

Art World News

DECEMBER 2025

THE INDEPENDENT NEWS SOURCE

NEIMAN'S FEMLIN PRESENTED BY AMERICAN FINE ART INC.

"Femlin," Leroy Neiman's playful female figures, have captured the essence of the artist's love for color, movement and the human form, while also sparking conversations about art, sexuality and the role of women in visual culture. Page 20.

DON'T LET HOLIDAY CHEER TURN TO UPCOMING TAX FEAR

Industry expert Sheila McCumby says that instead of letting the post-holiday slump lead directly into a year-end panic, turn these final few days into a proactive plan to get your financial and operational house in order. Visit page 24.

STRATEGIES FOR SUCCESS DEBUTS MASTER CLASS

Strategies for Success, a small business consulting firm founded by Sheila McCumby, launches an online master class teaching frameshop owners how to maximize profits and productivity. Go to page 14 to learn more.

RETHINKING BUSINESS STRATEGY IN TODAY'S VOLATILE MARKET

Gallery Fuel's Katherine Hébert discusses how it is important to step back at least once a year and evaluate not only what your gallery has been doing, but what you want the business to look like three to five years from now. Page 28.

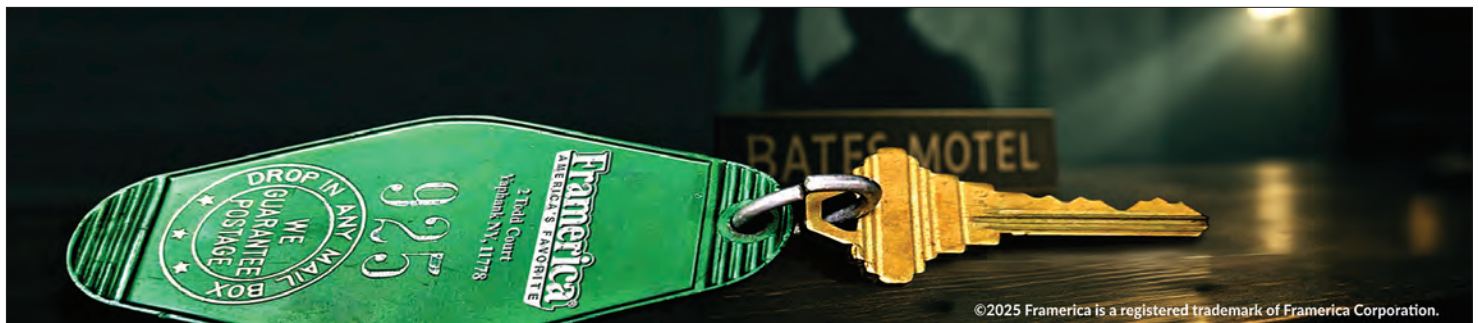


Evalyn Dunn Gallery is located in Westfield, NJ.

LESSONS LEARNED IN 2025 GUIDE NEW YEAR STRATEGIES

2025 has been a tough year for retailers. Regardless of what comes out of D.C., many business owners are struggling to keep sales up, prices down and employees paid. For consumers, the rising cost of everyday living—rent, electric, food, transportation, healthcare, etc.—makes it difficult to buy other items like art and framing. Economists also attribute a slowed labor market, with unemployment at a four-year high, as a reason consumers are being more conservative with their buying. Experts attribute tariffs—and the fear and uncertainty that comes along with them—as much of the reason that everyday items are experiencing rising costs, but there are many factors playing a role. High inflation, increasing interest rates and consumer buying trends moving towards more value-driven purchases are

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QUOTE OF THE MONTH:

"For 2026, I will continue to grow on the idea of 'Art that talks to you' and use that concept with every single bit of advertising I do, whether in social media or otherwise."

Debbie Smith, page 16

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Shown is "Pink Fog
and Coast," an oil on
panel by Donald Beal
from Berta Walker
Gallery. Page 8.

2025 Lessons Guide New Year Plans

The incoming year will likely not see much improvement, but those in the art and framing industry know that they have an edge over other retailers in that their business is lead by relationships.

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Strategies for Success Debuts Master Class

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Don't Let Holiday Cheer Turn to Tax Fear

Instead of letting the post-holiday slump lead directly into a year-end panic, turn these final few days into a proactive plan to get your financial and operational house in order.

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Rethinking Strategy in Today's Market

Katherine Hébert stresses the importance of stepping back once a year and evaluating, not only what your gallery has been doing, but what you want the business to look like three to five years from now.

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2026 Art and Framing Buying Forecast

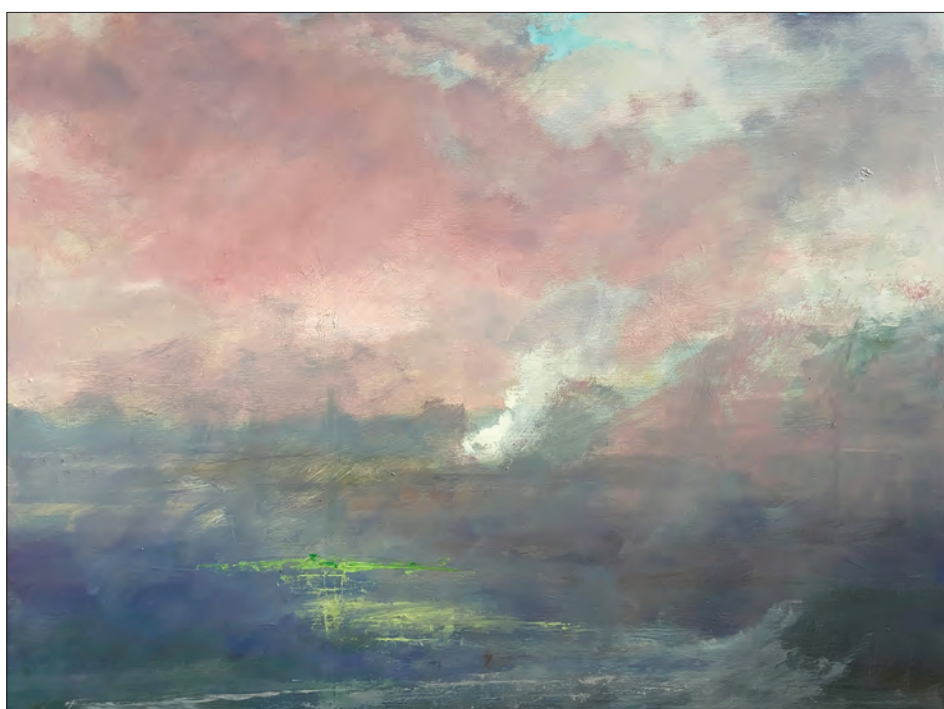
ADC Fine Art's Litsa Spanos says that if 2024 was the year the market exhaled and 2025 was the year it recalibrated, 2026 will be the year buyers get intentional.

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What's Hot in Open Editions

This month's What's Hot in Open Editions features a variety of the latest best selling open edition prints, most available as print-on-demand images, and it includes contact information as well.

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IN OUR OPINION

A Sparkling Collection of Main Streets

More than the disjointed economic headlines, the best read on the economy is right outside the doorway for most art gallery and custom frameshops. Their world extends as far as they can see, but not much more.

In a world where Internet shopping provides equal access and standard pricing to everyone at every time, it's easy to fall into the thinking that consumers are a uniform and homogenous group of folks where we all eat the same, want the same and feel the same. While it is true that general behaviors can project across the country to some degree, those trends lack the nuance to account what happens among Main Street Merchants.

Intuitively, art galleries and frameshops trade upon

uniqueness. They avoid competing with tidal waves from mass market retailers and distance themselves from the esoteric shops that sell oddities, such as snoods and buggy whips. The desired mix is to be relevant yet refined to the point that it plays well with local hearts and minds.

The greatest stocking stuffers art gallery and frame-shop owners could receive this year is a hefty dose of discipline and creativity to last them throughout 2026. The economic news will continue to be disjointed and the great reality to many will simply be what's happening outside their windows. Financial and emotional resources are ample among consumers to support a very good new year. However, the process of attracting clients and their dollars has never been more challenging. Finding the pathways to success might be elusive, but not impossible to find.

