



EDINBURGH OPEN WORKSHOP



# ANNUAL

# REPORT

# 2023

# A MESSAGE FROM TASH

Welcome to this update on the progress of our collective agenda, to increase affordable, equitable access to making facilities and learning.

Edinburgh Open Workshop is a creative makerspace offering affordable, flexible, Pay-As-You-Go access to workshop machinery, tools, fabrication space and structured creative learning programs. Our purpose is to bring affordable resources and learning to those who choose to engage with making and creativity.

Our approach is to run tiered programs designed to suit our community; to house, teach and support; underpinned by an enterprise strand to finance the delivery of our social mission.

Our promise to those who engage with us is that we are open to all no matter their knowledge, skill or background and we are a fun, friendly, responsive and supportive workspace.

This report is presented with pride and full of enthusiasm for the future as we work to build capacity in perpetration for scaling into a larger, purpose built building. We have proven that Edinburgh Open Workshop can sustain itself and maintain affordability for its community. The Scottish Edge award is particularly exciting as it will allow us to grow the team, enhance our offering and hone our model as we prepare to expand.

Thank you for being a valued part of Edinburgh Open Workshop. Stay in touch - talk to us. Your feedback is crucial to EOW's continued success.

Tash :)

# OUR APPROACH

## The problem we solve...

The declining availability of workspace in Edinburgh that doesn't discriminate if you make a noise or a mess; and the increased costs and overheads associated with such workspace that are inhibiting the growth of the creative sector and limiting public exposure to creative experiences and learning opportunities.

## Our solution...

Edinburgh Open Workshop offering is S P A C E. Space to make big. Make loud. Make anything!

We offer membership based access to flexible, affordable fabrication space with a full range of metal, woodwork and textiles machinery, hand tools, painting options and a spray booth.

Whether you are designing and building a coat stand or fabricating a human hamster wheel... We are as versatile as the needs of your project; and the pay as you go set up means you only pay for space when you need it.

All this, of course, assumes you know how to use it! If you don't... We can teach you.

Our classes range from the basics of woodworking and DIY for the complete beginner right through to Make your Own furniture for the accomplished Maker; anyone who took the notion to make something, can come here do so, or sign up and learn how.

## Our Mission...

1. The advancement of the arts, their improvement, and encouragement, by the provision of affordable, open access workshop facilities with flexible workspace, machinery, tools, support, and training.
2. To bring makers across different disciplines together and facilitate creative collaboration; including, but not limited to, the creative disciplines of Woodwork, Metalwork, Smithing, Textiles, Sculpture, Prop Making, Jewelling, visual art and fine art.
3. To connect makers with the local community and the wider public; to provide space in which they can pass their skills onto others through workshops, courses, one on one learning and group sessions, to support them in the marketing of these opportunities and their work.
4. To advance education, through a diverse program of accessible public, workshops, classes, courses, and training for all levels and abilities.
5. To champion and celebrate emerging talents and creative innovation; to forge relationships between makers and research and development centres and institutions; exploring the boundaries of contemporary practice and taking risks towards innovation in support of growing our cultural economy.

# OUR SERVICES

## CREATE

### Residency Membership

Resident Members pay a monthly licence fee for a designated workspace and machine and tool access and a discount on PAYG space and storage.

### Pay as you Go Membership

Pay as you go members pay an annual membership fee. Concessions offered. Limited companies pay a greater fee for up to 4 nominated members.

### Studio and/or Storage Tenancy

Tenants pay a monthly fee for a private studio and are offered PAYG membership with a discount on space hire.

### Workspace

Workspace is available for hours or months. Workspace types are defined as:

Woodworking Machinery

Metalworking Machinery

3D Design & Cutting Machines

Fabrication Bays

Welding Bays

Paint Floor

Spray Booth

Drying Room

Textiles Machinery

Textile Cutting Table

## LEARN

### Courses & Training

Courses and training are open to members, non-members and the public. EOW runs machine and material-specific courses and training either made BY EOW or made AT EOW. Members can run courses BY EOW on a profit share basis. Non-members can apply to run courses AT EOW, subject to insurance, for a fee or for the cost of space hire - whichever is greater. All courses and training are open to everyone. Membership is offered to non-member course leaders and attendees at a discount on completion.

