

## Heisey Collectors of America 2022 Budget

	2018 Actual	2019 Actual	2020 Actual	2021 Actual	2022 Budget
<b>Revenues</b>					
Membership	\$ 24,045	\$ 23,795	\$ 23,069	\$ 24,035	\$ 31,750
Newsletter Ads	1,448	1,212	824	1,000	1,200
Cash Donations	18,224	17,485	58,797	26,343	20,000
Sales	41,993	45,559	44,104	59,485	60,000
Shipping/Handling Charges	2,313	1,889	4,221	5,092	4,000
Admissions	3,792	3,351	1,428	3,909	3,500
Benefit Auction Net	17,551	17,392	(274)	16,331	16,500
Dave Spahr Auction Net	13,928	7,322	-	12,599	7,000
Convention Net	8,285	12,246	(190)	-	10,000
P & V Moore Event Net	8,900	8,170	-	8,265	7,250
Miscellaneous	1,474	1,362	4,871	498	-
<b>Total Income</b>	<b>\$ 141,953</b>	<b>\$ 139,783</b>	<b>\$ 136,850</b>	<b>\$ 157,557</b>	<b>\$ 161,200</b>
Endowment Drawdown	80,742	77,411	90,369	76,199	106,600
<b>Total Available Funds</b>	<b>\$ 222,695</b>	<b>\$ 217,194</b>	<b>\$ 227,219</b>	<b>\$ 233,756</b>	<b>\$ 267,800</b>
<b>Expenditures</b>					
Personnel Cost	\$ 99,713	\$ 104,523	\$ 100,716	\$ 103,098	\$ 125,750
Cost of Sales	17,817	6,564	2,872	3,188	3,000
Shipping and Handling	29	93	265	689	700
Accounting Expense	8,955	8,973	9,232	9,103	9,000
Legal Fees/Retainers	360	501	854	4,317	3,000
Office Supplies and Postage	5,921	6,593	9,540	10,447	9,000
Repairs and Maintenance	12,617	13,155	10,356	19,059	13,000
Lawn/Grounds Care	5,304	5,212	1,275	5,075	4,500
Museum Expense	10,899	7,501	5,332	6,623	5,000
Utilities	21,515	18,579	16,718	19,375	20,000
Newsletter Printing & Postage	6,615	6,950	6,606	7,251	7,400
Dues & Membership Expense	435	305	345	390	400
Advertising	1,431	4,121	443	730	2,000
Outreach	433	354	432	150	300
Insurance	9,438	9,894	11,459	13,471	11,200
Travel Expense	527	775	-	80	250
Computer & Website	2,153	7,559	3,863	2,885	2,600
Acquisitions	735	-	675	-	-
Bank Service Charges	3,172	3,208	2,862	3,978	3,800
Special Projects Expense	1,535	6,769	8,780	11,780	16,000
Leased Equipment	9,174	11,142	8,234	8,914	9,000
Major Non-Recurring Items	8,012	4,768	4,304	5,349	24,300
Miscellaneous	1,014	200	924	658	400
<b>Total Expenditures</b>	<b>\$ 227,804</b>	<b>\$ 227,739</b>	<b>\$ 206,087</b>	<b>\$ 236,610</b>	<b>\$ 270,600</b>
Less Cost of Sales	17,817	6,564	2,872	3,188	3,000
Plus Inventory Purchases	\$ 1,339	\$ 4,818	309	353	200
<b>Funds Required</b>	<b>\$ 211,326</b>	<b>\$ 225,993</b>	<b>\$ 203,524</b>	<b>\$ 233,775</b>	<b>\$ 267,800</b>