

A Guide to Exhibiting in New York For Canadian Visual Artists

November 2001

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Exposer à New York, un guide à l'intention des artistes canadiens des arts visuels)

Prepared by
The Canadian Consulate General in New York

Department of Foreign Affairs and International Trade

Canada

A Guide to Exhibiting in New York For Canadian Visual Artists

Report prepared by the Canadian Consulate General in New York

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The Government of Canada used primary and secondary sources of information to prepare this report. Consequently, the Government of Canada in no way guarantees the accuracy of the information contained herein, nor does it support the organizations listed. It is therefore up to readers to verify the accuracy and reliability of the information contained in this report.

Canadian Consulate General in New York
November 2001

A GUIDE TO EXHIBITING IN NEW YORK
For Canadian Visual Artists

1. I WOULD LIKE TO EXHIBIT MY WORK IN NEW YORK.	4
HOW CAN THE CANADIAN CONSULATE HELP ME?	
• INFORMATION	
• FUNDING	
• PROMOTION	
2. HOW SHOULD I GET STARTED?	4
• BEST SOURCES OF INFORMATION	
• ADDITIONAL READING MATERIAL	
• TEN TOP WEB SITES	
• MAKING CONTACTS	
• BEST TIME TO VISIT NEW YORK	
3. WHAT PROMOTIONAL MATERIAL SHOULD I BRING?	9
• MARKETING/PRESS KIT	
• SLIDES FOR REGISTRIES	
4. WHICH MUSEUMS/GALLERIES SHOULD I GET TO KNOW?	11
• MUSEUMS	
• COMMERCIAL GALLERIES	
• ARTIST RUN/CO-OPERATIVE GALLERIES AND NON-PROFIT SPACES	
5. WHAT OTHER SUPPORT AND/OR PROGRAMS ARE AVAILABLE?	18
• PUBLIC ART PROGRAMS	
• RESIDENCY PROGRAMS	
• ART CONSULTANTS, PUBLIC RELATIONS	
6. A GALLERY WANTS TO EXHIBIT MY WORK.	22
WHAT SHOULD BE ON MY ‘CHECK LIST’?	
• ARRANGEMENTS MADE WITH THE VENUE	
• SHIPPING	
• CUSTOMS	
• INSURANCE	
• OPENING RECEPTION	
• DOCUMENTATION	
• MAILING LISTS	
7. WHERE SHOULD I GO TO FIND ACCOMMODATION, ART SUPPLIES, ETC?	24
• WEB SITES	
• HOTELS	
• ART SCHOOLS	
• ART SUPPLY SHOPS	
• SPECIALIZED BOOK STORES	
• ART CINEMAS	

This guide has been prepared by the Canadian Consulate General in New York to assist Canadian visual artists wishing to explore the New York art scene. It functions mainly as a consulting guide for artists interested in exhibiting in New York City or for artists who already have shows lined up. The New York art world is highly competitive; entering it tends to be a daunting experience given the plethora of museums, galleries, auction houses, art consultants, curators, dealers, collectors and artists that are in New York.

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1. I WOULD LIKE TO EXHIBIT MY WORK IN NEW YORK. HOW CAN THE CANADIAN CONSULATE HELP ME?

INFORMATION

The Cultural Affairs Officer for Visual Arts is available to inform, consult and offer recommendations wherever appropriate to Canadian artists coming into New York. Please note, however, that no programming, curating or exhibiting opportunities are available at the Consulate, as there is no gallery space. For more information contact the Cultural Affairs Officer at Tel: (212) 596-1620.

FUNDING

If an exhibition has already confirmed with a New York venue, the artist may request supplemental funding through the Consulate for travel, accommodations, promotion and/or receptions and/or wine. The Consulate does not handle shipping and customs negotiations. Application for funding is on an ongoing basis and should be made at least 3-4 months prior to the event. All events funded by the Consulate must acknowledge the Consulate's support in the promotional material. For Quebec artists, funding and promotional support can also be sought through the Quebec Delegation in New York. Contact: (212) 843-0987 for more information.

PROMOTION

The Consulate's "Uppernorthside" (UNS) web site and quarterly newsletter promotes Canadian cultural events in New York. Inclusion in the UNS newsletter is subject to the availability of space. Information should be faxed to our office 2-3 months in advance. The fax number is (212) 596-1792, "attention Uppernorthside". To view our web site, go to <http://www.uppennorthside.org>

2. HOW SHOULD I GET STARTED?

Above all, inform yourself. This guide offers suggestions for guidebooks, art magazines and web sites to consult at the beginning of your research. If you're serious about exhibiting in New York, however, you will have to visit and get to know New York. But before you come, you should research the sources listed below, speak to members of your local art community, and prepare a marketing/press kit.

BEST SOURCES OF INFORMATION

There are many sources of useful information for researching the New York art scene. The following is a selection to help you begin your research.

1. Gallery Guide

(908) 638-5255

General inquiries: artnow@galleryguideonline.com

URL: www.galleryguide.org

Format: Published monthly (except in the summer). This is *the* list of current shows in galleries (profit, non-profit, alternative) and museums with addresses, telephone numbers and web sites. The guide can be picked up free-of-charge at any of the galleries listed or purchased by subscription.

2. **Art Diary International 2000/2001: The World's Art Directory**
Giancarlo Politi Editore, 2000.
Lists more than 30,000 names, addresses and telephone numbers of artists, critics, galleries and cultural institutions from over 70 countries.
Format: annual publication

3. **Artforum**
65 Bleecker St.
New York, NY 10012
(212) 475-4000
URL: www.artforum.com/
Format: monthly magazine

4. **Art in America**
575 Broadway
New York, NY 10012
(515) 246-6952
Format: monthly magazine

5. **ARTnews**
48 West 38th Street
New York, NY 10018
(212) 398-1690
URL: www.artnewsonline.com
Format: monthly magazine

6. **Art In New York: A Guide To Contemporary Art Spaces**
Kathy Battista & Sian Tichar. W.W. Norton, 2000.
A selection of spaces, events and institutions that shape New York's art scene.

