

MEDIA KIT

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Art Work Sales to Auctions

The benefit of including Tacoma artist Christopher Hoppin's work in your next auction can be summed up in one word: Buzz. That's what you want and need at an event aimed at entertaining people and, more importantly, raising funds for a worthy cause.

Standard centerpieces such as flowers, candles or greenery are usually seen as an expense. Christopher's affordable art pieces not only provide any event with an added touch of whimsy and taste, they also offer another source of potential revenue.

The Art

In past auctions featuring Christopher's work, attendees bought several centerpieces in a silent auction before the live event began. The small-scale sculptures are "talk" pieces, original art works that draw people in, make them laugh, start conversation – and ultimately result in purchases.

Christopher can also make additional pieces to be sold during the live auction itself, with the centerpieces giving the attendees a glimpse of more fun to come. For even more unique auction items, he's willing to offer studio time with groups and a chance to instruct people in making their own art sculpture.

Once your group chooses Christopher, he makes the rest of the process easy and enjoyable. He'll work closely with your designers to create pieces that fit your event and color scheme. He'll even create an Exclusive Series* of pieces that show only at your event and are never sold again.

The Buzz

And that buzz? It can start long before the day of your auction. Christopher will send photographs of the pieces to be used in press releases, advertisements, posters and invitations. He can also offer you a number of pieces prior to the auction for display at pre-parties, private viewings and other promotions.

To make your event run as smooth as possible, Christopher requests to meet with those involved in organizing the auction a few days prior to the event. These people include the auctioneer and people in charge of the display and sale of the art.

The Cost

Pieces are sold to auctions in two ways, an outright sale for below wholesale cost or a 50/50 split of the gross sales.**

With an outright sale the auction will most likely receive a much greater portion of the gross. When buying pieces outright a 50% down payment is required.* Free shipping is included when choosing this option. Any unsold pieces become property of the auction to do with as they see fit. The remaining pieces make great volunteer gifts!**

In the latter option – in which proceeds are split between Christopher and the auction – the remaining pieces are either bought by the auction at wholesale or returned to the artist at no cost. A down payment of 50% of the total wholesale cost is required.* Shipping of these pieces is not included.**

If an Auction decides to do a 50/50 split, the maximum earning potential is reduced, but so is the risk. A 50/50 split is dependent on certain marketing requirements and is up to the discretion of Christopher Hoppin.

For large-scale pieces that are created in addition to the centerpieces, the pricing structure is also a split of proceeds. In this case, the auction and the artist will split the earnings of piece 50/50.

Christopher is always willing to attend events – and in fact, doing so often heightens the interest in his work. He has an outgoing personality and will inform the guests about his pieces, answer questions and subtly prompt sales. His attendance is dependant on an invitation to the event.

The Reward

The presence of Christopher's pieces reveals to guests an event that is a little different and a lot more fun. The guests will enjoy their introduction into his colorful world of sculpture. Your auction will benefit from their curiosity, delight and ensuing purchases. Please consider Christopher for your next event.

- * When choosing to have an Exclusive Series created sculptures must be bought outright, see above for details. Any molds created for your Exclusive Series are destroyed after the completion of your order.
- ** 50/50 split: The wholesale cost (50% of retail) must be paid for all pieces that sell. After which the 50/50 split begins. For example, if the wholesale price of a piece is \$200 and the piece sells for \$300 then your auction receives \$100 and Christopher receives \$200. If the piece sells for \$600 then each receive \$300. Any unsold pieces can be returned at no cost or bought at wholesale.
- *** The deposit is non-refundable if an auction decides to cancel their order.

Artist Statement

My art is a reflection of my life; my life is full of laughter!

Collections

White House Collection - Juror: Richard Helzer, bronze sculpture
Public Art Commission for the City of University Place, WA, 8' concrete slug
Quay School of Fine Arts - Private Collection, clay sculpture
Montana State University School of Fine Art - Private Collection, clay sculpture
Rotorua Museum of Art - Private Collection, clay sculpture
Milgard Family Collection
Weyerhaeuser Family Collection
Wyatt Family Collection
Granum Family Collection

Shows

- 2006 Selected artist for the Showcase Tacoma Sculpture Show
Featured centerpiece artist at the Wright Stuff Auction
Tacoma Art Museum, Night Tacoma Dance juried show
Featured centerpiece artist at the Mary Bridge Children's Hospital Festival of Trees and Jingle Bell Jam
Featured centerpiece artist at the Boys and Girls Club of King County Black Tie Gala and Fund Raiser
- 2005 Tacoma's 100 Suitcase Show artist
Guest artist and show at Tacoma Museum of Glass Shop
Tacoma Art Museum, Night Tacoma Dance juried show
- 2004 Featured artist at BKB gallery, Tacoma, WA
On going show of "Wee Chick" series at Tacoma's Museum of Glass retail gallery
- 2003 Vanlierop Garden Center, garden sculpture show
Tacoma Art Museum, Night Tacoma Dance juried show
- 2002 Seattle Artist Gallery group show
Tacoma Art Museum, Night Tacoma Dance juried show
- 2001 Seattle Artist Gallery group show
Tacoma Art Museum, Night Tacoma Dance juried show
Columbia City Gallery group show
- 2000 Master Works Gallery group show
Breckenridge Arts Council guest artist
- 1999 Fat Dog Gallery and Café solo show
Rotorua Art Museum juried sculpture show, best in show
Whangarei Sculpture in the Garden group show
New Zealand Royal Easter Show, Award of Merit for sculpture
- 1998 Western Heights High School ceramic tile installation
- 1997 Rotorua Museum of Art juried show, best in show
- 1996 National Metals and Jewelry Slide Competition, precious metal sculpture
Multiple Juried student art shows at Montana State University
- 1995 Creative World Diploma works of Design and Crafts, precious metal sculpture

