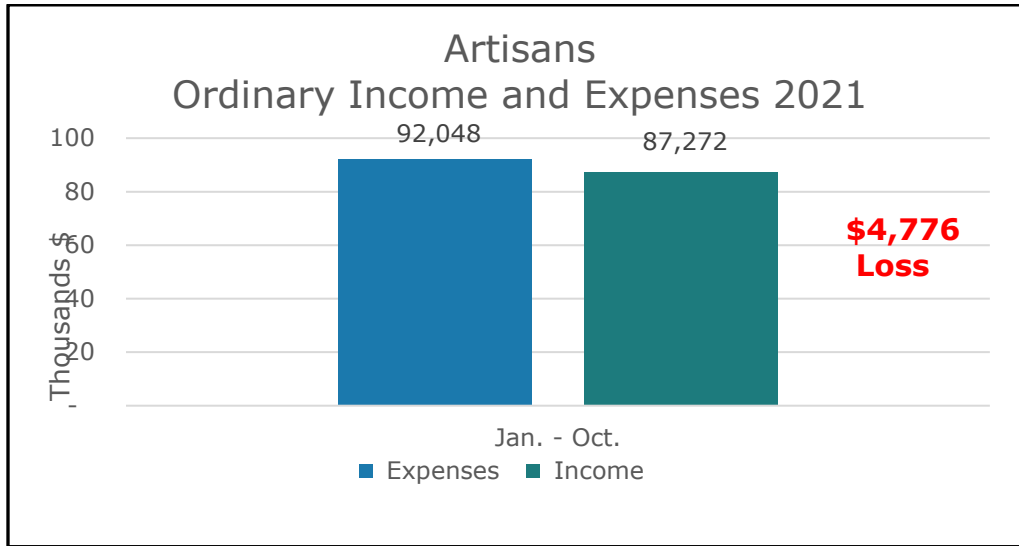


**Financial Report for the
Board of Directors and Members**



October 2021

Prepared by Gwen Hertz, Co-Treasurer
November 7, 2021



**Bank Balance end of Month = \$47,279.12
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	527	1,215	1,197	1,086	1,932			
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	-107	+603	+717	+493	+1,115			

**Artisans Sales in Store/Guest
in \$**

	Jan	Feb	Mar	Apr	May	June	July*	Aug	Sept	Oct.	Nov.	Dec.	Average
2021	4.81	7.59	8.02	7.42	8.42	6.59	3.78	5.33	4.12	3.85			5.99
2019	5.07	9.55	4.86	4.42	6.28	5.62	5.76	9.73	6.43	4.46			6.22
Diff. from 2019	-0.26	-1.96	3.16	3.01	2.15	0.97	-1.98	-4.40	-2.31	-0.61			-0.22

*July 2021 Moved

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	97
Sept	97
Oct.	47
Nov.	
Dec.	
Total	

Monthly Actual Income Compared to Target Amt. to Pay Rent Rent = \$2,755/month

			Actual Sales Income		Ordinary Income/Expenses Only				
Year	Month	Target Income	Actual Total Sales Income	30% of Sales Income	Actual Add'l. Income (we keep 100%)**	Total Income We Keep	Difference Between Target and Income	Running Difference	Notes
2021	July	2,755	4,592	1,378	4,407	5,785	3,030	3,030	Dues paid in July. Open 20 days
	Aug.	2,755	6,831	2,049	1,183	3,232	477	3,507	
	Sept.	2,755	4,474	1,342	841	2,183	-572	2,935	
	Oct	2,755	7,436	2,231	484	2,715	-40	2,894	
	Nov.	2,755							
	Dec.	2,755							
** This includes: Ordinary income, fee income and donations to Artisans. Does not include Bra-Vo.									

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.	39	1,197	680	517
Sept.	21	504	287	217
Oct.	51	975	538	437
Nov.				
Dec.				
Total				

* Actual pay to Consignor – 55%. ** Without discounts paid by Artisans. ***Sales – Discount – Paid to Artist = \$ to Artisans

Artisans' Consignor Sales

X means NO sales/class income that month

Year	Month	Abel	Husser	Jones	McElroy	R. Placek	Thorne	Strengholt	Montgomery	Nichols	Santos 3/21	Scheerschmidt 10/1/21	Name and date started as a Consignor
2021	Jan				x					x			
	Feb									X			
	Mar			X						X			
	Apr			x						x	x		
	May				x					x	x		
	Jun				x		x			x	x		
(moved)	Jul				x						x		
	Aug												
	Sept			x	x	x				x	x		
	Oct			x	x						x		

Bra-Vo Report as of Oct. 31, 2021

This is not the Final Report

Bra-Vo Income:		\$
	Mask Sales (\$20 each)	400
	Bra Form Sales (\$35 each)	490
	Business Entries (\$60 each)	420
	Donations	750
	Preview Party Sales at Shop (\$10 each)	120
	Preview Party Sales at Party (\$10 each)	345
	Preview Party Sales on Eventbrite (\$10 each)	140
	Voting (\$1/vote)	294
	Silent Auction	2,935
TOTAL INCOME*		5,894
TOTAL EXPENSES:		1,507
NET PROCEEDS*		4,387

*Note: More income will be reported in Nov. including \$3,101.12 for voting using PayPal.

