

Working internationally

What does it entail?

Musikcentrum Riks – 26 September 2022, online

Speaker: Marie Fol (FR / BE)

About Marie Fol



ON
THE
MOVE

res artis

WORLDWIDE NETWORK
OF ARTS RESIDENCIES

Advocate for international cultural collaboration. Independent advisor, researcher and cultural manager.

Current engagements:

- Keychange project manager & development lead
- On the Move president (voluntary)
- Res Artis board member (voluntary)

Expert for the European Commission (Creative Europe), Institut français (Archipel.eu), European Music Council (MusicAire),

- SEWEM mentor
- Jury for Archipel.eu (Institut français) and Impact Fund (WeTransfer's Supporting Act Foundation)
- Researcher for On the Move / Music Export Poland on Mobility Guide for Music in Europe
- WOMEX 2022 samurai (conference)

Past engagements:

- Co-author of two publications on the funding needs for cultural mobility (*i-Portunus Operational Study, 2019*, and *Mapping Study and Report on mobility and collaboration funding for NDPC and EUNIC, 2021*)
- Main author of research paper on *Virtualisation in Contemporary Dance* (EDN, 2021)
- Head of Creative Europe Desk Netherlands, Head of Mobility and Advice department at DutchCulture (until Nov 2018)

Structure of the session

Goal: Understanding motivations, knowing formats and regulations to work internationally as a musician.

- What does it mean to go abroad?
- Why go abroad? what can one expect for their career?
- What formalities apply when going abroad (in/out of EU)
- What resources exist to support international mobility (information, opportunities, funding, etc)?

+ Q&A



International opportunities

EXPLORATION & PROSPECTION

- Short-term visits
- Trade visits

PARTICIPATION IN EVENTS

- Conferences
- Festivals, fairs, biennales, showcases, meetings
- Transnational networks of professionals

EXPORT & CIRCULATION

- Touring

CAPACITY BUILDING

- Postgraduate programmes
- Training courses, masterclasses, workshops, songwriting camps
- Training / work placement, job shadowing, internships

PROJECT DEVELOPMENT

- short/medium term stays to carry out a project, production or co-production (inc. Rehearsals)
- Residencies
- Research stays

Why go abroad?

Mobility is a central component of the professional trajectory of artists and culture professionals. Involving a temporary cross-border movement, often for **educational, capacity-building, networking, or working** purposes, it may have tangible or intangible **outputs** in the short term, and/or be part of a long-term **professional development** process. Mobility is a conscious process, and those involved in it, whether by directly engaging in it or by supporting it, should take into consideration its **cultural, social, political, environmental, ethical and economic implications**”

On the Move, i-Portunus Operational Study, 2019

Set your goals

Why do you want to have an experience abroad?

What do you expect from it?

What type of experience do you wish to have? Do you have a certain festival, venue, residency, programme in mind?

How long do you want to stay, and how long can you afford to stay?

Do you have a specific type of place in mind? (urban, rural, remote, with/out people,...)

Have you chosen a country or a city in particular? Why?

