



National Cambridge Collectors

Budget

2023



**National Cambridge Collectors
Budget
2023
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The simple summary

Budget 2023

Operating funds P&L

	Budget 2023	2022	2021	2020	2019	2018
1. Association activities	(22,075)	(18,230.49)	(14,617.50)	(14,315.85)	(16,564.82)	(17,570.10)
2. Development	59,500	84,582.97	88,176.57	78,961.43	54,386.40	56,153.46
3. Collector events	7,600	9,804.75	2,833.69	(1,836.46)	10,111.33	11,097.64
4. Museum and education	5,894	13,610.51	2,770.06	(12,385.16)	6,981.23	10,760.84
6. Administration	(10,918)	(15,521.95)	(13,300.51)	(10,379.20)	(13,762.17)	(10,923.21)

Net income \$ 40,000 \$ 74,245.79 \$ 65,862.31 \$ 40,044.76 \$ 41,151.97 \$ 49,518.63

Cash on hand \$ 112,454 \$ 72,453.66 \$ 70,207.87 \$ 68,768.56 \$ 113,789.47 \$ 83,272.38

Endowment fund

	Budget 2023	2022	2021	2020	2019	2018
Beginning balance	839,613	916,840.12	743,879.24	561,221.69	475,424.91	472,649.32
Investment income	41,981	(149,227.54)	108,537.88	105,932.55	85,796.78	(32,224.41)
Endowment gifts	0	0.00	0.00	0.00	0.00	0.00
Transfer from operating	0	72,000.00	64,423.00	76,725.00	0.00	35,000.00

Ending balance \$ 881,593 \$ 839,612.58 \$ 916,840.12 \$ 743,879.24 \$ 561,221.69 \$ 475,424.91

Investments \$ 881,593 \$ 839,612.58 \$ 916,840.12 \$ 743,879.24 \$ 561,221.69 \$ 475,424.91



