

# The Village of Magdalena Recipient of Creative Industries Division Grant, New Mexico Economic Development Department Fund 18900 Dept. ZH5079 Bud Ref. 92324 Class H5079

# Fiscal Year 2023-2024 Report Prepared by

**Grant Recipient** 

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#### c. Outcome of the project to date





As a direct result of this funding. By the end of this month ART Magdalena Collaborative will have successfully launched four community art events and providing exhibition opportunities to over 70 artists and artisans. We've had, art festivals, art opening, artisan markets, music events, workshops for adults and children, and nine rotating public art installations as well as given material supported individual artists.

We've launched the **ART Magdalena New Mexico** website <a href="http://www.artmagdalenanm.com">http://www.artmagdalenanm.com</a> as a central location to promote community art events, galleries, individual artists and creative support business as well as established a social media presence.

We've had increased art sales, employed musicians, web designers, curators, exhibition installers, event coordinators, youth from our local high school, photographers, caterers, sign makers and filled the rooms in our local motels with visitors from around the state.

This funding has set the foundation of our creative community to continue with momentum. We will continue generate revenue though art educational tourism by hosting workshops. Some of our workshops were structured financially to be sustainable beyond our grant. Multiple business who purchased equipment such as Morning Star Native Jewelry has been training the next generation of Navajo Jewelers and we have pre purchased advertising for the duration of our 2024 art events.

We have supported each others business projects and come together as an arts community. These funds have allowed our artists to feel supported and valued for the creative contributions they bring to our community and the state of New Mexico.

#### d. County and Location of the Project

The Village of Magdalena, Socorro County, and some workshop activities took place at Alamo Navajo Reservation.

#### e. Any anticipated job creation if applicable

Individuals were employed to facilitate the outcome of the project such as a photographer, gallery and studio assistances, event producers, workshop instructors, caterers, graphic designers, sign makers, web designers, curators, exhibition installers, and musicians.

#### f. An explanation of the community, stakeholder and industry participation?

Our project is design to have a broad reach. as possible including working creatives from our local community and around the state as well as the business that provide support to creatives. Our stakeholders included Art Galleries, Independent artists, web and graphic designs,restaurant/caterers, hotel/motel, venue rentals, musicians, performers, arts educators and state wide publications. We held four "community art events" which provided exhibition / sales opportunities to individual artists and artisans from around the state through four artisan markets. In addition our project provided educational and cultural opportunities to the community at large and visitors through exhibitions, performances, artists talks, public art installations and art making workshops.

Art gallery industry
Music industry
Design Industry
Publishing industry
Radio board cast industry
Hotel and restaurant industry
Venue rental
Tourism industry

#### g. Any overall economic contributions.

Sarita Johnson printed and published a series of zines at the Warehouse 1-10 Print Studio and was able to offer multiple products for sale. Nicole White published her art book. Some copies were given, others were sold.

Warehouse 1-10 generated prints that were sold from their workshops and artwork that was sold from their exhibitions. C & S Morningstar native jewelry is using the equipment purchased with funds from the grant to produce their products that are sold.

As referenced in the Deliverables, a multitude of equipment that contributes to the art economy of Magdalena was purchased with funds from the grant. Those investments will stay here in Magdalena to facilitate further workshops and events. Microphones, lighting, plate cutter, solar lights, computer monitor, video monitor, work tables, etc.

# h. Photographs of the project are referenced through out the deliverables. There is extensive documentation of the project on the ART Magdalena website

http://www.artmagdalenanm.com



i. An explanation, or result of each deliverable laid out in "EXHIBIT B" including any relevant data such as number of participants, and identify the creative industries that were focused on as defined by the division as part of the project.

# **Advertising for four events**

We have advertised in multiple publications, online through social media and art industry publications and on the radio for all our community events. We are in the process of pre-purchasing advertising for our fall events with the remaining advertising budget.

# **ART Magdalena Collaborative Community Art Events Events**



## ART Magdalena Gallery and Studio Tour held May 4 & 5 2024

18 venues, over 70 participating artists and artisans. This encompassed four art galleries, three artisan markets,

**Employed:** Event producer, graphic designer and social media marketer, photographer, caterer, musicians, and sign makers. Rented venues and motel rooms for visiting artists, advertised in local and reginal publication, social media, and radio.