7. **Artist's & Graphic Designer's Market**
Mary Cox (Editor). Writer's Digest Books, revised yearly.
A guide on how to get work sold, commissioned and shown. Provides industry contacts.

8. **New York Contemporary Art Galleries**
Renee Phillips (Editor). New York: Manhattan Arts International, 2001.
This annotated list of over 800 NYC galleries aims to help artists find appropriate venues for their work. Includes information on whom to contact and the process by which a gallery selects artists. Can be purchased by subscription.

9. **Presentation Power Tools For Fine Artists**
Renee Phillips. New York: Manhattan Arts International, 2000.
A Resource for the Fine Arts professional engaged in promoting and selling art. Information on preparing promotional material: examples of business letters, resumes, biographies, artist's statements, etc. Includes artist/gallery checklist.

10. **Photography in New York International**
(212) 787-0401
Email: pony@photography-guide.com
URL: <http://photography-guide.com>
Format: Published bi-monthly. This guide lists all the current photo shows in galleries and museums in New York with addresses, telephone numbers and web sites.

ADDITIONAL READING MATERIAL

There are books published annually and revised fairly regularly that provide excellent tips on how to enter the art market. These guides give practical advice on what is involved in getting one's art exhibited. Some also list galleries, not-for-profit spaces, and rental spaces. The following is a list of suggested reading for this area.

The Artist's Resource Handbook

Daniel Grant. New York: Allworth Press, 1996.

Information on working with art organizations, funding sources, studio space, artists' networks, career assistance, legal services plus Web sites of special interest to artists. Information listed by state.

The Business of Art

National Endowment For The Arts, Tom Power/Lee Caplin (Editor). New York: Prentice Hall, 1998.

Business assistance to individual artists. What gallery owners look for in adding artists to their rosters, how to prepare a slide portfolio of artwork, etc.

How to Survive and Prosper as an Artist

Carol Michels. New York: Henry Holt and Co., 1997.

Advice on getting your work exhibited, preparing resumes and presentations, public relations, etc.

ANNUALS

These are annual publications that describe galleries and museums and profile the artists and the type of work that these establishments feature. Contact names, addresses and telephone numbers are included. Some publications also provide information on agents and representatives. The information in these publications should be verified before mailing press kits or marketing material.

American Art Directory.

National Register Publishing Editorials (Editor), 1999.

Encyclopedic directory of museums, galleries, schools, organizations, magazines, state art councils, and exhibitions in the U.S. Revised biannually.

Art and Auction International Directory

July/August issue of Art and Auction.

Can be obtained from Art and Auction, PO Box 11344, Des Moines, IA 50340 (212) 447-9555.

Lists names of museums and galleries with brief descriptions. Art services section includes information on websites. Includes classified ads.

ART MAGAZINES

Magazines are an excellent resource for keeping up to date on current exhibits, trends and aesthetics of particular galleries, the interests of certain writers as well as current issues and styles. The advertisements in magazines can also tell a lot about the market trends and exhibit spaces. The following are some key magazines:

Art Calendar

PO Box 2675

Salisbury, MD 21802

(410) 749-9625

URL: www.artcalendar.com

Bomb Magazine

594 Broadway, Suite 905

New York, NY 10012

(212) 431-3943

URL: www.bombsite.com

Flash Art

799 Broadway, RM 226
New York, NY 10003
(212) 677-1647
URL: www.flashartmagazine.com

Freize

21 Denmark St.
London, England
WC2H 8NA

New Art Examiner

314 West Institute Pl.
Chicago, IL 60610
(312) 649-9900
URL: www.newartexaminer.org/

NYArts Magazine

473 Broadway, 7th fl,
NY, NY 10013
Tel: (212) 274-8993
Fax: (212) 226-3400
URL: www.nyartsmagazine.com/

NEWSPAPERS, GENERAL INTEREST MAGAZINES

Newspapers provide information that is even more current than that which is found in magazines. The following is a list of newspaper columns and periodicals that cover the arts:

The New York Times

(212) 556-1234
URL: www.nytimes.com

Format: Daily newspaper. Best days for arts coverage are Wed., Fri. (Weekend), and Sun. (Arts and Leisure). Look for the "Art in Review" columns, art features, and "Inside Art".

The Village Voice

(212) 533-7400
URL: www.villagevoice.com

Format: Weekly newspaper (published Wed.). Arts review section in "Voice Choices" plus art features.

New York Magazine

(212) 880-0796
URL: www.newyorkmag.com

Format: Weekly magazine (published Mon.). Art reviews and "Art" page.

The New York Observer

(212) 755-2400
URL: www.observer.com

Format: Weekly newspaper (published Wed.). "A Critic's View" and art column.

The New York Press

(212) 941-1130
Format: Weekly newspaper (published Wed.). "Art" column.

The New Yorker

(212) 536-5767

YRL: www.newyorker.com

Format: Weekly magazine (published Mon.). "Art" page plus reviews at front.

Time Out

(212) 539-4444

Fax: (212) 673-8382

URL: www.timeoutny.com

Format: Weekly magazine. (Wed.) Art reviews plus arts listings.

Wall Street Journal

(212) 416-2574

URL: www.wsj.com

Format: Daily newspaper. Leisure and Arts.

