

Southern Art + Craft Trail Event 2024



Event Report

Prepared by Anne Sparrow and Steve Cowley Photo by Carol Duncan

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EVENT SUMMARY

The 2024 Southern Art + Craft Trail (SACT) showcased over 600 artist's works in 74 venues across the Greater Southern region during the September/October school holidays (21st September to 6th October 2024). In addition, 16 schools participated that included displays from approximately 480 students. This year the geographical coverage encompassed the Shire of Manjimup, Denmark, Cranbrook, Albany, Newdegate, Katanning, Plantagenet, Kojonup and Gnowangerup.

This annual arts event is the largest in the region and has been running for 21 years. Galleries, museums, wineries, cafes, shops, town halls and unused public spaces have become venues offering both a unique cultural experience and economic spin off for local businesses.

The official opening was held at the Hilton Garden Inn Albany on Wednesday 18th September. An invitation only event, attendees included City of Albany Mayor Greg Stocks, Regional Arts WA CEO Pilar Kasat and Uncle Lester Coyne who provided a Welcome to Country. ArtSouthWA was represented by Chairperson Simone Klose and the Board members plus over 80 ArtSouthWA members and artists.



Picture 1 Local Menang Elder Lester Coyne delivering the Welcome to Country



Picture 2 Hilton Garden Inn Albany



Picture 3 ASWA Vice Chair Seirah Woodward with Denmark Wine Sponsor Jody from Forrest Hill Vineyard



Picture 4 ASWA Secretary Margarethe Lackman with artist Helen Heerey

According to recorded data, over 12 340 people visited the SACT exhibitions, workshops and events. This doesn't include the passer-by traffic at public venues and businesses who may not have been recorded by Exhibition venues. 47% of visitation came from outside the Albany area with many staying for a week in the region in paid accommodation and having meals out in local restaurants. It is noted that people appeared to spend less on accommodation compared to previous years. This is a mixture of shorter stays and staying in cheaper accommodation. Air BNB stays were recorded in surveys. Even so, this is an increase of 5.7% or an extra 714 people on the previous year. Considering high interest rates, increased food and fuel costs, this was an unexpected result. We estimate the SACT contributed greatly to over \$5 million visitor spend in the region. It should be noted this is the first time since COVID19 that the Southern Art + Craft Trail event has been the single regional scale event on during the school holidays. The event is usually held in conjunction with the Albany Sea Shanty Festival, which moved to July in 2024.

600+ ARTISTS 74 VENUES

400+ SCHOOL STUDENTS 12 340 VISITORS

\$453 564 REGIONAL ART SOLD \$4.85M REGIONAL VISITOR SPEND

Over 16 days, a diverse and exciting range of art exhibitions were on offer including open studios, hands-on workshops in Mt Barker, Denmark and Albany, demonstrations, artist's talks and public art displays. Works included painting, sculpture, textiles, ceramics, antique assemblages, printmaking, bathymetric contour art, woodwork, jewellery, photography, resin and glass art. Visitors were able to view artwork in studios and meet with the artist.

The 16 schools from across the region who participated with art displays of students works, collaborated with retail businesses, cafes and public places.

Inclusivity has been one priority for Art South WA in recent years and collaborations with the Community Living Association resulted in a fabulous exhibit with over 10 clients participating in their exhibition. A new collaboration for 2024 included the Albany Aboriginal Corporation utilising the Albany Aboriginal Heritage Community Centre as a venue. This collective of indigenous people were open for 14 days.

15,000 printed copies of the program that included exhibitions, workshops, maps and acknowledgements were distributed across the region from the west coast from Perth downwards. This Art Trail booklet is also online and is the largest and most popular acknowledged source of information for Art Trail visitors.

SPONSORS & SUPPORTERS

ArtSouthWA would like to acknowledge the support of the following organisations for financial and/or in-kind assistance to deliver this event.

