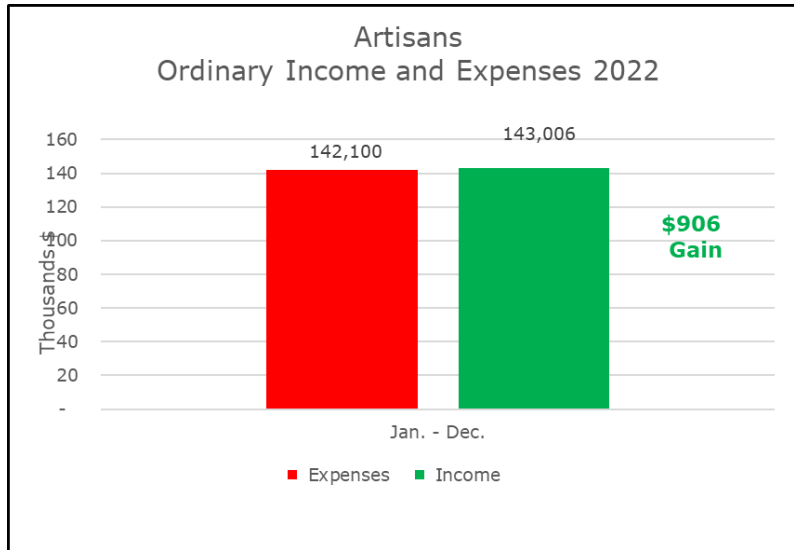


**Financial Report for the
Board of Directors**



Report for December 2022

Prepared by Gwen Hertz, Co-Treasurer
January 3, 2022



Bank Balance end of Month = \$58,483.86

Artisans Running Net Income 2022				
Year	Month	Net Ordinary Income	Running Difference	Notes
2021	Dec.	11,563	4,943	
2022	Jan	-4,781	162	Dues Paid
	Feb	2,492	2,654	
	Mar	4,565	7,219	
	Apr	-3,731	3,489	
	May	-3,285	204	
	June	-5,953	-5,750	
	July	6,408	659	Dues Paid
	Aug.	-394	265	
	Sept.	-3,010	-2,746	
	Oct	-1,833	-4,579	
	Nov.	2,580	-1,999	
	Dec.	7,459	5,461	

Artisans Sales in Store Per Guest in \$

	Jan	Feb	Mar	Apr	May	June	July*	Aug	Sept	Oct.	Nov.	Dec.	Average
2022	4.31	3.45	3.67	5.35	5.69	4.64	4.48	5.36	3.23	2.67	4.46	4.15	4.30
2021	4.81	7.59	8.02	7.42	8.42	6.59	3.78	5.33	4.12	3.85	3.90	5.03	5.74
2019	5.07	9.55	4.86	4.42	6.28	5.62	5.76	9.73	6.43	4.46	7.94	8.56	6.56
Diff. from 2021	-0.50	-4.14	-4.35	-2.07	-2.73	-1.95	0.70	0.03	-0.89	-1.18	0.56	-0.88	-1.44

*July 2021 Moved

Customers Per Month Comparison

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.	Nov.	Dec.	Total
2022	2,076	3,402	4,565	2,422	1,836	1,168	1,664	1,300	1,706	2,506	2,245	4,446	29,336
2021	630	1,161	1,049	953	960	527	1,215	1,197	1,086	1,932	2,484	4,043	17,237
2020	1,112	1,163	?	0	0	5	432	313	444	619	701	852	5,641
2019	1,026	940	1,329	902	705	634	612	480	593	817	1,223	1,605	11,787
Diff. from 2021	1,446	2,241	3,516	1,469	876	641	449	103	620	574	(239)	403	12,099

 Artisans was located at 134 E 5th Ave in Mt. Dora Artisans is located at 139 E 4th Ave in Mt. Dora

Consignor Sales

Month	No. Items Sold	\$ Total Sales**	\$ to Consignor*	\$ to Artisans***
Jan.	50	1,985	1,185	800
Feb.	92	2,050	1,142	908
Mar.	131	4,207	2,315	1,892
Apr.	54	1,984	1,123	861
May	51	1,660	939	721
June	37	1,272	718	554
July	45	1,515	833	681
Aug.	40	1,427	788	639
Sept.	25	310	172	138
Oct.	40	1,104	607	497
Nov.	64	1,537	857	680
Dec.	126	2,659	1,501	1,158
TOTAL	755	21,710	12,180	9,529

* Actual pay to Consignor – 55%. ** Without discounts paid by Artisans. *** Sales – Discount – Paid to Artist = \$ to Artisans

Total Amount of Discounts Given that Were Paid for by Artisans

* This does not include Artist Discounts.

