

SAORI *Worcester*

Freestyle Weaving Studio

18 Winslow St., Worcester, MA, 01609

SAORI Worcester Partnership Site Program

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SAORI Worcester Offers this Program:

- 1) To allow educators, healers, and artists to incorporate the teaching and enjoyment of SAORI improvisational weaving into institutional settings.
- 2) To do so with **both** integrity regarding SAORI principles **and** freedom to “custom tailor” the program to fit each unique individual and institution.
- 3) To encourage mutual learning among our SAORI Worcester Partnership Sites, and between our Sites and the worldwide SAORI movement.

Program Elements

I. Getting Acquainted with SAORI: Making Your Decision to be a Partnership Site

Eligibility: According to the Japanese owners of the SAORI trademark, SAORI Worcester has permission to offer this program only to institutions serving an **internal** population (e.g., clients, patients, members, full-time students, or other enrollees in a comprehensive program within which SAORI is one component.) Such organizations include public and private schools, colleges, adult day programs, rehabilitation programs, hospitals, assisted-living or nursing facilities, retreat centers, spiritual centers – the list goes on. If, on the other hand, you are an independent studio, a for-profit or non-profit art school, or other group wishing to market SAORI classes directly to the general public, you are not eligible for this support program. Please consult us if you are unsure if your organization is eligible. If you are sure you are not eligible, e-mail Akiko Jo (English OK) at info@saorinomori.com regarding how you can offer SAORI.

Application: There is **no** application form for this program. Simply get in touch with us; we'll explore possibilities from there. Email mihoko@saoriworcester.com or call **508-757-4646**. To inform yourself first about SAORI, its Japanese founder **Misao Jo**, and our studio, visit www.saoriworcester.com

Trial Class at our Studio: Before you choose whether or not to participate in this program, we recommend that someone from your organization take a trial class at SAORI Worcester. This costs only \$20 including materials for a 2-hour session during any of our regular class times. You will learn the basic weaving process, and create your own hand-woven piece to take home with you. We can also set up a special session outside regular class hours for a group from your organization at a minimum cost of \$150 using up to 5 looms (+\$30 per additional loom up to 9 looms). If you wish to bring a larger group of up to 25 people (for example, a school class), participants can take turns on the looms during the 2-hour period to create collective tapestries. The same group charges apply.

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Demonstration: Instead of or in addition to a Trial Class, SAORI Worcester may be able to provide a hands-on demonstration at your site. Off-site demonstration fees depend on the number of looms and the amount of time involved. If interested, request our **Off-site Services Fee Schedule**. We only charge for travel expenses for demonstrations beyond a one-hour drive from Worcester. We recommend that someone from your organization talk with us, read our brochure, study our website, and if possible, visit our studio, as part of planning any off-site demonstration, or any residency of one or more full days.

Partnership Site Coach: At least one person in your organization must receive training at SAORI Worcester with Mihoko Wakabayashi. This person will be responsible for maintaining your on-site SAORI program, as well as for **keeping up a consultative dialogue** with Mihoko as long as you offer such a program. If you have any kind of problem with or question about your SAORI program, it would be **up to your coach or someone else in your organization** to bring it to our attention so we can address it. (**Q:** What happens if the coach is no longer able to exercise responsibility? **A:** See **Certification** below).

Training: The **minimum** training for Partnership Site Coaches consists of our 12-hour Basic Course. A student usually completes this course over six weekly 2-hour sessions, but one can complete it intensively, even within a 48-hour period (see Intensive Course options on the Services page of our website). Students learn how to warp the loom and weave at least one original scarf-length piece. They also learn the improvisational SAORI style and spirit, and the philosophy of universal human potential behind it. Tuition: US\$165 per person. A \$15 advance materials charge is added to tuition. **Total cost: US\$180** (additional fees apply to intensive courses that involve study outside our regular class schedule). **After** the Site Coach gains experience with SAORI at your institution, we **strongly recommend** the 24-hour Advanced Basic Course. This usually takes twelve 2-hour sessions, but can be accomplished more intensively if necessary. Tuition: US\$265. Advance materials fee: \$30 **Total cost: \$295**.

II. Acquiring your SAORI Looms and Accessories

For full information about all looms available through SAORI Worcester, as shown on our 2010 Looms and Accessories Price List, visit <http://saoriworcester.com/loom.htm> Our most popular models are the portable, foldable **SX60** loom, the standard **SAORI 60** loom, the **SAORI 60A-2** (wheelchair-accessible and height-adjustable), and the **Piccolo** loom, which, being smaller and very lightweight, is particularly but not exclusively useful for children. New looms come with a complete removable “inside set” with a black warp already set up, so you can begin weaving right away. The SAORI loom has unique advantages:

- ✓ It can be adapted easily for use even by those with severe disabilities;
- ✓ It has only 2 pedals, making it easy to use for a wide range of people (we also sell an attachment to transform it into a 4-pedal loom).
- ✓ The bobbin-winder is attached to the loom, making it possible to wind thread for weaving without getting up from the loom;
- ✓ The whole warp, attached as it is to an “inside set”, can be removed and re-installed while work is still unfinished. Several people can thereby use one loom to complete works-in-progress over the same time period.

It is also possible to use non-SAORI looms to do SAORI weaving at your site. Mihoko would advise you regarding how you might do so.