Great Southern Couriers

City of Albany Southern Ports

Regional Arts WA Strikepoint Design

TourismWA Adrenaline Marketing

Regional Development Group Australia: Great

Southern

7 Media / Albany Advertiser Busy Blue Bus ALBANY TOURS

Southerly Magazine West Cape Howe Wines

WA Museum of the Great Southern Albany Historic Whaling Station

Forest Hill Vineyard Designer Dirt

Great Southern Development Commission Hilton Garden Inn Albany

PRIZE AND AWARD WINNERS

BEST EXHIBITOR - VOTED BY THE PUBLIC

The Best Exhibitor experience, as voted by the public was venue 18: Sisters of Eve featuring Carol Ann O'Connor from Denmark. Carol is a self-taught artist. Her upbringing in a very working-class environment in the UK meant she had no exposure to the arts. At the age of nineteen, several traumatic events changed her life, and she started her art journey. Having lived quite an isolated life for many years, her art has developed its own distinct style and guided her healing from past traumas, teaching her to find strength within the pain and appreciation of the life we hold.

Her work celebrates feminine nurturing energies and is also a connection to Mother Earth and the beautiful planet on which we live. The joy we can find in celebrating life with all its hurts and upsets, all its magnificent beauty and love.



Picture 5 ASWA Admin Anne Sparrow, ASWA Chair Simone Klose with Carol Ann O'Connor and RDA Director Simon Lyas

For visitors to Sisters of Eve, Carol wanted to create a gallery of healing energies full of optimism and hope for the future and a celebration of the beauty of the life we hold.

This award was sponsored by the Regional Development Australia: Great Southern.

VISITOR SURVEY - SPONSORED BY ALBANY TOURS AND HILTON GARDEN INN ALBANY

Winner of the visitor prize for completing the visitor survey was Marion Smith.

VENUE SURVEY WINNER - SPONSORED BY DESIGNER DIRT & WEST CAPE HOWE WINE

Winners of the exhibitor survey Designer Dirt prizes were

- 1. Phoenix Fine Arts and
- 2. Kerrie Blades

Winners of the West Cape Howe wine were

- 1. Designer Dirt and
- 2. Chrissie Gregory

SCHOOLS AWARD - SPONSORED BY ALBANY'S HISTORIC WHALING STATION

A 'basket draw' saw the following schools each win one of the Family Passes to contribute towards their school's fundraising programs:

- Frankland Valley Primary School
- Parklands School
- Northcliffe District High School



EVENT GOALS

GOAL 1: RECOVERY AND REBUILDING CONFIDENCE IN ARTS FROM COVID19 IMPACT

This was achieved, seeing 74 venues representing over 600 artists participating (making it a financially viable event). This mirrors the 2023 event which was a 34.5% increase on the 55 venue participation rate in 2022. This fantastic result is in contrast to the 12 venues who applied to take part in the 2020 SACT (which was cancelled due to the pandemic). Recovery from the pandemic looks promising in the regional art sector though there is still some artist hesitancy, mainly from artists who got "jobs" during the pandemic. However, increased levels of confidence and enthusiasm of artists to exhibit in the post-covid event space is evident. This goal will be replaced next year in line with the new 2024 -2028 ASWA Strategic Plan.

GOAL 2: BRING VISITORS AND INCOME BACK TO REGIONAL ARTISTS

The table below will show the financial impact on both the region and its artists. The results are based on data from our feedback surveys received from visitors and locals in addition to Art Trail Exhibitor's feedback. The Board will review the data and incorporate comments into 2025 planning.

Number of sites visited	Visitor totals	%	Separate visits to each site	Assumption: ave number sites visited/person	Unique Visitors	2024 vs 2023 Visitors
1-5 venues	238	52%	28,915	3	9,638	3%
6-10 venues	123	27%	14,944	8	1,868	9%
11-15 venues	64	14%	7,775	13	598	94%
15+ venues	31	7%	3,766	16	235	-6%
TOTAL	456	100%	55,400	6.64	12,340	6%

GOAL 3: HIGHLIGHT THE REGION AS AN ARTS DESTINATION

Surveys indicate that visitors came from a wide area, with many returning to visit the art destinations. Of note are the comments from regional residents taking their visitors to exhibits and showcasing our local artists.

We just simply had the most magical time in Denmark at Sisters of Eve. One is transported on a journey of discovery through Carols eyes and imagination. Truly lovely.

Have enjoyed the level to which the diverse arts have been taken. The friendliness of all places visited including town business.

Sisters of Eve - Carol Ann O'Connor is an incredible artist and so welcoming and generous in the stories she shared about her work. Thank you so much for having us!

