



EXOT BLUE dyes
Julio M. Perera — R. Nemo Hill

indigo

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"Share it on the indigo!"

exotblue.com

craft
Julio Perera
EXOT BLUE DYES
Booth #104
Exhibitor



Hello! Introductions



Katie Johnson
Director of Programs and
Events



Alaina Clarke
Events Manager



Carolyn Huber
Member & Artist
Relations Specialist

Overview of the American Craft Council



American Craft Council is one of the country's leading non-profit organizations committed to supporting craft and its makers. ACC is a [member-based nonprofit](#) located in Minneapolis, MN. In addition to hosting large-scale craft events like American Craft Made Baltimore, and offering ongoing educational programs and events for artists and makers, ACC publishes *American Craft*, one of the country's leading magazines on the handcrafted.

Mission & Vision

The American Craft Council fosters livelihoods and ways of living grounded in the artful work of the human hand, creating a more joyful, humane, and regenerative world.

What We Do

- Share stories and amplify voices through [American Craft magazine](#) and other [online content](#).
- [Create marketplace events](#) and programs that support artists and connect people to craft.
- Celebrate craft's legacy through longstanding [awards](#) and a unique [research library](#).
- Create [space for dialogue and action](#)—because craft can bring us together as people.

What is American Craft Made Baltimore?



American Craft Made Baltimore is the largest juried craft show on the East Coast of the United States.

American Craft Made Baltimore 2026

Baltimore Convention Center

February 20–22, 2026

Event Size:

380+ exhibitors

10,000+ attendees

In 2025, artists sold \$2.8m across 3 days

Key Dates:

Application Deadline: May 30, 2025

Acceptance Notification: August 15, 2025

Waitlist Invites begin: Early October

Move-In Dates: February 18–19, 2026

Event: February 20–22, 2026



Exhibitor Details

Standard Booth Fees:

- 10x5 ft. booth = \$850
- 10x10 ft. booth = \$1500
- 10x20 ft. booth = \$2700
- Corner fee = additional \$400
- *Additional booth sizes are available*
- *Emerging Artist fees on a diff. slide*



Participants DO receive:

- Access to ACC's Peer Support Program
- Booth sign
- Booth Sitting Services
- Wi-Fi
- Stock storage
- 24-hour security
- Free & discounted guest passes,
- Inclusion on the website & printed show guide

NOT Included in Booth Fee:

- Furnishings (pipe, drape, carpet, etc)
- Electricity
- Empty crate removal and storage
- Shipping and drayage
- Any display items, lighting, cases, etc
- **Use Exhibitor Kit to order items**



Noteworthy Highlights



- **Location Update:** American Craft Made Baltimore will be held in Halls A, B, and C of the Baltimore Convention Center, which connects to the Charles Street Lobby. This was the location of American Craft Made Baltimore in 2024.
- **New Medium Category - Printmaking:** New this year, the American Craft Council is including a new Printmaking media category. Please spread the word with your printmaker friends!
- **Peer Support Program:** New this year, ACC is opening its Peer Support Program available to all exhibitors. Once only available to early career artists, all exhibitors will have the option to opt into the program as either an experienced artist or someone newer to exhibiting who seeks mentorship. Based on preferences, ACC staff will match exhibiting artists who can support each other up to and during the event.
- **Member Discount:** ACC Members receive 50% off their application fee. [Retrieve the code here](#)
- **Early Career Artist Program** in conjunction with the Emerging Artist Showcase, more info on the next slide!

ACM Baltimore Programs & Initiatives



American Craft Made Baltimore features a special series of programs and initiatives designed to showcase and engage the Baltimore community and offer opportunities for visitors to explore the world of craft.

- **Emerging Artist Showcase**

This juried showcase of top emerging talent provides a pathway for early-career artists into our established events. With portions of expenses underwritten by ACC, professional development support, and marketplace award opportunities, this program gives early career artists an unparalleled opportunity to grow their clientele and professional practice. Artists who would like to apply for the Emerging Artist Showcase must be in ACC's Early Career Artist Program.