EXPENSES													
Advertising and Promotion	4	21				429	25	159		92	100	50	880
Charitable Cont. - Scholarship				500									500
Computer	322	120	46			691		15	16				1,210
Internet Service								49	49	49	49	49	245
Education Program - Supplies						57	26	20					103
Education Program - Advertising							145	50		168			363
Facilities Mtce.			19			217	895	184	76	10			1,401
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			3,495						10,081
Miscellaneous Expense	50				14	342	145				47		598
Office Supplies	66	49	240	104	35	421	32	138	47	56	50	50	1,288
Janitorial Expense					57		67			63			187
Phone Expense	26	26	26	300	26	353	26	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	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							28
UPS Shipping		4			57								61
USPS Mailing Expense			8	8		1	49	36					102
Utilities						335		142	175	177	175	175	1,179
Reconciliation Discrepancies									10				10
Etsy Listing Fees	6	2	1	7	6	2	1	7	6	7			45
Etsy Order Processing Fees		1	2				2			6			11
Etsy Shipping Expense			7	7			9						23
Etsy Transaction Fees		2	2				4		7				15
Total	2,276	3,276	2,581	7,271	9,631	4,325	6,231	3,581	3,167	3,402	3,209	3,166	52,116

Total Income	7,881	9,794	8,544	17,158	8,080	5,567	8,999	8,015	5,315	7,920	9,295	9,355	105,922
Total Expenses & COGS	9,651	5,721	8,628	13,102	14,272	9,987	8,719	6,777	8,151	7,040	10,010	9,946	112,004
Net Income	-1,770	4,073	-84	4,056	-6,192	-4,420	280	1,238	-2,837	880	-715	-591	-6,082

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

Donation: Aug. \$250 from Debra Ham for security monitor

Education Program: butcher paper \$57

Facilities Mtce: A/C filters \$19, paint for new location \$192, keys, July and Aug. 8 security cameras

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

Education Program: Classes began in August

ARTISANS ON FIFTH OTHER INCOME/EXPENSE ACTUAL AND FORECAST 2021

	PRIOR YR HOLDOVER	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	ACTUAL JUN	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	FORECAST NOV	FORECAST DEC	YEAR
BRA-VO														
Bra-Vo Income									780	1,140	3,974			5,894
TOTAL BRA-VO INCOME									780	1,140	3,974	0	0	5,894
BRA-VO EXPENSES														
Bra-Vo Operating Expenses					401			174	61		360			996
Bra-Vo Advertising					180			203	97					480
Bra-Vo PayPal Fees								31						31
TOTAL BRA-VO EXPENSES					581			408	158		360	0	0	1,507
TOTAL BRA-VO NET PROCEEDS					-581			372	982		3,614	0	0	4,387
BRA-VO DISTRIBUTION														
Bra-Vo Released to Hospital for Donation													4,387	4,387
Bra-Vo Released to Artisans for Expenses													-1,507	-1,507
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	0	-1,000	0	0	0	0	0	0	0	0
MARILYN DODGE SCHOLARSHIP														
Marilyn Dodge Released for Distribution						-750								-750
Marilyn Dodge Scholarship Income (1) (4) (5)	1,000	0	500			250								750
TOTAL MARILYN DODGE	1,000	0	500	0	0	-500	0	0	0	0	0	0	0	0
SBA EIDL LOAN														
SBA EIDL Loan Income (2)	12,300													0
SBA EIDL Loan Interest Payment (started 10/21)(8)											441			
SBA EIDL Loan Principal Repayment (start 6/2022)														
Total Loan Expense	12,300										12,741			12,741
TOTAL OTHER INCOME		0	1,500	0	0	250	0	0	780	1,140	3,974	0	0	7,644
OTHER EXPENSES														
FL Dept. of Revenue Sales Tax		719	226	585	560	446	546	234	297	460	299	400	650	5,422
TOTAL OTHER EXPENSES		719	226	585	560	446	546	234	297	460	299	400	650	5,422
NET OTHER INCOME		-719	1,274	-585	-560	-196	-546	-234	483	680	3,675	-400	-650	2,222

- (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
- (8) Oct: SBA Loan Interest was from Loan inception through 10/21.