My experience enjoying the art trail was overall extremely surprising. The incredibly talented and friendly artists that represented the great southern were so hospitable and there community spirit was lovely.

Brilliant signage's everywhere very easy to find all exhibitions thank you.

I really enjoy the trail I did all day Saturday in Albany region and Mt Barker on the Monday. Beautiful paintings, pottery and sculptures I saw on the trail. Everyone was very friendly and welcoming. Thank to everyone it takes a lot of organising to pull this event together. Everyone involved should be very proud of their efforts. Thank you, most enjoyable event.

Fantastic initiative to give local artists a chance to shine, what an amazing way to meet the artist behind the work and support local.

This is the first time I have been on the Southern Art and Craft Trail (having been to the Margaret River Open Studios event several times). So glad I came here! It's not really well publicised in Perth and I only knew about it because I'd

been to a similar event (MRROS) and actively sought out information on the Great Southern equivalent. There is so much amazing talent here and a real comradeship among the artists. It was really great how artists would recommend other studios to go and see and other artists nearby. They all support each other which is brilliant. Big shout out to the Denmark Visitor Centre too (and Lizzie in particular) for her suggestions and help navigating around the locations in Denmark. And of course, a big thank you and well done to Carol Ann O'Connor - her artwork is exquisite, and she made everyone welcome to her studio - individually welcoming each visitor and telling us about her artworks, the fascinating stories behind them and her creative process. What a unique and generous approach that made for a great experience. Thank you.

WHAT WAS NEW FOR 2024?

CHANGES TO THE BOOKLET FORMAT

The 2024 booklet format included more localised maps and removed the fold out larger overall map. This was well received by the majority of visitors and exhibitors.

We also moved all information relating to workshops and venue voting to the front of the booklet which may have contributed to doubling the amount of visitor surveys received.

RADIO ADVERTISING

This year we engaged with RTRFM radio in Perth as a way to increase promotions to the Perth audience. We also engaged Denmark FM and Community Radio in Albany.



ARTIST PROMOTION WORKSHOPS

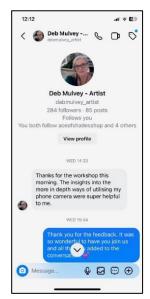
A series of six workshops were delivered to build artists skills in promoting their artwork through social media content and photography. The workshops were delivered in Albany, Denmark and Mt Barker. Facilitator Diana Henderson guided attendees through the process on how to take capture a photographic representation of their artwork that would be suitable for printed and social media. These workshops were sponsored by the CBH Group.



Picture 6 Albany Photography workshop



Picture 7 Denmark Photography Workshop



Picture 8 Feedback from a participant

JACKSONS SPONSORSHIP

We built a relationship with Jacksons Art Supplies. In return for booklet space, Jacksons distributed boxes of booklets through their nine stores. Considering they ran out of copies indicates this could have contributed to increased visitation from Perth.

REGIONAL VISITOR CENTRE INVOLVEMENT

For the second time Denmark Visitor Centre and Mt Barker Visitor centre were fully involved, providing exhibition gallery space for local artists in their communities and the surrounding region. City of Albany also provided a venue through its Library. It is anticipated these relationships will continue.

ECONOMIC RETURN FOR THE REGION

Surveys were undertaken with both visitors and venues to present the following data and results. 70% of the 74 venues returned their results. 456 visitors completed online surveys. At an individual level, 600 local and regional artists are engaged in this event. For some, the SACT represents the 85% or more of their annual sales.

Group	Location	%	Unqiue Visitors	2024 vs 2023 Visitors	\$ Total Art Sales **	2023 vs 2022 Sales
0	Albany	53%	6,492	16%	\$238,466	19%
1	Denmark	8%	970		\$35,638	
2	Mt Barker	5%	649	-14%	\$23,833	-12%
3	Manjimup	1%	127		\$4,657	
4	Other Regional, e.g. Kokonup	4%	530		\$19,455	
5	Perth	19%	2,335	7%	\$85,748	10%
6	Interstate	8%	991	2%	\$36,383	4%
7	Overseas	2%	255	22%	\$9,384	25%
TOTAL		100%	12,349	6%	\$453,564	9%

^{** \$} Total Art Sales calculated by taking total sales from all exhibitor surveys and uplifted for all venues

At a regional level, the SACT generated an estimated \$453 564 sales in artwork alone. 29% of those sales were buyers from outside the Greater Southern region. Additionally, it is estimated that over \$5 million dollars was spent in the region on accommodation, eating out, fuel, personal items and other experiences.

