

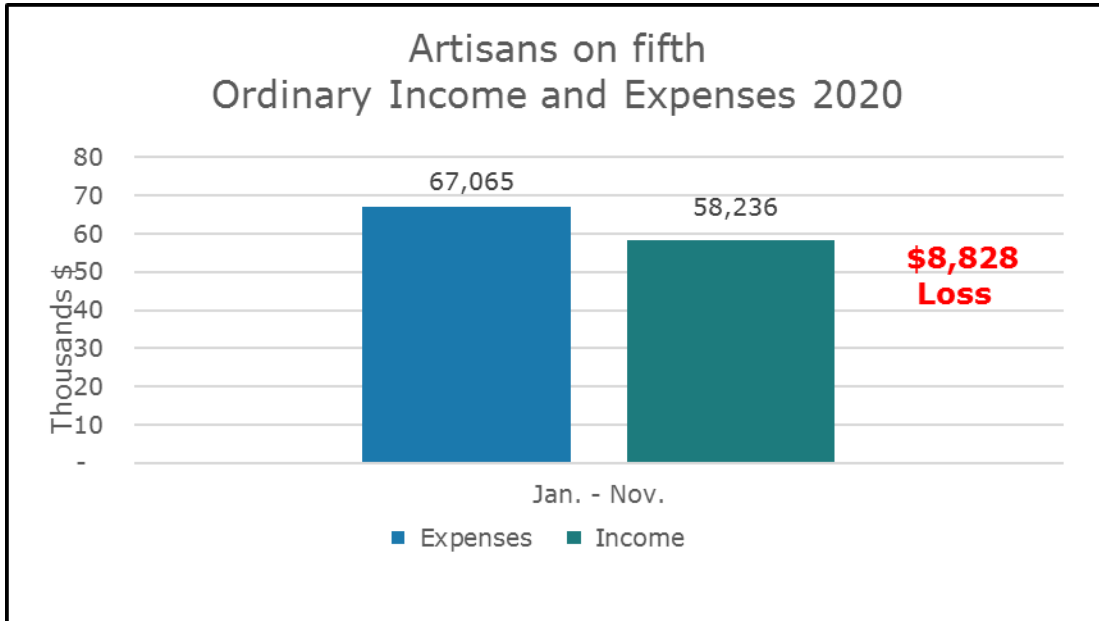
**Financial Report for Board of Directors
and Associates**



November 2020

Prepared by Gwen Hertz, Co-Treasurer
Dec. 2, 2020

Note: Artisans store was closed 3/16/2020 – 6/30/2020 due to a COVID-19 Pandemic.



Bank Balance end of Month = \$ 44,810.90
includes \$12,300 SBA Loan and \$5,000 Lake Co. CARES Grant

Customers Per Month Comparison

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.	Nov.	Dec.	Total
2020	1,112	1,163	?	0	0	5	432	313	444	619	701		
2019	1,026	940	1,329	902	705	634	612	480	593	817	1,223	1,605	11,787
Diff.	+86	+223	-1,329	-902	-705	-629	-180	-167	-149	-198	-522		

Gift Certificates Beginning 12/22/18

Value of Outstanding Gift Certificates \$184.74

Featured Artist Sales

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.
2 Artists	2 Artists	-----	-----	-----	-----	2 Artists	2 Artists	3 Artists	2 Artists
\$627	\$1,802					\$464	\$80	\$449	\$301

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.	20	\$359	\$198	\$160
Feb	27	\$721	\$398	\$320
Mar	4	\$105	\$57	\$48
Apr.	0	0	0	0
May	0	0	0	0
June	0	0	0	0
July	10	\$313	\$169	\$144
August	16	\$362	\$196	\$166
September	9	\$185	\$101	\$84
October	35	\$564	\$299	\$265
November	40	\$661	\$344	\$317
December				
Total	161	\$3,270	\$1,762	\$1,504

* Actual pay to Consignor. ** 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.	\$93.50
Feb.	\$181.35
Mar.	\$105.70
Apr	-----
May	-----
June	-----
July	\$64.55
Aug	\$37.00
Sept	\$103.00
Oct.	\$56.40
Nov.	\$364.00
Dec.	
Total	\$641.50

* This does not include Artist Discounts.