John Haffey
Publisher



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ARTISTS & PUBLISHERS

Bentley Art's New Deutsch Collection

Bentley Art Publishing, Elk Grove, CA, has added a new collection of images from Austrian artist Ludwig Deutsch to the company's website at www.bentleyartpublishing.com and is available as POD. The 43 new images by Deutsch (1855–1935) feature his vibrant, atmospheric depictions of Islamic architecture, daily life and local figures, often showcasing ornate details, rich colors and precise realism. Born in Vienna, the artist was deeply influenced by his travels to the Middle East and North Africa, particularly Egypt, which became a central focus of his art. A Master of academic painting, Deutsch's works reflect both fascination with, and idealization of, Eastern cultures. His paintings are prized for their technical skill and evocative portrayal of exotic scenes. Call (925) 997-7145 for more details, or go to: www.bentleyartpublishing.com.



"A Dealer in Artefacts 1887" by Ludwig Deutsch is presented by Bentley Art Publishing.

McBride/Dillman Presents Tarver

McBride/Dillman, located in New York, NY, recently presented *Homeplace*, a solo exhibition of new work by Adrienne Elise Tarver, whose work examines how Black women's identities have been constructed, obscured and mythologized throughout history, media and the collective imagination. In *Homeplace*, she transforms the gallery into a richly layered mid-century domestic space inhabited by Vera Otis, the long-standing fictional subject of her paintings. For further information, go to the website at: www.mcbridedillman.com.



Artist Adrienne Elise Tarver's "Point of Passage" is an oil on canvas.

Alex Gross Partners with Non-Profit

In honor of Veteran's Day, and the 80th anniversary of the end of World War Two, Portland, OR-based artist Alex Gross has partnered with the non-profit organization Walk Among Heroes in raffling off a new *Cabinet*



"CAP at Bastogne" is a mixed media painting by Alex Gross.

Card Painting of Captain America, with 100% of the proceeds going to benefit the charity. The *Cabinet Card Paintings* series are vintage cabinet card photographs—approximately 100 to 140 years old—which Gross transforms into pop culture characters, painting with oils and acrylics directly onto the photo. For further information, visit the artist's website located at: www.artofalexgross.com.

Berta Walker Gallery's Fundraiser

Berta Walker Gallery in Provincetown, MA, will contribute 10% of all gallery commissions derived from sales made through the month of December to Jamaican Hurricane Relief Groups, after the recent devastation left by Hurricane Melissa. An exhibit titled, *Little Shop of Wonders* was also held to help raise funds for the cause and featured work by artists such as Penelope Jencks, Peter Hunt, Danielle Mailer, Nancy Whorf, Donald Beal, Peter Hunt, Gertrude Gay Smith, Tom Boland, William Fitts, Berta Walker, Paul Resika, Grace Hopkins, Lennie Alickman, Paul Bowen, Joe Diggs and Deb Mell. For further information, call (508) 487-6411 or go to the gallery's website located at: www.bertawalker.com.



Artist Danielle Mailer's "Cat Tales, Green" is an acrylic on aluminum.

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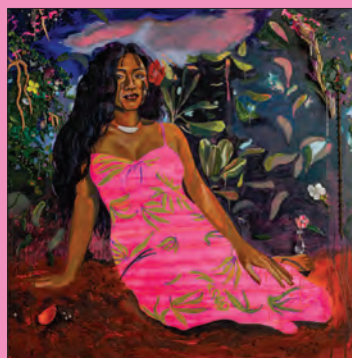
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© Gisela McDaniel. Image courtesy the artist and Pilar Corrias, London.

OGUNKUIT, ME—The **Ogunquit Museum of American Art** recently presented the first solo museum exhibition in the United States featuring the work of artist Gisela McDaniel. At the heart of the exhibition titled *Inina* is McDaniel's work with the CHamoru community and diaspora of Guåhan (Guam), her maternal homeland. Named one of *Art Mag's* 30 Most Influential Artists Under 30 in 2025, McDaniel is a diasporic, Indigenous CHamoru artist who takes an affirmational approach to portraiture. Focusing on the individuality of her "subject-collaborators" (a term she uses for the individuals in her paintings, often women and non-binary people of color), the artist works to transform experiences and histories of trauma by creating space for healing and self-care through conversation and relationship building. Framing this body of work, is a survey of McDaniel's portraits of subject-collaborators from Detroit, Los Angeles, and New York—all spaces that she has lived and worked. Shown is "Prima, Nieta, Nana: Pasifika Bailadora," a mixed media by McDaniel measuring 45 by 32 by 6 inches. For more information, call (207) 646-4909 or visit the museum's website located at: www.ogunquitmuseum.org.

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seen as key factors. Even larger stores are finding it harder and harder to keep the lights on. This year alone, some 15,000 stores have closed across the U.S., which is more than twice the amount in the previous year. Major chain stores have filed for bankruptcy or closed, including Claire's (closing hundreds of stores and filed for bankruptcy a second time), Party City (closure of all its locations), Joann Fabrics (closed more than 500 stores after filing for bankruptcy) and Macy's, Walgreens, CVS and Kohl's have all significantly reduced their amount of locations.

Supply chain delays, rising costs and inventory gaps also still play a role, albeit much improved since the pandemic. But still, the country's GDP (gross domestic product) for 2026 is predicted to see a 2% improvement. This is not that significant considering 2021 saw a 5.7% rise after the pandemic began in 2020.

The years 2021 to 2024 saw a 12.7% gain overall in GDP as it rebuilt from the 2020 downturn—exceeding predictions across the board. This led to a strong job market and increased sales for retailers. The incoming year will likely not see this level of improvement, but those in the art and framing industry know

that they have an edge over other retailers in that their business is lead by relationships and connection to a niche market.

Evalyn Dunn Gallery, Westfield, NJ, opened its doors in 1958 and today is owned by Dunn's daughter Jaclyn Civins for the past 35 years. With some 67 years in business, the gallery has seen many economic ups and downs. For Ms. Civins, paying attention to trends and consumer buying hab-



Evalyn Dunn Gallery is located in Westfield, NJ.

its is an important part of keeping sales flowing. That doesn't mean that every strategy is a winner. "This year, print advertising has not been as effective as social media tools in generating additional business for the gallery," she says. "Customers do not look at print ads as much as they did in the past. Their habits lend themselves more to the use of social media through mobile devices like cellphones rather than print ads. We have steadily improved and updated our website to obtain greater exposure and have created an online shopping experience for consumers."

Ms. Civins said that being diligent with the gallery's social media updates has also helped to get customers excited about what they have to offer this year. "We use Facebook and Google Ad Words as a means of promoting our gallery and plan to continue to do so in the coming year by expanding our use of Instagram and LinkedIn. Social media provides a crucial venue to build awareness and reach new customers. With so many different platforms and devices, a customer's first interaction with the gallery may be with our Instagram or a Google ad. The challenge is scale. To move from awareness to revenue, Meta and Google require significant ongoing investment so we're always weighing and reallocating

budgets when and where we see fit. We love it when new customers say they saw us online before coming into the gallery for the first time."

Evalyn Dunn Gallery plans to expand their use of social media in 2026 by increasing its presence on social media platforms like Instagram and LinkedIn. "Additionally, we plan to promote community engagement by sponsoring events and providing in-kind donations of arts and crafts that benefit local not-for-profit organizations. Also, we are always looking for new sources

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Minds Eye Photos

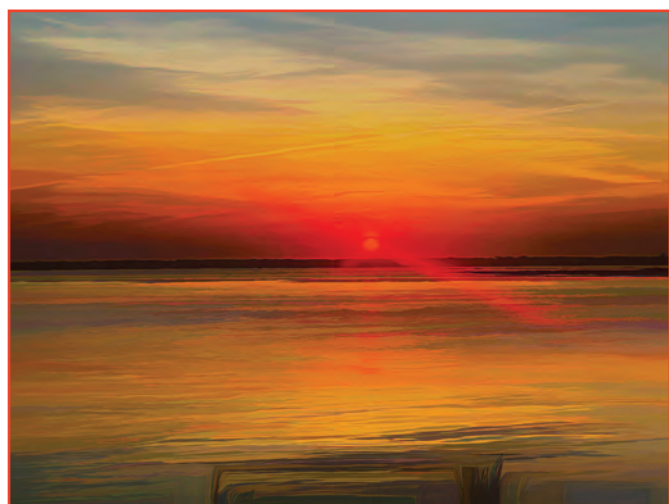
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Granada and Dubai and has been
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Edition), *Contemporary Art Magazine*
and *Artist Closeup* #25 magazines.