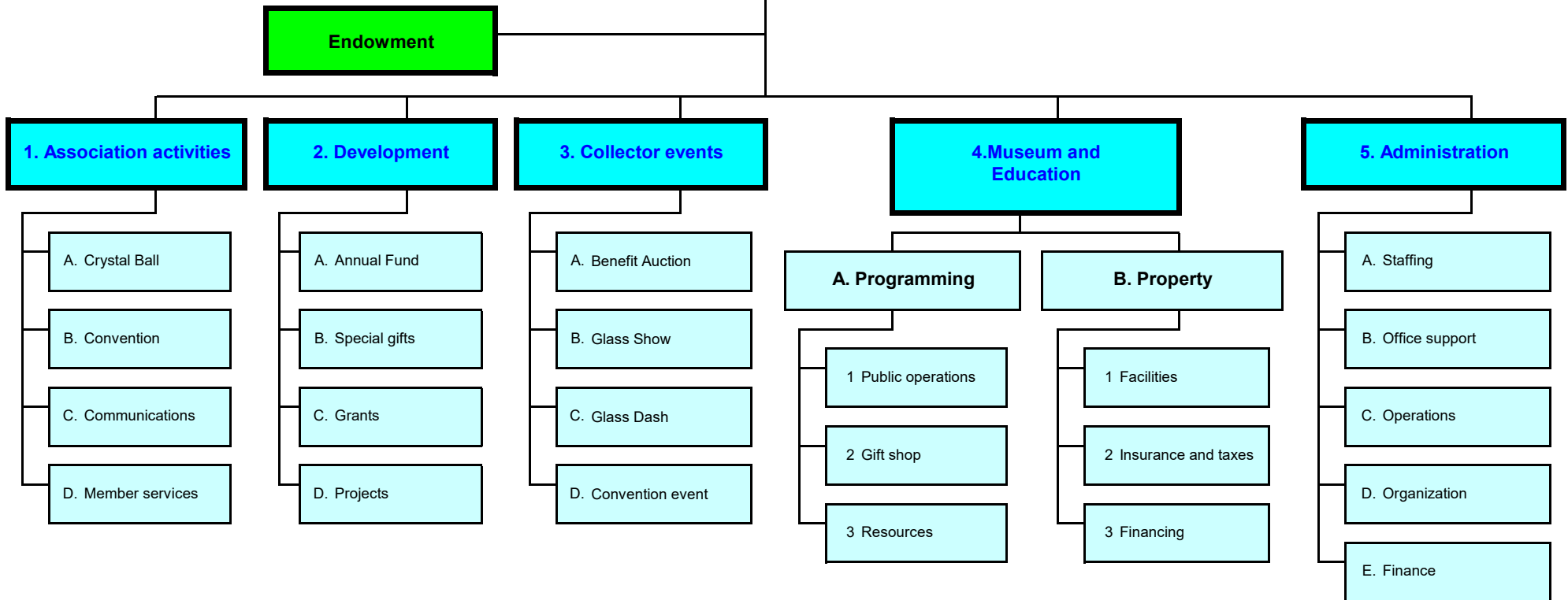
Variance analysis

2022

	Actual 2022	Budget	More (Less)	
1. Association activities				
Convention revenue	7,930.00	9,000	(1,070)	
Marketing - Museum	(4,960.00)	(2,400)	(2,560)	
All other	(21,200.49)	(22,767)	1,567	
	(18,230.49)	(16,167)	(2,063)	-13%
2. Development				
Annual Fund	55,263.37	52,500	2,763	
Special gifts	25,671.85	500	25,172	
All other	3,647.75	3,450	198	
	84,582.97	56,450	28,133	50%
3. Collector events				
Benefit Auction	3,175.35	4,825	(1,650)	
Glass Show	4,771.23	637	4,134	
All other	1,858.17	1,575	283	
	9,804.75	7,037	2,768	39%
4. Museum and education				
4.A Programming				
Wages	(15,495.00)	(19,100)	3,605	
Glass sales	42,887.83	31,200	11,688	
Inventory purchases	(7,246.70)	(10,800)	3,553	
Non-glass sales	5,934.49	3,500	2,434	
Educational resources	(2,418.76)	(4,200)	1,781	
Furniture and equipment	0.00	(1,000)	1,000	
All other	7,609.15	6,642	967	
	31,271.01	6,242	25,029	401%
4.B Property				
Museum electric	(6,695.59)	(7,800)	1,104	
Repairs and maintenance				
Museum	(11,536.57)	(16,700)	5,163	
Brick building	0.00	(1,000)	1,000	
Yellow house	0.00	(1,500)	1,500	
All other	571.66	1,102	(530)	
	(17,660.50)	(25,898)	8,238	32%
5. Administration				
Internet	(2,030.66)	(460)	(1,571)	
Hardware	(1,829.99)	0	(1,830)	
All other	(11,661.30)	(13,724)	2,063	
	(15,521.95)	(14,184)	(1,338)	-9%
Operating funds P&L	74,245.79	13,480	60,766	451%
			0	



Accounting sturcture





Section 1

Financial Statements

2023





I. Statement of Activity
2023

Operating funds		Budget 2023	2022	2021	2020	2019	2018	5 years
1. Association activities	(22,075)	(18,230.49)	(14,617.50)	(14,315.85)	(16,564.82)	(17,570.10)	(81,298.76)	
2. Development	59,500	84,582.97	88,176.57	78,961.43	54,386.40	56,153.46	362,260.83	
3. Collector events	7,600	9,804.75	2,833.69	(1,836.46)	10,111.33	11,097.64	32,010.95	
4. Museum and education								
A. Programming	25,341	31,271.01	34,929.16	14,701.39	25,403.03	26,659.26	132,963.85	
B. Property	(19,447)	(17,660.50)	(32,159.10)	(27,086.55)	(18,421.80)	(15,898.42)	(111,226.37)	
	5,894	13,610.51	2,770.06	(12,385.16)	6,981.23	10,760.84	21,737.48	
5. Administration	(10,918)	(15,521.95)	(13,300.51)	(10,379.20)	(13,762.17)	(10,923.21)	(63,887.04)	
	\$ 40,000	\$ 74,245.79	65,862.31	40,044.76	41,151.97	49,518.63	270,823.46	