Artisans on fifth				
Ordinary Income and Expense				
January - November 2019 Compared to 2020				
		Jan - Nov 20	Jan - Nov 19	\$ Change
Ordinary Income/Expense				
Income				
	Application Fees	100.00	600.00	-500.00
	Associate Fees Income	6,510.00	7,673.33	-1,163.33
	Consignor Fees Income	2,470.00	2,940.00	-470.00
	Donation to Artisans on fifth	529.50	355.29	174.21
	E-Newsletter Ads Income	50.00	302.00	-252.00
Etsy Income				
	Etsy Refunds	-99.02	0.00	-99.02
	Etsy Sales	309.78	0.00	309.78
	Etsy Shipping Income	51.12	0.00	51.12
	Total Etsy Income	261.88	0.00	261.88
	Lake Co. CARES Grant Income	10,000.00	0.00	10,000.00
	Merchandise Sales	44,380.38	57,298.23	-12,917.85
	Merchandise Sales Discounts	-1,005.50	-835.62	-169.88
	Miscellaneous Income	0.00	287.45	-287.45
	Other income	0.00	3,500.00	-3,500.00
	Packaging for Shipping Income	0.00	4.00	-4.00
	USPS Packing Income	0.00	27.30	-27.30
	Total Income	63,296.26	72,151.98	-8,855.72
Cost of Goods Sold				
	Associate - Payment to Artist	32,715.81	39,059.73	-6,343.92
	Consignor - Payment to Artist	2,207.26	2,793.23	-585.97
	Credit/Debit Card Processing	963.76	2,054.25	-1,090.49
	HS Student - Pay to School	0.00	73.50	-73.50
	Square Fees	2.09	0.00	2.09
	Total COGS	35,888.92	43,980.71	-8,091.79
	Gross Profit	27,407.34	28,171.27	-763.93
Expense				
	Advertising and Promotion	641.22	1,026.39	-385.17
	Bank Service Charges	0.00	61.17	-61.17
	Charitable Cont. - Scholarship	500.00	500.00	0.00
	Computer Expenses	1,448.36	1,171.44	276.92
Etsy Shop Expenses				
	Etsy Listing Fees	38.00	0.00	38.00
	Etsy Order Processing Fees	9.10	0.00	9.10
	Etsy Shipping Expense	28.81	0.00	28.81
	Etsy Transaction Fees	13.09	0.00	13.09
	Total Etsy Shop Expenses	89.00	0.00	89.00
	Facilities Mtce.	120.94	165.98	-45.04
	Filing Fee	61.25	71.25	-10.00
	Improvement to Leased Space	10,430.30	0.00	10,430.30
	Insurance Expense	1,404.00	1,404.00	0.00
	Miscellaneous Expense	47.08	90.00	-42.92
	Office Supplies	948.51	1,260.54	-312.03
	Phone Expense	166.38	82.16	84.22
	Professional Fees	515.00	900.00	-385.00
	Reception Expense	50.89	294.57	-243.68
	Reconciliation Discrepancies	-63.61	-26.28	-37.33
	Rent Expense	14,300.00	14,300.00	0.00
	Shipping Costs	0.00	20.65	-20.65
	Taxes and License	230.00	80.00	150.00
	UPS Mailing Expense	58.96	0.00	58.96
	Total Expense	30,948.28	21,401.87	9,546.41
	Net Ordinary Income	-3,540.94	6,769.40	-10,310.34

