





BRING TOP RECORDING
ARTISTS + MASTER
DANCE AND DRUM
TEACHERS FROM THE
AFRICAN DIASPORA
TOGETHER IN 1
WEEKEND.



BOTH PROFESSIONAL
DANCERS & DRUMMERS +
ENTHUSIASTS ARE ABLE
TO RECEIVE TRAINING ON
TECHNIQUE, HISTORY, &
CULTURE.



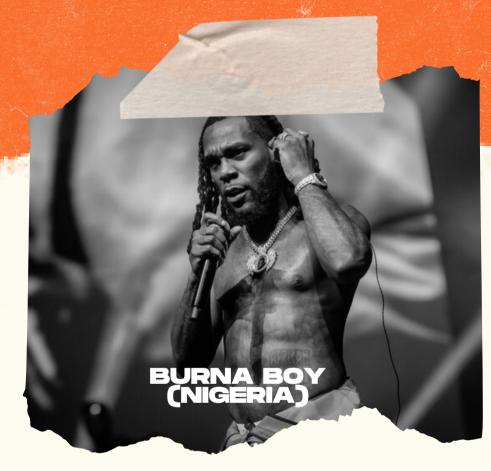
TRADITIONAL AFRICAN
DIASPORIC GROUP
PERFORMANCES ARE
FEATURED EACH
NIGHT.

# FEATURES



### DANCE/DRUM WORKSHOPS

PARTICIPANTS ARE ABLE
TO TAKE DANCE/DRUM
CLASSES FROM VARIOUS
ETHNIC TRADITIONS FROM
THE DIASPORA.



# TOP RECORDING ARTISTS

WATCH PERFORMANCES
FROM TOP ARTISTS LIKE
BURNA BOY + MORE!



# TRADITIONAL DANCE/DRUM GROUP PERFORMANCES

SPOTLIGHT
PERFORMANCES FROM
TRADITIONAL
PERFORMANCE GROUPS
EACH NIGHT.

# DANCE & DRUM VILLAGE



# DANCE & DRUM VILLAGE

PARTICIPANTS ARE ABLE
TO TAKE DANCE/DRUM
CLASSES FROM VARIOUS
ETHNIC TRADITIONS FROM
THE DIASPORA.

(I.E. STYLES FROM NORTH & SOUTH AMERICA, CARIBBEAN, AND WEST/CENTRAL AFRICA)



# FREESTYLE VILLAGE



## FREESTYLE VILLAGE

PARTICIPANTS ARE ABLE
TO TAKE PART IN SINGLE
& GROUP DANCE
COMPETITIONS.
(I.E. AFRO, HIP-HOP, BALLROOM,



# SKATE VILLAGE/ FOOD TRUCK VILLAGE



### **FOOD TRUCK VILLAGE**

PARTICIPANTS ARE ABLE TO
SKATE EACH DAY OF THE
FESTIVAL W/ THE HOTTEST
DJS SPINNING. WITH THE BEST
FOOD & DRINKS FROM THE
DIASPORA RIGHT IN THEIR
GRASP.



# MAIN STAGE



### MAIN STAGE

EXPERIENCE THE BEST
MUSIC FROM TOP—
RECORDING ARTISTS IN
THE DIASPORA.





# SOCIAL MEDIA VILLAGE



FEATURING
INSTALLATIONS FROM
BLACK ARTISTS.

PARTICIPANTS ARE ABLE TO CREATE

MEMORIES AND CONTENT

SIMULTANEOUSLY. FEATURING
INSTALLATIONS FROM BLACK ARTISTS.



# THE FASHON DISTRICT



# THE FASHION DISTRICT

PARTICIPANTS ARE ABLE TO BUY DIRECTLY FROM BLACK-OWNED BUSINESSES EACH DAY. ALSO FEATURES FASHION SHOWS FROM UP&COMING DESIGNERS.



# SANKOFA STATIONS



### **SANKOFA STATIONS**

HISTORY THROUGH VIDEO

MONTAGES AS YOU WALK FROM

VILLAGE TO VILLAGE

THROUGHOUT THE FESTIVAL.

