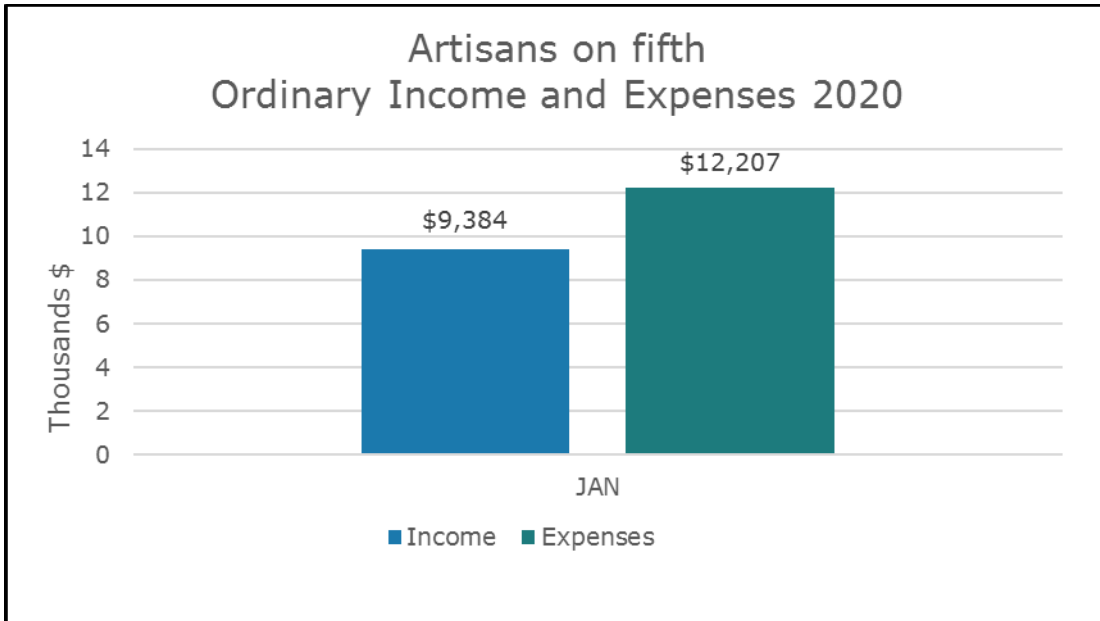


Financial Report for Board of Directors



January 2020

Prepared by Gwen Hertz, Co-Treasurer
February 11, 2020



Bank Balance end of Month = \$ 34,834.53
includes \$7,000 Grant and Private Donation for Leasehold Improvements

Customers Per Month Comparison

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct.	Nov.	Dec.	Total
2020	1,112												
2019	1,026												
Diff.	+86												

Sales and Customers Before and After 5pm

SALES Before and After 5pm

JANUARY SALES			
Friday		Saturday	
Before	After	Before	After
1,660	179	1,312	636
1,839		1,948	
90%	10%	67%	33%

CUSTOMERS Before and After 5pm

JANUARY CUSTOMERS			
Friday		Saturday	
Before	After	Before	After
134	191	176	68
325		244	
41%	59%	72%	28%

Featured Artist Sales

Jan	Feb	Mar	Apr	May	June	July	Aug
2 Artists							
\$627							

Consignor Sales

Month	No. Items Sold	\$ Total Sales**	\$ to Consignor*	\$ to Artisans***
Jan.	20	\$359	\$198	\$160
Feb				
Mar				
Apr.				
May				
June				
July				
August				
September				
October				
November				
December				
Total	20	\$359	\$198	\$160

** Without discounts paid by Artisans ***Sales – Discount – Paid to Artist = \$ to Artisans

Total Amount of Discounts Given that Artisans Paid for

Month	Total Amount of Discounts Given*
Jan.	\$93.50
Feb.	
Mar.	
Apr	
May	
June	
July	
Aug	
Sept	
Oct.	
Nov.	
Dec.	
Total	

* This does not include Artist Discounts.

