



## SHOWCASE of VIRGINIA ARTISANS

**September 24 - October 4, 2009**

At the annual State Fair of Virginia  
At its new site – The Meadow Event Park  
Interstate 95 near Kings Dominion (north of Richmond)

The Artisan Center of Virginia is proud to offer all our members an opportunity to participate in Showcase of Virginia Artisans at the State Fair. This will be the 11th year for this gallery of fine craft at the fair. Daily demonstrations by our artisans attract a myriad of visitors, and the 60 by 20 foot gallery area will present work for sale. An on-site gallery manager will handle sales on each of the 11 days that the State Fair is open.

Since 1998, Virginia artisans have enjoyed a mutually beneficial relationship with the State Fair of Virginia. Artisans present an award winning vision of craft in the state, and the State Fair, Inc. provides grant money towards the endeavor. With a ten-year presence, fairgoers have come to anticipate this unique venue for discovering and buying fine craft. Attendance at the Fair is anticipated to be even more than the average 250,000. We entice most of them into our exceptional booth. This is the first time that the Fair will be held at The Meadow Event Park off of Interstate 95 near Kings Dominion.

**All ACV members** are invited to participate in some way - with just a day of demonstrating, by helping set up or take down the display, or by receiving work and helping with loading it. **All juried artisans may place work in our Fair sales gallery.** The commission is 40% (only 20 % for volunteers.) This is an excellent opportunity to have your work seen by thousands of potential buyers. However, it is all done by volunteers.

### VOLUNTEER JOBS

- Accepting inventory at ACV on Monday (9/21) before the Fair.
- Preparing equipment for transport on Monday (9/21)
- Loading the truck(s) with display and inventory-Monday, 9/21, (approximately noon - 3 pm.)
- Unloading the U-Haul in Richmond at the fairgrounds, Tues, 9/21 10 till 12.
- Designing and directing the set up of the booth – Tuesday, 9/21
- Setting up a fine craft gallery and displaying inventory –Tues 9/21 and Wed 9/22.
- **Sales manager** in the gallery. We need 4 people to divide up the 11 days. This is a long day job and involves the responsibility of handling the finances. Volunteers in the past have taken two or three days in a row and stayed overnight in a free room in a nearby motel. There is a budgeted \$100/day for this job.
- Packing inventory on the last Sunday, 10/4 6 till 9 pm.
- Driving the truck to the fair and back to Waynesboro on Monday 10/5.
- Loading, packing the truck at the fair on Monday 10/5.

- Unloading the truck at gallery - Waynesboro - Monday 10/5, 2 until done.

**Demonstrators** -You can choose the time of day you demonstrate. We try to have more than one demo going on, so that there is always something happening. We'll have a potter's wheel, clay, and a lathe at the fair.

**Advantages of volunteering:**

- You will pay a lower commission on your sales at the fair (down to 20%).
- Free motel rooms for those who need overnight accommodations, but **you must notify me as soon as possible if you need a room.**
- \$25/day stipend: Since we are in a budget crunch, we are offering the \$25/day stipends only if commissions on gallery sales permit. We anticipate this not being a problem.

**SEPARATE MAILING with  
DEMONSTRATORS' CREDENTIALS.  
parking and motel information**

**In these difficult economic times, state and county fairs are finding that they remain a very popular destination with an increase in attendance figures. We need to keep showing the public what fine craft is all about! We need to spark the interest of the next generation! We need for you to donate some of your time! And we are proud to offer you another great sales opportunity.**

**Please contact me with your schedules and for more information.  
EMAIL PREFERRED.**

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