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MFIT PRESENTS ART X FASHION EXHIBITION



©The Museum at FIT

NEW YORK, NY—The Museum at FIT (MFIT) presents *Art X Fashion*, a comprehensive exploration of the symbiotic relationship between the world of fashion and fine art opens this winter at The Museum at FIT (MFIT). Featuring more than 140 objects, including garments, accessories, textiles, photographs and original artworks drawn from MFIT's permanent collection, *Art X Fashion* challenges the traditional hierarchies of visual culture, presenting fashion and art each as parallel, potent expressions of social, intellectual and creative forces. The exhibition also considers how designers interpret the aesthetics and themes of fine art into their own creative processes, resulting in designs that transcend their inspiration and produce new ideas. Curated by Dr. Elizabeth Way, curator of costume and accessories at MFIT, the exhibition is on view from February 18 to April 19, 2026, and reflects MFIT's mission to advance the understanding and appreciation of fashion's critical role in culture. Shown is Alexander McQueen for Givenchy, a silk crinkle chiffon dress, from the fall 1999 collection. Visit: www.fitnyc.edu for more information.

2025 LESSONS *continued from page 10*

of art for our customer base, and we will continue to look for talent locally, nationally and internationally. Art includes not only original works such as paintings and sculpture, but also crafts such as art glass and costume jewelry."

Social media has also been a great tool for Ms. Civins and her staff to keep their own education updated. "It is a great tool for us to find new ways to improve our framing techniques and learn about different materials. It is also important to take advantage of new technologies wherever possible by actively attending trade shows and webinars."

With all of the economic projections, Ms. Civins says that it is hard not to be worried about the coming year. "One concern has been the implementation of tariffs which can have an impact on our pricing of framing. We are doing our best to absorb these price increases and not pass them on to our customers. Another area of concern is cyber security to make sure that our website is secure and that our customers are protected in every way possible."

Garver Gallery, located between the state capitol and the University of Wisconsin in downtown Madison, WI, has been in business since 1972. Gallery director Jack

Garver says, "our main goal for 2026 is to keep looking for new artists and add to our roster that already exceeds 300. This year we launched a new website to, not only help expand our customer base, but to also support our artists' bodies of work, new collections and career news. Keeping new and existing collectors up-to-date on these events help to build relationships and grow sales in the gallery."



Westport River Gallery is located in Westport, CT.

At The Smith Gallery & Fine Custom Framing in New Cumberland, PA, owner and President Debbie Smith says that this year's holidays season has been their busiest one yet, especially in the custom framing department.

"In 2025, I had to really look at all of my costs and needed to raise them on the framing end, as well as the percentage that I get on a consigned piece of artwork," she says. "I went from 30 to 35 percent. I think it balances out better now because I am able to represent the artist but also

not fall short for my monetary goals for the gallery."

With this in mind, Ms. Smith says creating a more cohesive and inviting environment will help attract new customers.

"For 2026, I plan to put in more space for our framing design area. And, I intend on having art exhibitions and shows that are geared to specific groups of artists, i.e. a photography show, a plein air painters' show and an LGBTQ+ show. We are also planning an exhibition of the open studio, which is a group of artists who get together and paint and are in affiliation of the Art Association of Harrisburg. I have been concentrating on connections within the art community—visual, music and theater.

"One thing that I did realize this year is that I need to utilize my staff differently to bring out their best talents," Ms. Smith says. "I think I have honed in on what works the best and who works the best with whom. Each of them have their own unique talents, and I am trying to celebrate those strength and extol them so they grow with the gallery. We are 100% woman-powered and have been leveraging that unique quality of the business.

"I always talk about how when art speaks to a customer that they should really, truly listen to that voice and take that piece home for themselves. My

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S. Guccione

Presented by Westport River Gallery



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NEW YORK, NY—Kahan Gallery presents *Calder & Miró: Prints and Drawings, 1967-1976*, a focused group of prints and gouaches by Alexander Calder (1898-1976) and Joan Miró (1893-1983) from their later years, when they returned with renewed intensity to their practice on paper. The exhibit includes primary market prints and gouaches that will be exhibited for the first time in nearly 60 years. Included is a complete set of Miró's six vertical format lithographs *The Seers* (1970) and select prints by Alexander Calder from the series *The Elementary Memory* (1976). Large-scale etchings and aquatints by Miró set in nocturnal atmospheres such as "The Sleep-Walker" (1974) will be shown with Calder's nebulous and marine-like gouache "Sea-star" (1969). More than 20 prints, gouaches, illustrated books and tapestry will also be on view. Etched, inked, and stained, the works reveal the artists' shared sources of inspiration and convergent methods, approaching new concepts with spirited invention. Call (212) 744-1490 or go to: www.kahangallery.net.

SHEILA MCCUMBY DEBUTS MASTER CLASS

Strategies for Success, a small business consulting firm founded by Sheila McCumby, launches an online master class teaching frameshop owners how to maximize profits and productivity. Starting January 5, 2026, the subscription-based course titled, "Things They Didn't Teach In Frame School, Picture Perfect Profits: A Master Class in Frame Shop Business Fundamentals," teaches valuable strategies that drive growth in profit margins, boost operational efficiency and dramatically increase overall productivity.

"The master class recognizes a crucial industry truth: Your shop is run by talented artists and craftspeople, but to truly succeed, you must operate as a savvy business entrepreneur," Ms. McCumby says.

"If you're ready to stop struggling with financial clarity, operational bottlenecks and managerial headaches, and start truly leading a growing, thriving, and profitable enterprise; this master class is your next step. The best advice I ever received when my shop was struggling was to take off my apron, get out of the workshop and start acting like a boss. I was humbled, but it was the wake-up call I needed."

Ms. McCumby connects with audiences worldwide as a popular speaker, writer, mentor, teacher and columnist for *Art World News*

magazine. Her podcast, *The Framing Chronicles*, focuses on challenges faced by independent companies in the art and framing industry, and how to navigate them.

"I know so many framers who are amazingly talented, but struggle with all the essential obligations we have as owners and managers. I don't want anyone to feel shame if they have difficulties understanding all



Sheila McCumby, founder of Strategies4Success.

the overwhelming business stuff it takes to run a shop," she says.

"The framing industry is vastly different from an average retail business. It's hard to find resources to learn how to be an effective businessperson and inspirational leader. My goal is to give framers the strategic foundation to turn their talent into wealth. This class is about practical, actionable steps that lead directly to sustainable growth, more money in their pocket and more time back in their day."

The course delivers four weekly classes per month, structured around maximizing performance. Each

month will focus on a different core business principle:

- **Financial Clarity (Business Basics):** Learn best practices to track sales, manage inventory and understand and analyze financial reports. Gain the financial clarity required to make powerful, profit-driving decisions.

- **Operational Excellence:** Implement systems that efficiently streamline a frameshop's workflow, giving you back precious managerial time.

- **Targeted Marketing:** Attract profitable new clients and maintain strong relationships with a frameshop's current customer base. Learn how to leverage social media and other advertising methods effectively.

- **Confident Leadership:** Cultivate a high-performing team and confidently steer a business toward sustained success.

The program costs \$75 per month (for all four classes) or \$25 per individual class. As part of the format subscription-based online master class, students will have "anytime" access to the recorded classes and the option to participate in live weekly Q&A sessions.

Registration starts on December 1, 2025. For further information, learn more about Strategies for Success and to register for the master class, go to: www.mystrategies4success.com.

INVENTORY FOR SALE



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2025 LESSONS
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staff hears it. They feel it. They talk about it, too! I have brought artists in to talk about how they create and why they create and have my staff involved in the conversation."

And this same conversation makes an impact on custom framing. "We make a concerted effort to stress that our framing always enhances the artwork and we have been trying to express that to our artists. It is truly important to elevate their work. We have a designated area, with special pricing, to help artists present their work better and to realize how important that is to completing their work. We also discount artists at 20% off custom framing every day."

