



RESOURCES FOR TEACHING ARTISTS

Business Practices

Career Development

Featured Resource

**The Teaching Artist Journal* <http://www.teachingartists.com/journal8.htm> Edited by the Center for Arts Policy, this journal has been published since 2003 four times a year by Lawrence Erlbaum Associates, Inc. An authoritative, timely, ongoing professional development resource for teaching artists.

Career Development: Organizations

Arts Extension Service. <http://www.umass.edu/aes/> a University of Massachusetts program, offers nationally-recognized professional development opportunities for artists and arts administrators..

Kennedy Center Education Program. <http://www.kennedy-center.org/education/pdot/artists.html> Regarded highly for its quality professional development, the Kennedy Center offers the opportunities for artists.

The Artist Seminar <http://www.kennedy-center.org/education/pdot/artsem.html> is designed for artists and arts educators who would like to develop participatory workshops for teachers. Participation in the Seminar is the "gateway" to potential work with the Professional Development Opportunities for Teachers program at the Kennedy Center. The **Orientation for Workshop Leaders** <http://www.kennedy-center.org/education/pdot/orientation.html> is provided for new workshop leaders at the Kennedy Center each year to usher in the new season of Professional Development. Artists who are interested in becoming workshop leaders for the Professional Development Opportunities for Teachers Program should check out the Artist Seminar information page.

National Association of Independent Artists www.naia-artists.org enhances the economic well-being of people who exhibit their work at high-quality outdoor and indoor art and/or fine craft shows, encourage creative expression and artistic excellence, and expand public awareness, appreciation, and acquisition of fine art and fine craft. The website has Tips Boards that allow members and visitors to submit information acquired from many years in the profession.

Career Development: Other Resources

Abbing, Hans. *Why Are Artists Poor? The Exceptional Economy of the Arts*. Amsterdam: Amsterdam University Press, 2002. Economist and artist Abbing answers the title question by analyzing the economics of the art world, and by analyzing the psychology of artists. Briefly: the art market is irrational, and artists tend to be more motivated than most people by internal rewards such as pride in a job well done than external ones such as status and paychecks. Artists are also prone to a gambler mentality that hopes for easy success and is not good at

weighing the benefits, costs and risks of certain behaviors. Recommended by [Hillary Rettig](#) <http://lifelongactivist.com/>, Massachusetts.

*The **Artist Help Network** <http://www.artisthelpnetwork.com/> is a free information service designed to help artists take control of their careers. It assists in locating information, resources, guidance, and advice on a comprehensive range of career-related topics. The network focuses primarily on subjects of interest to fine artists. People working in the applied arts, arts administration, and arts-related fields will also find this site useful.

*Arts Resource Network. **Artists Professional Toolbox** Comprehensive information and resources for artists' professional development. [.http://www.artsresourcenetwork.net/professional_growth/apt/default.asp](http://www.artsresourcenetwork.net/professional_growth/apt/default.asp)

Another **Artist's Professional Toolbox**

http://www.vlama.org/artists_arts_organizations/educational_programs/toolbox is a career development program offered by the Volunteer Lawyers for the Arts that empowers practicing visual artists with the skills and confidence they need to master the business challenges of being an artist.

ArtSake <http://artsake.massculturalcouncil.org/blog/artsake/> is an informative artists' blog maintained by the Massachusetts Cultural Council.

Michels, Carol. ***How to Survive and Prosper as an Artist: Selling Yourself Without Selling Your Soul.*** Holt Paperbacks, 2001. This book is great for someone who needs a broad overview of the fundamentals of creating a career as a freelance artist. It is basically a checklist of what you need to know and do to be successful as a self-employed artist, in other words: the business side of art. From Amazon customer.

The Pauper. ***The Artrepreneur.*** http://www.theartrepreneur.com/career_planning/ The brainchild of three "starving artists," all of whom were working in the financial planning industry and saw the desperate need for such services in the artist and creative communities. Originally started as an online newsletter in 2000, **The Pauper** has since grown to become the premiere website for helping artists with their money and finances.

Kathleen Vaughan. ***Making it up as we go along: Reflections from artists learning to teach.*** <http://www.ierg.net/confs/2003/proceeds/Vaughan.pdf> Toronto: York University.

