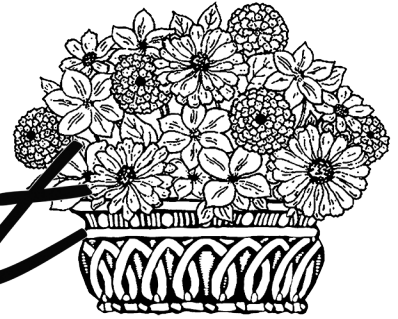


Today's Highlights: June 12th, 2021

- ★ **Twilight Market is Next Saturday. Plus Adding More Spaces on June 26th!**
- ★ **Be a M.V.P. - Member.Volunteer.Partner.**
- ★ **Weather, Birthdays, UnClassifieds and more on the back page!**

SATURDAY MARKET NEWSLETTER
June 12th, 2021 • VOL. 52- NO. 11
30 E. Broadway #124, Eugene, OR 97401
(541) 686-8885 | fax (541) 338-4248
[eugenesaturdaymarket.org](mailto:info@eugenesaturdaymarket.org)
info@eugenesaturdaymarket.org

Saturday Market



MARKETPLACE • COMMUNITY • CELEBRATION

From Kirsten

Good Morning Saturday Marketers!
Congratulations to our newly elected Board Members – Chris Pender, Vincent La Rochelle, Sarah Bast and Shannon Lee-Hutson! Please thank them for running and for serving the interests of the members.
Next Saturday is our first Twilight Market. If you haven't signed up yet, it's not too late. Please contact AJ, Tuesday-Friday 10am-4pm to select a space. The cost is \$5 and no revenue sharing. We are excited to have music that evening with a special act – DJ O.G.ONE! He is AJ's brother and the official DJ of the Portland Trail Blazers. Thanks to AJ for hooking us up with his talented Brother!
Sales have been strong for the first few months of this season and expenses are holding where they are expected to be. Attendance from the public is also strong so far this year. Keep doing what you do best – making beautiful art and crafts for the world to enjoy which will ultimately lead to the success of all that participate in the Saturday Market!
We sent an email on Friday about moving to the 75% capacity map on June 26th now that we are in the Low Risk category. We may go straight to full capacity on the 26th if the state reaches 70% vaccination by then. We will send another email to confirm the map for that Market that week.
Strolling members and booth sharing is now allowed. Booth sharing members must provide proof of vaccination at the Info Booth when they pick up their envelopes.
Thought for the day - Before you speak, let your words pass through three gates: Is it true? Is it necessary? Is it kind?

Happy Selling,
Kirsten

M.V.P. Message

Member. Volunteer. Partner.

Popping the Question

I was out of my booth at Silverton, stretching my legs, but I could have heard it at any art fair, anywhere.
If you have any questions, feel free to ask.
Please, artists, don't do this. I know, you want to engage with browsers, but you don't want to make them feel, well, pressured. So you toss out this phrase, and wait for them to make the next move.
Nine times out of ten, they won't. Why should they? It's not their job to make your job--selling your art--easy. And even the ones who might have a question, might not ask it for fear of sounding stupid. It's hard to speak up when you don't know enough to formulate a sensible question.
So what should you do? Well, say hello, first. Ask how they're doing. If they answer in more than monosyllables, they probably aren't averse to having a conversation, so start one. Volunteer information. Tell how your art is made, or tell what inspires you, or tell what got you into the medium in the first place. It doesn't have to be a monologue--one or two sentences are plenty. Then give them a chance to respond.
It'll feel awkward, at first. You should probably prepare a list of talking points before the show, mix and match them so you don't feel like you're giving the same speech over and over. Though it probably doesn't matter if you do. They'll only hear it once, even if you (and your neighbor) hear it ad nauseum. And the neighbor probably has their own speech prepared, that you'll learn so well that you can pitch it for them while they're on a bathroom break. (This is not a bad thing.)

Some of mine:

"I make everything on the potter's wheel, and paint it all freehand. No stencils, no decals, no shortcuts."
"Everything is individually hand-painted; even the things I do in multiples are one-of-a-kind."
"The clay is stoneware, fired in a 50 cubic foot gas kiln. The floor of the kiln and door roll out on tracks for loading, back in to fire."

Over time, I try out new turns of phrase. I dropped "thrown on the wheel", because it's not necessarily a familiar verb. I started using "freehand" this spring to describe the painting, and I like the sound.
Start a conversation. It'll make time in your booth go so much faster, and who knows? You might even sell something.