The learn strand has been formally structured;

**Beginner** | covers the basics of a skill/craft, and are practice oriented rather than project oriented (materials provided)

**Novice** | applies the basics of a skill/craft to a small, pre-designed project with hands on instruction provided by an instructor (materials provided)

**Intermediate** | offers development of a skill/craft around a customisable pre-designed project with guidance and support provided by an instructor (basic consumables provided, project materials purchased by student)

**Advanced** | encourages confidence of a skill/craft with a fully student designed project, with advice and support available by and instructor (all materials supplied entirely by student)

A tiered learning system or 'funnel' allows us to measure the quality of the impact and outcome of our education programming based on participant return and confidence in the system.

**Community Learning** | Outreach Programs, courses & workshops.

## MADE

### Cutting Services, Design & Project Management

Laser and CNC design, consultation and cutting services. This strand is evolving into an entire, staffed, managed strand; bringing EOW members and their skill sets into project delivery.



# OUR STORY SO FAR

Edinburgh Open Workshop began trading in July 2018 as a not for profit social enterprise designed to support and advocate for the creative sector. All profit is reinvested for; equipment maintenance, research and investment; the creation and improvement of workspaces and the research and development of courses, workshops and training for our members and for the public.

We are the only facility of this kind and scale in Edinburgh and form an integral part of the growing network of Scottish Makerspaces.

Where previous spaces focus on specific creative disciplines or offer specific types of workspace, EOW offers flexible workshop space, and importantly the accompanying tools and machinery, that can be made to work for a variety of creative disciplines and practice.

Through consistent interaction and engagement with our creative community, we continuously adapt our workshop equipment, tools and space; our learning program and its structure, and our outreach efforts to effectively cater to the needs and interests of both our makers and the local community.

Our ability to adapt has fueled our growth at every stage of our journey, and we're proud of how far we've come.

In 2020 we were fully volunteer run with one contractor and almost entirely dependent on grant funding. In only three years we have become fully income supported with a core staff of 4 and 2 regular freelancers.

We've gone from a membership of 30 to 300. We've gone from no training beyond inductions to a fully fledged tiered course program.

We've seen our course participants establish themselves as makers in Edinburgh.

EOW is more than a work space. People make connections here. People grow in confidence here. People share ideas and they make things happen.

At Edinburgh Open Workshop, people work independently, but never alone.

**EDINBURGH OPEN  
WORKSHOP HAS SEEN A**

**280%**

**INCREASE IN MEMBERSHIP  
EACH YEAR**

**FOR THE LAST 3 YEARS**

# HIGHLIGHTS TO DATE

1 PAYG member who moved through the course funnel, enrolled on the Chippendale furniture making course this year

Resident Makers have moved on because they could afford to scale their businesses out of town

1 PAYG member who took a few courses at Edinburgh Open Workshop added Making into their PHD

EOW Bursary & Support program has helped 30 people afford their places on a course or workshop through scholarship, concession rate, or a supportive payment plan

Public Programming has grown from one open day a year, to one fundraising Makers Market in the Spring, partnership with Doors Open Day Edinburgh, a holiday Makers Market, and the creation and direction of the Leith Creative Trail

Edinburgh Open Workshop was awarded a Social Scottish Edge quasi grant/loan that will fund capacity building and growth as part of its 5 year expansion plan

2 Semi pro PAYG Makers have made the leap to professional jobbing Makers

Post COVID a Banker PAYG hobbyist took the leap and became a resident maker. They have built a successful woodworking business at EOW and have a small staff

EOW courses and workshops have tripled in their types of courses, sessions offered, and number of participants with a consistent waitlist for all our courses

Partnerships with Artlink, Whale Arts, Jupiter Artland, and Leonard Cheshire have taken our learning programs outside of workshop doors to engage with emerging makers of every age and ability

Edinburgh Open Workshop was fully income supported in FYE 2023 and closed the year with a small surplus

