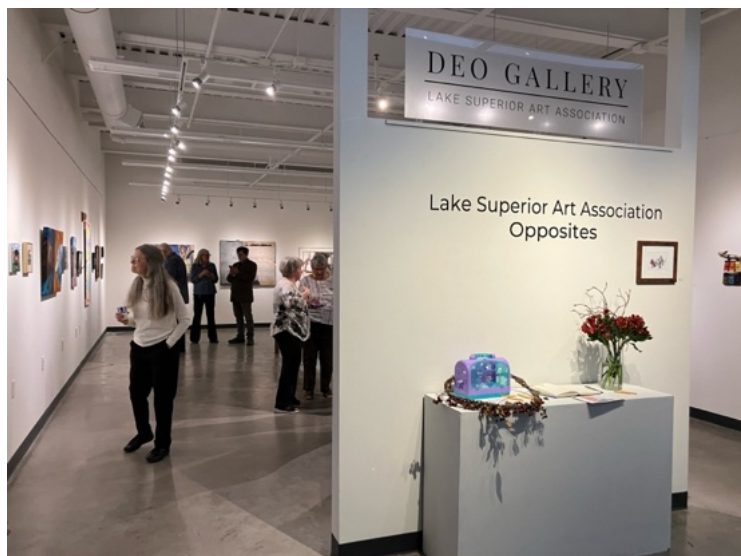




# The Kiosk

November-December 2024 | June Parsons, Editor



## IN THIS ISSUE

### Hang On, and Here We Go!

Notes from Lynn

### Mark Your 2024 Fall Calendar

A summary of coming LSAA events

### Awards and Recognition

### New Member Spotlight

### LSAA Annual Meeting Recap

### Exhibits, Classes, Etc

### LSAA Logo Contest

### Who Buys Art and How

You Can Connect With Art Buyers

### Artist Resources

Where you can find info to expand your art

**Welcome to LSAA's new year of programs and events!**

**Sandy Weber has taken on the role as Program Committee chair. She and her crew have been busy filling in the upcoming months with Art Talks, new programs for kids, exhibits, and other events. Keep up with all the happenings by visiting LSAA's webpage [lakesuperiorartassociation.org](https://lakesuperiorartassociation.org), where events are always being updated by our webpage manager, John French.**

**I can keep my message short this month. No need to parrot what our Communications Director, June Parsons, is going to be sharing in this newsletter!**

**But before I go, I would like to take this opportunity to thank our new board members, Kathy Binoniemi and Penney Mellon, for volunteering their time and talents to help guide LSAA into the future. I would also like to thank the board members who have decided to stay and serve our arts community for another year: Kim Danielson, Mary Jane Lynch, John French, June Parsons, Sandra Weber, and Marlene Wood.**

**Hang On and Here We Go!!!**

**Lynn Buckland-Brown**

## MARK YOUR 2024 FALL CALENDAR

**Art Adventures for Kids: Latin America** November 2  
1:00-3:00 pm PWPL Studio 1

**Drop off for Members' exhibit** November 2 10:00 am–  
1:00 pm

**LSAA Members' Exhibit** November 4-30 Deo  
Gallery PWPL

**LSAA Members' Exhibit Reception** November 7 6-8 pm  
Deo Gallery PWPL

**Holiday Art Sale** presented by the Marquette Regional  
History Center November 16

**Deadline to submit cover art** for the Marquette Monthly  
December 1

**Art Adventures for Kids:** Theme - TBD. January 11 1:00-  
3:00 pm PWPL Studio 1

**Art Talk: Adam Mowafy Artwork made from  
repurposed metal.** January 21, 6:30-8:00 pm, PWPL  
Studio1

### LSAA ANNUAL MEMBERS' EXHIBIT

November is LSAA's annual members' exhibit featuring our growing membership. The exhibit is on display through the end of November.

Join us at the Deo Gallery in the Peter White Public Library to celebrate our wonderful diverse artists! Cash awards will be presented during the exhibition reception, November 7 6:00-8:00 pm.

### WANT TO DO AN ART TALK?

LSAA sponsors several Art Talks every year. These presentations are typically held in either the Shiras Room or the Studio of the Peter White Public Library and highlight an art topic that would be interesting to LSAA members and the Marquette community. If you have a topic for an Art Talk that you'd like the program committee to consider, email [lsaainfo4u@gmail.com](mailto:lsaainfo4u@gmail.com).