Financial Management: Organizations

Alliance for Affordable Services www.affordableservices.org is a nonprofit association representing small business owners and individuals nationwide. Membership provides benefits and services that help drive down the cost of running a business. Benefits include affordable health insurance, credit and debit card processing, professional liability protection, as well as other business services.

CircleLending <http://www.virginmoneyus.com/> (commercial site) is a loan administration company that manages interpersonal loans between relatives, friends, and other private parties. With its unique experience in facilitating and servicing private loans between relatives and friends, the company has developed a set of automated loan administration protocols that lowers the default rate on private loans by more than half and provides clients with the ability to reduce the costs and hassle of loan management. CircleLending provides document preparation services, customized repayment schedules, billing and payment collection, and ancillary services such as year-end tax statements, mortgage recording, escrow administration, and web-enabled payment tracking.

Small Business Service Bureau www.sbsb.com is a national small business organization whose members are self-employed. They offer members business overhead insurance for home-based businesses as well as other types of insurance.

Financial Management: Other Resources

*Bryan, Mark and Cameron, Julia. ***Money Drunk, Money Sober: 90 Days to Financial Freedom***. New York: Ballantine/Wellspring, 1999. This eye-opening book, co-authored by Julia Cameron, author of the classic *The Artist's Way*, is essential reading for all activists. It discusses the ways people make themselves poorer, focusing on common dysfunctional attitudes towards money: Compulsive Spender, Big Deal Chaser, Maintenance Money Drunk, Poverty Addict, and Cash Codependent. The book also offers a plan for recovering from poverty. Recommended by Hillary Rettig, <http://lifelongactivist.com/> Massachusetts.

Motley Fool www.fool.com was developed by two brothers hoping to educate, enrich, and amuse individual investors around the world. Since then, the Fool has become and even more expansive resource. The site has a number of how-to guides such as *How to Get out of Debt* and *How to Plan the Perfect Retirement*.

Housing

ArtistLink. <http://www.artistlink.org/?q=aboutus> is a collaborative effort to create a stable, yet dynamic environment for Massachusetts artists. It provides individual artists, developers, and municipalities with information and technical assistance and by advocating for relevant policy changes at the state level.

Insurance- Health

Access to Health Insurance <http://www.ahirc.org/> is an online database of health insurance resources for artists and individuals in the entertainment industry as well as for the self-employed, low-income workers, the under-insured, the uninsured who require medical care, and many others. The project was created by The Actors' Fund of America with a grant from the NEA.

The International Association for Dance Medicine and Science www.iadms.org comprised of individuals from the healthcare and dance community. The organization provides continuing education for the dance and medical communities as well as the general public regarding efficient training for dance, correct physical conditioning to prevent illness and injury resulting from dance activity, proper nutrition for the dancer, and appropriate treatment and rehabilitation for dance-related injuries. IADMS accomplishes this goal through informative meetings, publications, and audio-visual resources.

Insurance- Liability

American Federation of Musicians www.afm.org offers professional liability and equipment insurance.

Fractured Atlas. <http://www.fracturedatlas.org/site/liability/teaching> Teaching artists and groups or organizations of teaching artists who are members of Fractured Atlas (\$75/year) can purchase annual general liability insurance at extremely competitive rates. Coverage for studio/office space, property/artwork, and worker's comp can also be requested in the same application

Job Listings

Answers for Dancers www.answers4dancers.com provides industry-wide dance audition listings that can be accessed on the Answers for Dancers website for a monthly subscription fee. Auditions are updated weekly and also include choreography opportunities and teaching jobs. Subscribers and nonsubscribers can access other career-related information on the Answers for Dancers website

Art Career <http://www.artcareer.net/> is an online database of career, education, and employment

opportunities at museums, art galleries, educational institutions, arts organizations, and businesses related to the visual arts. There is payment required to search the listings—you can subscribe for three, six, or twelve months.

ArtJob Online www.artjob.org (Fee) is an online resource of national job listings, internships, grants, public art projects, and residencies. You can search by region, art discipline, and type of organization. ArtJob provides career information in all areas of the arts, including visual arts, performing arts, commercial art and design firms, film, public arts agencies, academic arts positions, galleries, internships, fellowships, conferences, commissions, and more.

