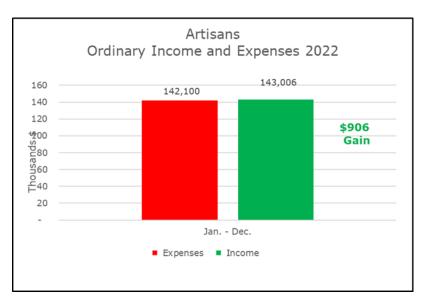
Financial Report for the Members



Report for December 2022

Prepared by Gwen Hertz, Treasurer January 3, 2022



Bank Balance end of Month = \$58,483.86

Customers Per Month Comparison

| | Jan | Feb | Mar | Apr | Мау | 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

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 |

| | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | ACTUAL | 2022 |
|----------------------------|---------|----------|---------|----------|----------|----------|---------|----------|----------|-----------|-------------|-------------|----------|
| REVENUE | JAN | æ | MAR | APR | MAY | NN | JUL | AUG | SEP | ପ | NOV | DEC | YEAR |
| INCOME | Column1 | Column12 | Colum14 | Column15 | Column16 | Column17 | Colum18 | Column19 | Colum110 | Column111 | Column112 (| Column113 (| Johum 13 |
| Merchandise Sales in Store | 8,938 | 11,724 | 16,753 | 9,577 | 8,162 | 5,419 | 7,432 | 7,078 | 5,515 | 6,698 | 10,005 | 18,433 | 115,734 |
| Associate Fee Income | 3,338 | 131 | | 131 | | | 4,725 | 450 | | | | 38 | 8,814 |
| Consignor Fee Income | 1,763 | | | | | | 2,475 | 225 | | 113 | | | 4,576 |
| E-Newsletter Ads Income | 30 | 50 | | | | | | | | | | | 80 |
| Application Fees Income | 250 | 50 | 100 | 50 | 50 | | | | 50 | | 100 | | 650 |
| Donations to Artisans | 7 | 10 | | 20 | | 20 | | | | | | 13 | 70 |
| Grant Income | | | | 1,000 | | | | | | | | | 1,000 |
| Miscellaneous/Other Income | | | 75 | | 50 | | | | | | 210 | 139 | 474 |
| Shipping Income In-Store | 10 | | | 58 | | | | | 9 | | 9 | 72 | 158 |
| Bra-Vo Reimbursed Expenses | | | | | | | | | | | | 1,704 | 1,704 |
| Total | 14,336 | 11,965 | 16,928 | 10,836 | 8,262 | 5,439 | 14,632 | 7,753 | 5,574 | 6,811 | 10,324 | 20,399 | 133,260 |
| | | | | | | | | | | | | | |
| ORDIN ARY EXPENSES | JAN | 89 | MAR | APR | MAY | NNÍ | JULY | AUG | SEP | 0CT | NOV | DEC | YEAR |
| COST OF GOODS SOLD | Column1 | | | | | | | | | | | | olum13 |
| Associate - Pay for Sales | 11,989 | 4,588 | 7,630 | 8,328 | 5,204 | 5,851 | 3,269 | 4,150 | 4,241 | 3,642 | 3,811 | 5,493 | 68,196 |

12,040 3,038

1,473

456

338 607

172

788 167

834 218

718 178

939 150

1,123 283

2,315 220

1,142

737 276

1,192 192 5

> Credit/Debit Card Processing Artisans Square/PayPal Fees Pd

Consignor - Pay for Sales

398

83,279

7,422

4,756

3,976

5,196

5,202

4,165

6,940

6,610

10,863

9,170

5,601

13,378

Tota

ARTISANS ORDINARY INCOME/EXPENSE ACTUAL 2022

| ORDINARY EXPENSES | JAN | Ð | MAR | APR | MAY | N | JULY | AUG | SEP | OCT | NOV | DEC | YEAR |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|------------|-----------|
| EXPENSES | Column1 | Column2 | Column3 | Column4 | Column5 | Column6 | Column7 | Column8 | Column9 | Colum10 | Column11 | Co himi 12 | Column 13 |
| Advertising and Promotion | 17 | | 11 | 132 | 216 | 0£ | | | | 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 Supples | | | | 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 | | | | 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 | Ħ | 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 | NON | DEC | YEAR |
|----------------------------------|---------|-------|-------|-------|-----|------|------|-----|-----|------|-----|------|----------|
| EDUCATION PROGRAM | Column1 | | | | | | | | | | | | Column13 |
| Class Tuition Income | 776 | 2,023 | 1,625 | 928 | 754 | 557 | 280 | 876 | 329 | | 935 | 518 | 9,601 |
| Payto Member Teachers - COGS | 216 | 1,843 | 719 | 1,079 | 668 | 818 | | 196 | | 230 | | 601 | 6,370 |
| Payto 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 |
| | | | n . | | | | | | | | | | [|

| ORDINARY INCOME & EXPENSES | JAN | FEB | MAR | APR | MAY | JUN | JULY | AUG | SEP | 0CT | NON | DEC | YEAR |
|--|---------|-----|-----------------|-----|-----|-----|------|-----|-----|-----|-----|-----|---------|
| E-COMMERCE PROJECT | Column1 | | | | | | | | | | | | Column1 |
| Merchandise Sales Online - Income | | | | | | | 15 | 88 | | | 20 | | 123 |
| Online Shipping Income | | | | | | | 8 | 8 | | | 9 | | 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 | EB | MAR | APR | МАҮ | JUN | JULY | AUG | SEP | ост | NON | DEC | YEAR |
|--------------------------------|-----|----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|------|
| GUEST ARTIST INCOME & EXPENSES | | | | | | | | | | | | | |
| Pay to Guest Artists - COGS | | | | | | | | | | | | 147 | 147 |