Plans for the coming year at The Smith Gallery & Fine Custom Framing will entail building all that this year has helped to create. "For 2026, I will continue to grow on the idea of 'Art that talks to you' and use that concept with every single bit of advertising I do, whether in social media or otherwise. I continue to reach out to the community and try to raise our vibration with art. Many times, people comment on how wonderful it is just to be in the shop...vibrant with color, art, love and light!

"The challenges that are coming this year is that we will have to deal with the tariffs," she says. "They are passed on to us, the retailers, and then on to our customers. That's a really big pill to swallow! And,

I'm going to have to adjust my prices accordingly. Because things are so much more expensive now, people don't have the expendable cash than they did a year ago, especially with the rising healthcare costs. All of that is a huge concern for me personally and also for my staff and many of my customers and clients. Their art and framing budget might have to be on hold.

"Again, I plan to rise above all that, and continue

Prior to opening Idea Gallery, I had a design/marketing firm so I'm more adept at marketing than most gallery owners. This year was an unusual one of continued up and down monthly sales attributed to the uncertainty of the economy. Also, our website didn't generate as much sales as other years, but we did see an increase of sales through social media inquiries."

Low consumer confidence has been a constant



The Smith Gallery & Fine Custom Framing, New Cumberland, PA.

to place artwork in peoples' homes based on how important it is that we celebrate, appreciate and support our artists."

At Idea Gallery, Egg Harbor, WI, owner and director Dan Cross says that the state of the economy has lead to a slower sales year for 2025 as consumers become more reluctant. "Our sales were down in 2025, but, our strategies have been effective, tested and proven since we have been in business 10 years," he says. "The previous three years each surpassed the previous with record sales.

this year. "I attribute a lot to the state of the economy and uncertainty of where things are going, especially with tariffs," Mr. Cross says. "Tariffs, contrary to what the administration has claimed, has caused higher consumer prices. We heard from past customers this season that they needed to watch their spending. In turn, spending on art, a non-necessity, was adversely affected. Politically speaking, during election years there comes uncertainty with whatever party is the new administration. We've seen this in the past two elections and

especially so with the current one."

Some positive notes this year for Mr. Cross were creating engaging social media posts that attract engagement and help to bring in sales. "Our social media strategies continue to be effective in engaging our customers and generating new followers and growing sales. Another effective strategy has been to get our artists to do their own posts promoting the gallery as their representative and also having them comment on our content to increase our following. Our winter pop-up events have also been successful as full-time residents in Door County are looking for things to do."

Looking to the new year, Idea Gallery has lots of plans to gain momentum. "For the 2026 season, and to differentiate from the many Door County galleries, we are going to open a wine bar in our annex gallery," he says. "The concept behind this is to create a destination setting where people can come to socialize among the artworks. The objective is to keep customers in the gallery longer and increase sales. Our regular customers will increase our audience, too, by bringing visiting friends to the gallery. In turn, we get to expand our visibility, while creating word-of-mouth advertising. I'm certain this will increase the opportunity for more sales."

They will also expand their sculptural garden with three new artists and will

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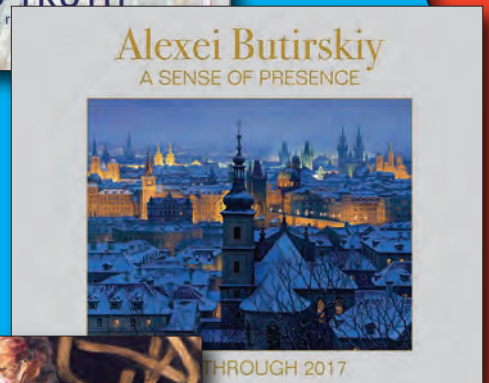
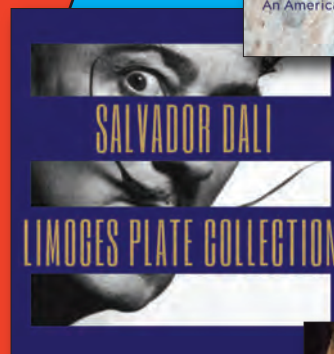
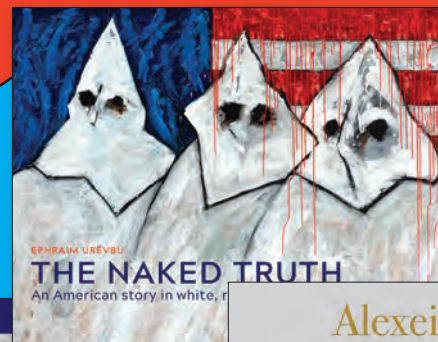
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2025 LESSONS
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be doing three pop-up art events this winter in collaboration with another local gallery.

"We did this in 2025 for the first time and it was very successful. We will also offer seven, one- and two-day art workshops during our tourist season, (May to October). In the winter the gallery isn't open daily like the main busy season, so to generate additional cash flow through the winter we are going to offer several one-day workshops in a variety of medias. Our target market will focus on the year-round residents of Door County, although, we will send out an email campaign and promote it through social media."

For Ken Warren, co-owner with his wife Pat of the Westport, CT-based Westport River Gallery, economic predictions and

"Every year since we opened in 2004 we have expected to make \$75 million. Every year we are disappointed. The stock

more like ERs. You never know what (or who) is coming in, or when or even why. Years ago, we could better predict our day-to-day business. All the more reason to employ a philosophy of 'opportunity management.' For 2026 we need to make sure we are carrying art that people want to buy, and hopefully collect. We need to make sure our framing prices—despite frequent and seemingly irrational cost increases—are reasonable," Mr. Warren concludes. "Our margins may be thinner but will drop faster if clients evaporate. Scaring people with high prices is a good way to never see them again."

Koleen Kaffan is Editor in Chief of Art World News.



Idea Gallery is located in Egg Harbor, WI.

expectations can help to guide a business, but unexpected interruptions are also to be expected.

market, weather and ER visits are also predictive-elusive. Galleries and frameshops have become



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Femlin



Leroy Neiman's Playful and Provocative Muse

Leroy Neiman, a renowned American artist celebrated for his vivid, impressionistic works, has left an indelible mark on the world of art through his dynamic depictions of sports, celebrities, and nightlife. One of his most iconic creations, however, is the Femlin—a cheeky, spirited, and often controversial series that became a signature motif of Neiman's work. These playful yet provocative female figures captured the essence of the artist's love for color, movement, and the human form, while also sparking conversations about art, sexuality, and the role of women in visual culture.

The Birth of the Femlin

The Femlin series, which Neiman began in the 1960s, was introduced as a series of whimsical, sensual pin-up illustrations. These figures, often depicted in exaggerated poses and suggestive scenarios, were instantly recognizable for their bright colors and energetic lines. The Femlin, a character that was sometimes nude or scantily clad, was Neiman's way

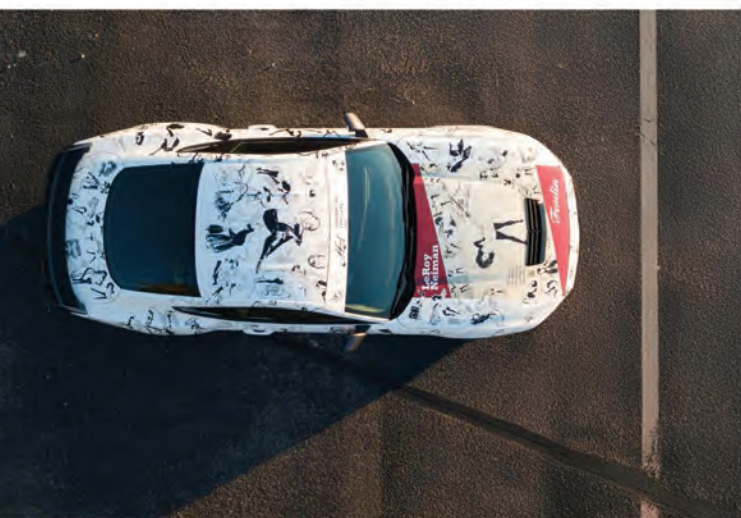
of exploring the intersection of eroticism and art in a playful, sometimes satirical manner.

