



POC PUGLIA 2007-2013
ACTIONS "DEVELOPMENT OF PERFORMING ARTS AND CULTURAL ACTIVITIES"
OPEN CALL for the submission of project proposals aimed at the definition of the PUGLIA
SOUNDS TOUR ITALIA 2022 PROGRAMME

1 - PREAMBLE

In order to lay down its own cultural development strategy and related actions intended to enhance, innovate and promote its entire cultural system through well-established action priorities, Regione Puglia (the Regional Government of Puglia) has developed a strategic plan of culture for Puglia 2017-2025, PIIL – *prodotto, identità, innovazione, impresa, lavoro* (product, identity, innovation, enterprise, work).

Now, in line with the content of the above strategic plan, Regione Puglia and TPP (Consorzio Teatro Pubblico Pugliese) collaborate in a view to enhancing, revamping and promoting the system of cultural events/activities and live shows with a special focus on the Puglia music system by providing music operators with the right tools to expand and qualify cultural demand while upgrading their own offer by improving their artistic and professional capacities, as well as their position and competitiveness on both the national and the international music scene. This set of activities is intended to promote the "cultural system" and hence the tangible and intangible heritage of Puglia.

Following the "Declaration of the State of Emergency arising from the health threat related to the onset of conditions caused by transmissible viral agents" issued by the Italian Council of Ministers and published on 31.01.2020, the Puglia Region has adopted a series of urgent measures to deal with the COVID-19 epidemiological emergency, including a Special Support Plan for Culture, called "CUSTODIAMO LA CULTURA IN PUGLIA". This Plan is specifically targeted to the following sectors: tourism, cultural and creative industries (CCIs), entertainment companies, filmmaking and audiovisual industries; "CUSTODIAMO LA CULTURA IN PUGLIA" (Cultural Heritage Stewardship), which is the result of a co-planning effort shared by the "Department of Tourism, Economy of Culture and Territorial Development" of the Puglia Region, Teatro Pubblico Pugliese (TPP) and the Apulia Film Commission Foundation (AFC), has included, among other things, the implementation of a series of specific actions by the two partners (TPP and AFC) of the Department of Tourism that share the objective of supporting the cultural and entertainment businesses and operators of Puglia (publishing houses and audiovisual companies included), as well as the businesses that operate in the sector of travelling shows and, more generally speaking, the entire Cultural and

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Entertainment System of Puglia, including the businesses having community development and enhancement as their mission.

These actions are funded by POC Puglia 2007-2013. ACTIONS "DEVELOPMENT OF PERFORMING ARTS AND CULTURAL ACTIVITIES within the Puglia Sounds program, the program of the Puglia Region for the development of the regional music system, a set of actions have been defined, including the line of action Puglia Sounds Plus, which are aimed at continuing the actions to support the growth, the consolidation and the distribution of the music offer, as well as to support the growth of music business providing these latter with all a series of tools, including economic instruments, management procedures, know-how, relationships and experiences that are fundamental to strengthen the capacity of the "Sistema Musicale Puglia" to operate in domestic and foreign markets, as well as to consolidate its competitiveness, even at this time of global crisis of the system as a whole.

The Puglia Sounds program, entirely focused on the development of the Puglia music system intends to design and deploy projects that involve the entire music chain (from artists/performers to music managers/publisher, to booking agencies, to publishers, to labels, to distribution, to communication, and music consumption) through the action "Programming TOUR ITALIA 2022" a which is intended to support and promote the sector of live shows throughout Italy, excluding Puglia, by promoting a qualified and sustainable, green and accessible music offer.

2 – SCOPE AND OBJECTIVES

By the present Call, Puglia Sounds–TPP, in line with what specified above, intend to intend to carry out a **survey of live music projects with an artistic-cultural nature and projects of multidisciplinary artistic-cultural live shows** having live music as the main artistic language to be staged throughout Italy, excluding Puglia, in order to promote and enhance the role of Puglia in the national and international tourist and cultural landscape, adding new dates to the national calendar of artistic and cultural events.

The projects submitted must be realized in Puglia in the period between April 19, 2022 and July 31, 2022.

