

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 1999. 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.)

Although we received rankings on over 300 shows, only 64 had enough artists scoring them to give a statistically reliable outcome. These are the ones that appear in our rankings. Shows not appearing in our rankings are invited to request the scores they received.

This year 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
SALES Compared to other shows you did last year.	Smithsonian Craft Show 9.56 Philadelphia Craft Show 9.18 American Craft Expo. 8.5 Crafts at the Castle. 8.33 Washington Craft Show 8.07
QUALITY OF EXHIBITION How good was the work overall?	American Craft Expo. 9.75 Philadelphia Craft Show 9.45 Smithsonian Craft Show 9.33 Washington Craft Show. 9.29 Paradise City Fall-N'hampton. . . . 8.6
PROMOTION How much?	Philadelphia Craft Show 9.27 Paradise City Fall-N'hampton. . . . 9.1 Smithsonian Craft Show 9 Crafts at the Castle. 8.5 American Craft Expo. 8.31
SECURITY Was of evident before and after show hours? Your van?	Smithsonian Craft Show 9.38 Sarasota ACE 9.3 Atlanta ACE 9 Columbus Winterfair. 8.89 Crafts at the Castle. 8.8
HOSPITALITY Lots of friendly volunteers? Artists' rest areas? Amenities? Good party?	Philadelphia Craft Show 9.36 Crafts at the Castle. 9.17 Paradise City Fall-N'hampton. . . . 8.4 American Craft Expo. 8.33 Smithsonian Craft Show 8.22
FOOD Who might it attract? Was it good? Upscale? Easy to get?	Paradise City Fall-N'hampton . . . 9 Crafts at the Castle. 8.6 Philadelphia Craft Show 7.64
COMMUNICATION Consider the prospectus? Other info?	Philadelphia Craft Show 9.91 Smithsonian Craft Show 9.78 Paradise City Fall-N'hampton. . . . 9.1 Atlanta ACE 8.5 American Craft Expo. 8.45
ACCESS Load-in, load-out, parking, early set-up?	Philadelphia Craft Show 8.73 Washington Craft Show. 8.38 Paradise City Fall-N'hampton. . . . 8.1 Atlanta ACE 8.1 Baltimore ACE. 7.63

C A T E G O R Y	W E S T	C E N T R A L	E A S T
SALES Compared to other shows you did last year.	Cherry Creek 8.93 Sausalito 8.47 La Quinta 8 Pacific NW Arts Fair 7.43	Ann Arbor Summer - Mich. Guild 8.61 St. Louis Art Fair 8.48 Ann Arbor Street Art Fair 8.17 Minn.. Crafts Festival 8 Main St. Fort Worth 7.43	Cain Park Art Festival 8.08 Northern VA Fine Arts Festival-Reston 7.7 Winter Park 7.34 Coconut Grove 7.19
QUALITY OF EXHIBITION How good was the work overall?	Cherry Creek 8.87 La Quinta 8.38 Sausalito 8.27 Portland Arts Festival 7.63 Pacific NW Arts Fair 7.57	Ann Arbor Street Art Fair 8.9 St. Louis Art Fair 8.87 Milwaukee Lakefront 8.59 Kansas City Plaza 8.55 Port Clinton 8.3	Winter Park 8.76 Festival of the Masters-Disney . 8.73 Cain Park 8.42 Gasparilla 8.38 Naples National Art Festival . 8.29
PROMOTION How much?	Cherry Creek 9.53 Pacific NW Arts Fair 9 Sausalito 8.7 Portland Arts Festival 7.22	St. Louis Art Fair 9.21 Oklahoma City - Spring 8.58 Des Moines Arts Festival 8.57 Main St. Fort Worth 8.5 Milwaukee Lakefront 8.39	Winter Park 8.41 Cain Park 8.33 Northern VA Fine Arts Festival-Reston 8.14 Coconut Grove 8 Cincinnati Summerfair 7.86
SECURITY Was it evident before and after show hours? Your van?	Sausalito 9.36 La Quinta 9.13 Cherry Creek 8.81 Pacific NW Arts Fair 8.5 Portland Arts Festival 7.17	Des Moines Arts Festival 9 Milwaukee Lakefront 8.97 Arts & Apples Festival 8.84 St. Louis Art Fair 8.83 Cincinnati Summerfair 8.71	Festival of the Masters-Disney 9.36 Armonk NY 9.33 Boston Mills 9.24 Toledo - Crosby Gardens 9 TACA Craft Fair 8.86
HOSPITALITY Lots of friendly volunteers? Artists' rest areas? Amenities? Good party?	Cherry Creek 9.26 Portland Art Fair 9 Sausalito 8.93 La Quinta 8.25	St. Louis Art Fair 9.08 Oklahoma City - Spring 8.58 Des Moines Art Festival 8.52 Milwaukee Lakefront 8.45 Minn. Crafts Festival 8.43	Cain Park 9.5 Long's Park 9.33 TACA Craft Fair 8.29 Cincinnati 8.29 Northern VA Fine Arts Festival-Reston 8.22
FOOD Who might it attract? Was it good? Upscale? Easy to get?	Sausalito 8.5 Cherry Creek 8.46 Portland Arts Festival 7.43	Oklahoma City - Spring 9.18 St. Louis Art Fair 8.43 Arts, Beats & Eats 8.28 Ann Arbor Summer Art Fair Mich. Guild 7.38 Kansas City Plaza 7.37	Cain Park 8.83 Long's Park 8.22 Coconut Grove 7.76 Greater Gulf Coast 7.67 Winter Park 7.03
COMMUNICATION Consider the prospectus? Other info?	Cherry Creek 9 La Quinta 8.75 Portland Arts Festival 8.13 Pacific NW Arts Fair 7.57 Sausalito 7.24	St. Louis Art Fair 9.23 Milwaukee Lakefront 8.79 Des Moines Art Festival 8.76 Ann Arbor Summer Art Fair Mich Guild 8.56 Ann Arbor Street Art Fair 8.5	Cain Park 9.33 Artscape Atlanta 9 Long's Park 8.61 Greater Gulf Coast 8.5 Armonk Outdoor Art Show... 8.44
ACCESS Load-in, load-out, parking, early set-up?	Cherry Creek 9.03 Portland Arts Festival 7.75	Milwaukee Lakefront 9.66 St. Louis Art Fair 8.53 Des Moines Art Festival 8.52 Kansas City Plaza 8.33 Arts & Apples Festival 8.2	TACA Craft Fair 9.57 Armonk Outdoor Art Show... 9.5 Long's Park 9.39 Cain Park 9.17 Boca Raton Museum 8.27

