

COMMISSIONS POLICY

- 1) This Policy applies to all artists wishing to sell artwork through Umbrella in any capacity (whether in connection with an exhibition or not).
- 2) Every artist who chooses to exhibit or sell their work with Umbrella (whether within Umbrella's gallery or through external fairs or exhibitions or other events) must sign an Artist Agreement prior to entering into any arrangement with Umbrella (before the artwork enters Umbrella's care).
- 3) The Gallery will charge a 40% commission on all artwork sales (this is inclusive of GST). The price of each artwork should include the commission.
- 4) Sales from any fair or event that Umbrella showcases members' artwork at will be handled as follows:
 - a) Sales of artwork exhibited by Umbrella at the event or fair will attract a 40% commission.
 - b) A separate fee to recover a portion of or all costs associated with running workshops aimed at helping artists develop their skills and create new works (if any) for an external fair or event may be charged.
 - c) Those artists who do not participate in workshops nor receive support such as materials provided by Umbrella will only attract the 40% sales commission, with no further costs to be deducted from their artist payment.
 - d) Sales of works post-fair or event generated through referrals brokered by the artist or Umbrella within 3 months after the fair or event has completed (applicable to works that were exhibited or available as stock on hand by Umbrella at the fair or event) will attract a 40% commission.
 - e) Commission orders placed for new work generated through referrals brokered by Umbrella within 3 months after the fair or event has completed will attract a 40% commission.
 - f) Cost recovery will be determined on a case by case basis, as outlined in artist agreements, for each external fair or event, other than the Cairns Indigenous Art Fair (CIAF), which will be handled as follows:
 - i) Cost recovery will only be incurred if an individual artist's total annual sales from CIAF reach a threshold of AUD\$5,000. In this case, 50% of the workshop and material costs invested in that individual will be recovered, in addition to the standard 40% commission (to be deducted from the payment to the Artist).
 - ii) No costs will be charged back to artists who's total annual CIAF sales are below the above threshold.
 - iii) Those artists who's total annual sales from CIAF reach a threshold of AUD\$10,000 will incur a workshop cost recovery fee of 100% of the workshop and material costs invested in that individual, in addition to the standard 40% commission (to be deducted from the payment to the Artist).
 - iv) For the avoidance of any doubt, total annual sales from CIAF include all sales of works available for sale by Umbrella (whether exhibited or available as stock on hand) either at CIAF, or post-CIAF through referrals brokered by the artist or Umbrella within 3 months after CIAF has completed, including commission orders placed for new work generated through referrals brokered by Umbrella.
- 5) From time to time Umbrella may agree to broker a sale (including taking care of administration and freight) on behalf of a member without connection to any specific exhibition or current stock on hand. In these cases Umbrella will charge a 20% commission for this brokering service.
- 6) Although Umbrella strives to provide opportunities for artists to exhibit and sell their work, it is not a commercial gallery and as such does not exclusively represent artists in a commercial context. Umbrella members can exhibit and sell their work through any number of means unconnected to Umbrella, provided that these activities do not contravene any Artist Agreement they may have signed with Umbrella.