("SANKOFA" IS A WORD IN TWI OF GHANA MEANING

TO 'GO BACK AND GET IT')



## FRIDAY

### FREESTYLE VILLAGE

5PM-OPEN TO THE PUBLIC

6 - 8PM (120 MIN)-AFRICA IN AMERICA 1ST INTERNATIONAL DANCE COMPETITION PRELIMINARIES (SINGLES/GROUPS)



### SOCIAL MEDIA VILLAGE

5:30-6:30PM-HOW TO BECOME A WORKING MUSICIAN W/WEEDIE BRAIMAH

### MAIN STAGE

5PM-OPEN TO THE PUBLIC

7-8:30PM (60 MIN)-RED CARPET/MEDIA BREAK (30 MIN)

9PM (60 MIN)- UNCLE WAFFLES + GUESTS

10 PM-MACHEL MONTANO & CAPOEIRA BATUQUE + GUESTS











# SATURDAY

### **DRUM & DANCE VILLAGE**

8:00 AM.-OPEN TO THE PUBLIC

9 - 10AM (60 MIN)-YOUSSOU KOUMBASSA DANCE CLASS (GUINEA)

BREAK (10 MIN)

10:10 - 11:10AM (60 MIN)- KATI HERNANDEZ DANCE CLASS (CUBA)

BREAK (5 MIN)

11:15 - 12:15PM (60 MIN)-ORISHA MOVEMENT W/ VERA PASSOS (BRAZIL)

BREAK (5 MIN)

12:20 - 1:20PM (60 MIN)-TAP DANCE W/DORMESHIA EDWARDS

BREAK (5 MIN)

1:30 - 2:30PM (60 MIN)-CAPOEIRA W/MESTRE AMEN SANTO BREAK (5 MIN)

2:35 - 3:35PM (60 MIN)-DJENEBA SAKO DANCE CLASS (MALI)

BREAK (5 MIN)

3:40 - 4:40PM (60 MIN)-AWA PIKINE DANCE CLASS (SENEGAL)

BREAK (5 MIN)

4:45 - 5:45PM (60 MIN)-CONGOLESE DANCE W/MABIBA BAEGNE (CONGO)

BREAK (5 MIN)

6 - 7PM (60 MIN)-KATI HERNANDEZ DANCE CLASS (CUBA)
BREAK (5 MIN)

7:05-8:05 (60MINS)-HAITIAN DANCE W/PORTSHA JEFFERESON

### FREESTYLE VILLAGE

8:00 AM.-OPEN TO THE PUBLIC

9 - 10AM (60 MIN)-AFRO-CONTEMPORARY W/WILLY SOULY
BREAK (10 MIN)

10:10 - 11:10AM (60 MIN)- JAZZ W/ DOM KELLY BREAK (5 MIN)

11:15 - 12:15PM (60 MIN)-SOCA W/BETTY ROX BREAK (5 MIN)

12:20 - 1:20PM (60 MIN)-BATA RHYTHMS W/ PEDRO MARTINEZ

BREAK (5 MIN)

1:30 - 2:30PM (60 MIN)-AMAPIANO W/LINDIWE ROSE (SOUTH

BREAK (5 MIN)

2:35 - 3:35PM (60 MIN)-MANDINGUE RHTYMS W/ WEEDIE BRAIMAH BREAK (5 MIN)

3:40 - 4:40PM (60 MIN)-HOUSE DANCE W/NINA FLAGG BREAK (5 MIN)

4:45 - 5:45PM (60 MIN)-VOGUE FEMME W/OMARI ORRICI (USA/SENEGAL)

BREAK (5 MIN)

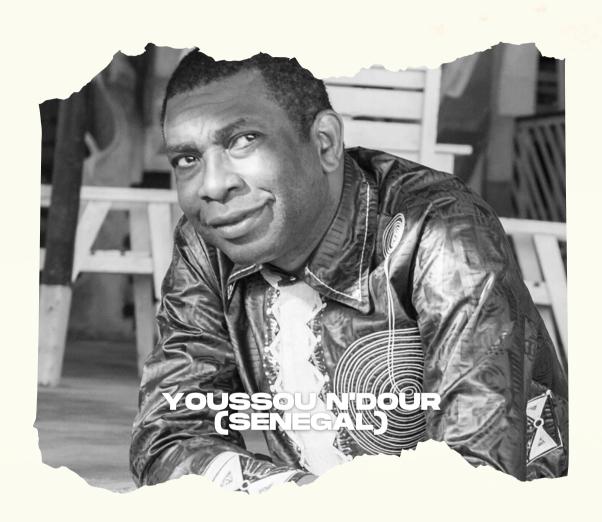
6 - 7PM (60 MIN)-AFROBEATS W/AKOSUA AKOTO (USA/GHANA)

BREAK (5 MIN)

7:05-8:05 (60MINS)-DANCEHALL W/TANGO LEADAZ (JAMAICA)

## SATURDAY

### MAIN STAGE



5- 5:15PM (15 MIN)-TBD GROUP BREAK (10 MIN)

5:25 - 5:40PM (15 MIN)-TBD GROUP

BREAK (10 MIN)