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. Shows are grouped by the percentile in which they scored.

QUALITY OF EXHIBITION

<i>90th percentile</i>	American Craft Expo-Evanston Philadelphia Museum Craft Show Smithsonian Craft Show Washington Craft Show
<i>80th percentile</i>	Ann Arbor Street Art Fair Cherry Creek Arts Festival St. Louis Art Fair Winter Park Sidewalk Art Festival Festival of Masters - Disney Paradise City Arts Festival Fall Milwaukee Lakefront Festival of Arts Kansas City Plaza Art Fair Cain Park Art Festival Gasparilla - Tampa La Quinta CA Port Clinton - Highland Pk Naples National Art Festival Old Town Art Fair - Chicago Sausalito Art Festival Armonk Outdoor Art Show Artscape Atlanta No. VA Fine Arts Festival-Reston Highland Park Fest. of Fine Crafts Mainsail - St. Petersburg
<i>70th percentile</i>	Coconut Grove Atlanta ACE Minnesota Crafts Fest - St. Kates Crafts at the Castle Portland Arts Festival Long's Park Art & Crafts Festival Boston Mills Artfest Pacific NW Arts Fair Baltimore ACE St. Paul ACE Magic City Arts Connection - Birmingham AL Laumeier - St. Louis Arts & Apples Festival 57th Street - Chicago Sarasota ACE Des Moines Arts Festival Winterfair - Columbus ODC Boca Raton -Museum, Crocker Center Ann Arbor State Street Main St. Ft. Worth Toledo - Crosby Gardens
<i>60th percentile</i>	B'ham MI Art in the Park May Columbus Arts Festival Mt. Dora FL Hathaway Borwn - Shaker Heights Oakbrook Fine Arts B'ham MI Art in Shain Park-Fall TACA Craft Fair Cincinnati Summerfair Virginia Beach Boardwalk Greater Gulf Coast Pensacola FL Oklahoma City Festival of the Arts Arts Beats & Eats Pontiac MI Madison - On the Square Ann Arbor Summer Art Fair Dogwood Festival - Atlanta
<i>50th percentile</i>	Uptown MN St. James Ct. Louisville Artigas - W. Palm Beach
<i>40th percentile</i>	Wells Street-Chicago

