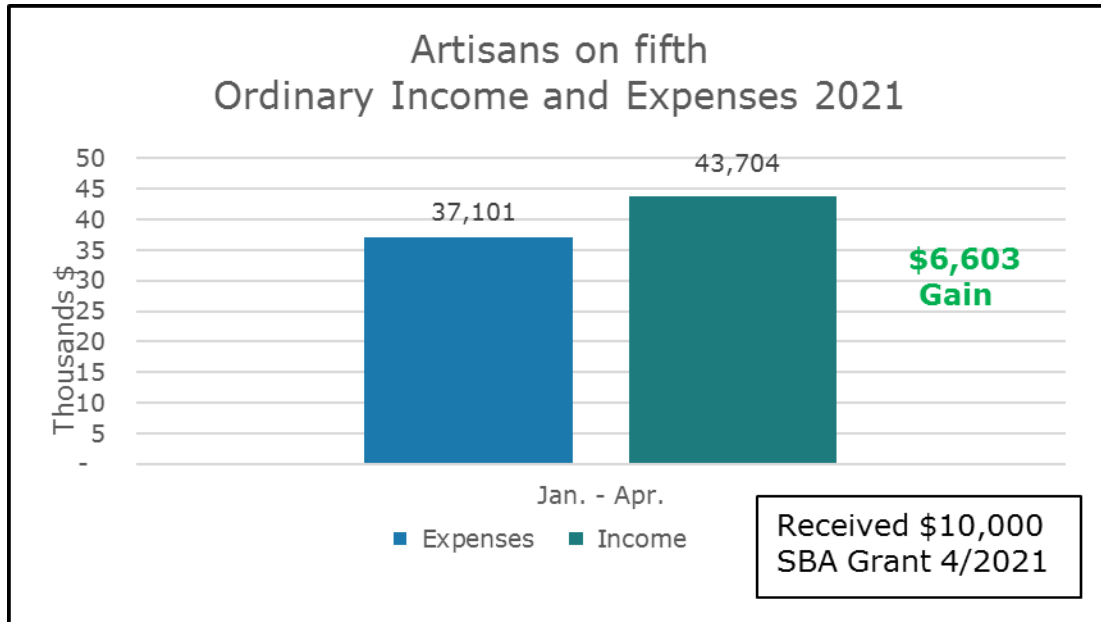


**Financial Report for the  
Board of Directors and Members**



**April 2021**

Prepared by Gwen Hertz, Co-Treasurer  
May 6, 2021



\$12,300 SBA Loan is in Other Income and is not on this chart.

**Bank Balance end of Month = \$56,334.00  
includes \$12,300 SBA Loan**

**Customers Per Month Comparison**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.	Nov.	Dec.	Total
<b>2021</b>	630	1,161	1,049	953									
<b>2020</b>	1,112	1,163	?	0	0	5	432	313	444	619	701	852	5,641
<b>2019</b>	1,026	940	1,329	902	705	634	612	480	593	817	1,223	1,605	11,787
<b>Diff. from 2019</b>	-396	+221	-280	+51									

**Gift Certificates Beginning 12/22/18**

Value of Outstanding Gift Certificates    \$192.68

### Featured Artist Sales

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.
2	2	2	2						
Artists	Artists	Artists	Artists						
\$226	\$1,055	\$1,331	\$768						

Note: Sales are for the calendar month even though the window exhibit may be in the window from the first Monday of a month to the first Monday of the next month.

### 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				
June				
July				
Aug.				
Sept.				
Oct.				
Nov.				
Dec.				
<b>Total</b>				

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

## 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	
June	
July	
Aug	
Sept	
Oct.	
Nov.	
Dec.	
<b>Total</b>	<b>446</b>

