

# Show Rankings Report

These rankings were determined by the scores artists returned to us in their survey forms. Respondents were requested to assign a numerical grade to the shows they participated in during 2000. The highest or best grade was 10 with 5 being average and 1 being the lowest. (If a show was adversely affected by bad weather, artists were to score the show based on previous experience.) The scoring was done based on the artist's experiences at the shows in which they participated.

Although we received rankings on over 300 shows, only 76 had enough artists scoring them to give a statistically reliable outcome. Since more artists participated in the survey this year the number of shows appearing in our rankings increased. Shows not appearing in our rankings are invited to request the scores they received.

We have separated out indoor shows into their own ranking. Beyond that, rather than bestow awards nationally for the outdoor festivals, we have divided the United States into 3 areas; West, Central, and East - and are listing those with the highest scores in each category according to geographical zone. Shows must have received an average score of at least 7 to be recognized. Next to each show is their score. (The top show in each category is listed in bold)

CATEGORY	INDOOR SHOW
<b>SALES</b> Compared to other shows you did last year.	<b>Smithsonian Craft Show . . . . . 9.9</b> Philadelphia Craft Show . . . . . 9.39 American Craft Expo. . . . . 8.35 Baltimore ACC. . . . . 8 Washington Craft Show . . . . . 7.71
<b>QUALITY OF EXHIBITION</b> How good was the work overall?	<b>Philadelphia Craft Show . . . . . 9.83</b> American Craft Expo. . . . . 9.65 Smithsonian Craft Show . . . . . 9.3 Westchester Craft Show. . . . . 9.17 Washington Craft Show. . . . . 9.06
<b>PROMOTION</b> How much?	<b>Smithsonian Craft Show . . . . . 9.4</b> Philadelphia Craft Show . . . . . 9.17 Springtime in Paradise . . . . . 9.13 American Craft Expo. . . . . 8.65 Paradise City Fall-N'hampton. . . . 8.6
<b>SECURITY</b> Was it evident before and after show hours? Your van?	<b>Smithsonian Craft Show . . . . . 9.6</b> Westchester Craft Show. . . . . 9.5 Philadelphia Craft Show . . . . . 9.47 American Craft Expo. . . . . 9.44 Sarasota ACC. . . . . 9.33
<b>HOSPITALITY</b> Lots of friendly volunteers? Artists' rest areas? Amenities? Good party?	<b>American Craft Expo . . . . . 9.06</b> Philadelphia Craft Show . . . . . 8.83 Springtime in Paradise . . . . . 8.5 Smithsonian Craft Show . . . . . 8.4 San Francisco ACC . . . . . 7.67
<b>FOOD</b> Who might it attract? Was it good? Upscale? Easy to get?	<b>Paradise City Fall-N'hampton . . . 8.73</b> Springtime in Paradise . . . . . 8 Philadelphia Craft Show . . . . . 7.87 American Craft Expo. . . . . 7.25
<b>COMMUNICATION</b> Consider the prospectus? Other info?	<b>Philadelphia Craft Show . . . . . 9.11</b> Smithsonian Craft Show . . . . . 9.1 St. Paul ACC. . . . . 8.86 American Craft Expo. . . . . 8.71 Westchester Craft Show. . . . . 8.67
<b>ACCESS</b> Load-in, load-out, parking, early set-up?	<b>Chicago ACC. . . . . 9.17</b> Washington Craft Show. . . . . 8.88 Philadelphia Craft Show . . . . . 8.65 Charlotte ACC. . . . . 8.63 Sarasota ACC. . . . . 8.44