SALES

<i>90th percentile</i>	Smithsonian Craft Show Philadelphia Museum Craft Show
<i>80th percentile</i>	Cherry Creek Arts Festival Ann Arbor Summer Art Fair Sausalito Art Festival St. Louis Art Fair American Craft Expo-Evanston Crafts at the Castle Ann Arbor Street Art Fair Cain Park Art Festival Washington Craft Show Minnesota Crafts Fest - St. Kates La Quinta CA
<i>70th percentile</i>	Baltimore ACE No. VA Fine Arts Festival-Reston Pacific NW Arts Fair Bellevue Museum Main St. Ft. Worth Winter Park Sidewalk Art Festival Kansas City Plaza Art Fair Coconut Grove Milwaukee Lakefront Festival of Arts Port Clinton - Highland Pk Madison - On the Square
<i>60th percentile</i>	Des Moines Arts Festival Naples National Art Festival Arts & Apples Festival Ann Arbor State Street Long's Park Art & Crafts Festival 57th Street - Chicago St. Paul ACE Laumeier - St. Louis Old Town Art Fair - Chicago Mainsail - St. Petersburg Hathaway Borwn - Shaker Heights Atlanta ACE Sarasota ACE Boston Mills Artfest Uptown MN Cincinnati Summerfair St. James Ct. Louisville Virginia Beach Boardwalk Toledo - Crosby Gardens Paradise City Arts Festival Fall B'ham MI Art in Shain Park-Fall Armonk Outdoor Art Show
<i>50th percentile</i>	Columbus Arts Festival TACA Craft Fair B'ham MI Art in the Park May Boca Raton -Museum, Crocker Center Oakbrook Fine Arts Festival of Masters - Disney Oklahoma City Festival of the Arts Dogwood Festival - Atlanta Greater Gulf Coast Pensacola FL Winterfair - Columbus ODC Arts Beats & Eats Pontiac MI Artscape Atlanta Mt. Dora FL Artigas - W. Palm Beach
<i>40th percentile</i>	Gasparilla - Tampa Magic City Arts Connection Wells Street-Chicago Portland Arts Festival Highland Park Fest. of Fine Crafts

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

- 90th percentile* Milwaukee Lakefront Festival of Arts
TACA Craft Fair
Armonk Outdoor Art Show
Long's Park Art & Crafts Festival
Cain Park Art Festival
Cherry Creek Arts Festival
- 80th percentile* Philadelphia Museum Craft Show
St. Louis Art Fair
Des Moines Arts Festival
Washington Craft Show

HOSPITALITY

- 90th percentile* Cain Park Art Festival
Philadelphia Museum Craft Show
Long's Park Art & Crafts Festival
Cherry Creek Arts Festival
Crafts at the Castle
Sausalito Art Festival
Portland Arts Festival
St. Louis Art Fair
- 80th percentile* Oklahoma City Festival of the Arts
Des Moines Arts Festival

COMMUNICATION

- 90th percentile* Philadelphia Museum Craft Show
Smithsonian Craft Show
Cain Park Art Festival
St. Louis Art Fair
Paradise City Arts Festival Fall
Cherry Creek Arts Festival
Artscape Atlanta
- 80th percentile* Milwaukee Lakefront Festival of Arts
Des Moines Arts Festival
La Quinta CA

PROMOTION

- 90th percentile* Cherry Creek Arts Festival
Philadelphia Museum Craft Show
St. Louis Art Fair
Paradise City Arts Festival Fall
Smithsonian Craft Show
Pacific NW Arts Fair Bellevue Museum
- 80th percentile* La Quinta CA
Sausalito Art Festival
Oklahoma City Festival of the Arts
Des Moines Arts Festival

FOOD

- 90th percentile* Oklahoma City Festival of the Arts
Paradise City Arts Festival Fall
- 80th percentile* Cain Park Art Festival
Sausalito Art Festival
Crafts at the Castle
Cherry Creek Arts Festival
St. Louis Art Fair
Arts Beats & Eats Pontiac MI
Long's Park Art & Crafts Festival
- 70th* Coconut Grove

SECURITY

- 90th percentile* Cain Park Art Festival
Smithsonian Craft Show
Sausalito Art Festival
Festival of Masters - Disney
Armonk Outdoor Art Show
Boston Mills Artfest
Sarasota ACE
La Quinta CA
Toledo - Crosby Gardens
Des Moines Arts 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 - Pleasant neighborhood show, great, appreciative audience. Nice Show (2) Nice Committee. Always good for me (3 times) Like the way this show juries and rein-vites, I love this show, these people! Lots of visible, friendly volunteers. Beautiful old Chicago neighborhood. It was extremely hot this year - my first year - they put new artists in *blacktop ghetto*. Be careful about accepting personal checks, but one of my more reliable shows for decent sales.

American Craft Expo - Evanston - If you get in it's great. They do almost everything right.

Ann Arbor State Street - Every year the sales increase. Five figure show. Kathy was great about warning about bad weather. 2 tornado warnings. Hot weather & storms affected sales (4). Weather & security biggest problems Unimpressed with staff - adequate sales. This show is starting to wane - it really needs some retooling. Parking & heavy construction bad. Carnival atmosphere.