Frank Gosar
Off-Center Ceramics
Space #349

If you would like to submit an article for the M.V.P. Message column, please submit it via email to info@eugenesaturdaymarket.org by noon each Thursday.

Twilight Market Next Saturday

The Twilight Market is happening in one week! While AJ has finished booking people, we still have spaces available. If you would like to sell at the Twilight Market, then make sure you let us know ASAP.
Here's a reminder of a few key facts:

- The hours are 6pm-9pm
- Load Out for Saturday Market is 4pm-5pm and Load In for Twilight Market is 5pm-6pm
- The cost is a flat fee of \$5
- Reserve members can stay in their space into the Twilight Market
- You will receive one Saturday Market attendance point

We have another announcement about the Twilight Market:

Ritta's Burritos Will Be There!

For Twilight Market only, Ritta is coming back to the Park Blocks to sell her famous burritos. I know a lot of us have been looking forward to getting our hands on one so now's your chance. She is not ready to sell at Saturday Market just yet, but she will be here with her splendid cart next week.

Marketwide Mask Sale

First, thanks to all our mask makers! You did a wonderful thing by stepping up and making hundreds of masks when your community desperately needed them.
Now, we would like to help mask makers by holding a MarketWide Mask Sale on June 26th. Lane County has moved into Low Risk. Masks are no longer required in all spaces and are less in demand. I spoke with several mask makers and found that most are already offering discounts or repurposing their stock. This sale is meant to help you sell the last of your stock to make room for something new.
On June 26th, we will have a MarketWide Mask Sale. All mask makers that would like to lighten their stock can participate in the sale. That will be an Even Booth Map day for reserve members; however, we encourage all mask makers to come.
You will be in charge of your sale prices. That means every member participating in the sale can choose how to offer a discount. You can BOGO, you can do a percentage off like 25/50% off your masks, you can do a 2for\$, it's up to you. You can even make changes to your discounts as the day goes along. The choice is yours.
I suggest signs. Even a simple piece of paper that says SALE RIGHT HERE would get it done.

I will promote the sale in our public email newsletter as well as on social media and the website. Please email me at vanessaroy@eugenesaturdaymarket.org if you plan on participating in the mask sale. I will make a list of mask sales in advance plus promote you during that day.

clarifications, messages to the
eds, doodles, etc.

Envelope Art!
by Frank Gosar
Off-Center Ceramics
Booth 349





The Market Corner

Wishing a Happy June Birthday to lamp maker Brennan Struif on Sunday, woodworker David Duckett, jewelry artist Shannon Lee-Hutson, and tile artist Lobsang Gyatso on Tuesday, jewelry artist Pamela Pollock, fine artist Paula Eaton and body care artist Sarah Smith on Wednesday!

A very happy birthday to you all. We hope this is your best year yet!

Please tell us if you don't see your birthday on your birthday.

The Kareng Fund

The Kareng Fund is an emergency relief fund set up to help low income, self-employed artisans and their families who experience a serious career threatening crisis. You can make a donation any time. Please specify your donation on the front of your payment envelope. You can "round up" your fees to easily donate a little each week. You can also help the Kareng Fund every time you purchase something from Amazon!

To contribute through Amazon, go to smile.amazon.com and search for "Kareng Fund". From that point forward, every purchase you make through Amazon will benefit the Kareng Fund, helping artisans in need. Brochures are available at the Info Booth or on their website at www.kareng-fund.org.

The Kareng Fund is offering \$250 grants to any member that needs help paying their fees for the duration of the pandemic. These grants are available to all artisans affected by the absence of their usual markets. Access this grant by completing the application and indicating "Covid-19" in the Crisis Description section and "Loss of income" in the Financial Needs section.

Booth Weights Available

Booth weights are required for pop-up booths and umbrellas. All pop-up booths must have 25lbs of weights on each leg of your pop-up. Umbrellas must have 50lbs of weight. A flying booth can cause a lot of harm and a sudden wind is all it takes to send one flying.

We have canvas weight bags with clips available at the Info Booth or during the week in the office for \$10 each. They are not filled. You will have to do that yourself, but it's easy and inexpensive. You can purchase weighty material of your choice for about \$5 or less at Lane Forest Products.