	Locals	Intrastate visitors (non-local area)	Interstate visitors	International visitors	Totals
Visiting specifically	8,768	2,335	991	255	12,349
Average daily spend *	n/a	\$363	\$363	\$363	n/a
Average length of stay (days) **	n/a	3	5	7	n/a
Totals	n/a	\$2,542,815	\$1,798,665	\$647,955	n/a
Purchases at Art Trail	n/a	\$85,748	\$36,383	\$9,384	
Grand total		\$5,048,184		n/a	

^{*} Average Daily Spend based on:

Accommodation \$255 Taken from Tourism WA visitor statistics

Food \$58 Taken from Budget your trip

Fuel \$50 Estimate

^{**} Average length of stay Based on Tourism WA visitor statistics

SOCIAL RETURN FOR THE REGION

The SACT is a major School holiday activity for visitors to the region and a highlight on the regional event calendar. With 14 venue opening events and over 30 hands on workshops and demonstrations providing opportunity for social benefits in many ways including:-

- A time for artists to collaborate and get together under a common project
- A time for over 12 340 visitors to mingle and meet with over 600 regional artists
- Based on feedback data a time for locals to showcase the region's talent to visitors. Feedback received indicates the SACT is a drawcard for locals to take their visitors out to SACT sites on day trips with lunches/dinners out. There are also a high proportion of visitors that stay with family or friends.
- Time for community to participate in 30 plus venue-led hands-on workshops and demonstrations plus 4 event sponsored workshops, that were supported by Southern Ports, summarised below:

WORKSHOP 1 BOTANICAL PAPER DYING AND BOOK BINDING

These 2-day paper-making workshops held at the Museum of the Great Southern in Albany proved to be a fun, hands-on event where participants were guided through the process of botanical dyeing, resulting in everyone producing high-quantity and unique stunning papers using leaves and flowers.

Well known facilitator from Lake Grace, Kerrie Argent, created a dynamic space that demonstrated her in-depth knowledge and taught techniques to ensure everyone participating was confident and skilled to complete their handbound books with their own fabulous range of botanically dyed papers.

Everybody had the opportunity to be hands on both days and benefit form Kerrie's immense knowledge and experience.



Picture 9 Centre Facilitator Kerrie Argent displaying a botanically dyed paper at the Museum of the Great Southern in Albany

WORKSHOP 2 TURKISH LAMP MAKING IN DENMARK

The Denmark Art Club hosted a Turkish Lamp making workshop with owner Kendal Lynham facilitating. Participants had a choice between lamps or tea light holders. This one-day workshop provided opportunity for people to grasp basics mosaic skills that resulted in a take home lamp. Some attendees were already preparing for Christmas.



Picture 10 Participants at the Turkish Lamp workshop in Denmark

WORKSHOP 3 ABSTRACT ART IN MT BARKER X 2

These sold-out workshops were hosted by the Lavender Bee Craft Shop in Mt Barker. Owner Margarethe Lachman and facilitator Leona Beeson took participants on a journey using acrylics to create a take home abstract creation on a mini-canvas. This workshop aimed to create opportunity for first time art lovers to have a go at self-expression, learn a new technique and network with artists and likeminded community members.



Picture 11 Facilitator Leona Beeson in action



Picture 12 Samples of work created at Lavender Bee workshop



Picture 13 Participants at the Abstract Art workshop in Mt Barker

WORKSHOP 4 CONVERSATION WITH AN ELDER



This unique event saw a full house engaged in conversation featuring local Menang Elder Aunty Averil Dean. Facilitated by local Jon Doust who created a platform for Averil to share her stories, wisdom and humour engaging with the audience at the packed Albany Aboriginal Corporation Centre on Serpentine Road and surrounded by artworks created by local Menang artists.

Picture 14 Left Jon Doust and right Elder Averil Dean at the Albany Aboriginal Corporation Centre

PROMOTIONS

The SACT promotions program and media exposure is widespread, as the Southern Art + Craft Trail is culturally significant and a recognisable brand with the unique pulling power to attract many thousands of visitors. See Appendix 1 for examples of media in publications.