<b>C A T E G O R Y</b>	<b>W E S T</b>	<b>C E N T R A L</b>	<b>E A S T</b>
<b>SALES</b> Compared to other shows you did last year.	Cherry Creek ..... 8.79 Sausalito ..... 7.8	Ann Arbor Summer - Mich. Guild ..... 8.88 Ann Arbor Street Art Fair .... 8.62 St. Louis Art Fair ..... 8.29 Ann Arbor State Street..... 8.04 Arts Beats & Eats ..... 7.67	Cincinnati Summerfair ..... 7.71 Columbus Arts Festival ..... 7.38 Winter Park ..... 7.27 No. VA Fine Arts Festival ..... 7.22 Cain Park ..... 7.14
<b>QUALITY OF EXHIBITION</b> How good was the work overall?	Cherry Creek..... 8.64 Portland Arts Festival..... 8 Sausalito ..... 7.73 Sun Valley Arts & Crafts Fest. . 7.43 La Quinta ..... 7.33	Ann Arbor Street Art Fair .... 8.87 Milwaukee Lakefront ..... 8.86 St. Louis Art Fair ..... 8.78 Smoky Hill River Festival..... 8.57 Kansas City Plaza ..... 8.18	Festival of the Masters-Disney 8.67 Cain Park Art Festival ..... 8.64 Gasparilla ..... 8.62 Winter Park ..... 8.61 No. VA Fine Arts Festival ..... 8.35
<b>PROMOTION</b> How much?	Cherry Creek..... 9.53 Sausalito ..... 8.67 Utah Arts Festival..... 8.13 Sun Valley Arts & Crafts Fest. . 7.14	Arts Beats & Eats ..... 9.67 Smoky Hill River Festival..... 9.43 St. Louis Art Fair ..... 8.96 Des Moines Art Festival ..... 8.72 Oklahoma City Fest. of Arts .. 8.57	Cain Park Art Festival ..... 8.43 Winter Park ..... 8.28 Mainsail- St. Petersburg. .... 8.2 Long's Park Art & Crafts Fest. . 8.11 Coconut Grove..... 8.11
<b>SECURITY</b> Was it evident before and after show hours? Your van?	Sausalito..... 9.2 La Quinta ..... 9 Cherry Creek ..... 8.81 Sun Valley Arts & Crafts Fest. . 8.71 Utah Arts Festival..... 8.38	New Orleans Jazz Festival ... 9.22 Smoky Hill River Festival..... 9.17 Oklahoma City Fest. of Arts .. 9.14 Milwaukee Lakefront ..... 9.14 St. Louis Art Fair ..... 8.66	Boston Mills Artfest ..... 9.38 Cain Park Art Festival ..... 9.36 Long's Park Art & Crafts Fest. . 9.18 Hathaway Brown- OH ..... 9 Festival of Masters-Disney .... 9
<b>HOSPITALITY</b> Lots of friendly volunteers? Artists' rest areas? Amenities? Good party?	Cherry Creek..... 9.4 Portland Arts Festival..... 8.8 Sun Valley Arts & Crafts Fest. . 8.14 Sausalito ..... 7.73 Utah Arts Festival..... 7.38	Smoky Hill River Festival .... 9.71 St. Louis Art Fair ..... 8.92 Des Moines Art Festival ..... 8.69 Milwaukee Lakefront ..... 8.62 Oklahoma City Fest. of Arts .. 8.57	Cain Park..... 9.64 Long's Park..... 9.29 Festival of Masters-Disney.... 8.5 Summerfair Cincinnati ..... 8.29 Magic City Arts Connection .. 8.27
<b>FOOD</b> Who might it attract? Was it good? Upscale? Easy to get?	Cherry Creek..... 8.63 Portland Arts Festival..... 8.5 Sausalito ..... 7.8 Utah Arts Festival..... 7.25	Arts Beats & Eats ..... 9.78 New Orleans Jazz Festival ... 9.56 Oklahoma City Fest. of Arts .. 9.17 St. Louis Art Fair ..... 8.77 Kansas City Plaza ..... 8.16	Long's Park ..... 8.59 Cain Park ..... 8.5 Coconut Grove..... 7.72 Festival of Masters- Disney ... 7.67 Bethesda Row..... 7.67
<b>COMMUNICATION</b> Consider the prospectus? Other info?	Cherry Creek..... 9.33 Portland Arts Festival..... 9.17 Sun Valley Arts & Crafts Fest. . 8.43 Utah Arts Festival..... 8.38	Smoky Hill River Festival .... 9 Des Moines Art Festival ..... 8.85 Milwaukee Lakefront ..... 8.76 St. Louis Art Fair ..... 8.55 KRASL- St. Joseph MI ..... 8.5	Cain Park..... 9.43 Artscape Atlanta..... 9.05 Long's Park..... 8.67 Cincinnati Summerfair ..... 8.43 Festival of Masters-Disney .... 8.17
<b>ACCESS</b> Load-in, load-out, parking, early set-up?	Cherry Creek..... 9.05 Sun Valley Arts & Crafts Fest. . 8.43 Portland Arts Festival..... 8 Utah Arts Festival..... 7.25	Milwaukee Lakefront ..... 9.76 New Orleans Jazz Festival ... 8.67 Oklahoma City Fest. of Arts .. 8.29 St. Louis Art Fair ..... 8.24 Des Moines Art Festival ..... 8.12	Cain Park ..... 9.79 Long's Park ..... 9.11 Armonk ..... 8.75 Cincinnati Summerfair ..... 8.71 No. VA Fine Arts Festival ..... 8.26

## 2000 NAIA Artists' Survey:

# Show Scores by Category

We believe that the categories of highest importance to most artists are quality of work exhibited and sales. These are the categories we are giving the most thorough listing. They include indoor and outdoor shows without regard to region. Shows are grouped by the percentile in which they scored.

### QUALITY OF EXHIBITION

*90th percentile* Philadelphia Craft Show  
American Craft Expo  
Smithsonian Craft Show  
Westchester Craft Show  
Washington Craft Show

*80th percentile* Ann Arbor Street Art Fair  
Milwaukee Lakefront  
St. Louis Art Fair  
Festival of Masters - Disney  
Cherry Creek Arts Festival  
Cain Park Art Festival  
Gasparilla - Tampa  
Winter Park Sidewalk Art Fest.  
Smoky Hill River Festival  
Atlanta ACE  
Springtime in Paradise  
No. Virginia Fine Arts Festival  
Long's Park Art & Crafts Festival  
Artscape Atlanta  
Baltimore ACC  
Kansas City Plaza Art Fair  
Old Town Art Fair  
Paradise City Arts Festival Fall  
Port Clinton - Highland Pk  
Portland Arts Festival

*70th percentile* Coconut Grove  
Sarasota ACC  
B'ham MI Art in Shain Park Fall  
St. Paul ACC  
Naples National Art Festival  
Sausalito Art Festival  
San Francisco ACC  
Mainsail - St. Petersburg  
Main St. Ft. Worth  
Des Moines Arts Festival  
Minnesota Crafts Fest - St. Kates  
Charlotte ACC  
Boston Mills Artfest  
Artigras - W. Palm Beach  
Arts & Apples Festival  
Sun Valley Arts & Crafts Festival  
Laumeier - St. Louis  
La Quinta CA  
Mt. Dora FL  
Columbus Arts Festival  
Magic City Arts Connection  
Utah Arts Festival  
Ann Arbor State Street  
57th Street - Chicago  
Greater Gulf Coast Pensacola FL  
Oakbrook Fine Arts  
KRASL - St. Joseph MI  
Hathaway Brown Shaker Heights  
Cincinnati Summerfair