# GROWTH SUMMARY

TABLE 1. CREATE & MADE PARTICIPANTS - JAN > DEC

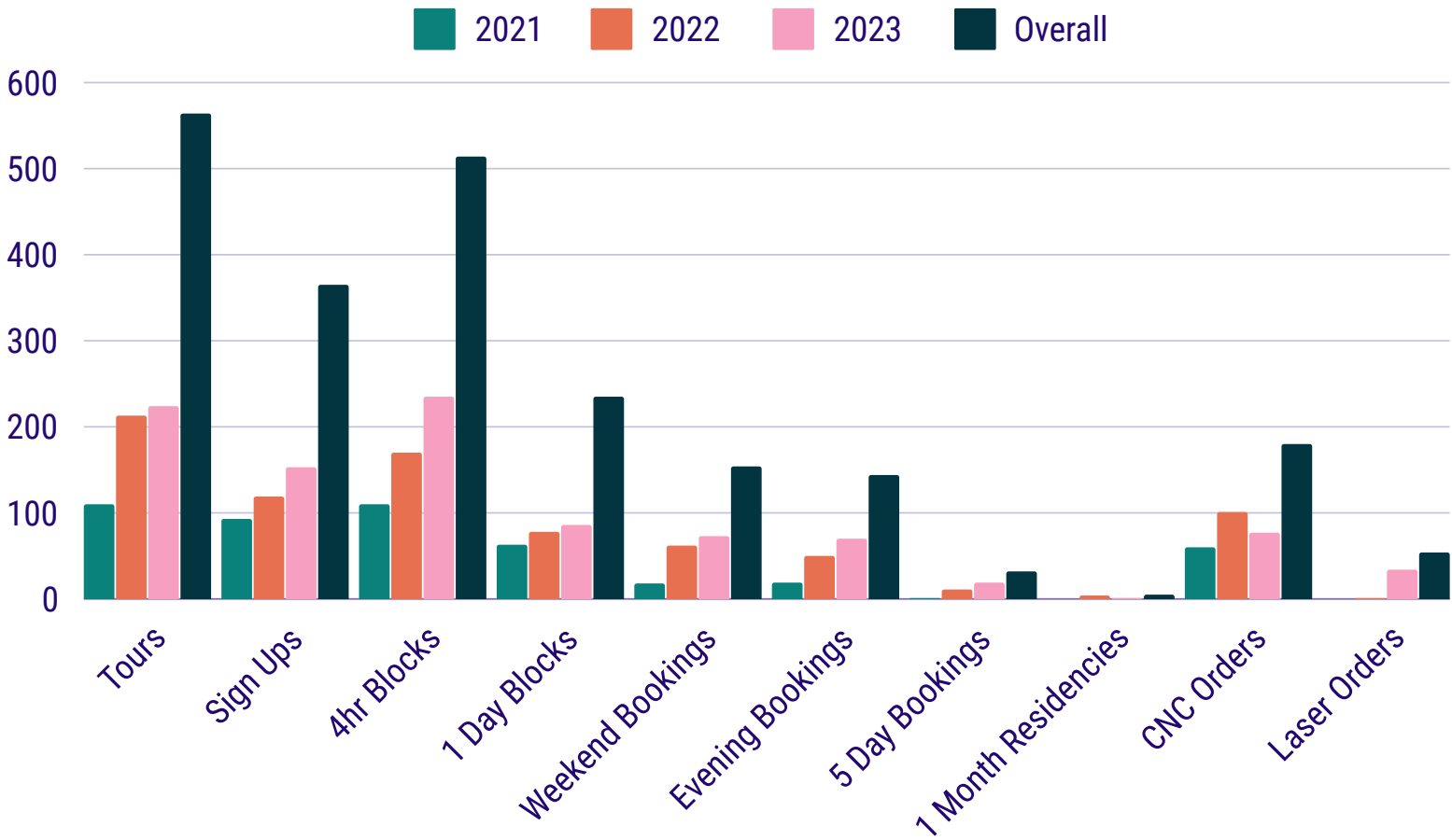
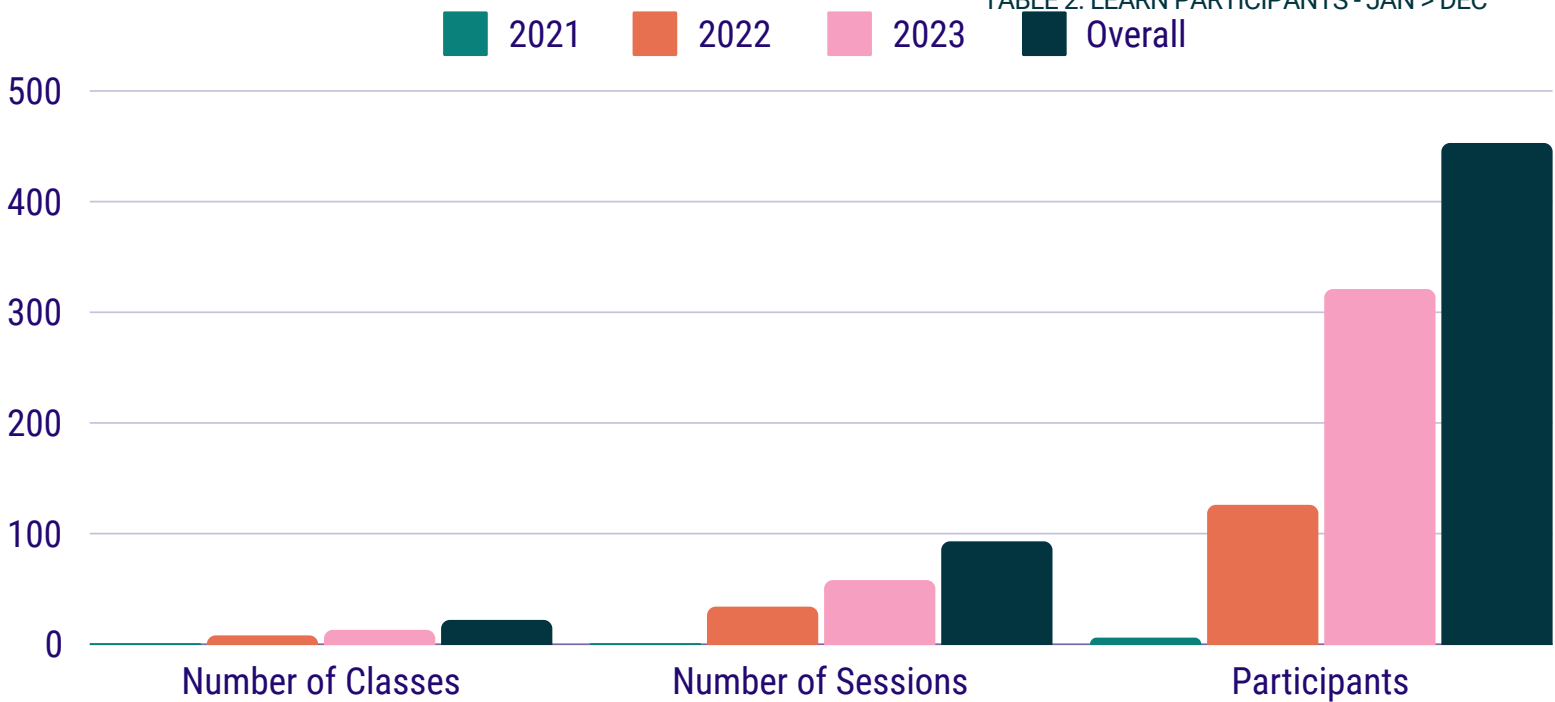