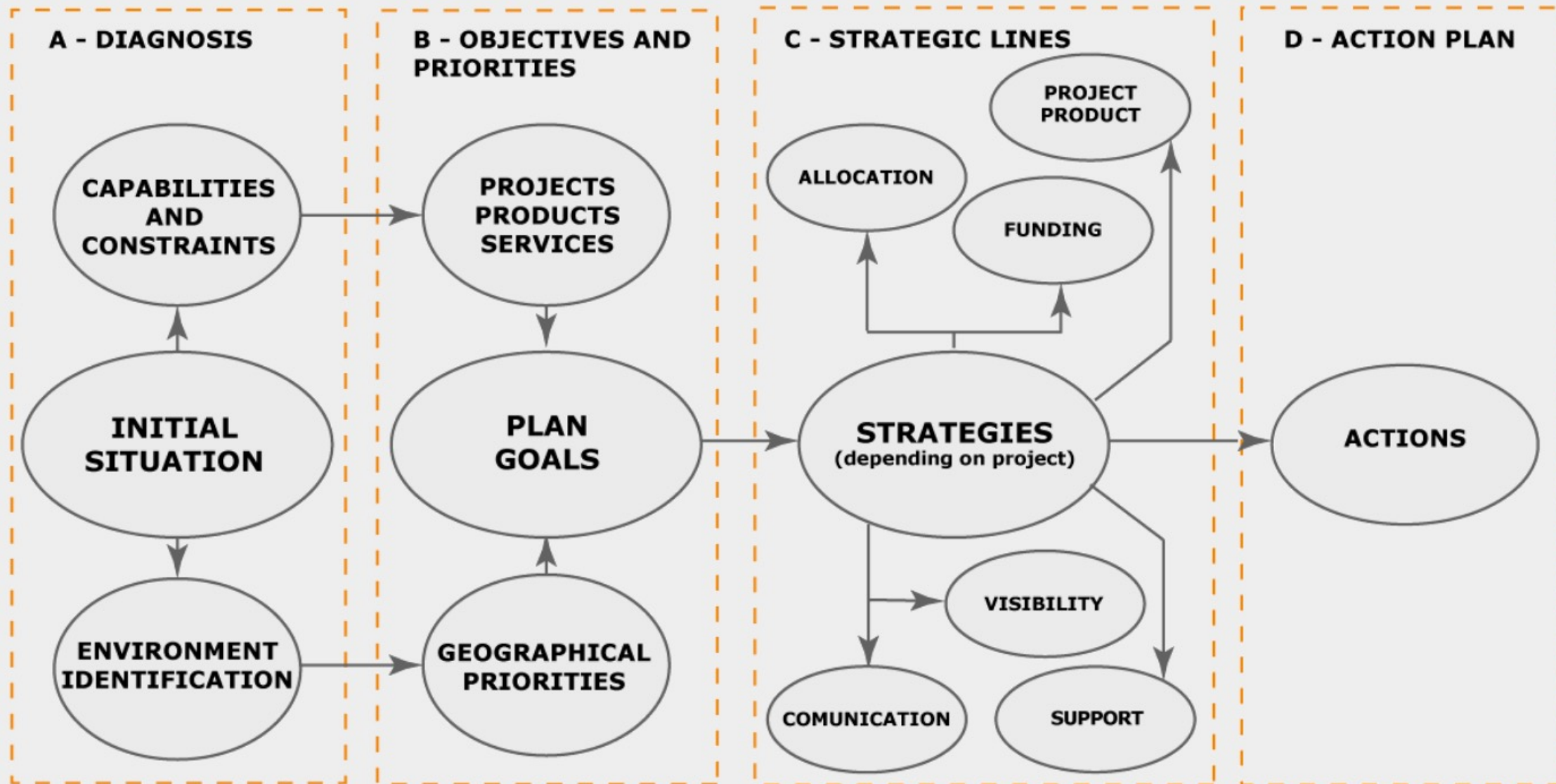
What kind of cultural and/or economic differences are you ready to explore?

And then?

1. Set your goals (see previous slide)
2. Identify the type of mobility you want to go for / apply for a mobility opportunity you found through your network, ...
3. Find resources (staff/people, time, space, money, etc) to develop and present the project
4. Find a partner (host, festival, promoter, etc)
5. Plan the project in its international dimension (visa, work permit, specific export/international funding, administrative documents for social security or taxation, customs, etc)
6. Plan your budget & possible taxation implications
7. Sign a contract, get the actual administrative documents you need

ROUTES OF MOBILITY AND INTERNATIONALISATION

GENERAL DIAGRAM



Routes of Mobility and Internationalisation, general diagram

Few points to keep in mind...