*60th percentile* B'ham MI Art in the Park May  
Virginia Beach Boardwalk  
Winterfair - Columbus ODC  
Armonk Outdoor Art Show  
East Lansing Art Festival  
Memphis Arts Fest / Art in Park  
New Orleans Jazz Festival  
Boca Raton - Museum Show  
Ann Arbor Summer Art Fair  
Madison - On the Square  
Oklahoma City Fest. of the Arts  
Austin Fine Arts Festival  
Beaux Arts  
Bethesda Row  
St. James Ct. Louisville  
Brookside Art Annual  
Central PA Fest. of the Arts  
Uptown MN  
Arts Beats & Eats Pontiac MI

*50th percentile* Chicago ACC  
Dogwood Festival - Atlanta

*40th percentile* Wells Street-Chicago

**SALES**

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*90th percentile* Smithsonian Craft Show  
Philadelphia Craft Show

*80th percentile* Ann Arbor Summer Art Fair  
Cherry Creek Arts Festival  
Ann Arbor Street Art Fair  
American Craft Expo  
St. Louis Art Fair  
Ann Arbor State Street  
Baltimore ACC

*70th percentile* Sausalito Art Festival  
Washington Craft Show  
Cincinnati Summerfair  
Arts Beats & Eats  
Columbus Arts Festival  
Port Clinton - Highland Pk  
Minnesota Crafts Festival  
Laumeier - St. Louis  
Winter Park Sidewalk Art Fest.  
Winterfair - Columbus ODC  
No. Virginia Fine Arts Festival  
Madison - On the Square  
Old Town Art Fair  
Smoky Hill River Festival  
Cain Park Art Festival  
Oakbrook Fine Arts  
Coconut Grove  
Springtime in Paradise  
San Francisco ACC  
Arts & Apples Festival

*60th percentile* Long's Park Art & Crafts Festival  
Uptown MN  
St. James Ct. Louisville  
B'ham MI Art in Shain Park Fall  
Main St. Ft. Worth  
La Quinta CA  
St. Paul ACC  
Des Moines Arts Festival  
Boston Mills Artfest  
Atlanta ACE  
Central PA Festival of Arts  
Milwaukee Lakefront  
Utah Arts Festival  
Brookside Art Annual  
Dogwood Festival - Atlanta  
New Orleans Jazz Festival  
KRASL - St. Joseph MI  
Kansas City Plaza Art Fair  
Memphis Arts Fest./ Art in Park  
Virginia Beach Boardwalk  
57th Street - Chicago  
East Lansing Art Festival  
Austin Fine Arts Festival  
Portland Arts Festival  
Sun Valley Arts & Crafts Festival  
Westchester Craft Show  
Paradise City Arts Festival Fall

*50th percentile* Artscape Atlanta  
Greater Gulf Coast Pensacola FL  
Naples National Art Festival  
Mainsail - St. Petersburg  
Oklahoma City Fest. of the Arts  
Hathaway Brown Shaker Heights  
Festival of Masters - Disney  
Gasparilla - Tampa  
Sarasota ACE  
Wells Street-Chicago  
Artigras - W. Palm Beach  
Charlotte ACE  
Armonk Outdoor Art Show  
Mt. Dora FL  
Magic City Arts Connection  
B'ham MI Art in the Park May  
Chicago ACC

*40th percentile* Bethesda Row  
Boca Raton -Museum  
Beaux Arts

On this page are the ten highest shows and the percentile in which they ranked for each of the other individual categories without regard to region.

**ACCESS**

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- 90th percentile* Cain Park Art Festival
- Milwaukee Lakefront Festival
- Chicago ACC
- Long's Park Art & Crafts Festival
- Cherry Creek Arts Festival
  
- 80th* Washington Craft Show
- Armonk Outdoor Art Show
- Cincinnati Summerfair
- New Orleans Jazz Festival
- Philadelphia Craft Show

**HOSPITALITY**

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- 90th percentile* Smoky Hill River Festival
- Cain Park Art Festival
- Cherry Creek Arts Festival
- Long's Park Art & Crafts Festival
- American Craft Expo
  
- 80th* St. Louis Art Fair
- Philadelphia Craft Show
- Portland Arts Festival
- Des Moines Arts Festival
- Milwaukee Lakefront Festival

**COMMUNICATION**

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- 90th percentile* Cain Park Art Festival
- Cherry Creek Arts Festival
- Portland Arts Festival
- Philadelphia Craft Show
- Smithsonian Craft Show
- Artscape Atlanta
- Smoky Hill River Festival
  
- 80th* St. Paul ACC
- Des Moines Arts Festival
- Milwaukee Lakefront Festival

**PROMOTION**

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- 90th percentile* Arts Beats & Eats Pontiac MI
- Cherry Creek Arts Festival
- Smoky Hill River Festival
- Smithsonian Craft Show
- Philadelphia Craft Show
- Springtime in Paradise
  
- 80th* St. Louis Art Fair
- Des Moines Arts Festival
- Sausalito Art Festival
- American Craft Expo

**FOOD**

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- 90th percentile* Arts Beats & Eats
- New Orleans Jazz Festival
- Oklahoma City Fest. of the Arts
  
- 80th* St. Louis Art Fair
- Paradise City Arts Festival Fall
- Cherry Creek Arts Festival
- Long's Park Art & Crafts Festival
- Portland Arts Festival
- Cain Park Art Festival
- Kansas City Plaza Art Fair

