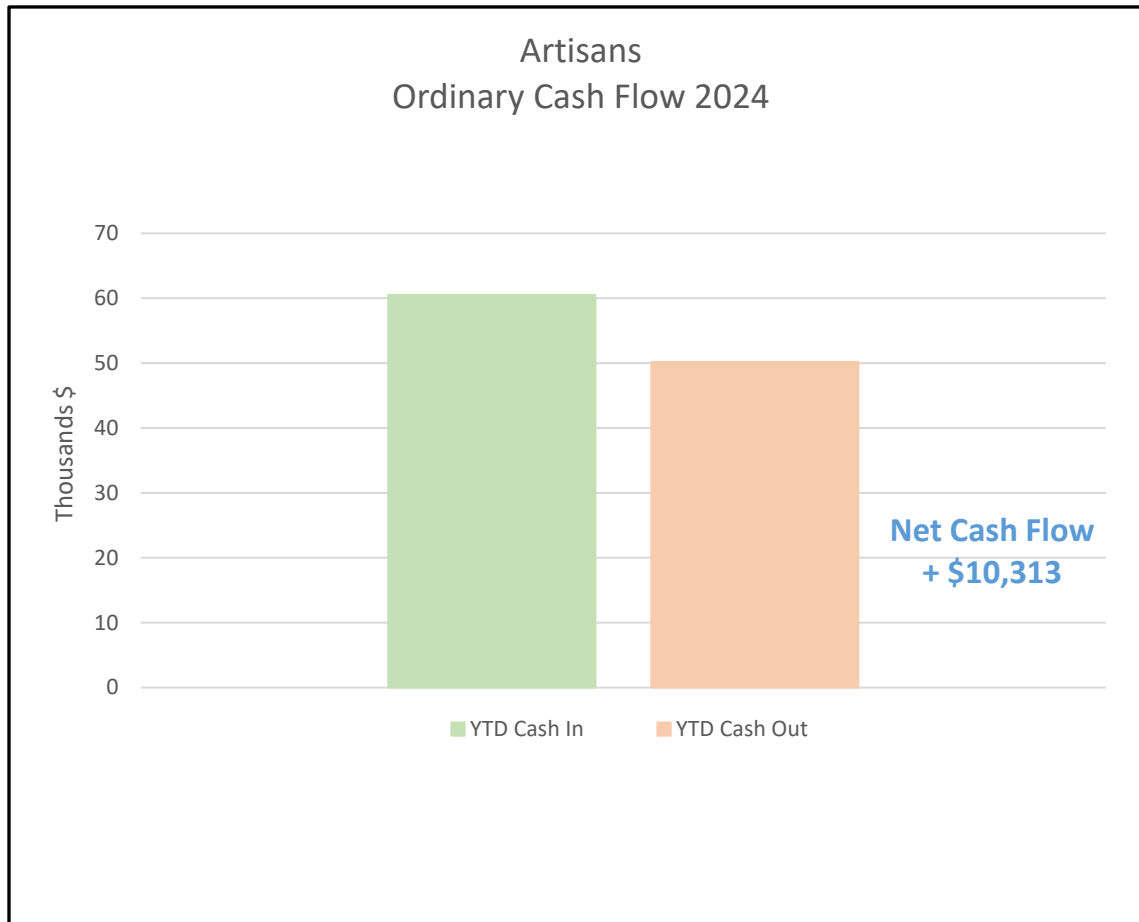


Financial Report for the Members

Report for March 2024

Prepared by Jen Krichbaum, Bookkeeper
April 15, 2024



Bank Balance end of Month = \$60,661.87

Consignor Sales 2024

Month	# Items Sold	\$ Sales**	\$ to Consignors*	\$ to Artisans***
Jan	42	1,844	922	922
Feb.	103	2,658	1,329	1,329
Mar.	88	2,731	1,369	1,369

*Actual pay to Consignors. **Without discounts paid by Artisans.

*** Sales - Discount-Paid to Artist = \$ to Artisans.

Artisans Online Sales 2024

	Orders	Gross Sales	Discounts	Returns	Net Sales	Shipping	Taxes	Total Sales	Budget Sales	Over/Under Budget
January 2024	1	\$ 70	\$ -	\$ -	\$ 70	\$ -	\$4.20	\$74.20	\$ 166.67	- \$92.47
February 2024	1	\$ 50	\$ -	\$ -	\$ 50	\$ -	\$3.75	\$53.75	\$ 166.67	- \$112.92
March 2024	1	\$ 75	\$ -	\$ -	\$ 75	\$ 8.95	\$ -	\$83.95	\$ 166.67	- \$82.72

Total Amount of Discounts Given that Were Paid for by Artisans

* This does not include Artist Discounts.