- **Early Career Artist Program:** New this year, the American Craft Council is launching a revamped program to support makers who are early in their career. [The Early Career Artist Program](#) is a new, comprehensive offering that includes access to discounted “emerging artist” booths at the American Craft Made Baltimore event. Applications are accepted on a rolling basis, but you must apply for the Early Career Artist Program either before or alongside applying for American Craft Made Baltimore. The deadline for both is May 30.

Early Career Artist Program



- **For ACC purposes, an Early Career Artist is defined as:**
 - Being in the early stages of their creative development, with 2-10 years of experience in taking their work to market.
 - Have a focused direction and goals for their business and creative practice while still developing their artistic voice.
 - Show evidence of professional achievement but haven't yet established a solid reputation as a craftsman or business within their field, the media, funding circles, or the public at large.
 - Aspire to have the sale of their work be a primary source of income / significant part of their livelihood.
 - Are 18 years of age or older
- **Emerging Artist Showcase:**
 - 10x5 ft booth = \$400 (instead of \$850)
 - Includes:
 - Pipe & drape
 - Electricity
 - Table & chair
 - A free enhanced listing ad in the fair guide
 - Access to the Peer Mentor Support Program

Early Career Artist Application



WHERE ARTISTS & ART FESTIVALS CONNECT

Login

Sign Up

Are you a current participant in ACC's Early Career Artist Program? ****Current participants are eligible for a booth in the emerging artist section.**

About the program:

ACC provides innovative programs that support craft-centered livelihoods, including advocacy for early career artists to pursue their craft as a viable career path. Since early iterations in 2015, our support for early career artists continues to expand and evolve, and we're excited to introduce new programming to meet the needs of artists and the broader craft community.

The Early Career Artist Program invites ACC members who identify as early career to grow their career and practice by accessing a variety of resources and opportunities designed to help craftspeople professionalize their passion.

The Early Career Artist Program includes access to discounted emerging artist booths, free access to past and upcoming Craft Lab workshops, and much more. Ultimately, this program provides a critical access point for craftspeople entering into the larger field and deepens the pool of artists who can access opportunities at the American Craft Council by offering truly transformative experiences for early-career craftspeople.

The Early Career Artist Program is open to any artist who:

1. Is 18 years of age or older
2. Identifies as "Early Career" based on ACC's definition (see above)
3. Is an active ACC member at any level
4. Completes a free online application to join

If you are seeking a booth in our emerging artist section, you need to be in the Early Career Artist Program. If you are uncertain of your status within the program, please reach out to shows@craftcouncil.org with inquiries. (Required)

- Yes
 No

ACM Baltimore Programs & Initiatives



- **School to Market**

School to Market (S2M) provides invaluable marketplace experience for students in craft programs from across the country. Through underwritten support from ACC, students (and faculty) gain practical insight and exposure to audiences that help launch a successful practice after graduation.

- **American Craft Made Awards**

The American Craft Council offers a series of juried awards and grant opportunities for artists participating in Baltimore Craft Made. Award winners are recognized during an on-site Awards Ceremony and Artist Reception. More details available on our website

- **Let's Make!**

Let's Make! is an interactive space in American Craft Made Baltimore showcasing the process and skill that goes into making carefully crafted goods. Explore fun and educational demonstrations and interactive activities led by regional arts organizations, partners, and businesses.

- **Membership Lounge**

If you are an ACC Member, there is an added benefit of access to the ACC Membership Lounge. This space is for ACC members to sit in a quiet, relaxing space off the show floor. There is water and other light refreshments available, and ACC staff is available to answer questions and assist guests.