Arts Jobs <http://www.artslynx.org/jobs.htm> A comprehensive list of sites from Artslynx that lists work opportunities for artists and arts administrators.

Career Transition for Dancers www.careertransition.org is a nonprofit career counseling organization for professional dancers. CTFD provides dancers with the knowledge and skills necessary to clearly define their career possibilities after dance, and provides the resources to help make these possibilities a reality.

FreelanceWriting.com www.freelancewriting.com FreelanceWriting.com has a career center job bank that lists employment opportunities for writers, journalists, public relations pros, and researchers. The career center also has other searchable databases relevant to job hunting and networking.

hireCulture hireCulture.org The Massachusetts Cultural Council offers hireCulture - a free, searchable database of cultural employment opportunities in Massachusetts and beyond. Primarily designed for arts administration jobs, the site is still worth a look. On occasion opportunities such as a “blacksmith’s apprentice” will appear.

Job Bank. <http://jobbank.artsusa.org/> The Americans for the Arts job listings.

National Alliance for Media Arts and Culture www.namac.org NAMAC’s free online job bank lists employment openings in film, video, audio, and online/multimedia arts. Online users can also sign-up for eBULLETin a free bi-weekly email newsletter of media-related action alerts, job openings in the media arts, upcoming NAMAC events and other NAMAC news and media resources.

New England Conservatory www.newenglandconservatory.edu/career The New England Conservatory’s Career Services offers a listing of opportunities and resources for musicians on its website, which can be accessed by purchasing a resource card. Postings include competitions, grants, and other resource information for musicians. Online listings are taken from the New England Conservatory Job Bulletin (emailed twice per month to subscribers).

Legal Issues: Organizations

Artists Rights Society www.arsny.com is a copyright, licensing, and monitoring organization for visual artists in the US. ARS represents the intellectual property rights interests of visual artists and estates of visual artists (painters, sculptors, photographers, architects, and others) and works on their behalf to negotiate with clients in a variety of domains (publishing, merchandise, advertising, motion pictures, etc.). ARS also actively lobbies state and federal legislatures for stronger and more effective artists’ rights laws. Revenues from reproduction and license fees are paid to members on a semi-annual basis. ARS legal experts are available to respond to members’ inquiries regarding their rights at any time.

Creative Commons www.creativecommons.org offers a flexible copyright for creative work. More specifically, the organization helps define the spectrum of possibilities between full copyright—“all rights reserved”—and the public domain—“no rights reserved.” Creative Commons offers free licenses that help you retain your copyright while allowing certain uses of your artwork— a “some rights reserved” copyright.

U.S. Copyright Office www.copyright.gov offers information on registering for a copyright, searching copyright records, copyright law and policy, and licensing. It also includes Copyright Basics and Frequently Asked Questions <http://www.copyright.gov/faq.html> .

Volunteer Lawyers for the Arts in each state provides free legal services, advice and education programming to artists and cultural organizations. The VLA accomplishes its mission through the work attorneys who volunteer their time and services to provide legal counsel, education, and organizational support to the arts community.

Connecticut www.cultureandtourism.org/cct/cwp/view.asp?a=2210&q=293752 **VLA-Maine** www.mainebar.org/ **New Hampshire** www.nhbca.com/lawyersforarts.php **Volunteer Lawyers for the Arts of Massachusetts** <http://www.vlama.org/about/mission> **Ocean State Volunteer Lawyers for the Arts** www.artslaw.org/

Legal Issues: Other Resources

***CORI Law Overview** <http://www.doe.mass.edu/lawsregs/advisory/cori.html> (for artists working in Massachusetts schools) The CORI law requires all schools to conduct criminal background checks on current and prospective employees and volunteers, including those who regularly provide school related transportation to students, who may have direct and unmonitored contact with children. CORI must be obtained from the CHSB at least every three years during an individual's term of employment or service.

A Guide to the Visual Artists Rights Act http://www.law.harvard.edu/faculty/martin/art_law/esworthy.htm
Authored by Cynthia Esworthy, this online document offers clarification on the Visual Artists Rights Act.