The projects submitted and assessed to be eligible will be included in the "parco progetti" ("folder of artistic-cultural music projects"), on which an *ad hoc* appointed Jury of experts will draw to plan the "PUGLIA SOUNDS TOUR ITALIA 2022" calendar of live music events be staged throughout Italy, excluding Puglia, in the period between April 19, 2022 and July 31, 2022.



3 - ELIGIBILITY OF PROJECTS

Proposals of projects to be staged throughout Italy, excluding Puglia, either as original live music shows, or multidisciplinary shows (with live music as their main artistic language) are eligible under the present Call provided that *they are meant to promote Puglia music systems.*

The project proposals will be defined "YOUNG" when the artist/group involved has worked more than 30 national and international dates in the four-year period 2018-2021, while proposals involving artists/groups that have worked more than 30 national or international dates in the four-year period 2018-2021 will be defined "SENIOR".

The YOUNG project proposals must provide for programming music live music shows or multidisciplinary shows with live music as their main language by the same artist/group **on the national territory**, to be held for a **minimum number of 2 dates and a total of at least 2 concerts in 2 different venues, in at least 2 regions, excluding Puglia**, in the period from April 19th 2022 to July 31st 2022.

The SENIOR project proposals must provide for programming music live music shows or multidisciplinary shows with live music as their main language by the same artist/group **on the national territory**, to be held for a **minimum number of 5 dates and a total of at least 5 concerts in 5 different venues, in at least 2 regions, excluding Puglia**, in the period from April 19th 2022 to July 31st 2022.

Each Applicant is allowed to submit one only project proposal related to a given artist/band for each of the deadlines indicated in Section 5 below.

Should more than one proposal related to the same artist/band be submitted (even by different Applicants), only the first, on a first-come, first-served basis, will be admitted to the present selection process.

The artists involved in project proposals assessed as ineligible may be included in project proposals to be submitted for other deadlines.

Each Applicant may submit a maximum of 2 project proposals for each of the deadlines indicated in Section 5 below. Should more than one project proposal be received within the same deadline,



only the first two, on a first-come, first-served basis, will be admitted to this selection process.

Concerts in Italy scheduled as part of initiatives for which Puglia Sounds-TTP has entered into specific promotion and/or programming agreements with the organizers of the same, cannot be included in the project proposals submitted as part of the present Call.

4 - ELIGIBILITY OF APPLICANTS

Live music projects with an artistic-cultural nature or projects of multidisciplinary artistic-cultural live shows having live music as the main artistic language, to be staged throughout Italy, excluding Puglia, can be submitted by producers and/or distributors and/or organizers of artistic live shows operating in Italy or abroad with any kind of legal status, provided that they meet the following requirements:

1. holding a VAT number, ATECO/NACE Code 90.01.09 or 90.02.0959;
2. complying with current labour legislation and collective labour contracts in force in the country of origin of the Applicant;
3. having no arrears in the payment of social security contributions to National Social Security;
4. not having pending disputes with social security and welfare institutions and/or executive measures or actions pending before the Judicial Authority and/or administrative proceedings connected with revocations for charges of embezzlement.

Failure to meet just one of these requirements will result in exclusion of the project from the selection process.

5 - PROJECT PROPOSAL SUBMISSION TERMS AND CONDITIONS

The Applicants specified in Section 4 shall submit their project proposals by sending them **only and exclusively** from a certified e-mail account (PEC in Italian) to the address pugliasounds.touritalia@pec.it with "**ISTANZA DI PARTECIPAZIONE Puglia Sounds TOUR ITALIA 2022 - and indication of the deadline and of the name the Applicant**" in the Subject line, by the following deadlines:



- by 13:00 on Wednesday 30 March 2022 for the programming period from 19 April 2022 to 31 July 2022;
- by 13:00 on Wednesday 11 May 2022 for the programming period from 1 June 2022 to 31 July 2022;

The Project Proposal must be submitted as follows:

- by exclusively completing the attached Forms in all of their sections, complying with the number of characters indicated and in any case without attaching any extra documents when not expressly requested. Forms must be sent in PDF format;
- **in order not to be excluded from the selection process**, the Project Proposal must be signed by the Legal representative of the Applicant.

