

Heisey Collectors of America, Inc.
2017 Budget Worksheet

	2013	2014	2015	2016	2017
Revenues	Actual	Actual	Actual	Actual	Budget
Membership	27,420	26,868	26,013	26,172	27,000
Newsletter Ads	1,170	700	2,359	1,066	1,600
Cash Donations	18,389	12,537	36,760	10,904	16,000
Acquisition Donations	-	-	-	836	-
Sales	54,838	70,494	89,824	62,930	58,000
Shipping/Handling Charges	755	1,017	1,116	900	900
Glass Identification	-	25	5	220	25
Admissions	2,782	2,525	3,065	2,488	2,800
Interest Income	2	2	2	-	-
Benefit Auction Net	14,534	15,848	17,556	19,020	15,200
Select Auction Neyt	10,958	8,825	5,086	5,958	4,700
Convention Net	1,557	(550)	9,088	14,600	8,000
P & V Moore Event Net	(1,548)	2,820	9,515	9,108	3,500
Total Income	130,857	141,111	200,389	154,202	137,725
Plus Endowment Income Drawdown	65,209	63,349	65,291	67,204	67,500
Total Available Funds	196,066	204,460	265,680	221,406	205,225
	2013	2014	2015	2016	2017
Expenditures	Actual	Actual	Jan-Nov	Budget	Budget
Salaries	59,365	67,254	76,699	85,261	85,237
Payroll Taxes	9,061	6,269	5,835	6,453	6,521
Workers Comp	2,061	1,731	953	1,535	1,230
Employee Relations	33	-	-	131	157
Cost of Sales	9,991	18,546	5,086	(10,319)	8,700
Shipping and Handling Costs	24	20	38	98	50
Accounting Expense	9,183	8,362	9,510	8,905	10,000
Legal Fees/Retainers	700	-	2,000	-	1,000
Office Supplies and Postage	8,669	8,500	6,716	6,584	8,000
Repairs and Maintenance	11,769	13,413	13,777	15,810	12,000
Lawn/Grounds Care	2,637	3,436	4,525	4,282	4,000
Museum Expense	3,337	3,858	12,084	5,415	3,800
Utilities	18,028	20,156	20,147	19,090	19,000
Newsletter Printing & Postage	6,093	6,804	8,854	7,161	7,500
Dues & Membership Expense	645	435	395	315	400
Advertising	1,987	2,716	2,852	937	2,000
Outreach	-	-	-	496	1,000
Insurance	9,028	8,137	9,008	9,705	8,000
Travel Expense			618	592	500
Computer/Website Maintenance	5,114	1,382	1,282	903	2,000
Acquisitions	250	-	20	233	-
Bank Service Charges	2,695	3,050	4,204	3,129	3,300
Loan Interest Expense	582	648	44	-	-
Auction Firm License/Bond	509	-	350	350	350
Special Projects Expense	5,072	12,209	20,071	14,680	15,080
Leased Equipment	7,698	7,934	7,113	9,913	8,600
Miscellaneous	1,297	522	607	748	500
Total Expenditures	175,828	195,382	212,788	192,407	208,925
Less Cost of Sales	9,991	18,546	5,086	(10,319)	8,700
Plus Inventory Purchases	2,660	6,946	6,306	18,056	5,000
Funds Required	168,497	183,782	214,008	220,782	205,225