5:50-6:05PM (15MIN)-TBD GROUP

BREAK (10 MIN)

6:15 - 6:30PM (15 MIN)-TBD GROUP

BREAK (10 MIN)

6:40-6:55PM (15 MIN)-TBD GROUP

BREAK (10 MIN)

7-7:30 (30MIN)-DIAMANO COURA DANCE COMPANY (OAKLAND)

BREAK (15 MIN)

7:45-8:15PM (30MIN)-MAGATTE FALL & MAX PERCUSSION (SENEGAL)

BREAK (15 MIN)

8:30-10PM (60MIN)-YOUSSOU N'DOUR (SENEGAL)





## SUNDAY

### **DRUM & DANCE VILLAGE**

8:00 AM.-OPEN TO THE PUBLIC

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BREAK (10 MIN)

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# SUNDAY

### MAIN STAGE



5:25 - 5:40PM (15 MIN)-TBD GROUP BREAK (10 MIN)

5:50-6:05PM (15MIN)-TBD GROUP

BREAK (10 MIN)

6:15 - 6:30PM (15 MIN)-TBD GROUP

BREAK (10 MIN)

BURNABOY (NIGERIA)

6:40-6:55PM (15 MIN)-TBD GROUP

BREAK (10 MIN)

7-7:30 (30MIN)-FARAFINA KAN NEXT GEN (D.C.)

BREAK (15 MIN)

7:45-8:15PM (30MIN)-"THE CYPHER" FEAT. TOBE & FATS, AYA STAR, TBD...

BREAK (15 MIN)

8:30-10PM (60MIN)-BURNA BOY (NIGERIA)







