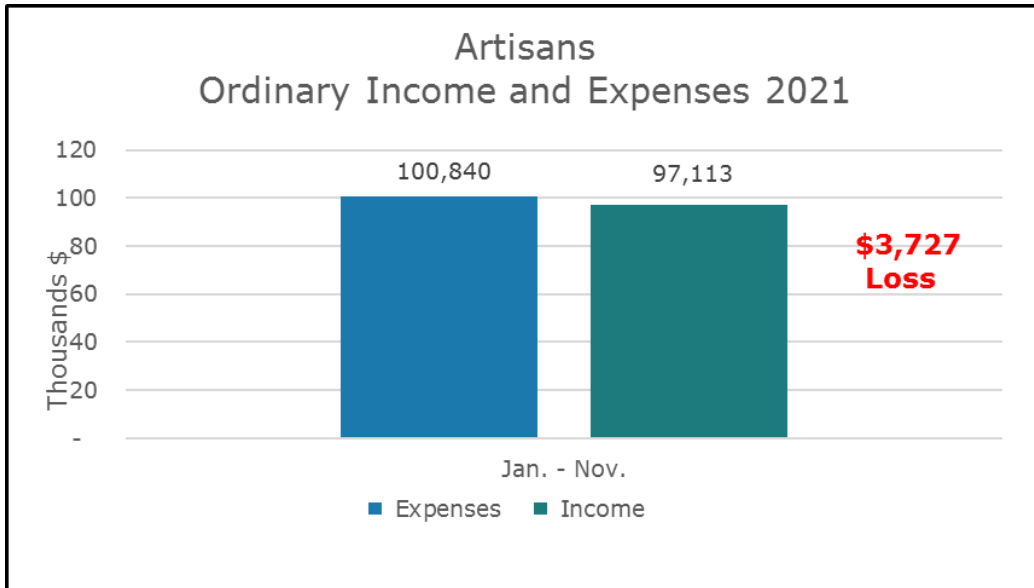


**Financial Report for the
Board of Directors and Members**



November 2021

Prepared by Gwen Hertz, Co-Treasurer
December 2, 2021



**Bank Balance end of Month = \$52,293
includes \$12,300 SBA Loan**

There will be another \$900 added to this in Dec. \$700 came from Cissy Stiles, the new Mayor.

<u>Bra-Vo Report as of Dec. 2, 2021</u>	
<u>This is not the Final Report</u>	
Bra-Vo Income:	
Mask Sales	400
Bra Form Sales	490
Business Entries	420
Donations	750
Preview Party Sales at Shop	120
Preview Party Sales at Party	345
Preview Party Sales on Eventbrite	140
Voting	3,655
Silent Auction	2,935
TOTAL INCOME	9,255
TOTAL EXPENSES:	1,507
NET PROCEEDS	7,748

Artisans Running Net Income 2021				
Year	Month	Net Income	Running Difference	Notes
2021	Jan	-1,770	-1,770	Dues Paid
	Feb	4,073	2,303	
	Mar	-84	2,219	
	Apr	4,056	6,275	
	May	-6,192	83	Remodeled
	June	-4,420	-4,337	Remodeled
	July	280	-4,057	Closed, Moved, Dues Paid
	Aug.	1,238	-2,819	
	Sept.	-2,837	-5,655	
	Oct	880	-4,776	
	Nov.	1,049	-3,727	
	Dec.			

Artisans Sales in Store Per Guest in \$

	Jan	Feb	Mar	Apr	May	June	July*	Aug	Sept	Oct.	Nov.	Dec.	Average
2021	4.81	7.59	8.02	7.42	8.42	6.59	3.78	5.33	4.12	3.85	3.90		5.80
2019	5.07	9.55	4.86	4.42	6.28	5.62	5.76	9.73	6.43	4.46	7.94		6.37
Diff. from 2019	-0.26	-1.96	3.16	3.01	2.15	0.97	-1.98	-4.40	-2.31	-0.61	-4.04		-0.57