Implications of mobility

- Language (but also “artistic voice”) is rooted in another context and traditions. Have a conversation with your host beforehand
- Inherent unfairness & inequity of international practices (privileges & power relations)
- Environmental impact: slow touring, hybrid practices, etc

Precariousness of hypermobility

- Keep your voice and (artistic) identity
- Sustain (personal) relationships
- Work on your (mental) health

- Find partners to help you take control of time you can afford to spend here/there

Digital dimension

- Developments since pandemic, hybrid practices
- Evaluate which parts are needed in person, and which can be arranged differently

In short:

Build **trust**. Be generous. Be flexible. Embrace the experience. Be open. Be curious (of others’ work, of the context, etc)

You are the guest.

The formal part

- When do you need a visa?
- Is that the same as needing a work permit?
- What happens with social security?
- What about health care?
- Who pays taxes on the income made at a show? Or if you receive a stipend from a residency programme in Norway?
- Can I take my music instrument with me on tour?

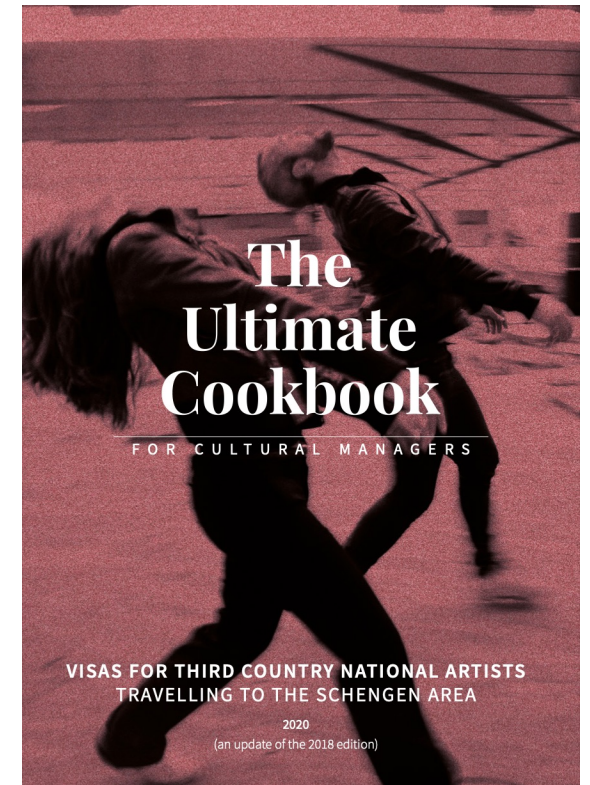
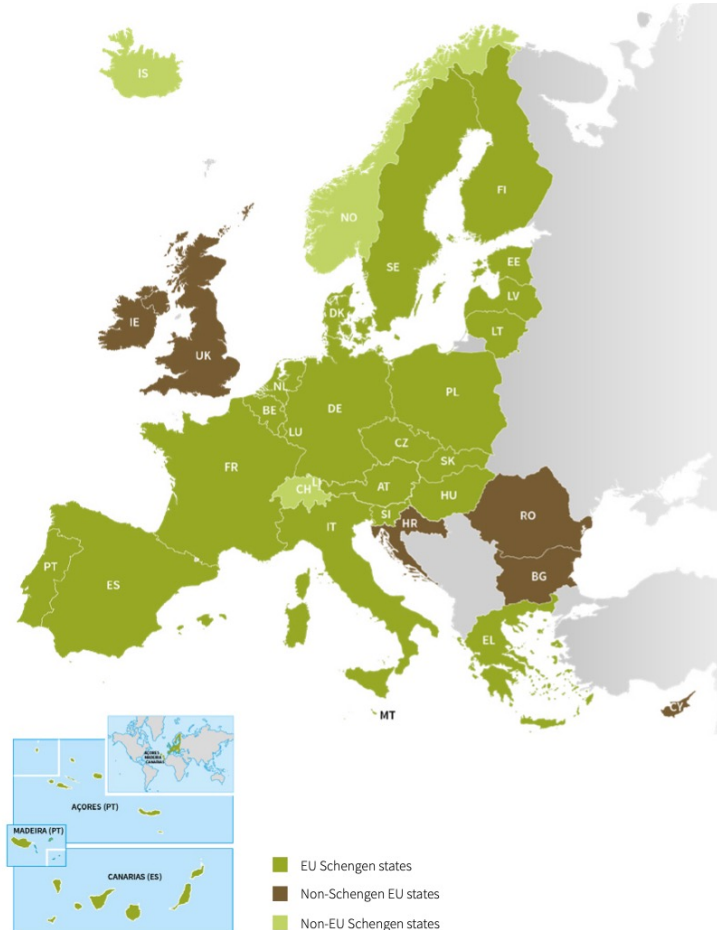
Visa