Endowment fund		Budget 2023	2022	2021	2020	2019	2018	5 years
Investment income								
Merrill Lynch		(141,009.56)	116,664.98	111,934.46	91,118.83	(25,762.28)	152,946.43	
Advisor fees		(8,217.98)	(8,127.10)	(6,001.91)	(5,322.05)	(6,462.13)	(34,131.17)	
	41,981	(149,227.54)	108,537.88	105,932.55	85,796.78	(32,224.41)	118,815.26	
Gifts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	\$ 41,981	\$ (149,227.54)	108,537.88	105,932.55	85,796.78	(32,224.41)	118,815.26	

All funds	\$ 81,980.86	(74,981.75)	174,400.19	145,977.31	126,948.75	17,294.22	389,638.72
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II. Balance Sheet

2023

Operating funds

		Budget	2022	2021	2020	2019	2018
Assets		2023					
Unrestricted							
Checking							
PNC Operating			64,397.62	50,885.34	23,984.18	60,192.54	72,407.94
Peoples Bank			500.00	4,576.97	308.09	328.51	329.03
PNC Museum			0.00	0.00	3,789.10	3,016.53	4,162.30
PNC Money Market			0.00	0.01	19,878.63	19,636.87	0.00
PNC credit card			6,567.42	3,875.34	14,643.20	28,553.34	3,351.44
PayPal			838.62	10,720.21	6,015.36	1,911.68	2,861.67
Imprest			150.00	150.00	150.00	150.00	160.00
		112,454	72,453.66	70,207.87	68,768.56	113,789.47	83,272.38
		\$ 112,454	\$ 72,453.66	70,207.87	68,768.56	113,789.47	83,272.38
Liabilities							
Loans							
Beginning balance	0		0.00	0.00	8,340.67	18,975.55	29,552.20
Payments on debt	0		0.00	0.00	(8,340.67)	(10,634.88)	(10,576.65)
	0		0.00	0.00	0.00	8,340.67	18,975.55
Rent deposit	1,200		1,200.00	1,200.00	1,200.00	1,200.00	1,200.00
		\$ 1,200	\$ 1,200.00	1,200.00	1,200.00	9,540.67	20,175.55
Fund Balance							
Beginning balance	71,254		69,007.87	67,568.56	104,248.80	63,096.83	48,578.20
P&L activity	40,000		74,245.79	65,862.31	40,044.76	41,151.97	49,518.63
Trans to endowment	0		(72,000.00)	(64,423.00)	(76,725.00)		(35,000.00)
	111,254		\$ 71,253.66	69,007.87	67,568.56	104,248.80	63,096.83
	\$ 112,454		\$ 72,453.66	70,207.87	68,768.56	113,789.47	83,272.38

Endowment fund

		Budget	2022	2021	2020	2019	2018
Assets		2023					
Due from unrestricted		0	0.00	0.00	0.00	0.00	0.00
Investments	881,593		839,612.58	916,840.12	743,879.24	561,221.69	475,424.91
		\$ 881,593	\$ 839,612.58	916,840.12	743,879.24	561,221.69	475,424.91
Fund Balance							
Beginning balance	839,613		916,840.12	743,879.24	561,221.69	475,424.91	472,649.32
P&L activity	41,981		(149,227.54)	108,537.88	105,932.55	85,796.78	(32,224.41)
Trans from operating	0		72,000.00	64,423.00	76,725.00		35,000.00
		\$ 881,593	\$ 839,612.58	916,840.12	743,879.24	561,221.69	475,424.91



