



Instagram: [@nito_live](#)
Facebook: [@NitoLive.org](#)
Twitter: [@nito_live](#)

NITO NEWSLETTER – April 1, 2022

“To protect and empower the community of independent talent representatives, and the artists we serve.”

NITO has adopted the above as their updated mission statement, written by Board Member Michel Vega and approved by the Board of Directors. The organization was originally focused on survival and now it's important to grow and change and evolve to reflect our constituency, collectively. The mission statement will be the guiding principle of the organization and committee work moving forward.

NITO MEMBERSHIP MIXER - APRIL 8

The NITO board has renamed these bi-weekly events to more accurately reflect these calls, a casual, open discussion of current trends open to all dues-paying members. We encourage you all to join and share your thoughts, concerns, or questions with your fellow NITO Agents and Managers.

We also continue to welcome inquiries for individual mentoring with a board member if that can be of service to any of our members. Email: mentoring@nitolive.org

WHAT: An open discussion of international touring

WITH: NITO board members Ami Spishock of Fort William Artist Management and Dave Shapiro of Sound Talent Group

WHEN: Friday, April 8th, 10 AM PT, 1 PM ET

WHERE: Sign up for Zoom meeting [with this link](#)

NITO TOWN HALL RECAP

On Friday, March 25th, NITO held one of its four annual Town Hall meetings for all members. Below are the highlights of that meeting:

- NITO endorses the [Performing Arts Parity Tax](#) of 2021 which would raise

- NITO endorses the [Strengthening Arts Equity Tax](#) of 2021 which would raise the threshold for business expenses artists are able to write off on their taxes and would include agent and management commissions. Write to your legislators and ask them to support the bill [here](#).
- NITO supports New York State efforts by the [Music Workers Alliance](#) to have musicians qualify for Small Business Recovery Grants. Read more about the issue in [Billboard Magazine](#). New York Residents can write to their state elected officials offering their support [here](#).
- A public and open discussion on ticket fee and ticket fee transparency. This is an issue that NITO plans to address in the coming year and recommends all agents and managers ask for ticket fee transparency when negotiating deals and offers, suggesting they ask directly what the ticket fees will be on their shows. The fees negatively affect both the artist's potential bottom line and the perspective of the artist on behalf of the fan.
- There was an open discussion on the topic of international touring and the problems continuing to happen with travel restrictions, testing protocols and mandates changing week to week. Issues arise when members of touring parties test positive, who pays for quarantine, who pays for testing and who pays for travel expenses. Some managers and agents have had luck negotiating splitting costs with promoters. If you have had experiences navigating recent international touring, please share with the community at large at the next Membership Mixer on April 8th. A community sharing together helps us all navigate this new world better.

UPDATE FROM BOARD OF DIRECTORS

We, at NITO headquarters, have been moving along quite briskly; between the constant and ongoing committee and board of directors meetings, following up with the SBA regarding grant updates and information, the membership Zoom meetings (another one having just taken place last week) and the recent program of mentoring sessions (now planned to be renamed NITO Membership Mixers; better describing the nature and air of open discussion among members that we are attempting to foster) and the other initiatives we have recently taken on, we are staying extremely active. Together with our normal 'day jobs' and personal business responsibilities, there is always much to do and we are attempting to get it ALL done!

Through all this activity, we are hoping to continue to reach more and more members on an individual basis and to get everyone more fully engaged. The success of an organization depends on the commitment from and work by its members. To that end, we have spent a great deal of time discussing this and we have been working on some additional plans for heightening member engagement, all to be announced in the very near future.

If you have interest in getting directly involved, please check out the committee list on our website and volunteer. If there is some area of the business or a specific initiative that you feel we should consider getting involved with, please speak-up and contact us (email: info@nitolive.org or membership@nitolive.org or directly to one of the committee chairpersons or executive committee). Although we may not be able to take on every suggested initiative, we certainly would like to be aware of those that are important to our members and then make the best effort we can to complete the task.

We look forward to hearing from you.

I Intil next time stay safe out there

Until next time, stay safe out there.

Wayne Forte, Secretary

Thank you to [Bill Young Productions](#) and Paul Glace at [Phantasy Tour](#) who have been helping us immensely.

Membership Information and Questions – membership@nitolive.org
Mentoring Committee - mentoring@nitolive.org
Volunteering and Donations - volunteers@nitolive.org
Fundraising Committee - fundraising@nitolive.org
General Questions and to contact the Board of Directors - info@nitolive.org
Dues Payment Questions - accounting@nitolive.org
Touring / Live Streaming Committee - touringlivestreaming@nitolive.org
Newsletter Submissions - news@nitolive.org
SVOG Questions / Assistance - svog@nitolive.org



Copyright © 2021 National Independent Talent Organization, All rights reserved.
You are receiving this email because you opted in via our website.

Our mailing address is:
National Independent Talent Organization
209 Caledonia St Ste 2
Sausalito, CA 94965-2926

Update newsletter preferences via our membership portal:
members.nitolive.org