

## Heisey Collectors of America

2021 Budget	2016	2017	2018	2019	2020	2021
Revenues	Actual	Actual	Actual	Actual	Budget	Budget
Membership	\$ 26,172	\$ 25,444	\$ 24,045	\$ 23,795	\$ 25,000	\$ 25,000
Newsletter Ads	1,066	1,446	1,448	1,212	1,200	1,200
Cash Donations	10,903	11,155	18,224	17,485	17,000	18,000
Sales	62,930	48,027	41,993	45,559	45,500	45,500
Shipping/Handling Charges	900	1,060	2,313	1,889	1,400	2,000
Glass Identification	220	5	-	-	25	-
Admissions	2,488	2,603	3,792	3,351	3,350	3,000
Interest Income	-	2	2	7	-	-
Benefit Auction Net	19,020	13,310	17,551	17,392	16,500	16,500
Dave Spahr Auction Net	5,958	7,753	13,928	7,322	7,000	7,000
Convention Net	14,600	15,070	8,285	12,246	10,000	10,000
P & V Moore Event Net	9,108	3,883	8,900	8,170	7,250	7,250
Special Project Income	12,836	-	-	-	-	-
Miscellaneous	-	1,272	1,472	1,355	-	-
<b>Total Income</b>	<b>\$ 166,201</b>	<b>\$ 131,030</b>	<b>\$ 141,953</b>	<b>\$ 139,783</b>	<b>\$ 134,225</b>	<b>\$ 135,450</b>
Endowment Drawdown	67,204	73,624	80,742	77,411	76,000	76,199
<b>Total Available Funds</b>	<b>\$ 233,405</b>	<b>\$ 204,654</b>	<b>\$ 222,695</b>	<b>\$ 217,194</b>	<b>\$ 210,225</b>	<b>\$ 211,649</b>
<b>Expenditures</b>						
Salaries	\$ 85,261	\$ 81,064	\$ 91,485	\$ 96,227	\$ 95,632	\$ 98,513
Payroll Taxes	6,453	6,273	6,941	7,332	\$ 7,316	7,536
Workers Comp	1,535	1,448	1,287	964	1,250	1,250
Employee Relations	131	148	-	151	150	150
Cost of Sales	(10,319)	6,143	17,817	6,564	6,500	6,000
Shipping and Handling	98	138	29	93	100	200
Accounting Expense	8,905	8,902	8,955	8,973	9,000	9,000
Legal Fees/Retainers	-	-	-	-	200	200
Office Supplies and Postage	6,584	6,611	5,921	6,593	6,000	6,000
Repairs and Maintenance	15,810	19,599	12,617	13,155	13,000	13,000
Lawn/Grounds Care	4,282	4,493	5,304	5,212	5,000	4,000
Museum Expense	5,415	5,244	10,899	7,501	5,000	5,000
Utilities	19,090	20,357	21,515	18,579	19,000	19,000
Newsletter Printing & Postage	7,161	7,302	6,615	6,950	7,000	7,000
Dues & Membership Expense	315	350	435	305	400	400
Advertising	937	2,201	1,431	4,121	2,250	2,000
Outreach	495	275	433	354	277	300
Insurance	9,705	10,646	9,438	9,894	10,000	11,000
Travel Expense	592	118	527	775	250	250
Computer & Website	903	1,781	2,153	7,559	2,000	2,600
Acquisitions	233	180	735	-	-	-
Bank Service Charges	3,129	2,996	3,172	3,208	3,200	3,000
Loan Interest Expense	-	-	7	-	-	-
Auction Firm License/Bond	350	350	360	350	350	350
Special Projects Expense	14,680	15,890	1,535	6,769	9,450	8,500
Leased Equipment	9,913	8,928	9,174	11,142	9,000	9,000
Miscellaneous	748	365	1,007	200	400	400
<b>Total Expenditures</b>	<b>\$ 192,406</b>	<b>\$ 211,802</b>	<b>\$ 219,792</b>	<b>\$ 222,971</b>	<b>\$ 212,725</b>	<b>\$ 214,649</b>
Less Cost of Sales	(10,319)	6,143	17,817	6,564	6,500	6,000
Plus Inventory Purchases	<u>\$ 18,056</u>	<u>\$ 2,780</u>	<u>\$ 1,339</u>	<u>\$ 4,818</u>	<u>\$ 4,000</u>	<u>\$ 3,000</u>
<b>Funds Required</b>	<b>\$ 220,781</b>	<b>\$ 208,439</b>	<b>\$ 203,314</b>	<b>\$ 221,225</b>	<b>\$ 210,225</b>	<b>\$ 211,649</b>