



Bromham Millers' News

New Courses in Textural Collage

We are very pleased to have Sarah Frances Janavicius currently running workshops in Textural Collage at the Craft Centre at Colmworth on the third Saturday of each month. Be inspired and have fun.

- Saturday 19th June
- Saturday 17th July
- Saturday 21st August.

Please contact Sarah directly on 01234 363112 to book a place on these fantastic workshops.

Sarah has worked as a professional artist for more than 20 years, in the commercial and private sectors. She's a qualified teacher who teaches watercolour painting in the community, working with adult education and special needs students.

She is also an Art Society demonstrator. You can see examples of her work on the Eagle Gallery website www.eaglegalleryartists.co.uk/painting/sarah-janavicius/



Mosaic Workshops

We have some more dates for the next set of mosaic workshops, to be held here at the Craft Business Centre, Colmworth and cost £60 for the day.

- Saturday 26th June
- Saturday 24th July.

Workshops will be run by Maira Swanson, and designed to engage and inspire people of all ages, backgrounds and abilities to create unique mosaic projects to take home. For times and further details call 07891 640161 or 01234 376699.



Business Support

New Director for University

Innovation is a key area of activity for the University and newly appointed Dr Wesley Randle is tasked with enabling local businesses to access the help they need in order to innovate and achieve sustainable growth. The University offers businesses access to training, events, academic expertise, technology, research, scientists, consultants and graduates through The Knowledge Hub. It has a variety of tools available to businesses and a wealth of experience in delivering business support. There are events that assist businesses. Call 01582 74 3748 for further information or visit www.beds.ac.uk

Queen Elizabeth Scholarship Trust

A national award with a maximum value of £15,000 to enable further study and training for both craftsmen and craftswomen who wish to improve their crafts or trade skills. You will need to register at www.open4business.info/bedford Take a look at the awards under media and arts to find awards best suited to your crafts.

Business Events

Free Business Link

Workshops and Briefings



- How to Pitch for Finance
Thursday 3rd June at Wyboston Lakes, Beds.
Creating a positive first impression, understanding the numbers and having a well thought through strategy are key aspects of securing investment for your business.
 - How to Turn your Website into a Customer Magnet
Tuesday 15th June at Chiltern Hotel, Luton, Beds.
Do you currently have a website, but think that it could work harder for you? This briefing will show you how.
 - Copywriting – The Art of Persuasion
Tuesday 22nd June at Chiltern Hotel, Luton, Beds.
In today's competitive business environment everyone has to be able to sell, whether it's an idea, a product or service, or their own skills.
 - Getting the Basics Right
To put the foundations in place to maximise your chances of success and avoid classic mistakes in running your business.
2nd June Luton
10th June Biggleswade
17th June Leighton Buzzard
24th June Flitwick
30th June Dunstable.
 - Managing Money and Making a Profit
The principles of managing business finance including profit and loss, balance sheets and forecasting cashflow.
4th June Dunstable
23rd June Biggleswade.
 - Using the Web in your Business
A jargon free workshop with essential information on planning a website or updating an existing one. Including an introduction to ecommerce and online marketing.
2nd July Bedford.
- To book your place on any of these free events call 0845 601 1000.

Ask Maggie

What are my skills worth? Setting your hourly rate.

If you have been on one of Bromham Miller's business courses or read any of the many self-help books and websites available you will have thought a lot about costs and pricing; in fact you probably have whether or not you have been on a course! Any discussion about pricing will include talk of an hourly rate. It is difficult to look at the hourly rate in isolation as your final price will depend on many things: how quickly you work, how unique and how skilled the final product. Personal situations and outgoings vary enormously but unless yours is really a hobby business you will need to be sure you can earn a realistic hourly rate or it will not be sustainable - you will not have sufficient income to meet your basic needs. As your business, client base and reputation grow you may be able to increase this rate but where do you start?