### WANT TO SHARE YOUR KNOWLEDGE?

The Kiosk is a great source of information for LSAA members. Do you have an art topic that's near and dear to your heart? Is there a topic for a Kiosk article that might help you improve your technique or help sell your art? Are you interested in learning more about a particular style of art? The Kiosk is accepting submissions for articles. Even if writing is not your thing, feel free to suggest topics for articles! Email ideas to [lsaainfo4u@gmail.com](mailto:lsaainfo4u@gmail.com).

### WANTED: TADYCH'S SLIPS

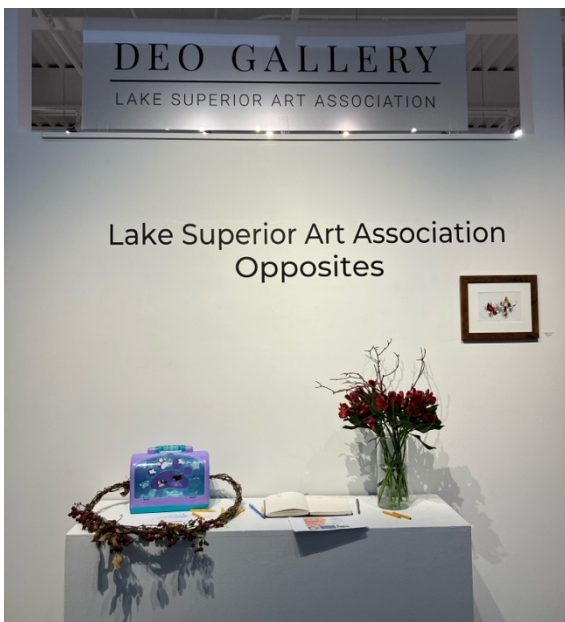
LSAA is still collecting **Tadych's Marketplace receipts** for the "We Share" program for non-profits. Twice a year, LSAA turns in our saved receipts for cash. Please mail your slips to LSAA, P.O. Box 9, Marquette, MI 49855 or deposit slips in the drop box on the pedestal across from the Deo Gallery in the PWPL.

# AWARDS AND RECOGNITION



LSAA member **Dave Berg** is displaying a stunning exhibition of linoprints in the Huron Mountain Club Gallery of the Peter White Public Library through the end of November. Dave's work was selected from numerous applicants by a volunteer selection committee made up of local professional artists, art educators, an LSAA representative, and City residents.

Congratulations to the artists whose work was displayed at the LSAA Challenge exhibit during October. The theme "Opposites" encouraged artists to produce a diverse and unique array of works.



Congratulations to LSAA board member **Marlene Wood**, who received recognition as Arts Volunteer at the 2024 City of Marquette Arts Award ceremony. Recipients are selected from a pool of candidates nominated by the community.

Every year since 1997, the City of Marquette recognizes the city's finest creatives and arts advocates as a means to thank citizens and organizations who have demonstrated artistic excellence and who have made significant contributions to the proliferation of the arts in our community.



LSAA president, **Lynn Buckland-Brown**, along with LSAA members **Kathleen Conover** and **Susan Roubal** attended a conference sponsored by the Upper Michigan Cultural Alliance in September. The conference included a variety of keynote talks, breakout sessions, panel discussions, and focus groups covering a wide scope of arts and culture topics.

LSAA member **Ronna Katz** is the featured artist at Graci Gallery from November 6 through December 1. A reception will be held November 8th, from 6-8pm at the gallery 110 N. Third Street.



## SECOND STORY STUDIO

GALLERY • STUDIO • ARTIST SERVICES

LSAA members **Taryn Okesson** and **Kurt Babcock** are opening a studio/gallery/business space above Watson & Watson Jewelry on Washington Street. According to Taryn, “the space it has character and the light is spectacular.” She will be setting up her studio there and arranging exhibits from time to time. Taryn and Kurt also want to offer some services to artists in the community. Their goal is to create a conversational atmosphere around our shared love of art. For more info on happenings at the Second Story Studio, subscribe to Taryn’s newsletter at <https://tarynokesson.substack.com/about>

**John French** was surprised by the number of people who attended his Art Talk on October 15. All the chairs in Studio 1 were filled with art lovers who watched as John demonstrated techniques for painting water, rocks, plant life, and the Lake Superior landscape. While John painted, he talked about the materials and methods he has developed for his unique artistic style, and he reflected on his sources of inspiration.