Month	Total Amount of Discounts Given \$*
Jan.	55.27
Feb.	91.50
Mar.	89.00
Apr	
May	
June	
July	
Aug.	
Sept.	
Oct.	
Nov.	
Dec.	
TOTAL	146.77

Artisans of Mt. Dora, Inc.
Budget vs. Actuals
Mar-24

	Mar-24				Jan - Mar 2024 Totals			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
Application Fees		\$ 50.00	\$ (50.00)		\$ 50.00	\$ 100.00	\$ (50.00)	50.00%
Associate Fees Income		\$ -	\$ -		\$ 10,400.00	\$ 10,800.00	\$ (400.00)	96.30%
Commission from Sales Income								
Commission - Associates	\$ 3,296.78	\$ 2,761.02	\$ 535.76	119.40%	\$ 9,463.53	\$ 7,711.47	\$ 1,752.06	122.72%
Commission - Consignors	\$ 1,368.50	\$ 511.30	\$ 857.20	267.65%	\$ 3,619.75	\$ 1,428.05	\$ 2,191.70	253.48%
Commission - Guest Artists	\$ 112.50	\$ 104.00	\$ 8.50	108.17%	\$ 1,150.50	\$ 312.00	\$ 838.50	368.75%
Total Commission from Sales Income	\$ 4,777.78	\$ 3,376.32	\$ 1,401.46	141.51%	\$ 14,233.78	\$ 9,451.52	\$ 4,782.26	150.60%
Consignor Fees Income		\$ -	\$ -	\$ -	\$ 2,400.00	\$ 2,800.00	\$ (400.00)	85.71%
Donation to Artisans		\$ 10.00	\$ (10.00)	0.00%	\$ -	\$ 17.00	\$ (17.00)	0.00%
Education Program Income								
Class Tuition	\$ 953.75	\$ 900.00	\$ 53.75	105.97%	\$ 2,635.75	\$ 2,880.00	\$ (244.25)	91.52%
Total Education Program Income	\$ 953.75	\$ 900.00	\$ 53.75	105.97%	\$ 2,635.75	\$ 2,880.00	\$ (244.25)	91.52%
Miscellaneous Income		\$ 20.00	\$ (20.00)	0.00%	\$ 8.25	\$ -	\$ 8.25	
Shipping Income	\$ 8.52	\$ -	\$ -		\$ 47.31	\$ 45.00	\$ (45.00)	105.13%
Total Income	\$ 5,740.05	\$ 4,356.32	\$ 1,375.21	131.76%	\$ 29,775.09	\$ 26,076.52	\$ 3,651.26	114.18%
Gross Profit	\$ 5,740.05	\$ 4,356.32	\$ 1,375.21	131.76%	\$ 29,775.09	\$ 26,076.52	\$ 3,651.26	114.18%
Expenses								
Advertising and Promotion		\$ -	\$ -	0.00%	\$ 165.72	\$ 352.00	\$ (186.28)	47.08%
Artisans' Discounts - In Store	\$ 91.50	\$ 264.00	\$ (172.50)	34.66%	\$ 235.77	\$ 402.00	\$ (166.23)	58.65%
Bank Service Charges		\$ 2.00	\$ (2.00)	0.00%	\$ -	\$ 2.00	\$ (2.00)	0.00%
Charitable Cont. - Scholarship					\$ -	\$ -	\$ -	
Computer Expenses								
Software Subscriptions	\$ 180.21	\$ 187.58	\$ -7.37	96.07%	\$ 540.63	\$ 562.74	\$ (22.11)	96.07%
Total Computer Expenses	\$ 180.21	\$ 187.58	\$ 7.37	96.07%	\$ 540.63	\$ 562.74	\$ (22.11)	96.07%
Credit/Debit Card Processing	\$ 319.35	\$ 265.02	\$ 54.33	120.50%	\$ 728.95	\$ 742.13	\$ (13.18)	98.22%
Education Program Advertising								
Pay to Member Teachers	\$ 667.09	\$ 630.00	\$ 37.09	105.89%	\$ 2,081.86	\$ 2,016.00	\$ 65.86	103.27%
Pay to Non-Member Teachers					\$ -	\$ -	\$ -	
Supplies					\$ -	\$ -	\$ -	
Total Education Program Expenses	\$ 667.09	\$ 648.00	\$ 19.09	102.95%	\$ 2,081.86	\$ 2,034.00	\$ 65.86	102.35%
Facilities Mtce.		\$ 40.00	\$ (40.00)	0.00%	\$ -	\$ 21.00	\$ (21.00)	0.00%

