

New York 2020 ISPA Congress
PITCH NEW WORKS
APPLICATION GUIDELINES

OVERVIEW

Pitch New Works is a forum for creators and arts professionals to share and discover new performing arts projects. Ten applicants are selected to pitch their new work to more than 500 performing arts professionals from over 50 countries at an ISPA Congress. Participants have seven minutes to present their new work and three minutes to answer delegate questions, facilitated by the host. After the session, participants have the opportunity to interact with delegates during ProEx (Professional Exchange), ISPA's informal networking session where interested parties can inquire about providing project support, premiere dates, touring opportunities, etc.

Those interested in presenting a new project to an international delegation of performing arts industry professionals should consider Pitch New Works. Past participants have secured additional project support, representation, touring opportunities, performance engagements, international exposure, premiere locations, and more as a direct result of their presentations. Pitch New Works consists of three components:

Pitch New Works Session	Participants present their new work at ISPA's Pitch New Works session at the New York 2020 ISPA Congress.
ProEx (Professional Exchange)	Participants interact with congress delegates during ProEx, ISPA's informal networking session and marketplace, immediately following the Pitch New Works session.
Ongoing Project Visibility	Projects are promoted on the ISPA Pitch Project Directory, members-only newsletter, and social media platforms, well beyond the Pitch New Works session.

Program date:

2020 New York Congress Pitch New Works Date	January 15, 2020
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BENEFITS

Participants receive:

- Day Pass registration to the New York 2020 ISPA Congress for pitch presenter(s) (January 15, 2020)
- ProEx table priority placement
- Project feature on ISPA's Pitch Project Directory

ACCESS

For any questions pertaining to access needs and support, please contact Nora Fleury, Program and Advancement Lead, at nfleury@ispa.org or +1 (212) 206 8490 x201

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ELIGIBILITY

A proposed project must:

- Be in development with the premiere within the next two years; or
- Have recently premiered and has not yet toured outside its region of origin.

Additional considerations include:

- Generally, projects that premiered more than three years prior to the date of the Pitch New Works session will not be considered.
- Multidisciplinary and/or cross-cultural projects are particularly attractive to ISPA delegates, though all project types and applications will be considered.
- Submissions from the canon and/or remounts will be considered where there is evidence of a substantially new interpretation and a new production team.
- Previously accepted projects are not eligible to reapply unless there is evidence of a substantial revisiting.
- Generally, projects submitted more than 2 times prior will not be considered. Please contact Nora Fleury at nfleury@ispa.org before re-applying in this case.

Applicants do not need to be ISPA members. ISPA welcomes all eligible applications.

APPLICATION FEE

A non-refundable **50 USD** application fee is payable to ISPA upon submission of each application by non-members. ISPA-members receive a one-time application fee waiver. Only members wishing to submit more than one proposal are required to submit the 50 USD application fee per additional application. To submit your payment (when required):

1. Visit the ISPA website: <http://bit.ly/ny20pitchfee>
2. Select "Add Item" at the bottom right hand of the screen
3. Select "Checkout" at the bottom right hand of the screen
4. Complete the Recipient Information and select "Proceed to Confirmation"
5. Before the payment is finalized you will be asked to verify your information. Then click "Complete Order" to complete the checkout process
6. You will receive a confirmation message once your payment has been received
7. Please be prepared to submit the name and last 4 digits of the credit card used in the online application form to confirm payment.

APPLICATION PROCESS

To apply to Pitch New Works please complete and submit the online application form:

Pitch New Works Application Form | <http://bit.ly/ny20pitch>

Deadline | **Friday, September 13, 2019 at 17:00 EDT (New York)**

This deadline will not be extended and late submissions will not be reviewed. For submissions to be complete, materials and application fee (when required) must be received prior to the deadline.

Applications are reviewed and selected by a committee including ISPA staff and members. Applicants will be notified of the status of their application by **Friday, November 8, 2019**.

Submittable | When you access the application form, you will be prompted to sign in to a Submittable account:

Questions? Contact Nora Fleury, Program and Advancement Lead at nfleury@ispa.org or +1 (212) 206-8490 x201

- If you already have a Submittable account, click the *Have an account? Sign in* tab to sign in to your account.
- If you are new to Submittable and don't have an account, create a free account by filling out the *Create your account* form. Click the *Create Account and Continue* button to continue with your application process.

APPLICATION MATERIALS

Below are the main sections of the application form.

Project Contact | Applicants are asked to provide general contact information for a primary contact (point person for all communications) including name, organization, professional title, email, and address.