## NEW MEMBER SPOTLIGHT

Article by Johanna Worley



Welcome to our newest LSAA member, Meghan Bjork. She hails from Brainerd, Minnesota, so she feels at home here in the north country of Marquette. She joined LSAA after being accepted into Art on the Rocks 2024. It was a successful, if not hot, introduction to the show. She also enjoyed meeting other local artists and discovered that one of our members was her husband’s art teacher when he was young!

Meghan’s first career was as a high school physics teacher, but she has always found calm and peace in painting. She now works in her home studio here in Marquette and cares, with her husband, for two busy sons. They hike, run, ski and spend a lot of time exploring the out of doors in and around Marquette.

Her acrylic paintings express her passion for and love of nature and feature many local scenes inspired by photographs that she takes while hiking and running. As Meghan states, “I can’t not do it” when asked about where she finds time to paint. Her work has been accepted into the DeVos “North of the 45th” show and is currently being featured at Zero Degrees Gallery.

Welcome, Meghan!

You can view Meghan’s work on [artbymeghanbjork.square.site](http://artbymeghanbjork.square.site).

# LSAA Annual Meeting Recap



The Annual Meeting for LSAA, Inc. took place on September 17, 2024 in the Community Room of the Peter White Public Library in Marquette, MI. The meeting kicked off with an amazing assortment of delicious food for a potluck dinner. The round dining tables were covered with colorful tablecloths and centerpieces created by LSAA members.

The LSAA business meeting was called to order by president **Lynn Buckland-Brown**. The first item on the agenda was to vote for an amendment to the LSAA, Inc bylaws:

Motion to amend the LSAA, Inc Bylaws to add Section 11.1.1 to read as follows:

I. FRESH COAST PLEIN AIR PAINTING FESTIVAL COMMITTEE which shall support, guide, and approve policy for the Director of the Fresh Coast Plein Air Painting Festival. The Program Chair will be included on this committee.

This motion was passed unanimously.

Item 2 on the agenda was a presentation of the proposed budget for 2025. A motion was made to accept the budget and was passed by unanimous vote.

The final item on the agenda was to approve the slate of officers recommended by the Nominating Committee:

Lynn Buckland-Brown, President  
Kim Danielson, Vice President  
Mary Jane Lynch, Treasurer  
Kathy Binoniemi, Secretary  
John French, Web Manager  
June Parsons, Communications Director  
Sandra Weber, Member at Large  
Marlene Wood, Member at Large  
Penny Mellon, Member at Large

A big thank you to retiring board members Michele Tuccini, JoAnn Shelby, and Susan Roubal for their many years of service. Happily, they'll remain active on committees and continue to contribute their expertise and energy to our organization.



**Judy Parlato** displayed handcrafted art quilts created by her quilting group. These textiles, inspired by the Canadian Group of Seven Art Talk last January, bring the concept of quilting to a whole new level.

Lucky raffle winners carried home door prizes ranging from art supplies to centerpieces. Here are **Penny Mellon**, new LSAA board member at large, and **Kathy Binoniemi**, new LSAA secretary, drawing the ticket for one of the raffle winners.



# Exhibits, Classes, Etc

**Oil Painting, Pastels, and Drawing Classes** with Marlene Wood every Tuesday 1:00 at the Marquette Arts and Culture Center of the Peter White Public Library. Bring your own supplies. \$20 per class.

## PETER WHITE PUBLIC LIBRARY GALLERY SCHEDULE

October-November: David Berg – **Chiseled and Inked** (linocut reduction printmaking) Huron Mountain Club Gallery

November: **LSAA Members Exhibit** Deo Gallery

December – January: Pier Wright – **Winter Work** (acrylic on polymer) Deo Gallery

December-January: **Winter Wonderland Walk** Huron Mountain Club Gallery

## DEVOS GALLERY SCHEDULE

Through December 13 **Across Time and Place**: Liz Ward and Robert Ziebell DeVos Art Museum NMU

Through November 7 **Standing Still: Studio Portraits from the Upper Peninsula** DeVos Art Museum NMU