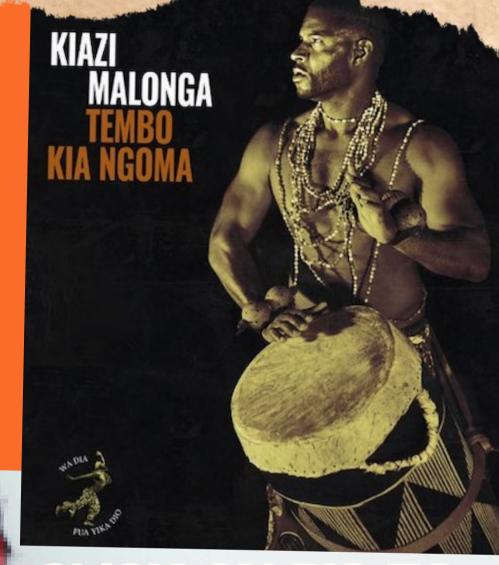




# CLICK ON PICS TO WATCH VIDEO







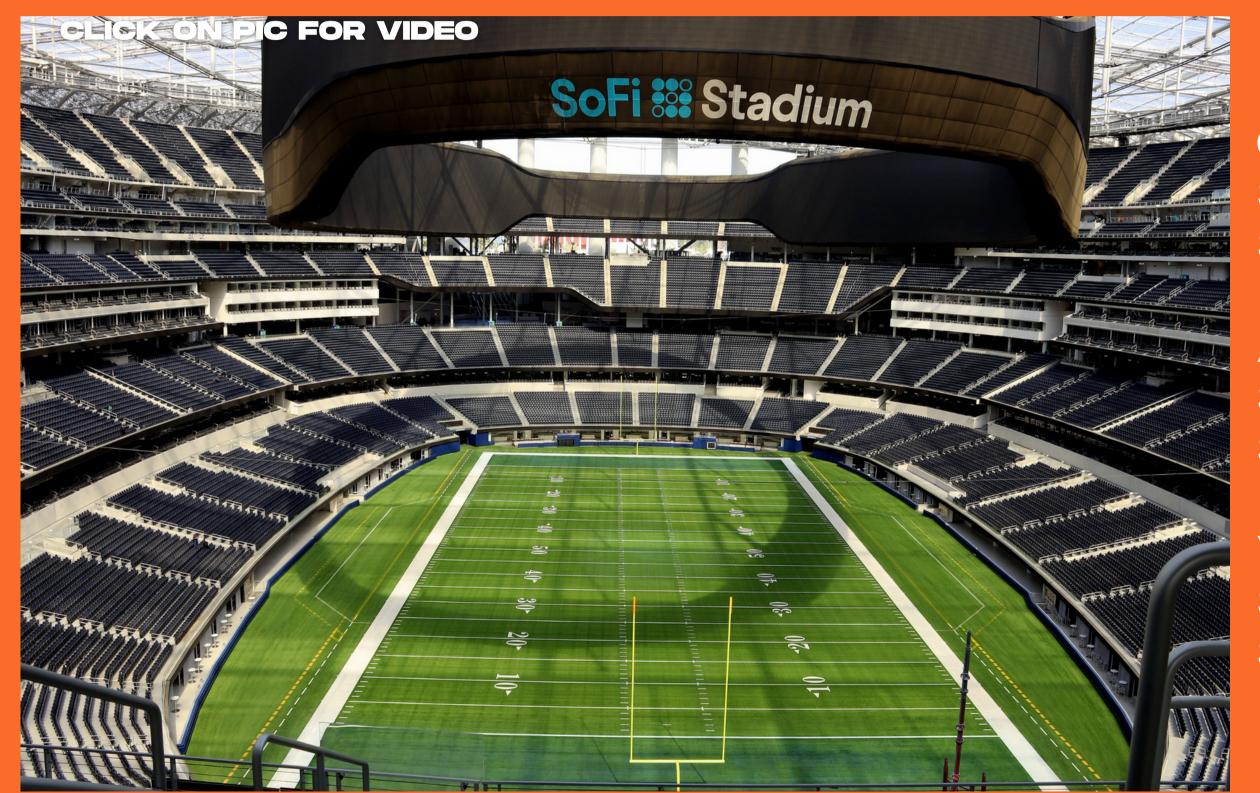
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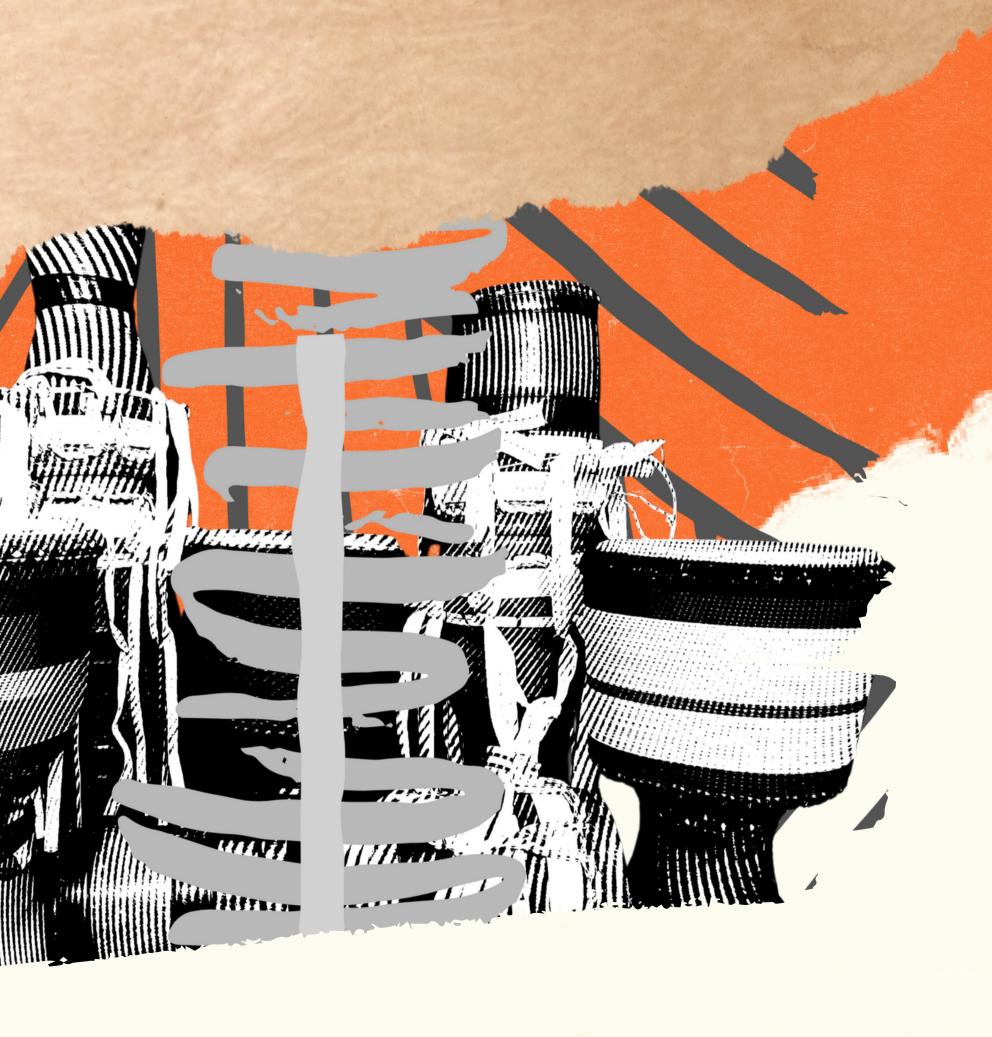
# TED STADUM 60,000 CAPACITY