---

**Artisans on fifth  
Ordinary Income and Expenses  
YTD 2021 Compared to 2020**

					Jan - Apr 21	Jan - Apr 20	\$ Change
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
		<b>Application Fees</b>		50.00	0.00	50.00	
		<b>Associate Fees Income</b>		4,095.00	2,940.00	1,155.00	
		<b>Consignor Fees Income</b>		2,082.00	540.00	1,542.00	
		<b>Donation to Artisans on fifth</b>		126.00	16.00	110.00	
		<b>E-Newsletter Ads Income</b>		50.00	50.00	0.00	
		<b>Etsy Income</b>					
		<b>Etsy Refunds</b>		0.00	0.00	0.00	
		<b>Etsy Sales</b>		55.25	59.01	-3.76	
		<b>Etsy Shipping Income</b>		21.25	10.02	11.23	
		<b>Total Etsy Income</b>		76.50	69.03	7.47	
		<b>Grant Income</b>		10,000.00	0.00	10,000.00	
		<b>Merchandise Sales</b>		27,608.98	19,400.98	8,208.00	
		<b>Merchandise Sales Discounts</b>		-446.85	-380.55	-66.30	
		<b>Shipping and Deliv.. Discounts</b>		-0.49	0.00	-0.49	
		<b>Shipping and Delivery Income</b>		19.75	0.00	19.75	
		<b>Total Income</b>		43,660.89	22,635.46	21,025.43	
		<b>Cost of Goods Sold</b>					
		<b>Associate - Payment to Artist</b>		18,141.87	21,710.51	-3,568.64	
		<b>Consignor - Payment to Artist</b>		2,907.71	1,202.04	1,705.67	
		<b>Credit/Debit Card Processing</b>		626.40	573.00	53.40	
		<b>PayPal Fees for Artisans</b>		21.63	0.00	21.63	
		<b>Total COGS</b>		21,697.61	23,485.55	-1,787.94	
		<b>Gross Profit</b>		21,963.28	-850.09	22,813.37	
		<b>Expense</b>					
		<b>Advertising and Promotion</b>		24.96	175.00	-150.04	
		<b>Charitable Cont. - Scholarship</b>		0.00	500.00	-500.00	
		<b>Computer Expenses</b>		488.72	1,400.22	-911.50	
		<b>Etsy Shop Expenses</b>					
		<b>Etsy Listing Fees</b>		16.60	12.80	3.80	
		<b>Etsy Order Processing Fees</b>		2.79	2.32	0.47	
		<b>Etsy Shipping Expense</b>		14.62	7.02	7.60	
		<b>Etsy Transaction Fees</b>		3.82	3.45	0.37	
		<b>Total Etsy Shop Expenses</b>		37.83	25.59	12.24	
		<b>Facilities Mtce.</b>		19.23	26.73	-7.50	
		<b>Filing Fee</b>		61.25	61.25	0.00	
		<b>Improvement to Leased Space</b>		6,584.30	1,165.98	5,418.32	
		<b>Insurance Expense</b>		1,404.00	1,404.00	0.00	
		<b>Miscellaneous Expense</b>		50.00	0.00	50.00	
		<b>Office Supplies</b>		458.75	362.81	95.94	
		<b>Phone Expense</b>		378.88	41.63	337.25	
		<b>Professional Fees</b>		608.75	515.00	93.75	
		<b>Reception Expense</b>		67.60	50.89	16.71	
		<b>Reconciliation Discrepancies</b>		0.00	-63.61	63.61	
		<b>Rent Expense</b>		5,200.00	5,200.00	0.00	
		<b>UPS Mailing Expense</b>		0.00	33.96	-33.96	
		<b>USPS Mailing Expense</b>		19.92	0.00	19.92	
		<b>Total Expense</b>	4	15,404.19	10,899.45	4,504.74	
		<b>Net Ordinary Income</b>		6,559.09	-11,749.54	18,308.63	



## Explanation of Income and Expenses

Advertising: Valentine's Day \$21

Computer: USB Hub \$46, McAfee renewal \$120, SignUpGenius renewal \$270

Facilities Mtce: A/C filters \$19,

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

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

Reception Expense: supplies \$68

Filing Fee: annual corporate report to Sec. of State \$61

Improvements to Leased Space: Repayment of loan to Mike Hertz

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

Phone Expense: New phone and charger purchase \$300

### Artisans on fifth Other Income and Expenses YTD 2021 Compared to 2020

	<u>Jan - Apr 21</u>	<u>Jan - Apr 20</u>	<u>\$ Change</u>
Other Income/Expense			
Other Income			
Lee Dodge Scholarship			
L. Dodge Released for Dist	0.00	-1,000.00	1,000.00
L. Dodge Scholarship Income	<u>1,000.00</u>	<u>1,000.00</u>	<u>0.00</u>
Total Lee Dodge Scholarship	1,000.00	0.00	1,000.00
Marilyn O. Dodge Scholarship			
M. Dodge Released for Dist.	0.00	-500.00	500.00
M. Dodge Scholarship Income	<u>500.00</u>	<u>500.00</u>	<u>0.00</u>
Total Marilyn O. Dodge Scholarship	<u>500.00</u>	<u>0.00</u>	<u>500.00</u>
Total Other Income	1,500.00	0.00	1,500.00
Other Expense			
FL Dept. of Revenue - Sales Tax	<u>2,089.55</u>	<u>2,218.66</u>	<u>-129.11</u>
Total Other Expense	<u>2,089.55</u>	<u>2,218.66</u>	<u>-129.11</u>
Net Other Income	-589.55	-2,218.66	1,629.11

## Artisans on fifth Bank Balance

as of 5/2/21

Year	Mo.	Net Ordinary Income	Ordinary Expenses	Net Other Income	Actual & Proj. Bank Balance	Notes
2021	1 Actual	8,244	9,651	(719)	47,513	
2021	2 Actual	9,794	5,721	1,274	52,169	\$1,500 of Other Income is designated for Scholarships
2021	3 Actual	8,544	8,627	(585)	54,383	
2021	4 Actual	17,122	13,102	(560)	56,334	Received \$10,000 SBA Grant
2021	5 Proj.	5,090	5,212	(2,000)	54,212	
2021	6 Proj.	3,988	4,831	(500)	52,869	
2021	7 Proj.	10,805	5,009	(500)	58,165	
2021	8 Proj.	4,463	4,827	(400)	57,401	
2021	9 Proj.	4,497	5,089	(400)	56,409	
2021	10 Proj.	6,054	6,205	9,060	65,318	
2021	11 Proj.	6,821	7,326	(400)	64,413	
2021	12 Proj.	8,615	8,239	9,310	74,099	

Note: Ordinary is Artisans operating. Other is SBA EIDL Loan, Bra-Vo, scholarships and sales tax.