Unclassifieds

To place your free unclassified, bring it to the Info Booth by the end of the day, to the office by Thursday at noon, or e-mail it to us at info@eugen Saturdaymarket.org with "NEWSLETTER" in the subject.

Free 8x8 frame for Market booth. Call Mike at 541-485-7981 (6/12)

The Boundaries Group is looking to hire an artist to create a beautiful poster about friendship. They have \$300-\$400 to spend on this 11 x 17 poster. They will offer it to agencies around town for donations. Email alexis@alexisreed.com if you are interested. They need the poster by the end of June. (6/12)

Parent of HFA adult wishes to connect with others who have a passionate desire to create, and live in, a nature-based, age-in-place co-housing community in or near Lane County. Contact neurodiversevillage@gmail.com (6/5)
Jo Ann Siner has buttons that say "I'm Fully Vaccinated" for \$2 each. Please find her in space #140 today. You can call to place a large order to pick up. 541-687-1105 (5/29)

Housing needed: Thirty-one year old woman, with two indoor, well-trained support kitties who are friendly with other animals, seeks a room in a house or studio in Eugene. Not more than \$600 rent plus my share of utilities. I am a considerate, responsible housemate, I keep mostly to myself but am not a total introvert. Thank you for considering. emmara-ven@gmail.com (5/22)

Afghani Cuisine is looking to hire an employee. Hours are Monday-Friday 11a.m.-2:30p.m. and Saturdays 11a.m.-5p.m. Please call 541-554-5581, if interested. (5/22)

Credit Card Sales

Saturday Market accepts Visa, Mastercard, Discover, & American Express. Send your customer to the South Park Info Booth with a properly filled out credit card slip. Remember to use only the member's name-not business name.

Your check for the amount of the sale less 5% for bank charges will be MAILED on Wednesday. Call the office if you would like to pick up your check. We will not put Visa checks into Reserve members' envelopes.

Reminder: You cannot charge your customers a fee or increase the cost of your product by a percentage for paying with a credit card. You can offer a cash discount instead.

Weather

Sorry to say that we may have some rain today. There's only a 40% chance, and it's supposed to be this afternoon or evening. Otherwise, it's going to be a pleasant day with a high of 78 degrees and mild winds from the NNW 5-10mph. The clouds may even part and let a little sunshine peak out. When that happens, make sure to run right out there and catch that sunshine. Unless it's in the street. Don't run into the street. That's always good advice, no matter what the weather is like.



sales, O sales, sales I hope!

Ancient Market incantation (Nov 3, 1973)

Committee Meetings

Night Market Task Force

Thurs., July 1st - 1:00 PM-3:00 PM

Board Meeting

Weds., July 7th - 5:15 PM-7:15 PM

Holiday Market Committee Meeting

Weds., July 14th - 2:00 PM-4:00 PM

Board Meeting

Weds., August 4th - 5:15 PM-7:15 PM

All meetings take place at the Market Office and Virtually with Zoom.

All are welcome!

Saturday Market Social Life!

Follow along with The Saturday Market on the website and through social media. Share your content to get included and reach a new audience!

Facebook: facebook.com/EugeneSaturdayMarket

Twitter / Instagram: @SaturdayMarket

We're also on Pinterest, Yelp, TripAdvisor, Google Business, YouTube, Flickr, & more.

THE SATURDAY MARKET BOARD OF DIRECTORS AND OFFICERS

Chairperson - Rachell Coe
Vice Chairperson - Willy Gibboney
Secretary - Diane McWhorter
Treasurer - Tym Mazet
Gary Becker, Len Gould,
Anna Lawrence, Shannon Lee-Hutson,
Teresa Pitzer, Chuck Roehrich, Jan Speulda

Committee Chairs

Standards Committee Co-Chairs:
Gary Becker, Teresa Pitzer
Food Committee Co-Chairs:
Colleen Bauman, Janet Rosenberg
Holiday Market Committee Co-Chairs:
Rachell Coe, Mary Newell
Sustainability Committee Co-Chairs:
Denise Gosar, Anna Lawrence

Staff

General Manager - Kirsten Bolton
Assistant Manager - JJ Hendrix
Site Ops Supervisor- Dave Welch
Marketing - Vanessa Roy
Membership Services - AJ Jackson
Stage Manager - Jimmy Haggard
Member Liaison - Zora Parker

E-mail - info@eugen Saturdaymarket.org
Office/Info Booth Phone - 541-686-8885
Office Hours: Tuesday-Friday, 10am-4pm

