Starettes Sponsorship

1)  **Sponsorship:** Can you tell me how the relationship has typically worked in the past as far as with the sponsorship?  From my understanding, Frank/MPP board or Rachel has reached out to you first to discuss the upcoming season and then you have worked with Jamie Jewison after that initial discussion?

**In the past, Satin Stitches has created your costumes either free of charge, or I’ve asked that your team cover the wholesale cost of the materials. The extensive labor charges have all been covered by me.**

**The costumes have been very expensive, to the tune of about $325 to $600 per dress, with less for the jacket. Some years we provided major alterations (all the red dresses were shortened, involving removing the feathers and replacing) instead of something new. I was compensated with thoughtful advertising, the use of professional quality photographs and tickets for the shows, based on my investment. It has been a very expensive endeavor for me/Satin Stitches, especially since our profit margin is so small each year.**

**I cannot afford to donate costumes that are made during our over-booked time of our year, which is July-February. I can only afford doing this when I’m in need of work to keep employees here during our slow time. March, April, May and June are traditionally our slow months.**

**It has also been helpful to be able to design costumes that involve minimal handwork, to help keep my costs down. I need to minimize my investment to something manageable.**

2) **New Costumes:**  If we were looking at getting a new costume for 2014, what would the process look like?  Jamie had mentioned that there were discounts available if we were to order in Feb/March so I am curious to hear about what our options would be.  Have you typically given a discount on costumes as part of the sponsorship as well?  Trying to get an idea of what the overall cost would be that we are looking at and I know that you wouldn't be able to give me a specific number since I'm sure it would depend on the design and the number of costumes however, if you are able to provide a rough idea that would be extremely helpful.  Also, if we ordering in Feb/March, would we need to provide the full payment at that time?

**I would LOVE to actually get paid, or at least get a larger portion of the costs covered. Yes, our ‘Early Bird’ Discounts are now in effect, and last through the first part of May. Go to our website and click on our ‘Specials Page’ and you will see all the particulars. We always work with a 50% Deposit and the balance paid before we ship.**

3) **Additions to previous costumes:**  I believe Jamie has spoken to you about this previously but it would be wonderful to be able to add additional costumes to ones that we already have so we can include more dancers if needed.  I do know she had the concern that perhaps the new costumes would stand out since the material would be brand new so wanted to see if you thought that would be the case?  Also, what would be the cost associated per costume?

**If you have kept your costumes in good repair and laundered them carefully and successfully, most likely any new additional costumes will not stand out. I looked at my shelves of left-over fabrics that I have been saving, and probably have enough for a minimum of 2 per style. Perhaps more on the red velvet (I think I have a larger remnant) and the current silver ones, that is still a current orderable fabric.**

**Full costs for previous costumes:**

**2013 white ruffled $325**

**2011 white velvet jackets $250**

**2010 green velvet $325**

**2007 Blue slinky $625**

**2006 red velvet $500**

4) **Costume Repair:**  I'm not sure if you offer this service or not but we have costumes that are in need of repair.  If you do, I am curious on the associated costs.  If you don't, do you have a recommendation of a company or person that does costume repair?

**Yes, we do costume repair. We just currently added to our website (even though we have been doing forever). We bill at our shop rate of $50 per hour. Plus the cost of any supplies that would be needed.**

**We need to have the costumes clean and un-smelly for us to work on (it is illegal to have workers sew on dirty costumes). Of course we recommend spot-cleaning, some hand-washing and using Fresh Again (odor eliminating stray). I don’t know what you have done in the past, as far as cleaning, as these types of costumes are always so difficult to launder.**