While the Femlin started as a humorous diversion, it quickly became a prominent fixture in Neiman's artistic output. Neiman, who was famous for his depiction of dynamic action scenes—whether on the playing field or in the nightclub—approached the Femlin with a similar enthusiasm for movement and energy. Her poses were often exaggerated, her proportions fantastical, and the overall aesthetic was one of exaggerated sensuality and joy.



The Feminine Archetype

At its core, the Femlin was not just a sexual object, but also a reflection of the changing attitudes toward femininity during the mid-20th century. As the feminist movement gained momentum and the sexual revolution unfolded, Neiman's portrayal of women was simultaneously an homage to traditional pin-up art and a challenge to it.



The Femlin could be seen as a subversion of the typical, passive female form often represented in the art world. Unlike the demure and subdued female figures of classical painting, Neiman's Femlin was often brash, bold, and unapologetically alive with personality. She was playful, mischievous, and sometimes defiant—a celebration of female power and freedom of expression.

However, as with much of Neiman's work, the Femlin also carried an undercurrent of contradiction. While the character exuded confidence and vitality, she often existed in situations that bordered on the absurd or risqué. Whether she was depicted in glamorous nightclub settings, lounging in a dream-like landscape, or engaging in moments of impromptu intimacy, the Femlin was a multi-dimensional figure who simultaneously embodied both empowerment and objectification. This duality became one of the most intriguing aspects of the series.

Femlin and Pop Culture

The Femlin wasn't just a personal creation; it became an icon in the art world and popular culture. Neiman's works were featured in Playboy magazine, and the Femlin became a frequent presence in the magazine's pages, often accompanying playful or cheeky articles. The character's connection to Playboy was crucial in solidifying her place within the zeitgeist of the 1960s and 1970s, a time when sex, art, and entertainment were deeply interwoven.

Beyond the pages of Playboy, the Femlin appeared in other forms of pop culture. Neiman's distinct style, with its bold colors and energetic lines, made the Femlin a recognizable character that could be found on everything from posters and calendars to merchandise and album covers. The Femlin became a symbol of Neiman's unique approach to combining fine art with mass-market appeal.

Femlin as a Symbol of Neiman's Artistic Vision

Leroy Neiman's approach to art was always deeply intertwined with his passion for vibrant, eye-catching color and his fascination with movement. The Femlin was an ideal vehicle for Neiman to experiment with these themes. The character's fluidity and exaggerated anatomy gave him endless possibilities for exploring form, light, and shadow. He often painted her in a way that captured the energy of a dancer or athlete, imbuing the work with a sense of constant motion.

The Femlin also fit into Neiman's larger artistic philosophy. He was not interested in producing static, academic representations of reality. Instead, he sought to create art that was as dynamic and colorful as the world around him. In this sense, the Femlin was a manifestation of Neiman's desire to bring the energy of life itself into his paintings—whether that life was found in the frenzy of a sporting event or in the playful, liberated energy of a woman who was unapologetically herself.

Controversy and Criticism

Of course, the Femlin was not without its critics. Some dismissed the series as overtly sexual or superficial, critiquing Neiman for objectifying women and reducing them to mere symbols of desire. Others saw the Femlin as a problematic reflection of the patriarchal gaze that dominated both the art world and popular culture at the time.

Yet, others have argued that Neiman's depiction of the Femlin was a complex and layered commentary on both the female body and the world of entertainment. In this view, the Femlin was not merely a passive object of sexual fantasy but a character who embodied the playful and sometimes absurd dynamics of fame, beauty, and allure. Far from being a simple erotic object, the Femlin represented a paradox—a figure of both empowerment and exploitation, innocence and seduction.

Legacy and Influence

Despite the controversy, the Femlin has endured as one of Leroy Neiman's most recognizable and beloved creations. The character continues to be celebrated as a representation of Neiman's unique artistic vision—a playful fusion of beauty, boldness, and eroticism. Today, Neiman's work, including the Femlin series, is admired not only for its color and energy but also for its commentary on the cultural mores of the 20th century. The Femlin stands as a testament to Neiman's ability to blend fine art with popular culture, creating a

visual language that is both accessible and provocative. She remains a symbol of the freedom to explore and express, an icon that resonates with audiences even decades after her creation.

Whether seen as a celebration of femininity, a critique of societal norms, or simply as a work of art designed to provoke and entertain, Leroy Neiman's Femlin is a lasting part of his artistic legacy—one that continues to captivate, challenge, and charm viewers to this day.





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STEPS FOR SUCCESS

DON'T LET HOLIDAY CHEER TURN TO TAX FEAR

By Sheila McCumby

The holiday season is nearly over and you're driving back to the shop on December 26, slightly overwhelmed by the holiday cheer overload but ready to tackle the final days of the business year. While you might be nursing a gigantic coffee and enjoying the sudden quiet, a cold realization hits; Taxes... End of the Year... Inventory... More Taxes... Commencing panic attack in 3...2...1...

Instead of letting the post-holiday slump lead directly into a year-end panic, turn these final few days into a proactive plan. Getting your financial and operational house in order now is the single best gift you can give your business. Here are 10 essential steps to streamline your reporting and set your business up for a prosperous 2026.

Year-End Checklist:

1. Set Appointments with Your Experts NOW

Your accountant, tax advisor, attorney, business consultant and insurance agent are your critical support team, and they get slammed at the start of the new year. Beat the rush and schedule appointments immediately. Learn exactly what reports and data they require to accurately file your taxes and

conduct year-end reviews.

- **Legal & Succession Planning:** Do you need to update shareholder agreements, bylaws or your corporate classification? Who would take over your business if you were suddenly incapacitated? Creating or

The year-end is the most strategic time for small businesses to manage their tax liability and organize for the coming year. Here are a few key areas that will set your business up for success and maximize savings:

- **Strategic Income and Expense Timing**



updating an estate plan is vital for business continuity.

- **Insurance Review:** Have you added any new capital this year (e.g., a new mat cutter, large printer, or security system)? Re-evaluate your coverage to ensure all new assets are protected. Your future self will thank you.

2. Year-End Tax Prep: Things to do NOW!

Now is the time to maximize and accelerate your deductions:

Pay expenses (office supplies, software, repairs, bonuses) before December 31st to deduct them this year.

Defer Income: Consider delaying invoicing or collecting payments until early January if you need to push income into the next tax year.

- **Maximize Tax Deductions:** Ensure you fully utilize all available tax breaks.

Retirement Contributions: Maximize deductible contributions to your SEP IRA, Solo 401(k) or other small business retirement plans.

Asset Purchases: Businesses in the U.S can utilize Section 179 and Bonus Depreciation to deduct the full cost of qualifying equipment and business assets placed in service by December 31st.

Health Savings: Fully fund any eligible Health Savings Accounts (HSAs) for a deduction.

- **Clean and Organize Financial Records**

Reconcile Accounts: Match all bank and credit card statements against your books to ensure every transaction is correctly categorized.

Inventory/Bad Debts: Perform a physical inventory count and write off obsolete stock. Review Accounts Receivable and formally write off any clearly uncollectible debts.

Gather Documents: Organize all receipts, invoices and loan documentation.

- **Prepare for the New Year**

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STEPS FOR SUCCESS

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Consult Your CPA: Meet with your accountant before year-end for a tax projection and final strategic moves.

1099/W-2 Prep: Make sure you have all of your employee's personal information correct. Confirm you have current W-9 forms (with legal names and TINs) for all independent contractors paid over \$600 to prepare for Form 1099 filing.

Budgeting: Analyze your Profit & Loss statement to create an informed and realistic budget for the coming year.

3. Cyber Security

This may be a good time to change your login credentials for sensitive information, such as bank account logins, accounting software, and other confidential data that is vital to your business. Keep those passwords secure and make sure a trusted partner or employee has access to your electronic sign-ins just in case you are incapacitated. While cloud-based POS and accounting software often handles backups automatically, if you use desktop systems it is smart business to backup data daily and keep a backup on your personal cloud drive or on an external USB stick or hard drive.

For added security, keep an off-site copy of your backup data in case of fire, theft, or natural disaster. In the U.S., it is advisable to keep business records for at least seven years. Don't forget to back up any cell phones used for business calls or storing

customer information.