ARTISANS ON FIFTH ORDINARY INCOME/EXPENSE ACTUAL AND FORECAST 2020

	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR*	ACTUAL APR*	ACTUAL MAY*	ACTUAL JUN*	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	FORECAST DEC	YEAR
REVENUE													
Income													
Merchandise Sales	6,388	9,070	3,943			147	4,032	3,561	4,381	5,988	6,810	7,000	51,320
Merchandise Sales Discounts	-94	-181	-106				-65	-37	-103	-56	-364	-249	-874
Associate Fee Income	2,730	210					3,360	210			1,470		7,980
Signor Fee Income	360	540					1,050	240	140	140		360	2,830
E-Newsletter Ads Income	50												50
Application Fees Income													100
Donations		16				25	70		100	82	337	654	1,184
Lake Co. CARES Grant Income		0						5,000					5,000
Miscellaneous/Other Income													0
Shipping Income					59	206					28	200	510
Etsy Sales					-99								-99
Etsy Refunds				10	20						11	10	61
Etsy Shipping Income					69	127	8,447	3,974	9,518	6,182	6,821	9,445	68,062
Total	9,384	9,705	3,837										

	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	ACTUAL JUN	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	FORECAST DEC	YEAR
ORDINARY EXPENSES													
COST OF GOOD SOLD													
Associate - Payment to Artist	8,857	4,214	8,640			112	103	2,616	2,243	2,669	3,263	6,122	38,839
Consignor - Payment to Artist	548	198	456					169	196	330	311	532	2,740
Merchant Services - Credit Cards	177	230	146	20	20	23	99	89	119	137	148	396	1,604
HS Student - Pay to School													0
Square Fees													0
Total	9,582	4,642	9,242	20	20	135	202	2,874	2,558	3,136	3,724	7,050	43,185

	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	ACTUAL JUN	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	FORECAST DEC	YEAR
EXPENSES													
Advertising and Promotion		175				180	180			88	18	180	821
Bank Service Charges				500									0
Charitable Cont. - Scholarship			91	194						48			500
Computer & Internet	1,116												1,449
Facilities Mtce.		27				81	81			13			202
Filing Fee		61											61
Freight and Shipping													0
Furniture and Equipment													0
Insurance Expense		1,404											1,404
Janitorial Expense													0
Improvements to Leased Space			1,166		9,283		-1,405	347	347	347	247	347	10,679
Miscellaneous Expense											47		47
Office Supplies	210	114	40					16	16	570	570	144	1,094
Phone Expense	22			20			20		26	53	26		167
Professional Fees				515									515
Reception Expense	41		10									87	138
Reconciliation Discrepancies	-64											-2	-66
Rent Expense	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	15,600
Taxes and Licenses						75			155				230
UPS Shipping			34							25			59
Etsy Listing Fees				13	3		1	12	5	2	1		37
Etsy Order Processing Fees				2	4					1	1		9
Etsy Shipping Expense				7	15					7			29
Etsy Transaction Fees				3	6					1	2		13
Total	2,624	3,081	1,475	3,721	10,611	1,636	96	1,740	1,849	1,885	2,212	2,056	32,985

Total Income	9,384	9,705	3,837	69	127	172	8,447	3,974	9,518	6,182	6,821	9,445	68,062
Total Expenses & COGS	12,206	7,723	10,717	3,741	10,631	1,771	298	4,614	4,407	5,021	5,936	9,106	76,170
Net Income	-2,822	1,982	-6,880	-3,672	-10,504	-1,599	8,149	-640	5,111	1,161	885	339	-8,108

*Closed all or part of the month due to Coronavirus Pandemic

Jan: Computer - New PC \$867, SignUpGenius Subscription for 1 Yr. \$249

Feb: Advertising - Ad for Orlando Sentinel magazine during Art Festival, Filing Fee - Annual Corp. Report, Facilities - battery for Exit sign

Mar: Closed beginning 3/16/20. Computer - McAfee subscription \$40, Jump drive for CPA & USP Hubs \$51.