What is it?

Who needs it?

How to apply for it?

When do you apply for it?



Work permit

What is it?

Who needs it?

How to apply for it?

When do you apply for it?

To Sweden: Migrationsverket: <https://www.migrationsverket.se/English/Private-individuals/Working-in-Sweden/Employed/Special-rules-for-certain-occupations-and-citizens-of-certain-countries/Performers.html>

Social security

What is it?

Who needs it?

How to apply for it?

When do you apply for it?

For Sweden:

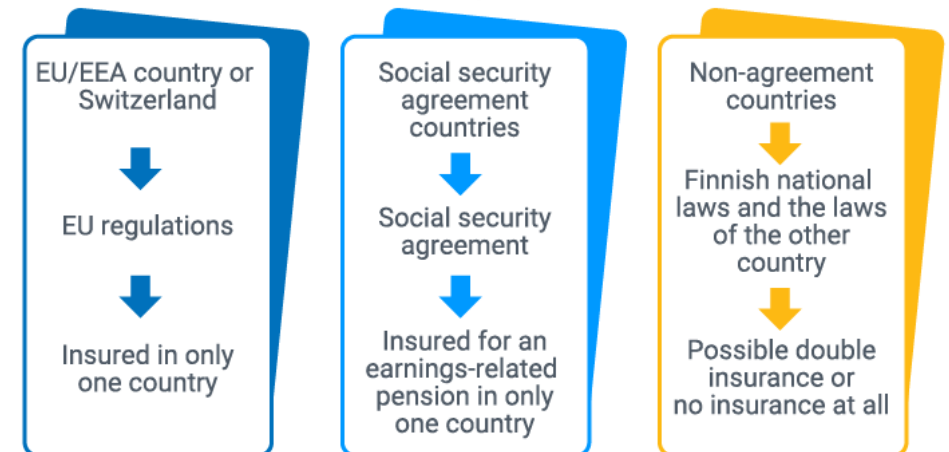
<https://www.forsakringskassan.se/english/for-employers/employee-who-will-work-abroad>

EESSI Public Directory of European Social Security Institutions

Welcome to the **EESSI (Electronic Exchange of Social Security Information) Institution Directory**. The directory contains National Institutions (Public and Private) in the sectors of Sickness, Pension, Un-employment and Family Benefits.

To find a social security institution in Europe, please browse or search the Directory by using one of these tools.