GENERAL ADMIN: \$250/SINGLE DAY \$600/3-DAY

ALL ACCESS: \$400/SINGLE DAY \$1000/3-DAY

VIP/MEET & GREET: \$1000/SINGLE DAY \$2500/3-DAY



# WHY? IT'S NEVER BEEN DONE BEFORE!

FIFTEEN YEARS AGO, FOUNDER KARA MACK MADE A STRATEGIC AND RADICAL DECISION TO FOCUS ON MUSIC AND DANCE STYLES FROM THE AFRICAN DIASPORA AFTER YEARS OF CLASSICAL TRAINING IN BOTH RESPECTIVE FIELDS. AS SHE BEGAN TO PRACTICE THESE DIFFERENT ART FORMS SHE RECOGNIZED THAT IN SOCIETY THESE STYLES ARE SEEN AS ELECTIVES AND HOBBIES ARTISTICALLY THAT IN TURN FORCE THEM TO FALL SHORT OF BEING RESPECTED AS TECHNICAL STYLES. SHE WANTED TO CHANGE THIS REALITY AND DECIDED TO CREATE THE BRAND, AFRICA IN AMERICA.



# MVI-IO IS AFRICA IN ANTERICA?

### STARTED SEPT. 2014

AFRICA IN AMERICA REPRESENTS AS A PRIMARY RESOURCE FOR BOTH PROFESSIONAL AFRICAN DANCE. MUSIC-BASED ARTISTS AND ART PARTICIPANTS WHO ARE INTERESTED IN THE GROWING CULTURE HERE IN AMERICA. THESE STYLES INCLUDE THE ARTS FROM NORTH AND SOUTH AMERICA, THE CARIBBEAN, WEST, CENTRAL, AND SOUTHERN AFRICA. SINCE AFRICAN-BASED ARTS HAVE HELD A HUGE PART IN SOCIAL JUSTICE BOTH IN AMERICA AND THE DIASPORA, "AFRICA IN AMERICA" ALSO IS COMMITTED TO CONTINUE THIS PATH BY KEEPING OUR AUDIENCE AWARE WHEN IT COMES TO COMMUNITY AND ORGANIZATION BUILDING, GRANT AND WORK OPPORTUNITIES, AND MANY OTHER WAYS THAT MAY INSPIRE ART LOCALLY AND NATIONALLY.

AFRICA IN AMERICA IS THE ONLY BRAND THAT SPEAKS TO A SPECIFIC NEED FOR THE BLACK ARTS COMMUNITY AND HAS CULTIVATED SPECIFIC WAYS TO CHANGE THINGS FOR THE BETTER THROUGH THE CREATION OF VARIOUS PLATFORMS. AFRICA IN AMERICA SHINES A LIGHT ON AFRICAN DIASPORIC MUSIC, DANCE, ARTS & CULTURE THROUGH CONTENT ON PATREON, ORIGINAL WORKS SHOWCASES, MASTER DRUM AND DANCE WORKSHOPS, & A RETAIL CLOTHING LINE.



3-DAY PROJECTIONS

UNCLE WAFFLES 3.7%

TOBE NWIGWE 18.7%



BURNA BOY 37.5%

YOUSSOU N'DOUR 18.7%

SOFI STADIUM 100%

**\$2M** 

### **ARTIST FEES:**

**BURNA BOY: \$500,000** YOUSSOU N'DOUR: \$500,000 MACHEL MONTANO: \$250,000 **TOBE NWIGWE & FATS:** \$250,000 (+ TRAVEL AND PRODUCTION) UNCLE WAFFLES: \$50,000

MAGATTE FALL & MAX PERCU:

\$5,000

DIAMANO COURA: \$10,000

MUNTU: \$10,000 DJAPO: \$10,000

FARAFINA KAN NEXT GEN:

\$10,000

MASTER DANCE TEACHERS: 20 ARTISTS: \$850/EACH

MASTER DRUM TEACHERS/ACCOMPANISTS: 20 ARTISTS: \$850/EACH

### **LOCATION FEES:**

SOFI STADIUM: \$2,000,000

3-DAY PROJECTIONS

MARKETING 16.7% \$100K

SECURITY GUARDS 83.3%

\$500K

### **SECURITY FEES:**

30 GUARDS/1,000 FESTIVAL PARTICIPANTS

\$20-\$40/HR PER EACH GUARD

### **MARKETING:**

1200 MAXIMUM TICKETS
\* \$5 MARKETING COST
PER TICKET
= \$6,000 MAXIMUM
MARKETING BUDGET
(SELL OUT BUDGET)

3-DAY PROJECTIONS

\$35K

ARTISTS ACCOMODATIONS 28.6%

PRODUCTION CREW 71.4%

ESTIMATED TOTAL: \$5M

### PRODUCTION CREW:

FESTIVAL / EVENT DIRECTOR - \$500 - \$750+ / DAY

- SITE MANAGER \$300 TO \$600 / DAY
  - SITE CREW − \$200 − \$300 / DAY
    - SIGNAGE TEAM
    - BUILD / STRIKE TEAM

•

- PRODUCTION MANAGER \$300 \$600 / DAY
  - PRODUCTION ASSISTANT \$250 \$300 / DAY

  - LABOR MANAGER \$250 \$400 / DAY
    - STAGE CREW \$150 \$250 / DAY
- SECURITY MANAGER \$300 \$600 / DAY
- VIP MANAGER \$300 \$400 / DAY
- VIP COORDINATORS \$200 \$300 / DAY
- HOSPITALITY MANAGER \$300 \$400 / DAY
  - HOSPITALITY COORDINATORS \$200 \$300 /
     DAY
- SPONSORSHIP MANAGER \$300 \$400 / DAY
- MEDIA MANAGER \$300 \$400 / DAY
  - SOCIAL MEDIA COORDINATOR \$200 \$300 / DAY
  - PHOTOGRAPHER \$200+ PER DAY
- FOOD VENDOR MANAGER \$300 \$500 / DAY
- ART VENDOR MANAGER \$300 \$500 / DAY
- NON-PROFIT MANAGER \$300 \$500 / DAY
- PARKING MANAGER \$300 \$500 / DAY
- FRONT OF HOUSE / CROWD CONTROL MANAGER \$300 \$500 / DAY
- CAMPING MANAGER \$300 \$500 / DAY
- OFFICE MANAGER- \$250 \$400 / DAY
- FESTIVAL MANAGER \$250 \$500 / DAY
- BOX OFFICE MANAGER \$250 \$500 / DAY
  - BOX OFFICE TEAM \$150 \$200 / DAY
- ARTIST RELATIONS MANAGER \$250 \$400 /
- TRANSPORTATION TEAM \$200 \$300 / DAY
- ARTIST RELATIONS COORDINATORS \$150 —
   \$250 / DAY

3-DAY REVENUE

\$71.1M

Vendors

\$100,000

Tickets

\$67,000,000

Sponsors

\$4,000,000

### **VENDORS:**

EXPO - LARGE 10/\$5000 EXPO - MEDIUM 10/\$1000 EXPO - SMALL 10/\$500

### **SPONSORS:**

GOLD PACKAGE: \$75,000

SILVER PACKAGE: \$50,000

BRONZE PACKAGE: \$25,000

3-DAY REVENUE

\$580K

PATREON 4.9%

YOUTUBE 41%

NETFLIX/AMAZON/HULU 49.2%

### AFRICA IN AMERICA: MUSIC, DANCE, & CULTURE DOCUMENTARY

GET THE HISTORY OF HOW THE MUSIC, DANCE, AND CULTURE OF WEST AND CENTRAL AFRICA CAME TO THE U.S.; NOT JUST THROUGH JUST VARIOUS VOAYGES OF EXPLORATION AND THE TRANS—ATLANTIC SLAVE TRADE, BUT ALSO THROUGH THE INTINITAL EFFORTS IN THE 1940'S FROM ARTISTS LIKE KATHERINE DUNHAM. ALSO GET BEHIND THE SCENES EXPERIENCE ON THE MANIFESTION OF THE FIRST INTERNATIONAL FESTIVAL.

# STREAMING, PODCASTS, PATREON EXCLUSIVE CONTENT

YOUTUBE CONTENT
AFRICA IN AMERICA PATREON
CONTENT:

WWW.PATREON.COM/AFRICAINAMERIC

SPOTIFY PODCASTS
APPLE PODCASTS

3-DAY REVENUE

ADS

65.4%

\$1.6M

AIA MERCH 34.6%

ESTIMATED REVENUE: \$73M

PROJECTED PROFIT: \$67M

### **AIA MERCH:**

### ADS:

PLACEMENTS DURING CONCERTS
AND WORKSHOPS

#### **EXAMPLE**:

VIDEO-\$10,000 DURING CONCERT/LIVE STREAM PROGRAM-\$100-\$500 SOCIAL MEDIA-\$1000



### DANCE/FITNESS (32%)

\$3800000B INDUSTRY

# PROFESSORS/EDUCATORS (32%)

\$5000B INDUSTRY

## MUSICIANS (30%)

\$830513.8B INDUSTRY

# CREATIVES/TOURISTS (7%)

\$8928.8B INDUSTRY



### **EDUCATION. INNOVATION.**

AN ORGANIZATION ALIGNED WITH OUR IDEALS OF PROMOTING EDUCATION AND INNOVATION WITHIN OUR YOUTH, PROJECTELEV8 NON-PROFIT ORGANIZATION IS AFRICA IN AMERICA'S FISCAL SPONSOR.