TABLE 2. LEARN PARTICIPANTS - JAN > DEC



\*FIGURES DO NOT INCLUDE WALK-INS

# OUR MEMBERS

## MEMBER CASE STUDIES & TESTIMONIALS

### **BRAW WEE LASSIE**

Jenny Hynd is the face behind Braw Wee Lassie, making and selling fun textiles and accessories. Braw Wee Lassie creations centre around sewing and upholstery and Jenny would most often be found in the textiles room, moving between the industrial and domestic machines that flank a large cutting table. "It's really good value", says Jenny. "You pay for workspace in blocks. It's easy, convenient and there's so much equipment here, a laser cutter, CNC every cutting, sawing and drill-like thing you might need!"

### **SCARECROW WOODCRAFTS**

Rick Giujusa is a woodcarver who specialises in hand carving. He uses the workshop for large machine access. He enjoys the community and the fact that working at the workshop means he isn't working alone, in the company of a wide variety of Makers with a range of skillsets. Taking part in the Makers Markets has brought Ricks work to the attention of the public. "I've come to rely on this space", says Rick. "I think a lot of Makers have. Places like this are invaluable to anyone looking to set up a small creative business".

### **NIAMH HUGHES**

Niamh joined Edinburgh Open Workshop as part of the Kickstarter Apprenticeship scheme and went on to join the team as a Laser & Duty Technician. Niamh studied Applied Materials and is a Maker in her own right, designing laser cut jewellery. The facilities at Edinburgh Open Workshop and the array of skills in the Resident Member body meant that Niamh could expand her skillset and develop her creative practise, experimenting with new materials and techniques. "If you want to learn woodwork or metalwork, if you want to know how to make things of any sort, or if you just need space to create, this is the best, most supportive place you could go to. There are so many people to help and inspire you, what you do is up to you and your imagination!"

[Watch the full video and interviews here](#)



# 2024-2025 GOALS

The broad plan in 2024-2025 is to increase capacity. To expand the staff team, improve and expand our facilities and deepen our service offering; allowing us to offer more in terms of education and outreach, and to expose more people to arts and creative participation; to widen and deepen our community impact; with the overall benefit of bringing Edinburgh Open Workshop to a point at which it can scale up and deliver a complete, qualified, proven system on an industrial scale, contributing to Scotland's economic growth and cultural economy on the world stage.

## 1

### **Board & Advisor Recruitment**

As we look to expand our Board and Advisors are our outside eyes. A diverse Board and Advisor panel is essential for: Strategic Guidance, Risk Management, Resources; networks, financing, and partnerships. Talent and Leadership Development, Accountability and Governance and maintaining the Long-Term Vision.

## 2

### **Expand the staff team**

Expanding the staff team will lead to greater creativity, efficiency, and client satisfaction in the short term. In the medium to long-term it is essential when considering scalability; positioning the business for long-term success and growth.

## 3

### **Review Company Structure & Reporting**

As part of capacity building, Edinburgh Open Workshop is moving from a reporting model to a forecasting model. Clarifying the company structure and simplifying the reporting system is the foundation of an inclusive culture that fosters innovation and creative thinking. Something that Edinburgh Open Workshop champions. Clarity in reporting improves accountability, reduces the administrative burden, brings company processes and procedures into sharp focus and means that trends and resource gaps can be more readily identified. Decisions can be made guided by data-driven insight and the team can respond swiftly.

## 4

### **Strategise, Prepare & Plan for the 'Big Move'**

Significant organisational changes, requires careful planning. We must consider:

- Our objectives in terms of the move & expansion
- Conduct research
- Draft a detailed plan; Timeline, Infrastructure, Resources, Budget, Key Milestones
- Assess financial implications; relocation costs, lease agreements, permits, marketing expenses, potential revenue projections, potential funders
- Assess legal and regulatory requirements; in the current location and the new one
- Continuity planning

# THANK YOU FOR YOUR PARTNERSHIP



We are proud to champion the Makers and emerging Makers in our community.

We are thankful for the support of our members, our donors, funders, partners, our Board (and Pepper) in our shared mission of affordable, equitable access to the arts and arts education for all.

Your continued support is instrumental in pushing us forward, allowing us to dream big and deepen our impact.

We are committed to you as stakeholders, to the championship and celebration of emerging talent and creative innovation; to community, to equity, to affordability, to research, to advancement, to innovation and to our duty as stewards of the funds in our care; to be transparent in demonstrating our impact.



EDINBURGH OPEN WORKSHOP

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I: <https://www.instagram.com/edinburghopenworkshop/>

V: <https://vimeo.com/575035995>

Edinburgh Open Workshop aligns with these United Nations Sustainable Development Goals...



**3** GOOD HEALTH  
AND WELL-BEING



**4** QUALITY  
EDUCATION



**8** DECENT WORK AND  
ECONOMIC GROWTH



**9** INDUSTRY, INNOVATION  
AND INFRASTRUCTURE



**10** REDUCED  
INEQUALITIES



**12** RESPONSIBLE  
CONSUMPTION  
AND PRODUCTION

