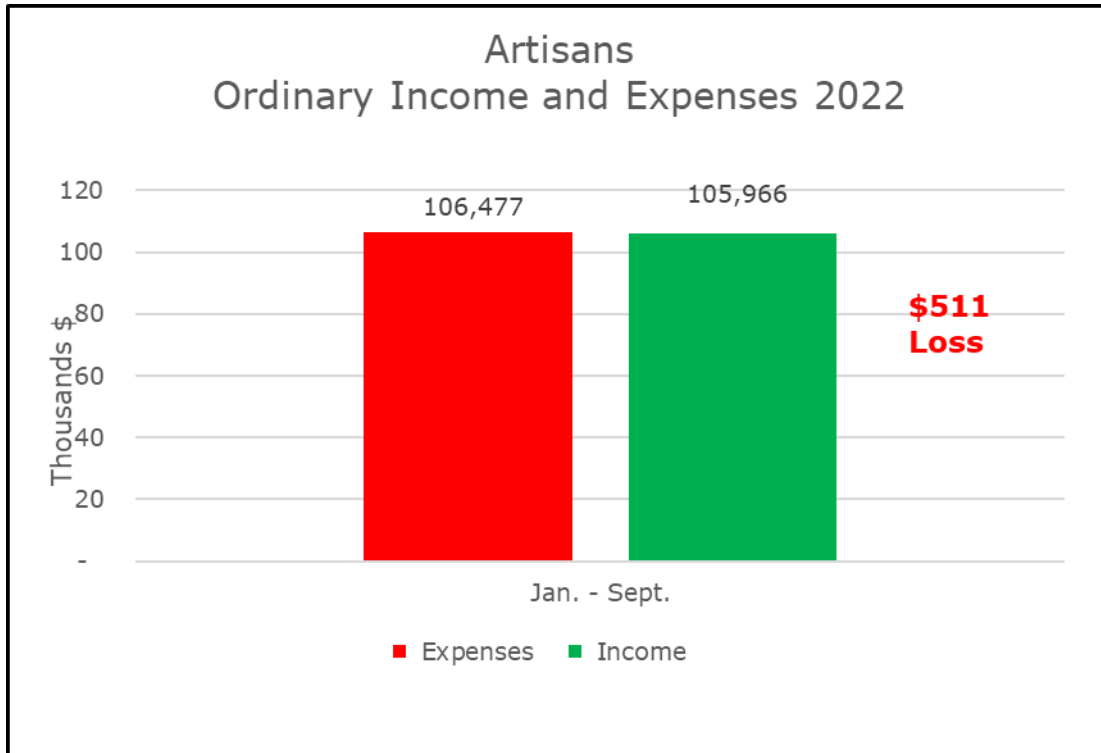


**Financial Report for the
Board of Directors**



Report for October 2022

Prepared by Gwen Hertz, Co-Treasurer
November 4, 2022



Bank Balance end of Month = \$51,868.48

Artisans Running Net Income 2022				
Year	Month	Net Ordinary Income	Running Difference	Notes
2021	Dec.	11,563	4,943	
2022	Jan	-4,780	164	Dues Paid
	Feb	2,492	2,656	
	Mar	4,566	7,222	
	Apr	-3,731	3,491	
	May	-3,193	298	
	June	-5,953	-5,655	
	July	6,408	753	Dues Paid
	Aug.	-394	359	
	Sept.	-3,010	-2,651	
	Oct	-1,833	-4,484	

Artisans Sales in Store Per Guest

in \$

	Jan	Feb	Mar	Apr	May	June	July*	Aug	Sept	Oct.	Nov.	Dec.	Average
2022	4.31	3.45	3.67	5.35	5.69	4.64	4.48	5.36	3.23	2.67			
2021	4.81	7.59	8.02	7.42	8.42	6.59	3.78	5.33	4.12	3.85	3.90	5.03	5.74
2019	5.07	9.55	4.86	4.42	6.28	5.62	5.76	9.73	6.43	4.46	7.94	8.56	6.56
Diff. from 2021	-0.50	-4.14	-4.35	-2.07	-2.73	-1.95	0.70	0.03	-0.89	-1.18			

*July 2021 Moved

Customers Per Month Comparison

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.	Nov.	Dec.	Total
2022	2,076	3,402	4,565	2,422	1,836	1,168	1,664	1,300	1,706	2,506			22,645
2021	630	1,161	1,049	953	960	527	1,215	1,197	1,086	1,932	2,484	4,043	17,237
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 2021	1,446	2,241	3,516	1,469	876	641	449	103	620	574			11,935

Artisans was located at 134 E 5th Ave in Mt. Dora

Artisans is located at 139 E 4th Ave in Mt. Dora

Consignor Sales

Month	No. Items Sold	\$ Total Sales**	\$ to Consignor*	\$ to Artisans***
Jan.	50	1,985	1,185	800
Feb.	92	2,050	1,142	908
Mar.	131	4,207	2,315	1,892
Apr.	54	1,984	1,123	861
May	51	1,660	939	721
June	37	1,272	718	554
July	45	1,515	833	681
Aug.	40	1,427	788	639
Sept.	25	310	172	138
Oct.	40	1,104	607	497