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III. Certification as a SAORI Worcester Partnership Site

- ✚ What we certify is the existence of a **partnership** between **SAORI Worcester, your organization, and** one or more **individuals working through your organization**. Such certification does **NOT** extend to individuals outside of the context of your organizational Partnership Site. SAORI Worcester Partnership Site Coaches must be in a relationship with an institution that in turn has a relationship with SAORI Worcester. **We do not have the authority** to certify individuals as independent SAORI “coaches” or “teachers”.
- ✚ There is a one-time Enrollment Fee of **\$200**. We can only certify your site once your Site Coach-in-training completes our Basic Course. However, as long as any Partnership Site Coach from your site continues to enroll in our studio classes, Enrollment Fee payment can be postponed until that person stops enrolling in classes.
- ✚ The Enrollment Fee **includes** one support visit by Mihoko to your site within a year from payment. If your site is too far from Worcester for this to be practical, we will negotiate a mutually acceptable fee adjustment with you (see **Benefits** below).
- ✚ Your site’s Certificate remains valid throughout the tenure of the person(s) trained as Site Coach(es). If and when personnel changes in your organization result in there being no longer **any** trained Partnership Site Coach, we will help you to remedy this situation, while placing your Certification on “inactive” status. Depending on your location, we may be able to arrange for volunteers or consultants who have been trained by SAORI Worcester to serve as your Partnership Site Coaches, either on a long-term or short-term basis. We will also help you recruit someone new from your site to be trained at our studio. We will even advise you on how to raise funds for that person’s tuition and materials costs.
- ✚ Once you have a new Site Coach, we will re-activate your Certification with no further enrollment charge. However, we will need to negotiate a fee with you, depending on distance, for another on-site visit within a year by Mihoko in support of the new coach. We can estimate the average cost of such a visit at **\$100**.

IV. Benefits of your SAORI Worcester Partnership Site Certification:

- ✚ ***Unlimited Technical Support and Consulting Services*** by phone, e-mail, and live at our studio. We can advise you on how to: weave with people with varying needs; use Saori to raise money and build community; integrate SAORI with all academic and artistic curriculum areas; make the most of SAORI in light of your organization’s particular mission. **Your institution or coach must initiate the request for these services.**
- ✚ ***Visit by Mihoko to your site*** within a year of your Enrollment fee payment; again, **you must initiate the request for this service at your convenience**. Mihoko will observe and work alongside your Site Coach. She will answer questions, address problems, and offer feedback. If your site is too far from Worcester (more than 2-3 hours) for such a visit to be practical, we can do one of two things. We can omit the visit, in which case we will reduce your certification fee to **\$150**. Or, we can negotiate a travel fee that will make it practical for Mihoko to conduct the visit.
- ✚ ***Program Continuity Services*** aimed at ensuring that your institution’s original investment in SAORI **keeps paying off** despite personnel or organizational changes.
- ✚ ***Networking Services***, including an address, phone, & e-mail list of all SAORI Worcester Partnership Sites and Coaches so that you can make use of the wisdom of other Sites. Visit <http://saoriworcester.com/links.htm> for a list of our current Partnership Sites.

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- ✚ ***Flexible long-term scheduling*** for further training at our studio. Instead of being required to complete a course of 12 two-hour sessions within 12 weeks (our standard policy), Partnership Site Coaches may spread these sessions over up to a year.
- ✚ ***Sales and Promotional Services*** to help sell and display SAORI items woven by people served by your institution, and to promote specific SAORI artists at your institution. For example, we will, at your request, promote your SAORI items on our website. You may consult with Mihoko on letting us sell artwork directly over the Internet. We will help your weavers price any work that is for sale. Weavers normally receive 70% of the sale price of all work sold through our direct efforts.
- ✚ ***Listing of your Partnership Site on our <http://saoriworcester.com/links.htm> webpage.*** We update posted information periodically and will make any changes you request for your own listing immediately.
- ✚ ***Networking and “In-service” Training Events at our studio*** at least twice a year. These “SAORI-kai” are free not only to coaches, but to any personnel at or people served by at your institution interested in SAORI or involved in supporting your SAORI program. Workshops include specific trouble-shooting issues, helpful weaving techniques, and introductions to useful accessories. They also include discussions of how to build a Saori community that include members of our studio, who often have a lot of coaching experience. You will receive timely e-mail notices of these events as dates are set.
- ✚ ***Periodic updates*** of any changes or additions to Partnership Site Network information.
- ✚ ***SAORI Worcester Partnership Site Certificate:*** This assures all concerned that your SAORI program is supported by Mihoko and our studio. If you have Site Coach changes, we’ll send you a new certificate. Frame it and hang it where people can see it!
- ✚ ***Discounted rates for any hands-on workshops we conduct at your site*** (to be negotiated on an individual basis). Such visits can provide new energy and insight.
- ✚ ***“Use SAORI to Raise Money” Ideas List*** , based on actual success stories.

V. Cost of Your SAORI Program

Actual costs vary by individual institutional needs. After a free consultation, we’ll provide an accurate estimate of your costs over any period of time. We estimate that a program beginning with one loom, basic accessories and materials, and one Partnership Site Coach trained through our Advanced Basic Course would bear a first-year cost of **\$2750**. Since most of this cost is in your equipment and training expenses, then, unless you expand the program right away, your costs over the next few years should be much less.

VI. SAORI Worcester will be your Partner, not just your “Vendor”

At your request, we will work with your institutional development staff to craft proposals, build institutional partnerships, and suggest new funding sources for your SAORI program. We have extensive experience in non-profit innovation and multi-disciplinary education. We know that potential donors are attracted by partnerships between two or more organizations. As you consider SAORI, please assess your level of excitement and interest, not just your existing budget. Where there’s a will, there’s a way: let us walk it with you!

Mihoko Wakabayashi & Nathaniel Needle
Co-owners, Saori Worcester Freestyle Weaving Studio