## REVOLVE CREATIVE COLLABORATION CONFERENCE

November 8-9 at the Northern Center. This two-day conference offers a variety of presentations including:

- Evolution of an Artist
- Listening to Restore Our Humanity
- Bookmark Tapestry Weaving Workshop
- Risks of Using Generative AI Material
- Ideas from the Indigenous Wild
- What's that Sound? Audio Memes
- The Art of Balancing Creative Careers
- Documentary Filmmaking Roundtable
- A Conversation Between Two Poet Laureates

Revolve CC's mission is to encourage a vibrant, supportive, and collaborative community of creatives in Michigan's Upper Peninsula. It aims to "energize the sustainable growth of our creative community by centering the exploration of broad creative topics, the vitality of collaboration, and opportunities for quality connections that include underrepresented groups. By working together, we can make Michigan's Upper Peninsula home to a robust, sustainable creative class, enriching our own community and beyond." More information at [revolvecc.net](http://revolvecc.net).



## ART ADVENTURES FOR KIDS

LSAA continues to find ways to fulfill its mission by reaching out to diverse demographics in the community. One such effort is a series of Saturday workshops for kids. Each workshop focuses on the art of a country, region, or culture.

The first adventure focuses on Latin America. The key to Latin American art is the use of brilliant color and design to communicate cultural and spiritual ideas, and to tell stories of the past and present. Young artists ages 7-12 will enjoy using markers and paint to make personal masterpieces! This hands-on workshop is free and all supplies are provided. Saturday, November 2, 1:00-3:00 Peter White Public Library Studio 1. For additional information email [marlenesew@gmail.com](mailto:marlenesew@gmail.com)

## LSAA VISUAL ARTS GRANT

Another LSAA initiative is a program to provide grants for any person, group, or organization, in the county that needs financial assistance to purchase art supplies. Five thousand dollars in grants may be awarded annually.

All parties requesting financial support must complete the Lake Superior Art Association Grant Request Form. The deadline for grant submissions is November 1st of each year. Successful applicants will be notified during the month of January. Application forms and more information at [lakesuperiorartassociation.org](http://lakesuperiorartassociation.org).

## SUBMIT YOUR NEWS

Awards, recognitions, events, gallery receptions, stories, new media—anything of interest to other artists and LSAA members—submit your ideas to The Kiosk, [lsainfo4u@gmail.com](mailto:lsainfo4u@gmail.com).

# LSAA Logo Contest



The Lake Superior Art Association is looking for a new logo! Yes, it is time for an updated logo for LSAA, Inc., more popularly known as the Lake Superior Art Association. The logo contest is open to all artists, with a \$500 prize to the artist who creates the logo selected to represent the

organization. Additional awards will be presented for runners up.

LSAA is seeking a professional, creative, stylized logo that references our organization's mission to promote Marquette county artists and visual arts, such as painting, drawing, sculpture, ceramics, and photography. The logo may be used for a variety of promotional materials such as letterhead, brochures, website banners, social media, business cards, signage, and branded merchandise.

The deadline for entry is midnight, February 28, 2025. Contest results will be announced in March 2025.

The Lake Superior Art Association welcomes your interest in creating its new logo! Please carefully review the following guidelines.

## LOGO DESIGN SPECIFICATIONS

The logo should reflect the mission of the Lake Superior Art Association “to promote and encourage development of visual arts and artists in the Marquette County area.” LSAA encompasses a wide variety of visual arts, including drawing, sculpture, ceramics, textiles, and photography, and would like to avoid a logo that suggests that its focus is on painters.

The logo will be used across multiple web platforms and must be flexible enough to use in multiple iterations of sizes and color formats. The winning logo will be easy to manipulate, resize, and transfer for all purposes of reproduction.

We prefer a horizontal layout, with dimensions conducive to use in website banners, social media, business cards, posters, and brochures.

The color version of the logo should also work when converted to black and white. Logos with color gradients and half-tones are not advised.

Competition entries must be submitted as a JPEG file and as a scalable vector graphic (SVG).

The logo must include the name of the organization, LSAA, Inc. in a standard typeface or outline font.

## INTELLECTUAL PROPERTY

By submitting a competition entry, entrants affirm that their entry is their own original work, is not derivative in nature, and does not violate the intellectual property rights of any other individual or entity.

The winning submission becomes the property of LSAA and may be used for any LSAA purpose, including, but not limited to, its website, social media sites, promotional materials, and LSAA merchandise.

