



John Crutchfield, Mixed Media

INVITATION/ APPLICATION

Hot Works™, LLC Fine Art & Fine Craft Shows Orchard Lake Fine Art Show®

July 24 & 25, 2021 18th Orchard Lake Fine Art Show
Outdoors, heart of West Bloomfield, MI

Estero Fine Art Show™

October 23 & 24, 2021 26th Estero Fine Art Show
Outdoors, JetBlue Park, Fort Myers, FL

January 8 & 9, 2022 27th Estero Fine Art Show
Outdoors at JetBlue Park, Fort Myers, FL

January 29 & 30, 2022 28th Estero Fine Art Show
Outdoors at JetBlue Park, Fort Myers, FL

Naples Fine Art Show™

October 30 & 31, 2021 5th Naples Fine Art Show
Outdoors, Naples Italian-American Club, Naples, FL

March 26 & 27, 2022 6th Naples Fine Art Show
Outdoors Naples Italian-American Club, Naples, FL

Boca Raton Fine Art Show™

November 6 & 7, 2021 3rd fall Boca Raton Fine Art Show
Outdoors at Mizner Park Amphitheater, Boca Raton, FL

January 22 & 23, 2022 14th annual Boca Raton Fine Art Show
Outdoors, Downtown Boca Raton, FL

Sarasota Open Air Fine Art Show™

November 20 & 21, 2021 5th Sarasota Open Air Fine Art Show
Outdoors at Phillippi Estate Park, Sarasota, FL

January 15 & 16, 2022 6th Sarasota Open Air Fine Art Show
Outdoors at Phillippi Estate Park, Sarasota, FL

February 12 & 13, 2022 7th Sarasota Open Air Fine Art Show
Outdoors at Phillippi Estate Park, Sarasota, FL

March 12 & 13, 2022 8th Sarasota Open Air Fine Art Show
Outdoors at Phillippi Estate Park, Sarasota, FL

April 2 & 3, 2022 9th Sarasota Open Air Fine Art Show
Outdoors at Phillippi Estate Park, Sarasota, FL

Domenico Belli, Sculpture

HOT WORKS: YOUR ART. OUR PASSION.™

Our passion is to help you be successful selling your artwork – because at Hot Works, **your success is our success.** We emphasize quality of work, not quantity of artists. All art is original and personally handmade by the artist in attendance. We support the unique relationship between artist and patron; we inspire and encourage serious art shoppers to purchase your art.

Hot Works' principal partner Patty Narozny has 30+ years of event and media experience. Her longevity in the event industry, combined with her expertise, credibility, durability, integrity, tenacity and stability makes Hot Works events not only profitable for those who participate, but gratifying for all – the community, the artists, the sponsors, and the patrons.

WHY DO A HOT WORKS SHOW?

- 30+ years of professional event production and media experience
- A promoter who personally knows, cares about, and supports the artists
- Focus is visual arts, juried by art professionals
- Every effort to eliminate buy/sell/import/production – we encourage artists to report it, and your name is held in complete confidence
- Each event is tailored to its community and setting
- Friday move-in for all shows!
- Great event hours: Saturday & Sunday 10am-5pm (Orchard Lake is Saturday until 6pm)
- Enormous advertising campaign – TV, radio, print, digital marketing, posters, banners, post cards, signage, etc. – specifically targeted to reach an art-buying, cultured patron with money to spend
- Several shows to choose from throughout the year - dealing with one organization
- Professionally managed
- Friendly and experienced professional event crew
- Booth sitters available
- Professional Artist Awards in most events
- Artist amenities including, complimentary bottled water and continental artist awards breakfast on Sunday
- Overnight security provided
- Plenty of parking
- Overnight parking available for RV's
- \$250 Youth Art Competition awards



Elaine Lanoue, Painting

TESTIMONIALS

Sabra Richards, Sculpture, Worton, MD

"What makes a good show? Sales certainly count. Patty is a media expert and uses all her knowledge to get great publicity and bring in the crowds. She wants a good show and is willing to provide every advantage she can, prior day set up, aggressive policing of buy-sell, fair jurying and numerous awards that help sales. I want to do her shows because she is on my side."

Gail Markiewicz, Clay, Woodbridge, CT

"Patty, who produces the Hot Works shows, juries in the best artists from around the country, she runs an art show of "pure talent". Her dedication to the arts is evident, when you come to her shows! Her shows are wonderful and professional, as well as she is personally."