Ann Arbor Street Art Fair - Getting better very year. New director is great. The usual really good show - I want to stay in. Great director, volunteers. Big crowds, very unpredictable sales from day to day, but best show ever. Awful, grueling torture - GREAT SALES!! Too hot this year(2) but sales good. Hours too long- still! Long hard show. Temperamental weather.(3). Need a good spot. Bad Placement is death. Parking is a problem. Can be a 2 day show. Weather in 90's and booth on black top - not in a great spot (end of row facing inward). Difficult set up for me, no real show food, but great artist hospitality. Heavy media hype this year that parking was going to be a problem kept Detroit suburbanites from attending. For all four days of the show, artists need to be able to park free! Bad PR plagues this show. No big Wednesday buyers. Poor sales in comparison to past sales possibly due to road construction.

Ann Arbor Summer Art Fair - Tough hours. But always worth it! It keeps getting better. Quality is slowly improving. If sales are good we put up with the show. Crowd seemed down(2). Only bad thing about this show - the quality. Hot weather seemed to hurt. Tough one to do. Food in neighborhood, not show, on campus is secure, they'll crush you w/ rules. Set up is a major hassle (6 x 10 spaces), but they do the best they can!

Armonk Outdoor Art Show - Best run show I did all year - really friendly helpful people running the show. Decent crowds for NY. Good potential. Great Show. Small pleasant show. Not that accessible to public, lots of walking, the com-

mittee is very willing to listen to suggestions, complaints. Too many reproductions not controlled by promoters.

Artigras - W. Palm Beach - Sales good, too big, customers dicker. They need to eliminate their country craft half of the show. Lots of people, not many buyers. VERY unfriendly/unhelpful to artists. *Corporate sponsors* welcome - not us!

Arts & Apples Festival - Always a pleasant weekend, easy to do. Good location, good community response.. My best show ever! Five figure show easy. Good sales. Sales were good in 1999- but not always good. My favorite one to date Great food - educated crowd, too big - too much little stuff. The Only show I do, where end sales are equal low & high. Very slow Sunday due to Jewish holiday (2). Competition with reproductions is too much, not required to label repros. The park looks like an armed camp w/ ROTC invaders. Need less militant volunteers/ more info. Overrated show! Should only be on one side of creek.

Arts Beats & Eats Pontiac MI - The promoters gave their best, may be a fabulous low end show. No artist list in program, long hours, great food & committee. A show with potential took a turn for the worse in '99. Booths were broken into. Pushed as music & beer fest, poor security, had our tent vandalized show compted our booth fee and FedExed new tent parts for us. We thought they treated us great. Large crowds, but hours & music a nightmare. Poor layout planning for artists, music way too loud. The worst organized art fair I've ever done. I wish this could be a great show, but even though I won a \$1000 award I won't be back. The director was throwing out Bill Charney's name, but we don't know if Bill was hired or just called once to ask his consulting fee. The main problem is this story: Sharon Matusik had a corner spot. On the 3rd morning, she found that a food booth had been placed next to her spot overnight, even though in '98 the show promised the food would be completely separate from the artists in '99. When Sharon asked the show director about this, he said "this food vendor paid \$5000-\$6000 to promote the show - they deserve a highly visible place - besides you just sell art - you can sell it at the next show. So I won't do it again as long as this guy is directing! There are plenty of other shows. Beer was the draw - along with loud music....placement of artists seemed secondary to food booths, artists booth on the main streets looked good - side streets were poorly lit (sunshine blocked) & dingy. Tons of people, low end crowd. Big problems w/ loud music, non-existent trash removal, public safety. Too loud music!!!! (2) Suspect uneven locations. Promotion low score due to ample promotion of music & food, but not art. Terrible experience, exploitation.

Artscape Atlanta - Weather hurt this first year show - but our mailing list pulled it out - Ardath did all she could to assure success. Area needs to be secured well before set-up - our only theft occurred here during early set-up. Horrible weather, the whole show (3). Tried so hard to do an excellent show, but rain! First year event - rained 2 out of 3 days. Inner city show

with real potential. Work out your hotel accommodations based on van access and parking accommodations. Exhibitor parking was good & convenient but access to show after hours was not allowed because of logistics - director is diligently working out many of the *bugs* discovered at 1st event. A beautiful show; less than 200 exhibitors; admission charge to public is understandable.

Atlanta ACE - Slow sales.

Birmingham MI Art in the Park May - Pleasant, great quality, warm helpers. Judges didn't visit my booth, good high end sales. Too many artists for the space. Too many lookers, disappointing show. Rain on Sunday (2) Trouble w/ neighbor (obstructing traffic) sales down 35%. Needs work. Show was too large in '99 - new promoter. Large Show - very dense-pleasant up-scale town. Not for painters.

Birmingham MI Art in Shain Park-Fall -Great local show. Declining sales, no longer artist friendly.