Baer Fax

(212) 260-1372; fax 260-2484

Format: One or two pages, provides inside scoop on who is represented by whom and who bought what where and for how much, as well as selected upcoming exhibitions.

TEN TOP WEB SITES

A proliferation of web sites now function as information sources about galleries, museums, and art world events. Some appear as galleries in their own right. Other sites include areas where "chat groups" discuss various art issues.

1. Artnet

<http://www.artnet.com>

From Artnet magazine. View galleries, museums and new shows from around the world. Also includes, auctions, art fairs, books, articles, etc.

2. Artnetweb

<http://artnetweb.com/artnetweb/>

Artists' web projects, slide registry, press clippings on art subjects, directories of arts organizations and galleries, classified ads and catalogue sales.

3. Arts Wire

<http://www.artswire.org/>

A program of the New York Foundation for the Arts. Post messages, create home pages of your own work, check out information on grants and jobs.

4. Echo

<http://www.echonyc.com>

Art sites, including the Whitney Museum, publications, discussions, events.

5. E-flux

<http://www.e-flux.com>

News, exhibition information and listing service.

6. Internet Art Directory

<http://www.internetartdirectory.com>

Guide to art related sites on the Internet.

7. Review New York

<http://www.reviewny.com/>

Information on visual arts in New York, exhibition reviews.

8. **The Thing**

<http://www.thing.net/thingnyc>

Artists' community online. Chats about art issues, web works, art reviews.

9. **Thundergulch**

<http://www.thundergulch.org/>

Initiative of the Lower Manhattan Cultural Council. Provides interaction between artists, audiences, and emerging technologies

10. **World Wide Arts Resources**

<http://wwar.com/>

Reliable survey of art sites on the web including artists, galleries, museums, art schools, publications, antiques and the performing arts.

MAKING CONTACTS

The art world in New York is very much a world of referral. Dealers, curators, gallery directors, etc. prefer to choose the material they look at by 'word of mouth'. The following pages provide useful contacts and some advice on how to approach the New York art world

A trip to the local art gallery, art school, university, or library and attending lectures, panel discussions and readings given by individuals involved in the New York art scene are great opportunities to gain insider knowledge as well as make contacts. Artists, curators, and critics will set aside time for studio visits. Meeting someone who is already established in New York in some fashion, whether an artist, a critic, an art historian, or even museum staff, can provide an artist with a foot in the door of a gallery, museum, magazine, or art consultant's office.

BEST TIME TO VISIT NEW YORK

It is important to make an exploratory visit to New York City, after doing some initial research, to gain first-hand knowledge of the exhibition spaces and to make personal contact with key individuals. It would be best to coincide your visit with an art fair (The Armory Art Fair, for instance) or with a major museum exhibition. The best time to visit New York for the art world is the fall (Sept-Nov) when all the galleries put on their best face, and festivals begin. Also, ask around (a colleague or friend) if someone has a contact in New York that you may get in touch with while you are here.

3. WHAT PROMOTIONAL MATERIAL SHOULD I BRING?

Rejections are commonplace as artists compete to have their artwork exhibited. The following are suggestions on how to approach art institutions. It is best to call in advance for the gallery's viewing schedule, if any.

MARKETING/PRESS KIT

- Keep information packages brief and to the point. The name and position of the individual to whom the information will be sent should be confirmed by telephone. Information should not be sent by fax unless it is requested.
- Curriculum Vitae: list the artist's name, address and contact numbers, educational background and educational advisor (if well known). Include any solo and group exhibitions and a bibliography. Cite awards and collections if appropriate, and provide copies of articles or reviews.
- A selection of no more than twenty 35 mm slides should be included. A slide sheet should identify the artist's name, title of piece, medium, size, return address and telephone number. Photographers may be asked to send prints: usually a maximum of twenty prints, no larger than 20x24 each.
- Cover letters should be tailored to the person/institution to whom they are addressed and show a knowledge of that person's/institution's exhibition history. The letter should state why that particular institution was chosen and how the artist's work would fit into the institution's program.
- The manner in which artists' slides, proposals, inquiries, etc. are presented can profoundly influence whether the recipient wishes to continue viewing the art. Good presentation will not guarantee interest but a professional

appearance is essential. It is important to note that material may not be returned for some time. It is also important to send a self-addressed envelope with appropriate postage

- The best times to send materials are in October, after the rush of the new season, and again in February when directors are thinking about next season's programs. Many galleries, museums, etc. have programming cycles and may be booked up for the next year. Therefore, material should be sent well in advance.
- Follow up initial inquiries with postcards of work or invites for upcoming shows as reminders.
- Press kits should be similar to an artist's personalized information package with the addition of a press release giving a description of the show, the location, dates, the participating artists and opening night. Invitations should be ordered two weeks prior to mailing deadline.

The following are some suggested printers:

Alex Offset Printing: (212) 255-5573

Corpographics: (212) 483-9063

Stevens/Bandes Graphics Corp: (212) 675-1128

Note: printing invitations in Canada may be more economical.

SLIDES FOR REGISTRIES

Slide registries are often overlooked as a way to break into the New York City marketplace. The organizations listed below maintain files, which are used primarily by corporations, independent curators, and new galleries and art consultants. While far from a show at MOMA, having slides on file in one of these registries can increase the chances of having your work seen by a New York City audience.

Art Information Center

55 Mercer Street, 3rd fl,
NY, NY 10013
(212) 966-3443

Artists Space

38 Greene St. 3rd fl,
NY, NY 10013
(212) 226-3970
Fax: (212) 966-1434
URL: www.artistspace.org

Artists Talk on Art

60 Madison Ave, suite 1026
NY, NY 10010
(212) 779-9250

CityArts, Inc.