Applying to American Craft Made Baltimore



Jury Process

- **Applicants are selected to participate in American Craft Made Baltimore by a jury of outside professionals in the field.** Jurors individually score each application based on work samples, application answers, [quality of product images](#), brand, composition, and command of medium and technique. Each factor is graded on a scale from one to seven. Presentation, storytelling, and narrative also factor into selection.
- Applicants who wish to apply for multiple media categories must submit an application for each medium. ACC limits the number of applications to three per artist. We do limit the number of applications to 3 per artists.
- **ACC reserves the right to curate up to 20% of participating artists and aims to include a mix of new, established BIPOC, and LGBTQIA+ artists in the event.**
- **Once final jury scores are submitted and compiled, ACC staff will invite artists to participate or be placed on a waitlist based on the scores of their work and curatorial needs for a balanced show.**

Jurors



Cara Ober
Executive Director and
Publisher BmoreArt
Artist, arts writer, & curator
Baltimore, MD



Cedric Mitchell
Glass Artist + Designer,
Cedric Mitchell Design,
Events & Resource
Manager, Crafting the
Future
Los Angeles, CA



Nora Atkinson
Executive Director, Museum of
Craft and Design
San Francisco, CA



Tom Turner
Practicing Jewelry Artist,
Thomas Turner Jewelry
Board of Trustees, American
Craft Council
Kalamazoo, MI

Applying for the ACM Baltimore



Waitlist Policy

- **Artists are assigned wait list numbers by jury score and category.**

ACC will begin inviting artists from the waitlist in early October and will continue to invite waitlisted artists up to a week before the show as spaces open in their categories. ACC cannot predict when or if a space in a category will become available, or guarantee that a waitlisted artist will receive their first choice of booth size or location.

- **When a waitlist space becomes available, ACC will call and leave a message, in addition to sending an email.**

Applicants have 48 hours (Monday through Friday) to respond whether they would like to take the space or not.

If an artist submits multiple applications, is accepted under one of them, and is waitlisted for the others, the waitlisted work may not represent more than one-third of the booth under the accepted application. However, if the artist's number on the waitlist is reached, the artist may choose to include the waitlisted work in any proportion.

Applying for ACM Baltimore



How To Apply for American Craft Made Baltimore

- 1) Confirm your eligibility
- 2) Complete an application
- 3) Pay the application fee

Applicants must submit five images, a short bio, and additional information. Images must be .jpg, .tiff, or .png high-resolution files (72 ppi – 300 ppi) and must be representative of the body of work that will be exhibited at the event. Ideally, images must be 1400 px on the longest side. Maximum file size is 5 MB. For more details on image requirements and uploading files, please visit this [Zapplication page](#). *Images, bio, and Q&A within the application may be used by the ACC Marketing Department to promote artists, artist's work, and/or American Craft Made Baltimore.*

Exhibitors who wish to apply with multiple media are required to submit a separate application for each one. ACC limits the number of applications to three per artist. If an applicant submits an application that includes more than one media category, ACC will ask the applicant to resubmit with only one medium.

For example: All jewelry images must be submitted under the medium of Jewelry. If an applicant creates glass vessels and glass jewelry, they must submit them with separate applications and images, as Jewelry is considered a separate medium from the general Glass media category.

Eligibility for ACM Baltimore



Eligibility Criteria and Exhibitor Requirements:

- Applicants must reside in the United States or U.S. territories
- Applicants must be 18 years of age or older at the time the event occurs.
- Submitted work must be small-studio production made under the direct supervision of the applicant. Direct supervision requires that the artist oversees production work as it occurs and provides constant direction, feedback, and assistance.
- ***ACC reserves the right to require authentication of the production process at any time by requesting documentary evidence.*

Artists working in the following media are eligible to apply and participate:

- Basketry
- Ceramics
- Clothing
- Clothing – Accessories
- Fiber and Textiles - Non-Wearable
- Furniture
- Glass
- Jewelry - Enamel
- Jewelry - Metal
- Jewelry - Non-Metal
- Lighting
- Metal
- Mixed Media
- Paper
- **Printmaking - NEW!**
- Wood

Eligibility for ACM Baltimore



ACC does not accept:

- 2D work such as paintings, photographs, or graphics (including etchings and web- or sheet-fed offset printed matter). **ACC does accept printmaking**
- Manufactured work (work made by a machine rather than the human hand)
- Embellished commercially-made objects (e.g., tee shirts, note cards, etc.), and works assembled from commercially available kits.
- Work that is not produced by the applicant or under the direct supervision of the applicant.
- Apothecary or food products.
- Work that incorporates unsustainable and/or endangered species or materials.

