

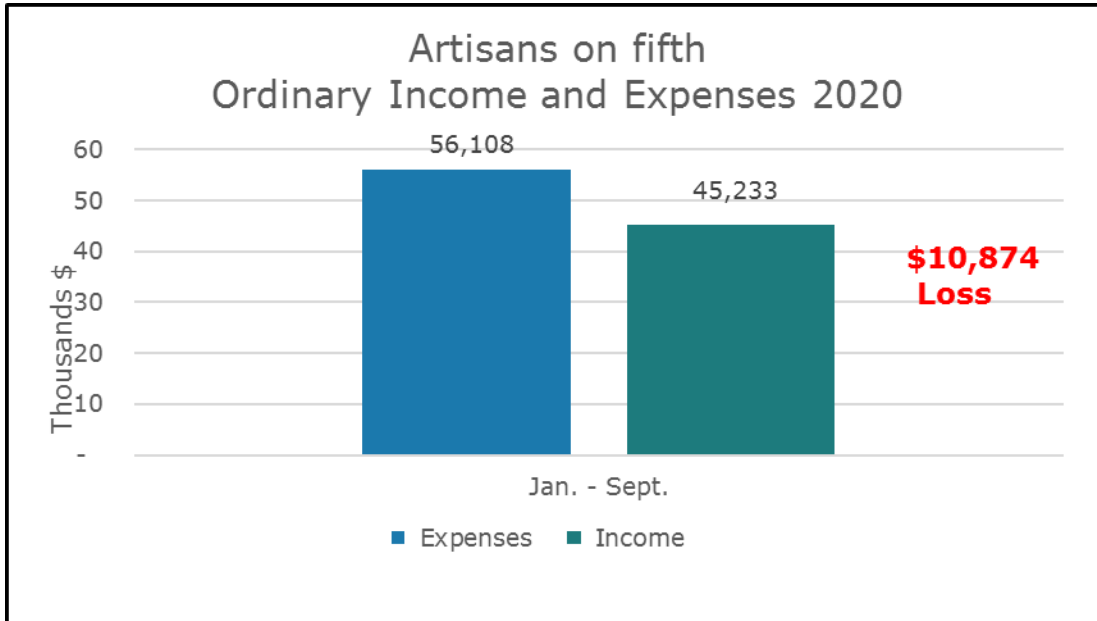
**Financial Report for Board of Directors
and Associates**



September 2020

Prepared by Gwen Hertz, Co-Treasurer
Oct. 3, 2020

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



**Bank Balance end of Month = \$ 39,185.85
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				
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				

Gift Certificates Beginning 12/22/18

Value of Outstanding Gift Certificates \$164.74

Featured Artist Sales

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

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				
November				
December				
Total	86	\$2,045	\$1,119	\$922

* 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.	
Nov.	
Dec.	
Total	\$585.10

* This does not include Artist Discounts.

