

Creative Ohio



**A Newsletter
for the
members of the
Ohio Arts and
Crafts Guild**

Volume 3 Number 7

July 2003

President's Corner

As if we don't have enough to worry about, the June '03 issue of Sunshine Artist Magazine reports a rash of thefts occurring at A/C shows. East coast shows have been hit hard, can we be far behind? It is not just a simple matter of shoplifting, but a well organized pattern of stealing your cash box. Now, how in the world can someone be so careless as to have their whole cash box stolen you might ask?

Thefts reported appeared to be well planned. Your booth is watched long enough to determine your habits. When are you inattentive? When is your cash box left unguarded? Where do you "stash" it when you leave your booth for a few moments? The study reported that "they" operate in groups, determining the most vulnerable and opportune time to make a move. If you're the one they choose, you don't lose just an item or two, you're more likely to lose an entire days sales. They also strike when they think there is the most cash in the box.

What can you do?

- *Don't keep very much cash in your box, keep it on your person. As uncomfortable and ugly as those "fanny packs" are, they could really save you from experiencing this horror.*
- *Be vigilant. Look for people sizing up your booth.*
- *Remember they operate in groups. Usually a woman distracts you with questions while others are making off with your cash.*
- *You are most vulnerable when the show is over and you're packing up. Where do you put your*

cash box while tearing down? Do you put it in your car/van? As we all know, sometimes you have to make quite a trek back and forth to your vehicle - the perfect opportunity for a thief. Still the best and safest place is on your person.

Show thefts have become so prevalent on the East coast that some are hiring a security guard to watch their booth. Don't become paranoid - just be careful.

On a happier note, we have made our selection of the 2003 scholarship winners. Once again the guild will be awarding five \$1,000. scholarships to young people continuing their art education. You can see the list elsewhere in the newsletter. The guild is very lucky to have such a dedicated person as Don Earnest to handle this effort for us. I don't know how many years the guild has been awarding scholarships, maybe some of our older members remember when this started, but at \$4,000.-\$5,000. per year, it has grown to be a sizable amount, and Don has been responsible for handling this guild function since well before my time. Thanks, Don.

By the time this newsletter reaches you, we will be deep into our 2003 show season. Those of you that do shows will have a good indication as to how successful (financially) it's going to be. I've already heard good and bad reports. Remember to remind yourself why you're on the A/C circuit. I hope you're having as much fun as I am.

John Croft

Croft_John@email.msn.com



Members Respond

Editor's Note: Each month a question will be asked relating to the arts/crafts business. You can respond via Email: CreativeOhio@aol.com or Snailmail to the office address printed on the last page of the newsletter. Responses without Name, Medium, City, and State will not be published. The deadline to submit your response is the 24th of the month.

Our "Members Respond" column is getting a bit mixed up due to the publication lag time. I'll post responses when I receive them, so please continue to respond to questions that interest you.

THIS MONTH'S QUESTION: HAS ACCEPTING CREDIT CARDS HELPED YOUR SALES? IF YOU DON'T ACCEPT THEM, WHY?

QUESTION: DO YOU THINK HAVING A WEBSITE IS IMPORTANT FOR AN ARTIST/CRAFTER? WHY OR WHY NOT?

Sue & Michael Cappel
Stone Carver
www.thecopperrose.net
Newcomerstown, OH

At the persistence of our son Jason and his wife Kelly, we reluctantly gave way and allowed them to build our web site, and what a job they have done. The site has made it possible to reach people we otherwise would never meet. We emphasize the fact that our stone work is hand done and can show actual pictures of us demonstrating at some of the shows and some of our students that attend our classes at those shows or at our studio in Newcomerstown. We believe that during the slow times, as we have experienced the last couple of years at the local and state level, the web site has given us the chance to offer our one-of-a-kind creations to anyone, anywhere and the proof is we now have stone in 47 states which includes Hawaii. We can give any kind of information we wish such as: show schedules, histories, prices, maps to our location, our complete line of copper lawn art and any and all variations

of stone color and carvings, and this is only a short list. In short the advantages are many and the problems are virtually nonexistent. But, beware - you could get very busy.