Baltimore ACE - Brings in the educated client. Keeps increasing fees - becoming a rip-off. Way too many exhibitors! Lousy response for Info by ACC.

Boca Raton -Museum, Crocker Center - Wonderful show. Publicity needs work (2). Attendance down, not enough advertising. This show needs work - used to be a great show. Show needs promotion!!! & better jury too! Needs to enforce reproduction rule (none) or those of us who are currently doing good at the show with originals will stop coming - some exhibitor quality questionable. Crowds were small, not our customer market.

Boston Mills Artfest - Draws serious buyers. Opening - great success. Crowd spends money for large ticket (\$1000+) items. Highly *decorative* work. Pleasant show. Conservative show. Much quality but pretty soul-less work. Lots of customers out to match their couch. Only done once - will know more this year. Tough weather. Low end, poor sales, hot. Over rated. It was hot, then it got hotter. Food is grilled (not good if vegetarian), weather always too hot, sales are not worth days. One large tent seemed dangerously close to collapse, after collecting a huge puddle of water. Gate.

Cain Park Art Festival - Wow!! That pretty much sums it up. Perfect. Like parking behind the booth. The best volunteers, could use more media coverage, only problem is location acts as a rain gutter. No warning about flooding problems. Terrible quality. Needs new PR push.

Cherry Creek Arts Festival - Outstanding. I love this show. 99 was best ever. Still the best. Tops in sales! Model for other shows. Most Excellent (Except check-in). Wonderful treatment and sales. The Best! (2) Lived up to the hype & expectations - incredible spacious layout. Always my best show. Full time staff does great job. Seems to have good things as it con-

tinues to change Would give excellent marks to access if vans could enter closer to *start time* - too much communication required after acceptance or application Great sales - but mostly small inexpensive art. Lost *luster* but still great show. Receipt of artist packet slow - other wise excellent Needed city maps and it was difficult getting to the booth in the morning with the van. Not my best show. Weather over 100 hurt sales, hurt my enthusiasm - no shade near booth. This show seems to have peaked. Wet! Lack of Friday start really hurt crowd & sales. Hot weather plagues this show.

Cincinnati Summerfair - Sweet show - nice people, great artist party, surprising sales. Hot weather. (2)

Coconut Grove - Wow, what a show! 5 figure show. Still a strong show! Consistent Show. My 2nd best show in '99. Great Show(2). Artist treatment was the best. The queen of Florida. Patrons attendance down. Overrated show - quality of art and sales good, but not outstanding. Sometimes inconsistent. My booth was located in slow traffic area - show has too many exhibitors. Wait & see attitude: show committee I was amazed they charge \$ for the program after charging artists mucho for ads in it. They need more on site jurying. The morning trolley on the first day is a joke Outrageous fees for artist parking at bank Expenses keep going up - no increase in sales. You pay a premium to insure a parking spot- \$120 for 3 days. Logistics are difficult. Booth fee too high Show is going down fast. Their advertising has slipped. Weather can be unpredictable, many people. Demographics seem to be changing, I am considering looking for another show. Sales very poor last 5 yrs. Disappointing.

Columbus Arts Festival - Very well run & attended event. I like the use of supplied tents. Nice artists breakfast. Judges were very cursory - distracted? What a party - a true celebration. Long hrs. but it is a good show. Artist parking almost 1/2 mile away. An off year because of construction on one bridge Spaces small - no storage space Another show that needs work - too long - should be a weekend show - sales aren't that good. Too long, silly Champagne walk. Low end, poor sales. Hot! (2) Too long - 4 days - long hrs. Thursday should be eliminated!!! Need larger booth space for storage. You're there 4 days & Sat is the only day for sales. Promising, but poor sales. Turning of electricity at night before artists were packed up! (at least jewelers) I hope this will change. Because of construction we had a bad location on a side street. Awards not well rounded, set-up tough. Too much buy/sell. No reason not to allow earlier set-up. Hours too long. Pressure to serve champagne.

Crafts at the Castle - This is a great example of a mediocre regional show turned around by a great director! Exceptional catered food for the duration of the show.

Des Moines Arts Festival - Great show. Superb treatment. Nice event - trying hard. Really nice group of people in the

art council. The show layout for 1999 was a great boost. My sales were lower than 1998 & the weather was better than 1998. They're trying! This show is a pleasure, wish for bit better sales. Hotel deal at Embassy Suites was great! Membership at YMCA was appreciated. Down from 98 Better Food! Remember vegetarians at brunch! Lots of mid range buyers. Rule enforcement is a problem for them.