525 Broadway, suite 700
NY, NY 10012
Tel: (212) 966-0377
Fax: (212) 966-0551
Email: tsipi@cityarts.org
URL: www.cityarts.org

The Drawing Center

35 Wooster St.
NY, NY 10013
Tel: (212) 219-2166
Fax: (212) 966-2976
Email: draw@drawingcenter.org
URL: www.drawingcenter.org
Emphasis: Works on paper only.

Organization of Independent Artists

19 Hudson St., suite 402
NY, NY 10013
Tel: (212) 219-9213
Fax: (212) 2199216

White Columns

154 Christopher St.
NY, NY 10014
Tel: (212) 924-4212
Fax: (212) 645-4764
Email: info@whitecolumns.org
URL: www.whitecolumns.org

For further reference, see the Directory of Artists Slide Registries, published by the American Council for the Arts, 570 Seventh Ave. NY, NY 10018, (212) 223-2787.

4. WHICH MUSEUMS/GALLERIES SHOULD I GET TO KNOW?

It is usually recommended that an artist have an established career or a number of recommendations before expecting to enter the New York art scene. That said, there are ways to research and inform oneself about the lay of the land and how to go about navigating it. First of all, the art scene here is actually a collection of many simultaneous art scenes ranging from traditional to modern to contemporary art, each with their own respective 'fiefdoms'. There isn't any one dominating 'scene' at any given time, although it seems contemporary art - which refers to 'living' artists - dominates the gallery programs. Recently, photography and video or video installation has been receiving a great deal of attention in the contemporary art scene in New York.

Chelsea, Soho and 57th street are three important gallery areas – Chelsea being the most recently developed and most commercially driven. Soho, has become more of a fashion/retail center although it still harbors some of the more important non-profit art centers like Artists' Space, The New Museum and Exit Art. Williamsburg, Brooklyn is also becoming an active gallery area (Brooklyn is not yet listed here). Please see our list for a selection and description of the galleries and museums of each area.

MUSEUMS

There are many museums in New York of varying size and artistic direction. Review policies differ with each museum, although slides are usually reviewed *en masse* three or four times a year. A museum may find an artist's work of interest, although they will not immediately offer to show the work. One can learn the interests of the staff by looking at an exhibition cycle and seeing what was chosen for the exhibits. Museum brochures can also provide this information. Below is a selection of major museums that show contemporary art in New York.

Bronx Museum of the Arts

1040 Grand Concourse at 165th St,
Bronx, NY 10456
Tel: (718) 681-6000
Fax: (718) 681-6181

Brooklyn Museum of Art

200 Eastern Pkwy,
Brooklyn, NY 11238
Tel: (718) 638-5000
Fax: (718) 638-5931
Email: bklynmus@echonyc.com
URL: www.brooklynart.org

El Museo del Barrio

1230 Fifth Ave. at 104th St,
NY, NY
Tel (212) 831-7272
Fax: (212) 831-7927
Email: elmuseo@aol.com
URL: www.elmuseo.org

Museum of Modern Art (MOMA)

11 West 53rd St.
NY, NY 10019
Tel: (212) 708-9480
Fax: (212) 708-9889
URL: www.moma.org

New Museum of Contemporary Art

583 Broadway
NY, NY 10012
Tel: (212) 219-1222
Fax: (212) 431-5328
URL: www.newmuseum.org

P.S. 1 Contemporary Art Center (affiliate of MOMA)

22-25 Jackson Avenue at 46th Avenue,
Long Island City, 11101
Tel: (718) 784-2084
Fax: (718) 482-9454
Email: mail@ps1.org
URL: www.ps1.org

Queens Museum of Art, NYC

NYC Building, Flushing Meadow,
Corona Park, 11368
Tel: (718) 592-9700
Fax: (718) 592-5778
URL: www.queensmuse.org

Solomon R. Guggenheim Museum

1071 Fifth Ave. at 89th
NY, NY 10128
Tel: (212) 423-3500
Fax: (212) 941-8410
Email: visitorinfo@guggenheim.org
URL: www.guggenheim.org

Whitney Museum of American Art

945 Madison Ave.
NY, NY 10021
Tel: (212) 570-3600
Email: feedback@whitney.org
URL: www.whitney.org

COMMERCIAL GALLERIES

There are hundreds of commercial galleries in New York City with a wide range of artistic directions. The galleries in the following list were chosen on the basis of their receptiveness to new work and international artists. Again, information should be verified before mailing letters or press kits.

American Fine Arts Co.

22 Wooster St.
NY, NY 10013
Tel: (212) 941-0401
Emphasis: all media

Marianne Boesky Gallery

535 West 22nd St. 2nd fl,
NY, NY 10011
Tel: (212) 680-9889
Fax: (212) 680-9897
Email: info@marianneboeskygallery.com
URL: www.marianneboeskygallery.com
Emphasis: all media

CRG Gallery

535 West 22nd St., 3rd fl,
NY, NY 10011
Tel: (212) 966-4360
Fax: (212) 966-4099
Email: CRGgallery@aol.com
Emphasis: all media

Cristinrose Gallery

529 West 20th Street, 2nd fl,
NY, NY 10011
Tel: (212) 206-0297
Fax: (212) 206-8494
Email: Crgallery@aol.com
URL: www.cristinrose.com
Emphasis: all media

Tibor de Nagy Gallery

724 Fifth Ave, 12th fl,
NY, NY 10019
Tel: (212) 262-5050
Fax: (212) 262-1841
Email: tibor@frontiernet.net
Emphasis: mostly modern painting

Sandra Gering

476 Broome St. 2nd fl,
NY, NY 10013
Tel: (212) 226-8195
Fax: (212) 226-7186
URL: www.geringgallery.com
Emphasis: all media

