

# PROFESSIONAL DEVELOPMENT PROGRAM FOR ART CENTRE MANAGERS

**5-9 NOVEMBER 2018**

**Desart Training Room  
Alice Springs**

**REGISTER NOW**

**[desartpd2018.eventbrite.com.au](http://desartpd2018.eventbrite.com.au)**

Detailed program on following pages

## **WHAT CAN YOU GAIN BY ATTENDING?**

Access to a range of business, front-line management and legal skill sessions and resources, designed for your professional development and to benefit your art centre. Each session is led by industry experts in a collaborative and friendly learning environment.

## **TRAVEL SUBSIDIES AND ACCOMODATION**

Desart offers travel subsidies to assist you in attending. A discounted hotel rate is also available to our members. Please contact [admin@desart.com.au](mailto:admin@desart.com.au) for more information.

This program is correct at time of publication but may be subject to change.



**Celebrating 25**  
**Culture First. Years**  
Supporting Aboriginal  
Art Centres of  
Central Australia  
**1993-2018**



# MONDAY 5TH NOVEMBER - FUNDAMENTALS

8.30 - 9:00

## INTRODUCTION TO THE WEEK

Over a cuppa tea or coffee.

9:00 - 9:45

## SUSTAINABLE BUSINESS PRACTICES

**With Cecilia Alfonso (Warlukurlangu Artists)**

Learn how diversification of product can help to create a sustainable business.

9.45 - 10:45

## PRICING: WHOLESALE, RETAIL & GST

Michelle Young (Tjanpi Desert Weavers) and Ruth McMillan (Tangentyere Artists) join Cecilia to discuss different pricing strategies.

10:45 - 12:45

## FINANCIAL MANAGEMENT FOR SUSTAINABILITY

**With Sally Clifford (Matrix on Board)**

Understand the profit and loss balance sheet, better budget management, and better grant management. Learn best practice financial record keeping and how to work effectively with your bookkeeper and accountant.

12:45 - 1:30

## LUNCH

1:30 - 3:00

## GOVERNANCE 101

**With Dayna Lista (ORIC) and Sally Clifford (Matrix on Board)**

Understand the role of ORIC and your art centre's legal responsibilities. We'll also examine key behaviours that indicate good governance and some practical strategies you might consider to help engage your Board.

3:00 - 3:15

## AFTERNOON TEA

3:15 - 4:00

## COMPLIANCE 101

**With Sally Clifford (Matrix on Board)**

Feel on top of compliance instead of burdened by it! Sally will run you through key checklists covering ACNC, ORIC, DGR, PAYG & Super.

## TUESDAY 6TH NOVEMBER - EMPLOYMENT

9:00 - 9:10

### RECAP

Over a cuppa tea or coffee.

9:10 - 9:30

### ART WORKER ROLES

**With Marisa Maher (Ilitja Ntjarra Many Hands)**

Marisa will give an overview of her work in the art centre, the Desart Art Worker Program, and the value of having strong art workers working side-by-side with the manager.

9:30 - 11:00

### MANAGING STAFF

**With Sally Clifford (Matrix on Board)**

Learn how best to recruit and retain staff, and explore strategies for staff management and managing underperformance.

11:00 - 12:00

### FAIR WORK & PERFORMANCE REVIEWS

**With Sally Clifford (Matrix on Board)**

Examine recent changes to the Amusement, Events and Recreation Award 2010, what they mean, and how to implement them. We will also explore what performance reviews of the manager mean in an art centre context.

12:00 - 1:00

### LUNCH

1:00 - 2:30

### DESART ART WORKER PROGRAM

**With Marlene Chisholm and Penny Watson (Desart)**

Gain an understanding of the aims and objectives of the Art Worker Program and learn strategies to engage art workers in meaningful work and professional development.

2:30 - 2:45

### AFTERNOON TEA

2:45 - 3:30

### FOSTERING A GOOD WORKPLACE CULTURE

**With Marlene Chisholm and Penny Watson (Desart)**

We all bring our own set of cultural practices to any situation. In this session you will understand that all cultural interactions require a reflexive approach, helping you to develop a good workplace culture.

## WEDNESDAY 7TH NOVEMBER - MANAGEMENT

8:45 - 9:00

### RECAP

Over a cuppa tea or coffee.

9:00 - 9:30

### DESERT MOB

With Stephen Williamson (Araluen Arts Centre)

What to consider when curating for Desert Mob.

9:30 - 12:30

### NEGOTIATION SKILLS AND MANAGING PARTNERSHIPS

With Barbara Clifford (Matrix on Board)

Part One: Core negotiation skills, strategies and key phrases, managing power and managing your own behaviour.

*Break for tea or coffee*

Part Two: Managing partnerships and key stakeholders, including good practice communication (digital and in-person) and record keeping.

12:30 - 2:00

### LUNCH

2:00 - 2:45

### PROJECT COLLABORATIONS

With Sally Clifford (Matrix on Board) and Robyn Ayres (Arts Law)

Explore what makes a successful collaboration and gain access to key documents and templates. Explore some key considerations and pitfalls: Do you have a contract? Who owns the final artwork? Etc.

2:45 - 3:00

### AFTERNOON TEA

3:00 - 3:30

### WRAP UP AND EVALUATION

Register for one-on-one or small group SAM training (beginners only) on Thursday 1pm-4pm.

and

One-on-one Arts Law clinics Thursday and Friday 1pm-4pm

## THURSDAY 8TH NOVEMBER - ARTS LAW

9:00 - 9:30

### CUPPA TEA OR COFFEE

Scenario: Your art centre has consigned work to a gallery which is experiencing financial difficulty. What do you do?

9:30 - 10:00

### THE PERSONAL PROPERTY SECURITY ACT (PPSA)

With Robyn Ayres (Arts Law) and Stephen Dodd (Dentons)

Overview of the PPSA and how to protect your consignments.

10:00 - 12:30

### PPSA WORKSHOP

With Robyn Ayres (Arts Law) and Stephen Dodd (Dentons)

Robyn and Stephen take you step-by-step through the registration process for the PPSA.

12:30 - 1:15

### LUNCH

1:15 - 4:00

### ONE-ON-ONE ARTS LAW CLINICS

With Robyn Ayres (Arts Law) and Stephen Dodd (Dentons)

## FRIDAY 9TH NOVEMBER - ARTS LAW

10:00 - 12:00

### LAUNCH OF ARTS LAW EDUCATIONAL VIDEOS

With Robyn Ayres (Arts Law) and Stephen Dodd (Dentons)

Unpacking agreements between art centres and artists, with educational videos in Aboriginal languages.

12:00 - 1:00

### LUNCH

1:00 - 4:00

### ONE-ON-ONE ARTS LAW CLINICS

With Robyn Ayres (Arts Law) and Stephen Dodd (Dentons)