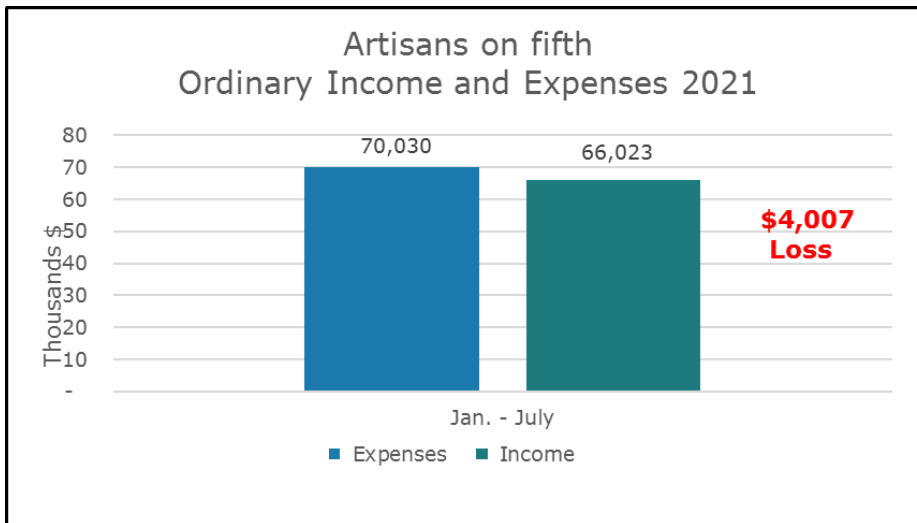


**Financial Report for the  
Board of Directors and Members**



**July 2021: Open only 20 days in July due to move  
to new location**

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



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

**Bank Balance end of Month = \$46,564  
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	960	527	1,215						
<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	+255	-107	<b>+603</b>						

\* July is July 12 – 31, 2021 only. Moved to 139 E 4<sup>th</sup> and opened 7/12/21.

**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	Running Difference
2021	July*	2,755	4,481	1,344	4,518	5,862	3,107	3,107
	Aug.							
	Sept.							
	Oct							
	Nov.							
	Dec.							
* In July we were open 20 days								
** This includes: fee income and donations.								

### Featured Artist Sales

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

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.				
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	77
June	41
July	138
Aug	
Sept	
Oct.	
Nov.	
Dec.	
<b>Total</b>	

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

REVENUE	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	YEAR						
JAN	FEB	MAR	APR	MAY	JUN	JUL*	AUG	SEP	OCT	NOV	DEC	YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL*	AUG	SEP	OCT	NOV	DEC	YEAR			
<b>INCOME</b>																												
Merchandise Sales	3,029	8,807	8,414	7,073	8,078	3,473	4,592	9,000	10,000	9,000	11,000	11,000	11,000	11,000	10,000	9,000	9,000	11,000	11,000	11,000	10,000	10,000	11,000	11,000	11,000	93,466		
Merchandise Sales Discounts	-42	-140	-221	-43	-77	-41	-138	-37	-56	-75	-150	-150	-150	-150	-56	-75	-75	-150	-150	-150	-150	-150	-150	-150	-150	-150	-1170	
Associate Fee Income	3,360	613		123		1,153	3,375																				8,624	
Consignor Fee Income	1,470	420	192			675	1,125																				3,882	
E-Newsletter Ads Income		50																										50
Application Fees Income	50																											50
Class Tuition Income																												1,500
Donations	10	6	105	5	11	6	6																					625
SBA EIDL Advance Grant				10,000																								10,000
Miscellaneous/Other Income					20	307																						327
Shipping Income	4		16		48																							68
Etsy Sales		28	27																									277
Etsy Refunds																												0
Etsy Shipping Income		10	11																									64
Total	7,881	9,794	8,544	17,158	8,080	5,567	8,999	9,163	10,354	9,125	11,488	11,610	11,610	11,610	10,354	9,125	9,163	11,488	11,610	11,610	11,610	11,610	11,488	11,610	11,610	11,610	117,763	