Current Retailers

Tacoma Museum of Glass, Tacoma, WA
Vanlierop Garden Market, Sumner, WA
Tacoma Art Museum, Tacoma, WA

Grants

City of University Place, WA Parks commission grant for the permanent installation of 8' slug in Heritage Park. 2006

Antioch University Schools Go Green Grant for the creation of large public sculpture created by local students. 2001

Tacoma Arts Commission grant for developing current work and running free sculpture classes for the community. 2001

Montana State University Undergraduate Scholars Program scholarship recipient to study New Zealand's stone, bone, and jade carving. 1996

Education and teaching experience

Charles Wright Academy - Art Teacher

Hilltop Artist Glass Hot Shop - Volunteer teacher, Tacoma, WA, 2001

DART Art Center - co-founder, instructor, Tacoma, WA, 2000-2002

Western Heights High School - Upper School painting and sculpture teacher, Rotorua, New Zealand, 1998-2000

Quay School of Fine Arts - ceramic sculpture visiting artist, Wanganui, New Zealand, 1998

Rangitahi College - painting and sculpture professor, Murupara, New Zealand, 1997-1998

Progressive Arts Society - Ceramic sculpture instructor, Rotorua, New Zealand, 1996-2000

Montana State University - Bachelor of Fine Arts & Art Education K-12, 1996

Manifesto

I believe art should be in every room in the house.

I believe chickens are gorgeous creatures.

I believe there is ugly and there is beautiful, surround yourself with beautiful.

I believe everyone should have a theme song, mine is Michael Jackson's "Beat It".

I believe in kissing my wife before she leaves and right when she comes home.

I believe color makes you happy.

I believe in lots of down pillows.

I believe in polka dots, spirals and checks.

I believe all my students are artists; they just need to find their muse.

I believe in being honest when creating a piece of art.

I believe in playing jokes on your kids and co-workers.

I believe artists create with their hands, heads and hearts.

I believe laughing keeps you healthy.

I believe in working in my studio every day.

I believe clay sculptures look best in jewels.

I believe antique and modern compliment each other perfectly.

I believe dramas aren't the only movies deserving of "Best Picture."

I believe your pet's wardrobe is just as important as your own.

I believe actions speak much, much, much louder than words!

I believe everyone should collect my work.

Auction Type Analysis Report

Wright Spirit Auction 2006

Auction Type	# Items	# Sold	%	Tot Value	Sold At	%
Centerpieces	83	79	95.18	\$23,125.00	\$27,110.00	117.23
Live	53	52	98.11	\$87,660.00	\$175,600	200.31
Silent A	105	102	97.14	\$9,355.00	\$6,804	72.73
Silent B	132	125	94.69	\$29,028.00	\$19,859.00	68.41
Silent C	102	97	95.09	\$41,522.00	\$27,103.00	65.27
Silent D	96	88	91.66	\$69,401.00	\$47,364.00	68.24
GRAND TOTALS	571	543	95.09	\$260,091.00	\$303,840.00	116.82

Note: Centerpiece Tot Value is Retail Value
Our cost was just under \$9,000
Paid \$8,950 ... Earned \$27,110.00
Profit \$18,160 ... over a 200% return on investment

Is your auction earning \$10,000+ on the sale of centerpieces?

Festival of Trees Gala and Jingle Bell Jam 2006 Auctions

Theme - Wish Upon a Star

Number of tables - 75/50

Order - 125 pieces at three price points in 12 different styles.
Some of these styles include dancing stars and a variety of abstract tree forms. All 125 pieces will be finished in a unique beaded color scheme and design.

Centerpiece Earning Potential

Qty	Size	Auction paid	Min. bid 75%	retail 100%	guaranteed bid 150%
75	Large	\$175	\$300	\$400	\$600
20	Med	\$130	\$225	\$300	\$450
30	Small	\$85	\$150	\$200	\$300

Totals

125 **\$18,275** **\$29,500** **\$42,000** **\$63,000**

These are the gross totals

This auction elected to buy the pieces below wholesale. As you can see the centerpieces have a tremendous earning potential, a maximum of nearly 250% of purchase price. Even if pieces sell for the minimum bid the auction will earn over \$10,000 on the sale of their centerpieces! Is your auction earning \$10,000+ on the sale of centerpieces?

**Boys and Girls Club of King County
2006 Auction**

Theme- Treasure Island

Number of tables- 75

Order: 150 pieces at three price points in 16 different styles.
Some of these styles include abstract sea creatures, kelp and barnacles.
All 150 pieces will be finished in a unique beaded color scheme and design.

A large antique treasure chest - A majority of the surface will be adorned with an original bead pattern.

Centerpiece Earning Potential

Qty	Size	Min. bid 75%	retail 100%	guaranteed bid 150%
100	Large	\$450	\$600	\$900
20	Med	\$300	\$400	\$600
30	Small	\$150	\$200	\$300

Totals

150 **\$55,000** **\$74,000** **\$111,000**

These are the gross totals

This auction elected to do a 50/50 split of the gross. Any pieces they do not sell are returned to Christopher Hoppin at no charge. They have the option to buy any unsold pieces at 50% of retail. These are often bought as gifts for volunteers.