Sally Bright, Sculpture, Fenton, MI (Retired)

"What do you expect of a show director? Two actions are most important, I believe: The use of lots of targeted marketing and keeping buy/sell and other fraudulent exhibitors out of art and fine craft shows. Patty Narozny of Hotworks.org is a master of marketing. She even lists all of the advertising for each show on her website for you to see. Take a look here.

Patty is relentless when it comes to keeping buy/sell and other fraud out of her shows. From her application forms to her artist communications to in-person conversations with artists at shows, she constantly asks to be informed of any fraudulent exhibitors. Patty advertises the fact that all exhibitors in her shows are the makers of the work shown. She works hard to keep her shows pure.

Additionally, she is one of the absolute top tier of directors when it comes to having the artist's back. She does whatever it takes to bring you a qualified audience of buyers. It's up to you to make the sales as she does everything possible to help you succeed."

Frank Borelli, Fiber, Portage, IN

"Patty, not only are you a great promoter and conscientious about the quality of your exhibitors, but you are truly a nice person."



Scot A Buccina, Sculpture



Sabra Richards, Mixed Media

The Media

With 30+ years of media & event experience, we know how to reach out to the community, and to people with the means and appreciation to purchase fine art. For all Hot Works events, advertising and promotion includes broadcast television, print, radio and digital marketing partnerships including Google Ads, YouTube, Facebook and Instagram. In addition, there are street banners, posters, and post cards hung and distributed within the communities.

The Jury / Submitting Artwork

A jury of art professionals who are familiar with art shows is retained for the selection process. Jury selection is based on originality, execution and overall booth presentation. Artist applications are accepted electronically via www.zapplication.org or manually at www.hotworks.org. Please include three images of your most compelling work and one of your booth presentation as it would appear at the show, including browse bins or flip boxes (if applicable). We will send you an email confirming receipt of your application. Your jury payment is due with the application.

After jurying has been completed, we will send you notification of your acceptance, rejection, or wait-list status. Upon acceptance, your booth fee will be due. Artists will be assigned a designated booth space; artists booth numbers will be available on www.hotworks.org, one week prior to the show or sooner. Artists chosen as alternates will be put on a waiting list. The decision of the judges is final. We invite you to check-in with us at any time, with any questions, for any reason.



Institute for the Arts & Education is the 501c3 non-profit arm of all Hot Works events. IA&E's focus is visual arts, cultural diversity, community enrichment and

fostering art education among youth. IA&E offers monetary professional artist awards in most of its associated Hot Works events. IA&E works hard to keep the buy/sell/import/production out of Hot Works events. IA&E educates the community through ongoing art demonstrations by artists at the shows. This interaction between professional artists and the community is an invaluable experience for everyone. Most importantly, IA&E supports youth art competition and educational programs that are integrated into all of Hot Works shows.

Professional Artist Awards

Our philosophy is to benefit all artists with tremendous media/advertising/promotional campaigns in all Hot Works shows to bring the right buying patron. However, we understand the importance of artist awards. In

Rules

- **Art must be original and handcrafted by the artist, in the booth, at the show. Individuals selling work that is not their own or otherwise misrepresenting their work or themselves are not welcome and are requested to refrain from applying.** No manufactured items are to be displayed or sold. Artists found not to be in compliance will be asked to remove the unacceptable items, and risk closure of their booth for the rest of the show with no refund of the booth fee or any other fee(s) associated with the show. The person in the booth must be the person who made the work. If more than one person is employed in making the work, you must state so on the application and describe the contribution each person makes in executing the work and/or the finished piece.

- Artists must be present during the entire festival and must personally staff their booths. A government issued picture ID must be available at check-in, upon request.
- Collaborative work is when two or more artists work together in the creation of their artwork and should be submitted as a joint application. If accepted, collaborating artists may only exhibit work that is truly collaborative and in which all or both artists must contribute a substantial portion of the execution of the final artwork. Supportive and ancillary activities (such as matting and framing) are not considered part of a collaborative effort. Repeated activities that can be performed with minimal training, education, and supervision, and which make little to no difference in the outcome (such as merely applying a wash to a canvas as part of the preparation of the canvas to be painted) are also not considered collaborative.

