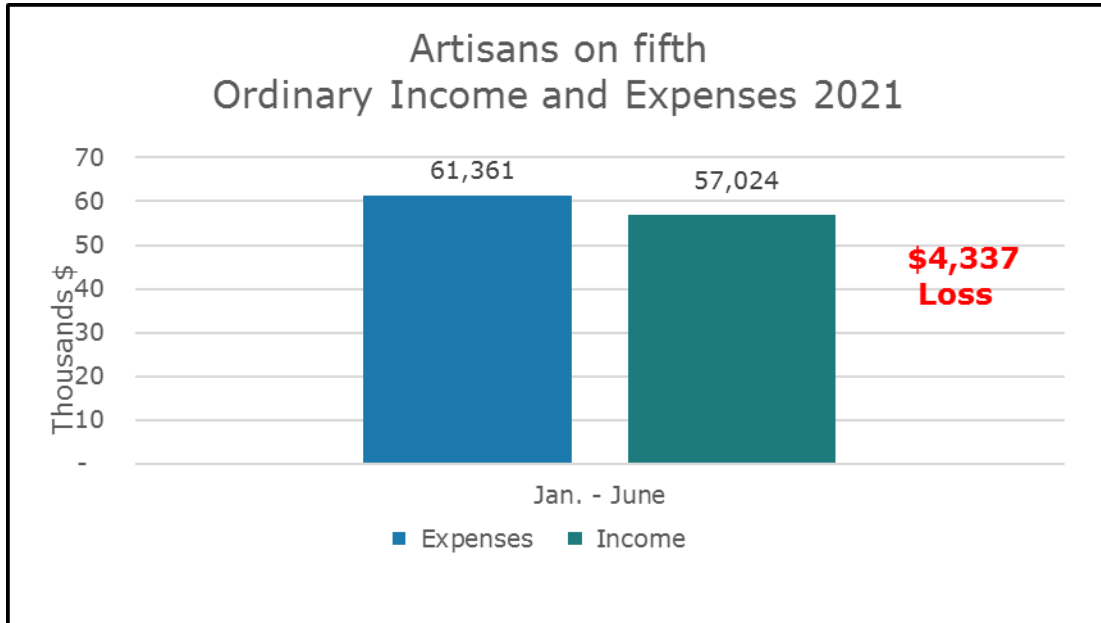


**Financial Report for the  
Board of Directors and Members**



**June 2021**

Prepared by Gwen Hertz, Co-Treasurer  
July 4, 2021



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

**Bank Balance end of Month = \$45,858.96  
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	??							
<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								

**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	2	3				
Artists	Artists	Artists	Artists	Artists	Artists				
\$226	\$1,055	\$1,331	\$768	\$1,325	\$270				

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.

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## 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				
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	
Aug	
Sept	
Oct.	
Nov.	
Dec.	
<b>Total</b>	<b>564</b>

### Artisans Ordinary Income and Expenses 2020 Compared to 2021

	Jan - Jun 21	Jan - Jun 20	\$ Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Application Fees	50.00	0.00	50.00
Associate Fees Income	5,248.00	2,940.00	2,308.00
Consignor Fees Income	2,757.00	540.00	2,217.00
Donation to Artisans on fifth	137.00	41.00	96.00
E-Newsletter Ads Income	50.00	50.00	0.00
<b>Etsy Income</b>			
Etsy Refunds	0.00	-99.02	99.02
Etsy Sales	55.25	265.03	-209.78
Etsy Shipping Income	21.25	30.06	-8.81
<b>Total Etsy Income</b>	76.50	196.07	-119.57
Grant Income	10,000.00	0.00	10,000.00
Merchandise Sales	38,874.47	19,547.98	19,326.49
Merchandise Sales Discounts	-564.98	-380.55	-184.43
Other income	326.67	0.00	326.67