Dogwood Festival - Atlanta - A small but very pleasant show - the flower show in Piedmont worth the trip. One day will be a great show. Has potential to replace Atlanta Art Festival. Nice setting, but looks of show needs work. Some crappy stuff included. No interest in buying - huge crowd. Local show for me; sales can be up and down, nice park - too many dogs (trying to stop this in 2000). Up and down quality of work.

Festival of Masters - Such nice organizers. They make you feel very welcome. Well done Show - just needs buyers. Never can tell about sales - audience changes due to tourists. Disney - Not a buying crowd. Nice on resume. A fun show but never strong for sales. Their program is too confining on booth location.

Gasparilla - Tampa - Better buying/ selling potential. Fabulous art, poor sales. Only good if you win a prize. They still won't give booth assignments by mail. The sponsors are so terrible. I refuse to do this again. Show going downhill. No sales. Awards judge did not want any exhibitor contact - wish I knew that. Too bad there is a Howard Alan show two weeks before this event. It has really hurt sales.

Greater Gulf Coast Pensacola FL- Great weather this year. Limited buyers in the area. Art work quality slid this year. Sales very bad this year! Boo! Staff unresponsive & framed reproductions EVERYWHERE!

Hathaway Brown - Shaker Heights - Serious buyers! Customer parking is a problem.

Highland Park Fest. of Fine Crafts - Promising show. If sales improve, it will be a top show. They are really trying hard! The director is great. For a second year show the quality was there but not the sales Very good quality for new show - very poor attendance in '99.

Kansas City Plaza Art Fair - One of the nicest shows I've done in 25 yrs! Best looking, best crowd, etc. Educated audience, good sales. Good solid show. Good show, the best for me. Good show, good management. Consistent in good attendance Nice Show, sales a little weak. A beautiful show, crowd reluctant to buy abstract work. Generally well run - hospitality could improve. Great music - well attended. Ok sales, had hoped for better, drive was too far. This show is in a great location but it is a conservative crowd - and we have never been able to increase our sales here over 3 yrs. Not as good sales as before. Time limit on set up access too short. Very long hours Needs to promote art buying. Will not return.

Dismal sales 3 years.

La Quinta CA - My best show in 7 yrs, didn't get in 2000 show (?). Storms shut down most of Sat. Bad, Bad experience with dust storm. Commission too high 20% commission & booth fee & donation!! Location can be a factor, weather.

Laumeier - St. Louis - Very good crowd, not too big a crowd either. I like St. Louis a lot. Very nice show. Fabulous site, very supportive patrons. Many bad locations, access stinks! Parking remote 30 minutes each way waiting for shuttle. Exhibitor parking a 2 mile bus ride away. minimum 20 minutes. Far away parking with shuttle, loading in & out great trouble. (2) Hard to buy tickets for food- time hassle - lines for tickets AND food. Low sales

Long's Park Art & Crafts Festival - Good quality, heavy in crafts. Top notch treatment of artists. Good show, good sales. Good, if weather is too. Great low stress show. Great atmosphere, when Rt. 30 is done maybe the crowds will be back. I didn't see the high end buyers I saw last year. Weather was OK but there was a hurricane scare. Dismal sales but beautiful setting and very generous committee. Very unusually low sales for me. I usually have much above average sales at Long's Park.

Madison - On the Square - Lots of exhibitors - but lots of customers too. Quality was spotty here, but it was a good crowd overall. A bit too crowded. Patience is necessary. It is so hard to set up. Very uncooperative. Load-in, load-out a nightmare, people, sales & more sales. Mob of people - booths too close - still haven't quite got the set-up easy. First time, all 1st time artists in same bad location. Parking a big problem. The show is too big for *be-backs*.

Magic City Arts Connection - Birmingham AL - Lots of community support. Beautiful setting, great staff & director, they treat artists well. Has great potential, well-heeled/ educated crowd, must dolly in from hard to find parking spaces. Great artist party, consistent sales. Continues to build, good ambience, fun. Hard setup/ tear down because of area, great committee that treats you nice.

Main St. Ft. Worth - Best Show I've ever done. Bad weather can trash this show, but '99 was perfect. Many did very well in '99. Judges didn't visit my booth. Wind was a problem, set-up procedure needed improvement. Several artists booths hammered by wind (3) Good crowd for drinking beer. 450,000 people, big beer crowd.

Mainsail - St. Petersburg - Good show, they like me there. Other people sell - I don't (Glass). Rainy & cold 1/2 days. No booth assignments by mail.

Milwaukee Lakefront Festival of Arts - Always a class act! Hard to improve upon. Very easy to do and safe set up. Good sales top it off. Nice show - a favorite. The best awards pro-

gram. My best show. Great location, conservative crowd. Up from other years. Easy to do. Dull sales, conservative. Disappointing sales, otherwise fine. The town has mostly small-purchase buyers. Weather becoming problem - wet. Hate the weird booth size. A few very low quality exhibitors were there! Not a very engaging audience. On site food is limited.