Month	Total Amount of Discounts Given \$*
Jan.	0
Feb.	264
Mar.	18
Apr	19
May	118
June	69
July	29
Aug.	27
Sept.	25
Oct.	51
Nov.	252
Dec.	768
TOTAL	1,640

Expenses Paid out of Lake County Grant

Date	E-Commerce Advertising	Total Spent	Running Balance
7/22			1,000
12/22	60	60	940

Expenses Paid out of SBA Loan

Date	E-Commerce Expenses Paid	Loan Repayment Costs	Total Spent	Running Balance
	12,300			12,300
1/22	1,987	30	2,017	10,283
2/22	44	30	2,091	10,209
3/22	44	30	2,165	10,135
4/22	52	30	2,247	10,053
5/22	25	30	2,302	9,998
6/22	34	0	2,336	9,964
7/22	50	53	2,439	9,861
8/22	34	53	2,526	9,774
9/22	34	53	2,613	9,687
10/22	34	53	2,700	9,600
11/22	34	53	2,787	9,513
12/22	40	53	2,880	9,420

Paid out of this loan

Shopify Yoest	19.99/mo
Shopify subscription (2 yrs)	1475/2 years beginning 1/2022
Shopify Fees	Est. 4/mo.
Webgility subscription	468/1 year beginning 1/2022
Forms Builder subscription	14.99/mo
Loan Principal & Interest	Pay \$53/mo
Does not include Facebook ads which are paid out of Lake County Grant	

ORDINARY EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
EXPENSES	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
Advertising and Promotion	17		77	132	216	30				414			886
Bank Service Fee	1					19							20
Charitable Cont. - Scholarship					500								500
Computer	400				35				2	2	2	2	443
Etsy Order Processing Fees	3	4											7
Facilities Mtce.	211	21	45	77	38		70	22	22	52	34	10	602
Filing Fee -Permits/Taxes & License		61	125			75	155						416
Improvements to Leased Space													0
Insurance Expense					933	907	650	-513			12		1,989
Internet Service	49	49	49	49	49	49	49	49	49	49	49	49	588
Janitorial Supplies				36	38			85			17	20	196
Memberships	370												370
Merchandise Sales Discounts (combined)	120	264	18	19	118	69	29	27	25	18	252	768	1,727
Misc. Expense	50				50							300	400
Office Supplies	97	328	764	210		40		364	38	262	379	347	2,829
Phone Expense	26	26	26	26	26	26	26	26	26	26	26	26	312
Professional Fees		515	38										553
Reception Expense	41	17								24			82
Reconciliation Discrepancies	1				-8				8				1
Rent Expense	2,755	2,755	2,755	2,755	2,755	2,755	2,755	3,247	3,001	3,001	3,001	3,001	34,537
Shipping Expense - In Store (and USPS)	37	8		16				17	11	4	41	78	212
Utilities	134	143	140	181	192	187	226	217	723		41	227	2,411
Total	4,312	4,191	4,037	3,501	4,942	4,157	3,960	3,541	3,905	3,852	3,854	4,828	49,081

ORDINARY INCOME & EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
EDUCATION PROGRAM													
Class Tuition Income	776	2,023	1,625	928	754	557	280	876	329		935	518	9,601
Pay to Member Teachers - COGS	216	1,843	719	1,079	668	818		196		230		601	6,370
Pay to Non-Member Teachers - COGS					56				231			374	661
Education Program Supplies								28					28
Education Program Advertising			18						123				141
Net Total	560	180	888	-151	30	-261	280	652	-25	-230	935	-457	2,401

ORDINARY INCOME & EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
E-COMMERCE PROJECT													
Merchandise Sales Online - Income							15	88			20		123
Online Shipping Income							8	8			6		22
E-Commerce Subscriptions -Expense Pd from SBA Loan*	1,987	44	44	52	25	34	49	49	34	34	34	40	2,426
Shopify Fees - Credit Card Processing							1	2		4	1		8
Online Shipping Expense								-8	8				0
E-Commerce Advertising											60	46	106
Net Total	-1,987	-44	-44	-52	-25	-34	-27	53	-42	-38	-69	-86	-2,395

ORDINARY INCOME & EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
GUEST ARTIST INCOME & EXPENSES													
Pay to Guest Artists - COGS												147	147

Total Income	15,112	13,988	18,553	11,764	9,016	5,996	14,935	8,725	5,903	6,811	11,285	20,917	143,006
Total Expenses & COGS	19,893	11,679	13,988	15,495	12,301	11,949	8,175	9,010	9,497	8,096	8,705	13,458	142,100
Net Income	-4,781	2,309	4,565	-3,731	-3,285	-5,953	6,760	-285	-3,594	-1,285	2,580	7,459	906

Notes:

Advertising: Constant Contact \$216/6 months (5) and \$342/12 months (10), business card and poster printing \$135, GoDaddy domain name protection for website \$17, Eir

Google ads \$103

Computer Expense: McAfee Virus Scanner \$130, SignUpGenius \$270, \$2/month Google Drive storage

*E-Commerce Subscriptions (paid from SBA Loan): Shopify \$1,475 2-years, Yoest SEO \$20/mo., Webgility \$468, Forms Builder \$15/mo.