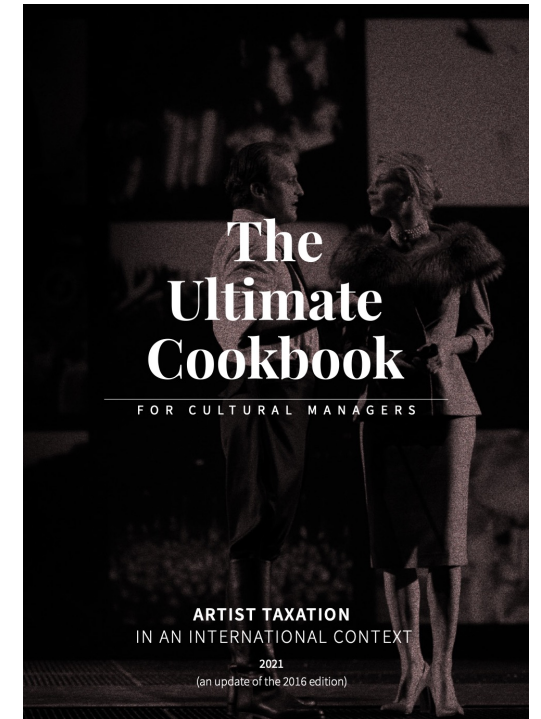
- INSTITUTIONS BY COUNTRY**
Browse the database per country. By clicking on the country of your interest, you will access the entire list of its social security institutions.
- SEARCH BY COMPETENCE**
Search the database using one or more of the specific criteria options. This will refine your list of results.
- FREE TEXT SEARCH**
Search the database by adding your own key words to the country of your interest. This will shorten the list of results.



Taxation (income tax)

What is it? How does it apply to me?

When do you need to pay attention to it?



	Artist / Sportsman tax	Deduction of expenses	Withholding tax rate	US Treaty	Tax return afterwards
Argentina	Yes	No	24.5%	No tax treaty	No
Australia	Yes	Yes	20-49%	\$10,000	Yes
Austria	Yes	Yes	20%	\$20,000	Yes
Belgium	Yes	Yes, restricted	18%	\$20,000	Yes
Brazil	Yes	No	25%	No tax treaty	No
Bulgaria	Yes	Yes	10%	\$15,000	Yes
Canada	Yes	No	15%	\$10,000	Yes
Cyprus	Yes	Yes	10%	\$5,000	Yes
Czech Republic	Yes	No	21%	\$20,000	No
Denmark	No	---	---	(\$20,000)	---
Estonia	Yes	No	10%	\$20,000	No
Finland	Yes	Only EU	15%	\$20,000	Yes
France	Yes	No	15%	\$10,000	Yes
Germany	Yes	Yes	15.825%	\$20,000	Yes
Greece	Yes	No	0-25%	\$10,000	No
Hungary	Yes	Yes	18-36%	exemption	Yes
Iceland	Yes	No	10%	\$100/day	No
Ireland	No	---	---	(\$20,000)	---
Italy	Yes	No	30%	\$20,000	No
Japan	Yes	No	15-20%	\$10,000	No
Netherlands	No	Yes	20%	(\$10,000)	Yes
New Zealand	Yes	Yes	20%	\$10,000	Yes
Norway	Yes	No	15%	\$10,000	Yes
Portugal	Yes	No	25%	\$10,000	No
Russia	Yes	No	13%	exemption	No
Slovenia	Yes	No	15%	\$15,000	Yes
Slovak Republic	Yes	No	19%	\$20,000	No
South Africa	Yes	No	15%	\$7,500	No
South Korea	Yes	No	20%	exemption	No
Spain	Yes	No	20%	\$10,000	Yes
Sweden	Yes	No	15%	\$6,000	Yes
Switzerland	Yes	Yes	2-20%	\$10,000	
United Kingdom	Yes	Yes	20%	\$20,000	Yes

What?	Where taxed?	Who <i>For example</i>	Comment
Business profits (art 7)	Country of residence	Visual artists	EXCEPT when permanent establishment in source country
Royalties (such as copyrights) (art 12)	Country of residence of beneficiary/ owner of the royalties	Visual artists	ALTHOUGH can also be taxed at low tax rate
Employment (art 15)	Country of residence	Technicians, touring personnel, management	UNLESS work is done in another country; BUT this does not apply when less than 183 days (and not by a PE in the other country)
Entertainers and sportspeople (art 17)	Source country, this is the country of the performance	Performing artists The performing arts company/agent/ ...	DOUBLE TAXATION can occur. Therefore tax exemption or tax credit (art 23) => further explanations in chapter 4 and 5