Moreover, **in order not to be excluded from the selection process**, the Project Proposal must also contain the following:

1. **self-certification** (non attested affidavit) in place of an attested affidavit, submitted by completing Form 1 hereto;
2. **official certificate of VAT registered details of the Applicant and/or an updated copy of the Chamber of Commerce company registration report including the Applicant's con codice ATECO 90.01 or 90.02 for Italian Applicants, or equivalent documentation for Applicants based abroad**;
3. **copy of a currently valid identity document** of the Legal Representative of the Applicant;
4. **PROJECT** aimed to promote the entire music scene of Puglia;
5. **pre-contractual agreement or commitment letter by the organizer** containing the following details:
 - a. title of the Project,
 - b. date of the show;
 - c. venue of the show, with indication of venue capacity and mode of access for the public (free admission or tickets, ticket price);
 - d. (d) whether the cost of travels is borne by the organizer or the artist/band;
 - e. (e) whether accommodation costs are borne by the organizer or the artist/band;
 - f. (f) whether technical production is paid for by the organizer or the artist/band;
 - g. (g) whether a fee is paid to the artist/band.

Please note that the term "organizer" means the person responsible for the programming/scheduling of the venues where the project submitted by the Applicant will be staged, or a company other than the Applicant that is in charge of organizing the project submitted by the Applicant.

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6. **Link to the music or multidisciplinary project** containing at least one track or one video of the artist/band proposed.

Please note that the link must be indicated in the message sent via the certified email by which the application is submitted.

Please note that for Italian Applicants TPP/Puglia Sounds shall proceed to direct checks of compliance with payment of social security contributions.

Puglia Sounds-TPP reserves the right to request the original documents attesting to the truthfulness of data and information contained in the Project Proposal, and also to discontinue examination of the application until expiry of the time allowed to the Applicant for presentation of the original documents requested. If the documents are not presented before this deadline, the Project Proposal will be automatically excluded from the selection process. Puglia Sounds-TPP reserve the right to carry out verification, including test-checks, in order to ascertain the truthfulness of the statements signed by the Applicants.

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6 – AVAILABLE RESOURCES

Within the resources made available for the implementation of the action POC PUGLIA 2007-2013. ACTIONS "DEVELOPMENT OF PERFORMING ARTS AND CULTURAL ACTIVITIES" a total budget of € 80,000 (VAT included) has been allocated to "Puglia Sounds Tour Italia 2022".

Throughout the entire programming period a total of at least 8 actions to promote "YOUNG" projects, and 7 actions to promote "SENIOR" projects have been envisaged, provided that they meet the requirements hereunder. To this end, Applicants are invited to submit "YOUNG" Project



Proposals each amounting (not exceeding) to an indicative limit value of 2.500,00, and "SENIOR" Project Proposals each amounting (not exceeding) to an indicative limit value of € 6.000,00.

Puglia Sounds-TPP reserve the right to change the number of the YOUNG and SENIOR Projects to be programmed on the basis of the proposals submitted.

Puglia Sound-TPP reserve the right to acquire, even partially, the project proposals submitted by including them in the programme defined by the Jury or not use the entire budget allocated should not a sufficient number of projects be positively evaluated to exhaust all the resources available.

By the same token, TPP reserve the right to supplement the budget made available under the present Call for programming "Puglia Sounds Tour Italia 2020/2021" with other funds, should further resources become available.

Should the same artistic project be submitted, also by different Applicants, to more than one Call among Puglia Sounds Producers, Puglia Sounds Record and Puglia Sounds Export, TPP-Puglia Sounds shall pay a total consideration -for the creation, promotion, record production, distribution and programming of the project in question- of a maximum of € 15,000.

7 – ELIGIBILITY CHECK

The eligibility of the proposals submitted will be checked in terms of the following:

- legal and formal compliance;
- compliance with submission deadlines;
- compliance with the requirements set out in the call for proposals relating to the Applicant and the proposed project;
- completeness of documentation;

Eligible projects will be included in the "projects folder" under two separate project categories: YOUNG and SENIOR.

It remains understood that the inclusion of a project in the "projects folder" does not entail any obligation on the part of Puglia Sounds-TPP to acquiring/programming the project in question.



