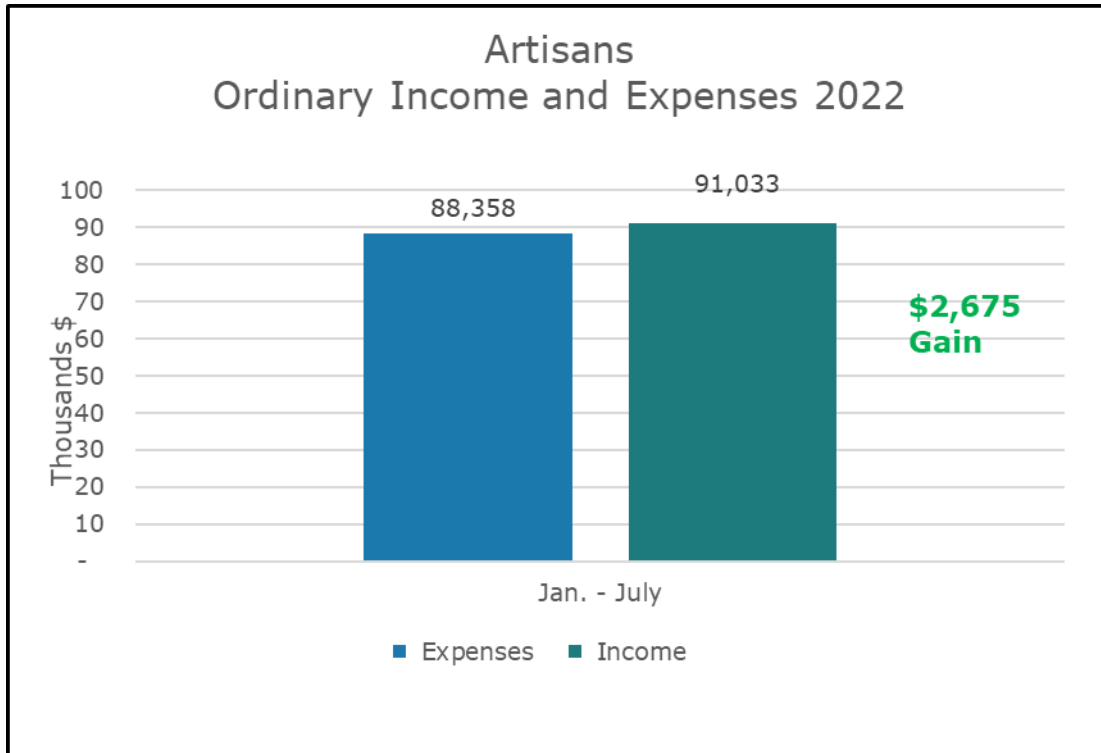


**Financial Report for the
Board of Directors and Members**



Report for July 2022

Prepared by Gwen Hertz, Co-Treasurer
August 7, 2022



Bank Balance end of Month = \$56,386.32

Artisans Running Net Income 2022				
Year	Month	Net Income	Running Difference	Notes
2021	Dec.	11,563	4,943	
2022	Jan	-4,781	162	Dues Paid
	Feb	2,492	2,654	
	Mar	3,664	6,318	
	Apr	-3,734	2,584	
	May	-1,023	1,561	
	June	-5,687	-4,126	
	July	6,408	2,282	Dues Paid

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						
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						

*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						
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						

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

* 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

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

EXPENSES	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
Advertising and Promotion	387		77	132	216	30		159		92	19	255	1,367
Charitable Cont. - Scholarship					500								500
Computer	400				35			15	16				466
Internet Service	49	49	49	49	49	49	49	49	49	49	49	49	588
Facilities Mtce.	211	21	45	77	38	70	70	35	76	10	57		640
Insurance Expense			901		933	907	650						3,391
Misc. Expense	50				50								100
Bank Service Fee	1					19							20
Office Supplies	97	328	764	210		40		138	47	56		56	1,736
Janitorial Expense- Cleaning Supplies				36	38					63		18	155
Phone Expense	26	26	26	26	26	26	26	26	26	26	26	26	312
Professional Fees		515	38										553
Reception Expense	41	17									68	19	145
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	34,537
Filing Fee - Taxes and Licenses		61	125			75	155						416
USPS Mailing Expense	37	8		16			36					14	111
Utilities	134	143	140	181	192	187	443	0	190	190	190	190	2,180
Reconciliation Discrepancies	1				-8								-7
Etsy Order Processing Fees	3	4											7
Total	4,192	3,927	4,920	3,482	4,850	4,088	4,184	3,669	3,405	3,487	3,410	3,628	47,217

ORDINARY INCOME & EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
EDUCATION PROGRAM													
Class Tuition Income	776	2,023	1,625	928	754	557	280	705	350	0	705	557	9,260
Pay to Member Teachers - COGS	216	663	1,723	777	724	388	390	196	245	0	494	390	6,205
Pay to Non-Member Teachers - COGS					56								56
Education Supplies - Expense											20		20
Education Advertising Expense			18					120				120	258

ORDINARY INCOME & EXPENSES	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	YEAR
E-COMMERCE PROJECT													
Merchandise Sales Online - Income	0	0	0	0	0	0	15	0	0	0	100	100	215
Online Shipping Income	0	0	0	0	0	0	8				40	50	98
E-Commerce Subscriptions -Expense Pd from SBA Loan*	1,987	44	44	52	25	34	49	44	44	44	44	44	2,455
Shopify Fee Payments	0	0	0	0	0	0	1	49	49	49	69	49	266
Total	-1,987	-44	-44	-52	-25	-34	-27	-93	-93	-93	27	57	-2,408

Total Income	14,992	13,724	18,535	11,742	11,186	5,927	14,927	8,014	4,737	7,389	10,271	20,551	141,995
Total Expenses & COGS	19,557	9,572	14,152	14,397	11,485	10,796	8,519	7,154	9,077	7,230	9,791	11,894	133,083
Net Income	-4,565	4,152	4,383	-2,655	-299	-4,869	6,408	860	-4,340	159	480	8,657	8,912

Notes:

Advertising: Mt. Dora Chamber of Commerce membership \$355, Constant Contact \$216

Computer Expense: McAfee Virus Scanner \$130, SignUpGenius \$270

*E-Commerce Subscriptions (paid from SBA Loan): Shopify \$1,475 2-years, Yoest SEO \$29, Webgility \$468, Forms Builder \$15

Facilities Mtce: Jan. - shelf brackets, materials to make window display \$211, removed wall in April.

Grant Income: Lake County Art Alliance \$1,000

Insurance: Changed insurance companies in July. \$512.77 refund is shown in Aug. - Misc. Income

Misc.: Women's Committee for Fine Arts Homes Tour ticket sales \$50

Professional Fees: \$515 CPA for tax prep

Rent: Rent went up by \$246.37/month as of July 1. Treas. was not informed until July 7 and previous July payment had been made. Difference was paid in August plus new rent.

Office Supplies: March: large bags, cardstock paper, toners, rubber stamp, paper towels, transparent and blue tape, toilet paper, bubble wrap

Utilities: Rate increase in Aug. 2 bills were paid in July.

Online Shipping Income: The amount customers pay for shipping. We use this money in Shopify to ship the items to customers.

