

**Heisey Collectors of America
2018 Budget**

	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Budget
Revenues					
Membership	\$ 26,868	\$ 26,013	\$ 26,172	\$ 25,444	\$ 26,500
Newsletter Ads	700	2,359	1,066	1,446	1,600
Cash Donations	12,537	36,760	10,903	11,155	15,000
Sales	70,494	89,825	62,930	48,027	50,000
Shipping/Handling Charges	1,017	1,116	900	1,060	900
Glass Identification	25	5	220	5	25
Admissions	2,525	3,065	2,488	2,603	2,800
Interest Income	2	2	-	2	-
Benefit Auction Net	15,848	17,556	19,020	13,310	15,300
Select Auction Net	8,825	5,086	5,958	7,753	4,800
Convention Net	(550)	9,088	14,600	15,070	10,000
P & V Moore Event Net	2,820	9,515	9,108	3,883	7,200
Special Project Income			12,836		-
Total Income	\$ 141,111	\$ 200,390	\$ 166,201	\$ 129,758	\$ 134,125
Endowment Drawdown	63,349	65,291	67,204	73,624	72,000
Total Available Funds	\$ 204,460	\$ 265,681	\$ 233,405	\$ 203,382	\$ 206,125
Expenditures					
Salaries	\$ 67,254	\$ 76,699	\$ 85,261	\$ 81,064	\$ 87,196
Payroll Taxes	6,269	5,835	6,453	6,273	6,670
Workers Comp	1,731	953	1,535	1,448	1,265
Employee Relations	-		131	148	144
Cost of Sales	18,546	5,086	(10,319)	6,143	7,500
Shipping and Handling	20	38	98	138	100
Accounting Expense	8,362	9,510	8,905	8,902	9,000
Legal Fees/Retainers	-	2,000	-	-	500
Office Supplies and Postage	8,500	6,716	6,584	6,611	7,000
Repairs and Maintenance	13,413	13,777	15,810	19,599	13,000
Lawn/Grounds Care	3,436	4,525	4,282	4,493	4,000
Museum Expense	3,858	12,084	5,415	5,244	3,800
Utilities	20,156	20,147	19,090	20,357	19,000
Newsletter Printing & Postage	6,804	8,854	7,161	7,302	7,500
Dues & Membership Expense	435	395	315	350	400
Advertising	2,716	2,852	937	2,201	2,000
Outreach			495	275	500
Insurance	8,137	9,008	9,705	10,646	9,500
Travel Expense	-	618	592	118	500
Computer & Website	1,382	1,282	903	1,781	2,000
Acquisitions	-	20	233	180	-
Bank Service Charges	3,050	4,204	3,129	2,996	3,200
Loan Interest Expense	648	44	-	-	-
Auction Firm License/Bond	-	350	350	350	350
Special Projects Expense	12,209	20,071	14,680	15,890	14,500
Leased Equipment	7,934	7,113	9,913	8,928	8,600
Miscellaneous	518	607	748	365	400
Total Expenditures	\$ 195,378	\$ 212,788	\$ 192,406	\$ 211,802	\$ 208,625
Less Cost of Sales	18,546	5,086	(10,319)	6,143	7,500
Plus Inventory Purchases	\$ 6,946	\$ 6,306	\$ 18,056	\$ 2,780	\$ 5,000
Funds Required	\$ 183,778	\$ 214,008	\$ 220,781	\$ 208,439	\$ 206,125