ONLINE

The ArtSouthWA website hosts a Member directory and an Art Trail venue directory, digital copies of the Art Trail booklet including a flipbook and workshop information in addition to administration documents including Membership forms and Art Trail entries. In the lead up to and including the Art Trail, the website was visited 25 000 times, up by 79% from 2023. 3300 web visits accessed Art Trail information specifically.

- A 5-minute video was created for the ASWA website link HERE https://artsouthwa.com.au/
- A digital advertising program was run for 3 weeks on 7West media on all regional mastheads
- A digital advertising program was run for 3 weeks on RTRFM social and web platforms in Perth
- A Radio campaign was run for 3 weeks on Denmark FM
- Each Art Trail venue created their own media and marketing campaign which added value to the overall SACT, meaning there were potentially 74 other sites of promotion
- Copies of the Art Trail booklet are located on the website at this link: https://artsouthwa.com.au/booklet/
- Sponsor logos are displayed on our website all year at <u>www.artsouthwa.com.au</u>
- A newly developed membership logo was designed and promoted to venues for use on their own websites
- Numerous radio interviews on Community Radio Albany

The SACT was featured on the following (known) regional event and tourism websites:

City of Albany ATDW (TourismWA) Regional Arts WA

Southerly Magazine RTRFM

7West Media/ Albany Advertiser

This campaign achieved the following:

- 8 Printed and social media in the Albany Advertiser
- A CTR of 0.17% Higher than the industry standard benchmark for display activity (0.05%)

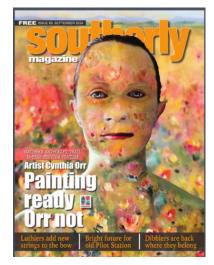
PRINTED

Editorials and advertisements with logos have been run in the Albany Advertiser, Southerly Magazine, Southwest Times, Wanderlust and other regional publications. This includes 2 editions of multi-page spread in the Southerly Magazine (sponsorship arrangement) featuring advertorials and Art Trail venues in addition to the full-page advertisements. Stories and images appeared in regional press from August to November. See Appendix 1.

Distribution total 927 000. Breakdown of figures listed below:

- Southerly 10 000 copies
- Albany Advertiser 30 000 copies
- West Australian 858 000 copies
- South West Times 19 000 copies

A4 promotional posters (with logos) - 120 x distributed around Southern region locations plus additional 74 in all venues.



Picture 15 Southerly Magazine September front cover

A4 Posters (with logos) for Venue ID x 74 in all venues on Art Trail.

15 000 copies of the 56-page SACT booklet were printed and distributed as far north as Perth and across the west coast and Great Southern region. See link for a copy of the flip-booklet: https://artsouthwa.com.au/booklet/

BANNERS

Three large canvas banners were displayed in high profile places for 16 days in Albany, Mt Barker and Denmark.

The 9 Pole banners placed along York St, Albany were displayed for 16 days.

A large semi-circle sign was attached to the Albany Town Hall for 16 days.

Picture 18 Right: Mt Barker banner at Mitchell House Arts centre

> Picture 19 Far Right: Street banners on York St, Albany



Picture 16 Albany banner on North Road roundabout



Picture 17 Denmark banner on Ocean Beach Road





SOCIAL MEDIA

ArtSouthWA Southern Art + Craft Trail has its own Facebook and Instagram sites. Our performance in social media achieved exponential growth this year. The event reached 81 000+ people through both paid ad campaigns and organic reach. This is up on last year's result of 28 000.

We continued to build on and evolve social media strategies from 2022 and 2023:

- 1. Developing a tagging and sponsor acknowledgment protocol with artists and sponsors
- 2. Developing an Art Trail venue video reels and stories promotion strategy
- 3. Plus added a membership logo for venues to use in their promotions 2023 and continued
- 4. Completed venue profile posts before opening. Focussed on venue shares during the event.
- 5. Booklet advertisers got a social media post included in their package.

Albany Southern Art+Craft Trail Event 2024

Facebook

https://www.facebook.com/SouthernArtCraftTrail

Followed by over 3000 people and with a reach of 65 000 for some posts during the 90 day lead up and during the time of the exhibitions.