What can you expect? What do other craftsmen factor in? People are often very reluctant to discuss this figure. Aside from any question of competition, there are so many emotional and self worth issues tied up with pricing as I talked about last October. However the topic was recently aired in two threads on the Craft Forum www.craftsforum.co.uk hourly rate help and hourly rate. The debate seems to suggest anywhere between £5 and £20, the bottom end being consider too low, the aim more than twenty pounds but a realistic compromise between £10 and £15; a compromise that is between a reasonable return for your effort and what the customer is willing to pay for craft items. To put this in context the national minim wage will rise in October from £5.80 to £5.93 an hour for workers aged 21 and over.

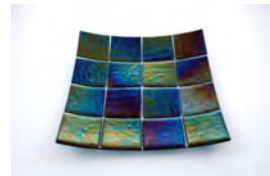
Once you have an hourly rate it can be more meaningful to convert this into an annual salary. Not a difficult calculation, but there are a few things to remember. How many hours a week will you actually be doing productive work - making items to sell? You need to exclude, the marketing, trips to suppliers, all the other administrative bits and pieces and importantly keeping up to date with your craft and refreshing your skills. Once you have that figure multiply by the number of weeks a year you would hope to be able to work, 46 is quite a good figure to start with allowing six weeks for holidays, sickness and emergencies.....and then don't forget to put something aside for the inevitable tax bill. Although an American site by Simon Walsh <http://www.simonewalsh.com/about/articles/pricing-for-craft-design.php> covers this quite succinctly. In fact he does the calculation the other way round to illustrate the hourly rate you would need to charge to meet the salary you would like (or perhaps more realistically to being with, need)- the result is quite revealing!

Maggie Pringle runs the Bromham Millers enquiry line, a FREE service offering help and information with all your business-related queries: events, legislation, training, rules & regs and market research etc. Call Maggie on 01604 871053 or maggie.pringle@bromhammillers.co.uk

What's On

Glass Inferno

Richard Carder of Glass Inferno will be at the following events this year:



- 26th and 27th June at Castle Ashby House, Northampton, NN7 1LQ, 10.00am - 5.30pm.
 - 3rd July, 31st July and 4th September at Odell's Yard, 60 High Street, Stony Stratford, Milton Keynes, MK11 1FA, 9.00am - 4.00pm.
 - 24th and 25th July at Roysen Summer Craft and Gift Fair, The Banyers Hotel, Melbourn Street, Royston, Herts, SG8 7BZ, 10.00am - 4.00pm.
 - 30th August at MaKe Craft Fairs, Madcap Centre, Creed Street, Wolverton, Milton Keynes, MK12 5LY, 10.00am - 4.00pm.
 - 3rd October at The Caroline Chishome School, Wooldale Road, Wootton Fields, Northampton, NN4 6TP, 10.00am - 4.00pm.
 - 20th and 21st November at Hangar One, The Aviator Hotel, Sywell Aerodrome, Northampton, NN6 OBN, 10.00am - 4.00pm.
 - 27th and 28th November at Holiday Inn, Garden Court, Girtford Bridge, Sandy, Bedfordshire, SG19 1NA, 10.00am - 5.00pm.
- Visit www.glassinferno.com and take a look at some of Richard's fantastic work.

Craftability's Workshops

Vanessa Noonan runs many workshops at 15 Watling Street, Fenny Stratford, Milton Keynes, MK2 2BU. These include: Card making, scrapbooking, card club, after work club, jewellery making, make your own wedding invitations, one to one classes on the Cricut and Cuttlebug machines and children's craft parties. Telephone Vanessa on 01908 632200 for further details or visit www.craft-ability.com

- Big discounts if you book in advance for three or more workshops. If you would like to receive workshop and special offer information by email contact Vanessa@craft-ability.com

Learn How To Make Jam

June 10th, 7.00pm - 10.00pm at Redborne Upper School, Ampthill, Beds, MK45 2NU. Cost £45 per session. Call Vickie for more information on 01525 750246 or 07967 900110. Visit www.humbershomemade.co.uk