New York Foundation for the Arts. Business of Art Articles. <http://www.nyfa.org/login.asp?id=8>
Extensive collection of articles related to artists' business practices.

New York Foundation for the Arts. Chalkboard. <http://www.nyfa.org/login.asp?id=8> A newsletter especially designed for teaching artists.

The Law Portal. <http://www.thelawportal.info/> A site funded by the Rockefeller Foundation to provide legal primers for artists and arts organizations.

RentLaw.com www.rentlaw.com Rentlaw.com is an online resource of information for tenants and landlords, including landlord/tenant laws, renter's insurance, security deposits, and rights by state.

Starving Artist <http://www.starvingartistslaw.com/> addresses legal issues (and much more!).

Teaching Artist Source <http://www.nyfa.org/login.asp?id=8> An online information service and telephone/email hotline for teaching artists. Use this service to find information on grants, services, and publications specifically for teaching artists on the local, regional, state, and national level.

Marketing

Association of Performing Arts Presenters www.artspresenters.org is a membership organization dedicated to bringing performing artists and audiences together. It provides visionary thinking, professional development, resource sharing, and advocacy, in support of its members and all those who create and disseminate the performing arts. The organization offers members technical assistance for visa processing, presents professional development and training seminars, and holds a major annual conference, among other benefits.

eMailing Lists: Lists you Can Afford offers state, regional and national lists of educators at relatively reasonable rates. <http://www.listsyoucanafford.com/mak12educators.html>

***Fractured U.** https://www.fracturedatlas.org/site/prodev/fractured_u A site created by Fractured Atlas that offers online courses in fundraising, marketing and professional identity.

Kamin, Dan. *Building a Buzz for Residencies*. *INSIDE ARTS*, Sept/Oct 2003: 15-22.
<http://www.artspresenters.org/newsroom/insidearts.cfm>

Marketing Curriculum: TeachersPayTeachers.com (Commercial Site)

<http://teachers.net/classifieds/tcm/topic481/3.10.08.06.26.18.html> TeachersPayTeachers.com has over 6,000 teacher-created materials from some of the best teachers in the country. Find lesson plans, unit plans, PowerPoints, examinations, and more. If you create curricula, you can also sell your own materials through the site.

Matchbook.org . MatchBook.org is an online cultural marketplace that brings together New England's performing and teaching artists and the people and organizations who hire them. This free website features an easy-to-search directory of performing and teaching artists, performance spaces and presenting organizations, designed to MATCH artists with the people who BOOK them.

Modern Postcard www.modernpostcard.com (commercial site) provides full-color postcard printing in a variety of sizes with quick turnaround times. They have trim, fold, score, and perforating bindery capabilities, as well as direct mailing services

PsPrint www.psprint.com (commercial site) is a digital printing company offering fast, high-quality, and economical four color printing of catalogs, invitations, posters, postcards, greeting cards, flyers, brochures, and more. The PsPrint website features instant pricing and ordering, real-time order status information, and online upload, preview, and approval of artwork.

Musicians Career Development Programme. Promoting Live Gigs Toolkit

http://www.temple.co.nz/Toolkit-promoting_live_gigs.pdf An excellent guide for musicians from, of all places, New Zealand.

Schoolshows.com. <http://www.schoolshows.com/showcdir.htm> A national listing of artist showcases.

Snail Mail Lists are generally available from state departments of education for principals and superintendents.

Teaching Artist-Related Organizations

Featured Resource

***New England Consortium of Artist-Educator Professionals.** <http://www.artisteducators.org> The New England Consortium of Artist-Educator Professionals is dedicated to the support and development of teaching artists. The Consortium collaborates with the New England State Arts Agencies, other organizations, and individuals in order to advance: the field of the artist-educator; a regional network; access to quality professional development; and a community of artist-educators. The NECAP listserv is a discussion group for artist-educators and their colleagues throughout New England who are interested in creating an on-line community for professional development and networking. To join the listserv, send an email to NECAP-on@mail-list.com

Artslynx www.artslynx.org is a portal website that includes curated directories of links to arts resources on the web. The directory includes links for the literary, media, performing, and visual arts and covers funding, technical resources, equipment and supplies, magazines and journals, as well as relevant education, organization, criticism, and research links. There are sections on arts advocacy, arts administration, and arts empowerment

Arts Resource Network www.artsresourcenetwork.net The Arts Resource Network's website provides professional growth and development information for artists of all disciplines. A service of the Office of Arts & Cultural Affairs in Seattle, the site includes links and information on national grant and award opportunities, arts education, community arts, public art, and employment resources.

