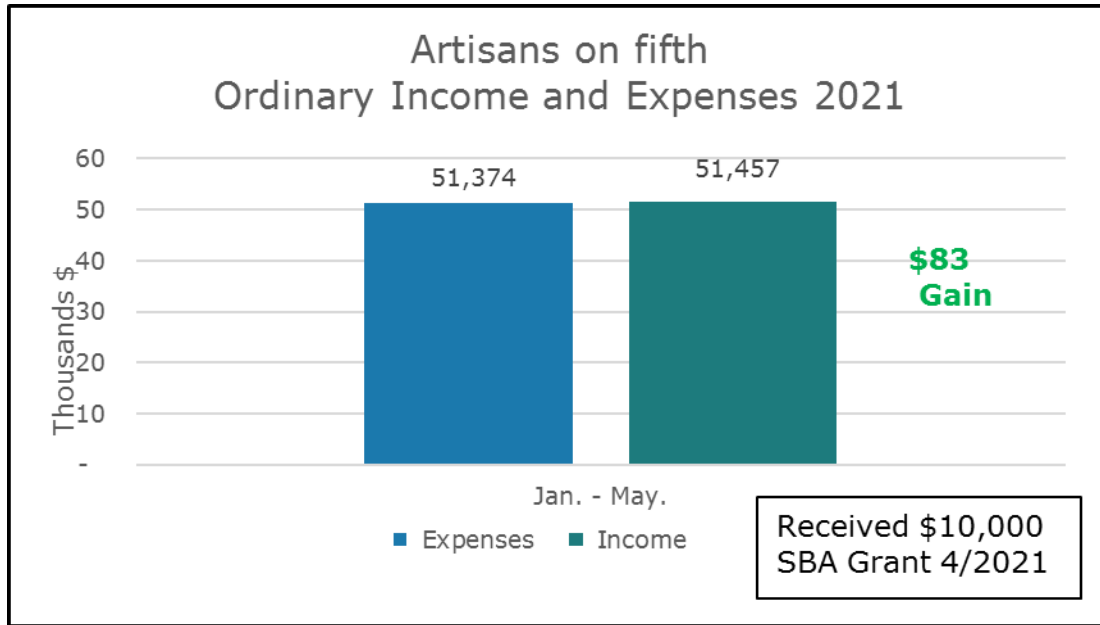


**Financial Report for the
Board of Directors and Members**



May 2021

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



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

**Bank Balance end of Month = \$48,465.44
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	953	960								
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	+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					
Artists	Artists	Artists	Artists	Artists					
\$226	\$1,055	\$1,331	\$768	\$1,325					

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				
July				
Aug.				
Sept.				
Oct.				
Nov.				
Dec.				
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

* This does not include Artist Discounts.

Month	Total Amount of Discounts Given \$*
Jan.	42
Feb.	140
Mar.	221
Apr	43
May	77
June	
July	
Aug	
Sept	
Oct.	
Nov.	
Dec.	
Total	523