**SECURITY**

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- 90th percentile* Smithsonian Craft Show
- Westchester Craft Show
- Philadelphia Craft Show
- American Craft Expo
- Boston Mills Artfest
- Cain Park Art Festival
- Sarasota ACC
- New Orleans Jazz Festival
- Sausalito Art Festival
- Long's Park Art & Crafts Festival

## Show Comments:

*The following are comments about shows were returned with the surveys. We've included both the positive and negative.*

### **57th Street - Chicago**

Show just was great this year. I always sell well here. Beautiful community, great volunteers. Love the eclectic crowd. Ethnic, diverse crowd. A fun show. A growing source of new customers. Very loyal neighborhood. Sales are never great, but good contacts. Some of the spaces are dead end. Tough access- loading out. Early morning set-up. Sales up and down but it's a tenured show. Bit of rain. (2) Pleasant *pocket* neighborhood- educated public- be careful going to and from show site.(2) Exhibitors have been robbed (jewelers). Very frustrating for a first year Okay, but close to home.

### **American Craft Expo-Evanston**

A beautiful show. Fantastically well run show. Excellent. Great show, close to home, now I just have to get in again. Sales were only okay for an expensive show, but bigger crowd was encouraging.

### **Ann Arbor State Street**

Best show sales ever! (3) High sales- like my spot this year. My best show- sales wise. Never saw committee. Great weather = great sales Access is a nightmare - artist set-up party is a great stress reliever. Good party. Promotion rides on the coat-tails of the Street Show. I was on a dead-end street with maybe 1/3 of the foot traffic as elsewhere in the show. I was surrounded by low-end crap and had Brazilian trinkets set up behind me blaring music all day on their stereo. Not worth going back to. Show personnel were unresponsive to our requests for a banner or balloons so people might notice us- terrible. Not sure shows are where my work belongs. Not worth the hours! Not working for me. Disappointing. Still hot and sweaty, hours too long. Going downhill and getting tacky looking, due to local merchants. Long hours - lots of lookers this year.

### **Ann Arbor Street Art Fair**

Great show. Fab. Hard, but joyous! Our best show always. The quality was the best art we saw all year- such talented artists all in one place. Still draws the most loyal patrons. Our best show - year in, year out, even amidst political problems this year. Great show - love daily newsletter/ weather info. Still the best despite bickering. Great show but compromised by unfortunate association with merchants. A real pain, grind, whatever- terrific sales though. This was a good year there for me. In decline, sales poor. Trouble with merchants. Changes affecting consistency in show. Other street vendors are awful

tacky- t-shirts, roasted nuts, posters, etc. My first art fair/ too excited to eat/ pay attention to food. Still tough to do. Director comes to all booths - very nice and accessible. Need new, fresh people on jurying committee. Same people for years and if someone doesn't like your work, you're not re-invited and you can be years in getting back in. It took me 5 years to get back in. I had a great show, and not re-invited- here we go again! The dynamics with the Merchant's Assoc. flavored this year a little. Not as focused buying crowd as at Cherry Creek. Access -10, only because luck was with us in parking lottery! Best weather, yet sales were down somewhat. Gorgeous weather - crowds down - too much worry over merchant issues this year- media needs to quit hyping crowd and parking issues, it scares people away.

### **Ann Arbor Summer Art Fair**

The guild does a great job with it's available resources. The show continues to be great. Consistently wonderful sales. Amazing non-cooperation of exhibitors. Guild needs standards OVERHAUL. Very difficult to do. While sales are great, this show could always use improvement.

### **Armonk Outdoor Art Show**

High-end sells, good overall show. Okay, nice crowd. Still sales were off. Good, when my customers show up. Low crowd and rain. Wrong weekend this year and rain. They charge artist assistant for A.M. coffee.

### **Artigras - W. Palm Beach**

The best and hard working committee. Too bad sales are not that strong. Very efficiently run- somewhat reluctant buyers. Should get rid of *craft* area. Eager to see if change in locale and organizer will make a difference. Hope they can write checks better than they punch ballots! A lot of grumpy lookers... Would not do it again.

### **Arts & Apples Festival**

Great show despite Sunday rain-out. Rain made this a great 1 day show. Fun, great sales. Terrible rain in 2000. Too bad about the downpour on Sunday. Sunday terrible- takedown in rain. Weak sales- apparently not my crowd. It poured- sales way off. One great day/ 2nd day a weather disaster. Practically zero staff presence during awful load-out. Rained again hard. Poor weather Sunday. Monsoon rain/ flood. Organization needs to take better care of artists. Abandoned their duty during downpour Sunday. Rained out Sunday - could have been a 7.

### **Arts Beats & Eats Pontiac MI**

Well attended show. They are working hard to make this a great show. Huge crowds, great food, growing sales. Fun show, huge turnout, sales can be brisk. Getting better.

Long show and tons of people- made this show feel slow even though sales were good Requires stamina.

### **Artscape Atlanta**

Sincere, caring effort by director. Great potential. Show is on the rise. Security improved, a good size (125). Ardath Prendergast is a consummate professional. New show but trying hard; more craft buyers than fine art. Other people seem to do well (just not my place for some reason). Sales low because it's my home town. Think being local cuts down my sales here. Downtown location does not draw as many people as Piedmont park did. They need to work out the kinks, good potential.

### **Atlanta ACE**

Wonderful. Completely organized and attract appreciative crowd. Expensive to do. Indoors, stale environment. Crafty, not so good for real sculpture.

