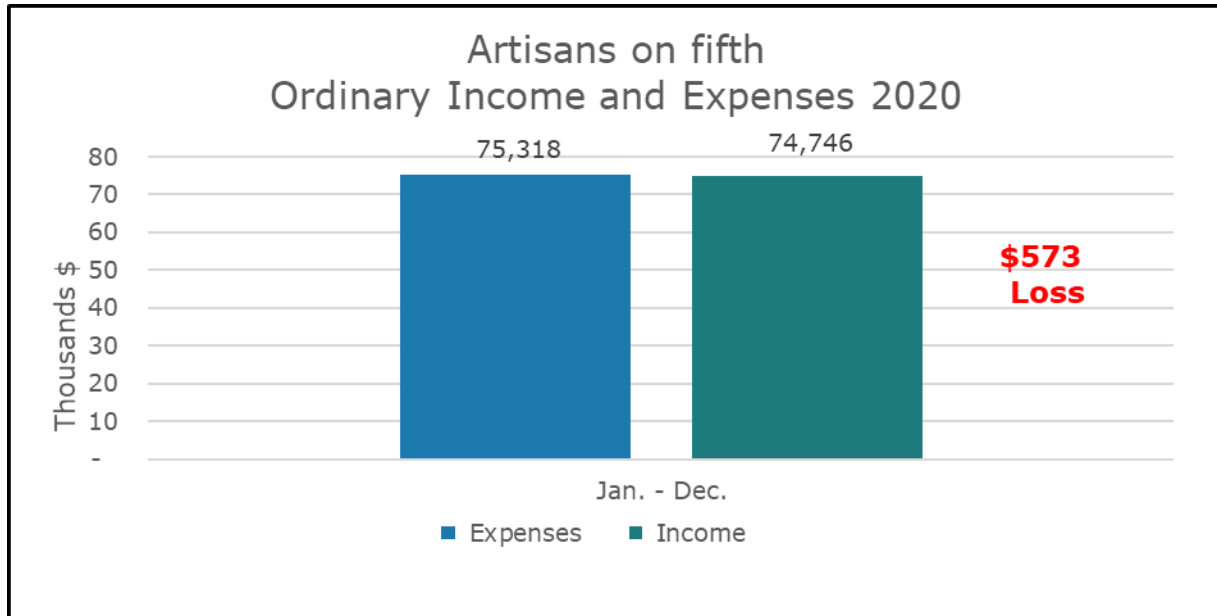


**Financial Report for Board of Directors
and Members**



December 2020

Prepared by Gwen Hertz, Co-Treasurer
Jan. 2, 2021



Closed 3/16 - 6/30/20 due to pandemic. Remodeled the shop. Received \$12,300 loan in Other Income. Not on this chart. \$10,500 Lake County CARES Grant is included here.

**Bank Balance end of Month = \$ 49,770.68
includes \$12,300 SBA Loan and \$10,500 Lake Co. CARES Grant**

Customers Per Month Comparison

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.	Nov.	Dec.	Total
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.	+86	+223	-1,329	-902	-705	-629	-180	-167	-149	-198	-522	-753	-6,146

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	3	2
Artists	Artists					Artists	Artists	Artists	Artists
\$627	\$1,802					\$464	\$80	\$449	\$301

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.	20	\$359	\$198	\$160
Feb	27	\$721	\$398	\$320
Mar	4	\$105	\$57	\$48
Apr.	0	0	0	0
May	0	0	0	0
June	0	0	0	0
July	10	\$313	\$169	\$144
August	16	\$362	\$196	\$166
September	9	\$185	\$101	\$84
October	35	\$564	\$299	\$265
November	40	\$661	\$344	\$317
December	56	\$2,120	\$1,206	\$914
Total	217	\$5,390	\$2,968	\$2,418

* 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

Month	Total Amount of Discounts Given*
Jan.	\$93.50
Feb.	\$181.35
Mar.	\$105.70
Apr	-----
May	-----
June	-----
July	\$64.55
Aug	\$37.00
Sept	\$102.70
Oct.	\$56.40
Nov.	\$364.30
Dec.	\$210.88
Total	\$1,216.38

* This does not include Artist Discounts.