Project Information | Applicants are asked to provide general information about the project submission. Please be prepared to list the title of the new work/project, name of producing group/organization, major contributors, project country of origin, discipline, number of performers, length of piece, premiere date & location (if known), website (if applicable), seeking (commissioning funds, presenting opportunities, etc.), estimated performance fee, and commissioning fee/investment level (if applicable).

Pitch Presenter(s) Information | Applicants are asked to provide general contact information for proposed pitch presenter(s) (max 2) including, name, professional title, organization, and association with the project.

Project Materials | Applicants are asked to submit the following project materials:

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| Item 1 | Cover Letter from the project representative explaining interest in participating in Pitch New Works (max. 500 words). |
| Item 2 | Brief description of the work/project (max. 150 words). |
| Item 3 | List of project collaborators (including leading artistic, management, and producing personnel) (max. 250 words). |
| Item 4 | Project's general technical specifications and requirements (max. 250 words). |
| Item 5 | List of confirmed and/or proposed touring activity (if applicable) (max. 250 words). |
| Item 6 | Web address to video clip of the project (rehearsal footage, performance footage, etc.) (max. 5 minutes). <i>If no video footage is available, please consider providing an example of another work by the same artist.</i> |
| Item 7 | Additional supporting materials of your choice (press kit, images, etc.) (max. 3-pages). <i>Please upload as a PDF document.</i> |

Application Fee Payment | Applicants are asked to provide either (1) name and last 4 digits on credit card used to pay the 50 USD application fee or (2) the name of the ISPA member affiliated with the project to qualify for the one-time fee waiver

Save Draft | Application drafts may be saved and returned to at a later date by [login-in](#) to your Submittable account. Once logged-in, click the *Save Drafts* tab and click *Continue* next to the Pitch New Works Application Form draft. You'll be taken back to your saved draft, which you can then continue to fill out.

If you are already logged into your Submittable account and you return directly to the submission form, you will see your prior form field entries filled in if you previously entered data and clicked *Save Draft*.

Questions? Contact Nora Fleury, Program and Advancement Lead at nfleury@ispa.org or +1 (212) 206-8490 x201

Submit | Applicants may do a final review of the application. When satisfied, please complete the application by selecting *Apply*. Once submitted, you will be redirected to the ISPA website where you will receive an on screen message confirming receipt and well as an auto-generated email. If you do not receive the confirmation email, please contact Nora Fleury at nfleury@ispa.org or +1 (212) 206-8490 x201 to ensure the application was received.

HINTS TO PREPARE YOUR APPLICATION

In preparing your application, consider exploring ISPA's online Pitch Project Directory to view the past projects presented at New York and International Congresses. For examples of successful projects, we suggest viewing the following pitch projects presented at past congresses:

- [Dystopian Dream](#) (in development)
- [Death Become Life](#) (in development)
- [Treemonisha](#) (in development)
- [From Out A Darker Sea](#) (recently premiered)
- [POP-UP Duets](#) (recently premiered)

TERMS AND CONDITIONS

In the event your project is selected, you will agree to and give your consent to the following terms and conditions:

- The pitch presenter(s) outlined in the application must:
 - a. Attend a technical run-through lasting up to 2 hours, held at 8:00 am in the morning, immediately preceding the Pitch New Works session.
 - b. Participate in the Pitch New Works session (10:00am to 12:00pm) and ProEx (professional exchange) (12:00pm to 1:45pm) at the New York 2020 ISPA Congress on Wednesday, January 15, 2020 in New York.
- The pitch presentation may not include any live performance aspects and are to be at maximum seven minutes in length with no more than two pitch presenters.
- ISPA will not subsidize participation in, or travel to the pitch session.
- ISPA will provide the pitch presenter(s) with a complimentary Day Pass for the New York 2020 ISPA Congress on Wednesday, January 15, 2020 (excluding social event).
- Applicants will supply ISPA with a project video and/or image for promotion on the ISPA website.
- ISPA will advertise and publicize Pitch New Works and may record the pitch session for presentation on the ISPA website or for other non-commercial uses such as news, ISPA promotion, or archival documentation.
- ISPA has the right to obtain a sponsor(s) for this program, and to determine the appropriate credits to ISPA and the sponsor(s) in all marketing and public relations materials and programs.
- Selected projects will be promoted on the ISPA website.

THANK YOU! WE LOOK FORWARD TO RECEIVING YOUR APPLICATION