### **Austin Fine Arts Festival**

A show finding a new clientele- will be a good one. Long time show moving and changing - prospects look good, but it isn't there yet. The move was a good thing. New location. Required donation brings quality down. Rude staff - no sales-require auction piece. New location sucks-not enough customers, construction-mess.

### **Birmingham MI - Art in the Park - May**

Great sales, good crowds. Down for me this year - usually a very consistent show - added too many artists. Cold. Too many artists for crowd. Poor show for me, barely made expenses. Way below expectations (by 50%). Cold and windy weather. No sales, unappreciative crowd- never again.

### **Birmingham MI - Art in Shain Park - Fall**

Pleasant show to do. A wealthy community, bright colored work sells best. Weather bad this year, but okay. Organizers very concerned. Heard about it for years, it's glory days must be over.

### **Baltimore ACE**

Always room for improvement. Has gotten too big. Quality has gone down and fees have gone up. It is expensive to do. Too big of a show. Too big. Disturbing amount of knock-offs. Poorly scheduled/ attended. I drive to only 4 shows, the rest is air-freighted in. Poorly promoted. (ACE) The people you love to hate. Use lock up facilities (jewelers).

### **Beaux Arts**

Beautiful setting. A crap shoot- some years great, others bad! Low-end crafts. A lot of manufactured work in the show and the committee doesn't seem concerned.

### **Bethesda Row**

Good potential, still struggling to achieve buying crowd. Knowledgeable, affluent buyers. Needs more of them! Too bad nobody sold anything. This is a prosperous area, but nobody came. Only low-end work did well. Stinky crowds... a bit unorganized, still- but location has great potential.. (Iffy repro policy) Crazy load in- load out.

### **Boca Raton - Museum, Crocker Center**

Do okay here but poorly run and poorly attended. Gone way down hill. Communication is often sent after I have already left for Florida- doesn't help me!

### **Boston Mills Artfest**

High quality patrons. A real effort to put on a great show. It's good for me. I like this show. Strong sales for me. Long show, mixed sales, but still great potential. Craft seems to sell better than art. A long several days. Political ties. Lousy weather. Rain. Hot and rainy. You get to drag your stuff through 2 sets of doors and across 400 feet of KITTY LITTER.

### **Brookside Art Annual**

Always good crowds. Long hours but worth it. Good area restaurants. Close for us - low expenses, usually good.. Big drop in sales, too many artists. Too many booths at this show.

### **Cain Park Art Festival**

Our favorite - a perfect show! Great show. Always a pleasure. The gold standard for artist treatment. Sales down a bit, but still a joy to do. Rained again, hard. But a good show for me. Nice ambiance in park but nasty to do a show in. Lots of lookers, lots of "do you give discounts?" (What is this a flea market?) Staff is wonderful though, and really makes a great effort. More craft-oriented market. Rained out friday.

### **Charlotte ACE**

Good potential. Getting better. Continues to improve. Exhibitor quality uneven. Better promo than last year. Slow town. Charlotte doesn't deserve this show, or else ACE just doesn't get the Knowledgeable crowd out for it. Quality is low, they will accept to fill.

### **Central PA Fest. of Arts/ State College**

They do it right! Earlier set up would HELP a lot. But great organization. 3 days would be better. Huge show - I always wonder why I go... it's fun and I make some money. Had great sales, never saw show director. Had a piece stolen, then returned safely by police. Quality needs improving. Threatening weather but never rained. Too long, too hot.

### **Cherry Creek Arts Festival**

By far the best show in country. This is my best show - superior in all ways. Promotion should be a model for all other shows. Always the best of everything. Well run, effective staff, promotion, artists appreciated. Outstanding service, knowledgeable buyers. Creative approach to new ideas. Looks great and feels great to be a part. Let's hope the CO economy keeps on crankin'! Great show- don't move to the park.

Sophisticated buyers- not big ticket items. Hot and dry, great crowd, fantastic volunteers. Good, though horribly HOT.

Sophisticated buyers- not big ticket items. If only I could get in again (I am hoping this year). Only 1 complaint - assigned parking was too far away. My low sales record here seems to be at odds with most artist's records. Something is amiss with this show, but I'm not sure what? Disappointing Sales. Too much clay work.

### **Chicago ACE**

Our mailing list made this a good show for us. This is a *failing* show for most. The sales were not great for all of the expense. I will try it one more time. Not enough publicity.

### **Cincinnati Summerfair**

Great weather, great staff. Nice. Dedicated customers.

### **Coconut Grove**

Good weather and our best Grove ever! Always great. Best sales ever (2000). Best show in long time- usually good sales. Sales are still very good- access is now excellent. My best sales for 2000- Usually 1st or 2nd with Ann Arbor 1st. Sales very good, but crowds & sales down from previous years. It's gradually coming back. Some off years amongst good ones.

Down from previous years. Expensive show to do. Work selected for judging. For us, not worth the hassle. Security was mostly fine, except at the end of the show when I was packing up I was accosted and almost robbed. Sales, food and promotion have taken a tumble - as well as quality. On the way down. Downward spiral

### **Columbus Arts Festival**

Set sales record this year. Staff are helpful and friendly. Very easy to set up- use their tents! Show could be 3 days instead of 4. Dave Kronenberg will improve the show by 2001 and resolve access problems. The annual question is: why is this a four day show? Thursday is a waste and everyone knows it. Don't like Thursday and Friday. Not enforcing rules about representatives. Too long, too many photographers. Food areas were disgusting - filthy! Had work stolen (small) Artists not treated well! Needs to learn a lot about artist's amenities - no coffee, even to buy - Bathrooms locked except during show hours!