Marian Goodman

24 West 57th St. 4th fl,
NY, NY 10019
Tel: (212) 977-7160
Fax: (212) 581-5187
Email: goodman@mariangoodman.com
Emphasis: all media

Nohra Haime

41 East 57th St. 6th fl,
NY, NY 10022
Tel: (212) 888-3550
Fax: (212) 888-7869
Emphasis: mostly painting/sculpture

Pat Hearn

530 West 22nd St.
NY, NY 10011
Tel: (212) 727-7366
Fax: (212) 727-7467
Email: pathearn@rcn.com
Emphasis: all media

Casey Kaplan

416 West 14th St.
NY, NY 10014
Tel: (212) 645-7335
Fax: (212) 645-7835
Email: CaseyKaplan@aol.com
Emphasis: all media

Sean Kelly

43 Mercer St.
NY, NY 10013
Tel: (212) 343-2405
Fax: (212) 343-2604
Email: info@skny.com
URL: www.skny.com
Emphasis: all media

Friedrich Petzel

535 West 22nd St,
Tel: (212) 727-3323
Fax: (212) 229-2829
Email: info@petzel.com
URL: www.petzel.com
Emphasis: all media

Postmasters

459 West 19th St.
NY, NY 10011
Tel: (212) 727-3323
Fax: (212) 229-2829
Email: postmasters@thing.net
URL: www.postmastersart.com
Emphasis: mostly video & digital video installation

P.P.O.W.

476 Broome St. 3rd fl,
NY, NY 10013
Tel: (212) 941-8642
Fax: (212) 274-8339
Email: info@ppowgallery.com
Emphasis: all media

Andrea Rosen Gallery

525 West 24th St,
NY, NY 10011
Tel: (212) 627-6000
Fax: (212) 627-5450
Email: andrea@andrearosengallery.com
URL: www.andrearosengallery.com
Emphasis: all media

Jack Shainman

513 West 20th St.
NY, NY 10011
Tel: (212) 645-1701
Fax: (212) 645-8316
Email: jshainman@aol.com
Emphasis: all media

Silverstein Gallery

520 west 21st St.
NY, NY 10011
Tel: (212) 929-4300
Fax: (212) 929-7902
Email: info@silversteingallery.com
URL: www.silversteingallery.com
Emphasis: all media

303 Gallery

525 West 22nd St.
NY, NY 10011
Tel: (212) 255-1121
Fax: (212) 255-0024
Email: g303@interport.net
URL: www.303gallery.com
Emphasis: all media

Jack Tilton/Anna Kustera

49 Greene St.
NY, NY 10013
Tel: (212) 941-1775
Fax (212) 941-1812
Email: jtilton@earthlink.net
URL: www.jacktiltongallery.com
Emphasis: all media – mostly installation

Yancey Richardson Gallery

535 West 22nd St
NY, NY 10011
Tel: (212) 343-1255
Fax: (212) 343-0839
Email: info@yanceyrichardson.com
Emphasis: photos only

David Zwirner

43 Greene St.
NY, NY 10013
Tel: (212) 966-9074
Fax: (212) 966-4952
Email: dzwirner@davidzwirner.com
URL: www.davidzwirner.com
Emphasis: all media

ARTIST RUN/CO-OPERATIVE GALLERIES AND NON-PROFIT SPACES

Co-op galleries are financed and run by artists themselves. They permit an artist to exhibit work that is often beyond the scope or financial interest of commercial galleries. Non-profit spaces offer excellent exposure, although work cannot be sold. This allows for a greater freedom in the kind of work shown. There are definitely better opportunities in these types of venues for video and performance artists.

55 Mercer

55 Mercer St.
NY, NY 10013
Tel: (212) 226-8513
Emphasis: all media

AC Project Room

453 West 17th St.
NY, NY 10011
Tel: (212) 645-4970
Fax: (212) 645-4972
Email: acprojectroom@attglobal.net
Emphasis: all media

A.I.R.

40 Wooster St. 2nd fl,
NY, NY 10013
Tel: (212) 966-0799
Fax: (212) 941-7508
Email: airinfo@airnyc.org
URL: www.airnyc.org
Emphasis: all media – mostly women

Art in General

79 Walker St.
NY, NY 10013
Tel: (212) 219-0473
Fax: (212) 219-0511
Email: info@artingeneral.org
URL: www.artingeneral.org
Emphasis: all media – mostly international

Artists' Space

38 Greene St. 3rd fl,
NY, NY 10013
Tel: (212) 226-3970
Fax: (212) 966-1434
URL: www.artistspace.org
Emphasis: all media – video focus

Atlantic

40 Wooster St. 4th fl,
NY, NY 10013
Tel: (212) 219-3183
Fax: (212) 219-3183
Email: Atlantic@metconnect.com
URL: atlantic.artshost.com
Emphasis: mostly painting

The Drawing Center

35 Wooster St.
NY, NY 10013
Tel: (212) 219-2166
Fax: (212) 966-2976
Email: drawcent@drawingcenter.org
URL: www.drawingcenter.org
Emphasis: only drawing

Exit Art/The First World

548 Broadway, 2nd fl,
NY, NY 10012
Tel: (212) 966-7745
Fax: (212) 925-2928
Email: info@exitart.org
URL: www.exitart.org
Emphasis: all media

Henry Street Settlement

466 Grand St.
NY, NY 10002
Tel: (212) 598-0400
Fax: (212) 505-8329
Emphasis: non-profit space for minority and women artists

The Kitchen Art Gallery

512 West 19th St.

NY, NY 10011

Tel: (212) 255-5793

Fax: (212) 645-4258

Email: info@thekitchen.org

URL: www.thekitchen.org

Emphasis: non-profit space for dance, video, performance, film, music, installations