**Artisans on fifth
Ordinary Income and Expenses
2019 Compared to 2020**

	<u>Jan - Dec 20</u>	<u>Jan - Dec 19</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
Application Fees	100.00	600.00	-500.00	-83.33%
Associate Fees Income	6,510.00	9,143.33	-2,633.33	-28.8%
Consignor Fees Income	2,110.00	3,300.00	-1,190.00	-36.06%
Donation to Artisans on fifth	935.50	509.29	426.21	83.69%
E-Newsletter Ads Income	50.00	302.00	-252.00	-83.44%
Etsy Income				
Etsy Refunds	-99.02	0.00	-99.02	-100.0%
Etsy Sales	434.78	0.00	434.78	100.0%
Etsy Shipping Income	61.54	0.00	61.54	100.0%
Total Etsy Income	397.30	0.00	397.30	100.0%
Grant Income - Mt. Dora Comm Trust	0.00	3,500.00	-3,500.00	-100.0%
Lake Co. CARES Grant Income	10,500.00	0.00	10,500.00	100.0%
Merchandise Sales	55,339.56	71,033.73	-15,694.17	-22.09%
Merchandise Sales Discounts	-1,216.38	-1,085.07	-131.31	-12.1%
Miscellaneous Income	0.00	287.45	-287.45	-100.0%
Other income - Donation	0.00	3,500.00	-3,500.00	-100.0%
Packaging for Shipping Income	0.00	4.00	-4.00	-100.0%
Shipping and Delivery Income	20.00	0.00	20.00	100.0%
USPS Packing Income	0.00	27.30	-27.30	-100.0%
Total Income	74,745.98	91,122.03	-16,376.05	-17.97%
Cost of Goods Sold				
Associate - Payment to Artist	37,373.85	45,181.76	-7,807.91	-17.28%
Consignor - Payment to Artist	2,614.26	3,325.36	-711.10	-21.38%
Credit/Debit Card Processing	1,534.90	2,450.09	-915.19	-37.35%
HS Student - Pay to School	0.00	73.50	-73.50	-100.0%
Square Fees	21.12	0.00	21.12	100.0%
Total COGS	41,544.13	51,030.71	-9,486.58	-18.59%
Gross Profit	33,201.85	40,091.32	-6,889.47	-17.18%
Expense				
Advertising and Promotion	857.22	1,206.39	-349.17	-28.94%
Bank Service Charges	0.00	61.17	-61.17	-100.0%
Charitable Cont. - Scholarship	500.00	0.00	500.00	100.0%
Computer Expenses	1,854.86	1,184.57	670.29	56.59%
Depreciation Expense	0.00	147.00	-147.00	-100.0%
Etsy Shop Expenses				
Etsy Listing Fees	47.20	0.00	47.20	100.0%
Etsy Order Processing Fees	13.41	0.00	13.41	100.0%
Etsy Shipping Expense	43.65	0.00	43.65	100.0%
Etsy Transaction Fees	19.86	0.00	19.86	100.0%
Total Etsy Shop Expenses	124.12	0.00	124.12	100.0%

Facilities Mtce.	120.94	165.98	-45.04	-27.14%
Filing Fee	61.25	71.25	-10.00	-14.04%
Improvement to Leased Space	10,776.84	0.00	10,776.84	100.0%
Insurance Expense	1,404.00	1,404.00	0.00	0.0%
Miscellaneous Expense	293.18	99.27	193.91	195.34%
Office Supplies	1,157.50	1,404.62	-247.12	-17.59%
Phone Expense	192.44	82.16	110.28	134.23%
Professional Fees	515.00	900.00	-385.00	-42.78%
Reception Expense	50.89	381.87	-330.98	-86.67%
Reconciliation Discrepancies	-66.55	0.00	-66.55	-100.0%
Rent Expense	15,600.00	15,600.00	0.00	0.0%
Shipping Costs	0.00	20.65	-20.65	-100.0%
Taxes and License	230.00	80.00	150.00	187.5%
UPS Mailing Expense	101.44	19.95	81.49	408.47%
Total Expense	<u>33,773.13</u>	<u>22,828.88</u>	<u>10,944.25</u>	<u>47.94%</u>
Net Ordinary Income	-571.28	17,262.44	-17,833.72	-103.31%

