

Heisey Collectors of America

2020 Budget	2015	2016	2017	2018	2019	2020
	Actual	Actual	Actual	Actual	Budget	Budget
Revenues						
Membership	\$ 26,013	\$ 26,172	\$ 25,444	\$ 24,045	\$ 25,000	\$ 25,000
Newsletter Ads	2,359	1,066	1,446	1,448	1,200	1,200
Cash Donations	36,760	10,903	11,155	18,224	17,000	17,000
Sales	89,825	62,930	48,027	41,993	45,000	45,500
Shipping/Handling Charges	1,116	900	1,060	2,313	1,260	1,400
Glass Identification	5	220	5	-	25	25
Admissions	3,065	2,488	2,603	3,792	3,250	3,350
Interest Income	2	-	2	2	-	-
Benefit Auction Net	17,556	19,020	13,310	17,551	16,000	16,500
Dave Spahr Auction Net	5,086	5,958	7,753	13,928	6,500	7,000
Convention Net	9,088	14,600	15,070	8,285	10,000	10,000
P & V Moore Event Net	9,515	9,108	3,883	8,900	7,250	7,250
Special Project Income	-	12,836	-	-	-	-
Miscellaneous	-	-	1,272	1,472	-	-
Total Income	\$ 200,390	\$ 166,201	\$ 131,030	\$ 141,953	\$ 132,485	\$ 134,225
Endowment Drawdown	65,291	67,204	73,624	80,742	75,000	76,000
Total Available Funds	\$ 265,681	\$ 233,405	\$ 204,654	\$ 222,695	\$ 207,485	\$ 210,225
Expenditures						
Salaries	\$ 76,699	\$ 85,261	\$ 81,064	\$ 91,485	\$ 90,084	\$ 95,632
Payroll Taxes	5,835	6,453	6,273	6,941	6,891	\$ 7,316
Workers Comp	953	1,535	1,448	1,287	1,250	1,250
Employee Relations		131	148	-	150	150
Cost of Sales	5,086	(10,319)	6,143	17,817	6,750	6,500
Shipping and Handling	38	98	138	29	100	100
Accounting Expense	9,510	8,905	8,902	8,955	9,000	9,000
Legal Fees/Retainers	2,000	-	-	-	500	200
Office Supplies and Postage	6,716	6,584	6,611	5,921	6,000	6,000
Repairs and Maintenance	13,777	15,810	19,599	12,617	13,000	13,000
Lawn/Grounds Care	4,525	4,282	4,493	5,304	5,000	5,000
Museum Expense	12,084	5,415	5,244	10,899	5,000	5,000
Utilities	20,147	19,090	20,357	21,515	19,000	19,000
Newsletter Printing & Postage	8,854	7,161	7,302	6,615	7,500	7,000
Dues & Membership Expense	395	315	350	435	400	400
Advertising	2,852	937	2,201	1,431	2,000	2,250
Outreach		495	275	433	210	277
Insurance	9,008	9,705	10,646	9,438	9,500	10,000
Travel Expense	618	592	118	527	500	250
Computer & Website	1,282	903	1,781	2,153	4,000	2,000
Acquisitions	20	233	180	735	-	-
Bank Service Charges	4,204	3,129	2,996	3,172	3,200	3,200
Loan Interest Expense	44	-	-	7	-	-
Auction Firm License/Bond	350	350	350	360	350	350
Special Projects Expense	20,071	14,680	15,890	1,535	9,450	9,450
Leased Equipment	7,113	9,913	8,928	9,174	9,000	9,000
Miscellaneous	607	748	365	1,007	400	400
Total Expenditures	\$ 212,788	\$ 192,406	\$ 211,802	\$ 219,792	\$ 209,235	\$ 212,725
Less Cost of Sales	5,086	(10,319)	6,143	17,817	6,750	6,500
Plus Inventory Purchases	<u>\$ 6,306</u>	<u>\$ 18,056</u>	<u>\$ 2,780</u>	<u>\$ 1,339</u>	<u>\$ 5,000</u>	<u>\$ 4,000</u>
Funds Required	\$ 214,008	\$ 220,781	\$ 208,439	\$ 203,314	\$ 207,485	\$ 210,225