8 - ASSESSMENT AND IMPLEMENTATION OF "PUGLIA SOUNDS TOUR ITALIA 2022" PROGRAMMING

A Jury appointed by Puglia Sounds-TPP will be tasked with making a selection of the Project Proposals included in the two categories of project folder "Puglia Sounds Tour Italia 2020/2021" and defining the "Puglia Sounds Tour Italia 2020/2021" Program on the basis of the evaluation criteria listed below. It remains understood that only projects with a score of at least 12 points for each of the following criteria shall be admitted:

- 1) **QUALITY OF THE ACTIVITIES CARRIED OUT IN THE 2018-2021 PERIOD BY THE APPLICANT** (with special reference to management and booking activities in Italy and abroad)
- 2) **QUALITY OF THE WORK OF ARTIST/BAND IN THE 2018-2021 PERIOD AND QUALITY OF THE PROJECT PROPOSED** aimed at promoting the Puglia music system (with a description of national and international experiences in terms of their scheduling to collect information to be used to define the proposal as "YOUNG", or "SENIOR", with reference to possible record distributions and with a description of the project proposed)
- 3) **COMMUNICATION PLAN;**
- 4) **ORGANIZATION OF THE PROJECT** (assessment of the venue, of the organization of the tour, as well as of the financial sustainability of the project)

Each one of these criteria will be given a 0-to-20 score.

The score shall be attributed in terms of compliance with the following parameters on the basis of a qualitative judgement indisputably expressed by the Jury with a specific reference to the level of fulfilment of the objectives hereunder. The "non-evaluable" score will be given to the Projects Proposals that are in no way in line with the objectives hereunder :

20 excellent
18 very good
16 good
14 fairly good
12 sufficient
6 insufficient
0 non-evaluable

Any assessments made by other Commissions appointed by TPP/Puglia Sounds for other calls



and/or public notices published previously will have no impact on the evaluation process of the present call

The Jury shall reserve the right to ask the Applicant to make some modifications to the project proposed to favour the fulfilment of the objectives to be pursued. Should the Projects consist of more than 2 dates/concerts for “YOUNG” project proposals, more than 5 dates/concerts for “SENIOR” project proposals, the Jury shall reserve the right to include in the programming only part of the dates proposed with a minimum of 2 dates/concerts for “YOUNG” project proposals, and 5 dates/concerts for “SENIOR” project proposals.

9 – IMPLEMENTATION OF “YOUNG” and “SENIOR” PROJECTS PROGRAMMING

The Applicants, whose “YOUNG” or “SENIOR” Project Proposals will be included, also in part, in the programming of artistic-cultural music live shows of Puglia Sounds-TPP, shall be invited to subscribe to a Contract whereby they undertake:

- 1) to fully implement the activities as under the project proposed also in terms of compliance with the anti Covid standards in force;
- 2) to guarantee the fulfillment of all the administrative and organizational formalities for the organization of the Puglia Sounds – TPP concerts as envisaged in the project;
- 3) to communicate by means of a certified e-mail **to pugliasounds.touritalia@pec.it**, no later than 15 days before the start date of the programming, any possible variation with respect to the data included in the project submitted.;

The variations allowed are as follows:

- a) date of the show, provided that the new date falls within the period indicated by the present Call;
- b) venue of the show;
- c) names of the members of the bands included in the lineup indicated in the Application Form. No changes regarding the main artist are allowed;

The variations proposed will be subject to a qualitative and quantitative assessment by Puglia Sounds-TPP. Puglia Sounds-TPP is hereby allowed to either i) reduce the established amount of money or ii) terminate the contract if the variation in question results in a lower quality of the show compared to the one proposed in the project



