



National Cambridge Collectors Inc.

# Financial Report

for  
Period

**01/01/2016 TO  
12/31/2016**



# Section 1

## Summary

December 31, 2016





## Financial Report

December 31, 2016

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# Summary

December 31, 2016

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## Statement of Activity

Operating funds	Actual		More (Less)	Comparison to budget		
	12/31/16	12/31/15		Budget 12/31/2016	Variance	12/31/16
1. Member Services	\$ (16,301)	\$ (16,499)	198	(18,763)	2,462	(16,301)
2. Development	\$ 116,236	\$ 56,247	59,989	54,650	61,586	116,236
3. Events	\$ 18,766	\$ 12,650	6,116	16,550	2,216	18,766
4. Education	\$ 727	\$ 1,344	(617)	144	583	727
5. Museum						
Public operations	\$ (2,350)	\$ (1,059)	(1,291)	(2,820)	470	(2,350)
Gifft shop	\$ 32,488	\$ 37,142	(4,655)	29,090	3,398	32,488
Contents	\$ (2,341)	\$ (2,723)	382	(1,950)	(391)	(2,341)
	\$ 27,797	\$ 33,361	(5,564)	24,320	3,477	27,797
6. Administration	\$ (10,759)	\$ (10,506)	(253)	(11,985)	1,226	(10,759)
7. Facilities and financing	\$ (72,011)	\$ (58,898)	(13,113)	(47,250)	(24,761)	(72,011)
Change in all cash	\$ 64,454	\$ 17,965	46,755	17,666	46,788	64,454
<b>Endowment fund</b>	\$ (47,484)	\$ (42,995)	(4,490)	0	(47,484)	(47,484)
Change in Oprating Cash	\$ 16,970	\$ (25,030)	42,265	17,666	(696)	16,970

## Balance Sheet

### Cash and investments

	1/1/16	Change	12/31/16
Checking	49,935.19	11,015.11	60,950.30
Schwab - Unrestricted	0.00	0.00	0.00
Paypal	2,875.53	7,154.51	10,030.04
	52,810.72	18,169.62	70,980.34
Imprest	250.00	0.00	250.00
Merrill Lynch- Endowment	252,006.47	147,568.88	399,575.35
PNC CD - endowment	100,084.42	(100,084.42)	0.00
Escrow		(1,200.00)	0.00
	352,090.89	46,284.46	399,575.35
<b>Total</b>	<b>405,151.61</b>	<b>64,454.08</b>	<b>470,805.69</b>

### Fund Balance

	1/1/16	Change	12/31/16
Operating funds			
Unrestricted	51,229.22	16,541.51	67,770.73
Temporarily restricted	1,831.50	1,628.11	3,459.61
Less: Debt	(100,000.00)	58,800.00	(41,200.00)
	(46,939.28)	76,969.62	30,030.34
Globe Escrow	0.00	(1,200.00)	0.00
Endowment fund	352,090.89	47,484.46	399,575.35
Actual Cash less Debt	<b>305,151.61</b>	<b>123,254.08</b>	<b>429,605.69</b>

Total Cash & Endowment (405,152) (64,454) (470,806)



**Budget Variances**  
**Operating Funds**  
**December 31, 2016**

		Actual		More (Less)	Comparison to budget		
		12/31/16	12/31/15		Budget	Variance	12/31/16
MEMBERSHIP	1	(16,300.83)	(16,498.92)	198	(18,763)	2,462	(16,301)
* DEVELOPMENT	2	116,235.61	56,247.10	59,989	54,650	61,586	116,236
EVENTS	3	18,766.27	12,650.43	6,116	16,550	2,216 0	18,766 0
EDUCATION	4	726.53	1,344.02	(617)	144	583	727
MUSEUM	5	27,796.82	33,361.05	(5,564)	24,320	3,477	27,797
ADMINISTRATION	6	(10,758.96)	(10,505.98)	(253)	(11,985)	1,226	(10,759)
** FACILITIES & FINANCING	7	(72,011.36)	(58,898.38)	(13,113)	(47,250)	(24,761)	(72,011)
<b>TOTAL</b>		<b>64,454</b>	<b>17,699</b>	<b>46,755</b>	<b>17,666</b>	<b>46,788</b>	<b>64,454</b>

\* Because of the \$61541.44 received from the Estate of Pat Rutledge  
 \* Because of reduction of Debt by \$60,000 & renting of the Brick Building.



