



## Treasurer's Report

January 9, 2022

### ACCOUNT BALANCES

Checking—Society	Checking—Internet	Savings—Museum
\$1,030.73	\$688.92	\$11,843.41
Maine Community Foundation—The FHS Fund		\$15,387.35
PayPal		\$0.00
Venmo		\$0.00

Accounts receivable = **\$0.00**

Accounts payable = **\$162.51**

Sales tax payable = **\$29.81**

### LIQUIDITY

Operating Accounts Balance	\$13,563
Plus Accounts Receivable	\$0
Less Accounts Payable + Sales Tax	\$163
Less Remaining Budgeted Expenses	\$5,350
Less Grant Restrictions	\$3,000
Plus Estimated Revenue from Dues/Donations	\$2,540
<b>Projected Fiscal Year-End Balance</b>	<b>\$7,590</b>
Days Cash on Hand	365

**BALANCE SHEET**

<b>Assets</b>	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Checking	1,720		1,720
Savings	8,843	3,000	11,843
Inventory	3,779		3,779
Petty Cash	117		117
Undeposited Funds			
Accounts Receivable			
<b>Total Current Assets</b>	<b>14,459</b>	<b>3,000</b>	<b>17,459</b>
Land and Buildings	265,100		265,100
Fire Truck	35,000		35,000
Investments	15,387		15,387
<b>Total Long-Term Assets</b>	<b>315,487</b>		<b>315,487</b>
<b>Total Assets</b>	<b>329,946</b>	<b>3,000</b>	<b>332,946</b>
<b>Liabilities</b>			
Accounts Payable	163		163
Maine Revenue Services Payable	30		30
<b>Total Current Liabilities</b>	<b>203</b>		<b>203</b>
<b>Total Liabilities</b>	<b>203</b>		<b>203</b>
<b>Net Assets</b>			
Net Assets Beginning of Year	326,989		326,989
Change in Net Assets	2,794	3,000	5,794
<b>Current Net Assets</b>	<b>329,783</b>	<b>3,000</b>	<b>332,783</b>
<b>Total Liabilities and Net Assets</b>	<b>329,946</b>	<b>3,000</b>	<b>332,946</b>

**INCOME AND EXPENSE**

Statement of Activity

July 1, 2021 - January 8, 2022

	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	JAN 1-8, 2022	TOTAL
<b>Revenue</b>								
Discounts given			-1.89	-2.86		-0.94		\$ -5.69
Donations	421.93	86.02	75.88	310.45	180.69	3,490.00		\$4,564.97
Dues	140.00		100.00	90.00	30.00	200.00	280.00	\$840.00
Grant						3,000.00		\$3,000.00
Investments	0.04	0.03	0.03	5,000.10	0.12	0.23		\$5,000.55
Sales			190.52	188.55		117.52		\$496.59
Sales of Product Revenue				7.58		123.24		\$130.82
<b>Total Revenue</b>	<b>\$561.97</b>	<b>\$86.05</b>	<b>\$364.54</b>	<b>\$5,593.82</b>	<b>\$210.81</b>	<b>\$6,930.05</b>	<b>\$280.00</b>	<b>\$14,027.24</b>
Cost of Goods Sold	\$0.00	\$0.00	\$160.80	\$99.20	\$0.00	\$183.61	\$0.00	\$443.61
<b>GROSS PROFIT</b>	<b>\$561.97</b>	<b>\$86.05</b>	<b>\$203.74</b>	<b>\$5,494.62</b>	<b>\$210.81</b>	<b>\$6,746.44</b>	<b>\$280.00</b>	<b>\$13,583.63</b>
<b>Expenditures</b>								
Fees		148.90		20.00				\$168.90
Insurance						225.00		\$225.00
Maintenance	73.83		312.00	199.00	290.69	700.00		\$1,575.52
Membership					98.00		35.00	\$133.00
Misc	3.49	2.55		7.25	2.11	2.18	6.43	\$24.01
Office Expense	516.10	80.33	75.88	95.45			160.00	\$927.76
Utilities	217.34	210.28	212.75	323.80	290.09	226.24		\$1,480.50
<b>Total Expenditures</b>	<b>\$810.76</b>	<b>\$442.06</b>	<b>\$600.63</b>	<b>\$645.50</b>	<b>\$680.89</b>	<b>\$1,153.42</b>	<b>\$201.43</b>	<b>\$4,534.69</b>
<b>NET OPERATING REVENUE</b>	<b>\$ -248.79</b>	<b>\$ -356.01</b>	<b>\$ -396.89</b>	<b>\$4,849.12</b>	<b>\$ -470.08</b>	<b>\$5,593.02</b>	<b>\$78.57</b>	<b>\$9,048.94</b>

