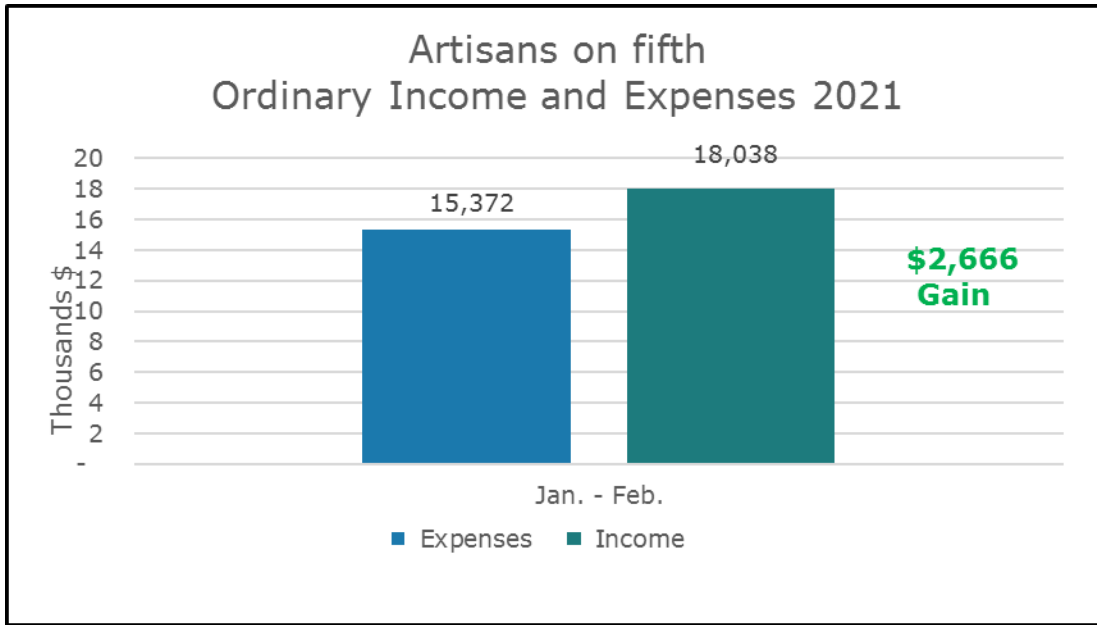


**Financial Report for Board of Directors  
and Members**



**February 2021**

Prepared by Gwen Hertz, Co-Treasurer  
March 3, 2021



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

**Bank Balance end of Month = \$52,169.17  
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											
<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											

**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 Artists	2 Artists								
\$226	\$1,055								

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				
Apr.				
May				
June				
July				
August				
September				
October				
November				
December				
<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

Month	Total Amount of Discounts Given \$*
Jan.	42
Feb.	140
Mar.	
Apr	
May	
June	
July	
Aug	
Sept	
Oct.	
Nov.	
Dec.	
<b>Total</b>	

\* This does not include Artist Discounts.

### Artisans on fifth Other Income/Expense Year-to-date Comparison of 2020 and 2021

	Jan - Feb 21	Jan - Feb 20	\$ Change
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Lee Dodge Scholarship</b>			
L. Dodge Scholarship Income	1,000.00	1,000.00	0.00
<b>Total Lee Dodge Scholarship</b>	1,000.00	1,000.00	0.00
<b>Marilyn O. Dodge Scholarship</b>			
M. Dodge Scholarship Income	500.00	500.00	0.00
<b>Total Marilyn O. Dodge Scholarship</b>	500.00	500.00	0.00
<b>Total Other Income</b>	1,500.00	1,500.00	0.00
<b>Other Expense</b>			
FL Dept. of Revenue - Sales Tax	944.64	1,350.13	-405.49
<b>Total Other Expense</b>	944.64	1,350.13	-405.49
<b>Net Other Income</b>	555.36	149.87	405.49
<b>Net Income</b>	555.36	149.87	405.49