4. Countdowns Aren't Just for New Year's Eve

Take a complete physical inventory. If you've been lax about tracking stock, the New Year is the perfect time for a fresh start. Accurate inventory is key to calculating accurate financial reports and ensuring efficient cash flow.

Purge. Your storage area isn't a museum of bad purchasing decisions: Deeply

for the health of your business

Run your financial reports. Most modern POS and accounting systems make it easy to generate the core numbers your accountant needs.

The Accountant Advantage: If you can afford it, hire an accountant for tax preparation; it is worth every penny. If this isn't feasible, use tools and templates in software like QuickBooks or Excel. Review these reports



discount or purge dead and discontinued stock. You are better off getting rid of dead items that are taking up valuable space, even at a loss. Take whatever cash you get and reinvest it in products that sell.

Inventory is Insight: If you don't know what you have in inventory, you don't truly know your business and you are almost certainly losing money.

5. Financial Reporting: An annual checkpoint

monthly to track the overall health of your business and spot trouble right away. If you plan to apply for financial aid or a loan, these reports must be current.

Key Reports You Should Request:

- **A Profit and Loss (P&L) Statement:** Lists total revenue, expenses, gains and losses. Use these numbers to analyze your net income, identify areas where operating costs can be trimmed and set goals to increase sales.

- **A Balance Sheet:** This is a snapshot of your business' assets, liabilities and equity (capital). Confer with your accountant to review your capital list (mat cutters, computers, tools); new purchases and depreciation on certain equipment may be tax deductible.

- **Cash Flow Statement:** This statement tracks cash received ("inflow") and cash spent ("outflow"), ensuring you have enough cash to cover upcoming expenses.

- **Write Off Bad Debt:** Consult your accountant about the best way to handle old, uncollectible invoices tax-wise. Some POS systems have a "bad debt" option to write these off as a loss.

Vendor Housekeeping And Negotiation:

Analyze your moulding and matboard usage for the past year. Who were your top vendors? What were your most popular mouldings? What were the duds? This can give you some leverage to negotiate with vendors for larger discounts in 2026.

Update Info: Verify current contact details, shipping rates and minimums for key suppliers.

Purge discontinued and poorly selling samples from your displays.

7. Take Good Care of Your Employees

Effective leaders recognize that their team is their greatest asset.

Update Information: Make sure that you have current mailing addresses, emergency contacts, email and phone numbers for sending

STEPS FOR SUCCESS
continued from page 25

out required tax documents.

Retention: Good framers are hard to find. Consider bonuses or other incentives to retain your employees and thank them for their hard work.

Staffing Analysis: Analyze your staff needs. Budget for raises and training expenses. Can you afford the staff you have, or is it time to bring on new team members? Set up your employee vacation calendar now to ensure you are adequately staffed throughout the coming year.

8. Audit Your Online Presence

Your website and social media are your 24/7 gallery

showroom.

- **Technical Check:** Click every link on your website and social media pages. Make sure they work and that your contact information is 100% up to date.

- **Google Listing:** Check your listing on Google; is the information correct?

- **Plan for Growth:** Set goals to improve your online presence and marketing strategy for 2026.

9. Reset Everything for the Coming Year

Some POS systems allow you to reset your work order numbers to indicate the new year (e.g., prefixing them with '26'). This is incredibly helpful for sales tracking and report analysis.

10. Give yourself and your team some credit

It's a sobering truth that

over 50% of small businesses close within their first two years, with an additional 25% failing by the five-year mark. The simple fact that you opened your doors today is a significant victory, and maintaining your operation, especially during these uncertain times, is a massive accomplishment that deserves recognition.

Take time now to document the improvements and gains you've made this year. Be sure to share this list of "wins" with your employees and specifically recognize their significant contributions to your collective success.

The new year is the perfect opportunity to reflect on your journey and strategically plan your future. Set tangible, measurable goals

for the forthcoming year and develop a robust plan for how you intend to flourish and grow. Then raise a glass and toast your team, take a deep breath and get ready for a profitable 2026.

Sheila McCumby, owner of Strategies for Success, a small business consulting firm, connects with audiences worldwide as a popular speaker, writer, mentor and teacher. Her podcast, 'The Framing Chronicles' focuses on challenges faced by independent companies in the art and framing industry. With decades of experience as a picture framer and shop owner (since the early 90s), she's dedicated to helping small businesses boost profits and streamline operations. For more details, visit: www.mystrategies4success.com.



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RETHINKING STRATEGY IN TODAY'S ART MARKET

by Katherine Hébert

The art market is shifting in subtle but meaningful ways. Collectors are using new tools to discover art, the emotional motivations behind purchases are evolving, and the identity of what a gallery is (and does) is expanding. For small and mid-sized galleries—often running on lean teams and tight margins—these shifts require clarity of direction and deliberate planning.

This is why it is important to step back at least once a year and evaluate not only what your gallery has been doing, but what you want the business to look like three to five years from now. Without this reflection, galleries fall into “maintenance mode,” where the day-to-day dictates strategy rather than the other way around. But the galleries that grow sustainably are the ones that create systems that support consistency, so the owner and staff are not constantly reacting to the most urgent task at hand. As you plan the next phase of your business development, here are key trends shaping the gallery sector today—and ways you can implement them in your workflow.

Prioritizing Client Relationships Beyond the Transaction

Client loyalty is one of

the strongest business drivers a gallery has, but loyalty is built between purchases, not at the moment of sale. It is easier to keep a client than find new ones. Many Gallery Fuel members intend to stay in touch, but struggle to be proactive. The solution is to create a

an artist's process, recent press and highlights or a cultural trend related to their taste. These lead to personal notes and emails, not newsletters blasted to all.

- After every sale, schedule a follow-up touchpoint three to four weeks later in your CRM or email calen-

This kind of thoughtful and personal contact is what makes an art collector feel like a partner in the gallery's mission—not just a customer.

Building Management Systems That Support Growth

Small galleries rarely have the staffing needed to divide responsibilities cleanly, which means tasks like marketing, administration and sales often fall on the same person. One important shift in recent years is the growing accessibility of fractional support—specialists who work with you part-time, project-based or remotely.

For example:

- A part-time marketing assistant can prepare exhibition announcements, update the website or schedule social media posts—freeing you to focus on relationship building.

- A freelance gallery administrator can help with inventory records, artist agreements and/or press packets.

- A contracted videographer or editor can produce short-form video content of exhibitions or artist conversations to be presented on the website, social media and even played on the showroom floor.



simple, repeatable system for outreach rather than relying on memory or spontaneity.

Here are some ideas to help you.

- Create a list of your top 25 to 50 existing collectors and schedule quarterly personal check-ins. These events don't need to be sales-driven—instead, share a short insight about

dar—just to check in, thank them again, and ask how the piece is settling into their space.

- Track collector preferences more intentionally. Even noting their color palette preferences, favorite mediums or price comfort range allows you to send highly relevant personal previews later that will have a lasting impact on the collector.

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BUSINESS DEVELOPMENT *continued from page 28*

The key is to treat outsourcing not as a luxury, but as a strategic investment in the capacity of your art gallery and frameshop to grow. Even five to 10 hours per month can make a measurable difference.

Galleries are increasingly and more intentionally communicating their values—not only what they show, but why. This includes curatorial intention, relationship to community and sustainability practices. If your gallery uses eco-conscious shipping materials, frames, or exhibition display methods, brag about that. Your prospective buyers will want to support your business over a faceless online marketplace. If your artists source materials sustainably or work with reclaimed objects, highlight it in wall text and online as well. Collectors, especially the younger buyers, love businesses that reflect their values, but clarity is required—it must be visible and consistent.

Extending the Sales Cycle to Deepen Engagement

Art buyers often want more understanding and emotional connection before purchasing. This is where programming that surrounds an exhibition becomes strategically important. Don't put pressure on yourself to make these elaborate events; the key is offering multiple entry points for engagement.

For instance:

- Host an informal "Coffee with the Curator,

Gallery Director or Artist" walkthrough for local collectors.

- Offer a brief, recorded artist conversation that can live on your website, playing in the gallery and in your sales outreach emails.

- Create a one-page exhibition "context guide" that explains themes, references and artistic decisions. This is especially helpful for newer collectors developing their visual literacy.