Section 2

Operating Functions

2023





1. Association activities

2023

	2023 Budget	2022	2021	2020	2019	2018
A. Crystal Ball operations						
Publishing	(6,800)	(6,317.83)	(6,638.48)	(5,807.18)	(5,967.59)	(6,063.67)
Delivery	(6,600)	(6,458.88)	(6,070.19)	(5,925.63)	(5,788.85)	(6,193.72)
Advertising revenue	300	282.00	227.60	321.00	294.00	473.00
	(13,100)	(12,494.71)	(12,481.07)	(11,411.81)	(11,462.44)	(11,784.39)
B. Convention						
Convention revenue	9,000	7,930.00	0.00	0.00	7,974.00	9,154.00
Food	(7,000)	(5,712.97)	0.00	0.00	(5,315.61)	(7,381.62)
Facility rent	(2,225)	(1,650.00)	0.00	0.00	(1,890.50)	(1,500.00)
All other expense	(750)	(594.74)	0.00	0.00	(479.95)	(545.35)
	(975)	(27.71)	0.00	0.00	287.94	(272.97)
C. Communications						
Marketing						
General	(1,000)	0.00	0.00	0.00	0.00	0.00
Museum	(5,500)	(4,960.00)	(1,912.40)	(2,804.04)	(4,922.83)	(4,965.12)
Member relationships	(850)	(164.45)	(24.03)	(100.00)	0.00	0.00
Support of other orgs.	(500)	(438.00)	(200.00)	0.00	0.00	(466.00)
	(7,850)	(5,562.45)	(2,136.43)	(2,904.04)	(4,922.83)	(5,431.12)
D. Member services						
Meetings						
Receipts	850	828.00	0.00	0.00	520.00	740.00
Expense	(1,000)	(973.62)	0.00	0.00	(987.49)	(821.62)
	(150)	(145.62)	0.00	0.00	(467.49)	(81.62)
	(22,075)	(18,230.49)	(14,617.50)	(14,315.85)	(16,564.82)	(17,570.10)



2. Development

2023

	2023 Budget	2022	2021	2020	2019	2018
A. Annual Fund						
Patron level	14.1%	7,797.00	7,545.00	7,980.00	8,585.00	9,680.00
Century		12,670.00	13,380.00	12,300.00	11,635.00	12,305.00
Mardi Gras		12,746.37	12,750.00	12,150.00	13,200.00	10,900.00
Japonica		4,000.00	6,000.00	8,320.00	6,750.00	9,000.00
President's Circle		18,050.00	16,500.00	14,000.00	8,000.00	7,000.00
Benefactor level	85.9%	47,466.37	48,630.00	46,770.00	39,585.00	39,205.00
	100.0%	55,263.37	56,175.00	54,750.00	48,170.00	48,885.00
Printing	(600)	(475.65)	(582.10)	(660.53)	(531.28)	(452.19)
Postage	(800)	(677.60)	(779.40)	(651.50)	(722.37)	(947.77)
	53,600	54,110.12	54,813.50	53,437.97	46,916.35	47,485.04
B. Special gifts						
Special tributes:						
Undesignated	400	600.00	1,700.00	0.00	0.00	0.00
Endowment	0	0.00	0.00	0.00	0.00	0.00
	400	600.00	1,700.00	0.00	0.00	0.00
Unrestricted gifts	500	22,665.82	763.07	2,683.46	2,220.05	881.68
Temporarily restricted	0	2,406.03	500.00	5,355.00	0.00	0.00
	900	25,671.85	2,963.07	8,038.46	2,220.05	881.68
C. Projects						
Branded Apparel		0.00	0.00	0.00	0.00	1,125.00
Other		0.00	0.00	0.00	250.00	2,131.99
	0	0.00	0.00	0.00	250.00	3,256.99
D. Grants						
GAP Grant 2021	5,000	5,000.00	1,000.00	3,700.00	5,000.00	5,000.00
Grantwriting expense	(199)	(199.00)				(470.25)
Kiwanis Foundation		0.00	4,400.00			0.00
State Of Ohio CARES		0.00	25,000.00			0.00
Ohio Humanities				10,000.00		
The Columbus Foundation				2,000.00		
Heritage Ohio				1,785.00		
	5,000	4,801.00	30,400.00	17,485.00	5,000.00	4,529.75
		-	-	-	-	-
	59,500	84,582.97	88,176.57	78,961.43	54,386.40	56,153.46