***The Association of Teaching Artists** <http://www.teachingartists.com/> strengthens and serves teaching artists from all disciplines. It strives to create a community of professional teaching artists by: empowering the practice of teaching artists as a profession; providing a network for communication and the exchange of resources; shaping the field of Arts in Education; and providing advocacy, training, and professional development. ATA is particularly notable for its timely bulletins.

Chicago Teaching Artists Collective Weblog. <http://chicagoteachingartist.typepad.com/> is a network of artists from all disciplines working together to build the field of the artist as teacher.

Creative Teaching Partners Education Service Providers.

http://www.massculturalcouncil.org/services/partners_intermediary.html This site lists Massachusetts organizations in the arts, sciences and humanities that contract with artists to present programs.

Education News <http://www.massculturalcouncil.org/creativeminds.asp> is the web-based education newsletter of the Massachusetts Cultural Council. It provides current information on events and workshops, showcases model programs, and lists opportunities.

Fractured Atlas. <https://www.fracturedatlas.org/> Not exclusively for teaching artists, New York-based Fractured Atlas is a non-profit that serves a national community of artists and arts organizations. Their programs and services facilitate the creation of art by offering support to the artists who produce it. They help artists and arts organizations function more effectively as businesses by providing access to funding, healthcare, education, and more, all in a context that honors their independent spirit. They have an extensive **job bank**.
<https://www.fracturedatlas.org/site/prodev/jobbank/browse>.

Pew Fellowships PFA created the *Artists' Resource Guide* as a service to the artists in Philadelphia. Since its inception, PFA has been compiling and sharing information on resources for artists nationwide. In addition, PFA has engaged nationally on issues concerning artists' support. An extensive list of resources.
<http://www.pewarts.org/resources.html>

Teaching Artists Organized is a network of Bay area organizations and individuals.

<http://www.theatrebayarea.org/artsed/tao.jsp;jsessionid=7A401221AE97DBA0084006982BC5D3D4?hi=1>

Young Audiences. <http://www.youngaudiences.org> The nation's leading provider of arts education services, YA works to make the arts an essential part of young people's education. Young Audiences advances the artistic and educational development of public school students by bringing young people together with professional artists of all disciplines to learn, create and participate in the arts. In 2007 Young Audiences' network of 33 chapters and affiliates and 5,200 artists reached 7.5 million children in nearly 8,000 schools with more than 22,000 performance demonstrations, 64,000 workshops and 4,000 teacher services. **Young Audiences of Connecticut**
<http://www.yaconn.org/> **Young Audiences of Massachusetts** <http://www.yamass.org/music2.htm>

State/Regional Arts Agencies: Funding Resources and Technical Assistance

All state arts agencies in New England maintain programs in arts education. Staff can make you aware of funding opportunities in their agencies and beyond. They can also help by providing technical assistance or identifying technical assistance resources in areas such as marketing, residency design, and other aspects of the teaching artist profession.

Connecticut Commission on Culture and Tourism

http://www.cultureandtourism.org/cct/cwp/view.asp?a=2076&q=302208&CCTNAV_GID=1605

Maine Arts Commission <http://mainearts.maine.gov/>

Massachusetts Cultural Council <http://www.massculturalcouncil.org>

New Hampshire Arts Council <http://www.nh.gov/nharts/>

Rhode Island State Council on the Arts <http://www.arts.ri.gov/>

Vermont Arts Council <http://www.vermontartscouncil.org/>

New England Foundation for the Arts <http://www.nefa.org/>

Funding Opportunities- National Organizations and Agencies

We have listed a few sample funders below but many funding resources are available in the arts. We recommend that you go to the ***Foundation Center**. This organization not only lists funding opportunities but advice in how to write a successful grant. Established in 1956, and today supported by more than 600 foundations, the Foundation Center is the nation's leading authority on philanthropy, connecting nonprofits and the grant makers supporting them to tools they can use and information they can trust. The Center maintains the most comprehensive database on U.S. grant makers and their grants — a robust, accessible knowledge bank for the sector. <http://foundationcenter.org/about/;jsessionid=VKDXCAIPWQE3BLAQBQ4CGW15AAAACI2F>

