

Sources of finance

Welcome

Lorna Dallas-Conte

The logo for Dallas-Conte Limited is a vertical bar with a colorful, abstract pattern of blue, red, and white. The text "dallas conte limited" is positioned to the left of the bar, with "dallas" and "conte" on the top line and "limited" on the bottom line.

dallas conte limited

Graduate Week 2008

ECCA, University of the Arts

3 July 2008

What we will cover

Keeping it simple

Sources of finance

Types of finance

Examples of finance

Where do you look?

Being successful

Sources of finance

Private – yourself, friends and family, trusts, foundations

Commercial – banks, sponsorship, venture capital

Government – local authorities, regional development agencies, specialist councils and other organisations, European

Opportunities – commissions, competitions, residencies, exhibitions, internships

Types of finance

Grant – not repaid

Loan – repaid over a period of time

Soft loan – cheaper interest,
different repayment terms

Secured loan – asset or guarantee
taken as surety

Overdraft – repayable on demand

Equity – share in the business

In kind – in place of money

Whose risk is it?

Yours – not having the life that is your own, not creating the work or achieving the project

Commercial – not having the money repaid, not making the commission

Funders – impact of the activity not happening

Opportunity costs

Special examples

Private – trusts that give mixture of money and opportunities

Commercial – Loan Guarantee scheme

Government – Local grants, soft loans, grants through Arts or Crafts Council

Opportunities – a-n listings, Arts Jobs/News

Where do you look?

Talk to people

Walking the High Street

Attending specialist
seminars/networking events

Reading the trade press

Internet searches

Phoning your local arts development
officer/economic development
officer

Being successful

Make sure it is a big enough dream

Research, research, research

Be clear about what you need

Be clear about who you are, who
you are approaching, why, and for
what

Keep records

Keep at it

Selling your-self

AIDA

Attention

Interest

Desire

Action

Small steps

Be creative –
creativity creates impact.

Impact creates awareness.

Awareness creates familiarity.

Familiarity creates confidence.

Confidence creates action.

Action creates success.

Resources and references

www.bl.uk

www.a-n.co.uk

www.artquest.org.uk

www.thedesignstrust.co.uk

www.nesta.org.uk

www.acf.org.uk

www.grantsonline.org.uk

www.businesslink.co.uk

Thank you

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