3. Collector events

2023

		2023 Budget	2022	2021	2020	2019	2018
A. Benefit Auction							
Floor sales			24,845.50	25,685.50	0.00	28,587.00	43,622.50
Mail bids			2,337.30	8,917.61	0.00	12,525.00	3,940.08
	25,000		27,182.80	34,603.11	0.00	41,112.00	47,562.58
Consignment payments	(20,000)		(21,867.00)	(27,344.40)	0.00	(32,425.60)	(37,652.00)
Auctioneer fee	(1,100)		(1,161.70)	(1,442.52)	0.00	(1,821.28)	(2,052.60)
Gross income	3,900		4,154.10	5,816.19	0.00	6,865.12	7,857.98
Admission fees	150		155.00	144.00	0.00	186.00	224.00
Facility rental	(750)		(750.00)	(750.00)	(950.00)	0.00	(675.00)
All other	(450)		(383.75)	(434.00)	(317.08)	(491.05)	(298.61)
	2,850		3,175.35	4,776.19	(1,267.08)	6,560.07	7,108.37
B. Glass Show							
Exhibitor fees	5,650		5,625.00	0.00	0.00	4,045.00	4,762.00
Admission fees	900		850.00	0.00	0.00	835.00	775.00
Gross income	6,550		6,475.00	0.00	0.00	4,880.00	5,537.00
Facility rental	(2,050)		(87.50)	(1,962.50)	0.00	(1,950.00)	(1,850.00)
Marketing	(1,000)		(947.85)	0.00	(569.38)	(1,165.36)	(1,359.83)
Other	(1,000)		(1,242.26)	0.00	0.00	(336.38)	(448.90)
	2,500		4,197.39	(1,962.50)	(569.38)	1,428.26	1,878.27
C. Glass Dash							
Exhibitor fees	1,600		1,435.00	0.00	0.00	1,675.00	1,620.00
Admission fees	1,100		1,010.00	0.00	0.00	834.00	966.00
Gross income	2,700		2,445.00	0.00	0.00	2,509.00	2,586.00
Other income	50		0.00	20.00	0.00	89.00	0.00
Marketing	0		0.00	0.00	0.00	0.00	0.00
Other expense	0		(12.99)	0.00	0.00	0.00	0.00
Facility rental	(500)		0.00	0.00	0.00	(475.00)	(475.00)
	2,250		2,432.01	20.00	0.00	2,123.00	2,111.00
D. Other							
Conventon mini-auction	2,500.00		0.00	0.00	0.00	0.00	0.00
Other fundraising event			0.00	0.00	0.00	0.00	0.00
	0		0.00	0.00	0.00	0.00	0.00
	7,600		9,804.75	2,833.69	(1,836.46)	10,111.33	11,097.64