A similar (commercial) site is **FoundationSearch**, <http://www.foundationsearch.com/> an online resource includes more than 120,000 foundations, representing billions of dollars in annual granting, and includes tools to locate grants by type, value, year, recipient, donor and historical giving trends, and much more. Along with BIG Online, FoundationSearch is a key resource for the nonprofit sector, and an integral part of Metasoft's mission to help non-profits efficiently identify, attract, and manage the relationships and resources vital to the fulfillment of their philanthropic missions.

ASCAP Foundation Young Jazz Composer Awards www.ascapfoundation.org are granted annually to encourage talented young jazz composers. Applicants must be citizens or permanent residents of the US who have not reached their 30th birthday by December 31st. Applicants must submit a completed application form; the notated score of one composition; and biographical information listing prior music studies, background, and experience.

FundsforWriters www.fundsforwriters.com is an online resource for writers that provides information on grants, awards, competitions, agents, publishers, and job opportunities. Funds for writers also offers TOTAL FundsforWriters, a bi-weekly email newsletter, available by paid subscription that contains an expanded list of opportunities.

The Fund for Folk Culture www.folkculture.org is dedicated to the practice and conservation of folk and traditional arts and culture throughout the US. Through the services of grant making, convening, research, and publications, and in partnership with donors and colleagues, the FCC supports the work of folk and traditional artists and strengthens local, regional, and national organizations in its field.. The FCC website includes funding links to state, regional, federal, and private funding agencies and foundations, as well as other links and resources.

The Fund for Women Artists www.womenarts.org is committed to increasing the employment and diversity of women in theatre, film, and video. The organization seeks to challenge gender and other stereotypes

International Theatre Institute of the United States <http://www.tcg.org/grants/ataglance.cfm> provides a Travel Grants program, funded by the Trust for Mutual Understanding. Over a two-year period it awards a total of 30 theatre professionals (artists, administrators, or educators) \$2,500 each, to support travel costs in either direction between the U.S. and Russia or Central/Eastern Europe, offering individuals exposure to different cultural traditions and contemporary theatre techniques as well as the opportunity to work with artists in another country.

National Endowment for the Arts <http://www.nea.gov/grants/apply/Artsed.html> is committed to providing leadership in arts education. The arts are an essential component of education, and all children, not only those with specific artistic talent, benefit from an education in the arts including opportunities to create, perform, and communicate through various artistic media. The Arts Endowment's focus is on identifying and supporting model programs and projects that provide in-depth knowledge, skills, and understanding of the arts to children and youth in schools and communities.

Poetry Society of America www.poetrysociety.org is a nonprofit organization devoted to fostering and promoting poetry in the U.S. The PSA sponsors 12 annual award contests, with the aim of encouraging and rewarding excellence in poetry by both new and established poets. There is also a Chapterbook Contest in which four renowned poets each choose a winning chapbook manuscript for publication and distribution by the Poetry Society of America. Winners receive \$1,000.

Pollock-Krasner Foundation, Inc. www.pkf.org aids individuals who have worked as professional artists over a significant period of time. Its criteria for grants are artistic merit and financial need. The Foundation welcomes applications from visual artists who are painters, sculptors, and artists who work on paper. There are no deadlines. The Foundation will consider need on the part of an applicant for all legitimate expenditures relating to his or her professional work and personal living, including medical expenses. The size and length of the grant is determined by the artist's individual circumstances.

Theatre Communications Group www.tcg.org strengthens, nurtures, and promotes the professional nonprofit American theatre. Artistic programs support theatres and theatre artists by awarding grants and offering career development programs for artists. Management Programs provide professional development opportunities for theatre leaders through workshops, conferences, forums, and publications, as well as through industry research on the finances and practices of the American not-for-profit theatre. TCG's publications include *American Theatre* magazine, the *ArtSEARCH* employment bulletin, plays, translations, and theatre reference books.