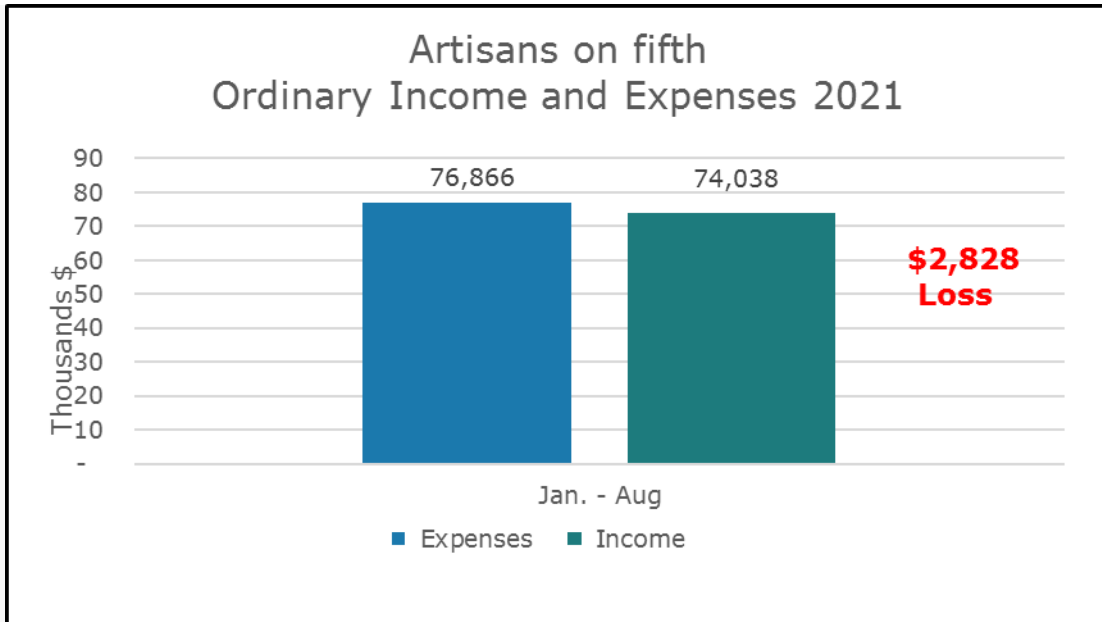


**Financial Report for the
Board of Directors and Members**



August 2021

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



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

**Bank Balance end of Month = \$47,400
includes \$12,300 SBA Loan**

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						
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	Coming Next month					

Gift Certificates Beginning 12/22/18

Value of Outstanding Gift Certificates \$317.68

**Monthly Actual Income Compared to Target Amt. to Pay Rent
Rent = \$2,755/month**

			Actual Sales Income						
Year	Month	Target Income	Actual Total Sales Income	30% of Sales Income	Actual Add'l. Income (we keep 100%)**	Total Income We Keep	Difference Between Target and Income	Running Difference	Notes
2021	July	2,755	4,592	1,378	4,407	5,785	3,030	3,030	Dues paid in July. Open 20 days
	Aug.	2,755	6,831	2,049	1,183	3,232	477	3,507	
	Sept.	2,755							
	Oct.	2,755							
	Nov.	2,755							
	Dec.	2,755							

Featured Artist Sales

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.
2	2	2	2	2	3	1	2		
Artists	Artists	Artists	Artists	Artists	Artists	Artist	Artists		
\$226	\$1,055	\$1,331	\$768	\$1,325	\$270	\$318	\$379		

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	70	1,262	693	569
June	14	305	167	138
July	40	914	506	408
Aug.	39	1,197	680	517
Sept.				
Oct.				
Nov.				
Dec.				
Total				

* 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	77
June	41
July	138
Aug	97
Sept	
Oct.	
Nov.	
Dec.	
Total	

ARTISANS ON FIFTH ORDINARY INCOME/EXPENSE ACTUAL AND FORECAST 2021

	ACTUAL												FORECAST		YEAR		
	JAN	FEB	MAR	APR	MAY	JUN	JUL*	AUG	SEP	OCT	NOV	DEC					
REVENUE																	
INCOME																	
Merchandise Sales	3,029	8,807	8,414	7,073	8,078	3,473	4,592	6,832	8,000	10,000	11,000	11,000	11,000		90,298		
Merchandise Sales Discounts	-42	-140	-221	-43	-77	-41	-138	-97	-75	-56	-150	-150	-150		-1,230		
Associate Fee Income	3,360	613		123		1,153	3,375	225							8,849		
Consignor Fee Income	1,470	420	192			675	1,125	450							4,332		
E-Newsletter Ads Income		50													50		
Application Fees Income		50													50		
Class Tuition Income									303	300	400	400	400		1,703		
Donations	10	6	105	5	11		6	251		82	200	200	200		876		
SBA EIDL Advance Grant				10,000											10,000		
Miscellaneous/Other Income					20	307									327		
Shipping Income	4		16		48			51							119		
Etsy Sales		28	27				27			17	28	150	150		277		
Etsy Refunds															0		
Etsy Shipping Income		10	11				12			11	10	10	10		64		
Total	7,881	9,794	8,544	17,158	8,080	5,567	8,999	8,015	8,225	10,354	11,488	11,610	11,610		115,715		