ARTISANS ON FIFTH ORDINARY INCOME/EXPENSE ACTUAL AND FORECAST 2020

	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FORECAST	FORECAST	FORECAST	
	JAN	FEB	MAR*	APR*	MAY*	JUN*	JUL	AUG	SEP	OCT	NOV	DEC	YEAR
REVENUE													
INCOME													
Merchandise Sales	6,388	9,070	3,943			147	4,032	3,561	4,381	3,641	5,000	7,000	47,163
Merchandise Sales Discounts	-94	-181	-106				-65	-37	-103	-140	-150	-249	-744
Associate Fee Income	2,730	210					3,360	210		105	88	1,470	8,173
Consignor Fee Income	360	540					1,050	240	140			360	2,690
E-Newsletter Ads Income		50											50
Application Fees Income									100	50	50		200
Donations		16				25	70			8	295	654	1,068
Lake Co. CARES Grant Income									5,000				5,000
Miscellaneous/Other Income		0											0
Shipping Income													0
Etsy Sales				59	206					150	150	200	765
Etsy Refunds					-99								-99
Etsy Shipping Income				10	20					10	10	10	60
Total	9,384	9,705	3,837	69	127	172	8,447	3,974	9,518	3,824	5,443	9,445	64,326
ORDINARY EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR
COST OF GOOD SOLD													
Associate - Payment to Artist	8,857	4,214	8,640			112	103	2,616	2,243	2,554	2,295	6,122	37,756
Consignor - Payment to Artist	548	198	456					169	196	91	197	532	2,387
Merchant Services - Credit Cards	177	230	146	20	20	23	99	89	119	125	210	396	1,654
HS Student - Pay to School													0
Total	9,582	4,642	9,242	20	20	135	202	2,874	2,558	2,770	2,702	7,050	41,797
EXPENSES													
Advertising and Promotion		175				180	180				118	180	833
Bank Service Charges													0
Charitable Cont. - Scholarship				500									500
Computer & Internet	1,116		91	194									1,401
Facilities Mtce.		27				81		81		71			260
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	347	347	10,778
Miscellaneous Expense													0
Office Supplies	210	114	40						16			144	524
Phone Expense	22			20			20		26		22		110
Professional Fees				515									515
Reception Expense	41		10								122	87	260
Reconciliation Discrepancies	-64										-27	-2	-93
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										34
Etsy Listing Fees				13	3		1	12	5				34
Etsy Order Processing Fees				2	4								7
Etsy Shipping Expense				7	15								22
Etsy Transaction Fees				3	6								10
Total	2,624	3,081	1,475	3,721	10,611	1,636	96	1,740	1,849	1,718	1,882	2,056	32,487
Total Income	9,384	9,705	3,837	69	127	172	8,447	3,974	9,518	3,824	5,443	9,445	64,326
Total Expenses & COGS	12,206	7,723	10,717	3,741	10,631	1,771	298	4,614	4,407	4,488	4,584	9,106	74,284
Net Income	-2,822	1,982	-6,880	-3,672	-10,504	-1,599	8,149	-640	5,111	-664	859	339	-9,958

*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

ARTISANS ON FIFTH OTHER INCOME/EXPENSE ACTUAL AND FORECAST 2020

	PRIORYR HOLDOVER	ACTUAL												FORECAST		YEAR	
		JAN	FEB	MAR*	APR*	MAY*	JUN*	JUL	AUG	SEP	OCT	NOV	DEC				
OTHER INCOME																	
BRAVO																	
Bra-Vo Income													200	200	200	200	600
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	0	200	200	200	(800)	(400)
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	1,000	0	(1,000)	0	0	0	0	0	0	0	0	0	0	0	0
MARILYN DODGE SCHOLARSHIP																	
Marilyn Dodge Scholarship Released for Distribution						(500)											(500)
Marilyn Dodge Scholarship Income (1)	500	0	500													500	1,000
Total Marilyn Dodge	500	0	500	0	(500)	0	0	0	0	0	0	0	0	0	0	500	500
LOAN																	
SBA EIDL Loan Income									12,300								12,300
Total Loan									12,300								12,300
TOTAL OTHER INCOME	500	0	1,500	0	(1,500)	0	0	0	12,300	0	0	0	200	200	200	(300)	12,400
OTHER EXPENSES																	
Balancing Adjustments																	0
FL Dept. of Revenue Sales Tax		921	430	607	0	0	0	10	271	242	251	235	251	235	650	3,617	
TOTAL OTHER EXPENSES		921	430	607	0	0	0	10	271	242	251	235	251	235	650	3,617	
NET OTHER INCOME	500	(921)	1,070	(607)	(1,500)	0	12,300	(10)	(271)	(242)	(51)	(35)	(950)	(950)	8,783		

* Closed all or part of the month due to Coronavirus Pandemic
 June: Received \$12,300 SBA EIDL. Loan due to Pandemic impact

Artisans on fifth Projected Bank Balance

as of 10/3/20

Year	Mo.		Net Ordinary Income	Ordinary Expenses	Net Other Income	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	Proj.	3,824	4,488	(51)	38,471	
2020	11	Proj.	5,443	4,584	(35)	39,296	
2020	12	Proj.	9,445	9,106	(950)	38,685	

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