Shipping and Deliv.. Discounts	-0.49	0.00	-0.49
Shipping and Delivery Income	<u>67.82</u>	<u>0.00</u>	<u>67.82</u>
<b>Total Income</b>	<b>57,021.99</b>	<b>22,934.50</b>	<b>34,087.49</b>
<b>Cost of Goods Sold</b>			
Associate - Payment to Artist	26,646.12	21,822.05	4,824.07
Consignor - Payment to Artist	4,379.99	1,202.04	3,177.95
Credit/Debit Card Processing	926.78	616.53	310.25
PayPal Fees for Artisans	<u>47.63</u>	<u>0.00</u>	<u>47.63</u>
<b>Total COGS</b>	<b><u>32,000.52</u></b>	<b><u>23,640.62</u></b>	<b><u>8,359.90</u></b>
<b>Gross Profit</b>	<b>25,021.47</b>	<b>-706.12</b>	<b>25,727.59</b>
<b>Expense</b>			
Advertising and Promotion	453.48	355.00	98.48
Charitable Cont. - Scholarship	500.00	500.00	0.00
Computer Expenses	1,179.37	1,400.22	-220.85
<b>Education Program Expenses</b>			
Supplies	<u>56.99</u>	<u>0.00</u>	<u>56.99</u>
<b>Total Education Program Expenses</b>	<b>56.99</b>	<b>0.00</b>	<b>56.99</b>
<b>Etsy Shop Expenses</b>			
Etsy Listing Fees	24.80	16.60	8.20
Etsy Order Processing Fees	2.79	6.63	-3.84
Etsy Shipping Expense	14.62	21.79	-7.17
Etsy Transaction Fees	<u>3.82</u>	<u>9.80</u>	<u>-5.98</u>
<b>Total Etsy Shop Expenses</b>	<b>46.03</b>	<b>54.82</b>	<b>-8.79</b>
Facilities Mtce.	236.40	26.73	209.67
Filing Fee	210.65	61.25	149.40
Improvement to Leased Space	6,584.30	10,449.14	-3,864.84
Insurance Expense	1,404.00	1,404.00	0.00
Janitorial Expense	56.59	0.00	56.59
Miscellaneous Expense	406.16	0.00	406.16
Office Supplies	915.14	362.81	552.33
Phone Expense	758.46	41.63	716.83
Professional Fees	608.75	515.00	93.75
Reception Expense	67.60	50.89	16.71
Reconciliation Discrepancies	-0.01	-63.61	63.60
<b>Rent Expense</b>			
Last Month's Rent	2,438.30	0.00	2,438.30
Rent Expense - Other	<u>10,708.29</u>	<u>7,800.00</u>	<u>2,908.29</u>
<b>Total Rent Expense</b>	<b>13,146.59</b>	<b>7,800.00</b>	<b>5,346.59</b>
Security Deposit	2,289.48	0.00	2,289.48
Taxes and License	28.00	75.00	-47.00
UPS Mailing Expense	58.47	33.96	24.51
USPS Mailing Expense	19.92	0.00	19.92
Utilities	<u>335.00</u>	<u>0.00</u>	<u>335.00</u>
<b>Total Expense</b>	<b><u>29,361.37</u></b>	<b><u>23,066.84</u></b>	<b><u>6,294.53</u></b>
<b>Net Ordinary Income</b>	<b>-4,339.90</b>	<b>-23,772.96</b>	<b>19,433.06</b>

**Artisans  
Other Income and Expenses  
2020 Compared to 2021**

	<u>Jan - Jun 21</u>	<u>Jan - Jun 20</u>	<u>\$ Change</u>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Lee Dodge Scholarship</b>			
L. Dodge Released for Dist	-1,000.00	-1,000.00	0.00
L. Dodge Scholarship Income	<u>1,000.00</u>	<u>1,000.00</u>	<u>0.00</u>
<b>Total Lee Dodge Scholarship</b>	0.00	0.00	0.00
<b>Marilyn O. Dodge Scholarship</b>			
M. Dodge Released for Dist.	-750.00	-500.00	-250.00
M. Dodge Scholarship Income	<u>750.00</u>	<u>500.00</u>	<u>250.00</u>
<b>Total Marilyn O. Dodge Scholarship</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total Other Income</b>	0.00	0.00	0.00
<b>Other Expense</b>			
FL Dept. of Revenue - Sales Tax	<u>3,081.62</u>	<u>2,218.66</u>	<u>862.96</u>
<b>Total Other Expense</b>	<u>3,081.62</u>	<u>2,218.66</u>	<u>862.96</u>
<b>Net Other Income</b>	-3,081.62	-2,218.66	-862.96

