COCKPIT ARTS 30 YEARS

Maker Success Stories 2016

30th Anniversary Drinks Reception
18th October 2016

Leathersellers' Hall

Front cover image: Georgina Brett Chinnery

Maker Success Stories 2016

Cockpit Arts, the London-based and award-winning creative business incubator for craft makers, is celebrating a milestone 30th Anniversary in 2016.

Following the successful transformation of the organisation from solely a workspace centre to the UK's only craft business incubator, Cockpit Arts now offers a unique package of support with a goal to 'raise the bar' in the sector and actively help independent makers to develop and become more successful.

This 30th Anniversary souvenir booklet of **Maker Success Stories** highlights real life examples of the 'Cockpit effect' and aims to demonstrate the trailblazing nature of Cockpit Arts' work, as well as the career journeys that exist for craft makers working in Britain today.

Selected from the creative community at Cockpit Arts, this group of featured makers demonstrate significant progression in their individual journeys having actively participated in the incubator programme with the guidance, coaching, funding and specialist skills made available to them.

All the stories summarised here can be read in full on our website on the Makers' Stories page.

www.cockpitarts.com/about-cockpit-arts/studio-stories

Alex Bishop - Guitar maker

Alex Bishop is an awardee of Cockpit Arts/NADFAS who arrived at the Deptford incubator in 2011 with his fledgling guitar business. He has worked hard with the Business Development Team to ensure he is striking the right balance between the business' different revenue streams. With a steady flow of commissions and his reputation as a teacher and repairer growing, he is fast establishing a name for himself in the gypsy guitar world.

Beatrice Larkin - Weaver

Beatrice Larkin is a textile designer specialising in weave with a keen focus on British craftsmanship. She designs and samples her textiles in her studio at Cockpit Arts, before sending them off to be woven by a specialist mill in Lancashire. A recent awardee of the Cockpit Arts/Clothworkers' Foundation, Beatrice has spent her first two years at Cockpit focussing on understanding her costings and building relationships with UK manufacturers in order to create a sustainable business.

Billy Lloyd - Ceramicist

Billy Lloyd is an award-winning ceramicist and an alumnus of Cockpit Arts' Deptford incubator. During his time at Cockpit, the Business Development Team helped him realise the potential of designing his work for manufacture. He now spends the majority of his time designing and making prototypes for batch production, and has collaborated with The Conran Shop, RIBA, Brooks Brothers and international cycling super-brand Rapha.

Camilla Lee – Product Designer

Camilla Lee is a designer working in furniture, lighting and sound. In 2015 she received the NADFAS David Bell Memorial Award for support of a young craftsperson inspired by music and starting out in business. The support provided enabled Camilla to launch her 'Resound' collection of iPhone Amplifiers, with a focus on production, manufacturing and packaging. By connecting modern technology with the nostalgic style of the gramophone, these elegant amplifiers enhance the iPhone's music through natural materials, and were a showstopper at this year's London Design Festival.

Candice Lau / Kuku Big Bag – Leatherworker

Candice Lau makes beautifully hand crafted leather accessories using traditional leather working techniques. Largely self-taught, she arrived at Cockpit Arts Deptford in 2015 thanks to the Cockpit Arts/Leathersellers' Award. With a year's subsidised studio space, access to a fully equipped Leather Hub and support from Cockpit's Business Development Team, she is turning what was once a hobby into a professional, sustainable business.

Carréducker – Bespoke Shoemakers

Deborah Carré and James Ducker, of Carréducker, craft beautiful bespoke shoes using traditional English hand welted construction. Since joining Cockpit Arts 12 years ago, the company has grown to include shoe making courses, a design consultancy service, an online tool shop and a successful ongoing partnership with gentlemen's outfitters Gieves & Hawkes. They have recently benefitted from The Cockpit Arts & Ingenious Growth Loan Fund, which has helped them launch their new ready-to-wear collections.

Catarina Riccabona – Weaver

Catarina Riccabona is an awardee of the Cockpit Arts/Clothworkers' Foundation. She set out four years ago to create a sustainable business from hand weaving. Forging relationships with high-end interior designers and architects and with an ever-growing customer base at Cockpit's Open Studios, her commissions have increased year on year. She has now graduated from the award scheme, and is able to afford her own studio at Cockpit's Deptford incubator.

Eleanor Lakelin – Artist in wood

Eleanor Lakelin is one of Britain's most accomplished artists making in wood. Originally from a furniture making background, her practise took a complete change of direction when she won the Cockpit Arts/Worshipful Company of Turners' Award in 2011. With support from the Business Development Team she has repositioned her work for the art gallery and high-end retail markets. She was recently nominated for the Perrier-Jouët Arts Salon Prize and has work in the permanent collection of the National Trust.