When you provide meaningful context, you help collectors feel more confident. Confidence is one of the strongest drivers in art purchases.

Pricing transparency also continues to be a must. Clear pricing—both in the gallery and online—signals trust and respect for your collectors' intelligence. And as online discovery expands in the sales journey, so does the importance of reviews and testimonials.

Don't be shy about asking collectors to share their experience. A few sentences from a happy buyer displayed on a website, social media pages or in email newsletters can reinforce credibility more effectively than any sales language. Make this part of your post-sales process.

Marketing That Can Blend Some Storytelling, Community and Accessibility

Short-form video has become one of the most effective ways for galleries to connect with audiences, but it does not require polished production or on-cam-

era performance. Viewers respond to authenticity:

- Show an artist preparing for an exhibition.
- Film a quiet slow pan of an artwork up close.
- Capture your own voice talking about what drew you to an artist's work.

These pieces of content serve not just marketing—but education and connection. Start to build a library of video content that can also be used more evergreen for follow-up assets with sales leads. For example, shoot a little video every time you visit an artist's studio.

At the same time, long-form content remains essential for SEO and audience trust. Blog posts, interviews or exhibition essays can be designed to be highly skimmable while still providing depth. This is especially true for attracting new collectors who are self-educating online before ever even engaging with your gallery.

Partnerships continue to be a powerful way to reach new audiences, and customers, while sharing costs. And the opportunities can be endless. Consider collaborations with:

- Local hospitality businesses
 - Architecture and design studios
 - Cultural non-profits
 - Other galleries in your region (yes, try to view as potential partners vs. competitors when appropriate)
- These partnerships reinforce your gallery as a cultural connector and expand your audience without additional advertising spend.

The gallery landscape is changing, but this period of change is also one of opportunity. Kinda exciting, isn't it?

Collectors want connection, meaning, personal stories and alignment—and small galleries are uniquely positioned to offer that with intimacy and authenticity. Just keep in mind that this is easier to deliver if you don't take on too many projects throughout the year and allow yourself the time and resources to go deep vs. offering more with less context.

By building more intentional relationship practices, strengthening your operational structure, creating layered exhibition experiences and telling your story consistently across platforms, you will create a business model that is both sustainable and human-centered.

Your work in the art market today is very important. And with thoughtful planning, it can also be more efficient, more fulfilling, and more impactful—for your artists, your collectors, and your community—and you!

Columnist and industry expert Katherine Hébert specializes in art gallery business sales and marketing strategies, and is the founder of Gallery Fuel, a subscription-based service that helps fine art galleries be more competitive in today's art market. Gallery Fuel is dedicated to helping fine art dealers and galleries in small-to mid-sized markets grow and improve their businesses. For further information, visit: www.galleryfuel.com.

FINE ART & FRAMING TRENDS

2026 ART AND FRAMING BUYING FORECAST

By Litsa Spanos

The art world isn't slowing down—it's getting smarter. And in 2026, the buyers walking into galleries and frameshops won't be looking to be impressed; they'll be looking to be guided. If 2024 was the year the market exhaled and 2025 was the year it recalibrated, 2026 will be the year buyers get intentional—expecting galleries and frameshops to be just as thoughtful, strategic and transparent in how art is presented and protected.

Across the market, we're seeing a clear shift: people are still buying art, but they're buying with purpose. They want confidence in what they're purchasing, clarity in pricing and presentation that makes the decision feel informed rather than impulsive. For galleries and frameshops, this is good news—because intention rewards expertise.

Middle Market Becomes the Power Lane

While headlines often focus on trophy sales, most independent galleries and frameshops thrive in the middle of the market—and that's exactly where momentum is building. Buyers are gravitating toward works that feel collectable, livable and emotionally resonant, without the intimidation factor of ultra-high price points.

In 2026, successful businesses will curate tiers rather than one-size-fits-all offerings: emerging artists



and smaller originals, editioned works with strong stories and a handful of aspirational anchor pieces. Framing should be part of that strategy from the start,

clear “good, better, best” packages that pair artwork with framing options so clients can immediately visu-

alize value and make confident choices.

Digital-first Discovery, In-Person Trust

Online is no longer just a



not an afterthought.

What to do: Present art and framing together. Offer

marketing tool—it's the first showroom. Buyers now expect to discover art digitally and then confirm their deci-

sion in person—or buy directly online. Social media, video and well-photographed framed work are doing much of the pre-selling before a client ever walks through the door. For frameshops especially, this is an opportunity. A short video explaining why a specific moulding, mat width or glazing choice elevates a piece builds authority and justifies upgrades.

What to do: Invest in strong photography of framed work, detail shots of corners and materials and short videos explaining design decisions. Education builds trust—and trust closes sales.

Texture, Depth and Craft Continue to Rise

Collectors are increasingly drawn to tactile, dimensional and craft-forward work—fiber art, ceramics, mixed media and layered pieces that blur the line between art and object. These works demand more sophisticated framing solutions and clients are often willing to invest in presentation that honors the piece.

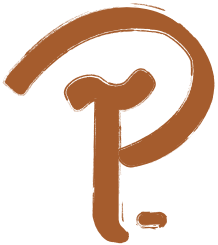
What to do: Make depth visible. Create in-store displays showing float mounting, spacers, shadowboxes and linen mats. When customers see dimension, they understand its value.

continued on page 32

Tina Palmer



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ART & FRAMING TRENDS
continued from page 30

Conservation Becomes the Standard

The 2026 buyer is more value-conscious and longevity-focused. Rather than framing as a purely aesthetic decision, clients want to know their investment—whether emotional or financial—is protected. Museum-level glazing, UV protection and acrylic solutions for large or high-traffic spaces are increasingly expected, not optional. The key is shifting the conversation from “glass upgrades” to outcomes.

What to do: Lead with the why. Bright room? Anti-reflective clarity. Sentimental or investment piece? Maximum UV protection. Large scale or safety concerns? Acrylic with durability and optical clarity. When framed

as solutions, upgrades sell themselves.

Ongoing Relationships Matter More Than Ever

Today’s collectors don’t want a single transaction; they want a partner who helps them live with art over

initial sale—annual refresh programs, rehangs or framing updates as clients’ homes and tastes evolve.

The biggest takeaway for 2026 is this: success won’t come from chasing trends, but from translating them into systems. Thoughtful cu-

The buyers are ready. The question is whether we are positioned to guide them—not just to a purchase, but to a long-term relationship with art.

time. Rotation, re-framing, resizing for new spaces and seasonal refreshes are becoming part of how people collect.

What to do: Offer services that extend beyond the

rotation, integrated framing, strong digital storytelling and conservation-forward education will define the next wave of growth. The buyers are ready. The question is whether we are positioned to guide them—not just to a

purchase, but to a long-term relationship with art.

Litsa Spanos is the President of ADC Fine Art in Cincinnati, Ohio, and the founder of Art Design Consultants Inc., SmartSell Membership, author “Secrets of the Art World” and founder of ACA, Art Comes Alive—one of the nation’s premier art recognition and sales programs connecting artists with private and corporate collectors. Her mission is to support contemporary, living artists and her company ranks as the top 2% of women-owned businesses in the nation based on revenue. ADC Fine Art has two locations: a 13,000 square foot gallery and custom frameshop in Cincinnati, OH’s west end and a gallery and custom frameshop in the heart of Ft. Thomas, KY. Visit: www.adcfineart.com.

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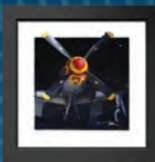
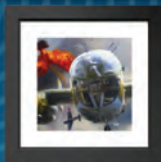
"LONE ASCENDER" - Canvas Wrap with Double Stack Float Frame / 24"X 72"



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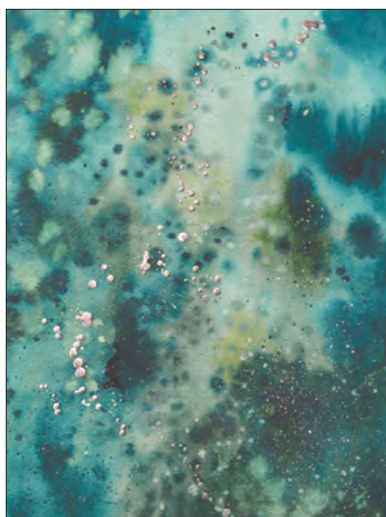


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"Sunlit Pond I" by Madeline Clark is available as POD, retailing from \$36 to \$356. For more details, phone C Brand Studios, located in San Diego, at (858) 554-0102 or go to the website at: www.cbrandstudios.com.



