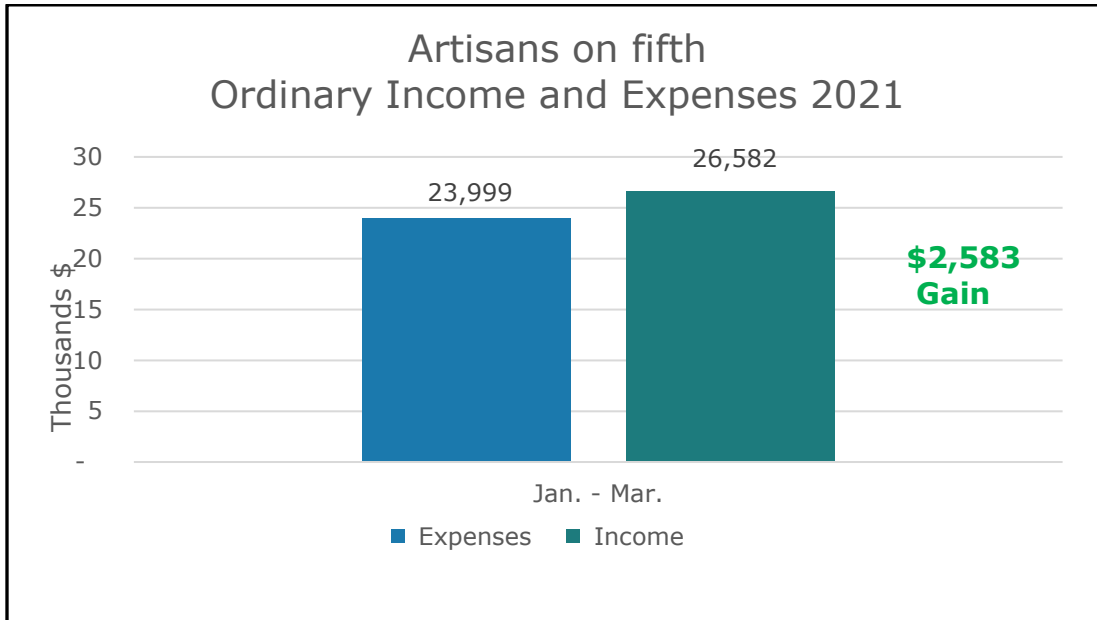


**Financial Report for Board of Directors
and Members**



March 2021

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



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

**Bank Balance end of Month = \$54,383.16
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										
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										

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							
Artists	Artists	Artists							
\$226	\$1,055	\$1,331							

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.				
May				
June				
July				
August				
September				
October				
November				
December				
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

Month	Total Amount of Discounts Given \$*
Jan.	42
Feb.	140
Mar.	221
Apr	
May	
June	
July	
Aug	
Sept	
Oct.	
Nov.	
Dec.	
Total	

* This does not include Artist Discounts.

Artisans on fifth				
Other Income/Expense				
YTD 2021 Compared to 2020				
		Jan - Mar 21	Jan - Mar 20	\$ Change
Other Income/Expense				
Other Income				
Lee Dodge Scholarship				
	L. Dodge Scholarship Income	1,000.00	1,000.00	0.00
	Total Lee Dodge Scholarship	1,000.00	1,000.00	0.00
Marilyn O. Dodge Scholarship				
	M. Dodge Scholarship Income	500.00	500.00	0.00
	Total Marilyn O. Dodge Scholarship	500.00	500.00	0.00
	Total Other Income	1,500.00	1,500.00	0.00
Other Expense				
	FL Dept. of Revenue - Sales Tax	1,529.87	1,956.94	-427.07
	Total Other Expense	1,529.87	1,956.94	-427.07
	Net Other Income	-29.87	-456.94	427.07