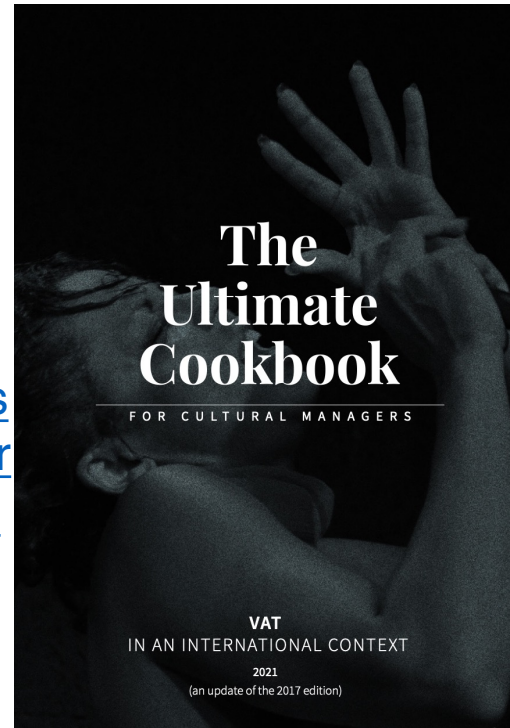
Taxation (VAT)

What is it? Who pays it?

How to apply for any special status?

Sweden:

<https://skatteverket.se/servicelankar/otherlanguages/inenglish/businessesandemployers/startingandrunningaswedishbusiness/declaringtaxesbusinesses/vat.4.12815e4f14a62bc048f52be.html>



Manufacturer e.g. theatre production company
Charges VAT and claims VAT back

Wholesales e.g. concert hall, festival
Charges VAT and claims VAT back

Shop e.g. ticket boot
Charges VAT and claims VAT back

Consumer audience
Pays VAT and DOES NOT claim VAT back

KEY elements which you shouldn't forget to mention on your invoice:

- Date of issue
- Unique sequential number identifying the invoice
- Customer's VAT identification number (if the customer is liable for the tax on the transaction)
- Customer's full name & address
- Supplier's full name & address
- Description of quantity & type of goods supplied or type & extent of services rendered
- VAT rate applied
- VAT amount payable
- The value amount of the goods or services
- The total VAT and the total amount of value of the goods and services
- The bank account number on which the payment is due

Customs

ATA CARNET + CITES PERMIT + MERCH

What is it? Who needs it?

How to apply for it?

Sweden: ATA Carnet:

<https://stockholmshandelskammare.se/international-handel/ata-carnet> (video & costs)

Sweden: CITES Permit:

<https://jordbruksverket.se/e-tjanster-databaser-och-appar/ovriga-e-tjanster-och-databaser/cites---e-tjanster/cites-musikinstrumentpass>

A.T.A. CARNET / CARNET A.T.A.
FOR TEMPORARY ADMISSION OF GOODS
POUR L'ADMISSION TEMPORAIRE DES MARCHANDISES
VOOR DE TIJDELIJKE INVOER VAN GOEDEREN

Issuing Association
Association émettrice
Organisatie van uitgifte

Fédération des Chambres de Commerce et d'Industrie de la Belgique / Federatie der Kamers voor Handel en nijverheid van België

INTERNATIONALE AANSPRAKELIJKE ORGANISATIE
INTERNATIONAL GUARANTEE CHAIN
CHAÎNE DE GARANTIE INTERNATIONALE

100
W.C.F.

CUSTOMS CONVENTION ON THE A.T.A. CARNET FOR THE TEMPORARY ADMISSION OF GOODS
CONVENTION DOUANIÈRE SUR LE CARNET A.T.A. POUR L'ADMISSION TEMPORAIRE DES MARCHANDISES
DOUANE-OVEREENKOMST BETREFFENDE HET CARNET A.T.A. VOOR TIJDELIJKE INVOER VAN GOEDEREN
CONVENTION ON TEMPORARY ADMISSION / CONVENTION RELATIVE À L'ADMISSION TEMPORAIRE /
OVEREENKOMST BETREFFENDE TIJDELIJKE INVOER