QUESTION: DO YOU THINK GOING BY YOUR NAME, OR A BUSINESS NAME, IS BEST FOR YOUR ART/CRAFT? WHY?

Dorothy Filing
The Sewing Cabinet
Sewing
Rootstown, OH

I think using my business name has been beneficial for me. My business name, The Sewing Cabinet, tells the customer what I make - sewn items. The sewing cabinet was inherited from my mother who taught me to sew. How many nights did I watch her sew clothes for my sisters and me. I honor her by using "The Sewing Cabinet."

Whether it is basket garters, placemats & napkins, medical scrub jackets & pants, or quilted jackets, I sew them all using my two sewing machines. Nothing is buy/sell. I am proud of my products and my customers are pleased to purchase something homemade and unique.

Bonnie Bell
New Albany, PA
Life Member

In 1983 when I started my business officially (filing a schedule C and obtaining a sales tax number) I named my business Bonnie Bell - Artist. I do a variety of portraits and decorative painting items that are of my own design, and "artist" covers all. My booth stands out by the uniqueness of the creation which is only me. Besides I like my name, it has a ring to it!

Continued on page 3.



Continued from page 2.

Jennifer Wintrick
The Cleveland/Akron
Arts and Crafts Shows Booklet
Middleburg Heights, Ohio

I'd much rather know people's names rather than their business name. When I receive orders for my craft show guide, I like to send out an email that says, "Hi Sue! I just wanted to let you know that I received your order and..." If they don't send their name, I can't say, "Hi Clever Creatures!" It sounds so impersonal. And I always wonder, "Do they not want me to know their name for some reason?" I like so much to get to know my customers! If you do have a business name, you should combine it with your real name; for example "Sue Smith's Clever Creatures" or "Clever Creatures by Sue Smith."

JOIN OACG-L

A private Internet discussion group
for members of the
Ohio Arts & Crafts Guild.
Ask questions, compare notes,
share sources, show information,
etc., all with the convenience and
speed of email:
It's FREE and easy to join.

Send your name, email address
and membership number to
tinsnip@cg-tinsmith.com
and tell us you would like to
join the OACG-L.

WELCOME! NEW MEMBERS

Marion Burt
Centerville, PA
814-694-2425
Dried Florals
DBA: Marion's Florals

Cheryl Darrah
Shaker Hts, OH
216-752-4440
Precious metal jewelry,
specializing in
Venetian glass beads
DBA: C Darrah
Specialties

C Mayhugh
Fitton Ctr for Creative
Arts
Hamilton, OH
513-863-8873
Educational Arts Org.

Gina Foll
Erie, PA
814-868-8901
Media: Beaded jewelry
from European glass
beads

Amelia Hefferlin
Dexter, MI
734-426-2974
Jewelry
DBA: Beads and
Roses

Connie Menefee
Cincinnati, OH
513-681-3764
Word and paper art

Katie Vaughn
Garfield Hts, OH
216-587-2846
Painting/woodcrafts

Correction:
Sharon Wilson
Maineville, OH
1st Dreamworks

SCHOLARSHIP WINNERS

Each student receives \$1,000.

COLLEGE:

Erika Hill

Tipp City, Wright State University

HIGH SCHOOL:

Katie McCluskey

Mt. Vernon, Mt. Vernon High School

Jill Yanik

Lyndhurst, Charles F. Brush High School

Kelsey C. Beck

St. Clairsville, St. Clairsville High School

Genna Duberstein

Dayton, Northmont High School



Crafts and Copyrights

Many craftspeople use copyrights to protect their work. What is involved? And more importantly, how much protection does a copyright offer the average crafter?

WHAT TYPES OF THINGS DOES A COPYRIGHT PROTECT?

According to the U.S. Copyright Office, a copyright can be used to protect "original works of authorship that are fixed in a tangible form of expression." The categories are very broad and, yes, craft designs can be protected by a copyright.