**Results:** This successful event had over 100 visitors from around the state, as well as nearby states of Texas and Arizona. Galleries and venders reported substantial sales. CRS revenue showed a 13% increase over the previous month. CRS revenue is expected to increase once the July reporting is in. Local hotels reported multiple occupancies and restaurants reported a large influx of visitors.



### **Annual Christmas Holiday Craft Show**

15 venders approx. 22 artists and artisans' revenue from table rental \$360.

**Employed:** Event coordinator, set-up and take down helper, A musician.

**Results:** Approximately 75 attendees, venders reported good sales. Attendees also visited other galleries and restaurant in the Village. Utilizing "partnership advertising" coordinated by ART Magdalena Collaborative we were able to promote multiple art events taking place in Magdalena during the month of December. We have prepurchase advertising in the local paper for December 2024.



## Fiber Arts Guild of Socorro County / Wini Labrecque

This event was well attended however we did not receive funds early enough to plan and implement an ad campaign. We are putting these funds to work for this October's Fiber Arts Exhibition by purchasing advertising in local and regional publications, printing of posters and post cards. We have invested in flags and signage to identify the venue. Based on previous events we expect the advertising will increase our attendance by 40%.



ART MAGDALENA PRESENTS

# WORKSHOP WEEKEND

**JUNE 14, 15, 16 - VARIOUS LOCATIONS** 

#### **Featured Workshops**

- Tapestry Style Weaving by Wini Labrecque of Enchanted Skies Weaving; June 15
- La Posada Art Gallery Watercolor Workshops for beginners and intermediate artists with Fritz Kapraun; June 14 & 15
- WAREHOUSE 1-10, Print Studio / Catherine DeMaria, Guided Polymer Photogravure Print Weekend (Intermediate); June 14, 15 & 16
- Raven Art Center; Transformational Creativity, YOU CAN PAINT Color Theory, easy & fun watercolor painting (all levels, in person or live on-line); June 15
- Jewelry Making Workshop with Kim Henkel, Fabrication, Soldering, Direct Casting, Stone Lapidary, intensive workshop for beginners to advanced students; June 13 through 16

visit www.artmagdalenaNM.com for registration and info

Made possible through Creative Industries Division Funding New Mexico Department of Economic Development

# Magdalena Workshop Weekend June 14, 15, 16 2024. Additional workshops held March through June and more planned for fall of 2024.

This was one of our most successful investments. The concept of hosting workshops in our community generated so much interested by attendees and those offering workshops that we offered multiple workshops February through June, 2024 as well as during Workshop Weekend and have more planed for the fall. Workshops were attended by individuals form the local communities of Magdalena, Alamo, Socorro and Roswell, Mountainair, as well as from other parts of the state. Some workshops were help on site at Alamo Navajo Reservation and employed a local resident artist. This is a sustainable business expansion for the creatives in our community and a way to offer opportunities to art educators and students of all ages from around the state. An addition to the benefit of artists learning new skills some also produced art that is now being sold through our local galleries, giving us an increase in Gross Domestic Products. And, multi-day workshops benefited local lodging and restaurants.

# **Workshop funding recipients**



#### Warehouse 1-10

Warehouse 1-10 secured the necessary equipment and supplies to teach a variety of printmaking techniques and make its print studio available for rent by students who have taken their printmaking workshops. This created two additional revenue streams for the gallery adding to its sustainability. In addition to this we have taught viable skills to artists, will

#### Results:

We hosted **two**, **three-day workshops** for a total of **eight participants** who are now trained and can rent the print studio to produce more work in printmaking. Two additional workshops are planned prior to November 15th. Warehouse 1-10 will use its facility to host additional workshops relevant to the art community in subjects such as Photoshop and Social Media Marketing. Workshop attendees created work that will now be sold through the gallery as well as other galleries in the community. The workshops created a revenue stream over **\$1500 including gross receipts tax** and will be self-sustaining moving forward. We also were able to give two \$100 scholarships to two students in need. **Employed:** Two Workshop Instructors, Workshop Consultant and Set-Up Helper.