(Before completing the Carnet, please read Notes on cover page 3 / Avant de remplir le carnet, lire la notice en page 3 de la couverture) /
(Alvorens het Carnet in te vullen, de toelichtingen op biz.3 van de omslag lezen)

A T A C A R N E T A T A	C A R N E T A T A	A. HOLDER AND ADDRESS / Titulaire et adresse / Houder en adres	G. FOR ISSUING ASSOCIATION USE / Réservé à l'association émettrice Voorbehouden aan organisatie van uitgifte FRONT COVER / Couverture / Omslag
		B. REPRESENTED BY * / Représenté par * / Vertegenwoordigd door*	a) CARNET No. Carnet N° BE <input type="text"/> Carnet nr. <input type="text"/>
		C. INTENDED USE OF GOODS / Utilisation prévue des marchandises / Voorgenomen gebruik van de goederen	b) ISSUED BY / Délivré par / Afgegeven door
		c) VALID UNTIL / Valable jusqu'au / Geldig tot / / year / année / jaar month / mois / maand day (inclusive) / jour (inclus) / dag (inclusief)	

There is help!



Arts
Infopoint
UK

MOTOVILA

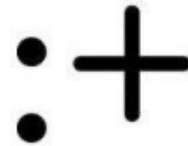


POLO CULTURAL
GAIVOTAS BOAVISTA 



*mobi***culture**

DutchCu | ture



And more help!



Do you need a CITES certificate to travel with a musical instrument?

The quick answer is “yes, sometimes”. To be on the safe side, any travel with a musical instrument involving the crossing of borders should be carefully prepared. Following the gradual strengthening of rules under the **Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES)** and the increasing number of protected species, you may have to apply for a **CITES certificate**.

The following, short questionnaire will allow you to

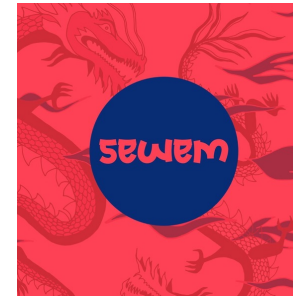
- check, according to your destination, whether the composition of your



The other part

- Where do you find the opportunities?
- How do you find the funding?
- How does it all work?

Opportunities abroad...



Networks!



ON
THE
MOVE



Money?

CULTURAL MOBILITY FUNDING GUIDE
FOR THE INTERNATIONAL MOBILITY OF
ARTISTS AND CULTURE PROFESSIONALS

SWEDEN

ON
THE
MOVE



TelepART—
Mobility Support Platform



Apply for stuff

Mind the deadline!

Make sure your data is up-to-date (CV or bio, social media, playlists,...)

Read the call carefully:

- Who is eligible (individual, collective, legal entity,...)?
- What is included (or not)?
- What is required (of you)?
- Do you need to be present on site all the time?
- Is there any sort of exclusivity?
- If it's a grant: what are the minimum / maximum amounts?

Resources

Mobility for artists and
cultural professionals

Move On!

A European step by step
guide to going international



Follow-up session

6 december 2022, 1h session

Marie Fol (On the Move, Keychange, Res Artis) & Matthew Covey (Tamizdat, CoveyLaw)

Entering a foreign market:

Deeper dive in the showcase model, resources, and career development

Zooming in on showcase event (such as the great escape, esns, womex, jazzahead, winter jazz, folk alliance, reeperbahn, epap) and how to prepare for them. What to expect in terms of formalities (visa, permits, payments, etc)? What to expect from those opportunities in terms of career trajectory (follow-up, touring, etc)?

+ Q&A