WHAT DO YOU HAVE TO DO TO REGISTER A COPYRIGHT?

Actually, when the work is created, it is automatically copyrighted. That's right, all of your original pieces of work are automatically copyrighted without registering a copyright. However, to offer any real protection, you must register your copyright. Crafts would fall under the "Visual Arts, Drawings, Photographs, Sculpture, etc." category.

ONCE REGISTERED, HOW DO YOU PROTECT YOUR COPYRIGHT?

A copyright itself does not automatically keep someone from stealing your designs any more than a law keeps crime from happening. You must take steps to protect your copyright from infringement. This would involve not only finding people who may be infringing, but also enforcing the copyright through proper channels. For the average craftspeople, the amount of work involved in detecting infringement and enforcement is not feasible. However, a copyright will deter some people from copying your work. The choice is yours. If you have a piece of work that you fear will be copied, especially if you will be targeting a large market, you may want to consider registration.

Contact the US Copyright Office for more information at 202/707-5959. They also have a very informative website: www.copyright.gov

RAAB ENTERPRISES, INC.

**PO Box 33428,
North Royalton, OH 44133
440/237-3424**

**Submit slides or photos,
photo of display and SASE.**

**July 17 - 20.
Parmatown Mall, Parma, OH**

**Sept. 12 - 14.
Macomb Mall, Roseville, MI**

**Sept. 17 - 21.
Monroeville Mall, Pittsburgh, PA**

**Sept. 25 - 28.
Parmatown Mall, Parma, OH**

**Sept. 25 - 28.
Westland Center, Westland, MI**

**Oct. 9 - 12.
Eastgate Mall, Cincinnati, OH**

**Oct. 23 - 26.
Tri-County Mall, Cincinnati, OH**

**Nov. 28 - 30.
18th Annual Christmas Arts/Crafts Show,
Pittsburgh ExpoMart**

**Dec. 5 - 7.
23rd Annual Christmas Arts/Crafts Show,
EJ Thomas Hall,
Akron, OH**



Classified

CLASSIFIED AD RATES: Deadline is the 24th of the month. PLEASE NOTE we are on a **2 MONTH LAG**. For example - ads submitted on June 24th will be printed in the August newsletter. 1x rate - \$7.50 for 25 words or less plus .40 per word over 25. 6x rate - \$5.00 plus .30. Copy must be typed or printed. OACG members are entitled to one free classified ad per year (MAXIMUM OF 25 WORDS). Email free ads to Creativeohio@aol.com Over 25 words subject out above rate. Name and address count as four (4) words, telephone as two (2) words. PAYMENT MUST ACCOMPANY ALL CLASSIFIED AD ORDERS. Mail copy and payment to classified ads, Creative Ohio, P O Box 3080, Lexington, OH 44904 or fax to 419-884-9641 and charge to your Visa/Mastercard.

CRAFTERS: Send me your patterns and I'll do your cutting. Thin wood a specialty. Jack Van Horn, 740/849-0224, kroftse@ohiohills.com

FOR SALE: Two wood booths plus checkout booth. Built by Mike Mayernik. Used at Penn's Colony. Jan 440/254-4445; jhike13603@aol.com

JUNE 27 - 29 and AUGUST 22 - 24. EASTON ART AFFAIR. Columbus, Ohio. Huff's Promotions will present two Fine Art and Craft shows in the very popular Easton Town Center. This is the fourth year for this highly successful event. Fee: \$250. - includes electric. Over 125 booths will be available in the streets and around the outdoor Town Square of the Easton Town Center. \$2,000. in awards. The Easton Town Center features an upscale mix of more than 190 retail, entertainment and dining establishments. Huff's Promotions: 330/493-4130; Huffs promo@aol.com

AUGUST 11 - 12. Pre-1850's period artisans wanted for Licking Park District's Autumn Gathering and Harvest Moon Rendezvous, Granville, Oh. 740/-587-2535; lpd@msmisc.com.