### **Des Moines Arts Festival**

Extremely well run and well attended show. Sales great. Excellent in nearly every way. Have never seen a harder working crew. New management in 2000. Standards kept high, no decline in sight. Great staff effort. Great sales, some rough weather (again!). Staff is fantastic. Promotion modeled on Cherry Creek and it helped me turn a profit on 1st visit. Well-supported community event. Every year gets better. Good amenities- hotel, arts rest area, breakfast, free snacks. Great potential. Looks like this is going to be a good one. Rainy and stormy. First time, bad weather- will not return.

### **Dogwood Festival - Atlanta**

Spring weather, art buyers galore (\$45-800 work) Gets better every year. Not the show for me, but volunteers handled emergency well. Bad weather saturday/ great sales sunday. Access is horrible, weather always a problem at least one day.

### **East Lansing Art Festival**

Our first year- could see potential. Good college town crowd, some buy-sell. Competes with crappy craft show on same weekend. Music too loud in some areas. Artist's spaces too small-not an inch to spare! Have to set up on saturday morning. Be there before dawn or 5:30 AM to beat crowd. No friday set up is hell. Hours hell too.

### **Festival of Masters - Disney**

Fun, good sales. Top notch quality, am privileged to be able to get in. Mari Smith is a joy to work with. Show sales vary- not so much a reliable community show. Instead relies on tourists. I do well, but I wouldn't travel far to attend.

### **Gasparilla - Tampa**

Nice show. More interesting work. Must promote this show on t.v. An artist's show. Great quality, below average sales. Lots of award money. Hope to hold onto it- reproductions don't help. Great show except for awful wind. Hard to call on the phone, but good show. Didn't happen for us this year- as people always report. They followed through on policies such as "no reproductions". Weird judging. Hate the awards system- selecting one piece. Why do I bother with this? Does anyone sell here?

### **Greater Gulf Coast Pensacola FL**

Best organized show ever- good quality, mix art. Award program great, sales good, great artist party, very helpful staff. One of the best community-involved shows left. Easy show to do, I want to go back. Low-end selling better. Bad weather.

### **Hathaway Brown Shaker Heights OH**

New site, lots of water. Poor weather, new location, hard set-up. Weather was horrible, some artists left. Changed location

to different part of school due to construction which entailed long dolly trips, limited number of vehicles, weather was terrible, rained all weekend.

### **Kansas City Plaza Art Fair**

Very well run, good receptive crowd. This year had bad weather. Good quality throughout. Well attended. I lost my enthusiasm due to poor weather. It is a good quality; well run show. Above average in spite of awful weather. Horrible weather- people still came out! Weather hurt sales this year. Always good crowd; very conservative. Good food, long lines. Bad weather turned this into an average show. Weather was really bad this year. Bad weather- based on 1999. Bad weather was a factor. Rain, rain, rain... Bad weather. Poor weather. Weather was rough. Sales, interest continues to decline. Cold and rainy. 3 years, almost NO sales.

### **KRASL - St. Joseph MI**

Nice little show.

### **La Quinta CA**

Nice park setting. Sales can be great if you have the right match. Unfair policy; booth fee, donation plus 20%. 4 days- too long.

### **Laumeier - St. Louis**

My best, I just love this show. Good people- always a good experience. A great show. Layout somewhat confusing- some bad dead end spots. Nice to have option for electricity. Might be a bit overrated. Load in good, parking remote with shuttle. Artist parking more than 2 miles from show. Hours too long. It usually rains sometime during this show.

### **Long's Park Art & Crafts Festival**

Beautiful setting, easy set-up, good sales. The free artist food is the best. Heavy rain- but strong sales. They really tried to accommodate artists. Up and down sales, but a great organization. Promotion budget needs to be raised to past levels. Weather concerns prevail. Bad weather. Rained hard again, not promoted well enough.

### **Madison - On the Square**

My best show of the year. Surprisingly good for extremely large size. They are well organized to make a difficult access run smoothly. Recent changes make set-up and load out less of a nightmare. So many artists = breakdown in quality. Needs a paid full-time coordinator; a lot of *junk*. Bad weather in '00. Some rain. Too big to be a quality show, set-up was a nightmare. Idiotic practice of having booths half in the street, half on the curb. I hate this show, but we do well and we know the routine. Slow, easy... let rookies and psychos get in first, then take our time.

### **Magic City Arts Connection - Birmingham AL**

Gets better every year. Consistent sales, great director. Beautiful show, great site- no buyers, very low attendance. Very artist friendly. Hospitality excellent, artists party excellent. Sales for me not always good. Nice show, good sales- some bad spots for booths. Lovely location. I got there and I didn't have a space... huh? Disappointing traffic flow- low sales due to low *body count*. Promotion must be improved. Dolly in/ out. No advertising.

### **Main St. Ft. Worth**

Enthusiastic buyers. Staff really works with artists to make improvements. The show went on despite the tornado. New location due to tornado. Tornado caused last minute venue change- 1st time doing show. Changed location was even better. Due to storm damage, show site moved in weeks prior to show. Commendable job considering. Saw lots of police-committee worked hard- load in and out overmanaged. Staying open late really pays here. Due to the downtown damage-temp., new location. Moved site for tornado. Grueling 4 day show, but well run. *Tornado* venue. A little chaotic, noise wise.

### **Mainsail - St. Petersburg**

A consistent good show with very art-savvy crowd. Nice show- high expenses, low sales.

