

# Craft

SCOTLAND

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COMPASS



**COMPASS: Next Generation Programme  
Application Pack 2019**

# **COMPASS: Next Generation Programme Application Pack 2019**

## **Deadline: 5pm, Thursday 18 July 2019**

### **Location:**

Various across Scotland

### **Key Contact:**

Jo Scott  
Project Manager  
[jo@craftscotland.org](mailto:jo@craftscotland.org)  
0131 466 3873

## **About COMPASS**

COMPASS is Craft Scotland's brand-new learning and development programme created specifically for makers. COMPASS is generously supported by the William Grant Foundation and Creative Scotland.

COMPASS focuses on developing craft talent and equipping individuals with the necessary skills to create a sustainable craft career and business. We have created three programmes to provide support for a wide range of craft careers; [Next Generation, Emerging Maker and Established Maker](#). Before applying, please research the best strand for you.

COMPASS offers a unique mix of active learning, mentoring and specialist advice. Participants can learn about finance, marketing, branding, selling effectively, entrepreneurship and more. Creating opportunities to cultivate networks is an essential feature of COMPASS. COMPASS has been developed together with Elaine Furnivall, Managing Director and Founder of Avior and a Chartered Occupational Psychologist with over 20 years' experience in personal and organisational development and executive coaching.

## **About COMPASS: Next Generation Programme**

COMPASS: Next Generation Programme will run on an annual basis. Applications are now open for the 2019 programme, which will commence in October 2019.

We have up to 20 places available for a dedicated cohort of makers, who will work through the programme together.

The Next Generation programme of COMPASS is a personal and business development programme for makers at the start of their career. We know that the first year in business is challenging. COMPASS: Next Generation Programme will equip participants with the knowledge and skills to decide how they want to take their business idea forward.

The programme is designed for those who have just graduated, or those who have just started their practice and have been in business for less than a year.

The programme will help you challenge your business thinking and explore ways to make your business more sustainable and entrepreneurial.

## Key dates

<b>5pm, Thursday 18 July 2019</b>	Deadline for applications
<b>Friday 9 August 2019</b>	Applicants notified of the outcome of their application
<b>Friday 30 August 2019</b>	Participation fee due for payment (for instalment information see page 5)
<b>Tuesday 29 &amp; Wednesday 30 October 2019</b>	Two-day residential at Hospitalfield
<b>Tuesday 3 December 2019</b>	One-day workshop in Edinburgh

## COMPASS: Next Generation Programme

The programme consists of an intensive two-day residential programme at Hospitalfield, which is followed by a final one-day workshop.

### What you will learn

- Gain an understanding of business modelling, marketing, business development, finance and creating convincing proposals
- Understand what it means to start a creative practice
- Define your offering with clear goals and a robust plan
- Obtain a clear understanding of your legal and financial reporting duties as a creative business owner
- Explore your next personal and business development steps
- Gain entrepreneurial insight and tools to improve business decision making

### Two-day residential

Take two days out to focus on your new creative career and identify what really matters in those all-important first few years in business.

This is your chance to spend some time with and learn from other makers at the same stage of their career and the experienced programme facilitators. There is also the opportunity to hear inspiring stories and gain valuable insights from the cohort of creatives on the COMPASS: Emerging Maker Programme 2019, who will join us on day two of the residential.

**The residential includes:**

Accommodation for one night  
Refreshments  
Breakfast, lunch and dinner  
Access to Hospitalfield House and grounds

**One-day workshop**

This is a chance to regroup with the cohort and cement your learning following the two-day residential. This workshop will be held in Edinburgh.