## Section 2

# Financial Statements

December 31, 2016



**Statement of Activity**  
December 31, 2016

1. Member Services	Actual			Comparison to budget		
	12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
A. Crystal Ball operations	(12,310)	(13,098)	787	(13,388)	1,078	(12,310)
B. Convention	4,376	2,365	2,011	600	3,776	4,376
C. General marketing	(6,107)	(3,799)	(2,308)	(4,000)	(2,107)	(6,107)
D. Member services	(2,260)	(1,967)	(292)	(1,975)	(285)	(2,260)
	<b>(16,301)</b>	<b>(16,499)</b>	<b>198</b>	<b>(18,763)</b>	<b>2,462</b>	<b>(16,301)</b>

2. Development						
A. Annual Giving	45,050	47,880	(2,830)	47,650	(2,600)	45,050
B. Special gifts	62,816	3,367	59,448	3,000	59,816	62,816
C. Projects	150	-	150	0	150	150
D. Grants	8,220	5,000	3,220	4,000	4,220	8,220
	<b>116,236</b>	<b>56,247</b>	<b>59,989</b>	<b>54,650</b>	<b>61,586</b>	<b>116,236</b>

3. Events						
A. Benefit Auction	11,863	11,554	309	11,585	278	11,863
B. Glass Show	4,536	(697)	5,233	1,140	3,396	4,536
C. Glass Dash	2,368	1,794	574	1,825	543	2,368
D. Other fundraising events	-	-	0	2,000	(2,000)	0
	<b>18,766</b>	<b>12,650</b>	<b>6,116</b>	<b>16,550</b>	<b>2,216</b>	<b>18,766</b>

4. Education						
A. Publications	752	1,649	(898)	339	413	752
B. Educational items	-	-	0	115	(115)	0
C. Research & programming	(25)	(201)	176	(200)	175	(25)
D. Activities	-	(104)	104	(110)	110	0
	<b>727</b>	<b>1,344</b>	<b>(617)</b>	<b>144</b>	<b>583</b>	<b>727</b>

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**Statement of Activity** (continued)  
December 31, 2016

5. Museum	Actual			Comparison to budget		
	12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
A. Public operations						
1) Admissions	8,836	10,114	(1,278)	10,000	(1,164)	8,836
2) Staffing	(11,186)	(11,173)	(13)	(12,820)	1,634	(11,186)
	(2,350)	(1,059)	(1,291)	(2,820)	470	(2,350)
B. Gift shop						
1) Resale glass	25,235	31,334	(6,099)	23,684	1,551	25,235
2) Other	7,188	5,699	1,489	5,256	1,932	7,188
3) Non-categorized	64	109	(45)	150	(86)	64
	32,488	37,142	(4,655)	29,090	3,398	32,488
D. Contents	(2,341)	(2,723)	382	(1,950)	(391)	(2,341)
	<b>27,797</b>	33,361	(5,564)	<b>24,320</b>	3,477	<b>27,797</b>
<b>6. Administration</b>						
A. Staffing	(5,071)	(4,632)	(439)	(4,753)	(318)	(5,071)
B. Office	(1,413)	(1,823)	409	(1,995)	582	(1,413)
C. Operations	(208)	(563)	355	(1,800)	1,592	(208)
D. Organization	(1,713)	(1,805)	92	(1,850)	137	(1,713)
E. Finance	(2,353)	(1,683)	(670)	(1,587)	(766)	(2,353)
	<b>(10,759)</b>	(10,506)	(253)	<b>(11,985)</b>	1,226	<b>(10,759)</b>
<b>7. Facilities and financing</b>						
<b>A. Facilities</b>						
Income	6,840	1,118	5,723	1,100	5,740	6,840
Expense			0			
1 Museum building	(21,439)	(15,568)	(5,871)	(18,200)	(3,239)	(21,439)
2 Storage building	(2,107)	(900)	(1,207)	(2,650)	543	(2,107)
3 Brick building	(2,297)	(2,479)	182	(2,600)	303	(2,297)
4 Yellow building	(772)	(8,757)	7,985	(2,100)	1,328	(772)
	(26,616)	(27,704)	1,088	(25,550)	(1,066)	(26,616)
<b>B. Insurance &amp; taxes</b>	(7,105)	(6,995)	(109)	(7,200)	95	(7,105)
<b>C. Financing</b>	(45,131)	(25,316)	(19,815)	(15,600)	(29,531)	(45,131)
	<b>(72,011)</b>	(58,898)	(13,113)	<b>(47,250)</b>	(24,761)	<b>(72,011)</b>
<b>Change in cash</b>						
Operating funds	<b>16,970</b>	<b>(25,280)</b>	46,755	<b>16,166</b>	804	<b>16,970</b>
Endowment fund	<b>47,484</b>	<b>42,980</b>	4,505	<b>1,500</b>	45,984	<b>47,484</b>
<b>All funds</b>	<b>64,454</b>	17,699	51,260	<b>17,666</b>	46,788	<b>64,454</b>





