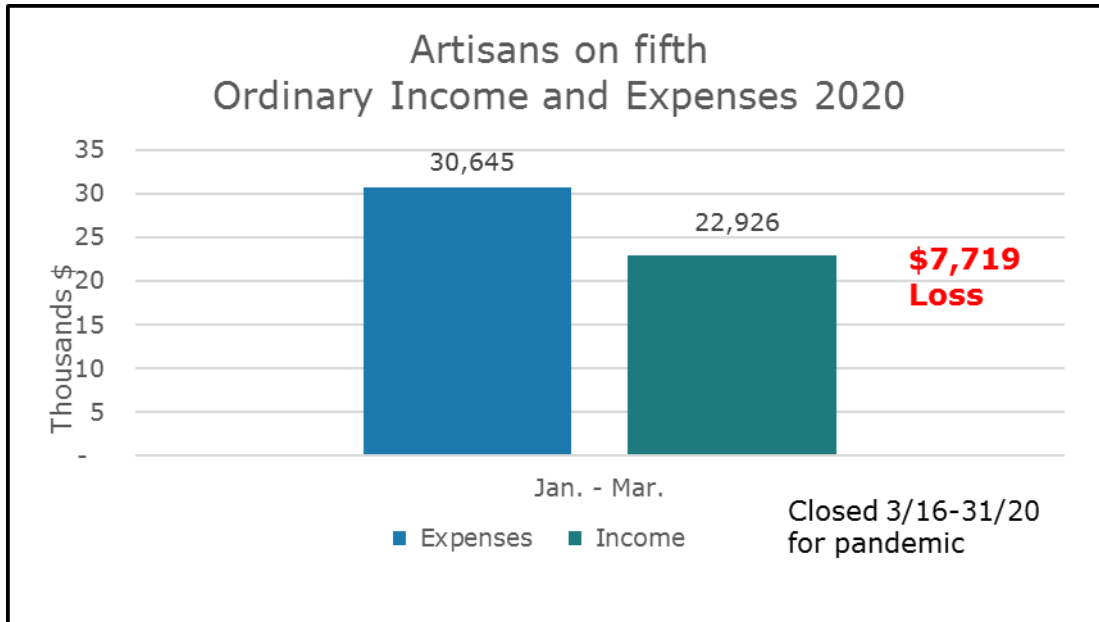


**Financial Report for Board of Directors
and Associates
March 2020**



Prepared by Gwen Hertz, Co-Treasurer
April 1, 2020



Bank Balance end of Month = \$ 32,772.45
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	1,163	?										
2019	1,026	940	1,329										
Diff.	+86	+223											

* Artisans closed temporarily 3/16/20 due to the COVID-19 pandemic.

Gift Certificates Beginning 12/22/18

Value of Outstanding Gift Certificates \$235

Sales and Customers Before and After 5pm

Incomplete data for March due to closure on 3/16/20.

Featured Artist Sales

Jan	Feb	Mar*	Apr	May	June	July	Aug
2	2	2					
Artists	Artists	Artists					
\$627	\$1,802	\$927					

*3/1-3/15/30 only

Consignor Sales

Month	No. Items Sold	\$ Total Sales**	\$ to Consignor*	\$ to Artisans***
Jan.	20	\$359	\$198	\$160
Feb	27	\$721	\$398	\$320
Mar****	4	\$105	\$57	\$48
Apr.				
May				
June				
July				
August				
September				
October				
November				
December				
Total	51	\$1,185	\$ 653	\$ 528

* Actual pay to Consignor. ** Without discounts paid by Artisans. ***Sales – Discount – Paid to Artist = \$ to Artisans

****3/1/20 – 3/15/20 Only

Total Amount of Discounts Given that Artisans Paid for

*3/1/20 – 3/15/20

Month	Total Amount of Discounts Given*
Jan.	\$93.50
Feb.	\$181.35
Mar.*	\$105.70
Apr	
May	
June	
July	
Aug	
Sept	
Oct.	
Nov.	
Dec.	
Total	\$ 380.55

* This does not include Artist Discounts.

Artisans on fifth							
Profit and Loss YTD							
Jan. - March 2020 Compared to 2019							
				TOTAL			
				Mar 20	Mar 19	Jan - Mar 20	Jan - Mar 19
Ordinary Income/Expense							
Income							
			Application Fees	0.00	0.00	0.00	100.00
			Associate Fees Income	0.00	0.00	2,940.00	3,175.83
			Consignor Fees Income	0.00	0.00	900.00	1,260.00
			Donation to Artisans on fifth	0.00	2.62	16.00	3.72
			E-Newsletter Ads Income	0.00	100.00	50.00	157.00
			Merchandise Sales	3,943.18	6,456.23	19,400.98	20,628.75
			Merchandise Sales Discounts	-105.70	0.00	-380.55	0.00
			Miscellaneous Income	0.00	0.00	0.00	287.45
			Total Income	3,837.48	6,558.85	22,926.43	25,612.75
Cost of Goods Sold							
			Associate - Payment to Artist	8,640.10	6,039.22	21,710.51	17,119.52
			Consignor - Payment to Artist	455.96	384.13	1,202.04	1,363.48
			Credit/Debit Card Processing	146.47	175.48	553.05	914.98
			Total COGS	9,242.53	6,598.83	23,465.60	19,397.98
			Gross Profit	-5,405.05	-39.98	-539.17	6,214.77
Expense							
			Advertising and Promotion	0.00	0.00	175.00	0.00
			Computer Expenses	90.58	25.00	1,206.27	900.70
			Facilities Mtce.	0.00	0.00	26.73	43.50
			Filing Fee	0.00	61.25	61.25	61.25
			Insurance Expense	0.00	0.00	1,404.00	1,404.00
			Office Supplies	39.58	280.61	362.81	914.00
			Phone Expense	0.00	0.00	21.79	19.99
			Professional Fees	0.00	0.00	0.00	190.00
			Reception Expense	10.10	0.00	50.77	0.00
			Reconciliation Discrepancies	0.00	0.28	-63.61	0.28
			Rent Expense	1,300.00	1,300.00	3,900.00	3,900.00
			Shipping Costs	0.00	0.00	0.00	9.95
			UPS Mailing Expense	33.96	0.00	33.96	0.00
			Total Expense	1,474.22	1,667.14	7,178.97	7,443.67
			Net Ordinary Income	-6,879.27	-1,707.12	-7,718.14	-1,228.90
			Net Income	-6,879.27	-1,707.12	-7,718.14	-1,228.90

