

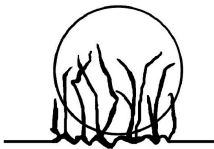
SPRINGBOARD FOR THE ARTS

Springboard for the Arts is a nonprofit agency whose mission is to help self-employed creative people make a living. To that end, they present workshops on professional development topics that are relevant to artists, including career planning, marketing, and personal and professional development.

Springboard presents these workshops at various times throughout the year in the Twin Cities area. The cost for the workshops is 40 to 45 dollars for each workshop. SMAHC is able to hold down the cost to artists who live the 18 county SMAHC region with assistance from the McKnight Foundation. We are offering these workshops for just \$15 per workshop. This is significant savings to artists who attend these workshop sessions.

We hope you will take advantage of this opportunity and register for the remaining workshops in this series.

The Southwest Minnesota Arts & Humanities Council (SMAHC) is the designated regional arts council for the 18 counties of SW MN. SMAHC seeks to encourage the growth and development of the arts and humanities in southwestern Minnesota by serving as a source of funds and technical services which enable local organizations, educational institutions and individuals to sponsor and/or create and promote the arts and humanities in their communities.



This conference is made possible by a grant to SMAHC from the McKnight Foundation.

SW MN Arts & Humanities Council
Phone: 507.537.1471 or 800.622.5284
www.smahc.org
Email: smahcinfo@iw.net

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**The Southwest Minnesota
Arts & Humanities Council**
presents

Business Skills Workshops For Artists Conducted by Springboard for the Arts

Friday, July 24, 2009

- 3 - 3:30 PM Hands on bookmaking workshop, Monica Villars**
- 3:30 - 6 PM Record Keeping & Financial Management for Artists**
- 7:00 - 9:30 PM Simple Business Plans for Artists**

Saturday, July 25, 2009

- 9:30 - 10 AM Hands on bookmaking workshop, Monica Villars**
- 10 - 12:30 PM Pricing Your Work: Getting Paid for What You Do**
- 2 - 4:30 PM Funding Your Work**

Registration Deadline: July 22, 2009

The workshops will be held at the
**Multi Purpose Building,
Upper Sioux Community,**
5 miles southeast of **Granite Falls**
on Highway 67.

**Hosted by the:
Granite Falls Arts Council**

Schedule and Descriptions of Workshops

Friday, July 24, 2009

3 - 3:30 PM Hands on bookmaking workshop, Monica Villars

3:30 - 6 PM Record Keeping & Financial Management for Artists How does your actual income compare with your desired income? If working with numbers drives you crazy, we have clear, simple methods for setting up your financial books. Learn how Budgets and Cash Flow Statements help you plan for profit (it isn't just whatever is left at the end.) Making accurate projections about what to expect allows you to plan for it and to prosper.

6 PM Supper Break

7 - 9:30 PM Simple Business Plans for Artists A business plan will help you grow your artistic business, a.k.a. your career. This session explains how to prepare a simple business plan, in arts friendly language. People primarily think about writing a business plan when they are seeking money, but a business plan is an essential planning tool for any small business (even if you're "just a painter!")

Saturday, July 25, 2009

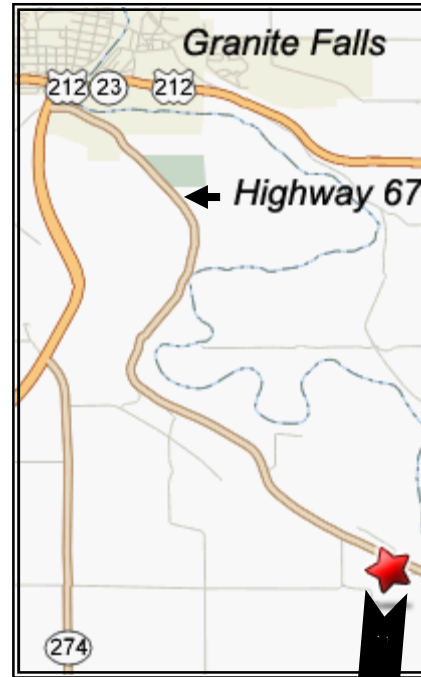
9:30 - 10 AM Hands on bookmaking workshop, Monica Villars

10 - 12:30 PM Pricing Your Work: Getting Paid for What You Do While many artists excel at the design and production of their work, they feel far less confident when it comes to deciding what the price ought to be. Most want to be compensated fairly, but what does that mean? Too often, a number is plucked out of the air because it feels about right. We discuss what to consider as you 'do the math' both for people who are producing products and for those providing services.

Saturday, July 25, 2009, Continued

12:30 PM Lunch Break

2 - 4:30 PM Funding Your Work This session's topic is generating income. We'll discuss the value of multiple income streams. We'll cover research and application preparation techniques for grants, fellowships, scholarships, and residency programs available to individual artists.



Multi Purpose Building, Upper Sioux Community,

5 miles southeast of Granite Falls on Highway 67.

DIRECTIONS:
From Granite Falls, take Highway 23 south to Highway 67. Turn east and go 5 miles to Traverse Lane. Look for the Water Tower. Turn right on Traverse Lane



SW MN Arts & Humanities Council Artists Business Skills Workshops Registration Form

Fill out the registration information below. Select your workshops.

Costs for the workshops:
\$15 for each workshop.

Send your registration and check to:
SMAHC,
1210 E. College Drive, Suite 600
Marshall, MN 56258

Name _____

Address _____

City, State, Zip Code _____

Phone _____

Email address _____

CHECK EACH WORKSHOP YOU WILL BE ATTENDING (\$15 for each workshop)

- Record Keeping & Financial Management for Artists, 7/24 - \$15
- Simple Business Plans for Artists, 7/24 - \$15
- Pricing your Work: Getting Paid for What You Do, 7/25 - \$15
- Funding Your Work, 7/25 - \$15
- There is a **FREE** Hands-on Bookmaking Workshop before each day's sessions.

TOTAL PAYMENT ENCLOSED \$ _____

**Meals will be available for purchase during the meal breaks.