- Booth appearance at the show must reasonably resemble booth slide submitted at jury, showing all three sides of booth. Recognizing that it is the artistic experience that we explore and move on to new and different directions, whether or not there was misrepresentation with any part of the application remains the sole decision of the director. There are no refunds of any kind should the artist be asked to remove part or all of his/her display, and the artist shall have no recourse. Such decisions are not made lightly but are always made in the best interest of the show's reputation and integrity, and the reputation and integrity of the art show industry.

- For fiber/bead artists: if the beading is sophisticated sewing and art in itself, it will be considered for acceptance into Hot Works events; otherwise Hot Works frowns upon "beaders" that merely string their work, which refers to buying the beads and sewing it on a string. Hot Works will individually consider such applications, but our decision is final.

- Displays must remain within assigned space. When setting up your booth, please be sure your tent/booth is lined up with the front of the other tents/booths in that aisle, with no protruding items in the front of your tent or booth. No infringement into public areas, and into the spaces of other artists, is permitted. There can be no booth appendages in any direction, including upward. The only exception is an awning, and only if it does not interfere with an emergency vehicle that may have to drive down an aisle. You are liable for any damage caused as a result of a protruding piece from your booth either from the ground or from the top of your structure. Booth height at the show must be the same as booth height in booth slide submitted for application.

- No sharing booths unless all artists are represented in juried images.

- Generators labeled for outdoor use are permitted in all outdoor shows, but they must be placed a minimum of 20' away from any tent structure, and only if they do not disturb anyone else, for whatever reason. If you bring a generator, you must also have a fire extinguisher in your booth at all times. Please let us know if you are bringing a generator. Artists expecting to bring generators must, in their applications, disclose equipment description and where you expect to place the generator. Hot Works retains the right to refuse such requests, if, in our opinion, it will be disruptive and/or generate complaints from others. Invertors and/or batteries are much better for the shows.

- Prints and reproductions are accepted when clearly labeled and limited to 30% or less of work displayed.

- Photography, digital, or giclée art prints must be limited editions of 250 or less, signed and numbered, and printed on archival quality materials.

- We define "Photography" as the art or process of producing images by the formation of an image on a light sensitive surface or by an acceptable digital printing process. If applying in the "Digital" category, digital art prints must be made from the artist's original digital file.

- Each artist must provide enough work to exhibit and sell during the entire time of the art show. Artists who break down or leave early before closing time on any day of the event will not be permitted to return the following day or to future Hot Works shows unless proof of an emergency is provided.

- An artist package is mailed approximately one month prior to the show and will include 25 post cards. Please advise if a different quantity is needed; we are happy to provide you with as many as you need.

- Mailing lists are encouraged for all shows. If you do not have a mailing list, it is recommended that you start one in each city you do an event.

- Booth assignments are at the sole discretion of the event and are not interchangeable. Hot Works will accept and do its best to honor special location requests but cannot make any guarantees. Corner spaces are available for purchase and are assigned solely on availability and discretion of the event. Booth assignments and map of event will be available on the website a minimum of one week prior to the show.

- For logistic purposes, artists with trailers that need to be driven onto the event site, must notify size of trailer 3 weeks prior to show.

- Heavier duty tents such as the Light Dome Canopy or Show-Off Canopy are used by most professional artists. The umbrella-type, expandable canopy by any manufacturer or distributor is not recommended, as they are the first to come down on a windy day. If you must use the umbrella-type expandable tent, as with all tents, a minimum of 60 pounds of weight on each corner is required. In addition, if there is rain, the weight of the ponding water on top of a canopy tent can potentially collapse it. Bolstering the inside corners will make the canvas tighter and avoids ponding on top on the tent. Swim noodles or hula hoops (you can purchase these from the \$1 store) placed in corners between frame and canvas top can avoid ponding. At night, canopy tents must be lowered to withstand overnight bad weather. Please advise in your application if you use an umbrella-type pop-up canopy.

- Paintings or other art are not permitted to be displayed on the ground, unless it as shown in your booth image submitted with your application and approved by the event.

- Artists can only hang the sign that is provided by Hot Works. Vinyl banners are not permitted.

- Hot Works will inspect booths on-site to ensure rules and standards are adhered.

- Sales Tax must be collected and remitted.

- Florida sales tax is 6.0%; call State of Florida at 800-352-3671 or obtain the sales tax form online at http://dor.myflorida.com/dor/taxes/sales_tax.html

- Michigan sales tax is 6.0%; call State of Michigan at 517-636-4660 or obtain the sales tax form online at http://www.michigan.gov/documents/27711f_2901_7.pdf



Julio Garcia, Painting

Checklist

- — Complete all required information on the application and by the deadline.