SoHo20 Gallery

545 Broadway, 3rd fl,

NY, NY 10012

Tel: (212) 226-4167

Fax: (212) 334-6124

Email: soho20@earthlink.net

URL: www.soho20gallery.com

Emphasis: women only

Storefront for Art and Architecture

97 Kenmare St.

NY, NY 10012

Tel: (212) 431-5795

Fax: (212) 431-5755

Email: info@storefrontnews.org

URL: www.storefrontnews.org

Emphasis: architecturally related work

Visual Arts Gallery

137 Wooster St.

NY, NY 10012

Tel: (212) 598-0221

Fax: (212) 529-9149

URL: www.schoolofvisualarts.edu

Emphasis: all media

White Columns

320 West 13th St. (entrance Horatio)

NY, NY 10014

Tel: (212) 924-4212

Fax: (212) 645-4764

Email: info@whitecolumns.org

URL: www.whitecolumns.org

Emphasis: all media

5. WHAT OTHER SUPPORT AND/OR PROGRAMS ARE AVAILABLE?

Public art programs, residency programs and contact with art consultants or public relations firms are different ways for artists to gain exposure in New York.

PUBLIC ART PROGRAMS

Due to recent budget cuts, the number of remaining public art programs is limited. The following is a list of programs that are still running. They can be contacted directly for guidelines.

Arts for Transit

Metropolitan Transit Authority
347 Madison Ave., 5th fl,
NY, NY 10017
Tel: (212) 878-7452

Hugh L. Carey Battery Park City Authority

1 World Financial Center, 24th fl,
NY, NY 10281-1097
Tel: (212) 416-5328
Fax: (212) 416-5393
Email: info@bpcauthor.org
URL: www.batteryparkcity.org

CityArts, Inc.

525 Broadway, suite 700
NY, NY 10012
Tel: (212) 966-0377
Fax: (212) 966-0551
Email: tsipi@cityarts.org
URL: www.cityarts.org

Creative Time, Inc.

307 7th Ave, suite 1904
NY, NY 10001
Tel: (212) 206-6674
Fax: (212) 255-8467
Email: staff@creativetime.org
URL: www.creativetime.org

New York State Council on the Arts

915 Broadway
NY, NY 10010
Tel: (212) 387-7000
Fax: (212) 387-7164/65
URL: www.nysca.org/home.html

Percent for Art Program

Department of Cultural Affairs
330 west 42nd St, 14th fl,
NY, NY 10036
Tel: (212) 643-7770
URL: <http://www.ci.nyc.us/html/dcla/html/pahome.html>

Public Art Fund Inc.

1 East 53rd St, 11th fl,
NY, NY 10022
Tel: (212) 980-4575
Fax: (212) 980-3610
Email: pafor@publicartfund.org
URL: www.publicartfund.org

RESIDENCY PROGRAMS

Apex Art

291 Church St.
NY, NY 10013
Tel: (212) 431-5270
Fax: (212) 431-4447
Email: info@apexart.org
URL: www.apexart.org

Art OMI in Hudson, New York

International artists, writers and musicians (3 months)
55 Fifth Avenue
NY, NY 10003
Tel: (212) 206-6060
Fax: (212) 206-6114
URL: www.artomi.org
Contact: Director

Harvestworks - Digital Media Arts Center

596 Broadway, suite 602
NY, NY 10012
Tel: (212) 431-1130 x 12
Fax: (212) 431-8473
URL: www.harvestworks.org
Contact: Carol Parkinson

ISP - International Studio Program

451 Greenwich St., 7th fl,
NY, NY 10013
Tel: (212) 431-0381
Fax: (212) 616-3026
Contact: Dennis Elliot

Lower Manhattan Cultural Council (LMCC) "World Views Residency"

Tel: (212) 432-0900
URL: www.LMCC.net
Contact: Moukhtar Kocache or Kathy Brew / new media
Five-month studio space on the 91st floor of the World Trade Center. Twelve artists share one huge floor of raw space. Mostly geared towards emerging to mid-career artists. Application available on-line.

P.S. 1 Contemporary Art Center (affiliate of MOMA)

22-25 Jackson Avenue at 46th Avenue,
Long Island City, 11101
Tel: (718) 784-2084
Fax: (718) 482-9454
Email: mail@ps1.org
URL: www.ps1.org
Contact: Tom Finkelpearl

Snug Harbor Cultural Center / Newhouse Center for Contemporary Art Staten Island, New York

1000 Richmond Terrace
Staten Island, NY 10301
Tel: (718) 448-2500 x 260
Fax: (718) 442-8534
Email: newhousecenter@hotmail.com
Contact: Director

ART CONSULTANTS, PUBLIC RELATIONS

This section includes public relations and art advisory firms and that sell their marketing services. There are also independent art consultants who will refer an artist's work and take a percentage of 10-25% of sales generated through the referral. Art consultants can also market an artist's work in his or her absence. Public relations firms are recommended for artists already established in Canada who want to break into the New York market. An art advisor can familiarize an artist with the art scene, a good substitute for long hours of research and reading. It is essential to thoroughly check the background of any individual or business to which the artist entrusts his or her work.

Art Information Center

55 Mercer St. 3rd fl,
NY, NY 10013
(212) 966-3443
Services: Maintains a catalogue filing system on contemporary artists and offers consultation services to direct artist to galleries that would best suit their needs.

Cultural Communications Corp.

163 Third Ave., Suite 340
NY, NY 10003
(212) 505-1253
Services: Public relations firm providing professional guidance in the areas of advertising, publicity, and marketing as well as referrals.