* 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.	120
Feb.	264
Mar.	18
Apr	19
May	118
June	69
July	29
Aug.	27
Sept.	25
Oct.	69

Expenses Paid out of SBA Loan

Date	E-Commerce Expenses Paid	Loan Repayment Costs	Running Balance
	12,300		12,300
1/22	1,987	30	10,283
2/22	44	30	10,209
3/22	44	30	10,135
4/22	52	30	10,053
5/22	25	30	9,998
6/22	34	0	9,964
7/22	50	53	9,861
8/22	34	53	9,774
9/22	34	53	9,687
10/22	34	53	9,600
			9,600

ORDINARY EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
EXPENSES	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
Advertising and Promotion	17		77	132	216	30				414	19	100	1,005
Bank Service Fee	1					19							20
Charitable Cont. - Scholarship					500								500
Computer	400				35				2	2		1,200	1,639
Etsy Order Processing Fees	3	4											7
Facilities Mtce.	211	21	45	77	38		70	22	22	52	57		615
Filing Fee -Permits		61	125			75	155						416
Internet Service	49	49	49	49	49	49	49	49	49	49	49	49	588
In-Store Artisans' Discounts	120	264	18	19	118	69	29	27	25	69	150	100	1,008
Insurance Expense					933	907	650	-513					1,977
Improvements to Leased Space													0
Janitorial Supplies				36	38			85				18	177
Memberships	370												370
Misc. Expense	50				50								100
Office Supplies	97	328	764	210		40		364	38	262		56	2,159
Phone Expense	26	26	26	26	26	26	26	26	26	26	26	26	312
Professional Fees		515	38										553
Reception Expense	41	17								24	40	19	141
Reconciliation Discrepancies	-1												-1
Rent Expense	2,755	2,755	2,755	2,755	2,755	2,755	2,755	3,247	3,001	3,001	3,001	3,001	34,557
Shipping Expense - In Store	37	8		16				17	11	4		14	107
Utilities	134	143	140	181	192	187	225	217	309	414	190	190	2,522
Total	4,311	4,191	4,037	3,501	4,850	4,157	3,959	3,541	3,483	4,318	3,532	4,773	48,753

ORDINARY INCOME & EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
EDUCATION PROGRAM	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
Class Tuition Income	776	2,023	1,625	928	754	557	280	876	329	0	705	557	9,410
Pay to Member Teachers - COGS	216	1,842	718	1,079	668	818	0	196	0	230	660	1,000	7,427
Pay to Non-Member Teachers - COGS					56				231	0	800	800	1,887
Education Program Supplies								28					28
Education Program Advertising			18						123				141
Net Total	560	181	889	-151	30	-261	280	680	-25	-230	-755	-1,243	-73

ORDINARY INCOME & EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
E-COMMERCE PROJECT	Column1	Column1	Column1	Column1	Column1	Column1	Column1	Column1	Column1	Column1	Column1	Column1	Column1
Merchandise Sales Online - Income	0	0	0	0	0	0	15	88		0	105	105	313
Online Shipping Income	0	0	0	0	0	0	8	8	0	0	24	16	56
E-Commerce Subscriptions -Expense Pd from SBA Loan*	1,987	44	44	52	25	34	49	49	34	34	34	34	2,420
Shopify Credit Card Fee Payments	0	0	0	0	0	0	1	2		4	10	10	27
Net Total	-1,987	-44	-44	-52	-25	-34	-27	45	-34	-38	85	77	-2,078

Total Income	15,112	13,988	18,553	11,764	9,016	5,996	14,974	8,725	5,903	6,811	7,840	11,708	130,391
Total Expenses & COGS	19,892	11,678	13,987	15,495	12,209	11,949	8,174	9,018	9,067	8,562	9,673	11,565	141,269
Net Income	-4,780	2,310	4,566	-3,731	-3,193	-5,953	6,800	-293	-3,164	-1,751	-1,833	143	-10,879

SCHOLARSHIPS	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
MARILYN DODGE SCHOLARSHIP													
Marilyn Dodge Scholarship Income from family		0		500									500
Marilyn Dodge Scholarship Income from Artisans (1)	500				500								500
Marilyn Dodge Released for Distribution					-1,000								-1,000
BALANCE OF MARILYN DODGE FUND	500	0	0	0	500	0	0	0	0	0	0	0	0
LEE DODGE SCHOLARSHIP													
Lee Dodge Scholarship Income				1,000									1,000
Lee Dodge Scholarship Released for Distribution						-1,000							-1,000
BALANCE OF LEE DODGE FUND		0	0	0	1,000	0	0	0	0	0	0	0	0

LOANS	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
SBA EIDL LOAN(2)													0
SBA EIDL Loan Income	12,300												0
SBA EIDL Loan Payment Interest and Principal		30	30	30	30	30	0	53	53	53	53	53	468
TOTAL SBA EIDL LOAN PAID	12,300	30	30	30	30	30	0	53	53	53	53	53	468

SALES TAX	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
SALES TAX EXPENSES													
Dept. of Revenue - Sales Tax Paid		1,270	580	782	1,099	655	695	365	365	997	364	500	8,372