| T otal 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, En | name protection for website \$17, En |
| uoogie aas \$1u3 Commuter Evrance: McAfee Virne Commer ¢130. SiantInGenine ¢370. ¢3 (month Goorle Drive ctorane | |
| computed Expense. Previce Wins scanned \$120, Signopotentias \$270, \$2, month, scoole Prive scoolege *E-Commerce Subscriptions (paid from SBA Loan): Shopify \$1,475 2-years, Yoest SEO \$20/mo., Webgility \$468, Forms Builder \$15/mo. | |
| Facilities Mtce: Jan shelf brackets, materials to make window display \$211, removed wall in April. Installed track lights in "little room" in July. | n" in July. |
| Filing Fees - Permits: Sign permit \$75, Filing Corporate Annual Report \$61, City fire ins pection \$125, Solicitation of Contributions filing \$75, city Business License \$155 | \$ 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 | an 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 | ifference was paid in August plus ne |
| Office Supplies: March: large bags, cardstock paper, toners, rubber stamp, paper towels, transparent and blue tape, toilet paper, bubble wrap. Aug: bubble wrap | 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 | yying 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. | |
| | |
| | |

| RTISANS OTHER (PASSTHROUGH) INCOME/EXPENSE ACTUAL 2022 | |
|---|---|
| PASSTHROUGH) IN | • |
| ARTISANS OTHER (] | |

| | | PRIOR YR ACTUAL ACTUAL ACTUAL ACTUAL ACTUAL ACTUAL ACTUAL ACTUAL ACTUAL | ACTUAL | ACTUAL A | CTUAL / | CTUAL / | ACTUAL | ACTUAL | ACTUAL | ACTUAL | FORECAST |
|------------|--|---|--------|----------|---------|---------|---------|---------|---------|---------|-----------------|--------|--------|--------|----------|
| | | HOLDOVER | JAN | EB | MAR | APR | MAY | NN | Ъ | AUG | SEP | OCT | NOV | DEC | YEAR |
| BRA-VO | BRA-VO | Column1 | | | | | | | | | | | | | |
| 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 | 8 | 138 | 461 | 88 | 601 | 0 | | 1,704 |
| | | | | | | | | | | | | | | | |
| | Bra-Vo - Released to Artisans to Reimb. Expenses | | | | | | | | | | | | | 1,704 | 1,704 |
| | Bra-Vo - Released to Hospital for Donation | | | | | | | | | | | | | 5,355 | 5,355 |
| | | | | | | | | | | | | | | | |
| | Net Profit | | 0 | 0 | 0 | 469 | -142 | 89 | 138 | 459 | - 68 | 3,064 | 2,454 | 0 | 0 |
| | | | | | | | | | | | | | | | |

| | 500 | 500 | -1,000 | 0 | | 1,000 | -1,000 | 0 | |
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| LARS | hip I | I di la | d for | 00 | ₽ | Inco | Rele | ie FU | |
| CHO | lolars | lolars | ease | ILYN | ARSH | rship | rship | DODC | |
| DGES | e Sch | e Sch | e Re | MAR | CHOL | chola | chola | IE | |
| N DOL | Dodg | Dodg | Dodg | EOF | DGE S(| lge St | lge St | EOF | |
| RILY | Marilyn Dodge Scholarship Income from family | Marilyn Dodge Scholarship Income from Artisans (1) | Marilyn Dodge Released for Distribution | BALANCE OF MARILYN DODGE FUND | LEE DODGE SCHOLARSHIP | Lee Dodge Scholarship Income | Lee Dodge Scholarship Released for Distribution | BALANCE OF LEE DODGE FUND | |
| SCHOLARSHIPS MARILYN DODGE SCHOLARSHIP | Ma | Ma | Ma | BA | LE | Le | Le | BA | |
| SdIH | | | | | | | | | |
| LARS | | | | | | | | | |
| CHO | | | | | | | | | |

| | 0 | 468 | 468 | |
|-------------------|----------------------|-----------------------------------|--------------------------|--|
| | | | | |
| | | 53 | 53 | |
| | | 53 | 53 | |
| | | 53 | 53 | |
| | | 53 | 53 | |
| | | 53 | 53 | |
| | | 53 | 53 | |
| | | 0 | 0 | |
| | | 30 | 30 | |
| | | 30 | 30 | |
| | | 30 | 30 | |
| | | 30 | 30 | |
| | | 30 | 30 | |
| | 12,300 | | 12,300 | |
| | | t and Principal | | |
| SBA EIDL LOAN (2) | SBA EIDL Loan Income | SBA EIDL Loan Payment Interest ai | TOTAL SBA EIDL LOAN PAID | |
| LOANS | | | | |

| SALES TAX | SALES TAX SALES TAX | | | | | | | | | | | | | | |
|-----------|-----------------------------------|-------|-----|-----|-------|-----|-----|-----|---|-----|-----|----------------|-----------------|-------|--|
| | Dept. of Revenue - Sales Tax Paid | 1,270 | 580 | 782 | 1,099 | 655 | 695 | 365 | 0 | 266 | 364 | 777 | 1 99 | 216'2 | |
| | Column 1 | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| UCT CO | | | | | | | | | | | | | | | |

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