Filing Fee - Permits		\$ 125.00	\$ (125.00)	0.00%	\$ 70.00	\$ 61.00	\$ 9.00	114.75%
Guest Artists Expenses		\$ -	\$ -		\$ -	\$ 20.00	\$ (20.00)	0.00%
Insurance Expense		\$ -	\$ -		\$ -	\$ -	\$ -	
Interest Expense	\$ 26.00	\$ 40.00	\$ 14.00	0.00%	\$ 52.00	\$ 80.00	\$ (28.00)	65.00%
Internet Service	\$ 49.00	\$ 49.00	\$ -	100.00%	\$ 98.00	\$ 98.00	\$ -	100.00%
Janitorial Supplies	\$ 62.07	\$ -	\$ 62.07		\$ 35.62	\$ -	\$ 35.62	
Mailing Expense					\$ -	\$ -	\$ -	
Memberships					\$ 355.00	\$ 370.00	\$ (15.00)	95.95%
Miscellaneous Expense					\$ -	\$ 50.00	\$ (50.00)	0.00%
Office Supplies	\$ 46.06	\$ 764.00	\$ (717.94)	6.03%	\$ 413.98	\$ 425.00	\$ (11.02)	97.41%
Phone Expense	\$ 26.21	\$ 26.00	\$ 0.21	100.81%	\$ 52.42	\$ 52.00	\$ 0.42	100.81%
Professional Fees	\$ 345.00	\$ 295.00	\$ 50.00	116.95%	\$ 1,012.65	\$ 1,295.00	\$ (282.35)	78.20%
QuickBooks Payments Fees								
Reception Expense		\$ 17.00	\$ (17.00)	0.00%	\$ -	\$ 58.00	\$ (58.00)	0.00%
Reconciliation Discrepancies					\$ -	\$ 1.00	\$ (1.00)	0.00%
Rent Expense	\$ 3,175.41	\$ 3,175.41	\$ (3,175.41)	0.00%	\$ 9,526.23	\$ 9,526.23	\$ -	100.00%
Rent for Last Month of Tenancy								
Security Deposit								
Total Rent Expense	\$ 3,175.41	\$ 3,175.41	\$ -	100.00%	\$ 9,526.23	\$ 9,526.23	\$ -	100.00%
Shipping Expense					\$ 27.43	\$ 10.00	\$ (17.43)	274.30%
Uncategorized Expenses								
Utilities	\$ 148.32	\$ 210.00	\$ (61.68)	70.63%	\$ 419.87	\$ 630.00	\$ (210.13)	66.65%
Total Expenses	\$ 5,136.22	\$ 6,106.01	\$ (941.79)	84.12%	\$ 15,816.13	\$ 16,792.10	\$ (975.97)	94.19%
Net Operating Income	\$ 603.83	\$ (1,749.69)	\$ 2,317.00	-34.51%	\$ 13,958.96	\$ 9,284.42	\$ 4,674.54	150.35%
Other Income								
Bra-Vo								
Bra-Vo Income						\$ -	\$ -	0.00%
Bra-Vo Reimbursed Expenses						\$ -	\$ -	0.00%
Total Bra-Vo	\$ -	\$ -	\$ -			\$ -	\$ -	
Lee Dodge Scholarship						\$ -	\$ -	
L. Dodge Released for Dist						\$ -	\$ -	0.00%
L. Dodge Scholarship Income						\$ -	\$ -	0.00%
Total Lee Dodge Scholarship						\$ -	\$ -	
Marilyn O. Dodge Scholarship						\$ -	\$ -	
M Dodge Scholarship Income						\$ -	\$ -	0.00%
M. Dodge Released for Dist.						\$ -	\$ -	0.00%
Total Marilyn O. Dodge Scholarship						\$ -	\$ -	
Sales Tax Discount	\$ -	\$ 18.26	\$ (1.81)	91.12%	\$ 48.58	\$ 51.07	\$ (2.49)	95.12%
Total Other Income	\$ -	\$ 18.26	\$ (18.26)	0.00%	\$ 48.58	\$ 51.07	\$ (2.49)	95.12%

Other Expenses														
Bra-Vo Expenses														
Bra-Vo Advertising							\$	-	\$	-	0.00%			
Bra-Vo Operating Expenses							\$	-	\$	-	0.00%			
Bra-Vo PayPal Fees Paid							\$	-	\$	-				
Bra-Vo Released for Expenses							\$	-	\$	-				
Bra-Vo Released to Donation							\$	-	\$	-	0.00%			
Total Bra-Vo Expenses	\$	-	\$	-	\$	-	\$	-	\$	-				
Total Other Expenses	\$	-	\$	-	\$	-	\$	-	\$	-				
Net Other Income	\$	-	\$	18.26	\$	(18.26)	0.00%	\$	48.58	\$	51.07	\$	(2.49)	95.12%
Net Income	\$	603.83	\$	(1,731.43)	\$	2,335.26	-34.87%	\$	14,007.54	\$	9,335.49	\$	4,641.60	150.05%

PAID OUT OF SBA LOAN (*hits cash flow but not P&L)														
E-Commerce Program Expenses														
E-Commerce Advertising			\$	100.00	\$	(30.00)	0.00%			\$	-			
E-Commerce Subscriptions	\$	19.00	\$	19.00	\$	(19.00)	0.00%	\$	57.00	\$	57.00	\$	-	100.00%
Online Shipping Expense	\$	8.52	\$	15.00	\$	(15.00)	0.00%	\$	8.95	\$	30.00	\$	(30.00)	0.00%
Shopify Fees														
Total E-Commerce Program Expenses	\$	27.52	\$	134.00	\$	(64.00)	20.54%	\$	65.95	\$	277.00	\$	(211.05)	23.81%