4. Museum and education

A. Programming

2023

	2023 Budget	2022	2021	2020	2019	2018
1 Public operations						
a) Admissions	9,500	10,824.00	10,773.00	4,272.00	10,552.00	7,162.00
b) Staffing						
Wages	(17,000)	(15,495.00)	(12,736.65)	(6,146.94)	(11,085.38)	(9,925.00)
Payroll taxes:						
Withholdings		0.00	0.00	0.00	0.00	1,503.05
Payments	(1,300)	0.00	0.00	0.00	0.00	(1,643.94)
	(1,300)	(1,174.19)	(1,568.23)	(470.23)	(1,524.98)	(140.89)
Unemployment	(250)	(247.13)	(371.09)	(546.89)	0.00	0.00
Workmen's comp. ins.	(250)	(256.51)	(89.49)	(14.62)	115.54	0.00
Staffing	(18,800)	(17,172.83)	(14,765.46)	(7,178.68)	(12,494.82)	(10,065.89)
	(9,300)	(6,348.83)	(3,992.46)	(2,906.68)	(1,942.82)	(2,903.89)
2 Gift Shop						
a) Glass sales	42,000	42,887.83	42,858.59	18,165.00	28,469.00	30,741.10
Cost of sales	(9,000)	(7,246.70)	(9,207.38)	(3,057.26)	(4,699.77)	(4,870.02)
	33,000	35,641.13	33,651.21	15,107.74	23,769.23	25,871.08
b) Non-glass sales						
Jewelry		1,575.00	1,300.00	995.00	1,325.00	855.00
Christmas ornaments		4,070.00	4,415.00	2,645.00	4,230.00	2,911.00
Other		331.90	274.47	141.50	420.00	216.50
	5,000	5,976.90	5,989.47	3,781.50	5,975.00	3,982.50
Cost of sales	(400)	(42.41)	(416.11)	(393.15)	(230.15)	(765.84)
	4,600	5,934.49	5,573.36	3,388.35	5,744.85	3,216.66
c) Digital/printed items sales						
Sales	400	611.07	797.05	1,027.98	1,350.53	2,070.46
Cost of sales	0	0.00	0.00	(36.00)	(112.12)	(276.25)
	400	611.07	797.05	991.98	1,238.41	1,794.21
d) Gift shop supplies	(1,000)	(1,060.00)	0.00	0.00	0.00	0.00
	37,000	41,126.69	40,021.62	19,488.07	30,752.49	30,881.95
3 Resources						
a) Cambridge Glass Co.						
Glass collection purchases	(665)	(335.00)	0.00	(80.00)	(440.00)	(337.00)
CGC Materials & equipment	0	0.00	0.00	0.00	0.00	0.00
b) Educational resources	(1,195)	(2,418.76)	0.00	(900.00)	0.00	(671.00)
c) General						
Display materials	(500)	(753.09)	(1,100.00)	(900.00)	(28.39)	(31.96)
Furniture and equipment	0	0.00	0.00	0.00	(2,938.25)	(278.84)
	(2,360)	(3,506.85)	(1,100.00)	(1,880.00)	(3,406.64)	(1,318.80)
	25,341	31,271.01	34,929.16	14,701.39	25,403.03	26,659.26