# Endowment Fund

December 31, 2016

Activity	Actual		More (Less)
	12/31/16	12/31/15	
Gifts	0.00	0.00	0
PNC CD & Interest	(100,084.42)	265.37	(100,350)
Additional funds	131,608.05	41,000.00	90,608
Net Change in invest.	15,960.83	1,714.18	14,247
<b>Total</b>	<b>47,484.46</b>	<b>42,979.55</b>	4,505

Comparison to budget		
Budget	Variance	12/31/16
0	0	0
0	(100,084)	(100,084)
0	131,608	131,608
1,500	14,461	15,961
<b>1,500</b>	<b>45,984</b>	<b>47,484</b>

Fund Balance	Actual		More (Less)
	12/31/16	12/31/15	
Beginning balance	352,090.89	309,111.34	42,980
Net change Investments	<b>15,961</b>	-	15,961
Current year activity	0.00	2,240.21	(2,240)
Transfer from unrestricted	31,523.63	40,739.34	(9,216)
	47,484.46	42,979.55	4,505
<b>Ending balance</b>	<b>399,575.35</b>	<b>352,090.89</b>	47,484

Comparison to budget		
Budget	Variance	12/31/16
352,091	(0)	352,091
0	15,961	15,961
1,500	(1,500)	0
0	31,524	31,524
1,500	45,984	47,484
	0	
<b>353,591</b>	<b>45,984</b>	<b>399,575</b>

**MUSEUM FOREVER RAFFLE**  
**All proceeds will go to the**  
 National Museum of Cambridge Glass Endowment Fund  
 Prize: LARGE LOT OF QUALITY CAMBRIDGE GLASS  
 for pictures go to [CambridgeGlass.org](http://CambridgeGlass.org)  
 Drawing: JUNE 27th 2014  
**at the Friday Convention Reception**  
**Winner need not be present**  
 Ticket sales limited to 500

**0001** **\$50.00 Donation**



**Balance Sheet**  
December 31, 2016

Cash and Investments	Actual			Budget
	1/1/16	More (Less)	12/31/16	12/31/16
Checking				
PNC	28,993	20,104	49,097	45,159
Peoples Bank	329	-	329	329
PNC credit card	20,613	(9,089)	11,524	20,613
Schwab - Unrestricted	-	-	-	0
Paypal	2,876	7,155	10,030	2,876
	<u>52,811</u>	<u>18,170</u>	<u>70,980</u>	<u>68,977</u>
Imprest	250	-	250	250
Less Escrow	-	(1,200)	-	-
PNC CD - endowment	100,084	(100,084)	-	85,000
Merrill Lynch - Endowment	252,006	147,569	399,575	268,591
	<u>352,091</u>	<u>47,484</u>	<u>399,575</u>	<u>353,591</u>
<b>Total Assets</b>	<b><u>405,152</u></b>	64,454	<b><u>470,806</u></b>	<b><u>422,818</u></b>
<b>Debt/ Liabilities</b>				<b>12/31/16</b>
Escrow	-	1,200	1,200	-
PNC LOAN	100,000	(100,000)	-	85,000
Private Loan	-	40,000	40,000	-
	<u>100,000</u>	<u>(58,800)</u>	<u>41,200</u>	<b><u>85,000</u></b>
<b>Net Assets</b>				<b>12/31/16</b>
Unrestricted funds	51,229	16,542	67,771	66,672
Temporarily restricted funds	1,832	1,628	3,460	2,554
Less: Debt	(100,000)	58,800	(41,200)	(85,000)
	<u>(46,939)</u>	<u>76,970</u>	<u>30,030</u>	<u>(15,774)</u>
Endowment fund	352,091	47,484	399,575	353,591
Actual funds less our debt	<u>305,152</u>	<u>124,454</u>	<b><u>429,606</u></b>	<b><u>337,817</u></b>
Escrow was not par of Income		(1,200)		
<b>Total Debt and Net Assets</b>	<b><u>405,152</u></b>	64,454	<b><u>470,806</u></b>	<b><u>422,818</u></b>



