

Business Planning, Revenue Streams & Funding Proposals

Spring 2021

Live via Zoom | 5.30 – 8.30pm GMT

Wednesday, February 17th

5.30 - 6.15: Welcome and Introduction to Business Planning & Funding Proposals | Dr Amy Mechowski
6.15 - 6.30: Group Discussion
6.30 - 6.45: Break
6.45 - 7.45: Hidden Assets, Opportunities, and Experimentation | Dr Amy Mechowski
7.45 - 8.00: Q&A/Discussion

Thursday, February 18th

5.30 - 6.15: Business Planning & Income Generation | Joe Watson (Sotheby's Institute)
6.15 - 6.30: Q&A/Discussion
6.30 - 6.45: Break
6.45 - 7.45: Public Events Programming & Financial Planning Workshop | Dr Amy Mechowski
7.45 - 8.00: Q&A/Discussion

Friday, February 19th

5.30 - 6.30: Making a Strong Application for Funding Collaborative & Project-based work | Mark Devereux
6.30 - 6.45: Q&A
6.45 - 7.00: Break
7.00 - 8.00: Applying for Funding: A Step By Step Guide (workshop) | Mark Devereux

Monday February 22nd

5.30 - 6.15: Writing Grants Proposals | Flora Craig, Garfield Weston Foundation
6.15 - 6.30: Q&A
6.30 - 6.45: Break
6.45 - 7.30: Grants Proposal Workshop | Dr Amy Mechowski & Flora Craig
7.30 - 8.00: Q&A & Discussion

Tuesday, February 23rd

5.30 - 6.30: Working in Partnership – Researching, Identifying & Applying for Funding as an Independent Curator | Julie Bentley
6.30 - 6.45: Q&A
6.45 - 7.45: Applying for Funding for Project-Led Work with Museums & Non-Profit Organisations | Hannah Redler Hawes
7.45 - 8.00: Q&A & Discussion

Wednesday, February 24th

5.30 - 6.00: Trusts & Foundations – Supporting the Arts in Funding & Partnerships | Abbie Hayes (University of the Arts London)
6.00 - 6.15: Q&A
6.15 - 6.30: Break
6.30 - 7.00: Group Exercise & Break Out Groups | Dr Amy Mechowski & Abbie Hayes
7.00 - 8.00: Writing Workshop & Discussion

Thursday, February 25th

5.30 - 6.15: Business Development, Partnerships & Engagement | Laura Archer (Masterpiece Art Fair)

6.15 - 6.30: Q&A

6.30 - 7.30: The Association for Cultural Enterprises: Maximising Income & Making the Most of E-commerce (Title TBC) | Jill Fenwick & Tom Dykes, Director of Digital

7.30 - 8.00: Q&A & Discussion

Friday, February 26th

5.30 - 6.15: Art Night – The Business Plan & Management of London's Largest Free Arts Festival | Philippine Nguyen, Director & Co-Founder

6.15 - 6.30: Q&A

6.30 - 6.45: Break

6.45 - 7.30: Panel Discussion and Q&A | Dr Amy Mechowski (presenter and moderator) - Philippine Nguyen, Julie Bentley, and Laura Archer

7.30 - 8.00: Q&A & Discussion

For more information, please contact:

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