## La Posada de Maria Magdalena (LPDM)

La Posada conducted four painting workshops at Alamo Navajo Reservation Feb thru April 2024 with a total of **nineteen participants** including teens and adults. Each workshop was 6 hours long with a focus on creating art for commercial sales. All workshop were offered free to the community. The funding paid the workshop instructors and LPDM earned income through sales of art at its gallery and through rental of its' Airbnb rental to workshop participants. LPDM will continue doing workshops in this format through the fall of 2024. This will now become a prominent part of our gallery and Casita rental business. LPDM conducted workshops in its Magdalena Gallery and on site at Alamo Navajo Reservation where it employed a local resident artist to teach the workshop.

Workshop series 1, February through April

Alamo I Introduction to watercolor painting

**Alamo II** Introduction to acrylic painting

**Alamo** III Painting for the retail market: composition & presentation

Alamo IV Careers in commercial art

Presentation of opportunities in architecture, architectural portraits, Southwest art and the tourist market.

**Employed:** Two workshop Instructors

La Posada Workshop Series 2/ May to present

La Posada Gallery in Magdalena for adults.

Participants totaled 22.

La Posada I / Introduction to Watercolor

La Posada II / Introduction to Watercolor

La Posada III / Introduction to Watercolor

La Posada IV/ Introduction to Watercolor

This free workshop series presented *Opportunities in Commercial Art Careers* for the participants. A portion of the participants came from the Magdalena Public Schools and the Magdalena Public Schools Summer Program. The gallery also runs an Air BnB and was able to generate income because some participants used it as their lodging. Some participants also purchased artwork from the gallery during their stay.

Employed: one instructor, Air BnB income, Gallery purchases



# Kim Henkel Jewelry Silversmithing Workshop

Kim Henkel hosted a four-day intensive jewelry- making workshop.

"I've always wanted to have a space in my studio to teach small classes and share my skills, tools, machines, and materials. Receiving the grant gave me the opportunity and encouragement to do this by providing the upfront funds to purchase the necessary equipment and supplies. I now have a jump start to do more workshops with my next one planned for July.

**Results:** Two students/ generated over \$800 in income. Upcoming workshop/July



#### Wini Labrecque Weaving Workshop

A one-day workshop on tapestry style weaving with joining techniques

Having the grant aided in keeping the workshop price down for participants, allow more to be able to afford to attend. It also generated enough interest for me to offer a two-day class in the fall.

**Results:** Four Participants. Affordable workshop generated \$400. In income.

**Employed:** Workshop Instructor





#### Nicole White / Raven Art Center

I held two in person workshops and two remote workshops for a total of 19 participants. The grant allowed me purchase professional grade art supplies as appose to student grade. Doing this allowed students to experience the difference in quality. The classes focused on color theory and use of professional supplies to improve the quality of their art. The grant also allowed me to give free copies of my book to each student.





# Magdalena Kids Backyard ART

Four Fridays in April 2024 All day workshops with 10 students. Originally the workshop was going to take place outdoors but due to the spring wind we moved it indoors to the instructor Judy Richardson's sculpture studio. The class took precedence to any other work being done in the studio for the month but it was well worth it!

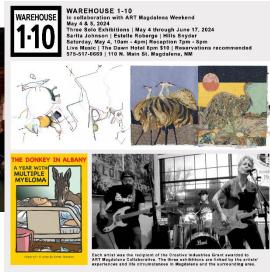
We hope one day we can have a space in the community to have an after-school art program.

Employed: Workshop Instructor, Four Highschool Student Helper.

**Results:** Elementary school students made installations, sculptures, paintings and drawings with the help of attentive assistance and a great array of supplies thanks to the grant.

#### **Art Galleries and Artist Owned Businesses**







#### Warehouse 1-10

Warehouse 1-10 is having an exciting year. Thanks to the Creative Industries grant we had featured two exhibitions, two music performances, a dance performance, an artist talk, secured specialized equipment for our printmaking studio, held two three-day printmaking workshops, and featured the work of twenty-eight artists and eleven astro photographers. Our current exhibition features the work of three local artists who are recipients of the Creative Industries Fund, **Estelle Roberge, Sarita Johnson and Hills Snyde**r. Our fall exhibition will feature the work artists are producing in our printmaking studio. Theses exhibitions have generated significant sales for the gallery and artists.