LSAA shall have the right to modify or edit the winning submission.

LSAA reserves the right to choose not to use a winning entry.

If the winner of this competition is determined to have violated any contest rules, the entrant will be required to forfeit or return the prize.

## SUBMITTING ENTRIES

Each artist may submit one entry.

The deadline for entry is midnight, February 28, 2025.

There is no fee for entering this contest.

All entries must be submitted electronically.

Include four versions of the logo:

- Color JPEG
- Black and white JPEG
- Color vector (SVG)
- Black and white vector (SVG)

Zip your JPEG and vector files into a single file with your name and “Logo Contest [Your name]” as the title.

Attach the file to an email addressed to [LSAAinfo4u@gmail.com](mailto:LSAAinfo4u@gmail.com)

In the body of the email message, include your name, telephone number, and a brief description of your vision for the new logo.

## JUDGING

Entries will be judged anonymously by members of the LSAA board of directors.

The winning artist will be notified in March of 2025.

# Who Buys Art and How You Can Connect with Art Buyers

As artists, we have a variety of reasons for pursuing our craft. Art can help us express ourselves. It can challenge us to improve our technique. It can convey a message. It is an outlet for creativity. We might use art to capture beauty, or desperation, or happiness. We might hope that it will leave a lasting legacy. And yes, our art might even prove to have commercial value.



But who buys art? Aside from well-heeled gallery hoppers in the Big Apple, who spend megabucks on celebrity artists, where can local artists expect to find buyers?

Art is a diverse and dynamic marketplace that attracts a wide range of buyers motivated by various factors. Understanding who these buyers are and how you can effectively connect with them is crucial for commercial success in the art world.

## WHO BUYS ART?

Art buyers tend to fall into several categories. Let's take a look at the characteristics of buyers in each category to understand why they buy art, the type of art they seek, and the amount of money they tend to spend on a piece of art

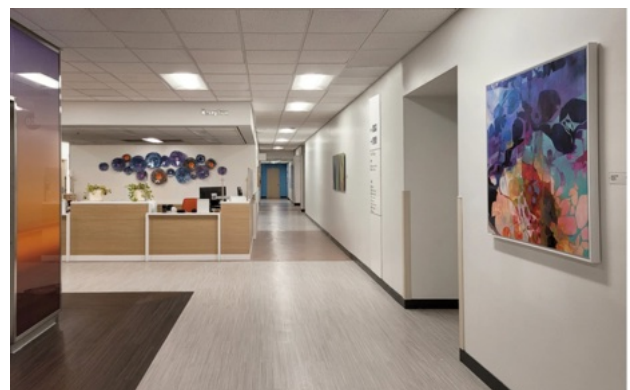
**Casual Buyers** purchase art for personal enjoyment, home decor, or as gifts. They may not have extensive knowledge of the art market but appreciate aesthetics and emotional connections to pieces. Casual buyers typically shop at local galleries and art fairs, spending between \$50 and \$500, often opting for smaller paintings, prints, practical ceramics, or jewelry.

**Emerging Collectors** are new to the art market, starting to build their collections, and often seek works from emerging artists. They will usually have carried out research to discover who are well known and best-selling artists in a local or regional market, and they will purchase works from those artists who also fit their aesthetic. These emerging collectors frequent art fairs and local galleries, look for art when they travel, and may access art sites online, typically spending between \$500 and \$2,000 on a work of art.

**Established Collectors** are experienced buyers who have curated collections over time and may focus on specific artists or genres. They are art enthusiasts who invest in pieces for both personal enjoyment and financial appreciation. Collectors often shop high-end galleries seeking unique works that resonate with their tastes and can enhance their portfolios. They primarily collect works from well-known artists and are willing to spend between \$2,000 and \$10,000 on individual pieces, depending on the artist's reputation.

**Art Investors** largely view art as a financial investment. They often seek works from established or recognized artists whose work is expected to increase in value. Typical expenditures for these investors can start around \$5,000 and can go into the hundreds of thousands, depending on the artist and market demand. These investors usually buy from high-end galleries or directly from a well-known artist's studio.