Apr: Closed, began Remodeling Project, Accountant fee to prepare taxes \$515, upgrade QuickBooks \$174, \$1.00 for Handyman, \$165.98 for slat wall, began selling on Etsy

May: Closed, Leasehold Improvements were \$1,405 for hot water tank, \$2,950 for painting, \$4,928 for flooring

June: Closed. \$180 to renew Constant Contact, \$75 Renewal of Solicitation of Contributions registration

July: Opened shop 7/1/20. MDCA reimbursed us for hot water tank \$1,405. GoDaddy \$180

Aug.: Begin repaying Mike \$346.54/mo. for 24 months for remodeling expenses

Sept: Received \$5,000 Lake County CARES Grant due to Pandemic impact. This money is being used to pay operating expenses.

ARTISANS ON FIFTH OTHER INCOME/EXPENSE ACTUAL AND FORECAST 2020

	PRIOR YR HOLDOVER	ACTUAL												FORECAST			YEAR
		JAN	FEB	MAR*	APR*	MAY*	JUN*	JUL	AUG	SEP	OCT	NOV	DEC				
OTHER INCOME																	
BRA-VO																	
Bra-Vo Income												50	200	250			
Bra-Vo Released for Donation													(1,000)	(1,000)			
Bra-Vo Released for Expenses														0			
Total Bra-Vo	0	0	0	0	0	0	0	0	0	0	0	50	(800)	(750)			
LEE DODGE SCHOLARSHIP																	
Lee Dodge Scholarship Released for Distribution				(1,000)											(1,000)		
Lee Dodge Scholarship Income		1,000													1,000		
Total Lee Dodge	0	1,000	0	(1,000)	0	0	0	0	0	0	0	0	0	0	0		
MARILYN DODGE SCHOLARSHIP																	
Marilyn Dodge Released for Distribution				(500)											(500)		
Marilyn Dodge Scholarship Income (1)	500	500													1,000		
Total Marilyn Dodge	500	500	0	(500)	0	0	0	0	0	0	0	0	0	0	500	500	
LOAN																	
SBA EIDL Loan Income (2)						12,300									12,300		
Total Loan						12,300				0					12,300		
TOTAL OTHER INCOME	500	0	1,500	0	(1,500)	0	12,300	0	0	0	0	50	(300)	12,050			
OTHER EXPENSES																	
Balancing Adjustments															0		
FL Dept. of Revenue Sales Tax		921	430	607	0	0	0	10	271	242	292	356	650	3,779			
TOTAL OTHER EXPENSES		921	430	607	0	0	0	10	271	242	292	356	650	3,779			
NET OTHER INCOME	500	(921)	1,070	(607)	(1,500)	0	12,300	(10)	(271)	(242)	(292)	(306)	(950)	8,271			

*Closed all or part of the month due to Coronavirus Pandemic

(1) Funds raised in 2019 through sale of gift baskets.

(2) This Loan will have to be repaid by 6/2021 if not used

June: Received \$12,300 SBA EIDL Loan due to Pandemic impact

July: Bra-Vo will be modified due to the Pandemic

Artisans on fifth Bank Balance

as of 12/1/20

Year	Mo.		Net Ordinary Income	Ordinary Expenses	Net Other Income	Actual & Proj. Bank Balance	Notes
2020	2	Actual	9,705	12,206	(921)	36,674	
2020	3	Actual	3,837	7,723	1,070	32,772	Closed half the month
2020	4	Actual	69	10,717	(607)	28,044	Closed
2020	5	Actual	127	10,631	(1,500)	20,331	Closed
2020	6	Actual	172	1,771	12,300	26,237	Closed. Received \$12,300 EIDL loan
2020	7	Actual	8,447	298	(10)	34,310	Opened 7/1/20
2020	8	Actual	3,974	4,614	(271)	33,561	
2020	9	Actual	9,518	4,407	(242)	39,186	Received \$5,000 Lake Co. CARES Grant
2020	10	Actual	6,182	5,021	(292)	43,978	
2020	11	Actual	6,821	5,936	(306)	44,811	
2020	12	Proj.	9,445	9,106	(950)	44,201	

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