For the 2024 Art Trail we delivered

- 2 video promos pre-opening
- 74 Venue profile posts

- 6 countdown to opening posts
- 1 boosted video promo
- 14 Sponsor logos that thanked and acknowledged (3 x COA)
- 1 x Venue opening night promo
- 1 All sponsors and supporters post (pinned)
- 30 x Venue video and reel promos
- 4 x Visitor survey promos
- 4 x Busy Blue Bus tours promo
- 5 event posts (2 workshops, SACT, Busy Blue Bus Tours)
- 4 x Workshop posts boosted
- 40+ sponsor and venue promos/shares
- Close of event and thank you posts

3 prize posts/videos for winners of exhibitor and venue surveys and best exhibitor as voted by the people.

This is in addition to all year-round welcome of new and returning member posts, and promotions for artists or venues electing to provide images and information. Our posts are also shared by followers, sponsors and participating artists. It is to be noted that the majority of hours and expertise that went into achieving these results was due to ASWA Board volunteers and a paid consult to cover the last 3 weeks of Instagram programming through the Art Trail.

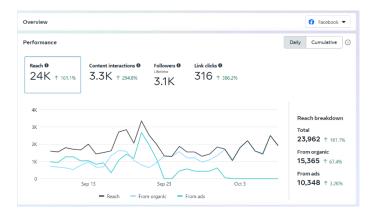




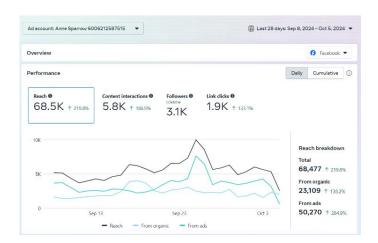


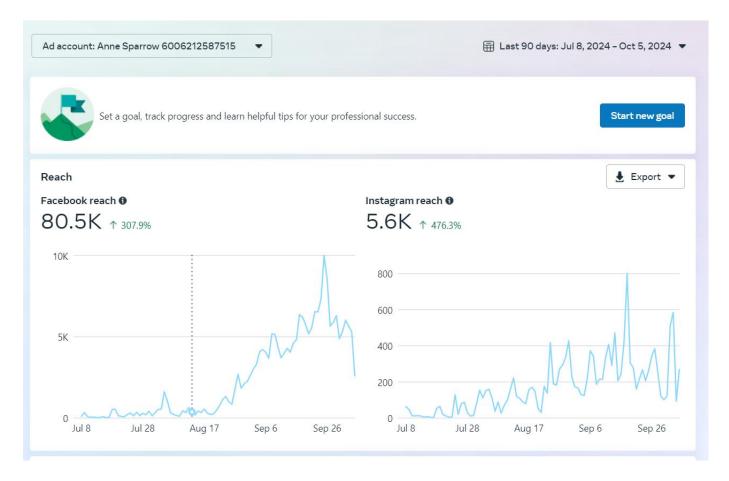












Instagram

https://www.instagram.com/southernartcrafttrail/

Followed by 1607 people with a reach of 2310 accounts which is up by 10% on 2023. 2.5% from ads, 19.4% were followers and 80.6% were non-followers.

Sharing venue content was a high priority for 2024.

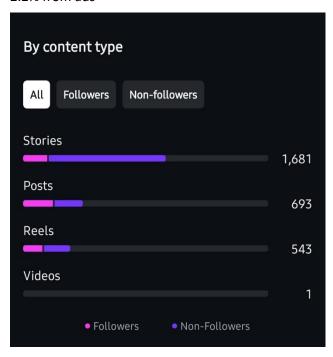
Venue Stories were a focus for this year's social media plan. 1681 were shared and watched by the audience divided up into 41.2% followers and 64.2% non-followers

693 Posts from venues were shared or created with a reach of 90.6% followers, 16.4% non-followers

543 Reels from venues were shared and reached 26.5% followers, 15.1% non-followers

Specific ArtSouthWA created content type including venue profiles

- 71 Posts reached 45.1% followers, 55.5% non-followers
- 49 Reels reached 31.1% followers, 38.8% non-followers
- 33 Stories 23.7% followers, 5.5% non-followers
- 225 content interactions
- 2.2% from ads





2025

It is planned that the 21st Southern Art and Craft Trail is offered again over 16 days from Saturday 27th September to Sunday 12th October 2025.