**Corporate Buyers** invest in art to enhance their work environments and create a positive atmosphere. They typically look for pieces that reflect their brand identity or values, contribute to employee satisfaction, and enhance client impressions. Larger corporations tend to have larger art budgets, but many smaller corporations also purchase art. Corporate art budgets range from \$1,000 to \$50,000 or more, depending on the size and prominence of the piece.





**Interior Designers** purchase art as part of design projects for residential or commercial spaces. They look for pieces that fit specific themes or color palettes and often buy in bulk for commercial or residential spaces. Designers might spend from \$500 to \$20,000 for a piece, depending on the project scope and client budget. Designers pass the cost of décor to their clients, usually adding a commission.

**Institutional Buyers** include museums, galleries, and cultural institutions that acquire art for public display or educational purposes. Budgets can vary widely, often ranging from \$5,000 to several million dollars for significant acquisitions.

**Municipalities** are increasingly looking for public art for indoor or outdoor installations. Public art projects are often initiated by city governments, local arts councils, or civic organizations. Budgets for smaller installations, murals, or sculptures that might be placed in parks, along sidewalks, or on building walls can range from \$5,000 to \$50,000.



*Thomas Hart Benton Mural*

## MARQUETTE ART BUYERS

Art buyers in the Marquette area may be local residents, students at NMU, and tourists. Most are casual buyers and a few emerging collectors.

Joy Bender Hadley, manager of The Gallery in Marquette, describes local buyers, “We have many different types of people who buy art from us. We definitely have regular customers who return year after year (sometimes even month after month). We have both locals and many tourists who come in and buy work. We have all age groups as well. We have a local college in town and we get many tourist seasonal as well. Locals come to us usually for gifts.”

There is also increasing funding for public art along the bike path, in our parks, and public spaces.

As you consider the different types of art buyers, consider which categories you would like to target. Ask yourself how your work appeals to that type of buyer. Is the medium (painting, ceramics, jewelry, textiles) suitable? Does your pricing align with your buyers’ budgets? Once you understand who is a customer for your art, you can take steps to connect with them.

## HOW TO CONNECT WITH BUYERS

**Build an Online Presence.** Artists can establish a strong digital footprint through personal websites and social media platforms. Sharing high-quality images of your work, studio processes, and personal stories can engage potential buyers and create a sense of connection. In the next issue of the Kiosk, we’ll take a deep dive into digital platforms and how they are evolving into venues for art sales.



*Dan Cook at Art on the Rocks*

**Participate in Art Fairs.** These events provide invaluable exposure for your art. Ilah Wilson from Wintergreen Hill Gallery says, “Customers seem to resonate with the artist more if they’ve seen their work at other locations. In the weeks following Art on the Rocks or Art on the Mountain I’ve had several people pop into the gallery and tell me they saw someone in our gallery at a show. Newspapers, art shows, showing at galleries and getting into pop up shows and exhibitions are all good ways of getting local people involved and aware of your art presence.”

Marquette has a number of opportunities including Art on the Rocks, the Fresh Coast Plein Air Painting Festival, Art on the Mountain, the Outback Art Fair, and Art Week, but understand that the local art market has limitations both in the number of buyers and in the size of art budgets. Exploring the art markets in larger cities might offer additional opportunities.

**Get Your Art in Exhibits.** Exhibits provide great opportunities to network with collectors and get eyes on your work. Marquette has several galleries, including Zero Degrees, Graci Gallery, The Gallery, Wintergreen Hill Gallery, the Deo and Huron Mountain Club Galleries at the Peter White Public Library, and the DeVos Gallery at NMU. The Bonifas Gallery in Escanaba also offers opportunities for regional artists. Tune into the Web sites for these galleries and get to know the staff. You might also consider hosting your own exhibitions or pop-up galleries.

**Engage with Art Communities.** Joining local and online art groups can foster connections with other artists. Participating in discussions, workshops, and community events can raise your visibility and credibility.

**Leverage Email Marketing.** Building a mailing list of interested buyers allows you to share new work, upcoming exhibitions, and special promotions directly with potential customers. Regular newsletters can keep an artist's audience engaged and informed. You can collect email addresses of interested buyers using a link on your social media site and by having a sign-up sheet at your art fair booth.

**Offer Limited Editions or Commissions.** Creating limited edition prints or offering commission services can attract buyers looking for exclusivity. This not only drives sales but also fosters personal connections between you and your clientele.