AUGUST 23 - 24 & 30 - 31, & SEPTEMBER 1. 22nd Annual Great Trail Festival. Malvern, Ohio. 330/794-9100; greattrail@neo.rr.com; www.greattrailfestival.com.

AUGUST 30 - 31. Andover Arts & Crafts Fair. Williamsfield, OH. Non-juried, outdoor, hand-crafted items only. \$85.-15'x15' space. Food, entertainment, prizes. 440/293-5904.

SEPTEMBER 21. Sunday. 32nd Frontier Arts & Crafts Show at Ghost Town South/Findlay on State Route 68, CR 40; 10AM — 5PM. Browse through a reconstructed Ghost Town in the woods. Over 200 quality crafters and demonstrators. Free parking. Entertainment. Tantalizing foods. Adm.: \$3.50, children 10 & under free. 419/422-5723. Rain or shine!

SEPTEMBER 28. Octagon's Art Festival, Downtown Ames, Iowa. Fine art of original concept and design. Deadline: June 30. Attendance: 5,000+. Contact Heather Straszheim: The Octagon Center for the Arts, 427 Douglas Ave., Ames, IA 50010. 515/232-5331; galleryart@isunet.net.

OCTOBER 18. Crafters wanted. St. John Lutheran School, Garfield Heights, OH. Misc. Crafts, Candles, Wreaths, Bakery & Much More! No Garage Sale or Flea Market Type Merchandise Please. Ruthanne Chambers: 216/441-1069; email: rchambers@tec-network.com

NOVEMBER 20 - 23. The Christmas Show 2003, IX Center. Arts, crafts, decorating and retail. 1000 booth spaces. www.christmasconnections.com or 440/835-9627.

CALL FOR ENTRIES Feed the Body, Feed the Soul: Gifts from the Earth. National craft, art competition. \$3,500. cash awards. Deadline August 16. For required entry form, send SASE to FBFS, Fitton Center for Creative Arts, 101 S. Monument Ave., Hamilton, Ohio, 45011 or visit www.fittoncenter.org; 513/863-8873.

ONLINE SHOW REVIEWS

1. Go to <http://www.cgtinsmith.com/oacg/index.html>
2. Click on "Creative Ohio"
3. Click on Show Reviews
4. User Name=oacguser, Password=readoacg



OACG MEMBERS ONLY Merchant Services Program

A valid, active membership is required to secure the following rates. Call 800.347.7996. YOU MUST identify yourself as an OACG member and mention Franchise Code 1294. YOU MUST choose one of the following options.

- OPTION I:** Electronically Swiped Visa & MasterCard - 1.99%
- OPTION II:** Hand keyed Visa & MasterCard - 2.59%

IF YOU CHOOSE OPTION I - and then choose to hand-key a sale you will be charged "non-qual" fees. So, be careful which option you choose.

VISA NON-QUAL FEES = .41% + (non-qual processing fee .50%) or a total of 2.80%

MASTERCARD NON-QUAL FEES = .50% + (not-qual processing fee .50%) or a total of 2.99%

You must batch-out within 24 hours of an authorization or there is an additional non-qual fee of 1.10% for Visa and 1.25% for MasterCard.

ON-LINE STATEMENT - No Charge!

PAPER STATEMENT - No Charge!

You must choose one or the other. If you want both (paper statement & MyMerchantView.net) the fee is \$4.75.

VOICE AUTHORIZATION FEE - FREE!

ALL DISCOVER/NOVUS CARDS, ELECTRONICALLY SWIPED OR HAND-KEYED - 2.20% + \$.08 per transaction.