ORDINARY EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR	YEAR
<b>COST OF GOODS SOLD</b>													
Associate - Payment to Artist	6,092	2,149	4,811	5,090	3,751	4,753	2,210	6,300	6,300	7,000	7,700	7,700	63,856
Consignor - Payment to Artist	1,206	124	990	589	683	790	167	196	196	330	311	532	6,087
Pay to Teachers								140	1,680	1,680	1,680	1,680	6,860
Merchant Services - Credit Cards	77	172	224	153	181	119	111	180	180	200	220	220	2,037
PayPal Fees			22		26						20		88
Total	7,375	2,445	6,047	5,831	4,641	5,662	2,488	6,789	8,376	9,210	9,931	10,132	78,927

EXPENSES	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12
Advertising and Promotion	4	21				429			88	18	180	740
Charitable Cont. - Scholarship					500							500
Computer	322	120	46			691			48			1,227
Internet Service								49	49	49	49	245
Education Program - Supplies						57	26					83
Education Program - Advertising							195					195
Facilities Mtce.			19			217	895	81	13			1,225
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	16		570	144	1,677
Janitorial Expense					57		67					124
Phone Expense	26	26	26	300	26	353	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	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					69
Utilities						335		175	175	175	175	1,210
Etsy Listing Fees	6	2	1	7	6	2	1	12	5	2	1	45
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	3,098	3,181	3,190	3,644	52,044

Total Income	7,881	9,794	8,544	17,158	8,080	5,567	8,999	9,163	9,125	10,354	11,488	117,763
Total Expenses & COGS	9,651	5,721	8,628	13,102	14,272	9,987	8,669	9,887	11,557	12,400	13,522	130,971
Net Income	-1,770	4,073	-84	4,056	-6,192	-4,420	330	-724	-2,432	-2,046	-2,087	-13,208

**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**

**Education Program: butcher paper \$57**

**Facilities Mtce: A/C filters \$19, paint for new location \$192, keys**

**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 slat 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**

**August: Classes begin**

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

	PRIOR YR HOLDOVER	CURRENT YR												CURRENT YR HOLDOVER			
		ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	ACTUAL JUN	ACTUAL JUL	FORECAST AUG	FORECAST SEP	FORECAST OCT	FORECAST NOV	FORECAST DEC		YEAR		
<b>BRA-YO</b>																	
Bra-Vo Income													9,460				9,460
<b>BRA-YO EXPENSES</b>																	
Bra-Vo Operating Expenses																	
Bra-Vo Advertising						180											
<b>TOTAL BRA-YO</b>																	
<b>BRA-YO DISTRIBUTION</b>																	
Bra-Vo Released to Hospital for Donation																-7,660	-7,660
Bra-Vo Released to Artisans for Expenses																-1,800	-1,800
<b>LEE DODGE SCHOLARSHIP</b>																	
Lee Dodge Scholarship Released for Distribution																	-1,000
Lee Dodge Scholarship Income (3)			1,000														1,000
<b>TOTAL LEE DODGE</b>			1,000	0	0	-1,000	0	0	0	0	0	0	0	0	0	0	0
<b>MARILYN DODGE SCHOLARSHIP</b>																	
Marilyn Dodge Released for Distribution																	-750
Marilyn Dodge Scholarship Income (1) (4) (5)	1,000	0	500														750
<b>TOTAL MARILYN DODGE</b>	1,000	0	500	0	0	-500	0	0	0	0	0	0	0	0	0	0	500
<b>LOAN</b>																	
SBA EIDL Loan Income (2)	12,300																0
SBA EIDL Loan Repayment (start 6/2022)																	0
<b>Total Loan</b>	12,300																0
<b>TOTAL OTHER INCOME</b>		0	1,500	0	0	250	0	0	0	0	0	0	9,460	0	0	11,210	
<b>OTHER EXPENSES</b>																	
Balancing Adjustments																	0
FL Dept. of Revenue Sales Tax		719	226	585	560	446	546	234	297	400	400	400	650	650	650	5,463	
<b>TOTAL OTHER EXPENSES</b>		719	226	585	560	446	546	234	297	400	400	400	650	650	650	5,463	
<b>NET OTHER INCOME</b>		-719	1,274	-585	-560	-196	-546	-234	-297	-400	9,060	-400	-650	-650	-650	5,747	

- (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