

Hummingbird Market on the Keelan River

Simple, upfront pricing for artists and organizations

Welcome! Every booth at the Hummingbird Market on the Keelan River is free to open. You only pay when something sells. Pick the path that fits you. You can mix and match.

1. Already have a store? Link it.

Your booth sends shoppers straight to your own store. You keep running checkout, shipping, and sales tax, just like you do today.

Booth	Free
Our fee	15% of the item price on sales we send your way. Never on shipping, never on tax.
How we know a sale came from us	Your booth link (it carries a little tag), plus a Hummingbird code like HUMMINGBIRD set up in your store. If you use Shopify Collabs, UpPromote, or Refersion, we can use that instead. Attribution has no time limit: any sale that comes through a Hummingbird link, tag, or KR code counts, however long ago the click was.
How you pay us	You get one simple report each month. Pay the 15% referral fee within the 15- or 30-day window agreed with you and written in your agreement .
Sales tax	Your store collects and handles its own sales tax. We never touch it.

Example: a fan clicks your booth, buys a \$35 tee in your store with code HUMMINGBIRD. You owe us **\$5.25** (15% of \$35), no matter how long ago the click was or what they paid for shipping or tax. Sales that don't come from us cost you nothing.

2. We make it for you (made to order and print on demand)

Send us your art. We make each piece in our San Diego shop when it's ordered, on our UV printer, laser, leather, sublimation, and wood gear. No minimums, no inventory, no shipping boxes in your living room. We run checkout and collect sales tax on these items. That tax goes into its own separate account and is paid to the state. It never counts toward our fee or your payout. Card processing fees and other direct costs come out of the artist's payout.

You set the retail price. Here's what comes out of each sale:

1. **Base production cost** to make and pack the item (set after supplies are ordered and quantities are known; table below)
2. **Booth fee** (your booth tier, below), on the item price only. Never on shipping, never on tax.
3. **Card processing**, passed through at cost (2.9% + 30¢ per order), on the item price only. Never on shipping, never on tax.

Everything left over is yours.

Base production cost per item

Base production costs are **TBD after first supply order**; they will be set once supplies are ordered and quantities are known.

Product	Base production cost
Patch	TBD after first supply order
Tee	TBD after first supply order
Coin or belt buckle	TBD after first supply order
Leather item	TBD after first supply order
Wood item	TBD after first supply order

Booth tiers

Tier	Monthly	Booth fee	Good for
Founding Booth	\$0	10%, locked for 12 months	Our first ~25 booths
Open Booth	\$0	15%	Getting started
Pro Booth	\$49	8%	Steady sellers (it pays off around \$700 a month in sales)
Org Booth	\$0	5% (0% for nonprofits)	Schools, teams, clubs, fundraisers

Worked example: one \$35 tee on an Open Booth

Retail price (you choose)	\$35.00
Base production cost (tee)	TBD after first supply order
Booth fee (15% of \$35)	minus \$5.25
Card processing (2.9% + 30¢)	minus \$1.32
You keep	\$28.43 minus the tee base production cost

Same tee on other tiers: Founding keeps **\$30.18**, Pro keeps **\$30.88** (plus the \$49 monthly), Org keeps **\$31.93**, nonprofit keeps **\$33.68**, each minus the tee base production cost.

3. Custom design

Adapting your existing art to our products	Free
Brand new design	\$75 per design, and we credit it back to you once 25 units of that design sell

How it goes: we usually get a design back to you within **24 to 48 hours**, and sometimes we'll make a prototype so you can see it for real. Finished pieces take longer; we'll give you a timeline when you approve the design.

4. No store yet? We'll build you one.

Want your own store with its own checkout, separate from the Market? We'll set it up for you, connect it to your booth, and show you how to run it. It's your store, your checkout, and your sales tax.

Store setup	[\$__] one time (we'll send a quote first)
After that	[\$__ / month, or none]

Questions? Just ask. Signing up takes one checkbox, no contract. We only send paperwork when you pick a service, and it uses the prices on this page.