CLICK ON THE PIC TO GO DIRECTLY TO THEIR WEBSITE.



### AFRICA IN AMERICA ONLINE HUB

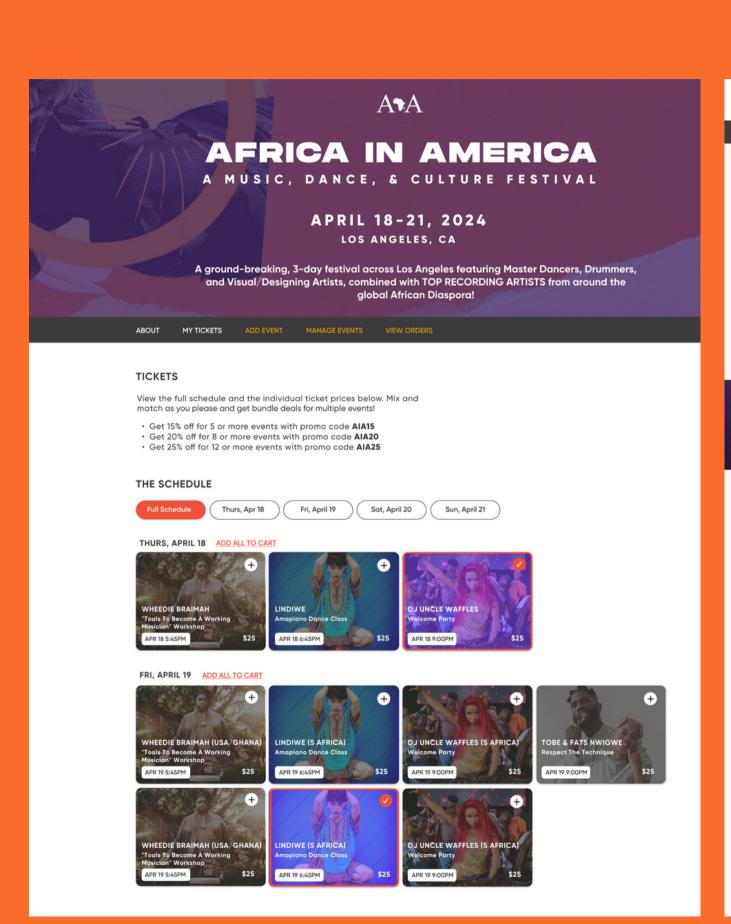
AFRICA IN AMERICA HAS THE FIRST-EVER DATABASE FOR AFRICAN DIASPORIC DANCERS AND MUSICIANS ON THE DANCE PLATFORM BOPSIDY.COM.

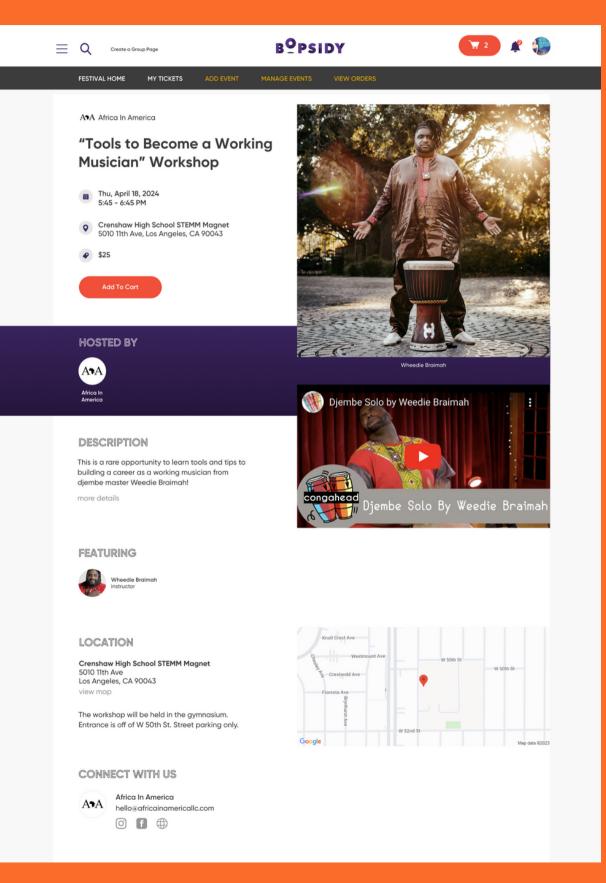
THIS HUB ENABLES US TO CREATE OUR OWN LANDING PAGE.