Algae in Bloom II

"Algae Bloom II" by Grace Popp is available as POD. Telephone World Art Group, Richmond, VA, for further information at (804) 213-0600 or go to: www.theworldartgroup.com.



Heron in Blue

"Heron in Blue" by Nan measures 40 by 40 inches and retails for \$40. For further information, telephone Galaxy of Graphics in Fair Lawn, NJ, at (201) 806-2100 or go to the company's website located at: www.galaxyofgraphics.com.

Arrival of Dawn 1

Studio EL, Emeryville, CA, debuts Donald Satterle's "Arrival of Dawn 1," available as a giclée on paper and canvas, as well as clear acrylic, brushed aluminum, Baltic birchwood, glossy laminate on acrylic in custom sizes. Call (800) 228-0928 for more details, or go to: www.studioel.com.



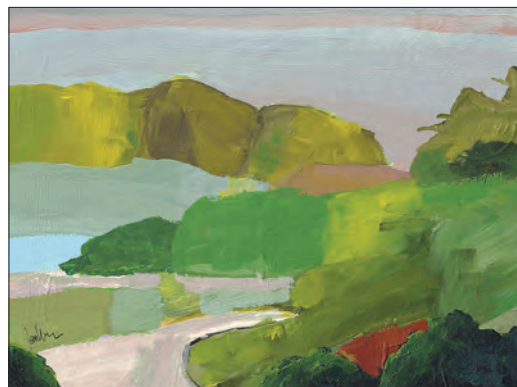
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"Along the Pond" by Elizabeth Medley measures 36 by 24 inches and retails for \$30. For more information, call SunDance Graphics, located in Orlando, FL, at (800) 617-5532, or go to: www.sdagraphics.com.

A Village in Provence



"A Village in Provence" by Jan Weiss measures 40 by 30 inches and retails for \$72 on standard paper. Available on multiple substrates and multiple sizes. Call Image Conscious, San Francisco, at (800) 532-2333, or visit: www.imageconscious.com.



Magical Winterland IV

"Magical Winterland IV" by Lisa Audit measures 12 by 12 inches and retails for \$10. Call Roaring Brook Art in Elmsford, NY, for further information at (888) 779-9055, or go to: www.roaringbrookart.com.

Magical Winter Path

"Magical Winter Path" by Leah Straatsma is a large format custom giclée on matte paper measuring 24 by 36 inches (\$102). Call A.D. Lines in Monroe, CT, for more details at (800) 836-0994 or visit: www.ad-lines.com.

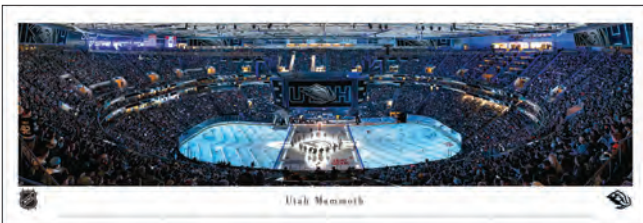


Disco Ball Ornament

"Disco Ball Ornament" by Cat Thurman Designs measures 12 by 16 inches and retails for \$15. Phone Penny Lane Fine Art & Licensing, New Carlisle, Ohio, at (800) 273-5263 or visit the company's website located at: www.pennylanefineart.com.

Utah Mammoth – Stick Salute

"Utah Mammoth–Stick Salute" by James Blakeway measures 40 by 13 1/2 inches and retails for \$34.95. For details, call Blakeway Worldwide Panoramas Inc. in Minneapolis, MN, at (800) 334-7266, or go to: www.panoramas.com.



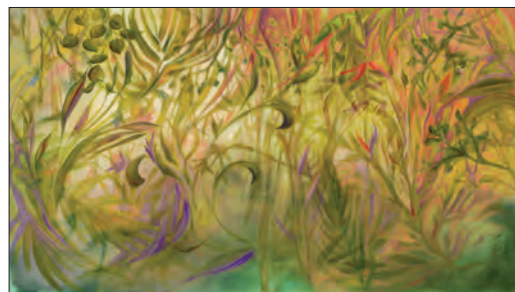
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Grassy Path To The Beach II



"Grassy Path To The Beach II" by Kate Jarvik Birch measures from 6 by 6 inches to 56 by 56 inches and retails from \$21 to \$352. For more details, phone Wild Apple, located in Woodstock, VT, at (800) 756-8359 or go to the company's website at: www.wildapple.com.

Impulsive Jungle



"Impulsive Jungle" by Dina D'Argo measures 58 by 34 inches. The image is also available as POD in various sizes. For further information, telephone Third & Wall Art Group, located in Seattle, at (877) 326-3925 or visit the company's website at: www.thirdandwall.com.

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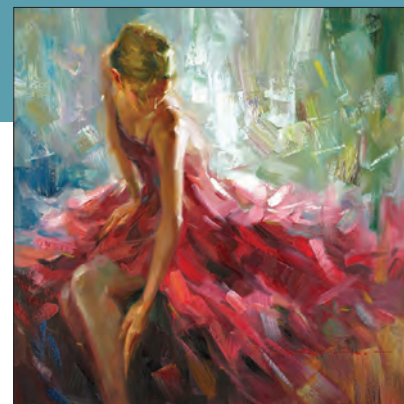
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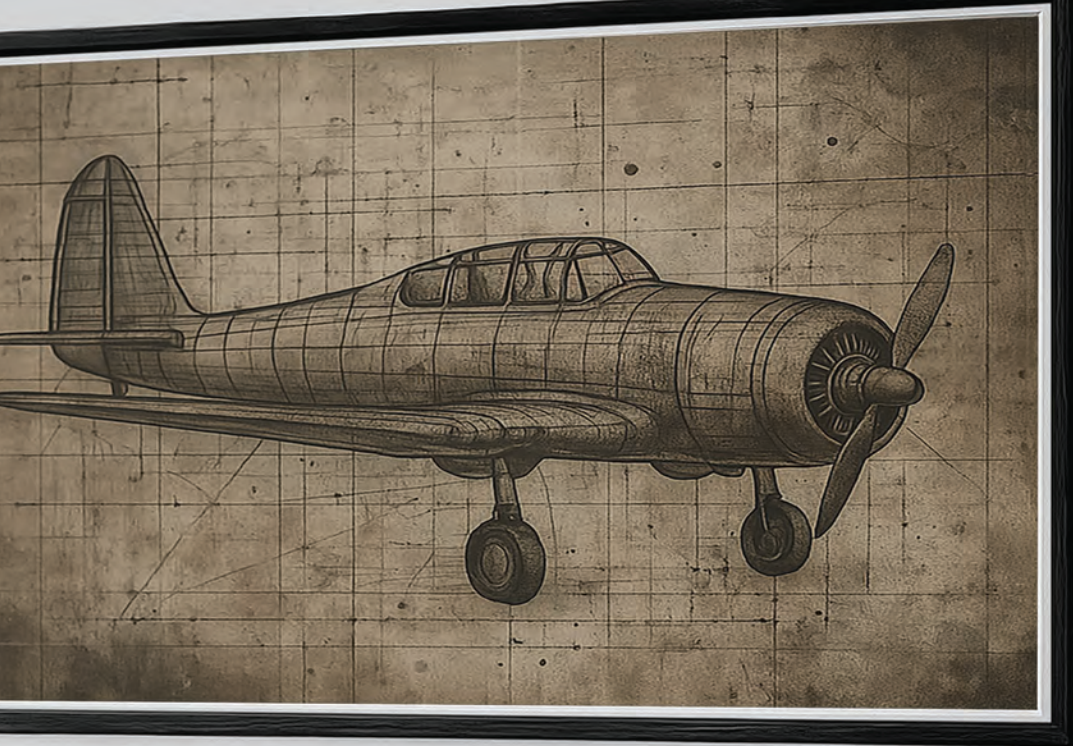
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