**NO MONTHLY FEES
NO MONTHLY MINIMUM
NO PENALTY FOR LOW VOLUME**

ETC4 - Touch-tone phone credit card processing
DISCOVER CARD - 2.20% + \$.08 **MASTERCARD/VISA** - 2.69%
TRANSACTION FEE - \$.40 (all cards) **NO MONTHLY MINIMUM.**
ONE TIME SET-UP FEE - \$20. **MONTHLY SERVICE FEE** - \$ 7.50
IMPRINTER - \$ 15. **CHARGEBACK FEE:** \$15.
VOICE AUTHORIZATION: No Charge

YOURPAY.COM - Virtual Point of Sale
ALL FEES ARE THE SAME AS ETC4 EXCEPT FOR THE FOLLOWING:

MASTERCARD/VISA: 2.59%
TRANSACTION FEE: \$.10 (all cards)
ONE TIME SET-UP FEE - \$44.95
MONTHLY SERVICE FEE - \$19.95

A valid, active membership is required. Be sure to mention OACG #1294 to receive these rates. Call 800.347.7996

CUSTOMER SERVICE:
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MASTERCARD/VISA - 877.641.0371



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DO WE HAVE YOUR EMAIL ADDRESS??

Please send your
email address, along with your name
and membership number to
CreativeOhio@aol.com

The Artist's Magazine

**\$7 off subscription, \$18.96 per year
call 800/333-0444
Mention OACG & Code T7AG6**



Treasures for the Tree 2003

\$200. Award to each First Place Regional Winner

Purpose: The purpose of the Treasures for the Tree project is to showcase the works of current Ohio artists and craftspeople by decorating the Governor's Residence official holiday tree with a maximum of 50 juried ornaments.

Who may enter? All Ohio artists are welcome to submit their original holiday ornament art for the juried selection.

How can I enter? You may submit an entry to the appropriate regional center between October 1 - 15:

REGIONAL CENTERS:

Southeast

The Dairy Barn
Contact: Julie Clark
8000 Dairy Lane
Athens, OH 45701
740-592-4981

Southwest:

Fitton Center for
Creative Arts
Contact: Rick H. Jones
101 S. Monument Ave.
Hamilton, OH 45011
513-863-8873

Central:

Ohio Designer Craftsman
Contact: Betty Talbott
1665 W. Fifth Ave.
Columbus, OH 43212
614-486-4402

Northeast:

Art House
Sheryl Hoffman
3119 Denison Avenue
Cleveland, OH 44109
216-398-8556

Northwest:

Arts Council of Lake
Erie-West
Contact: Martin Nagy
1700 N. Reynolds Rd.
Toledo, OH 43615
419-531-2046

- All work must be an original design and the work of the artist.
- All art and craft media are eligible.
- Ornament must be equipped to hang.
- Ornaments shall be between 3 - 5 inches in any one dimension.
- Ornaments shall not weigh more than 8 ounces.

Criteria

- Entries will be juried in five regional areas in October 2003.
- Entries will be received from October 1 to October 15.

Entries will:

- be packaged to ship
- be tagged with a 3 x 5 card listing name, address and phone number of artist
- be accompanied with an official entry blank
- Selected ornaments will be added to the Governor's Residence official permanent holiday decoration collection.
- Non-selected ornaments will be available for pick-up from the regional center at which they were dropped off.
- Winners will be notified in November by a letter from Mrs. Taft, and will also be invited to attend a reception at the Governor's Residence.

ENTRY BLANK (TO ACCOMPANY ENTRY WHEN SUBMITTED) PLEASE TYPE OR PRINT

Name _____ E-Mail _____

Street _____ City _____

Phone _____ Fax _____ Region _____ Zip _____

How did you learn about this? _____

Title of work _____ Local Media contact _____

Local Media Address _____

I certify that my entry is my original and agree not to publicize any winning entry until I receive a letter from Mrs. Taft.

Signature _____ Date _____

Creative Ohio

P.O. BOX 3080, LEXINGTON, OH 44904
www.tinsmith.com/oacg/index.html
Web Mistress - Marcia Giordano
Linda Rebman, Office Manager
75214.1242@compuserve.com
Guild Office Hours: M-W-F 9:00 AM - 3:00 PM
419-884-9622 FAX: 419-884-9641

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Treasurer, to be appointed

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*The opinions presented in articles within the
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“The Newsletter of the Ohio Arts and Crafts Guild”
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