**Provide Storytelling.** Buyers often seek a narrative behind a piece. When you share the inspiration, process, and meaning behind your work, you make it more relatable and desirable. The previous issue of the Kiosk contained an article on labeling your artwork. Refer back to that article for some tips on describing your technique, subject matter, and inspiration.

By understanding who buys art and implementing strategies to connect with those buyers, you can cultivate meaningful relationships that not only lead to sales but also create a lasting community of supporters and enthusiasts.



## FESTIVALS AND GALLERIES

Rule number one: Get your work out there where people can see it!

In addition to online venues, which we'll look at in the next Kiosk edition, festivals and local galleries are popular venues for selling art.

The price points for original paintings can vary significantly based on factors such as the artist's experience, the medium used, the size of the artwork, and the venue. According to Joy Bender Hadley, manager of The Gallery in Marquette, "We have \$5 items up to \$1,000. But our average price point is between \$80-\$200."

The following information collected from online sources by ChatGPT shows some typical price points that you might find in the art markets at festivals and in galleries of larger cities.

### Price Points for Original Paintings

- Paintings at Festivals:
  - Emerging Artists: Prices typically range from \$50 to \$500. Smaller pieces or prints may be on the lower end, while larger or more detailed works could reach the higher end.
  - Established Artists: Prices can range from \$500 to \$2,000 or more, especially for larger pieces.
- Paintings at Local Galleries:
  - Emerging Artists: Original paintings may be priced between \$200 and \$1,000, depending on the gallery's reputation and the artist's visibility.
  - Mid-Career Artists: Prices can range from \$1,000 to \$5,000, reflecting greater experience and a more established body of work.
  - Established Artists: Prices can exceed \$5,000, often reaching into the tens of thousands for particularly sought-after pieces.
- Additional Considerations for painting price points:
  - Size: Larger works generally command higher prices.
  - Medium: Oils and acrylics might be priced differently than watercolors or mixed media.
  - Market Trends: Local demand and trends can influence pricing; artists should keep an eye on what similar works are selling for in their area.

### Price Points for Hand-Crafted Jewelry

At Zero Degrees Gallery, Marlene Wood explains, "Our biggest seller is most often jewelry as it serves many purposes - small enough to take home for visitors, wide variety of price ranges and styles, easy gift giving option (especially for partners, parents, friends, relatives, etc.)"

- Jewelry at Festivals:
  - Emerging Artists: Prices typically range from \$15 to \$100 for simpler pieces, such as beaded necklaces or earrings.
  - Mid-Level Artists: More intricate designs or use of quality materials can range from \$100 to \$500.
  - Established Artists: Higher-end, unique pieces may be priced from \$500 to \$2,000 or more, especially if they incorporate precious metals or gemstones.



*Valerie Lamott Jewelry*

- **Jewelry At Local Galleries:**

Emerging Artists: Jewelry might be priced between \$50 and \$300, depending on complexity and materials.

Mid-Career Artists: Prices can range from \$300 to \$1,500, reflecting more refined techniques and established styles.

Established Artists: Prices often exceed \$1,500 and can go well into the thousands for highly unique or artistically significant pieces.

- **Additional Considerations for jewelry price points:**

**Materials:** The choice of metals (silver, gold, platinum) and stones (semi-precious, precious) significantly affects pricing.

**Technique:** Handmade or artisanal techniques may justify higher prices compared to mass-produced items.

**Market Demand:** Local market conditions and trends can also influence pricing, so artists should be mindful of similar offerings in their area.

### **Price Points for Ceramics**

- **Ceramics at Festivals:**

Emerging Artists: Prices usually range from \$10 to \$50 for small items like mugs, plates, or decorative pieces.

Mid-Level Artists: More complex or larger pieces, such as bowls or vases, may be priced between \$50 and \$200.

Established Artists: Unique or intricate works can range from \$200 to \$1,000 or more, especially for large sculptures or high-quality functional ware.

- **Ceramics at Local Galleries:**

Emerging Artists: Ceramic pieces might be priced between \$30 and \$150, depending on craftsmanship and materials.

Mid-Career Artists: Prices can range from \$150 to \$600, reflecting more refined techniques and artistic value.

Established Artists: High-end pieces often exceed \$600, with unique works or larger installations potentially reaching into the thousands.

