

Mashantucket Pequot Artisan Consignment Program at Great Cedar Gallery Shops

Program Purpose

The Mashantucket Pequot Artisan Consignment Program was created to celebrate, promote and support the artistic talents and craftsmanship of Mashantucket Pequot Tribal Members while providing an opportunity for artisans to sell their handcrafted work in Great Cedar Gallery Shops.

The program provides selected Tribal artisans the opportunity to have their work featured and sold in a curated retail environment that reflects the quality and sophistication of the Foxwoods brand. The program is intended to preserve and celebrate Tribal culture, encourage artistic expression and entrepreneurship, and provide Tribal Members with meaningful exposure to Foxwoods guests from around the world.

The Artisan Consignment Program is intended to present a limited number of carefully selected artisans at any given time, creating a unique and ever-changing experience for guests while ensuring artisans receive appropriate attention and representation.

Eligible Merchandise Categories

The program is intended to showcase handcrafted and artisan products that reflect exceptional craftsmanship and complement the Great Cedar Gallery Shops brand.

Eligible merchandise includes:

Jewelry

- Necklaces
- Earrings
- Bracelets
- Rings
- Pendants

Handcrafted Accessories

- Beaded accessories
- Decorative accessories

Small Art & Sculpture

- Carvings
- Decorative objects
- Small sculptures

Other Artisan Merchandise

Additional categories may be considered at the discretion of the Selection Committee.

Merchandise Restrictions

The following items will generally not be accepted:

- Mass-produced merchandise
- Items purchased for resale
- Merchandise not created by the artisan

- Oversized pieces that cannot be safely displayed
- Perishable items
- Merchandise deemed inconsistent with the Foxwoods brand or guest experience
- Merchandise presenting safety, liability or operational concerns

Selection Committee

A Selection Committee will review all submissions and determine acceptance into the program.

The Committee reserves the right to:

- Approve or deny applicants
- Approve or deny individual items
- Limit quantities or categories
- Request modifications to merchandise or displays
- Remove merchandise that is inconsistent with program standards

Selection Criteria

Applications will be evaluated based on:

- Mashantucket Pequot Tribal Member in good standing
- Quality of craftsmanship
- Originality and uniqueness
- Appropriateness for Great Cedar Gallery Shops
- Guest appeal
- Ability to maintain inventory levels
- Presentation and storytelling opportunities
- Variety of merchandise represented in the program
- Overall balance of the Artisan Consignment Program

Preference may be given to artisans whose merchandise represents a category not currently featured.

Artisans must complete the necessary documentation, photographs or samples of their work, and qualify to be a Foxwoods vendor through the Procurement department.

Program Duration

Selected artisans will participate for a six (6) month term.

The intent is that artisans will generally participate in no more than one six-month term per calendar year, allowing opportunities for multiple Tribal Members to participate.

Exceptions may be approved based on:

- Number of qualified applicants
- Guest demand
- Product performance
- Availability of display space

Pricing & Compensation

Wholesale pricing shall be by the artisan.

Retail price will be 20% above the wholesale price.

The artisan shall receive the agreed wholesale value of merchandise sold.

Foxwoods shall retain the 20% difference between the wholesale value and retail selling price as compensation for:

- Merchandising
- Display space
- Inventory management
- Sales and marketing support
- Transaction processing
- Program administration

Payment frequency will be monthly based on sales.

Inventory Replenishment

Participating artisans are expected to maintain appropriate inventory levels throughout the six-month term.

Artisans shall:

- Replenish sold merchandise in a timely manner, generally within fourteen (14) calendar days of notification.
- Maintain sufficient quantities of approved merchandise to support guest demand.
- Notify Foxwoods if merchandise will no longer be available.
- Maintain consistent quality and craftsmanship standards.

Foxwoods reserves the right to:

- Reduce display space for artisans unable to maintain inventory.
- Rotate or substitute merchandise.
- Remove artisans from the program if inventory cannot be adequately maintained.

Merchandise Presentation

All merchandise displays shall be designed and maintained by Foxwoods.

Foxwoods reserves the right to determine:

- Display fixtures
- Merchandise placement
- Lighting
- Signage
- Storytelling materials
- Seasonal displays
- Security requirements

Artisans may be asked to provide:

- Artist biography
- Photograph
- Artist statement
- Information regarding inspiration, techniques or cultural significance

These materials may be used to enhance guest engagement and storytelling throughout Great Cedar Gallery Shops.