

# Weavers Guild of Boston Sale & Exhibit 2017 Report

Elizabeth Springett - Chair  
Nancy Flood - Assistant Chair  
Nancy Barry - Venue Space Organizer  
Beth Guertin - Treasurer

Pamela Burrows - Publicity  
Beth Parkes - Inventory Control  
Judith Shangold - Graphics/Mailing List



## **Thanks to all who helped!**

A big thank you to all who helped with the sale this year. Everyone's assistance and input was greatly appreciated and made it a huge success.

As you all know the sale venue space was in a new location with new dates and times. This took many hours of research and meetings to accomplish this task. Thank you Beth Guertin, Diane Chaisson, Nancy Barry, Ginny Longley, Carol McClennen, Susan Pippin, and Nancy Flood for being a part of that committee. A big thank you to Diane Chaisson for having the connection with the Village Church in Wellesley which was our final resting spot for the 2017 sale and will be our location for 2018 as well.

Thank you to Nancy Barry and Beth Guertin for all their time spent on research, planning, meetings, and emails for the layout and display racks needed with the new venue space. We purchased 2 round racks with glass tops, 2 half round racks, 4 black grid racks, 1 guild challenge wooden rack, and 20 black table cloths. We also used, thanks to Beth Guertin, 16 of her 6 foot long tables. I think we had just the right amount of display units for the space, well done Nancy and Beth!

Thank you to Judith Shangold who remotely and efficiently designed and had made the posters, postcards, yard sale signs, flags and sandwich board signs. Thank you to Judith as well for keeping of the postcard and email list. Both list have been updated with the 2017 deletions/additions. Total 1204 for postcards, 224 for emails.

Thank you to Pamela Burrows for her help with publicity and getting the word out about the sale and all it's newness.

Thank you to Beth Parkes for inventory control and loving numbers! I so appreciate your help with keeping track of the 1756 submitted items and the 41 weavers who submitted them.

Special shout out to Carol McClennen and Ute Taylor for sweeping and putting the room back to the way we found it, this eliminated the sexton fees. This was a great help with reducing our overhead costs. Thank you!

Thank you to Nancy Flood who stickered all of the postcards with labels and stamps had helping throughout. Tag, you're IT!



### **The sale was a success!**

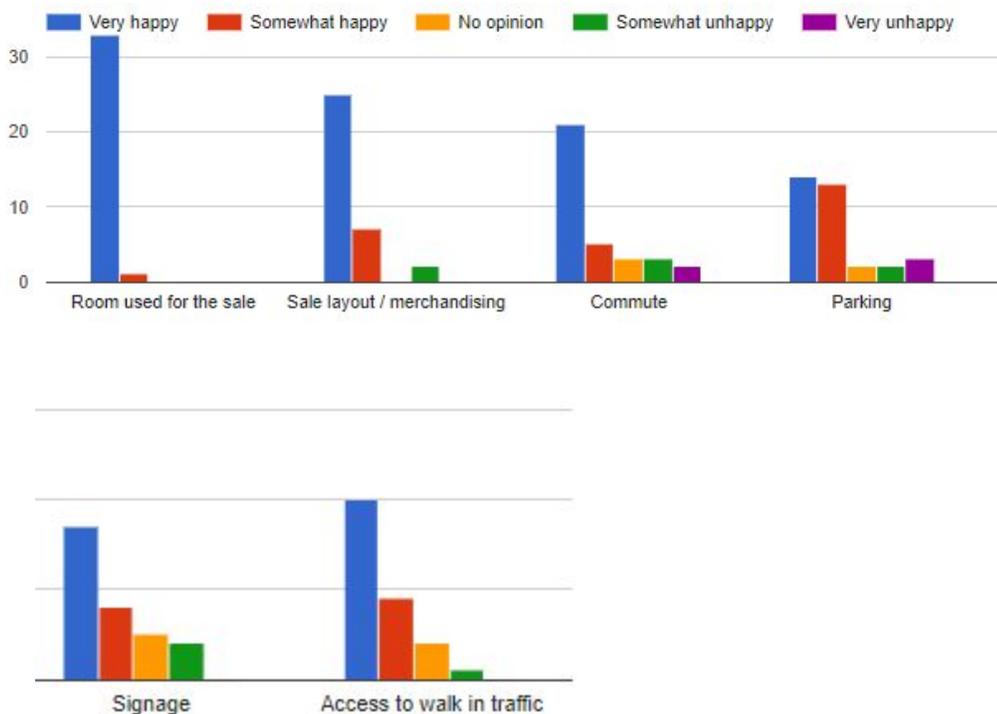
41 guild members submitted 1756 articles, of which 548 were sold! Gross Sales were up **19%** from last year, making this the largest sale in several years. We are still calculating the expenses and profit to the guild. (Expenses were higher this year)

Towels, scarves, cards, and bags were the best sellers - and accounted for 56% of the items sold! (60% of the towels submitted were sold.) We'll provide more details, include price ranges in a future bulletin article.

