

For crafted items:

- Is my craft well made?
- Is my craft something I would spend my own money on?
- Is my craft priced to sell to children or adults? (Children usually don't have as much money to spend as adults.)

For baked items:

- Always use good hygiene! Wash your hands and pull back your hair.
- How will I package my baked items? (Plastic wrap, baggies, paper plates, tin foil?)
- Will I price these individually or as a group?
- Will I offer samples?
- Please have an ingredients list to share with customers. Common allergens are dairy (butter, milk), eggs, gluten, and nuts.

How many and what price?

- A good number of items to sell is at least 30 items.
- Kids who have more than one craft item to sell don't typically sell any more items than kids who are selling only one item.
- A good price range is \$1 to \$10. Items selling for under \$5 sell faster than more expensive items. \$10 and up items are harder (but not impossible) to sell
- Well-made items sell better than poorly-made items.

Display ideas:

- Bring a tablecloth. Blankets and fabric yardage work well
- Add height! Use books, crates, or boxes to raise items
- Label your products and price them (Ex. Bookmarks 50 cents each; Cookies \$1 each, 6 for \$5)
- Use bowls, baskets, and plates from home to display similar items together
- Ask a children's librarian to show you the table you have been assigned
- Bring a prop! Example: Place a stuffed animal dog next to the plate of dog treats you are selling. Or, if you are selling ornaments hang them on a tabletop Christmas tree

Logistics

- ⇒ Sellers provide their own table decorations and displays
- ⇒ Sellers provide money to make change for customers. Bring cash*, or provide a Venmo/Paypal/Zelle info. (*Try \$30 in ones, \$20 in fives)
- ⇒ Library provides all tables and chairs for sellers
- ⇒ Table sizes vary. Library staff will inform all participants of their table locations and sizes mid-November.
- ⇒ Tables must be occupied by the youth vendor(s) during the event. (Bathroom breaks are permissible, of course.)

Customer Service: Being a good salesperson takes practice. You may want to practice with your friends and family before the fair.

- Smile and look at your customers in the eye
- Say, "Hello" or "Good evening" to shoppers
- Be prepared with change, bags, order forms, pencils, etc.
- Be ready to answer questions about your products
- Speak clearly and loud enough to be easily heard

Marketing:

- Use the attached postcards to invite your friends and family!
- If your parents use social media, ask if they are willing to share the event to invite their friends

My notes and ideas:

Our librarians have some advice.

Did you know that McMinnville Public Library has hosted the Craft Fair for at least 16 years?! Here’s what each of our children’s librarians recommend as tips to vendors.

Miss Nicki says

- One of the pieces of advice I really like to give kids is to think about their product displays. Use your space well so people can see what you have made. Think up and down as well as side-to-side. I am more likely to approach, if I can see you have something I am interested in.

Miss Krystal says

- Make sure to price your items. I don’t always like to ask questions, so I want to be able to read the prices on my own without asking.

Miss Jackie says

- Price your items fairly, but know that \$5 and under items usually sell much better than more expensive items.

Miss Samantha says

- It’s okay to lower your prices if folks aren’t buying your items. A lot of shoppers come to the library’s Craft Fair because they want to support you kids. They want to make twenty dollars stretch across as many vendors as possible, not spend it all at one or two tables.

Miss Kimbre says

- Have a theme! Pets, Jewelry, Bakery. As a shopper I like when it’s easy for me to understand what you’re selling. It is okay to stick to one craft. One year, a young girl made glitter pinecones and sold all 30 of them!



Congratulations~ You’re a vendor this year!

Session assignments will be made after all vendors spaces have been filled. We estimate you will know your session time by November 15th.

Inside this brochure are business tips to help you have a successful experience at the Craft Fair!

Event Day: Saturday, December 6, 2025

PARKING Please use the reserved library parking spots (orange safety cones) to unload materials, then park across the street at First Federal Bank.

Session 1 Setup	10:30am—11:00am
Session 1 Shopping Event	11:00am– 1:00pm
Session 1 Cleanup	1:00-1:30pm
Session 2 Setup	1:30-2:00pm
Session 2 Shopping Event	2:00-4:00pm
Session 2 Cleanup	4:00-4:30pm

Reach out to us if you have any questions!

Call the Children’s Desk (503) 435-5559

Email us libref@mcminnvilleoregon.gov



Life happens. Let us know as soon as possible if your child needs to back out.