Katharine T. Carter & Associates

P.O. Box 2449
St. Leo, FL 33574
Tel: (212) 533-9530
Fax: (212) 874-7843
Email: ktc@ktcassoc.com
URL: www.ktcassoc.com
Services: Marketing and public relations for artists. Located in Florida but does business in New York.

Manhattan Arts International

200 East 72nd St., Apt. 26L
NY, NY 10021
(212) 472-1660
Email: info@manhattanarts.com
URL: www.manhattanarts.com
Services: Workshops, private consultations and coaching for artists at all career levels, styles and media.

Plum Projects

Tel/Fax: (212) 505-6198

URL: www.plum-projects.com

Contact: Rachel Weingeist

Services: Represents artists and helps place them in public art commissions.

6. A GALLERY WANTS TO EXHIBIT MY WORK. WHAT SHOULD BE ON MY ‘CHECK LIST’?

ARRANGEMENTS MADE WITH THE VENUE

The chart below indicates whether the institution or the artist is considered responsible for shipping, insurance, publicity, etc. Museums will usually provide a contract stipulating details of such responsibilities. Agreements between artists and galleries or consultants are typically verbal. Some galleries will only assume responsibility for shipping, publicity, etc. if a certain number of works sell. It is advisable to always ensure that both parties are clear on who is responsible for what early on in the process. Situations vary from space to space and from season to season. In rental situations the artist assumes responsibility for everything.

	Museum	Gallery	Gallery (non-profit)	Consultant
Shipping	X	X		X
Insurance	X	X	X	X
Customs	X	X		
Public Relations	X	X	X	X
Opening Reception	X	X	X	
Documentation	X	X	X	
Artist’s Travel	X			

SHIPPING

The following companies offer services such as packing, crating, freight forwarding and storage. Further to the sources below, consult the New York yellow pages or contact the nearest Consulate for additional information.

Artech Fine Art Services

First Avenue

Seattle, WA 98121

Tel: (206) 728-8822

Fax: (206) 728-1521

Email: artech@artechseattle.co

URL: www.artechseattle.com/art.services/artech.hom.html

D.A.D. Trucking – Art Moving & Storage

855 Edgewater Rd.

NY, NY 10474

Tel: (718) 893-3044

Fax: (718) 893-3924

TransCon International

234 Rider Avenue

Bronx, NY 10451

Tel: (718) 585-1600

Fax: (718) 585-4600fax

United International Freight Systems, Inc.

PO Box 917
Hillside, NJ 07205
Tel: (908) 851-0441
Fax: (908) 851-9370

Racine Berkow Associates

375 West Broadway
NY, NY 10012
Tel: (212) 625-3378
Fax: (212) 625-3379
URL: www.racineberkow.com/

If the works are small or can be sent in a tube, a bonded courier is a safe, reliable way to ship. Regular mail is not recommended.

CUSTOMS

Always a grey area where art is concerned, customs officials often decide on-site what is classified as art and what is not. Painting and sculpture are not too problematic, although photography, installation art and video will raise eyebrows and customs officials may spend time researching the artist's background. In such cases, it is a good idea to send a resume together with the works. Whether or not the materials that make up your work are Canadian in origin is also an important factor. A signed and dated commercial invoice stating your name, destination, description of works, including media, date, size, origin and value should accompany all works.

With respect to duties, NAFTA has facilitated the transport of artwork. In general, bringing work into the United States for exhibition *only* is duty-free (T1-B entry). Although duties are not applicable, there are still charges for the paperwork, usually in the range of US\$75-150, depending on the value of the work. A fine is applicable if an artist enters the work under this status then sells it. It is obligatory to pay some duties and/or buy a bond (O-1 entry) if the intention is to sell the work. International shipping companies can deal with such issues on behalf of the artist. For customs information in Ottawa call (613) 993-0543, in New York 1-800- 697-3662 or contact the nearest U.S. Consulate in Canada.

INSURANCE

Fine Arts Risk Management Inc. (Near North Insurance Brokerage of New York)

777 Third Ave.
NY, NY 10017
Tel: (212) 935-7373
Fax: (212) 584-5801
Email: nnng_info@nnng.com
URL: www.nnng.com

Frenkel and Co.

2 World Trade Center
NY, NY 10048
Tel: (212) 488-0200
Fax: (212) 488-1800

AXA Nordstern Art Insurance

Tel: 1-877-292-4277
URL: www.axa-artinsurance.com/

OPENING RECEPTION/DINNER

Openings in New York can be quite informal. Some galleries do not serve any food or beverages. For those who choose to, inexpensive wine or beer and soda water is appropriate. For opening night dinners, inexpensive ethnic restaurants just outside the borders of SoHo are recommended. When reserving for large parties, it is advisable to notify the restaurant in advance.

DOCUMENTATION

Photographers:

Lucille Khornak (212) 355-7535

Slide Duplication:

Duggal Color Project Inc: (212) 675-0840

Next Day Dupes: (212) 387-0362

Spectra Photo: (212) 362-0094 (there are several branches)

MAILING LISTS

Purchasing mailing lists can save time and work, although these lists can sometimes be quite expensive and less targeted toward a specific art market. The following are some suggestions:

CompuName

411 Theodore Fremd Avenue

Rye, NY 10580

Tel: (914) 925-2400

Fax: (914) 925-2499

Email: mail@lakegrp.com

URL: www.lakegrp.com/compuname.htm

Services: Provides labels with names and addresses of all entries in the Art in America Annual Guide, including museums, galleries, private dealers, art consultants, university galleries, and publishers.