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

REVENUE	ACTUAL	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FORECAST	YEAR
<b>INCOME</b>														
Merchandise Sales	3,029	8,807	8,414	7,073	8,078	3,473	7,000	10,000	10,000	10,000	11,000	11,000	11,000	97,874
Merchandise Sales Discounts	-42	-140	-221	-43	-77	-41	-40	-37	-75	-56	-150	-150	-150	-1072
Associate Fee Income	3,360	613	123	123	1,153	3,375	1,575							8,624
Consignor Fee Income	1,470	420	192		675									4,332
E-Newsletter Ads Income	50													50
Application Fees Income	50													50
Class Tuition Income														
Donations	10	6	105	5	11			2,000	2,400	2,400	2,400	2,400	2,400	11,600
SBA EIDL Advance Grant										82	200	200	200	619
Miscellaneous/Other Income					20	307								327
Shipping Income	4		16		48									68
Etsy Sales		28	27							17	28	150	150	250
Etsy Refunds														0
Etsy Shipping Income	7,881	9,794	8,544	17,158	8,080	5,567	11,910	11,963	12,325	12,454	13,488	13,610	10	52
<b>Total</b>														132,774
<b>ORDINARY EXPENSES</b>														
<b>COST OF GOODS SOLD</b>														
Associate - Payment to Artist	6,092	2,149	4,811	5,090	3,751	4,753	4,900	7,000	7,000	7,000	7,700	7,700	7,700	67,946
Consignor - Payment to Artist	1,206	124	990	589	683	790	169	169	196	330	311	532	532	6,089
Pay to Teachers								1,400	1,680	1,680	1,680	1,680	1,680	8,120
Merchant Services - Credit Cards	77	172	224	153	181	119	140	200	200	200	220	220	220	2,106
PayPal Fees			22		26			20			20			88
<b>Total</b>	7,375	2,445	6,047	5,831	4,641	5,662	5,209	8,769	9,096	9,210	9,931	10,132	10,132	84,348

EXPENSES	ACTUAL	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FORECAST	YEAR
Advertising and Promotion	4	21				429						88	18	740
Charitable Cont. - Scholarship				500										500
Computer	322	120	46			691				48				1,227
Internet Service							327	49	49	49	49	49	49	572
Education Program - Supplies						57								57
Facilities Mtce.			19			217		81		13				330
Filing Fee	61					149								210
Freight and Shipping														0
Furniture and Equipment														0
Insurance Expense		1,404								250				1,654
Improvements to Leased Space	347	347	347	5,545			2,000							8,586
Miscellaneous Expense	50			14	342						47			453
Office Supplies	66	49	240	104	35	421		16			570	144		1,645
Janitorial Expense	26	26	26	300	26		20	26	26	26	26			410
Phone Expense	94		515											528
Professional Fees			68										87	609
Reception Expense														155
Rent Expense	1,300	1,300	1,300	1,300	4,208	1,300	2,755	2,755	2,755	2,755	2,755	2,755	2,755	27,238
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								17
Utilities						335	175	175	175	175	175	175	175	1,385
Etsy Listing Fees	6	2	1	7	6	2	1	5	2	2	1	1	1	45
Etsy Order Processing Fees		1	2											5
Etsy Shipping Expense			7											21
Etsy Transaction Fees		2	2								1			7
<b>Total</b>	2,276	3,276	2,581	7,271	9,631	4,325	5,528	3,098	3,181	3,190	3,644	3,390	3,390	51,391
<b>Total Income</b>	7,881	9,794	8,544	17,158	8,080	5,567	11,910	11,963	12,325	12,454	13,488	13,610	13,610	132,774
<b>Total Expenses &amp; COGS</b>	9,651	5,721	8,628	13,102	14,272	9,987	10,737	11,867	12,277	12,400	13,575	13,522	13,522	135,739
<b>Net Income</b>	-1,770	4,073	-84	4,056	-6,192	-4,420	1,173	96	48	54	-87	88	88	-2,965

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

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

Phone Expense: New phone and charger purchase \$300

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	FORECAST												CURRENT YR HOLDOVER		
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		YEAR	
<b>BRA-YO</b>																
Bra-Vo Income													9,460			9,460
<b>BRA-YO EXPENSES</b>																
Bra-Vo Released for Donation																
Bra-Vo Released for Expenses						??????										-7,660
Bra-Vo Expenses																-1,800
<b>TOTAL BRA-YO</b>		0	0	0	0	0	0	0	0	0	0	0	9,460	0	-9,460	0
<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	0	-1,000	0	0	0	0	0	0	0	0	0	0
<b>MARILYN DODGE SCHOLARSHIP</b>																
Marilyn Dodge Released for Distribution						-750										-750
Marilyn Dodge Scholarship Income (1) (4) (5)	1,000	0	500			250										750
<b>TOTAL MARILYN DODGE</b>	1,000	0	500	0	0	-500	0	0	0	0	0	0	0	0	0	500
<b>LOAN</b>																
SBA EIDL Loan Income (2)																0
SBA EIDL Loan Repayment (start 6/2022)																0
<b>Total Loan</b>																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	500	400	400	400	400	400	400	650	5,832
<b>TOTAL OTHER EXPENSES</b>		719	226	585	560	446	546	500	400	400	400	400	400	400	650	5,832
<b>NET OTHER INCOME</b>		-719	1,274	-585	-560	-196	-546	-500	-400	-400	-400	-400	9,060	-400	-650	5,378

- (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