- 4) to give **prior and immediate written notice of any event or difficulty hindering** the realization of the concerts covered by the Contract with Puglia Sounds-TPP; such communication must be sent on a date prior to the date of the show, by e-mail to the address pugliasounds.touritalia@pec.it;
- 5) to send to certified email address pugliasounds.touritalia@pec.it, 15 days before the show, in order to allow for an adequate communication of the project, the "Form 3" filled in all its parts, and n.2 high-resolution 300 dpi photos, one vertical and one horizontal, of the artist/band that will be performing;
- 6) to display on both on-line and/or off-line communication and promotional materials to be used in the programming hereunder the sentence "Programmazione Puglia Sounds TOUR ITALIA 2022" and print the mandatory symbols and labels of the Action mentioned in the "PREAMBLE" hereto, using only the brands and the guidelines on their use provided by the Puglia Sounds - TPP Communication Office for use hereunder (brands of Puglia Sounds, European Union, Regione Puglia - Regional Ministry of Tourist and Cultural Industry, Teatro Pubblico Pugliese "CUSTODIAMO LA CULTURA IN PUGLIA", accompanied by the wording "OPERAZIONE FINANZIATA A VALERE SUL POC PUGLIA 2007-2013 - "ACTION FUNDED BY POC PUGLIA 2007-2013 DEVELOPMENT OF PERFORMING ARTS AND CULTURAL ACTIVITIES";
- 7) the communication material produced must be shared with the Puglia Sounds Communication Office at paola.troia@pugliasounds.it, 15 days before the date of the show, so as to provide adequate visibility of the project on the Puglia Sounds channels;
- 8) to use the hashtags #WeAreinPuglia, #PugliaSoundsPlus, in the communication on the social media related to project proposed;
- 9) to produce photo/video materials of the event (n.4 high-resolution photos, 2 horizontal and 2 vertical, and a maximum 45-second footage), to be sent to the Communication Office the day after the event as evidence that the event actually took place;
- 10) to include in the media communications and press releases (press, radio, television and the web) regarding the project proposed, the wording "Programmazione Puglia Sounds Tour Italia 2022" accompanied by "**REGIONE PUGLIA - FSC 2014/2020 - Patto per la Puglia - Investiamo nel vostro futuro**". **Before being sent to the media, said communications and materials must be agreed upon with the Puglia Sounds Press Office** and then be sent to the e-mail address luciano.rutigliano@pugliasounds.it;
- 11) setting up of a press office and/or social media management services and/or Digital Strategy services, aimed at providing maximum visibility and promote the project hereunder on the media and social networks (compulsory for "SENIOR" projects, and optional for "YOUNG"



projects).

Partial or complete failure by the Applicant to fulfill one or more of the obligations indicated above will at any time result in either a reduction in the amount of consideration or termination of the contract subscribed to with Puglia Sounds-TTP.

Total failure to fulfil the obligations of the Applicant under the above contract will result in the termination of the contract and the obligation of the Applicant to return any advance payment received. This obligation to return any advance payment shall also apply in case of partial failure to fulfil contract obligations, should the final payment be lower than the advance payment received, following the evaluation by TPP/Puglia Sounds of the obligations actually fulfilled.

10 – PAYMENT MODALITIES

The consideration established in the contract will be paid within 30 days from the date of the relevant electronic invoice (or paper invoice for Applicants exempt from electronic invoicing), to **Teatro Pubblico Pugliese - Consorzio per le Arti e la Cultura** - Via Imbriani n. 67 - 70121 Bari - C.F. and P.I. 01071540726 with the wording "**Programmazione PUGLIA SOUNDS TOUR ITALIA 2022** followed by the indication of the artists, dates and venue.

Please note that the invoice must be submitted only upon completion of the activities related to the project proposed, and **after TPP/Puglia Sounds have checked the completeness, correctness and regularity of the submission, by sending, within and not later than 15 days from the end of the programming of the tour covered by the Contract in question, the following documentation to pugliasounds.touritalia@pec.it:**

- a) **Form related to the request of Payment;**
- b) **self-certification (non attested affidavit) in place of an attested affidavit (Form 1)**
- c) **Ex_Enpals (Department of Social Security for Artists)/forms A1 Certificates** for all the dates of the project, or in case of exemption, self-certification of the exemption signed by the artists/technicians in question. Said certificates must be submitted for all the members of the technical and artistic staff involved on the dates of the project proposed;
- d) **Traceability of Payments Form (Form 2)**
- e) **Statements certifying that the music show/concert has taken place, subscribed to by promoters or**

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festivals or clubs or halls/venues where the show/concert has been hosted abroad with a clear indication of **dates and venues, number of spectators/concertgoers and takings. These statements will be admitted only if duly signed and dated and written on headed paper**

f) Applicants are required to send to the Puglia Sounds Headquarters, Via Matteo Imbriani, 67 – 70121 Bari, the following material on a **USB Flash Drive**:

- photo/video materials of the event (n.1 photo and a maximum 45-second footage), certifying that the show/event in question has been held on each of the dates indicated;
- screenshots of online communication campaign(s) via social media, file extensions (Pdf, Jpg, etc..) of any communication material produced;
- photos of any billboard ads;
- communication material produced, *screenshots* of online communication campaign(s) via social networks and media
- press reviews and/or documents certifying social media management activities and/or Digital Strategy service (if any, optional in the case of 'YOUNG' projects, and mandatory in the case of 'SENIOR' projects).

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f) statements certifying that the music show/concert has taken place, subscribed to by promoters or festivals or clubs or halls/venues where the show/concert has been hosted with clear indication of **dates and venues, number of spectators/concertgoers and of the measures adopted to make the event more environmentally friendly. Said statements will be admitted only if duly signed and dated** and drawn up on official headed paper.

Applicants are requested to send to the Puglia Sounds headquarters at Via Matteo Imbriani, 67 - 70121 Bari:

- a) n. 3 copies of the offline communication material (if any)

Puglia Sounds – TPP reserves the right to suspend the payment and to carry out verifications, including test-checks, to ascertain:

- the authenticity of the documents presented,
- the truthfulness of the statements submitted by the Applicant;

The following Recipient code M5UXCR1 and certified mail address **pugliasounds.touritalia@pec.it** must be used for the issuing of the electronic invoice.

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Should the necessary conditions exist, before making the payment, Puglia Sounds – TPP, pursuant to art. 48 (2) of DPR n. 602/73 and of Ministerial Decree 40/2008, shall carry out checks to verify the regularity of payments due to the Public Administration, by forwarding an official request to Equitalia Servizi SpA.

In compliance with Art. 13 of Italian Law 196/2003, Applicants hereby accept that, in order to fulfill legal requirements, the personal data collected hereunder can be transmitted to third parties, but only to be used for the purposes of the present procedure.

Applicants hereby declare to be aware of the provisions of Legislative Decree No. 231, dated 8 June 2001 and any subsequent modifications and/or additions thereto as well as of the rules contained in the Code of Ethics and Form 231 adopted by TEATRO PUBBLICO PUGLIESE and published in the official TPP website www.teatropubblicopugliese.it (Administration Accountability Section). In view of this Applicants undertake to behave in line with the provisions (where applicable) of the above Code of Ethics and Form 231 and not to expose TPP to the risk of penalties under Legislative Decree No. 231, dated 8 June 2001.

Failure to fulfill these duties shall result in a breach of contract on the part of the Applicants and in the immediate termination of the same by CONSORZIO TEATRO PUBBLICO PUGLIESE under Art. 1456 of the Italian Civil Code, without prejudice to compensation.

12 – TRACEABILITY OF PAYMENTS

All amounts due shall be paid in compliance with the provisions of “Traceability of Payments”, former art. 3 of Law 136/2010 and subsequent amendments and additions thereto that is understood to be applicable in its entirety herein. The due amounts shall be paid by bank transfer or another payment system which guarantees the traceability of the cash flow. Failure to comply with the above-mentioned regulations will result in the termination of the contract. The use of cash is not allowed unless otherwise provided for the laws in force that are understood to be applicable in their entirety herein. The CUP code of the present Call is I59J21019350003 Puglia Sound-TPP undertake to disclose the CIG code to winning Applicants.

INFO SERVICE

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Puglia Sounds-TPP will make their own general coordination staff available to help the Applicants achieve the best results. Queries and/or requests for appointments to receive information about the present Rules and Regulations may be sent to the following email: maddalena.ciocca@pugliasounds.it – 080.5414814

Bari, 04/03/2022 – Prot. 899/2022

OFFICER IN CHARGE OF THE CALL

Director and Officer in charge of the Call: Sante Levante

**Project manager of the Services entrusted
directly from Regional Government of Puglia to
Teatro Pubblico Pugliese**
Claudia Sergio

Director and Officer in charge of the Call
Sante Levante

ATTACHMENTS: Forms

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