### **Memphis Arts Festival/ Art in the Park**

Nice location, nice people, average sales but could see potential. One big sale made this ok show good. They have poor show layout, but great sales. Okay- first year here. Can't figure out where the crowds were this year. Dusty.

### **Milwaukee Lakefront Festival of Arts**

Excellent show in all respects. Very nice show. Supportive and friendly community. Very well run show. Too bad my sales are low. Good show to bring the kids along. I love Lakefront- when I get in. Too much glass this year (16). Very well organized, artist friendly show. Class act. Sales improving. Still need to build a base there. High quality. Expensive for average Milwaukeean. Seems like it should be better. High gate fee? Way down from last year. Very cold. Cold and windy!

### **Minnesota Crafts Fest - St. Kates**

I love this show. It's good for clay. Very hot!

### **Mt. Dora FL**

A good middle range show. Good quality, mediocre sales, people ask, "will you be at Winter Park?". Show too large for the crowd. Can't set up until 9 pm? Loud PA announcements all day. Sets standard for traffic control during show.

### **Naples National Art Festival**

Well run show. Always good - nice promoter. Nice show, high expenses, low sales. Conservative crowd, contemporary work suffers. Not good for contemporary. Too conservative for my work? Reputation exceeds reality - not reaching the right high end clientele. Too singley controlled- 1 person's choices.

### **New Orleans Jazz Festival**

They are very organized and have volunteer help. Weather was perfect for N.O. in May. Fun show but crowd is there for music. Booth fee is way too high. This is all about jazz festival- art is low on list. Quality questionable.

### **Northern Virginia Fine Arts Festival**

Excellent, easy, good attendance. Only the best. This is my best show- computer. com money in area. Did well even with horrible weather. I have a good client base at this show so it works for me... great location- hotel access wonderful. Best two day show in N.E.- just got rejected. Wish I could get in every year. Hyatt hotel was handy and nice amenity. Show was very down in 2000. They want auction donation, sale donation... want too much from craftsmen.

### **Oakbrook Fine Arts**

Easy to do, nice setting. Easy to do. Strong second day sales. Easy show to do, good sales. Sales depend on your space. Mall set-ups are hard. They do have help- big dollies! Very, very hot!

### **Oklahoma City Festival of the Arts**

Bad weather on sunday. Too long and hate 20% commission.

### **Old Town Art Fair - Chicago**

Nice show. Solid show year after year. Good show, nice committee. It took me long enough to get in. Good weather. Have done this show 20 years. Difficult set-up, but otherwise very pleasant show. Okay, but close to home. Required much patience to load in and out. Sales down in 2000- quality seems to be sliding a little. I'm still doing it with hopes it maintains it's good reputation. Difficult to get to booth, park, love show, clients. More toilet facilities, earlier access to booth space would be good. Very hot weather, I don't know what they do to promote the show, but they need to reach out to new people because the public did not seem to be purchasing at the rate that this show has previously had. Nice neighborhood going downhill. Too much partying... Rained, not as many people out this year. Party crowd/ show has changed. Narrow streets, beer concessions too close to the artists. Turning into a beer fest for yuppies. Security is a joke. The police were nasty to me when I complained about the car illegally parked in my space.

### **Paradise City Arts Festival - Fall - Northampton**

High quality. Nice trade ctr. Generally positive crowd. Extensive advertising. Based on outdoor space. Cold, but indoor.. Seems to be declining in quality. Promoters getting greedy, show slipping.

### **Philadelphia Museum of Art Craft Show**

Role model show! Excellent show/ wonderful people and city. Great show, the committee members are awesome. Won an award! Everyone deserves to do this show at least once! Totally awesome. Food was unbelievable! Nothing but good things happen here. Before I die- would like to do again. Great for high end. No food at show, but great food market across street.... 10. Great food market across street. Sales way down in 2000.

### **Port Clinton - Highland Pk**

Best show ever! (2000) Great show! Well run! Super show, sales great. Best year ever here. I love this show. Great, great... Amy knows how to put on a show. Hard working committee, and show is well attended. If you have the right stuff you make money. Well run show, sales usually good. Very difficult load in-load out. Great brunch and artist hospitality room. Staff very available. Loved artists' *forum* at brunch. My space is in an area that is hard to get parking to unload- but is a great location in show. Sales tapering off, but still a great crowd. Stressful, crowded, qualified buyers. Patience necessary during set up and break down. Mediocre sales again. More factory work, production studios. Too many booths for area. Dolly in. Terrible wait list policy and communication with artists. Too much cramming of artists together; many bad spots; too big. Handled very poorly. Just come and wait in line. Too many artists shoved in at the last minute.

### **Portland Arts Festival**

Others do quite well overall. Local press (The Oregonian) blasts show each year- as do many xenophobic artists who complain about Calif. participants. Too much packet/ info - 3 ring binder.

### **San Francisco ACE**

Should be much better show. Saw billboards announcing the Sausalito Art Fair all over the city - NONE for the ACC show. Wholesale has improved.

### **Sarasota ACE**

Always very professional. Some pre-fab drags quality down with ACC shows. Bad venue- tents too hot. Sales affected because ACC failed to adequately air-condition tents. Public would not stay in tents to shop.

### **Sausalito Art Festival**

Best show of the year. Pretty good for sales, but they are getting very greedy with their booth fees! Overrated, overpriced. New director not sensitive to artist's needs- very money oriented organization. Emphasis on music- committee has tremendous ego problem. Very remote parking, difficult access to booth.

### **Smithsonian Craft Show**

The best ever. The kind of show I'd do again & again! Nice. It was great last year- I got rejected this year. We had a bomb scare in 2000. Rain made horrendous load-in.

