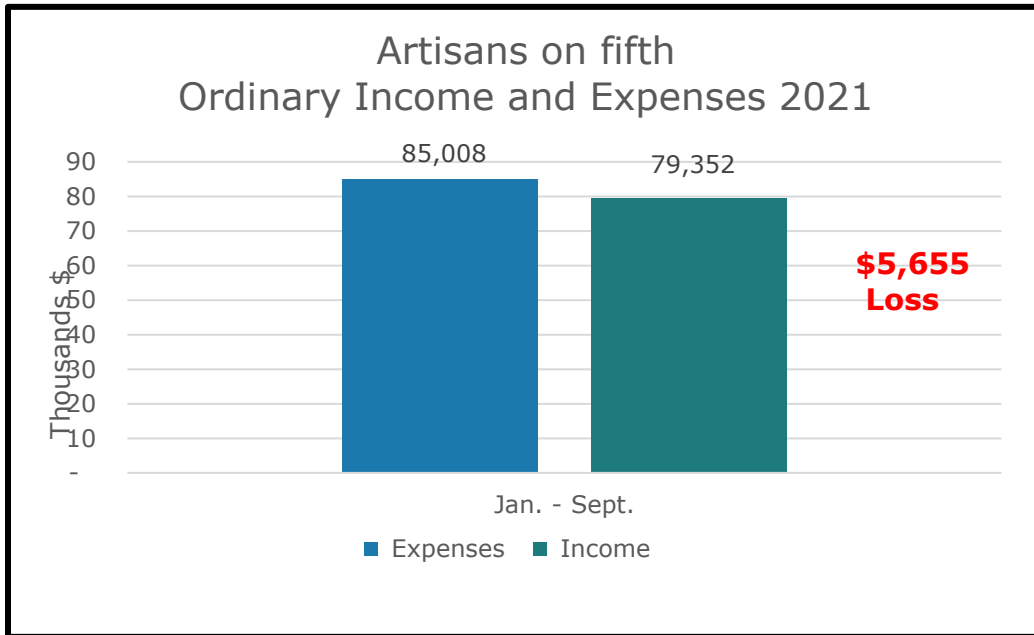


**Financial Report for the
Board of Directors and Members**



September 2021

Prepared by Gwen Hertz, Co-Treasurer
October 2, 2021



**Bank Balance end of Month = \$44,752.01
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					
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	Coming next month				

**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							
	Nov.	2,755							
	Dec.	2,755							

** This includes: Ordinary income, fee income and donations.

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.				
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	41
July	138
Aug	97
Sept	97
Oct.	
Nov.	
Dec.	
Total	

EXPENSES												
	4	21			429	25	159	88	18	180	924	
Advertising and Promotion												
Charitable Cont. - Scholarship				500							500	
Computer	322	120	46		691		15	48			1,258	
Internet Service							49	49	49	49	245	
Education Program - Supplies					57	26	20				103	
Education Program - Advertising						145	50				195	
Facilities Mtce.			19		217	895	184	76			1,404	
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				342	145			47		598	
Office Supplies	66	49	240	104	421	32	138	47	570	144	1,846	
Janitorial Expense					57	67					124	
Phone Expense	26	26	26	300	353	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	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			25			86	
USPS Mailing Expense			8	8		49	36				102	
Utilities					335		142	175	175	175	1,177	
Reconciliation Discrepancies								10			10	
Etsy Listing Fees	6	2	1	7	6	2	7	6	7		51	
Etsy Order Processing Fees		1	2			2					5	
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	6,231	3,581	3,185	3,647	3,390	52,561	
Total Income	7,881	9,794	8,544	17,158	8,080	8,999	8,015	10,354	11,488	11,610	112,804	
Total Expenses & COGS	9,651	5,721	8,628	13,102	14,272	8,719	6,777	10,715	11,898	11,842	119,463	
Net Income	-1,770	4,073	-84	4,056	-6,192	280	1,238	-361	-410	-232	-6,658	

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												FORECAST			CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR				
BRA-VO																		
Bra-Vo Income													780	1,140				1,920
TOTAL BRA-VO INCOME													780	1,140	0	0	0	1,920
BRA-VO EXPENSES																		
Bra-Vo Operating Expenses												401	174	61				636
Bra-Vo Advertising											180	203	97					480
Bra-Vo PayPal Fees												31						31
TOTAL BRA-VO EXPENSES												581	408	158	0	0	0	1,147
TOTAL BRA-VO NET PROCEEDS												-581	372	982	0	0	0	773
BRA-VO DISTRIBUTION																		
Bra-Vo Released to Hospital for Donation																	-6,000	-6,000
Bra-Vo Released to Artisans for Expenses																	-1,000	-1,000

LEE DODGE SCHOLARSHIP																		
Lee Dodge Scholarship Released for Distribution																		-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	0	0	0	0
MARILYN DODGE SCHOLARSHIP																		
Marilyn Dodge Released for Distribution																		-750
Marilyn Dodge Scholarship Income (1) (4) (5)	1,000	0	500															750
TOTAL MARILYN DODGE	1,000	0	500	0	0	-500	0	0	0	0	0	0	0	0	0	0	0	500
LOAN																		
SBA EIDL Loan Income (2)	12,300																	0
SBA EIDL Loan Repayment (start 6/2022)																		
Total Loan	12,300																	0
TOTAL OTHER INCOME		0	1,500	0	0	250	0	0	780	1,140	0	0	0	0	0	0	0	3,670
OTHER EXPENSES																		
FL Dept. of Revenue Sales Tax		719	226	585	560	446	546	234	297	460	400	400	400	400	400	650	650	5,523
TOTAL OTHER EXPENSES		719	226	585	560	446	546	234	297	460	400	400	400	400	400	650	650	5,523
NET OTHER INCOME		-719	1,274	-585	-560	-196	-546	-234	483	680	-400	-400	-400	-400	-650	-650	-1,853	

- (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