**Artisans on fifth
Ordinary Income and Expenses
YTD 2021 Compared to 2020**

	<u>Jan - Mar 21</u>	<u>Jan - Mar 20</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Application Fees	50.00	0.00	50.00
Associate Fees Income	3,972.50	2,940.00	1,032.50
Consignor Fees Income	2,082.00	540.00	1,542.00
Donation to Artisans on fifth	121.00	16.00	105.00
E-Newsletter Ads Income	50.00	50.00	0.00
Etsy Income			
Etsy Refunds	0.00	0.00	0.00
Etsy Sales	55.25	0.00	55.25
Etsy Shipping Income	21.25	0.00	21.25
Total Etsy Income	<u>76.50</u>	<u>0.00</u>	<u>76.50</u>
Merchandise Sales	20,571.00	19,400.98	1,170.02
Merchandise Sales Discounts	-403.75	-380.55	-23.20
Shipping and Deliv.. Discounts	-0.49	0.00	-0.49
Shipping and Delivery Income	19.75	0.00	19.75
Total Income	<u>26,538.51</u>	<u>22,566.43</u>	<u>3,972.08</u>
Cost of Goods Sold			
Associate - Payment to Artist	13,051.77	21,710.51	-8,658.74
Consignor - Payment to Artist	2,319.21	1,202.04	1,117.17
Credit/Debit Card Processing	473.71	553.05	-79.34
PayPal Fees for Artisans	21.63	0.00	21.63
Total COGS	<u>15,866.32</u>	<u>23,465.60</u>	<u>-7,599.28</u>
Gross Profit	10,672.19	-899.17	11,571.36
Expense			
Advertising and Promotion	24.96	175.00	-150.04
Computer Expenses	488.72	1,206.27	-717.55
Etsy Shop Expenses			
Etsy Listing Fees	9.60	0.00	9.60
Etsy Order Processing Fees	2.79	0.00	2.79
Etsy Shipping Expense	7.46	0.00	7.46
Etsy Transaction Fees	3.82	0.00	3.82
Total Etsy Shop Expenses	<u>23.67</u>	<u>0.00</u>	<u>23.67</u>
Facilities Mtce.	19.23	26.73	-7.50
Filing Fee	61.25	61.25	0.00
Improvement to Leased Space	1041.00	0.00	1041.00
Insurance Expense	1,404.00	1,404.00	0.00
Improvement to Leased Space	1,041.00	0.00	1,041.00
Miscellaneous Expense	50.00	0.00	50.00
Office Supplies	354.98	362.81	-7.83
Phone Expense	78.51	21.79	56.72
Professional Fees	608.75	0.00	608.75
Reception Expense	67.60	50.89	16.71
Reconciliation Discrepancies	0.00	-63.61	63.61
Rent Expense	3,900.00	3,900.00	0.00
UPS Mailing Expense	0.00	33.96	-33.96
USPS Mailing Expense	12.25	0.00	12.25
Total Expense	<u>8,828.00</u>	<u>7,179.09</u>	<u>1,648.91</u>
Net Ordinary Income	1,844.19	-8,078.26	9,922.45

As of March 2021 Improvements to Leased Space is now classified as Fixed Asset in QuickBooks

ARTISANS ON FIFTH OTHER INCOME/EXPENSE ACTUAL AND FORECAST 2021

	PRIOR YR HOLDOVER	FORECAST												YEAR			
		JAN	FEB	MAR	ACTUAL	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV		DEC		
OTHER INCOME																	
BRA-VO																	
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	
Total Bra-Vo		0	0	0	0	0	0	0	0	0	0	9,460	0	9,460	0	9,460	18,920
LEE DODGE SCHOLARSHIP																	
Lee Dodge Scholarship Released for Distribution					-1,000												-1,000
Lee Dodge Scholarship Income (3)			1,000														1,000
Total Lee Dodge			1,000	0	-1,000	0	0	0	0	0	0	0	0	0	0	0	0
MARILYN DODGE SCHOLARSHIP																	
Marilyn Dodge Released for Distribution																	-500
Marilyn Dodge Scholarship Income (1) (4)	1,000	0	500														1,000
Total Marilyn Dodge	1,000	0	500	0	-500	0	0	0	0	0	0	0	0	0	0	0	500
LOAN																	
SBA EIDL Loan Income (2)	12,300																0
Total Loan	12,300					0											0
TOTAL OTHER INCOME		0	1,500	0	-1,500	0	0	0	0	0	0	9,460	0	9,460	0	9,960	19,420
OTHER EXPENSES																	
Balancing Adjustments																	0
FL Dept. of Revenue Sales Tax		719	226	585	271	271	300	300	271	242	292	292	356	356	650	650	4,483
TOTAL OTHER EXPENSES		719	226	585	271	271	300	300	271	242	292	292	356	356	650	650	4,483
NET OTHER INCOME		-719	1,274	-585	-1,771	-271	-300	-300	-271	-242	9,168	-356	-356	9,310	9,310	14,937	

(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 4/2/21

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 Actual	8,544	8,627	(585)	54,383	
2021	4 Proj.	4,043	6,146	(1,771)	50,509	
2021	5 Proj.	4,101	4,675	(271)	49,664	
2021	6 Proj.	3,999	4,994	(300)	48,369	
2021	7 Proj.	8,447	4,842	(300)	51,674	
2021	8 Proj.	3,974	4,640	(271)	50,737	
2021	9 Proj.	4,518	4,529	(242)	50,484	
2021	10 Proj.	6,182	5,021	9,168	60,813	
2021	11 Proj.	6,821	6,069	(356)	61,209	
2021	12 Proj.	9,445	9,108	9,310	70,857	

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