Selling Opportunities

Wanted: For Viva Summer Events

Viva, a networking group are looking for stall holders for their July events on 7th July - Business Exhibition at Sopwell House and 14th July - Hemel Hempstead Business Market. Telephone 01442 382682 or 07795 683598, email debbie@viva-networking.co.uk

Artists' Network Bedfordshire

Open Studios

Open Studios events are being held throughout June all over Bedfordshire with over 30 artists participating, either in group shows or individual at their own studios. The artists are working hard to put on a good show and make Open Studios a stupendous recession beating event. There is a large variety of work on show. Original art, crafts, printwork, photography, ceramics, cards and prints will be on sale. You will be able to meet artists who will be happy to discuss their work and some will also be giving demonstrations.

For details of participating artists and studios, opening times, map and directions, visit www.artsnetbeds.org.uk where you will find a printable pdf of their leaflet.



Forthcoming Events

Bromham Millers produces a monthly rolling list of craft fairs and selling events in and around Bedfordshire. Please contact maggie.pringle@bromhammillers.co.uk if you would like to receive a copy.

Networking

Viva Business Networking

Wednesday 9th June at the ICON Hotel, Luton. A mixed networking event, this group is perfect for small and medium sized businesses. To book on to your next business networking event simply visit www.viva-networking.co.uk under the events section.



4 Networking

The 4Networking culture is relaxed and friendly, with a complete lack of pretension. Plus you stay in control: network where you want, when you want. 4Networking is 50% business, 50% social and it works. Find out more and book your first breakfast meeting at www.4networking.biz/welcome

Women In Business Network

- Wednesday 9th June, 12noon - 2pm, at Box End Park, Box End, Kempston, Bedford, MK43 8RQ.
 - Thursday 10th June, 12noon - 2pm at Harben House, Tickford Street, Newport Pagnell, Bucks MK16 9EY.
 - Tuesday 8th June, 12noon - 2pm at Flitwick Manor, Church Road, Flitwick, Beds, MK45 1AE.
 - Wednesday 16th June, 12noon - 2pm. at Abbotsley Hotel, Golf and Country Club, Eynesbury, Hardwicke, St Neots, PE19 6XN.
- Cost £22. For further information and to book your place contact emily@wibn.co.uk

Useful Information

Free Basics

Free accounting software designed to help your business keep track of its cash flow. It shows you at a glance how your business stands – who owes you money and who you owe money to. The free software download is quick, simple and easy to set up. It's not a time-limited trial version, there's no obligation and it's yours to use for as long as you need. Visit www.tassoftware.co.uk and under products go to Free Basics.

The Remote Worker Awards

The 10 award categories will appeal to a wide variety of organisations applying flexible working practices plus millions of freelancers, contractors and home businesses across the country. The Remote Worker Awards is open to all individuals and any company in the UK, regardless of size, industry sector or turnover.

Entries open NOW. For more information call 0844 800 8355 or browse www.remoteworkerawards.com

Useful Contact Numbers

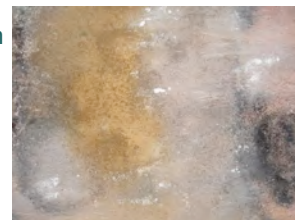
HMRC Online Services	0845 605 5999
National Minimum Wage	0845 600 0678
National Advice Service	0845 010 9000
New Employers Helpline	0845 607 0143
Newly Self Employed Helpline	0845 915 4515
PAYE/SA Payment Enquiries	0845 366 7816
Self Assessment Helpline	0845 900 0444
Self Employment Helpline	0845 915 4655.

Members' News

Selected Works by Rhonda Whitehead.

An exhibition until 12th June, open daily 10.00am - 6.00pm at Murray Edwards College, New Hall Art Collection, Huntingdon Road, Cambridge CB3 0DF.

The selected paintings on exhibition, are in mixed media and oil capture which record the surface loss, imperfections and characteristics of erosion and time on manmade surfaces. Go to www.rhondawhitehead.com



Pearl Rosettes Necklace Workshop

Saturday 19th June, 10.00am - 4.00pm.