Gift Certificates Beginning 12/22/18

Value of Gift Certificates Sold	\$490
Value of Gift Certificates Redeemed	\$355
Value of Outstanding Gift Certificates	\$135

Artisans on fifth					
Ordinary Income January 2020					
2020 Compared to 2019					
		Jan 20	Jan 19	\$ Change	% Change
Ordinary Income/Expense					
Income					
	Application Fees	0.00	100.00	-100.00	-100.0%
	Associate Fees Income	2,730.00	3,175.83	-445.83	-14.04%
	Consignor Fees Income	360.00	540.00	-180.00	-33.33%
	E-Newsletter Ads Income	0.00	57.00	-57.00	-100.0%
	Merchandise Sales	6,387.75	5,198.47	1,189.28	22.88%
	Merchandise Sales Discounts	-93.50	0.00	-93.50	-100.0%
	Total Income	9,384.25	9,071.30	312.95	3.45%
Cost of Goods Sold					
	Associate - Payment to Artist	8,856.51	7,617.63	1,238.88	16.26%
	Consignor - Payment to Artist	548.35	501.30	47.05	9.39%
	Credit/Debit Card Processing	146.11	375.34	-229.23	-61.07%
	Total COGS	9,550.97	8,494.27	1,056.70	12.44%
	Gross Profit	-166.72	577.03	-743.75	-128.89%
Expense					
	Computer Expenses	1,115.69	850.70	264.99	31.15%
	Facilities Mtce.	0.00	6.39	-6.39	-100.0%
	Office Supplies	209.53	116.93	92.60	79.19%
	Phone Expense	21.79	0.00	21.79	100.0%
	Professional Fees	0.00	167.50	-167.50	-100.0%
	Reception Expense	40.67	0.00	40.67	100.0%
	Rent Expense	1,300.00	1,300.00	0.00	0.0%
	Shipping Costs	0.00	9.95	-9.95	-100.0%
	Total Expense	2,687.68	2,451.47	236.21	9.64%
	Net Ordinary Income	-2,854.40	-1,874.44	-979.96	-52.28%
	Net Income	-2,854.40	-1,874.44	-979.96	-52.28%

Comments Jan. 2020:

Computer Expenses: Subscribed to SignUpGenius (\$249), purchased a new PC (\$867)

Artisans on fifth					
Other Income January 2020					
2020 Compared to 2019					
		Jan 20	Jan 19	\$ Change	% Change
Other Income/Expense					
Other Income					
Bra-Vo					
	Bra-Vo Income	0.00	100.18	-100.18	-100.0%
	Total Bra-Vo	0.00	100.18	-100.18	-100.0%
	Total Other Income	0.00	100.18	-100.18	-100.0%
Other Expense					
	Bra-Vo PayPal Fees	0.00	0.18	-0.18	-100.0%
	FL Dept. of Revenue - Sales Tax	920.53	729.44	191.09	26.2%
	Total Other Expense	920.53	729.62	190.91	26.17%
	Net Other Income	-920.53	-629.44	-291.09	-46.25%

Cash Flow Forecast 2020

as of 2/11/20

Year	Mo.	Projected Net Ordinary Income	Projected Net Other Income	Projected Bank Balance	Actual Ordinary Net Income	Actual Other Net Income	Uncashed Cks	Actual Bank Balance	Difference From Projected
2019	12							37,723	
2020	1	(1,724)	(629)	35,370	(2,855)	(921)	888	34,835	(535)
2020	2	2,194	1,145	38,709					
2020	3	(1,666)	(612)	36,431					
2020	4	(2,519)	(763)	33,149					
2020	5	(374)	(1,771)	31,004					
2020	6	690	(331)	31,363					
2020	7	(7,552)	(884)	22,927					
2020	8	661	429	24,017					
2020	9	(1,235)	1,224	24,006					
2020	10	(433)	4,058	27,631					
2020	11	4,286	1,497	33,414					
2020	12	5,029	(8,016)	30,427					