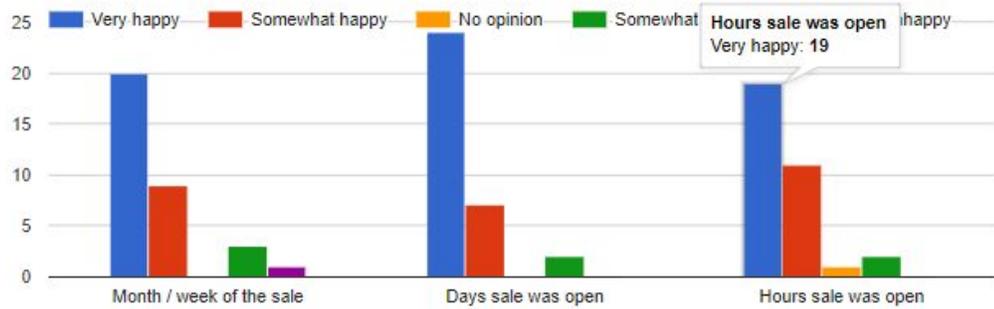
	2017	2016	2015	2014
Gross Sales	\$36,362.68	\$30,409.58	\$29,963.02	\$33,832.96
Weavers Take	\$29,720.08	\$24,287.17	\$24,972.02	\$27,786.19
Guild Gross	\$6,642.60	\$5,465.77	\$5,548.73	\$6,128.81
Expenses	\$4,618.72	\$3,280.31	\$2,899.44	\$3,285.87
Net Profit	\$2,023.88	\$2,185.46	\$2,649.29	\$2,843.94

After the sale, 35 participants gave us their thoughts on the new venue and dates. Overall, the response was positive!

How satisfied are you with the new location? Please rate:



Were you pleased with the timing of the sale?



### SPECIAL EXHIBIT: Summer/Winter

This years Guild Challenge was Summer/Winter weave. Adele Harvey came up with the challenge and Beth Guertin did an excellent job with display of the guild challenge both at NEWS and at our annual sale.



## What's Next?

Save the date for 2018: **Wednesday, October 24 to Saturday, October 27**

Wellesley Village Church (same location)

### Notes:

Based on your input, we'd like to make improvements to our guild processes (tagging, spreadsheets, jurying, setup, breakdown). Thank you for telling us what you think!

Nancy Flood has spent many hours developing new tags. This year we will be implementing new tags that is pre-printed with information straight from the inventory sheet.

The Guild will take 20% from the retail price of the item sold if the weaver has worked a minimum of 3 hours at the sale, and 33% from the retail price of the item sold if the weaver does not work. A portion of the proceeds support the Guild Scholarship Fund.

Our system for set up, jurying in and out, and break down will be more controlled and organized.

Set up, jury, and break down systems and notes:

1. Receive product in foyer. Have list of what is coming with guild names and numbers. Get list from Beth Parkes (?) All items to be in plastic bins with guild number clearly on bin. Some one person to receive the product. ME?
2. Set up 6 tables for jury. Need 12 jurors and new instructions, pencils, pens, safety pins etc.
3. Have someone to monitor jurors- bring them product, remove completed product. Answer questions, etc (this could be the same person as the one who receives the product, #1)
4. Have a team of 2 to unload truck and a team of 2 to put together the display units. These 4 people need to know the floor layout. Provide them with a floor layout plan.
5. While product is being juried others (the 4 from #4) will be setting up the display racks and tables.
6. After the display racks are up and positioned then the product can be put out.
7. Empty bins will be stored in the chapel (numerically).

Elizabeth and Nancy F will be co-chairs for the 2018 sale. ***Marnie Smith has joined our team!***

Respectfully,

Elizabeth Springett

Nancy Flood

May 9, 2018