The Southern Art + Craft Trail is seen as a vitally important event in a Greater Southern region's artists' calendar. It provides a goal for artists and venues for the year and encourages new entries each time. The event provides a valued and well attended activity during this popular visitor time, with anecdotal evidence showing that many visitors have it on their annual calendar of 'must see' events in the region. The inclusion of schools, disability groups plus the inclusion of multi-cultural venues in 2023 and again in 2024 has increased our exposure to participants previously not engaged in hands-on displays and activities.

LONG TERM

The longer-term goals for ArtSouthWA are to continue to provide a reliable and professionally run destination tourism events that encourage an increasingly diverse range of visual artists to present the very best of their work. Each year over the past 21 years, the Southern Art and Craft Trail has moved progressively forward, bringing income and exposure to regional established and emerging visual artists and craftspeople. This in turn has led to the development of a reputation that sees visitors returning regularly to the region.

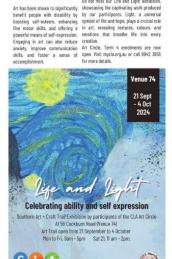
As an organisation, ArtSouthWA is evolving to deliver the Great Southern Arts Culture and Heritage Strategy. During 2024 members finalised the 2024-2028 Strategic Plan. This will be reviewed annually. Our future direction includes delivering more events that benefit our members and the community, including an Easter Arts Festival.

APPENDIX 1 EXAMPLES OF MEDIA IN PUBLICATIONS

SOUTHERLY MAGAZINE







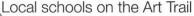
mycla.org.au

SOUTHERLY MAGAZINE continued

Art Trail providing options for all art lovers

Southern Art-Craft Trail

Plenty of chances to get hands-on at big range of Art Trail workshops





Strike me pink! More than 50 paintings from 25 local artists



ART TRAIL MT BARKER SITE 11

Come along and

eniov over 50 paintings from 25

local artists

Art Chatter Gallery







SOUTHERLY MAGAZINE continued



Trail lens on young talent

eative minds.

s apportive environment not only hilps young to develop their skills but also builds confidence a sense of community. Southern Art - Craft Trail 2024 is a celebration of Southern Art - Craft Trail 2024 is a celebration of singing and young aists whose creativity enriches vulnural landscape of the Great Southern. In the diverse articles operations and display as the Estate and the encharteng displays at Williage in Allony is the emotional display of the contractions of the community.







Southern Art+Craft Trail



Connect with us! ArtSouthWA and the Southern Art and Craft Trail

www.artsouthwa.com.au o f southernartcrafttrail



Southern Art + Craft Trail
Evert 2024

Tours add to the artistic experience









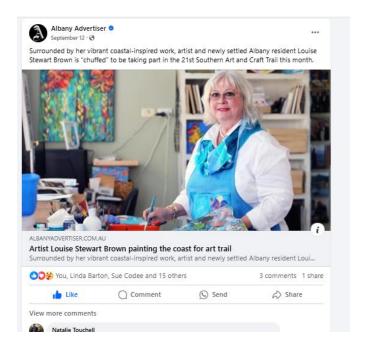


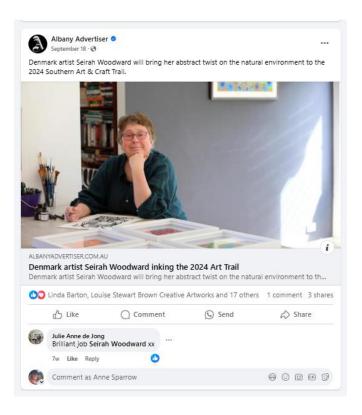
SOUTHERLY MAGAZINE continued

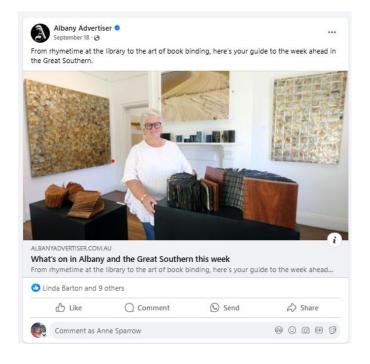


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ALBANY ADVERTISER









ALBANY ADVERTISER continued