*July 2021 Moved

Customers Per Month Comparison

	Jan	Feb	Mar	Apr	May	June	July*	Aug	Sept	Oct.	Nov.	Dec.	Total
2021	630	1,161	1,049	953	960	527	1,215	1,197	1,086	1,932	2,484		
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 2019	-396	+221	-280	+51	+255	-107	+603	+717	+493	+1,115	1,261		

Consignor Sales

Month	No. Items Sold	\$ Total Sales**	\$ to Consignor*	\$ to Artisans***
Jan.	19	219	124	89
Feb	42	1,769	990	747
Mar	35	1,067	588	476
Apr.	41	1,219	683	536
May	70	1,262	693	569
June	14	305	167	138
July	40	914	506	408
Aug.	39	1,197	680	517
Sept.	21	504	287	217
Oct.	51	975	538	437
Nov.	54	1,281	729	552
Dec.				
Total				

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

Artisans' Consignor Sales 2021

X Means NO Sales/Class Income That Month

Month	Abel	Husser	Jones	McElroy	R. Placek	Thorne	Strengholt	Montgomery	Nichols	Santos 3/21	Scheerschmidt 10/1/21
Jan				x					x		
Feb									X		
Mar			X						X		
Apr			x						x	x	
May				x					x	x	
Jun				x		x			x	x	
Jul				x						x	
Aug											
Sept			x	x	x				x	x	
Oct			x	x						x	
Nov			x	x					x		x
Dec											

Total Amount of Discounts Given that Artisans Paid

* This does not include Artist Discounts.

Month	Total Amount of Discounts Given \$*
Jan.	42
Feb.	140
Mar.	221
Apr	43
May	77
June	41
July	138
Aug	97
Sept	97
Oct.	47
Nov.	273
Dec.	
Total	

EXPENSES	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
Advertising and Promotion	4	21				429	25	159		92			730
Charitable Cont. - Scholarship					500								500
Computer	322	120	46			691		15	16				1,210
Internet Service								49	49	49		49	196
Education Program - Supplies						57	26	20					103
Education Program - Advertising							145	50		168			363
Facilities Mtce.			19			217	895	184	76	10	57		1,458
Filing Fee	61					149	10						220
Freight and Shipping													0
Furniture and Equipment													0
Insurance Expense			1,404										1,404
Improvements to Leased Space	347	347	347	5,545			3,495						10,081
Miscellaneous Expense	50				14	342	145						551
Office Supplies	66	49	240	104	35	421	32	138	47	56	172	50	1,410
Janitorial Expense					57		67			63			187
Phone Expense	26	26	26	300	26	353	26	26	26	26			861
Professional Fees	94		515										609
Reception Expense			68										68
Rent Expense	1,300	1,300	1,300	1,300	4,208	1,300	1,300	2,755	2,755	2,755	2,755	2,755	25,783
Last Month's Rent - Main St. Leasing					2,439								2,439
Security Deposit - Main St. Leasing					2,289								2,289
Taxes and Licenses						28							28
UPS Shipping			4		57								61
USPS Mailing Expense			8	8		1	49	36					102
Utilities						335		142	175	177	173	175	1,177
Reconciliation Discrepancies									10				10
Etsy Listing Fees	6	2	1	7	6	2	1	7	6				38
Etsy Order Processing Fees		1	2				2			6			11
Etsy Shipping Expense			7	7			9						23
Etsy Transaction Fees		2	2				4		7				15
Total	2,276	3,276	2,581	7,271	9,631	4,325	6,231	3,581	3,167	3,402	3,157	3,029	51,927

Other Income: \$20 was cash balance in PayPal account transferred to checking account, \$306 refund from Main St Leasing for sales tax

Advertising: Valentine's Day \$21, Constant Contact \$216, business cards, posters, sandwich boards \$160

Computer: USB Hub \$46, McAfee renewal \$120, SignUpGenius renewal \$270, POS upgrade \$680, shipping for card reader \$10

Donation: Aug. \$250 from Debra Ham for security monitor

Education Program: butcher paper \$57

Facilities Mtce: A/C filters \$19, paint for new location \$192, keys, July and Aug. 8 security cameras

