

2018/19 Sale Committee Year End Report

May 8, 2019

| | |
|---------------------------|---------------------|
| Sale Chairwoman | Elizabeth Springett |
| Sale Chairwoman | Nancy Flood |
| Assistant Sale Chairwoman | Marnie Smith |

The Weavers' Guild of Boston 2018 Annual Fiber Arts Sale and Exhibit was held on October 25-27 at the Wellesley Village Church in Wellesley, Massachusetts. (Setup was on Wednesday, October 24.) We had a beautiful display of more than 1650 items submitted by 35 guild members. Close to 30% of these items sold, at an average price of \$53 each. This resulted in more than \$20,000 distributed to our guild members. And, we were interviewed by a local video production firm. Well done!

Logistically, the sale went smoothly. Many volunteers helped to jury, set up, and break down the sale in the short amount of time planned for the event. Our steps toward automation helped to improve accuracy as we, for the first time, printed item tags from the inventory spreadsheets. Thank you, everyone, who contributed your time and energy to the sale! We couldn't have done it without you.

Financially, overall sales were down from previous years. We attribute this to the fact that attendance was down due to cold weather and a terrific nor'easter on Saturday. We essentially broke even on the sale – covered our expenses but did not make extra money for the guild.

At this time, we are actively planning next year's event. Our goal is to have the sale in November (instead of October) in order to be more timely with holiday shopping. We are being cautious about spending dollars in order to improve the bottom line. We have been approached by organizations who would like for us to hold our very specialized upscale sale at their locations and are finalizing where the sale will be held. Regardless of where we will be, we know the location will be beautiful and the sale will be spectacular! We are hoping that everyone is weaving at least one extra item on each warp to save and put in the sale.

I'd like to take this time to personally thank everyone for their help and support for the last two years while being the Sale Chairwoman. My time is done and I will miss the hustle of putting the sale together but know that Nancy, Marnie, and the newest sale committee member, Sara White, will do a fabulous job.

2018 Sales compared to Previous Years

| | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 |
|-----------------------|----------|----------|----------|----------|----------|----------|
| Gross Sales | \$25,466 | \$36,363 | \$29,753 | \$29,963 | \$33,915 | \$31,712 |
| Weavers Take | \$20,231 | \$29,720 | \$24,397 | \$24,423 | \$27,786 | \$25,994 |
| Guild Gross | \$5,238 | \$6,643 | \$5,466 | \$5,540 | \$6,129 | \$5,718 |
| Rent* | \$1,200 | \$760 | \$800 | \$800 | \$750 | \$750 |
| Other Expenses | \$4,134 | \$3,859 | \$3,280 | \$2,891 | \$2,535 | \$1,984 |
| Net Profit | (\$96) | \$2,024 | \$2,185 | \$2,649 | \$2,844 | \$2,844 |
| | | | | | | |
| Weaver count | 35 | 41 | 37 | 34 | 40 | 31 |
| Items submitted | 1,652 | 1,756 | 1,560 | 1,566 | 1,820 | 1,555 |
| Items sold | 483 | 648 | 471 | 479 | 633 | 544 |
| Avg \$/item | \$53 | \$56 | \$63 | \$63 | \$54 | \$58 |
| Avg. units/ weaver | 14 | 16 | 13 | 14 | 16 | 18 |

*\$300 of this rent was paid in the previous fiscal year.