We have been able to hire professional designers, paid co-curators, and an exhibition installer as well as advertise our exhibitions, events, and workshops. Thanks to the extended time to use our allotted funds we will continue to make improvements to our website, secure additional advertising, purchase equipment for our upcoming workshops such as a computer monitor for Photoshop Instructions, a metal cutter for polymer photogravure plates for the Gravure Workshop and additional work tables.

**Employed:** Two Co-curators, Graphic Designer, Exhibition Installer and Caterers. Additionally, we spent funds on lodging visiting artists, advertising in professional regional art publications,

**Attendance:** Both exhibitions have been seen by over 300 visitors from around the region during opening, music, events, and gallery hours. Our artists talk averaged 30 people and our music events average 45-60. Some of our openings were coordinate with the other galleries in our community such as kind of a small array, Cruising Main and La Posada in order to reach a broader audience. <a href="http://www.warehouse110.com">http://www.warehouse110.com</a>





## La Posada de Maria Magdalena

La Posada had three major exhibitions and two series of workshops. The exhibitions were *Portraits of the West, Native Daughters and Sons, and A Retrospective of Louis De Mayo*, all with traditional Southwest and Native themes. Each show had an opening reception for the public. The funds from the grant allowed the gallery to **rent a second exhibition space** along Main Street, advertise their exhibitions and workshops and generate significant sales. For example, *Grace Dobson sold a 23-carat icon for \$5,500* and the sale of works by Alamo Navajo Weavers.

**Employed**: Two workshop instructors, one caterer, one exhibition preparator, rental of a second exhibition space along Main Street for three exhibitions.

Attendance: 45-60 per opening over 100 during gallery hours.



**Kind of a small array** was able to present five exhibitions, one house concert and one poetry reading with the funds from the grant. The gallery purchased a video monitor to exhibit digital work, pay six months' rent, pay for the artwork to be transported from the artists' studios, and provide lodging for six nights for out-of- town artists. Residual contributions to our local economy included meals at our local Tumbleweeds Diner, 14 nights booked at High Country Lodge by visitors, and drinks purchased at the Golden Spur Saloon after the gallery openings.

**Attendance:** 40-60 per opening over 80 during gallery open hours.





**C & S Morning Star Jewelry and Design**, a native owned business produces traditional silver jewelry and is passing the tradition on to the next generation of Navajo Jewelers. With funds form the grant they were able to purchase materials and specialized tools. Theses tools were used to aid their grand son in creating a portfolio of jewelry that enabled him to receive a full scholarship to The Southwestern Indian Polytechnic Institute. In addition to this they are producing more jewelry to be sold in the Magdalena Store and through other sales venues.

# **Independent artists**



# **Estelle Roberge**

The grant allowed me to purchase quality framing stock to frame my work for two exhibitions. This has been a tremendous help in creating a professional presentation for my work in galleries and museums. My work is currently exhibited at Warehouse 1-10 in Magdalena along with other grant recipients where I have had multiple sales. I was also able to frame work for an exhibition in, New Orleans Photography Alliance: Where Photography Meets Collage, Louisiana.





# **Sarita Johnson**

The Creative Industries Grant could not have come at a better time: Little did I know that my wife, Susan, was dying when I was awarded the CIG and that this grant would spur me on to continue working on the graphic novel A DONKEY IN ALBANY. I'd begun the book 13 years earlier about her first year with multiple myeloma.

The grant also made it possible for people in the Magdalena community to see the first chapter on display at the Warehouse 1-10 gallery; most people had no idea I'd been working on this story.

Equally exciting is that the grant allowed me to finish and publish, as zines, two other graphic novels: **STELLA** and **ANSWER** that are now for sale in at Warehouse 1-10 and in a bookstore in Albuquerque. Speaking of marketing, with some of the money from the CIG, I was able to hire a consultant who is helping me to sell my zines digitally.

Susan did pass away during the life of this grant. I was grateful to have the distraction of preparing for the show at Warehouse 1-10 and finishing the other two graphic novels. Yet, I was able to remain close to Susan, expressing my unending love for her as I continue working on the story of her life with cancer.