**PERFORMANCE**

Budget vs. Actuals: FY22 - FY22 P&L  
July - December, 2021

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue	\$13,747	\$0	\$13,747
Cost of Goods Sold	\$450	\$0	\$450
<b>GROSS PROFIT</b>	<b>\$13,297</b>	<b>\$0</b>	<b>\$13,297</b>
Expenditures			
Directed Donations		1,754	-1,754
Fees	169	80	89
Information Services		0	0
Insurance	225	0	225
Maintenance	1,576	512	1,064
Membership	98	98	0
Misc	18	30	-12
Office Expense	768	370	398
Utilities	1,481	1,480	1
<b>Total Expenditures</b>	<b>\$4,333</b>	<b>\$4,324</b>	<b>\$9</b>
<b>NET OPERATING REVENUE</b>	<b>\$8,964</b>	<b>\$ -4,324</b>	<b>\$13,288</b>

**NEW MERCHANDISE INVESTMENT**

	<i>Beanies</i>	<i>Totes</i>	<i>Total</i>
Transfer of Cash to Inventory	\$274.30	\$295.40	\$569.70
Expense from Inventory			
Cost of Goods Sold	\$54.87	\$29.54	\$84.41
Income to Cash			
Margin on Goods Sold	\$20.97	\$17.86	\$38.83
Net			
Cash Tied Up in Inventory	\$198.46	\$248.00	\$446.46
Profit			\$0.00

Potential profit after investment is recovered: \$710

## SALES ACTIVITY

### Sales by Product/Service Summary

July 1, 2021 - January 8, 2022

	TOTAL						
	QUANTITY	AMOUNT	% OF SALES	AVG PRICE	COGS	GROSS MARGIN	GROSS MARGIN %
<b>Books</b>							
Connecting Maine	2.00	47.40	8.65 %	23.70	40.00	7.40	15.61 %
Falmouth Images	5.00	104.25	19.03 %	20.85	88.00	16.25	15.59 %
Lavinia's Shoes	3.00	39.81	7.27 %	13.27	33.60	6.21	15.60 %
Maine Family Stories	1.00	13.27	2.42 %	13.27	11.20	2.07	15.60 %
Miss Apple	2.00	26.54	4.84 %	13.27	22.40	4.14	15.60 %
Wallace History	2.00	18.96	3.46 %	9.48	16.00	2.96	15.61 %
<b>Total Books</b>		<b>250.23</b>	<b>45.67 %</b>		<b>211.20</b>		
<b>Clothing</b>							
Falmouth Fleece-lined Beanie	4.00	75.84	13.84 %	18.96	54.87	20.97	27.65 %
Hats-Blue	1.00	11.37	2.08 %	11.37	9.60	1.77	15.57 %
T-shirts-Blue (M)	1.00	11.37	2.08 %	11.37	9.60	1.77	15.57 %
<b>Total Clothing</b>		<b>98.58</b>	<b>17.99 %</b>		<b>74.07</b>		
<b>Magnets</b>							
Library Magnet	1.00	2.84	0.52 %	2.84	2.40	0.44	15.49 %
St Mary's Church Magnet	1.00	2.84	0.52 %	2.84	2.40	0.44	15.49 %
<b>Total Magnets</b>		<b>5.68</b>	<b>1.04 %</b>		<b>4.80</b>		
<b>Maps</b>							
1871 Map	1.00	6.64	1.21 %	6.64	5.60	1.04	15.66 %
<b>Total Maps</b>		<b>6.64</b>	<b>1.21 %</b>		<b>5.60</b>		
<b>Other</b>							
Coffee Mugs (Red/White) [2F]	1.00	7.58	1.38 %	7.58	0.00	0.00	
Plaque	1.00	3.79	0.69 %	3.79	3.20	0.59	15.57 %
Uninventoried Merchandise	11.00	85.33	15.57 %	7.7572727	79.20	6.13	7.18 %
<b>Total Other</b>		<b>96.70</b>	<b>17.65 %</b>		<b>82.40</b>		
<b>Throw/Coverlets</b>							
Traditional Throw-Green	1.00	42.65	7.78 %	42.65	36.00	6.65	15.59 %
<b>Total Throw/Coverlets</b>		<b>42.65</b>	<b>7.78 %</b>		<b>36.00</b>		
<b>Totes</b>							
Falmouth Jute Rope Tote	2.00	47.40	8.65 %	23.70	29.54	17.86	37.68 %
<b>Total Totes</b>		<b>47.40</b>	<b>8.65 %</b>		<b>29.54</b>		
<b>TOTAL</b>		<b>\$547.88</b>	<b>100.00 %</b>		<b>\$443.61</b>		