Georgina Brett Chinnery – Leatherworker

Georgina Brett Chinnery exploits traditional leather working techniques to create unique objets d'arts. With a background in upholstery, she was struggling to find a market for her new sculptural work. In 2014 she won the Cockpit Arts/Leathersellers' Company award, which offers subsidised studio space and access to a fully equipped Leather Hub. The Business Development Team has supported her in developing a more coherent body of work that she can now confidently market to the art world.

Jacqueline Cullen - Jeweller

Jacqueline Cullen is one of the only jewellers in the world to use Whitby jet in fine jewellery. Since she arrived at Cockpit Arts in 2006, her business has grown rapidly from sole craft trader to a global brand that now outsources elements of the making process. This has created a huge shift in the way Jacqueline designs and produces her jewellery, which in turn has opened up new opportunities in both selling her work and expanding her collections.

Jane Adam - Jeweller

Jane Adam is a doyenne of the jewellery industry, pioneering the use of anodised aluminium as a jewellery artist's material in the 1980s. She is Cockpit Arts' longest standing studio holder, arriving in 1994 when it was little more than managed studios. Over the years, the support she received there enabled her to respond and adapt to the huge changes in the jewellery industry. Although she moved out of her Holborn studio in 2015, she continues to work closely with Cockpit Arts as a trustee.

Jo Hayes Ward - Jeweller

Jo Hayes Ward is a fine jeweller whose business has grown since its conception in 2006 into an internationally renowned luxury brand. She has particularly benefitted from mid-career coaching at Cockpit Arts, which has enabled Jo to focus on her creative strengths, and made her work/life balance more manageable.

Julie Kouamo - Textile designer

Julie Kouamo designs upholstery fabrics rich with the imagery of her travels. Since arriving at Cockpit Arts' Holborn incubator in 2011, she has transformed her business into a premium textile brand, streamlining her production processes and rethinking her target market. She relaunched as Kouamo in early 2015 and is currently exploring new markets.

Katharine Morling – Ceramic Artist

Katharine Morling is an award-winning artist working in the medium of ceramics. Since joining Cockpit Arts in 2003, Katharine's work has grown in both reputation and scale. With help from Cockpit's Creative Employment programme, she has learnt how to streamline her production processes and now employs a team of three people, enabling her to focus more on the creative side of her business. She is currently looking to expand into the US and hopes one day to open her own workshop space.

Lorna Syson – Textile Designer

Lorna Syson creates beautiful products for the home in printed textiles and three dimensional textile installations for interior spaces. Since joining Cockpit in 2012 her business has grown significantly and recently attracted interest from John Lewis to be stocked as a designer fabric label. The scaling up of production and investment in a larger stock of fabric was made possible by a loan from the Ingenious Growth Loan Fund and enabled her to offer more competitive prices without compromising on quality.

Lush Designs – Homewares

Lush Designs is renowned for its whimsical, fairy tale-like prints, which adorn everything from lampshades and cushions to bed linen and wallpaper. The thriving homewares company, co-owned by Marie Rodgers and Maria Livings, has been at Cockpit Arts' Deptford incubator since the building opened in 2002. With shops in Greenwich and East Dulwich, as well as an online shop and stockists worldwide, Marie and Maria have started to offer apprenticeships alongside their permanent staff as part of Cockpit's Creative Employment Programme.

Nadia-Anne Ricketts, BeatWoven® - Textile Designer

Visionary weaver Nadia-Anne Ricketts combines innovative digital technology with traditional weaving skills to create luxury bespoke woven pieces. Supported by the Cockpit Arts/Clothworkers' Foundation Award, Nadia spent three years researching and developing her pioneering work. Her registered business, BeatWoven®, was officially launched in the UK in September 2015 and now produces fabric by the metre and one-off commissions for the V&A, Southbank Centre, Harrods and ABC Carpet & Home in New York.

Ndidi Ekubia - Silversmith

Cockpit Arts alumna Ndidi Ekubia is a pre-eminent silversmith whose work has been auctioned at Sotheby's and is in the permanent collections of the V&A, The Ashmolean Museum and The Goldsmiths' Company. She was amongst the first intake at Cockpit's Deptford incubator in 2001, and has been supported over the years with growth loans and one-to-one mentoring. She successfully repositioned her work for the high-end collector's market, making the business much more profitable and sustainable.

Ornella Iannuzzi - Jeweller

Ornella Iannuzzi is an award-winning fine art jeweller who credits Cockpit Arts with launching her career. She arrived at the Deptford incubator in 2007 fresh from her Masters at the Royal College of Art as a recipient of the Cockpit Arts/Bellhouse Foundation Award. In 2015 she made *Professional Jeweller's* Hot 100 for the second year running and won the Goldsmiths' Fair Gold Award. She recently launched a prêt-à-porter diffusion line to complement her bespoke jewellery and is rapidly growing her business into a global brand.

Rita Parniczky – Textile Artist

Tipped as one of the standout stars of her generation by The Worshipful Company of Weavers, Rita Parniczky is winning awards and fans alike with her large-scale textile art installations. Moving into a studio at Cockpit Arts in 2011 enabled Rita to work on a much larger loom and in a very real sense has allowed her to grow creatively and expand the boundaries of her chosen art form.