**Artisans on fifth
Other Income and Expenses
2019 Compared to 2020**

	<u>Jan - Dec 20</u>	<u>Jan - Dec 19</u>	<u>\$ Change</u>	<u>% Change</u>
Other Income/Expense				
Other Income				
Bra-Vo				
Bra-Vo Income	50.00	9,460.39	-9,410.39	-99.47%
Bra-Vo Released for Donation	0.00	-7,601.00	7,601.00	100.0%
Bra-Vo Released for Expenses	0.00	-1,859.39	1,859.39	100.0%
Total Bra-Vo	50.00	0.00	50.00	100.0%
Lee Dodge Scholarship				
L. Dodge Released for Dist	-1,000.00	-1,000.00	0.00	0.0%
L. Dodge Scholarship Income	1,000.00	1,000.00	0.00	0.0%
Total Lee Dodge Scholarship	0.00	0.00	0.00	0.0%
Marilyn O. Dodge Scholarship				
M. Dodge Released for Dist.	-500.00	-1,000.00	500.00	50.0%
M. Dodge Scholarship Income	500.00	1,000.00	-500.00	-50.0%
Total Marilyn O. Dodge Scholarship	0.00	0.00	0.00	0.0%
SBA EIDL Loan	12,300.00	0.00	12,300.00	100.0%
Square Sales Income	699.31	0.00	699.31	100.0%
Total Other Income	13,049.31	0.00	13,049.31	100.0%
Other Expense				
Balancing Adjustments	0.00	0.00	0.00	0.0%
Bra-Vo PayPal Fees	0.00	0.18	-0.18	-100.0%
FL Dept. of Revenue - Sales Tax	3,821.46	4,617.98	-796.52	-17.25%
Total Other Expense	3,821.46	4,618.16	-796.70	-17.25%
Net Other Income	9,227.85	-4,618.16	13,846.01	299.82%

ARTISANS ON FIFTH OTHER INCOME/EXPENSE ACTUAL AND FORECAST 2020

	PRIOR YR HOLDOVER	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR*	ACTUAL APR*	ACTUAL MAY*	ACTUAL JUN*	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	YEAR
	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14
OTHER INCOME														
BRA-YO														
Bra-Vo Income												50		50
Bra-Vo Released for Donation														0
Bra-Vo Released for Expenses														0
Total Bra-Vo	0	0	0	0	0	0	0	0	0	0	0	50	0	50
LEEDODGE SCHOLARSHIP														
Lee Dodge Scholarship Released for Distribution				(1,000)										(1,000)
Lee Dodge Scholarship Income			1,000											1,000
Total Lee Dodge	0		1,000	0	(1,000)									0
MARILYN DODGE SCHOLARSHIP														
Marilyn Dodge Released for Distribution				(500)										(500)
Marilyn Dodge Scholarship Income (1)	500	0	500											500
Total Marilyn Dodge	500	0	500	0	(500)									0
OTHER INCOME														
SBA EIDL Loan Income (2)							12,300							12,300
Square Sales Income										0			699	699
TOTAL OTHER INCOME	500	0	1,500	0	(1,500)	0	12,300	0	0	0	0	50	699	13,049
OTHER EXPENSES														
Balancing Adjustments														0
FL Dept. of Revenue Sales Tax		921	430	607	262	0	0	10	271	242	292	356	432	3,823
TOTAL OTHER EXPENSES		921	430	607	262	0	0	10	271	242	292	356	432	3,823
NET OTHER INCOME	500	(921)	1,070	(607)	(1,762)	0	12,300	(10)	(271)	(242)	(292)	(306)	267	9,226

*Closed all or part of the month due to Coronavirus Pandemic

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

(2) This Loan will have to be repaid by 6/2021, if not used

June: Received \$12,300 SBA EIDL Loan due to Pandemic impact

July: Bra-Vo will be modified due to the Pandemic

Dec. Square Sales Income also reported in Merchandise Sales

Artisans on fifth Bank Balance

as of 1/2/21

Year	Mo.	Net Ordinary Income	Ordinary Expenses	Net Other Income	Actual & Proj. Bank Balance	Notes
2020	2 Actual	9,705	12,206	(921)	36,674	
2020	3 Actual	3,837	7,723	1,070	32,772	Closed half the month
2020	4 Actual	69	10,717	(607)	28,044	Closed
2020	5 Actual	127	10,631	(1,762)	20,331	Closed
2020	6 Actual	172	1,692	12,300	26,237	Closed. Received \$12,300 EIDL loan
2020	7 Actual	8,447	320	(10)	34,310	Opened 7/1/20
2020	8 Actual	3,992	4,615	(271)	33,561	
2020	9 Actual	9,518	4,407	(242)	39,186	Received \$5,000 Lake Co. CARES Grant
2020	10 Actual	11,182	5,021	(292)	43,978	Received \$5,000 Lake Co. CARES Grant
2020	11 Actual	7,103	5,934	(306)	44,811	
2020	12 Proj.	11,570	8,214	267	49,771	Received \$500 Lake Co. CARES Grant

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