- **Additional Considerations for ceramics price points:**

**Materials:** The type of clay and glazing techniques can impact pricing.

**Functionality vs. Art:** Functional ceramics (dinnerware, mugs) might have different pricing structures than purely decorative pieces.

**Market Demand:** Local trends and the reputation of the artist can influence pricing, so artists should keep an eye on comparable works in their area.



*Harry Welsch Pottery*

Here are some sources where you can find statistics and information about price points for jewelry, ceramics, and paintings:

**Art Basel and UBS Global Art Market Report:** Provides annual insights into trends in the art market, including pricing data.

**The Hiscox Online Art Trade Report:** Focuses on online art sales but often includes relevant pricing information.

**American Craft Council (ACC):** Offers resources and studies related to pricing for crafts, including jewelry and ceramics.

**Craft Industry Alliance:** Provides reports and articles on trends in the craft market.

Websites like Etsy, Saatchi Art, and Artnet can provide insights into what similar items are selling for, giving a good indication of price ranges.

**Local Galleries and Art Fairs:** Make an effort to browse local art fairs and festivals to scope out pricing practices. When you travel, check out galleries and interact with gallery operators to discuss trends in media, subject matter, and pricing.

# Artist Resources

## **U.P. ARTS AND CULTURE ALLIANCE**

The Upper Peninsula Arts and Culture Alliance (UPACA) is a 15-county group comprised of Artisans and art organizations, historians and culture bearers, as well as allies in related sectors such as tourism and recreation, local and regional government and economic development. You can find lots of art resources at <http://www.upacalliance.com/> and follow on Facebook.

## **UPACA ARTIST DIRECTORY**

The U.P. Arts & Culture Alliance has a website that lists local artists. You can sign up at [directory.upacalliance.com](http://directory.upacalliance.com) and create an account, then log in and go to the Artist link on the dashboard to complete your artist profile.

## **MQTCOMPASS**

The MQT Compass is currently the go-to website for information about what's happening in the local art world. Check out the Community Calendar by date for art exhibits, classes, and events. Find opportunities to display your art. [www.mqtcompass.com](http://www.mqtcompass.com).

## **DEVOS ART MUSEUM**

Here you can find information about current exhibits and calls for art that will be juried and hung in the Devos Art Museum on the NMU campus. Here's the link: [nmuartmuseum.com](http://nmuartmuseum.com).

## **MARQUETTE MICHIGAN ARTISTS AND FRIENDS FACEBOOK GROUP**

Follow this Facebook group for notification of wide ranging activities in art, music, and creative writing.

## **LAKE SUPERIOR ART ASSOCIATION FACEBOOK GROUP AND PAGE**

LSAA has a Facebook GROUP and a Facebook PAGE. Follow these two Facebook leads for up-to-date information on LSAA programs, Art Talks, calls for art, and special events. To follow, search for Lake Superior Art Association on Facebook.

## **LAKE SUPERIOR ART ON INSTAGRAM**

LSAA has an Instagram feed! To follow look for LakeSuperiorArt on Instagram.

## **ART FAIR CALENDAR**

If you're thinking of taking your art on the road, check out the list of art shows here: [www.artfaircalendar.com](http://www.artfaircalendar.com). You can use the links on the side of that page to find the best juried shows, shows in Michigan, or shows in Florida.

## **ART MATERIALS**

When Michaels doesn't have the art materials you need, head online to [www.dickblick.com](http://www.dickblick.com) or <https://www.cheapjoes.com/>. They are the go-to source for artists of all levels.

## **PENINSULA SCHOOL OF ART FIRST FRIDAY CRITIQUE**

This free monthly Critique Group invites artists of all levels and backgrounds to reserve a 30-minute virtual block to share in-progress or finished work, to share viewpoints, and learn from other artists. A 30-minute session is free. More info here: <https://www.peninsulaschoolofart.org/critique-group>

## **ILO**

ilo (*noun* Finnish origin; joy, happiness, delight) is a great little art supply store and gift shop in Hancock, MI. If you are up that way, leaf peeping or hiking or visiting, it is a treat to stop in this cute shop. Ilo not only has art and craft supplies but also offers classes to both children and adults. Upcoming classes include a mixed media Leaf Drawing class on November 9, a Copper Moon watercolor class on November 9, and on November 16 a class will be taught on painting the northern lights in acrylic. It also has a great selection of children's books as well as art books. You can visit or shop online!