- — Jury fee waived only for previous years' event winners in that event. Add \$25 for late applications.

- — If applying manually, and if you would like any of your information returned, please provide a self-addressed and stamped envelope. Disks will not be returned unless a self-addressed stamp envelope is provided.

- — Please provide three electronic images of your most compelling work, plus one of your booth as you would set up at the show (include browse bins, if any). Size 1920x1920, or minimum 300 dpi.

- — Upon your acceptance into the show, booth payment is due approximately 60 days prior to the event for which you have applied.

- — You may include an Artist Statement explaining the process and materials used in your work, as well as your reproduction process. Please also indicate a list of any recent awards and honors.

- — Please make checks payable to "Hot Works, LLC".

Application

Artist Name(s) _____

Address _____

City _____ State _____ Zip _____

Phone _____ Cell/Other Phone _____

E-Mail/Website _____

Type of Vehicle _____ License Plate Number _____

Events, Booth Sizes, Fees & Electric

Please place a "checkmark" next to the shows you would like to apply to. Applications are accepted electronically via Zapplication.org or manually via hotworks.org. There is a \$30 "manual" jury fee for all shows except \$35 for Boca Raton.

July 24 & 25, 2021 - 19th annual Orchard Lake Fine Art Show®; West Bloomfield, MI – outdoors in heart of West Bloomfield
Event Hours Sat 10a-6p; Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$395 10'x15' space \$575 10'x20' space \$775 Corner add \$75
October 23 & 24, 2021 - Estero Fine Art Show™; Fort Myers, FL – outdoors at JetBlue Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
October 30 & 31, 2021 - Naples Fine Art Show™; Naples, FL – outdoors at Naples Italian-American Club
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
November 6 & 7, 2021 - Boca Raton Fine Art Show™; Boca Raton, FL – outdoors at Mizner Park Amphitheater
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$525 10'x15' space \$775 10'x20' space \$1,050 Corner add \$75
November 20 & 21, 2021 - Sarasota Fine Art Show™; Sarasota, FL – outdoors at Phillippi Estate Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
January 8 & 9, 2022 - Estero Fine Art Show™; Fort Myers, FL – outdoors at JetBlue Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$395 10'x15' space \$575 10'x20' space \$775 Corner add \$75
January 15 & 16, 2022 - Sarasota Fine Art Show™; Sarasota, FL – outdoors at Phillippi Estate Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
January 22 & 23, 2022 - Boca Raton Fine Art Show™; Boca Raton, FL – outdoors Downtown Boca Raton
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$550 10'x15' space \$825 10'x20' space \$1,100 Corner add \$75
January 29 & 30, 2022 - Estero Fine Art Show™; Fort Myers, FL – outdoors at JetBlue Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$395 10'x15' space \$575 10'x20' space \$795 Corner add \$75
February 12 & 13, 2022 - Sarasota Fine Art Show™; Sarasota, FL – outdoors at Phillippi Estate Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
March 12 & 13, 2022 - Sarasota Fine Art Show™; Sarasota, FL – outdoors at Phillippi Estate Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
March 26 & 27, 2022 - Naples Fine Art Show™; Naples, FL – outdoors at Naples Italian-American Club
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
April 2 & 3, 2022 - Sarasota Fine Art Show™; Sarasota, FL – outdoors at Phillippi Estate Park
Event Hours Sat & Sun 10a-5p; Move-in Fri, 8a-6p; Sat 8a-9:30a
10'x10' space \$425 10'x15' space \$625 10'x20' space \$850 Corner add \$75
Electricity – additional \$75. Generators may be used outdoors only, however:
• You must advise us a minimum of three weeks prior to show date that you are bringing a generator • Your generator cannot bother anyone for whatever reason • Your generator must be made for outdoor use • Your generator must be placed a minimum of 20' away from any structure • You must have your own fire extinguisher in your booth at all times while the equipment is running
Late Fee Add \$25 - Late applications may be considered for unfilled categories only.

Tent Rental is available for all shows and includes set-up and tear-down. For all Hot Works shows except the Orchard Lake Fine Art Show, Tents 4 Events is the official tent company - rentals for Light Dome, \$170 + tax and Pro-Panels, \$110 + tax. For reservations, contact Joe at 954-675-7634 or Shannon at 561-713-7056. For Orchard Lake Fine Art Show only, please let Patty know if you need to rent a commercial tent – cost is \$200, includes set up and tear down; pro-panels are not available for this show.