Mailing List Labels Packages

P.O. Box 1233

Weston CT, 06883-1233

Tel: (203) 866-4822

Email: mllpackage@aol.com

URL: <http://hometown@aol.com/mllpackage/publicart/index.htm>

Services: Offers the Percent for Art/Public Programs mailing list, which includes mailing labels and postcards requesting information about city, state and national public art programs.

7. WHERE SHOULD I GO TO FIND ACCOMMODATION, ART SUPPLIES, BOOKS, ETC.?

WEB SITES

There are many good general information/tourism web sites for visitors to New York City. Information on accommodation, entertainment, culture, the arts, weather, restaurants, and much more is readily available. The following is a selection of just some of the sites available to help you plan a visit to New York City.

- www.citysearch.com/ general information
- www.timeout.com/ information on current films, exhibits, performances, etc
- www.zagat.com/ reviews of restaurants
- <http://gonyc.com/travel/gonyc/mbody.html> general information
- http://new_york.lodging.com information on accommodation
- www.thenewyorkseason.com cultural events (launched 2001)

Hotels

There are few good deals as far as lodging goes in New York City. A list of hotels that are relatively reasonable is included below. New York is always a busy place, therefore book well in advance if possible.

Hotel Gershwin

3 East 27th St.

Tel: (212) 545-8000

Fax: (212) 684-5546

URL: www.gershinhotel.com/

Location: Between Fifth and Park Avenue.

Carleton Arms Hotel

160 East 25th St.

Tel: (212) 679-0680

Location: At Third Avenue.

Habitat Hotel

130 East 57th St.

Tel: (212) 753-8841

Fax: (212) 829-9605

Location: Between Park and Lexington Avenue.

Pickwick Arms Hotel

230 East 51st St.

Tel: (212) 355-0300

Fax: (212) 755-5029

Location: Between Second and Third Avenue.

Senton Hotel

39-41 West 27th St.

Tel: (212) 684-5800

Fax: (212) 545-1690

Location: At Broadway.

Portland Square Hotel

132 West 47th St.

Tel: (212) 382-0600

Fax: (212) 382-0684

URL: <http://portlandsquarehotel.com>

Location: Between Sixth and Seventh Avenues.

YMCA Vanderbilt

224 East 47th St.

Tel: (212) 756-9600

Fax: (212) 752-0210

Email: ysway@ymcanyc.org

URL: www.VanderbiltGuestRooms@ymcanyc.org

Location: Between Second and Third Avenue.

ART SCHOOLS

Cooper Union School of Art

Cooper Square
NY, NY 10003-7120
Tel: (212) 353-4120
Email: admissions@cooper.edu
URL: www.cooper.edu/art/Welcome.html

New York Studio School of Drawing, Painting & Sculpture

8 West 8th St.
NY, NY 10011
Tel: (212) 673-6466
Fax: (212) 777-0996
URL: www.nyss.org

Parsons School of Design

66 Fifth Ave.
NY, NY 10011
Tel: (212) 229-8910
Fax: (212) 229-8975
Email: paradm@newschool.edu
URL: www.parsons.edu/

Pratt Institute

200 Willoughby Ave.
Brooklyn 11205
Tel: (718) 636-3706
Email: info@pratt.edu
URL: www.pratt.edu

Pratt Institute – Manhattan

295 Lafayette St.
NY, NY 10012
Tel: (718) 636-3706
Email: info@pratt.edu
URL: www.pratt.edu

School Of Visual Arts

209 East 23rd St.
NY, NY 10010
Tel: (212) 592-2144
Fax: (212) 592-2095
URL: www.schoolofvisualarts.edu

Whitney Independent Study Program

384 Broadway, 4th Floor
NY, NY 10012
Tel: (212) 431-1737

ART SUPPLY STORES

Pearl Paint

308 Canal St.
NY, NY 10013
Tel: (212) 431-7932
URL: www.pearlpaint.com

B& H Photo

420 Ninth Ave.
NY, NY 10001
Tel: (212) 444-6615
URL: www.bhphotovideo.com

New York Central Art Supply

62 Third Ave.
NY, NY 10003
Tel: (212) 473-7705
URL: www.nycentralart.com

Utrecht Art & Drafting Supply

111 Fourth Ave.
NY, NY 10003
Tel: (212) 777-5353
URL: <http://www.utrechtart.com/>

Williamsburg Art Supply

125 East Fourth St.
NY, NY 10003
Tel: (212) 529-9585
URL: www.oilpaint.com

When exhibiting at a non-profit event, try Materials for the Arts (718) 729-3001.

SPECIALIZED BOOK STORES

Hacker Art Books

45 West 57th (upstairs)
NY, NY 10019
Tel: (212) 688-7600
URL: www.hackerartbooks.com/

Printed Matter

535 West 22nd St.
NY, NY 10011
Tel: (212) 925-0325
Fax: (212) 925-0464

This bookstore also features historical and contemporary artist-made books and editions.

Rizzoli

31 West 57th St.
NY, NY 10019
Tel: (212) 759-2424

St. Mark's Books

31 Third Ave.

NY, NY 10003

Tel: (212) 260-7853

URL: www.stmarksbookshop.com/

Untitled 11

159 Prince St.

NY, NY 10012

Tel: (212) 982-2088

URL: www.fineartinprint.com

ART CINEMA**Film Forum**

209 W. Houston St.

Tel: (212) 727-8110

URL: www.filmforum.com

Angelika

18 W. Houston St

Tel: (212) 995-2000

MOMA Theatre

11 West 53rd St. (Btw. 5th and 6th Ave.)

Tel: (212) 708-9480

Anthology Film Archives

32 Second Avenue (at 2nd St.)

Tel: (212) 505-5181

Keep an eye out for posters listing art related talks at The Drawing Center, Cooper Union, Studio School, 92nd St. YMCA, and all of the museums.