**Artisans on fifth**  
**Ordinary Income/Expense**  
**Year-to-date Comparison of 2020 and 2021**

	<u>Jan - Feb 21</u>	<u>Jan - Feb 20</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Application Fees</b>	50.00	0.00	50.00
<b>Associate Fees Income</b>	3,972.50	2,940.00	1,032.50
<b>Consignor Fees Income</b>	1,890.00	540.00	1,350.00
<b>Donation to Artisans on fifth</b>	16.00	16.00	0.00
<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>	28.00	0.00	28.00
<b>Etsy Shipping Income</b>	10.46	0.00	10.46
<b>Total Etsy Income</b>	38.46	0.00	38.46
<b>Merchandise Sales</b>	12,156.75	15,457.80	-3,301.05
<b>Merchandise Sales Discounts</b>	-182.45	-274.85	92.40
<b>Shipping and Delivery Income</b>	3.80	0.00	3.80
<b>Total Income</b>	17,995.06	18,728.95	-733.89
<b>Cost of Goods Sold</b>			
<b>Associate - Payment to Artist</b>	8,240.48	13,070.41	-4,829.93
<b>Consignor - Payment to Artist</b>	1,329.50	746.08	583.42
<b>Credit/Debit Card Processing</b>	249.26	406.58	-157.32
<b>Total COGS</b>	9,819.24	14,223.07	-4,403.83
<b>Gross Profit</b>	8,175.82	4,505.88	3,669.94
<b>Expense</b>			
<b>Advertising and Promotion</b>	24.96	175.00	-150.04
<b>Computer Expenses</b>	442.31	1,115.69	-673.38
<b>Etsy Shop Expenses</b>			
<b>Etsy Listing Fees</b>	8.40	0.00	8.40
<b>Etsy Order Processing Fees</b>	1.40	0.00	1.40
<b>Etsy Shipping Expense</b>	0.00	0.00	0.00
<b>Etsy Transaction Fees</b>	1.92	0.00	1.92
<b>Total Etsy Shop Expenses</b>	11.72	0.00	11.72
<b>Facilities Mtce.</b>	0.00	26.73	-26.73
<b>Filing Fee</b>	61.25	61.25	0.00
<b>Improvement to Leased Space</b>	693.08	0.00	693.08
<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>	115.09	323.23	-208.14
<b>Phone Expense</b>	52.34	21.79	30.55
<b>Professional Fees</b>	93.75	0.00	93.75

<b>Reception Expense</b>	0.00	40.67	-40.67
<b>Reconciliation Discrepancies</b>	0.00	-63.61	63.61
<b>Rent Expense</b>	2,600.00	2,600.00	0.00
<b>USPS Mailing Expense</b>	<u>3.80</u>	<u>0.00</u>	<u>3.80</u>
<b>Total Expense</b>	<u>5,552.30</u>	<u>5,704.75</u>	<u>-152.45</u>
<b>Net Ordinary Income</b>	2,623.52	-1,198.87	3,822.39



# ARTISANS ON FIFTH OTHER INCOME/EXPENSE ACTUAL AND FORECAST 2021

	PRIOR YR HOLDOVER	FORECAST												YEAR				
		ACTUAL JAN	ACTUAL FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC					
<b>OTHER INCOME</b>																		
<b>BRA-VO</b>																		
Bra-Vo Income										9,460							9,460	
Bra-Vo Released for Donation																7,660	7,660	
Bra-Vo Released for Expenses																1,800	1,800	
<b>Total Bra-Vo</b>		0	0	0	0	0	0	0	0	0	0	0	0	0	9,460	0	9,460	18,920
<b>LEE DODGE SCHOLARSHIP</b>																		
Lee Dodge Scholarship Released for Distribution					-1,000													-1,000
Lee Dodge Scholarship Income (3)			1,000															1,000
<b>Total Lee Dodge</b>			1,000	0	-1,000	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>MARILYN DODGE SCHOLARSHIP</b>																		
Marilyn Dodge Released for Distribution					-500													-500
Marilyn Dodge Scholarship Income (1) (4)	1,000	0	500														500	1,000
<b>Total Marilyn Dodge</b>	1,000	0	500	0	-500	0	0	0	0	0	0	0	0	0	0	0	500	500
<b>LOAN</b>																		
SBA EIDL Loan Income (2)	1,2,300																	0
<b>Total Loan</b>	1,2,300																	0
<b>TOTAL OTHER INCOME</b>		0	1,500	0	-1,500	0	0	0	0	0	0	0	0	0	9,460	0	9,960	19,420
<b>OTHER EXPENSES</b>																		
Balancing Adjustments																		0
FL Dept. of Revenue Sales Tax		719	226	226	271	271	300	300	271	242	292	292	356	650				4,124
<b>TOTAL OTHER EXPENSES</b>		719	226	226	271	271	300	300	271	242	292	292	356	650				4,124
<b>NET OTHER INCOME</b>		-719	1,274	-226	-1,771	-271	-300	-300	-271	-242	9,168	-356	-356	9,310				15,296

- (1) Funds raised in 2019 and 2020 through sale of gift baskets.
- (2) This Loan will have to be repaid by 6/2021 if not used
- (3) \$1,000 from Dodge family for Lee Dodge Scholarship
- (4) \$500 from Dodge family for Marilyn Dodge Scholarship

## Artisans on fifth Bank Balance

as of 3/2/21

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	Proj. 3,974	11,190	(226)	44,727	
2021	4	Proj. 4,043	5,876	(1,771)	41,123	
2021	5	Proj. 4,101	4,675	(271)	40,278	
2021	6	Proj. 3,999	4,883	(300)	39,094	
2021	7	Proj. 8,447	4,722	(300)	42,519	
2021	8	Proj. 3,974	4,640	(271)	41,582	
2021	9	Proj. 4,518	4,407	(242)	41,451	
2021	10	Proj. 6,182	5,021	9,168	51,780	
2021	11	Proj. 6,821	5,934	(356)	52,311	
2021	12	Proj. 9,445	9,108	9,310	61,959	

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