Media Categories

___ Clay ___ Digital ___ Drawing ___ Fiber ___ Glass ___ Jewelry-Precious ___ Jewelry-Non Precious ___ Metal
___ Mixed Media ___ Other ___ Painting ___ Photography ___ Printmaking ___ Sculpture ___ Wood

Images Title, Size, Materials, Retail Price – please represent the complete range of work that you intend to display

Image 1: _____

Image 2: _____

Image 3: _____

Image 4: Full Display Booth – please show your complete body of work & professional display, how it would be displayed at show (include browse bins, if applicable)

By Signing Below, I expressly represent and agree to the following:

- I am directly involved in creating all artwork in my booth. I agree to show a government issued picture ID at check-in.
- I authorize Hot Works to use my images for promotional purposes only, for past or future events, and with no compensation.
- I understand cancellations 60 days prior to the event will receive a full refund; cancellations between 30 and 59 days prior to the event will have fees applied to another show within one year; there are no refunds within 30 days of event, except for immediate family illness and/or death with proof of cause. Hot Works decision whether or not to refund is final.
- Upon acceptance to the Invitation to Participate, I agree to remain open during all open event hours. I understand that early departure is not permitted.
- I understand there are no rain dates and no refunds for show cancellation due to rain, floods, tornados, hurricanes, acts of God, acts of government, act of other official authority, or for any other reason except if show is cancelled due to COVID.
- I understand no insurance is provided by Hot Works to cover damage to my artwork, my display or to myself. I understand I am responsible to obtain my own proper insurance and protection of work and structures. I understand I will be held liable for any damage made

- by my tent, booth, or structures. Liability and casualty insurance is available for many artists and crafters. Please provide Hot Works with a Proof of Coverage certificate at least one week prior to the show's opening. These requirements are intended to protect you and Hot Works.
- I understand that false presentation is not permitted; there is no misrepresenting of myself and/or my artwork. I understand that Hot Works is allowed to hold me liable by penalty of law if falsely presented.
- I understand emergency aisles must be left open and clear of any obstructions and structures at the end of the day and until the opening for business the next morning. This includes, but is not limited to, awnings and awning hardware, display panels, artwork, or any other part of an artist's structure and/or booth that extends beyond the assigned space and into common areas, either on the ground or above ground. An exception is storage behind the artist's booth. It is strongly recommended that all work inside the booth be properly secured for the night.
- I understand Hot Works is not responsible for any damage to my booth or property that extends beyond the confines of my artist space, nor is Hot Works responsible for any damage at all, in or out of the confines of my assigned space, as a result of inclement weather, act of God, or any other cause that is beyond our control, including an emergency vehicle that may have to be driven down an aisle.

- I agree to hold harmless and indemnify Hot Works, LLC, White Lake/Milford, MI, Institute for the Arts & Education, Inc., White Lake/Milford, MI, Charter Township of West Bloomfield, West Bloomfield, MI, Oakland County Board Commission, MI; City of Fort Myers, FL; Lee County Commissioners, Fort Myers; FL; JetBlue Park, Boston Red Sox Club Ltd, New England Sports Ventures LLC, N.E.S.V. I, LLC, N.E.S.V.II LLC, Fort Myers, FL; Naples Italian-American Club Foundation, Naples, FL; City of Naples, FL; Collier County, Naples, FL; Boca Raton Community Redevelopment Agency and City of Boca Raton, Boca Raton, FL; Mizner Park Amphitheater, Boca Raton, FL; County of Sarasota, FL; Parks & Recreation, Sarasota, FL; and their agents and employees for damage from any cause.
- By applying to the show, I accept the rules listed in this application, as well as additional rules of the event. Acceptance to the show is an invitation to show, which can be withdrawn by us at any time, for any reason, without recourse on the part of the artist.

Artist Name (please print, then sign): _____ Date: _____

Signature: _____

See Art, Love Art, Buy Art!™ ~ Your Art. Our Passion.™
Hot Works, LLC / Institute for the Arts & Education, Inc.
PO Box 79, Milford, MI 48381-0079 or PO Box 1425, Sarasota, FL 34230
941-755-3088 ~ call 248-762-2462 ~ patty@hotworks.org ~ www.hotworks.org



Patty Narozny