

## ***Glass Gathering Meeting Minutes***

August 11, 2017, 9:00 AM, generously hosted by Harmony Stained Glass, Pasadena, Texas, 20 members and 1 guest

Our President, Rene Palmer Armstrong, brought the meeting to order. Joanne Crull gave a Treasurer's Report and Glass Gathering's annual franchise report was late to the state so we owed an overdue penalty. Anne Hallman-Perez discussed the minutes being available on the website.

Regarding the field trip for the Galveston Art Walk, there is now a trolley that circles the event, so it has become easier to park on the perimeter and still see the whole area.

Our guest this month was Brenda Lee of G. Lee Gallery, whose gallery is in the Galveston Post Office Street area. Brenda gave a great, well organized talk explaining what galleries are looking for in artists that want to exhibit art. She sees herself as an "art herder" rather like a cat herder. She outlined the basics needed for an artist to become ready to approach a gallery and request an interview.



Brenda suggested artists talk to potential gallery owners to find out what their serious collectors are looking for. Also, artists and galleries both need to consider multiple income streams to accrue enough income to be profitable as a business. She told us artists need to find ways to get known by volunteering, entering shows, doing demonstrations and attending local events to network.

To approach a gallery, do your homework, make an appointment, and be ready to show how you can bring new customers into the gallery. The artist should already have thought about policy regarding pricing and discounts. There are other things the artist should consider as well, including trials in the potential purchaser's home and the mechanics of borrowing for and displaying during an extended exhibition.

Until next month, keep your kilns warm!