Make a lovely summery necklace composed of individual rosettes worked in pearls wrapped between and around with seed beads in two sizes. The rosettes can run all the way along the length of the necklace, or alternatively can feature just at centre front with a simple strap featuring more pearls to finish it. Make it in the colours of your choice. Contact Gillian Ashwell on 01234 211532 or email Gillian@Beadworkjewellery.co.uk or visit www.beadworkjewellery.co.uk

Members' Profile

Kumi Middleton

"I produce one-off upcycled handbags and corsages and supply them to art and craft galleries in the UK. Bags are appliquéd and embroidered using pre-loved fabrics including old kimonos.



I also produce one-off wall pieces using the same technique. Inspiration comes from the nature around us, especially the plants that thrive among the hedgerows, trying to reflect the seasons and changes of season by observing and portraying the related plants.



When I first graduated as a knitter from art college about 15 years ago, I was working as a freelance designer, making design swatches for agents, producing one-off knitted garments and undertaking commissioned works. I tried to carry on with my work after my first child was born, but soon I realised that the pressure of juggling work and bringing up a family was too much. When my youngest started school, I knew I could go back to my textiles, but the amount of free time I had was still limited. I also became more environmentally aware - as a consequence, I stopped experimenting with various chemicals such as latex and regine, which featured heavily in my previous work.



Then on one of my visits to Japan to see my family my idea of producing bags was consolidated. My mother was clearing her wardrobe and she was going to throw away a rather shabby looking but beautiful kimono. I had to find some way of giving them a new lease of life and my work developed. I am still struggling how to balance work and family commitments, but I am lucky to be able work at home. When my children need me I can always be there.



At the moment I am very busy preparing for two forthcoming exhibitions, one in London with my bags and corsages, one in Nottingham with my wall pieces."

To view my work visit www.kumimiddleton.co.uk and to contact me kumi.middleton@virgin.net

Website of the Month

www.ipatter.com

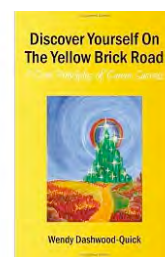
A 'You Media' web based direct messaging platform for Businesses, Charities, Schools and other Organisations to connect with consumers and each other. ipatter is set to transform the way businesses and organisations connect with each other and their customers. More succinct than traditional communication channels, like post or emails, and more tailored than other social media platforms, ipatter simply gives organisations, businesses, charities and educational institutions, known as Broadcasters, a platform to broadcast their messages or Patters. Suitable for both B2B and B2C audiences.



Book of the Month

Discover Yourself On The Yellow Brick Road by Wendy Dashwood-Quick

Power up your self-belief and create unwavering self confidence. Clarify and strengthen your deepest values and purpose. Stop following the herd and discover what success means to you. Develop and work on your own personal success plan. If you are willing to learn to 'get out of your own way' by following the simple steps shared in this book, then you will forge a successful career, and gain personal satisfaction and peace of mind.




Next Issue

To Unsubscribe

Please return this email with unsubscribe in the subject heading.

Deadline

The deadline for the July issue is 25th June, sooner if possible please. Send your information to me, Lesley Kershaw at news@bromhammillers.co.uk

 Save paper, please don't print unless you really need to.

Design, edit and layout by Lesley Kershaw.

Disclaimer: Your items are always welcome regarding forthcoming news, events, opportunities, etc to be included in The Millers' News For The Arts & Crafts Community Newsletter. However, any services, products, events etc. are not necessarily endorsed by Lesley Kershaw, Bromham Millers, Work House (Norfolk) Ltd, Mencap or EEDA, it is up to all readers to use their own judgement. Please send all your items for insertion to Lesley at news@bromhammillers.co.uk All subscribers to this newsletter must ensure they own the copyright of the information and logos that are submitted.

© Copyright Bromham Millers 2010.