Minnesota Crafts Fest - St. Kates - My best show of the year, not so for others. Great show with great reputation. Small but great crowd. Slow.

Mt. Dora FL- Great Show. Poorly run and laid out; unfriendly town and police; way too many artists = diluted sales. Everyone wants to know if you will be at Winter Park next month. An OK show that's very overrated. Set up is after 10 at night, when the streets are empty at 8:00.

Naples National Art Festival - I could have sold everything twice. OK to great, depends on spot. My spot had easy access, most didn't. Good show. One of the better selling shows in Fla. Great show, high in buyers. I was so busy I didn't find food till after. Very involved patrons. We are going back. Sales fair, expected better, everything else good. Everything was right except sales. No exhibitor list, little info as possible. If exhibiting in the park, only hand carts allowed. Director not too friendly.

No. VA Fine Arts Festival - Reston - My best show of 1999. Top notch. Good show getting better each year, well educated, affluent audience. I get more follow up business from this show than any other one I do. This show will be great! Pat and Anne super coordinators. Hotel deal at Hyatt was very nice. Nice show- should have better sales given the area. Don't really know if it is well advertised People are more interested in buying your work at the next show. Down from 98. This show just begun Fri. night setup but needs to improve organization for setup. Setup a nightmare - badly organized and poorly communicated. Load - in was only glitch in this show due to poor communication

Oakbrook Fine Arts - Great quality art. Could really be a great show if artist could show more work; must use their displays - hard show because clients want to see more work and van is parked good ways away. Way too many photographers at 99 show. In mall setting - mostly mall crowd. Mall show - many restaurants nearby. Bad weather hurt sales.

Oklahoma City Festival of the Arts- Too long - will not do again. Too many days and too long of hours. Too long - 6 days - long hrs. Too long! Too long! Too long! Best Patron program Very conservative public. Show is way too long. Frightening weather. Miserable show. Not my market. Will not return. Rained out 1 of 6 days - the Saturday - too bad. It seems to always rain, too many students. Weather extremes were a factor here-very hot for 2 days, then cold rain for 4 days.

Old Town Art Fair - Chicago - My 2nd best show of 1999. Thank god I'm in! Large crowds. Very crowded - big party - reliable sales. Rain this year, bad load-in and out could be helped enormously if this lax committee paid some attention to the problems. It rained too much this year. Set up the day of show a pain. Rain (11) This was good for me even in rain. Very good all around - though hard. Early Sat a.m. set up terrible. Loved promo. Bad weather this year. Eager public in spite of rain. Access is a nightmare. Weather & the usual set-up problems. Bad weather This show needs to be advertised - it is nothing more than a party weekend for the local neighborhood. Drinking is becoming a real problem at the show. 99 was washed out on Sunday. Take down/ set up is an utter nightmare. Booths - 5 vehicles (\$20/day). Weather adversely affected sales - great weather & crowds on Sat., terrible on Sunday. Beer in show has changed it Setup and take-down can be EXTREMELY difficult They are trying to get new artists and get rid of those whose work hasn't changed. Accommodations difficult.

Pacific NW Arts Fair Bellevue Museum - The best I've experienced in sales but very grueling hours & conditions. Very high % commission show 25%+ This show will never be a truly national quality show until they get rid of the percentage fee of 25%. It is unfortunate because this market deserves a great show.

Paradise City Arts Festival Fall - Beautiful show - well run, high quality, great food. Good media coverage. More like an ACC show this year. Not enough 2D art buyers. Great quality, not the buyers to merit fees. Weather/ not enough attendance, beautiful show. Lots of shoplifting this year during the show. (2)

Philadelphia Museum of Art Craft Show - The best show ever. It is an honor to participate Never done better! Absolutely fabulous. If you get in it's great - the quality can be spotty. This show had less attendance this year and has a very traditional buyers.

Port Clinton - Highland Pk - What an affluent crowd. Amy Amdur really checks our her exhibitors to make sure they are doing their own work Good staff, good standards (checked each booth for repros). My best show for sales - very congested. A very nice show, nice promoter that knows how to bring in the buyers, but also knows how to really stack in the exhibitors - some spaces not so great. Food was in neighborhood not show. Good crowd. Amy A. makes it happen This show is tough to define., can be good or real bad. The quality is not what it once was. Never has been great sales for me (Photog) 1st time, bad location.

Portland Arts Festival - Everything but sales. stellar presentation disappointing sales. This should not be an all originals show YET - it just doesn't have the clientele. It would have been a good show if allowed to sell my Giclee prints! Load in OK - parking remote. Crummy weather.