4. Museum and education

B. Property

2023

	2023 Budget	2022	2021	2020	2019	2018
1 Facilities						
Income						
Parking space rentals	960	840.00	1,680.00	720.00	1,080.00	2,250.00
Brick building rent	14,880	14,880.00	14,880.00	15,440.00	15,840.00	16,200.00
	15,840	15,720.00	16,560.00	16,160.00	16,920.00	18,450.00
Expense						
a) Museum facility						
Utilities						
Electric	(7,000)	(6,695.59)	(6,077.79)	(3,946.63)	(6,044.04)	(9,155.90)
Gas	(1,700)	(1,581.26)	(1,070.42)	(855.31)	(688.20)	(227.59)
Water	(350)	(329.02)	(248.32)	(228.72)	(274.12)	(255.02)
Trash	(450)	(458.48)	(371.71)	0.00	0.00	0.00
Telephone	(1,100)	(988.49)	(1,035.52)	(1,004.42)	(686.33)	(577.69)
Security	(500)	(757.00)	(422.00)	(457.35)	(601.95)	(422.00)
	(11,100)	(10,809.84)	(9,225.76)	(6,492.43)	(8,294.64)	(10,638.20)
Repairs and maintenance	(10,500)	(11,536.57)	(10,908.52)	(26,891.51)	(16,277.65)	(14,521.59)
	(21,600)	(22,346.41)	(20,134.28)	(33,383.94)	(24,572.29)	(25,159.79)
b) Yellow house						
Utilities:						
Electric	(525)	(482.88)	(525.41)	(430.22)	(439.90)	(488.17)
Gas	(600)	(613.85)	(587.53)	(550.75)	(496.70)	(480.24)
Water	(50)	(17.79)	(79.75)	(54.54)	(47.84)	(47.84)
Security	(300)	(520.00)	(300.00)	(300.00)	(1,400.00)	(800.00)
	(1,475)	(1,634.52)	(1,492.69)	(1,335.51)	(2,384.44)	(1,816.25)
Repairs and maintenance	(1,500)	0.00	(12,811.42)	0.00	(102.98)	0.00
	(2,975)	(1,634.52)	(14,304.11)	(1,335.51)	(2,487.42)	(1,816.25)
c) Brick building						
Utilities	0	0.00	0.00	0.00	0.00	133.36
Repairs and maintenance	(1,000)	0.00	(5,068.00)	(440.09)	(1,245.21)	0.00
	(1,000)	0.00	(5,068.00)	(440.09)	(1,245.21)	133.36
d) Storage building						
Utilities:						
Electric	(450)	(377.65)	(453.99)	(425.48)	(361.82)	(342.83)
Security	(300)	(560.00)	(300.00)	(300.00)	(300.00)	(300.00)
Repairs and maintenance	(500)	0.00	0.00	0.00	0.00	(179.20)
	(1,250)	(937.65)	(753.99)	(725.48)	(661.82)	(822.03)
	(26,825)	(24,918.58)	(40,260.38)	(35,885.02)	(28,966.74)	(27,664.71)



4. Museum and education

B. Property

2023

	2023 Budget	2022	2021	2020	2019	2018
2 Insurance & taxes						
a) Property and liability ins.	(4,836)	(4,836.00)	(4,836.00)	(4,836.00)	(3,757.08)	(3,772.08)
b) Property tax	(3,626)	(3,625.92)	(3,624.58)	(2,731.42)	(2,590.16)	(2,688.28)
	(8,462)	(8,461.92)	(8,460.58)	(7,567.42)	(6,347.24)	(6,460.36)
3 Financing						
Loan interest expense		0.00	0.00	(35.95)	(165.12)	(223.35)
Investment income		0.00	1.86	241.84	137.30	0.00
	0	0.00	1.86	205.89	(27.82)	(223.35)
	(19,447)	(17,660.50)	(32,159.10)	(27,086.55)	(18,421.80)	(15,898.42)



4. Museum and education
 B. Property
Repairs and maintenance
 2022

<u>Date</u>	<u>Name</u>	<u>Memo/Description</u>	<u>Amount</u>
Museum			
02/05/2022	Mark Goodman	Snow Removal Jan 17 & 18, 2022	60.00
04/09/2022	PNC Bank	Carpet cleaning	378.00
05/28/2022	Jerry Ables Electric Inc.	Maintenance & filters on 4 roof top units	641.58
05/28/2022	ABCO - Protegis Fire & Safety	Annual fire extinguisher maintenance	98.75
07/02/2022	Jerry Ables Electric Inc.	Service and replacement for Rheem unit.	1,452.44
07/02/2022	Jerry Ables Electric Inc.	Checked RTU. Needs new control board.	491.23
07/23/2022	Y City Locksmith	Repair to front door lock	150.00
07/31/2022	Clay, Richard	Mowing 7/26/22	20.00
08/13/2022	Asphalt Seal Coaters, LLC	Parking lot asphalt sealant, crack sealant, striping,	2,992.70
09/03/2022	Clay, Richard	Mowing 8/19 & 8/30/22	40.00
09/19/2022	Clay, Richard	Mowing 9/27/22	20.00
09/24/2022	Clay, Richard	Mowing 9/14/22	20.00
10/01/2022	J's Lighting, LLC	Lighting upgrades	3,795.00
10/01/2022	Orme Hardware	Plumbing, Round up	37.98
11/26/2022	Jerry Ables Electric Inc.	Service & Maintenance on rooftop units	625.76
	Suplies	Various	713.13
		Proposed 2023	
		(10,500)	11,536.57
Yellow building			
	None		(1,500) 0.00
Brick building			
	None		(1,000) 0.00
Storage building			
	None		(500) 0.00
		Total all facilities	(13,500) 11,536.57