### **Smoky Hill River Festival**

Very well run show! Such a nice show - draws crowds from afar. Beautiful location- friendly, helpful staff. Tries hardest of any show. One of my favorite shows- close and easy. A sleeper.

### **Springtime in Paradise**

Moving dates to Mem. Day weekend- good move! Was inside-promoters worked hard. Extensive promotion. My space was outdoors- inside spaces were not as accessible. Much more of a local show than I'd been led to believe. Rained, and I competed with repros.

### **St. James Ct. Louisville**

Good show- cold in 2000 but I discounted that here. This always amazes me- the sales. Great Block captains. Way too many booths (in all 5 shows) for Louisville to support. COLD- sales slow Fri. & Sat., but picked up on Sun. So cold! Where your booth is located is so important. Cold, wet- crowds way down. Registration process is cumbersome- pay too early! (Feb. for Oct. show) Very, very cold!

### **St. Louis Art Fair**

A model show. Love this show! My sales were best ever at this show. A well balanced show- good, intelligent crowds. The best show I've ever been part of. Hits the right demographic. Good. A well-oiled machine! Outstanding service to artists! Astonishing sales. Most enjoyable. The best. Great show and people. Good street fair. Have done this show 2 years. A show like this a month and I could afford health insurance and a SEP IRA and to send the kids to college. Breakfast @ Ritz Carlton was nice. Program guide needs work. They keep trying to please and don't sit on their laurels. They keep pleasing. Pretty good and getting better. Show was down in 2000. Had work stolen (small). Poorly juried; not as well organized as in the past. Not possible to get in touch with committee or leave a message on Friday morning (no matter what they say).

### **St. Paul ACE**

Always very professional. Did it every year- good for me, not everyone. Down from 1999.

### **Sun Valley Arts & Crafts Festival**

Great music! Very pleasant- staff tries very hard. Great setting, small crowd. Very safe place. Attendance seemed low compared to show's reputation.

### **Uptown MN**

Keeps coming up- they are successfully striving to be a top-notch show again. Cindy Fitzpatrick is making the best decisions and is re-making this beast of a show into a possible top 10 or better. Hard show - good money. Average quality/ good sales. Improved load in with time schedule. This show is way too big. Cindy Fitzpatrick is really trying. The on-site jurors (not for awards) seemed very unknowledgeable. The quality is all over the place. Crowded, disorganized, but good sales. People came in droves-but sales are weak. Too many repro booths; too crowded. Show is too big. Too many booths (artists) Lots of artist freebies but didn't see them around for opening/ closing. Way too many artists. The crowds were zombies lead by droning *muzak* all day long! Too big, too disorganized, low quality, uncaring staff. My space is at a bus stop. So I have to carry far. The crowd is becoming younger and rowdier; sales are very low-end. This is very much a tire kicking show! Slow- all business Friday.

### **Utah Arts Festival**

5 years, the best! Some of the best music and performance art found in an arts festival. Great, but long show. Fun show. Sales down. Event moved to different location this year. Never again.

### **Virginia Beach Boardwalk**

Great staff and sales. Fun, sales.. must work out your logistics well. Too big, too long. Well run, but a lot of the same art. Hotels expensive. Load-in difficult. Low-end crowd. Very over-rated show- not fine art show clients! Too big and bargain hunters hunting.

### **Washington Craft Show**

The best run, easiest show I do. Tops in private promotion. Good sales and great quality. Equally fine work as in Smiths. Delightful! None better; first rate promoter. Attendance was low- blame Florida! ha! Benefit auction seemed disorganized. It was my understanding that the dates changed this year. Between the dates, the Supreme Court hearings, and the wild market I am willing to cut a lot of slack on this one. Election's are hell.

### **Wells Street-Chicago**

Unorganized group that can't answer basic questions. The artist felt second rate to the sponsor booths. Was to be judged, but no artist saw a judge or awards. Very poor set-up and breakdown. What a zoo! Questionable quality. Extreme hassle! Only low-end sells; impossible to get in and out easily; must dolly.

Set-up is horrible. 4:30 and 5:30 AM set-up times and you can't set up because the path is blocked. They don't return phone calls. Never again- this show is dead.

### **Westchester Craft Show**

Lovely show, well promoted. Nice show; does not draw crowds. Weather - 1st (and last) perfect. Weather of fall-during baseball playoffs - terrible, terrible attendance. Attendance was low- blame Florida! ha!

### **Winter Park Sidewalk Art Festival**

One of our very favorite shows - well run, good quality, well attended. Good show-one of the best shows of 2000. Work selected for judging. Wish I could have gotten in for 2001. Nice community. The only show I will go to in Florida. One of the best. A great art buying crowd. Not an ice cream social, the art was the draw. Very serious jurying. Committee is great; ambiance second to none. On average, my best show. This is just a nice show to do. Small crowd but art buyers. Good hours so it's relaxing. Great attention to quality/ need a wait list. Crowd comes irrespective of weather. Program guide is best I've seen. Good quality audience, some off years. An old standard. Well attended. Dirty show. Dolly in/ out. Conservative. Sales for me are greatly influenced by location (street vs. park). Lots of lookers - without much cash. Gray, damp weather, good sales. Seems like Florida artists have an edge in the jurying. Dislike their jury/ award process; consistent from year to year. Only complaint is having a booth near the stage, music is very loud. Can't explain faltering sales. Not as good a show in park as it is on street.

### **Winterfair - Columbus ODC**

Nice show- well organized. Well publicized, good crowds. Last show for Hal. Indoor.