Artisans				
Ordinary Income and Expenses				
2021 Compared to 2020				
		Jan - May 21	Jan - May 20	\$ Change
Ordinary Income/Expense				
Income				
	Application Fees	50.00	0.00	50.00
	Associate Fees Income	4,095.00	2,940.00	1,155.00
	Consignor Fees Income	2,082.00	540.00	1,542.00
	Donation to Artisans on fifth	137.00	16.00	121.00
	E-Newsletter Ads Income	50.00	50.00	0.00
Etsy Income				
	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
	Total Etsy Income	76.50	196.07	-119.57
	Grant Income	10,000.00	0.00	10,000.00
	Merchandise Sales	35,400.98	19,400.98	16,000.00
	Merchandise Sales Discounts	-523.96	-380.55	-143.41
	Other income	20.00	0.00	20.00
	Shipping and Deliv.. Discounts	-0.49	0.00	-0.49
	Shipping and Delivery Income	67.82	0.00	67.82
	Total Income	51,454.85	22,762.50	28,692.35
Cost of Goods Sold				
	Associate - Payment to Artist	21,893.27	21,710.51	182.76
	Consignor - Payment to Artist	3,590.26	1,202.04	2,388.22
	Credit/Debit Card Processing	807.29	592.95	214.34
	PayPal Fees for Artisans	47.63	0.00	47.63
	Total COGS	26,338.45	23,505.50	2,832.95
	Gross Profit	25,116.40	-743.00	25,859.40
Expense				
	Advertising and Promotion	24.96	175.00	-150.04
	Charitable Cont. - Scholarship	500.00	500.00	0.00
	Computer Expenses	488.72	1,400.22	-911.50
Etsy Shop Expenses				
	Etsy Listing Fees	22.80	15.60	7.20
	Etsy Order Processing Fees	2.79	6.63	-3.84
	Etsy Shipping Expense	14.62	21.79	-7.17
	Etsy Transaction Fees	3.82	9.80	-5.98
	Total Etsy Shop Expenses	44.03	53.82	-9.79
	Facilities Mtce.	19.23	26.73	-7.50
	Filing Fee	61.25	61.25	0.00
	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	64.16	0.00	64.16
	Office Supplies	493.74	362.81	130.93
	Phone Expense	405.07	41.63	363.44
	Professional Fees	608.75	515.00	93.75
	Reception Expense	67.60	50.89	16.71
	Reconciliation Discrepancies	-0.01	-63.61	63.60
Rent Expense				
	Last Month's Rent	2,438.30	0.00	2,438.30
	Rent Expense - Other	9,408.29	6,500.00	2,908.29
	Total Rent Expense	11,846.59	6,500.00	5,346.59
	Security Deposit	2,289.48	0.00	2,289.48
	UPS Mailing Expense	57.47	33.96	23.51
	USPS Mailing Expense	4 19.92	0.00	19.92
	Total Expense	25,035.85	21,510.84	3,525.01
	Net Ordinary Income	80.55	-22,253.84	22,334.39

Artisans				
Other Income/Expenses				
2021 Compared to 2020				
		Jan - May 21	Jan - May 20	\$ Change
Other Income/Expense				
Other Income				
Lee Dodge Scholarship				
	L. Dodge Released for Dist	-1,000.00	-1,000.00	0.00
	L. Dodge Scholarship Income	1,000.00	1,000.00	0.00
	Total Lee Dodge Scholarship	0.00	0.00	0.00
Marilyn O. Dodge Scholarship				
	M. Dodge Released for Dist.	-750.00	-500.00	-250.00
	M. Dodge Scholarship Income	750.00	500.00	250.00
	Total Marilyn O. Dodge Scholarship	0.00	0.00	0.00
	Total Other Income	0.00	0.00	0.00
Other Expense				
	FL Dept. of Revenue - Sales Tax	2,535.49	2,218.66	316.83
	Total Other Expense	2,535.49	2,218.66	316.83
	Net Other Income	-2,535.49	-2,218.66	-316.83

Notes:

Other Income: \$20 was cash balance in PayPal account transferred to checking account.

Advertising: Valentine's Day \$21

Computer: USB Hub \$46, McAfee renewal \$120, SignUpGenius renewal \$270

Facilities Mtce: A/C filters \$19,

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

Professional Fees: tax prep \$515, QuickBooks technical assistance \$94

Reception Expense: supplies \$68

Filing Fee: annual corporate report to Sec. of State \$61

Improvements to Leased Space: Repayment of loan to Mike Hertz

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

Phone Expense: New phone and charger purchase \$300

Rent for May: \$1300 to MDCA for May, \$2908.29 to Main St. Leasing for July

Rent for June: \$1300 to MDCA

Rent for July: \$2908 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 Bank Balance

as of 6/3/21

Year	Mo.		Net Ordinary Income	Ordinary Expenses	Sales Tax Passthrough	SBA Loan	Actual & Proj. Bank Balance
2021	1	Actual	8,244	9,651	719	12,300	47,513
2021	2	Actual	9,794	5,721	226	12,300	52,169
2021	3	Actual	8,544	8,627	585	12,300	54,383
2021	4	Actual	17,122	13,102	560	12,300	56,334
2021	5	Actual	7,509	15,584	500	12,300	48,465
2021	6	Proj.	3,963	7,235	500	12,300	44,693
2021	7	Proj.	15,235	9,308	500	12,300	50,120
2021	8	Proj.	10,414	10,213	400	12,300	49,921
2021	9	Proj.	10,497	10,378	400	12,300	49,640
2021	10	Proj.	10,695	10,511	400	12,300	49,424
2021	11	Proj.	10,686	10,996	400	12,300	48,714
2021	12	Proj.	13,215	12,051	650	12,300	49,228

Note: Ordinary is Artisans operating.