# Jenna Bloomquist

The portion of the Creative Industries grant awarded to me and other Artisans in my community has had an extremely positive impact on my practice.

A single mom of two, I work various other jobs in addition to my art practice. A working artist for decades, I've always just "done without" some of the more essential supplies—somehow always ending up putting my income from my art sales elsewhere.

I've been painting and drawing on very flimsy stands for the entirety of my life— with the money from the Creative Industries Grant I was obliged to purchase a real easel for my painting practice and a fabulous drawing table and light for my drawing/ink practice!

This was just phenomenal for me and it means so much to feel worthy of this money— thank you to everyone who made this possible, GRATEFUL!!!



# Magdalena Stage / Caralyn Snyder

This funding allowed us to purchase needed sound and lighting equipment and the rights to perform two plays. We performed **Diary of Ann Frank** in December of 2023 and will perform **Love Letters** by A.R. Gurney in the September, 2024.

**Results:** Diary of Ann Frank had three performances. Two performances were for the general public and one was a private matinee for the Magdalena Municipal School Highschool English Class.

Attendance: over 70



# **Cruising Main**

The Creative Industries Grant allowed my outdoor public art exhibition program, Cruising Main, to thrive! We presented **three shows of three artists each**, **and one more to come in August with the funds**. Each exhibition included a stipend for each artist, lodging for out-of-town artists in a local motel or hotel, postcards of each artist's work to promote the show, signs made for the individual artists' exhibition boxes and food for each opening reception. I was able to be paid a modest fee for administering the program. Many people, both local, from around the state, and from other parts of the country attended the opening receptions for each show and reveled in the quality and diversity of the work. In our village there are many different kinds of people, and some who might feel uneasy about entering a gallery or museum. But when the artwork is outside and always visible (even lit at night) we as artists can share a little of what we do with everybody. Our opening were coordinated with other gallery opening such as Warehouse 1-10 and kind of a small array. This enables each of us to combine our promotion in order to have a larger audience.

**Employed:** 9 artists, one administrator

Attendance: 60-100 per opening

# **Support Business**

## Osiris Navarro Web and Advertising Design

Osiris's design services are an integral part of the overall success of the execution of the Creative Industries Grant. She created and maintains the ART Magdalena website, designed multiple ads for print and social media for all ART Magdalena Collaborative events such as ART Magdalena, Workshop Weekend, ads for individual business, events and social media marketing.

All the ad's you see in this document were designed by Osiris Navarro View the <a href="http://www.artmagdalenanm.com">http://www.artmagdalenanm.com</a> website.

#### **Carol Brackman**

Creative Industries Grant allowed us to purchase specialized equipment for our personalized marketing business. We are now able to produce T-shirts, plaques, and 3-D objects for business marketing. As a result, we have been able to secure accounts with the Village of Magdalena and other local business. In addition to this we have created merchandise such as T-shirts and souvenirs to sell through our motel business.

# Expenditures Report as of 6/25/24

Category	Begi	nning Balance	Ending Balance	Remaining
SCOPE 10% Administration Fee	\$	10,000.00	\$10,000.00	\$ 1-
<b>Community Art Events Budget</b>	\$	14,000.00	\$7,484.43	\$ 6,515.57
Art Galleries and Artist Owned buisnesses	\$	34,000.00	\$25,756.06	\$ 8,243.94
Fiber Arts Guid 3rd annual quilt exhibition	\$	3,000.00	\$259.32	\$ 2,740.68
Magdalena Christmas Craft Show	\$	2,400.00	\$1,549.68	\$ 850.32
Magdalena Kids Backyard Art	\$	2,500.00	\$2,500.01	\$ (0.01)
Fee Based Programs/Workshops	\$	12,400.00	\$10,460.16	\$ 1,939.84
Ongoing Art Projects	\$	8,500.00	\$8,491.79	\$ 8.21
<b>Independent Artist Workshops</b>	\$	3,000.00	\$3,013.30	\$ (13.30)
<b>Independent Artist Materials</b>	\$	3,200.00	\$3,200.00	\$ .=.
Support Buisness	\$	7,000.00	\$7,412.59	\$ (412.59)
				REMAINING
BALANCES	\$	100,000.00	\$80,127.34	\$ 19,872.66