

What is Artists Market?

Artists Market is an annual sale sponsored by NorthStar Watermedia Society. It is a fun two-day event open to all members** from the beginner to the professional. Show and sell your artwork, get to know other artists, attend free demonstrations, and get inspired!

Note: All members are invited to participate—this is a non-juried show.

**If you are not a member and would like to participate, please go to <http://northstarwatermedia.com/about-nws/join/> to secure your membership.

Location: Minnesota State Fair Fine Arts Building

SALE Days & Hours: June 2-3, 2023

* Friday, June 2nd 9:00 a.m. to 7:00 p.m.

* Saturday, June 3rd 9:00 a.m. to 6:00 p.m.

* Set Up Day & Hours: Thursday June 1st 11:00 a.m. to 6:30 p.m.

Acceptable Artwork: All mediums accepted. Any Two Dimensional, Original (no prints**), Hand-Made, One of a Kind Artwork. **Printed cards may be sold. No crafts, please.

Registration Deadline: May 8, 2023

To register, please use the online registration form:

<https://northstarwatermedia.wufoo.com/forms/zl0mcmcy0cw527e/>

What about Sales Tax?

Artists will need a Sales Tax ID number and are responsible for collecting and reporting sales tax at the sale. ****Exception:** you collect \$500 or less during the calendar year from sales. (see **note below**)**

How to apply for a Minnesota ID Number:

Online –www.revenue.state.mn.us and type **register your business** into the Search box.

By phone – Call 651-282-5225 or 1-800-657-3605 and press 2.

By mail – Download Form ABR, Application for Business Registration from our website or write to: Minnesota Tax Forms, Mail Station 1421, St. Paul, MN 55146-1421

**** Exception: Certain individual sellers are not required to register to collect sales tax if they qualify for the isolated and occasional sales exemption.** To qualify, all the following conditions must be met: • The seller participates in only one event per

calendar year that lasts no more than three days; • The seller makes sales of \$500 or less during the calendar year; and • The seller provides a written statement to that effect (to be given to Artists Market on set up day) and includes the seller's name, address and telephone number. This isolated and occasional sales provision applies to individuals only. It does not apply to businesses.

What is the Minnesota sales tax rate?

Sales of artwork made at Artists Market are subject to 7.375% sales tax. This rate includes the 6.875% general state tax and the 0.5% Ramsey County Transit Sales Tax.

- **How to calculate sales tax:**

Price of artwork x .07375 = sales tax amount

Price of artwork + sales tax amount = total price

Example: Price of artwork: \$50

$\$50 \times .07375 = \3.69

$\$50 + \$3.69 = \$53.69$ Total Price

You may list sales tax separately on customer receipts

OR include the amount in the price of your artwork**

**Including the tax in the marked price of the artwork will help to simplify sales. If your sales price includes tax, please display a sign that says, "tax included" . Another suggestion is to round the total price up or down to mark all prices with round numbers. This will help to make your sales transactions easier since you won't need to handle any coins! For the above example you could mark the price as \$54, etc.

Do I need to use Square technology?

- No--Sales made with cash and checks only do not need a "Square"
- Yes--Accepting credit card charges: use the "Square" with your **cell phone or cell enabled tablet** (there is no WiFi in the Fine Arts Building).

Do I need to be present at my wall for the duration of the sale?

Although you most likely will sell more artwork if you are interacting with customers directly, you may not be able to be there at all times during the sale.

If you can't be present for the duration, you could

- have a friend or fellow artist monitor your wall
- leave a note stating that you will return at a certain time
- provide contact information such as business cards, etc. that encourage the customer to inquire about your artwork.

Can I share wall space with another artist?

Each participating artist registers and pays for their own wall. However, if you want to have a wall next to or near another artist, please note this on your registration form.

Do I need to pay a commission on artwork sold?

Yes. 10% commission is payable to Artists Market at the end of the sale.

How much does it cost to participate in Artists Market?

Participating artists rent wall space and the cost is dependent on the size of wall rented. Walls are 8-10 feet high.

6 ft.--\$50

12 ft.-\$80

16 ft.-\$100

How can I publicize the sale?

Since we are not sending out postcards this year, please publicize the sale through your social media contacts including Facebook, Instagram, personal email contacts, local newspapers, etc. Information regarding newspapers as well as a printable poster and press release can be found at <http://northstarwatermedia.com/artists-market/>

How do I hang my artwork? Do I need to use my own hanging systems?

Artists Market will provide 3M hooks for your use in hanging matted artwork and lighter works on stretched canvas. For heavier work and artwork framed with glass, metal hooks and wire is provided. **You will not need** your own hanging systems.

Will there be someone there to help me with set up and/or if I have a question during the sale?

A: Yes. Fellow artists as well as volunteers will be available to help with set up and to answer your questions.