Ruth Tomlinson – Jeweller

Ruth Tomlinson is considered by industry experts as one of the leading influences on the current generation of UK jewellery designers. She has been based at Cockpit Arts' Holborn incubator for 11 years. As her business has grown she has found the support at Cockpit increasingly important. She is now the Creative Director of an award-winning international brand that continues to flourish and grow.

Sarah Marafie / Boodi - Jeweller

Sarah Marafie was a self-taught jeweller, selling her fashion jewellery on market stalls, when she was referred by the Prince's Trust to Cockpit Arts' Creative Careers Programme. After two years of business coaching, along with intensive training sessions at the bench with two Cockpit jewellers, Sarah's business has undergone a complete overhaul. She recently launched her high-end fashion jewellery brand Boodi Jewellery.

Shelley James - Glass Artist

Shelley James makes extraordinary glass objects that play with our perceptions of light and space, creating beautiful optical illusions. Working as she does with heavy-duty machinery, Shelley's practise is probably more suited to an industrial unit. But she specifically chose to take a studio in the Deptford incubator due to Cockpit's support network within a community of designer-makers. Now, nearly three years on, she feels she has grown in confidence and is much more established as a business.

Shona Marsh – Silversmith

Shona Marsh is an award-winning silversmith whose bespoke commissions include a Papal Cross for Pope Benedict XVI and replica work for the Staffordshire Hoard. As her profile has grown as an artist, she has found Cockpit Arts' business support increasingly important. With help from a Cockpit Arts/Ingenious Growth Loan Fund and one-to-one guidance from the Business Development Team, Shona's business is currently undergoing a major rebrand.

About Cockpit Arts

Cockpit Arts is an award winning social enterprise and the UK's only business incubator for craftspeople. We support craft practitioners at the start of their careers, as well as those who are more established, to grow and build successful and thriving businesses. We work with a wide range of talented individuals, including master craftspeople, artist-makers, batch producers and more scalable businesses.

Our business incubation services comprise workspace, on site business coaching and business support workshops, selling and promotional opportunities, as well as referral to specialist advisors and access to finance. We also work with hundreds of other craft businesses based in other parts of the UK and overseas through our training workshops and consultancy arm, as well as remotely via our online resources.

Since opening in 1986, Cockpit Arts has helped thousands of talented makers grow their businesses, many of who have gone on to achieve national and international success. Our business incubator model is proven to work and our impact reports are positive, showing higher than average economic outcomes as well as social and cultural impact.

As a Social Enterprise, our services and studio spaces are offered at affordable rates. Our income is reinvested to support those most in need. We offer special Awards and Bursaries to early stage craft businesses. Cockpit Arts also delivers a unique Creative Careers Programme to provide opportunities for young people referred by The Prince's Trust. In addition, our Creative Employment Programme generates wider craft employment opportunities through our Apprenticeships Programme.

Support Cockpit Arts

Now that the Cockpit model has progressed sufficiently so as to be now largely self-funded, more donations provided by our Supporters go directly towards supporting our most disadvantaged craft businesses; the craft areas in greatest need; or new areas in need of development for public benefit.

In recent years a high proportion of funds donated have been spent on Awards or Bursaries focussing on support for early stage craft businesses; craft skills in danger of dying out such as musical instrument making and paper making, and crafts such as weaving where there has been a decline in the number of small start-up businesses.

New areas in need of development where significant funds are also currently being applied are our outreach and craft employment programmes including the Cockpit Arts / The Prince's Trust Creative Careers Programme for young previously unemployed young people wishing to start up a craft career, and the Cockpit Arts Creative Employment Programme providing support to first time employers to take on apprentices.

Funds donated to core costs support the development of our social enterprise model as a fully sustainable one, with commensurate year on year increase in economic, social and cultural impact.

For more details, visit our website or contact dana@cockpitarts.com

We are extremely grateful to all our Supporters and would like to offer special thanks to the following organisations and individuals, Trusts and Partners:

The Ambrose and Ann Appelbe Trust
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The Ashley Family Foundation
The City Bridge Trust
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The Worshipful Company of Drapers
The Worshipful Company of Framework Knitters
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The Worshipful Company of Turners
John and Marianne Adey
Eric & Virginia Campus
Ann Cottis
Francesca Findlater, CEO, Bounce Back
Gift in memory of Lady Gloria Dale
Jill Humphrey
Yuki Konii and Andrew Readman
Jane Kuria-Ronaldson
Cornelius Medvei and Jean Scott-Moncrieff
Stuart Newey
Vanessa Swann
Leanne Wells
Jillian Barker
Sarah Burgess
Jake Emmett and Rob Caunt
Jacqueline and Jonathan Gestetner
Sydney and Anne Levinson
Gift in memory of Mary McCall
Maurice
Muriel Wilson

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Registered Charity no. 10296443