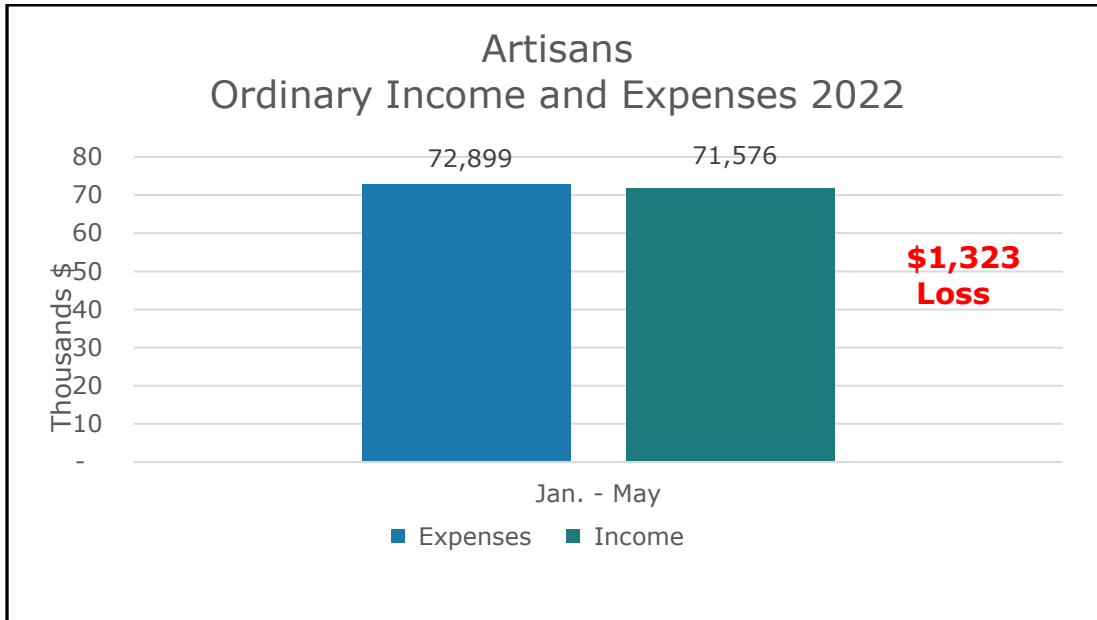


**Financial Report for the
Board of Directors and Members**



Report for May 2022

Prepared by Gwen Hertz, Co-Treasurer
June 2, 2022



Bank Balance end of Month = \$55,684.29

Artisans Running Net Income 2022				
Year	Month	Net Income	Running Difference	Notes
2021	Dec.	11,563	4,943	
2022	Jan	-4,756	187	Dues Paid
	Feb	2,492	2,679	
	Mar	3,570	6,249	
	Apr	-2,633	3,616	
	May	-996	2,620	
	June			

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								
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								

*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								
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								

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

* 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

EXPENSES	Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13
Advertising and Promotion	370		77	37	216	429	25	159		92	19	255	1,679
Charitable Cont. - Scholarship					500								500
Computer	400				35	691		15	16				1,157
E-Commerce Subscriptions*	1,987	44	29		25							58	2,143
Internet Service	49	49			49			49	49	49	49	49	392
Education Program - Supplies						57	26	20					103
Education Program - Advertising			18			100		50		168			336
Facilities Mtce.	211	21	45	77	38	26		184	76	10	57		745
Filing Fee		61				149	10						220
Insurance Expense			901		933								1,834
Improvements to Leased Space													0
Miscellaneous Expense	50				50	342	145						587
Office Supplies	97	146	764	31	415	415	32	138	47	56	651	56	2,433
Janitorial Expense				36	38		67			63		18	222
Phone Expense	26	26			26	353	26	26	26	26	26	26	587
Professional Fees		515	38									68	553
Reception Expense	41	17										19	145
Rent Expense	2,755	2,755	2,755	2,755	2,755	2,755	2,893	2,893	2,893	2,893	2,893	2,893	33,888
Taxes and Licenses			125			28							153
UPS Shipping						1							1
USPS Mailing Expense	37	8					49	36				14	144
Utilities	134	143	140	181	192	151	151	151	151	151	151	151	1,847
Reconciliation Discrepancies	1				-8								-7
Total	6,158	3,785	4,892	3,117	4,849	5,497	3,424	3,721	3,258	3,508	3,914	3,539	49,662

Total Income	14,991	13,724	18,253	12,426	11,186	5,567	8,960	8,015	5,315	7,920	9,840	22,627	138,824
Total Expenses & COGS	19,747	11,228	14,683	15,059	12,182	11,160	5,912	6,915	8,592	7,158	9,548	11,064	133,248
Net Income	-4,756	2,496	3,570	-2,633	-996	-5,593	3,048	1,100	-3,278	762	292	11,563	5,576

Notes:

Advertising: Mt. Dora Chamber of Commerce membership \$355

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

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

Professional Fees: \$515 CPA for tax prep

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

ARTISANS OTHER (PASSTHROUGH) INCOME/EXPENSE ACTUAL AND FORECAST 2022

	PRIOR YR HOLDOVER	ACTUAL												FORECAST				CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR					
BRA-VO																			
FUNDRAISER																			
BRA-VO																			
BRA-VO INCOME																			
BRA-VO RELEASED TO EXPENSES																			
Bra-Vo Operating Expenses																			
Bra-Vo Advertising																			
Bra-Vo PayPal Fees																			
TOTAL BRA-VO EXPENSES																			
Bra-Vo - Kept by Artisans for Expenses																			
Bra-Vo - Released to Hospital for Donation																			
Net Profit	14	0	0	0	0	-125													0

SCHOLARSHIPS		ACTUAL												FORECAST				CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR					
Marilyn Dodge Scholarship																			
Marilyn Dodge Scholarship Income from family		0					500												500
Marilyn Dodge Scholarship Income from Artisans (1)	500						500												500 for 2022
Marilyn Dodge Released for Distribution							-1,000												-1,000
BALANCE OF MARILYN DODGE FUND	500	0	0	0	0	500	0	0	0	0	0	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	0	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0

LOANS		ACTUAL												FORECAST				CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR					
SBA EIDL LOAN																			
SBA EIDL Loan Income (2)	12,300																		0
SBA EIDL Loan Interest Payment (started 10/21/18)		30	30	30	30	30	30	30	55	55	55	55	55	165					
SBA EIDL Loan Principal Repayment (start 6/2022)																			
Total Loan Expense		30	30	30	30	30	30	30	55	55	55	55	55	165					
TOTAL SBA EIDL LOAN	12,300																		501

SALES TAX EXPENSES		ACTUAL												FORECAST				CURRENT YR HOLDOVER	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR					
FL Dept. of Revenue Sales Tax																			
		1,270	580	782	1,099	655	546	234	297	460	299	504	643	7,369					

NOTES
 (1) Funds raised in 2019 and 2020 through sale of gift baskets.
 (2) This Economic Injury Disaster Loan (due to COVID) we will have to start repaying by 6/2022