

DECEMBER CONSIGNMENT AGREEMENT

ECCOTA offers a 20% discount exclusively to members during the month of December. The 20% discount is settled with a 10% split of commission between The Gallery and The Artist.

Because The Gallery uses a gross margin calculation in processing commission throughout the year, the full 20% is not collected on regular sales, meaning The Artist is routinely collecting more than the defined artist price on each item.

Similarly, The Gallery does not calculate the 10% split from the total gallery sale price but from the artist price, so ECCOTA does not recuperate the full 10% from the discounted amount. The Artist will see that reflected on their sales report for the month. Example below:

ARTIST		DISCOUNT		COMMISSION	
PRICE/PIECE	PRICE/PIECE	DISCOUNT	TOTAL	TOTAL	TOTAL
\$20.00	\$ 16.67	0%	\$ -	\$ 16.67	\$ 16.67
\$20.00	\$ 16.67	10%	\$ 1.67	\$ 15.00	\$ 15.00
\$20.00	\$ 16.67	10%	\$ 1.67	\$ 15.00	\$ 15.00
\$20.00	\$ 16.67	0%	\$ -	\$ 16.67	\$ 16.67
\$20.00	\$ 16.67	10%	\$ 1.67	\$ 15.00	\$ 15.00
<i>pre adjustment</i>					
Total	\$83.33		\$5.00		\$78.33

Regular Gallery price
(sale price of \$16 paid with discount)

Gross margin total
after ~20% monthly commission

10% split

Total paid to Artist per item
with discount

IMPORTANT - The Gallery uses a register system that applies the 20% discount to the entire purchase rather than selected items. Due to this, if The Artist chooses not to participate in the discount incentive their work will not be displayed during the month of December.

By signing this document The Artist acknowledges that they have read the following information and understand that ECCOTA offers a 20% discount exclusively to members during the month of December. Non-members will pay the regular Gallery price. The 20% discount is settled with a 10% split of commission between The Gallery and The Artist.

_____ I would like to participate.

_____ I would NOT like to participate and understand that my work will not be displayed during these promotions.

I have read and agree with the terms set forth in this agreement.

The Artist's Signature

Date

The Gallery's Signature

Date

Please return to the Elk County Council on the Arts **before September 30, 2017.**

ECCOTA, 237 Main Street, Ridgway, PA 15853

814.772.7051 | www.eccota.com | art@eccota.com