

# Maine Crafts Association + Shop Maine Craft | Artist Referral Percentage Information

## Consignment Percentages: *Shop Maine Craft (SMC) Pays Artist*

60/40 Artist / SMC split for regular consignment gallery sales of objects \$1999 or less  
(Shop Maine Craft issues consignment check to artist)

70/30 Artist / SMC split for regular consignment gallery sales of objects \$2000 or more  
(Shop Maine Craft issues consignment check to artist)

60/40 Artist / SMC split for special orders managed by MCA or SMC and processed in-gallery  
(SMC issues consignment check to artist)

Ex: MCA or SMC coordinates custom order, or more, or different variation of items in stock. The items are delivered to the gallery and the sale is processed in-gallery with the customer.

## Referral Commission Percentages: *Artist Pays Maine Crafts Association*

MCA Members / Shop Maine Craft vendors are respectfully directed to pay the Maine Crafts Association a percentage (10% or 25%) of each sale that is a direct result of Maine Crafts Association + Shop Maine Craft efforts, referrals, representation and campaigns.

**25% to MCA** for special / custom orders originating through gallery but managed by artist and processed by artist: (Artists pays MCA using this online [FORM](#))

Ex: MCA or SMC staff connect a customer directly to an artist for a custom order if the nature of the order is best served through direct communication. In this scenario the artist and customer arrange for the delivery and payment.

Ex: A customer visits a Shop Maine Craft gallery, sees an item in the gallery and then contacts the artist directly to purchase the same type of item from them instead of purchasing in the gallery. (In this scenario, the artist may not remove the item from the gallery to sell it to the customer, they must tell the customer to purchase it from the gallery and will receive the normal consignment percentage).

**10% to MCA** for sales with customers referred to artists through MCA + SMC efforts but customer contacts artist directly: (Artists pays MCA using this online [FORM](#))

Ex: Sales gleaned through MCA + SMC social media campaign such as Source+Buy

Ex: Customer learns about artist in Shop Maine Craft gallery and contacts artist purchase or order something different than the items viewed in the gallery

Ex: Artist sales resulting from MCA or SMC features - featured artists, featured products, online exhibitions, ect

*Artists do not need to pay MCA a percentage for sales resulting from PAID marketing (such as co-op ads) or paid programs (such as craft shows)*

**Shipping:** Shipping - is case by case - can be shared and/or reimbursed as needed- depending on who the customer pays for shipping & who incurs shipping/delivery expense. Ultimately whichever party incurs the expense of shipping / delivery should be the one to be reimbursed / paid for it.

*Updated September 2021*