Sarasota ACE - Great first time ACE show - the aisles were full the entire show. Problems (air & floor) w/ outer tents - but will be fixed for next year. Well run and easy to do. Your normal efficient ACE show. People in main building had much higher sales than either temporary tents. Part of show in tents badly lit, no AC (2). Temporary buildings too dark, too hot and not well attended. Food too expensive. Terrible arena bldg & tents, too hot, too cold, bad floor, bad light. We were led to believe the facilities were better.

Sausalito Art Festival - Artists relations the tops! The #1 in artist-friendly! Load in is tough but they help all they can. Overrated quality but potentially great sales. Parking remote - shuttle unpredictable. They say no reproductions - but they allow it anyway. Lousy info - lousier attitude of director & staff to deal with problems.

Smithsonian Craft Show - My favorite show to do when I get in. Good sales, awful access, some stuff great - other NOT.

St. James Ct., Louisville - Helpful block captains, lots of patrons, director present. 3rd St. Show can now park behind booths. A circus but they buy. Our best show for most categories (not sales). Sales usually better. Crowded, junky, carnival, confusing, but director is making it better. Very cumbersome registration process - deposit in Feb., balance due in May - no reminders.

St. Louis Art Fair - Outstanding. Wonderful in everything. Another best venue. Wonderful people. Larger advertising and great weather. Best of all. Attracts quality crowd. Good opening night. Good show, good management. Almost as good as Cherry Creek! Love to do this one every year. They know how to do things right - a beautiful setting for an art fair. Positive - enthusiastic staff. All round excellent show. Very good all around. Noon setup seems late - was never able to get to food booths so I can't comment on them - difficult to eat after the show (too late hotel help wants to go home). Very nice show. A little better each year. Short time setting up. Allowed large RV with trailer to enter and block street.

St. Paul ACE - Love this show! I love the jewelry lock-up for jewelers - may cost - but reasonable. Truly gross food & no parking for customers on Friday. Slow sales.

TACA Craft Fair - Nice committee - 2 days would be better. Crowd & sales slow, don't know why. Attendance & sales down except of Sat. Show is not *growing* - sales stagnant & the buyers are not coming. Needs help. Otherwise is one of my favorite shows.

Toledo - Crosby Gardens - Small show, great location, needs art! Friday night preview should be open to public. Shuttle parking or a long hike.

Uptown MN - Excellent quality. Feels like change for better. Seems like this show is trying to get it right. Still too big, but

good. Too big! Way too big! not at all discriminating, music too loud. Crowd was trashy. Mish mash of art and bad crafts. 62 photographers! no security. Too huge & impersonal. Way too big & out of control. Too many things wrong, should be a better show. Too many artists No one cares. Done 4 yrs. now and sales not worth it.

Virginia Beach Boardwalk - Disastrous weather! Staff handled it very fairly and showed respect for artists and their work. (used ratings from previous year). Fun show when weather is nice. Wish show could attract more quality exhibitors - too much mass produced glass stuff. Great treatment of artists. Buy two spaces for comfort & for spreading out. Bad weather too many artists, too large a show, unfairly judged. Low end, poor sales, terrible weather. (3) Rainy & cold 3/4 days - hard show - work out logistics to make easier.

Washington Craft Show - Small, but sophisticated crowd. Getting better. It's just not a great selling show but the quality is great. Exhibitors not allowed to eat food at the dinner party and fed a sub-standard meal ahead of time.

Wells Street-Chicago - Bad in all respects, city using the show as a cash hog. What a mess! Vendor/ sponsor booths certainly spoiled this show for me. Set up is a nightmare. No interest from community. Very poorly organized - have done it 4 yrs but won't do again. Set up - too early (5:00 am), called about questions - didn't call back, this is a street festival? It rained all day Sunday.

Winter Park Sidewalk Art Festival - Great town, great people, great sales. Great Show. Love the boxed lunch delivery service. Nice show, nice crowd. A good looking, quality fair. Great weather - sales. Great sales is '99. Five figure show. Well-juried. Nice setting w/ great crowds. Committee good on upholding rules. A pleasure - attentive crowd willing to buy. Love it. One of the few decent shows left in Fla., very well run. Show is a tad conservative, but beautifully organized, nice park setting, nice pre-ordered lunches. Show judges made visual and physical contact with each artist. Very professional. Not as good sales as previous year. Good hours, buying crowd, easy pace Nice show - my 1st time there. I will apply to this year year after year. No early set-up. Good crowds but sales are slow. Rules ridiculous, apply to some not all. Cooking fumes and food hawking are a problem. Overrated.

Winterfair - Columbus ODC - Good show for jewelers & novelty items. I have a hard time with sales at this show. Many others also had poor sales, while some had their usual show, who knows? Usually one of our best shows. This year sale took a nose dive - no visible reason.