA

The Lensic Performing Arts Center  
Santa Fe, NM

The Lincoln Center, City of Fort Collins  
Fort Collins, CO

The Living Earth Show  
San Francisco, CA

The McDades  
Edmonton, AB

The Morrison Center  
Boise, ID

The Muck  
Fullerton, CA

The Noorda at UVU  
Orem, UT

The Rodney Marsalis Philadelphia Big Brass  
Newtown Square, PA

The Roots Agency  
Westwood, NJ

The Soraya  
Northridge, CA

The Stander Group  
Sherman Oaks, CA

Thea Hopkins  
Somerville, MA

theater simple  
Seattle, WA

TheaterWorksUSA  
New York City, NY

Théâtre de l’Oeil  
Montréal, QC

Theatre Hombre Theatrical Marketing  
Pico Rivera, CA

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Los Angeles, CA

Third Coast Percussion  
Chicago, IL

Timothy White Eagle  
Seattle, WA

Torrance Cultural Arts Foundation  
Torrance, CA

Town of Parker Cultural Department  
Parker, CO

University of California, Santa Barbara  
Santa Barbara, CA

University of Hawaii at Hilo Performing Arts Center  
Hilo, HI

University of Hawaii Outreach College  
Honolulu, HI

University of Southern California  
Los Angeles, CA

Unlimited Myles  
Aberdeen, NJ

UNM Public Events/Popejoy Hall  
Albuquerque, NM

Urban Bush Women  
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UtahPresents/University of Utah  
Salt Lake City, UT

Versa-Style Dance Company  
Sun Valley, CA
Veterans Memorial Civic and Convention Center
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Vital Theatre Company
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Wachholz College Center - Flathead Valley Community College
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Wallis Annenberg Center for the Performing Arts
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Walrus Arts Management and Consulting, LLC
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Western States Arts Federation (WESTAF)
Denver, CO

White Bird
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Whitefish Theatre Company
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Whiteside Theatre
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Whittier College
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Wilson Center at Cape Fear Community College
Wilmington, NC

WOACA Live
Lewes, DE

Yavapai College Performance Arts Center
Prescott, AZ

Yerba Buena Gardens Festival (Yerba Buena Arts & Events)
San Francisco, CA

You Will Love it Live
Ottawa, ON

Young Concert Artists, Inc.
New York, NY

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Pamela Green
PMG Arts Management

Nadhi Thekkek
Nava Dance Theater

Dani Fecko
Fascinator Management

Rob Tocalino
Mondavi Center, UC Davis

David Mack
Joe Goode Performance Group

STAFF

WAA welcomed two new staff members in July 2021: Lucero Cortez, PAD Program Coordinator¹ and Lucy Taylor, Membership & Communications Manager. Welcome to WAA!

Ed Bourgeois
AIP Program Manager

Makaveli Gresham
Administrative Assistant

Lucy Taylor
Membership & Comm. Manager

Lucero Cortez
PAD Program Coordinator

Jennifer Stewart
Conference Manager

Tim Wilson
Executive Director

¹ Lucero transitioned to the full-time role of PAD Program Manager on July 1, 2022
# COMMITTEES | 2021 - 2022

## CONFERENCES
- Antonio Gómez*
- Delbert Anderson
- Lynn Fisher
- Jody Grant
- Brooke Horejsi
- Jennifer Johnson
- Jeevoo Kim
- Robin Pomerance
- Bernard Schmidt
- Justin Souza
- Karin Stein
- Tamica Washington-Miller
- Heather Wilton
- Ichun Yeh
- Robert Zucker

## EXECUTIVE
- Joe McIalwain*
- Antonio Gómez
- Cathy Weiss
- Eleanor Oldham
- Pamela Green

## GOVERNANCE
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- Dani Fecko
- Sandy Garcia
- Francine Sheffield
- Katherine Miller
- Rob Tocalino

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- Jennifer Johnson*
- Renelita Aroluk
- Kerr Clarke
- Col Cseke
- Josh Dalledonne
- Helen Moore-Parkhouse
- Christine Ofer
- Toyin Oladede
- Dylan Thomas-Bouchier

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- Rob Tocalino*
- Nadhi Thekknek*
- Meghan Bush
- Graham Cole
- James Fredrick
- Thia Knowlton
- Lindsay Kratz

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- Dani Fecko*
- Courtney Ozaki*

## PROFESSIONAL DEVELOPMENT
- Joseph Copley-Venturo Diaz*
- Cathy Weiss*
- Antonio Gómez
- Elissa Greene
- Christopher Nicholas
- Pablo Solis
- Marie-Reine Velez

## SHOWCASE
- Christian Wolf*
- Ronda Billerbeck
- Lauren Labadie
- Claudia Lavista
- John Luckacovic
- Ralph Remington
- Simon Shaw
- Heather Wilton

## ADVANCING INDIGENOUS PERFORMANCE
- Qacung Stephen Blanchett*
- Emily Johnson
- Ronie Penoi
- Quita Sullivan
- Tanaya Winder

## BLACK ARTS @ WAA
- Qacung Stephen Blanchett*
- Pamela Green*
- Sydney Rogers aka Miss Barbie-Q
- Dawn Gibson-Brehon
- David Mack
- Don Roth
- Terry Scott
- Anna Thompson
- Tamica Washington
- Kendra WhiClock Ingram

## CONEXIONES: LATINO ARTS @ WAA
- Antonio Gómez*
- Emerson Bran
- Heather Rigby
- Shane Cadman
- Armando Castellano
- Phil Esparza

## FINANCE
- Cathy Weiss*
- Joe McIalwain (Honorary)
- Pamela Green
- Jason Hodges
- Randall Vogel

## CODA
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- Julia Glove*
- Michael Blachly
- David Fischer
- John Haynes
- Irene Namkung
- Stephen Seifert
- Rena Shagan
- Martin Wollesen

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- Antonio Gómez
- Pamela Green
- Nadhi Thekkke
- Cathy Weiss
- Gail Boyd
- Joseph Copley
- Leiliehua Lanzlotti
- Martin Wollesen
- Aisha Ahmad-Post

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- Isaac Green
- Joe McIalwain
- Lindsey Nelson
- Doug Rankin
- Cathy Weiss*

## HYYPHEN+ASIAN
- Nadhi Thekkkek*

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- Anika Kwinana
- Jade Elyssa Cariaga
- Christine Bial
- Sage Crump
- Robin Busch
- Adrienne Petillo
- Cynthia Steele
QWAA
Joseph Copley*
David Mack*
Beatrice Thomas*
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David Holland
Elena Higgins
Tash Terry
Kristine Bretall
Sean Dorsey
estrellx supernova

Melecio Estrella
Jason Blackwell
Brent Belsher
Joe Pinzo

*Denotes committee chair