Facilities Mtrce: Jan. - shelf brackets, materials to make window display \$211, removed wall in April. Installed track lights in "little room" in July.

Filing Fees - Permits: Sign permit \$75, Filing Corporate Annual Report \$61, City fire inspection \$125, Solicitation of Contributions filing \$75, city Business License \$155

Grant Income: Lake County Art Alliance \$1,000

Insurance: Mar. \$901 for D&O, May Philadelphia Property/Liability \$932, June \$907 Hartford Property/Liability, July \$650 Great American D&O, refund for cancelled Philade

Nov. \$12 was unpaid balance of D&O policy

Membership: Chamber of Commerce \$370

Misc. Income: Women's Committee for Fine Arts Homes Tour ticket sales \$30/ticket. \$300

Misc. Expense: Women's Committee for Fine Arts Home Tour ticket sales \$300

Professional Fees: \$515 CPA for tax prep

Reception Expense: Halloween candy approx. 40

Rent: Rent went up by \$246.37/month as of July 1. Treas. was not informed until July 7 and previous July payment had been made. Difference was paid in August plus ne

Office Supplies: March: large bags, cardstock paper, toners, rubber stamp, paper towels, toilet paper, bubble wrap. Aug: bubble wrap

toner, paper towels, checks, deposit slips, deposit stamp, post-it notes. Oct. toner & card stock. \$378 in Nov was bags, bag stamp, copying handouts for Associates

Dec. \$298 all sizes bags

Utilities: Rate increase in Aug. Sept. Bra-Vo payment was applied to utilities incorrectly, so pre-paid our account

Shipping Income In-Store: The amount customers pay for shipping. We use this money in Shopify to ship the items to customers.

ARTISANS OTHER (PASSTHROUGH) INCOME/EXPENSE ACTUAL 2022

	PRIOR YR HOLDOVER	ACTUAL												FORECAST			
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR	YEAR		
BRA-VO																	
FUNDRAISER																	
BRA-VO INCOME								920	20	3,665	2,454	0	7,059				
BRA-VO EXPENSES																	
Bra-Vo Operating Expenses				469	-142	89	290	88	572				1,366				
Bra-Vo Advertising						138	171		29				338				
Bra-Vo PayPal Fees													0				
TOTAL BRA-VO EXPENSES				469	-142	89	138	461	88	601	0		1,704				
Bra-Vo - Released to Artisans to Reimb. Expenses													1,704				
Bra-Vo - Released to Hospital for Donation													5,355				
Net Profit		0	0	0	469	-142	89	138	459	-68	3,064	2,454	0	0	0	0	0

SCHOLARSHIPS		ACTUAL												FORECAST	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR	YEAR
MARILYN DODGE SCHOLARSHIP															
Marilyn Dodge Scholarship Income from family	0				500										500
Marilyn Dodge Scholarship Income from Artisans (1)	500					500									500
Marilyn Dodge Released for Distribution						-1,000									-1,000
BALANCE OF MARILYN DODGE FUND	500	0	0	0	500	0	0	0	0	0	0	0	0	0	0
LEE DODGE SCHOLARSHIP															
Lee Dodge Scholarship Income					1,000										1,000
Lee Dodge Scholarship Released for Distribution						-1,000									-1,000
BALANCE OF LEE DODGE FUND	0	0	0	0	1,000	0	0	0	0	0	0	0	0	0	0

LOANS		ACTUAL												FORECAST	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR	YEAR
SBA EIDL LOAN (2)															
SBA EIDL Loan Income	12,300														0
SBA EIDL Loan Payment Interest and Principal		30	30	30	30	30	0	53	53	53	53	53	53	53	468
TOTAL SBA EIDL LOAN PAID	12,300	30	30	30	30	30	0	53	53	53	53	53	53	53	468

SALES TAX		ACTUAL												FORECAST	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR	YEAR
Dept. of Revenue - Sales Tax Paid		1,270	580	782	1,099	655	695	365	0	997	364	444	664	7,915	

NOTES

(1) Funds raised in 2019 and 2020 through sale of gift baskets.

(2) This Economic Injury Disaster Loan (due to COVID) we will have to start repaying by 6/2022. Began 10/21. Bra-Vo Advertising: Domain renewal \$21, and website renewal 1 yr \$117, 500 flyers \$171, poster \$29 Bra-Vo Operating Expenses: include registration of the Bra-Vo trademark \$88, City permit \$75, police officer for street event \$339, Masks \$391, Bra Forms \$203, Baskets \$71, display stands for masks \$98, printing and curtains \$192, mailing rewards \$33, Gift Cards for donors \$125, PayPal fees \$77