Application Fee:

- \$45 application fee*

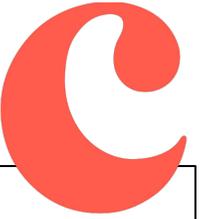
*50% discount for ACC Members

Exhibitor Requirements:

In addition to meeting all eligibility criteria, applicants must be able to meet the following requirements to participate in Baltimore Craft Made:

- Exhibitors must present work consistent with the type and quality represented in the application submission.
- All booths must have 8-foot tall “walls” that cover the interior of the entire booth. Exhibitors must either rent pipe and drape or hard walls from the general contractor or provide their own 8-foot “wall” structures. If the artist does not meet this requirement, drape will be provided at the artist’s expense.
- Exhibitors must be present for the duration of the show. Exhibitors’ employees or sales representatives may not substitute for the exhibitor.
- Exhibitors must have a valid state sales tax permit from each state in which they are participating. Exhibitors are responsible for collecting and reporting sales tax where applicable.

Using Zapplication



ACC uses Zapp to manage Baltimore applications

ZAPP enables artists to apply online to multiple art shows through one central website, ZAPPlication.org. The online application process also allows artists to directly upload digital images of their artwork for jury review. The result is that all artwork in the system is in a consistent, high-quality, digital format. The digital images are presented to the jurors of each show and the system allows them to score online.

Benefits to Artists

- Using ZAPP® is free to artists
- Artists can upload 1000 MB of digital images to their online, individual image bank
- Jurors see high-quality digital images of artists' work
- Artists can manage applications to multiple shows through ZAPP®
- Artists save money on postage and no longer have to mail slides or CDs of images
- Artists can access their ZAPP® accounts and image bank online from any computer with an Internet connection
- Artists only have to enter contact information into ZAPP® once
- Artists no longer have to complete multiple-page paper applications
- Artists receive email notifications with application status and other relevant information
- Artists' images and personal information are kept secure and confidential

Using Zapplication



To apply for the 2026 American Craft Made Baltimore, you will need to set up a profile through Zapp.

Head to:

<https://www.zapplication.org/index.php>

and follow the instructions.

All of the information we went over today, will be on both our website and on Zapp under American Craft Made Baltimore Event Information.



Zapplication Event Landing Page



WHERE ARTISTS & ART FESTIVALS CONNECT

Login

Sign Up

Event Information

American Craft Made Baltimore Marketplace 2026 presented by the American Craft Council

AMERICAN
craft
MADE

[← BACK TO EVENTS](#)

Apply to this Show

CONTACT EVENT

Event Pages:



Location: Baltimore Convention Center
Baltimore, Maryland (South)
612-206-3120

Select a link below to jump to that section

GENERAL
INFORMATION

RULES/REGULATIONS

BOOTH
INFORMATION

REFUND
POLICY

JURY
DETAILS

Artist Support



ACC offers a number of ways to support exhibiting artists before and during the show

- You will have access to all of the show information in our new and improved event management platform called Craft Cloud. Past participants will know this as the ARC.
- In the Craft Cloud, you will find helpful items such as:
 - Key dates and documents
 - The exhibitor kit, which includes directions on ordering pipe and drape and other items
 - Waitlist information and more
- Monthly Artist Support Calls
 - These are drop-in video calls available to all exhibiting artists to ask questions and share information with each other. Drop-in, informal, and ACC Staff will be there.
- Additional resources such as
 - This slideshow of [Booth Design Photos](#) for ideas and examples.
 - Our [Booth Design 101](#) for tips and ideas for a successful booth!
 - Links to our past Craft Lab workshops (and new ones!)

Thank You!



We hope you join us for the 2026 American Craft Made Baltimore Event!

Questions? Comments?

You can email the shows staff at shows@craftcouncil.org or leave a voicemail at [612-206-3120](tel:612-206-3120).

We appreciate your cooperation in giving our staff up to 48 hours (Monday through Friday) to respond before emailing or calling again.