Insurance: Errors & Omissions \$901, General Liability \$503

Office Supplies: toner \$177, receipt paper \$23, TP \$43, Card reader \$52, 1099 forms \$47, garbage bags \$20, tissue paper \$158, boxes \$28, \$213 toner

Professional Fees: tax prep \$515, QuickBooks technical assistance \$94

Reception Expense: supplies \$68

Filing Fee: annual corporate report to Sec. of State \$61, registrations with Dept. of State

Improvements to Leased Space: Repayment of loan to Mike Hertz \$5,545, Hang slab wall and paint \$2,000

Miscellaneous Expense: Moving company \$342 in June and \$147 in July

Grant Income: SBA EIDL Advance Grant \$10,000

Phone Expense: New phone and charger purchase \$327 in June

Utilities: \$335 electric deposit to City

Rent for May: \$1,300 to MDCA for May, \$2,908.29 to Main St. Leasing for July

Rent for June: \$1,300 to MDCA

Rent for July: \$2,908 to MSL for August (\$2,438.30 for rent plus \$469.99 triple net costs)

*July: Closed July 1 -11 to move to new location

Associate and Consignor Fees: Raised by \$15 semi-annually

Education Program: Classes began in August

ARTISANS OTHER (PASSTHROUGH) INCOME/EXPENSE ACTUAL AND FORECAST 2021

BRA-VO FUNDRAISER	PRIOR YR HOLDOVER	ACTUAL												FORECAST		CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR			
BRA-VO																	
Bra-Vo Income												780	1,140	3,974	3,361		9,255
TOTAL BRA-VO INCOME												780	1,140	3,974	3,361	0	9,255
BRA-VO EXPENSES																	
Bra-Vo Operating Expenses												401	174	61	360		996
Bra-Vo Advertising												180	203	97			480
Bra-Vo PayPal Fees												31					31
Bra-Vo Released to Artisans for Expenses																	0
TOTAL BRA-VO EXPENSES												581	408	158	360	0	1,507
NET PROCEEDS: Bra-Vo Released to Hospital for Donation												-581	372	982	3,614	3,361	7,748

SCHOLARSHIPS	MARILYN DODGE SCHOLARSHIP	ACTUAL												FORECAST		CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR			
	1,000	0	500			250											750
						-750											-750
TOTAL MARILYN DODGE	1,000	0	0	0	0	-500	0	0	0	0	0	0	0	0	0	0	0
	LEE DODGE SCHOLARSHIP																
	Lee Dodge Scholarship Income (3)																1,000
	Lee Dodge Scholarship Released for Distribution																-1,000
TOTAL LEE DODGE																	0

LOANS	SBA EIDL LOAN	ACTUAL												FORECAST		CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR			
	12,300																0
	SBA EIDL Loan Income (2)																471
	SBA EIDL Loan Interest Payment (started 10/21)(8)													441	30		
	SBA EIDL Loan Principal Repayment (start 6/2022)																
Total Loan Expense	12,300													441	30		471

SALES TAX	SALES TAX EXPENSES	ACTUAL												FORECAST		CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR			
	FL Dept. of Revenue Sales Tax		719	226	585	560	446	546	234	297	460	299	504				4,876
	NET OTHER INCOME		-719	-226	-585	-560	-1,946	-546	-815	75	522	2,874	2,874				2,401

(1) Funds raised in 2019 and 2020 through sale of gift baskets.
 (2) This Loan will have to be repaid by 6/2022 if not used
 (3) Feb: \$1,000 from Dodge family for Lee Dodge Scholarship
 (4) Feb: \$500 from Dodge family for Marilyn Dodge Scholarship
 (5) May: \$250 donation from private donor
 (6) May: to Marilyn Dodge Scholarship \$500 from Artisans (Ordinary Budget) plus \$500 from family+ \$250 private donation
 (7) July: Bra-Vo advertising was for Bra-Vo website
 (8) Oct: SBA Loan Interest was from Loan inception through 10/21.