## Responsibilities

**Your commitment:**

- Be available for all workshops as detailed in the key dates
- Prepare for all workshops as directed
- Pay the £120 fee in full, prior to the first workshop\*
- Maintain communication with the Craft Scotland team throughout your learning and development activity
- Contribute to any case studies, articles and written pieces as requested by Craft Scotland
- Provide feedback as requested at the end of your learning and development activity

**What Craft Scotland will do:**

- Subsidise the cost of the programme for participants
- Provide support and guidance for each participant through the programme
- Arrange venues for the programme and cover the cost of these venues, including residential aspects of the programme
- Arrange and cover the cost of all workshop leaders, facilitators and speakers
- Facilitate the programme and provide on-site management at each workshop
- Maintain communication with each maker throughout the programme
- Evaluate the programme

\*For information about payment installations see page 5

## Eligibility

Applications are invited from makers working across all craft disciplines: ceramics, wood, jewellery, glass, textiles, furniture, lighting, leather, basketry, bookbinding, millinery, mosaics and more. If you are unsure if you are eligible, please contact Jo Scott, Project Manager by email [jo@craftscotland.org](mailto:jo@craftscotland.org).

This opportunity is suitable for a professional practising maker. The programme is designed for those who have just graduated, or those who have been in business for less than a year.

The Next Generation Programme of COMPASS is suited to those individuals who have just started their practice and our [Emerging Maker Programme](#) is suitable for craft businesses who have been in business for less than four years.

## Selection process & criteria

Selection for COMPASS: Next Generation Programme will be based upon the following criteria:

- Makers should be a professional craftsperson. This will be evidence based on artist statement, CV and images provided
- Makers should be working in one or more of the accepted disciplines
- All work should be the design of the maker and made by the maker (or small-batch production under their direct supervision)
- All work must reflect excellence and the unique vision of its maker, be well-conceived and skilfully made
- Makers must evidence a clear commitment to develop a sustainable creative and business practice

A panel will meet to review all applications and select the successful makers.

All applicants will be notified regarding the outcome of their application by no later than Friday 9 August 2019.

## Fees & costs

Successful makers will be expected to pay a £120 participation fee (this fee is towards the cost of administering the programme, including staff costs, accommodation for the residential part of the programme).

You may pay the participation fee in two instalments of £60 (to be paid at the end of August and end of September).

## How to apply

To apply, please submit your application online [here](#).

Before starting your application, please be aware that you will need to submit:

- A maker statement
- Your CV
- Images of five pieces of work— these should be representative of the type of work you are currently making
- An image of yourself. Preferably this would be a photograph of you at work, with your work, in your studio or delivering a workshop
- Answer specific questions about your business
- A video clip of you, explaining why you'd like to take part in the programme

## Video clip

Please film a short video clip (no longer than two minutes) of you talking to the camera about your practice and ideas for your craft practice. Craft Scotland is trialling video clips instead of in-person interviews to minimise the carbon imprint of our programme.

It is essential that we understand why you think this programme is right for you.

Suggestions of topics to include; what you make, your process and inspiration, what you feel your strengths are and anything else you think might be relevant.

You can use your mobile phone or computer to film this simple clip (it does not need to be high-quality), we simply want to get a feel for your practice and personality.

Once you have your video file ready, please upload it to YouTube and copy the URL into the application form. Please list the video under the privacy setting 'Unlisted' to ensure that we can access the video, but it will not be in the search results or publicly available on your channel.

You may delete the video after Friday 30 August 2019 once the application process has finished.

These video clips are for internal use only and will be shared with the Craft Scotland team and the selection panel.

Any questions about this video clip, please contact Jo Scott, Project Manager by email [jo@craftscotland.org](mailto:jo@craftscotland.org).

## Further information

Please contact Jo Scott, Project Manager by email [jo@craftscotland.org](mailto:jo@craftscotland.org) or by phone 0131 466 3873.

## About Craft Scotland

Craft Scotland is the national development agency for craft. We put makers at the heart of all we do, championing diverse and high-quality contemporary craft. We help people learn about, appreciate and buy craft, promoting the contribution of craft to Scotland's cultural, economic and social well-being.

Through our exhibitions and events programmes, digital platforms and strategic partnerships, we provide leadership for the sector. We create opportunities for makers to develop their creative and business practice, and to exhibit and sell work in Scotland and beyond. We are a registered charity supported by Creative Scotland.

[www.craftscotland.org](http://www.craftscotland.org) | [hello@craftscotland.org](mailto:hello@craftscotland.org) | @craftscotland

**This information is available in large print or as a word document upon request.**

*Photography by Bryan Minear / Unsplash*

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