ARTISANS ON FIFTH ORDINARY INCOME/EXPENSE FORECAST 2020

	FORECAST												YEAR				
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC					
REVENUE																	
INCOME																	
Merchandise Sales	6,388	8,974	6,456	3,983	4,426	3,560	1,500	4,672	3,814	3,641	8,500	12,000	12,000	8,500	12,000	67,914	
Merchandise Sales Discounts	-94	-50	-50	-50	-55	-133	-71	-155	-135	-94	-193	-249	-249	-193	-249	-1,085	
Associate Fee Income	2,730			105		1,470	2,520	210	210	105	88	1,470	1,470	88	1,470	8,698	
Consignor Fee Income	360	720			180	420	900	180				360	360		360	3,120	
E-Newsletter Ads Income			100			50		95								245	
Application Fees Income				100	100		150		50	50	50	50	50	50	50	500	
Donations (4)		8	9	8	9	8	8	8	8	8	8	8	8	8	8	654	
Miscellaneous/Other Income		30														30	
Shipping Income			40		40		40		20		40	40	40	40	40	220	
Total	9,384	9,682	6,555	4,146	4,700	5,375	5,047	5,011	3,757	3,710	8,780	14,275	14,275	8,780	14,275	80,666	

	FORECAST												YEAR			
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC				
ORDINARY EXPENSES																
COST OF GOOD SOLD																
Associate - Payment to Artist	8,857	3,463	6,039	4,158	2,391	2,912	2,395	2,136	3,167	2,554	2,295	6,122	6,122	2,295	6,122	46,489
Consignor - Payment to Artist	548	478	384	389	294	187	85	247	64	91	197	532	532	197	532	3,496
Merchant Services - Credit Cards	177	364	175	137	151	121	143	142	111	125	210	396	396	210	396	2,252
HS Student - Pay to School					74											74
Total	9,582	4,305	6,598	4,684	2,910	3,220	2,623	2,525	3,342	2,770	2,702	7,050	7,050	2,702	7,050	52,311

	FORECAST												YEAR			
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC				
EXPENSES																
Advertising and Promotion					263	25	90	505	25		118	180	180			1,206
Bank Service Charges																0
Charitable Cont. - Scholarship					500											500
Computer & Internet (1)	1,116	300														1,416
Facilities Mtce.		37			52					71						160
Filing Fee			61		10											71
Freight and Shipping						11										11
Furniture and Equipment																0
Insurance Expense		1,404														1,404
Janitorial Expense																0
Improvements to Leased Space (3)					90		8,450									8,450
Miscellaneous Expense					20				112			144	144			1,430
Office Supplies	210	516	281	27	20		120	20			22					104
Phone Expense	22	20			20											
Professional Fees		23		515		75			120							733
Reception Expense	41			131					42		122	87	87	122	87	423
Reconciliation Discrepancies	-64										-27	-2	-2	-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	1,300	1,300	1,300	15,600
Taxes and Licenses			40		40		40		80		40	40	40	40	40	80
UPS Shipping									20		40	40	40	40	40	220
Total	2,625	3,600	1,682	1,973	2,295	1,400	10,011	1,825	1,699	1,371	1,575	1,749	1,749	1,575	1,749	31,805

Total Income	9,384	9,682	6,555	4,146	4,700	5,375	5,047	5,011	3,757	3,710	8,780	14,275	14,275	8,780	14,275	80,666
Total Expenses & COGS	12,207	7,905	8,280	6,657	5,205	4,620	12,634	4,350	5,041	4,141	4,277	8,799	8,799	4,277	8,799	84,116
Net Income	-2,823	1,777	-1,725	-2,511	-505	755	-7,587	661	-1,284	-431	4,503	5,476	5,476	4,503	5,476	-3,450

As of 2/2/20

(1) Purchased new PC (\$867), subscribed to SignUpGenius (\$249)

Assumptions:

(2) upgrade QuickBooks (\$300)

(3) We will renovate Artisans in July 2020 using the \$3,500 grant and the \$3,500 donation from Loretta Maimone plus some of our money.

(4) We will have another opportunity to win a gift basket in Nov. and December which will add money to Donations.

At end of year money will be moved to Marilyn Dodge Scholarship Income.

(5) The other expenses are based on 2019 actuals.