CLICK ON THE PIC TO GO DIRECTLY TO THEIR WEBSITE.

# BOPSIDY MOCKUPS

- FESTIVAL HUB TO DISPLAY A CALENDAR OF EVENTS WHERE USERS CAN ADD ONE TO MANY EVENTS TO THEIR CART (Á LA CARTE STYLE)
- EACH EVENT GETS ITS OWN EVENT PAGE WHERE YOU CAN LIST THE PRICE, PROVIDE DETAILED LOCATION INFORMATION, UPLOAD A VIDEO AND TAG THE ARTISTS (SEE MOCK-UP)
- THERE WILL BE A CART BUTTON EASILY ACCESSIBLE ON ALL PAGES FROM THE HEADER. THE CART WILL FUNCTION SIMILARLY TO E—COMMERCE SITES WHERE YOU CAN ADD MULTIPLE ITEMS BEFORE PAYING. LIKE WITH DOORDASH WHERE EACH RESTAURANT HAS ITS OWN CART, EACH FESTIVAL HUB ON BOPSIDY WILL HAVE ITS OWN CART (CANNOT MIX AND MATCH A NON—AIA EVENT WITH AIA EVENTS).
- THE HOST (YOU) CAN CREATE PROMOTION CODES TO BE APPLIED TO THE ENTIRE CART. FOR EXAMPLE, 20% OFF IF YOU SIGN UP FOR 5 EVENTS OR MORE. FYI: THE PROMO ENGINE IS A BIG ONE THAT WILL NEED MORE ENGINEERING CONVERSATIONS SO WE'LL WANT TO START OFF WITH SOMETHING THAT'S SIMPLE (BUT POWERFUL!)
- WE'LL PROVIDE SOME ADMIN TOOLS TO MAKE IT EASY FOR YOU AS THE HOST TO VIEW REGISTRATION LISTS FOR EACH EVENT, EDIT PRICES ACROSS EVENTS, ETC. THE MUSTARD YELLOW LINKS IN THE HEADERS ARE HOST TOOLS ONLY VIEWABLE BY YOU (THE HOST).







KARA MACK IS A CHOREOGRAPHER AND CREATIVE DIRECTOR WITH AN EXPERTISE IN AFRICAN DIASPORIC MUSIC AND DANCE. RECENT CREDITS INCLUDE COMING TO AMERICA 2 (ASSISTANT CHOREOGRAPHER) AS WELL AS FREEFORM'S GOOD TROUBLE. OTHER NOTABLE CREDITS INCLUDE ASSISTING INDUSTRY-LEADING CHOREOGRAPHER FATIMA ROBINSON ON KENDRICK LAMAR'S ICONIC PERFORMANCE AT THE 58TH GRAMMY AWARDS, BUSTA RYHMES' PERFORMANCE AT THE 2021 MTV VMA'S, AND THE UPCOMING "THE COLOR PURPLE" MOVIE.

OTHER TELEVISION CREDITS INCLUDE CO-CHOREOGRAPHING CHANCE THE RAPPER'S PERFORMANCE ON SATURDAY NIGHT LIVE AS WELL AS PROJECTS WITH THE NBA, DISNEY, NBC, AND FOX AND BEING MARGOT ROBBIE'S MOVEMENT COACH FOR THE MOVIE "BABYLON".

KARA IS THE FOUNDER OF AFRICA IN AMERICA®, WHICH SERVES AS A PRIMARY RESOURCE FOR PROFESSIONALS AND PARTICIPANTS OF AFRICAN DIASPORIC MUSIC, DANCE, ARTS & CULTURE IN AMERICA. HER PASSION AND EXPERTISE HAVE LED HER TO TEACH ALL OVER THE NATION INCLUDING THE DEBBIE ALLEN DANCE ACADEMY. KARA WAS ALSO AN ARTIST-IN-RESIDENT AT THE RENOWNED THEATER OF HEARTS; A LOS ANGELES BASED NON-PROFIT ORGANIZATION FOCUSING ON REACHING AT-RISK YOUTH THROUGH THE ARTS.

AS A DANCER KARA HAS PERFORMED ON SEVERAL AWARD SHOWS INCLUDING THE GRAMMYS, NAACP IMAGE AWARDS, THE BET AWARDS, AND THE BILLBOARD MUSIC AWARDS.

