

JURY INFORMATION

THE CLEVER HAND GALLERY

52 Central Street, Wellesley, MA 02482 781.235.3272
www.cleverhandgallery.com

The Clever Hand Gallery is a long-established, year-round arts and crafts cooperative whose members share work responsibilities and expenses, and informally act as a support group for fellow craftspeople. Many members are fulltime professionals who find cooperative stores a welcome addition to wholesaling and craft fairs. It also serves as an excellent test market for new items and prices. Operating expenses are covered by the sales commission paid by each member, and consignment income. Members and consignors must live in the New England area.

MEMBERSHIP and CONSIGNMENT:

A \$20, non-refundable, jury fee is required when applying for membership or consignment, along with a completed Jury Application Form. Jury takes place at monthly meetings held the last Monday of each month. No jury is held in November and December.

Please submit six finished examples of the types of items you would like to sell in the store. The membership will judge them on workmanship, attention to detail, appeal to our customers, originality, price and durability, as well as competition with items currently being sold in the gallery.

MEMBERSHIP:

As owners of a cooperative business, Clever Hand members are part of a community of artisans. Members work in the gallery, help with daily operations, and participate in all decision-making.

Member expenses:

Members pay a one-time, non-refundable fee of \$195, which can be paid in 6 installments. This initial investment reflects the member's financial commitment to the co-op and a commitment to professionalism in production and retailing.

Member Commission:

Members pay a 32% commission each month on sales up to \$10,000 per calendar year. Once sales exceed \$10,000 per calendar year, the commission is reduced to 15%. This commission helps with the expenses of the gallery.

Member Work Obligations:

Each member works approximately three to four 5-hour shifts per month, with extra work shifts in December.

Other Member Obligations:

Members are expected to attend monthly meetings where each person has an equal voice in the decision of new policies and procedures and in the selection of new members and consignors. Everyone is expected to serve as an officer or committee member. A new member must agree to a one year commitment, as stated in the contract.

CONSIGNMENT:

We accept a limited number of New England artists for consignment. In lieu of work obligations and other expenses, a 50% sales commission is paid each month. We occasionally offer consignors the opportunity to participate in a special event, such as a trunk show. Under these circumstances, a commission of 32% is paid to the gallery instead of 50%.

For questions related to membership or consignment, you may contact the Jury Coordinator.

Jury Coordinator:

Liz Hyde
ebendershyde2@gmail.com

revised 6/28/2022