5. Administration 2023

	2023 Budget	2022	2021	2020	2019	2018
A. Staffing						
Wages	(4,340)	(4,213.90)	(4,233.60)	(4,018.30)	(4,712.10)	(4,473.64)
Payroll taxes:						
Withholdings		0.00	0.00	0.00	0.00	689.82
Payments		0.00	0.00	0.00	0.00	(706.83)
	(332)	(322.39)	(523.89)	(307.43)	(461.27)	(17.01)
Workmen's comp. ins	(50)	(34.49)	(218.55)	1,460.28	(113.44)	116.17
Unemployment	(50)	(40.54)	(337.30)	(766.47)	0.00	0.00
	(4,772)	(4,611.32)	(5,313.34)	(3,631.92)	(5,286.81)	(4,374.48)
B. Office support						
Supplies	(100)	(61.52)	(83.37)	(206.82)	(82.30)	(62.01)
Postage	(300)	(330.00)	(262.20)	(142.20)	(151.50)	(46.71)
Technology:						
Internet	(460)	(2,030.66)	(506.69)	0.00	(1,377.40)	(723.63)
Software	0	(1,440.55)	(1,755.03)	(20.37)	(888.09)	(704.74)
Hardware	0	(1,729.99)	0.00	0.00	0.00	0.00
Repairs & supplies	(100)	(127.97)	(117.92)	(50.94)	0.00	(107.99)
	(960)	(5,720.69)	(2,725.21)	(420.33)	(2,499.29)	(1,645.08)
C. Operations						
Shipping for sales:						
Collected	0	556.80	469.78	403.22	916.13	969.19
Paid	0	(565.29)	(561.58)	(316.84)	(911.75)	(1,082.18)
Sales tax:						
Collected	0	3,101.60	3,341.38	1,573.46	2,306.06	2,251.41
Paid	0	(3,188.78)	(3,107.17)	(1,640.96)	(2,737.73)	(1,951.94)
Web based commerce:						
eBay	(50)	(27.95)	(335.40)	(334.45)	(338.00)	(324.00)
PayPal	(35)	(28.29)	(34.05)	(54.85)	(90.49)	(102.32)
	(85)	(151.91)	(227.04)	(370.42)	(855.78)	(239.84)
D. Organization						
Insurance - D&O	(2,301)	(2,301.00)	(2,301.00)	(2,235.00)	(1,971.92)	(1,956.92)
Licenses and fees	(400)	(400.00)	(401.00)	(946.00)	(784.39)	(349.00)
Accounting fees	0	0.00	0.00	(1,000.00)	0.00	0.00
	(2,701)	(2,701.00)	(2,702.00)	(4,181.00)	(2,756.31)	(2,305.92)
E. Finance						
Other income	0	1.23	24.79	0.00	0.00	0.00
Bank charges	(2,400)	(2,341.78)	(2,355.63)	(1,777.23)	(2,362.75)	(2,376.24)
Cash over/short	0	3.52	(2.08)	1.70	(1.23)	18.35
	(2,400)	(2,337.03)	(2,332.92)	(1,775.53)	(2,363.98)	(2,357.89)
	(10,918)	(15,521.95)	(13,300.51)	(10,379.20)	(13,762.17)	(10,923.21)

For more information please contact

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