ORDINARY EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR
COST OF GOODS SOLD													
Associate - Payment to Artist	6,092	2,149	4,811	5,090	3,751	4,753	2,210	2,488	5,600	7,000	7,700	7,700	59,344
Consignor - Payment to Artist	1,206	124	990	589	683	790	167	506	196	330	311	532	6,424
Pay to Teachers									212	210	210	280	912
Merchant Services - Credit Cards	77	172	224	153	181	119	111	200	160	200	220	220	2,037
PayPal Fees			22		26			2	20		20		90
Total	7,375	2,445	6,047	5,831	4,641	5,662	2,488	3,196	6,188	7,740	8,461	8,732	68,806

EXPENSES	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
Advertising and Promotion	4	21				429		159		88	18	180	899
Charitable Cont. - Scholarship					500								500
Computer	322	120	46			691		15		48			1,242
Internet Service								98	49	49	49	49	294
Education Program - Supplies						57	26	20					103
Education Program - Advertising							195	50					245
Facilities Mtce.			19			217	895	184		13			1,328
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			3,417						10,003
Miscellaneous Expense	50				14	342	147				47		600
Office Supplies	66	49	240	104	35	421	32	148	16		570	144	1,825
Janitorial Expense					57		67						124
Phone Expense	26	26	26	300	26	353	26	26	26	26	26		887
Professional Fees	94		515										609
Reception Expense			68									87	155
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			155				183
UPS Shipping		4			57					25			86
USPS Mailing Expense			8	8		1	52	36					105
Utilities						335		142	175	175	175	175	1,177
Etsy Listing Fees	6	2	1	7	6	2	1	7	5	2	1		40
Etsy Order Processing Fees		1	2				2			1	1		7
Etsy Shipping Expense			7	7			9			7			30
Etsy Transaction Fees		2	2				2			1	2		9
Total	2,276	3,276	2,581	7,271	9,631	4,325	6,181	3,640	3,181	3,190	3,644	3,390	52,586

Total Income	7,881	9,794	8,544	17,158	8,080	5,567	8,999	8,015	8,225	10,354	11,488	11,610	115,715
Total Expenses & COGS	9,651	5,721	8,628	13,102	14,272	9,987	8,669	6,836	9,369	10,930	12,105	12,122	121,392
Net Income	-1,770	4,073	-84	4,056	-6,192	-4,420	330	1,179	-1,144	-576	-617	-512	-5,677

ARTISANS ON FIFTH OTHER INCOME/EXPENSE ACTUAL AND FORECAST 2021

	PRIOR YR HOLDOVER	ACTUAL												FORECAST			CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR				
BRA-YO																		
Bra-Vo Income												780						780
TOTAL BRA-YO INCOME												780						780
BRA-YO EXPENSES																		
Bra-Vo Operating Expenses											401	174						575
Bra-Vo Advertising											180	203						383
Bra-Vo PayPal Fees											31							31
TOTAL BRA-YO EXPENSES											581	408						989
TOTAL BRA-YO NET PROCEEDS											-581	372						-209
BRA-YO DISTRIBUTION																		
Bra-Vo Released to Hospital for Donation																	-7,660	-7,660
Bra-Vo Released to Artisans for Expenses																	-1,800	-1,800

LEE DODGE SCHOLARSHIP																			
Lee Dodge Scholarship Released for Distribution																			
Lee Dodge Scholarship Income (3)			1,000																-1,000
TOTAL LEE DODGE			1,000	0	0	-1,000	0	0	0	0	0	0	0	0	0	0	0	0	0
MARILYN DODGE SCHOLARSHIP																			
Marilyn Dodge Released for Distribution																			
Marilyn Dodge Scholarship Income (1) (4) (5)	1,000	0	500																-750
TOTAL MARILYN DODGE	1,000	0	500	0	0	-500	0	0	0	0	0	0	0	0	0	0	0	0	500
LOAN																			
SBA EIDL Loan Income (2)	12,300																		0
SBA EIDL Loan Repayment (start 6/2022)																			
Total Loan	12,300																		0
TOTAL OTHER INCOME		0	1,500	0	0	250	0	0	0	780	0	0	0	0	0	0	0	0	2,530

OTHER EXPENSES																			
Balancing Adjustments																			
FL Dept of Revenue Sales Tax		719	226	585	560	446	546	546	234	234	297	400	400	400	400	400	650	5,463	0
TOTAL OTHER EXPENSES		719	226	585	560	446	546	546	234	234	297	400	400	400	400	400	650	5,463	0
NET OTHER INCOME		-719	1,274	-585	-560	-196	-546	-546	-234	-234	483	-400	-400	-400	-400	-650	-2,933		

- (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