Balance Sheet  
**Debt**  
 December 31, 2016

**PNC Bank new secured loan as of 7-24-2015**

		Debt Service		Payments	Balance
		Principal	Interest		
1/1/16	\$100,000.00	100,000			
JAN			(210.45)		
FEB			(209.16)		
MAR			(196.56)		
APR			(209.54)		
MAY			(203.01)		
JUN			(211.19)		
JUL			(206.32)		
AUG			(197.49)	100,000.00	
SEP					
OCT					
NOV					
DEC					
		100,000.00	(1,643.72)	100,000.00	0.00
12/30/16	<b>0</b>				

2.44%  
 (LIBOR+ 2%)

**New Private Loan**

		Debt Service		Payments	Balance
		Principal	Interest		
	\$ 100,000.00				
		100,000.00			
				60,000.00	40,000.00
		100,000.00	0.00	60,000.00	40,000.00
	<b>40,000</b>				

1% starting Jan 1, 2017  
 Payment terms \$900 per month for 46 months.  
 Principal & interest





**Temporarily Restricted Funds**  
December 31, 2016

	Total	Temporarily Restricted Funds			
		Museum	Endowment	Facilities	Other
<b>1/1/16</b>	<b>1,832</b>	1,327	505	0	0
<b>Restricted income</b>					
GAP Grant	4,220	4,220	0	0	0
Kiwanis Grant	4,000	4,000	0	0	0
Ohio Tours	0	0			
Endowment	6,103	0	6,103	0	0
Globe 7 Escrow	1,200				1,200
	<b>15,523</b>	8,220	6,103	0	1,200
<b>Released from Restriction</b>					
GAP ADVERTISING	-4,247	-4,247	0	0	0
Museum expenditures	-3,039	-3,039	0	0	0
Endowment	-6,608	0	-6,608		0
Principal Payment	0	0	0	0	0
	<b>-13,895</b>	-7,286	-6,608	0	0
<b>Current year change</b>	<b>1,628</b>	934	-505	0	1,200
<b>12/31/16</b>	<b>3,460</b>	2,260	0	0	1,200
<b>Remaining</b>					
Restricted income	1,832	1,327	505	0	0
Additions	15,523	8,220	6,103	0	1,200
	0				
Released from Restriction	-13,895	-7,286	-6,608	0	0
<b>12/31/16</b>	<b>3,460</b>	<b>2,260</b>	<b>0</b>	<b>0</b>	<b>1,200</b>



# Non-financial assets

December 31, 2016

## A. Museum Facility

### Building

- Building purchase
- Building Improvements
- Land
- Land Improvements

### Fixtures

- Display Equipment
- Display fixtures
- Reception furniture
- Theater furniture
- Theater audio/video



## B. Service Building

- Building purchase
- Building improvements
- Land



## B. Brick Building

- Building purchase
- Land

## C. Yellow house

- Building purchase
- Building improvements
- Land

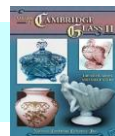
## D. Collections

- Cambridge Glass Collection
  - Owned
  - On loan
- Other Glass
- Factory equipment
- Factory paper records



## E. Education

- Library
- Films and slides
- Research and other educational material



## F. General

- Furniture and equipment
- Office hardware and software
- Kitchen equipment



## Section 3

# Operating Functions

December 31, 2016



# 1. Member Services

December 31, 2016

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A. <b>Crystal Ball operations</b>	Actual			Comparison to budget		
	12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
Publishing	(6,942.69)	(7,780.10)	837	(8,000)	1,057	(6,943)
Delivery	(5,929.57)	(5,929.64)	0	(6,000)	70	(5,930)
Advertising revenue	562.00	612.00	(50)	612	(50)	562
	<b>(12,310.26)</b>	<b>(13,097.74)</b>	<b>787</b>	<b>(13,388)</b>	<b>1,078</b>	<b>(12,310)</b>
<b>B. Convention</b>						
Convention revenue	10,714.50	9,668.00	1,047	11,200	(486)	10,715
Food	(7,749.83)	(5,973.42)	(1,776)	(8,000)	250	(7,750)
Facility rent	(1,926.50)	(1,600.00)	(327)	(1,600)	(327)	(1,927)
Donation/Mini Auction	3,895.00	0.00	3,895	0	3,895	3,895
All other expense	(556.74)	270.84	(828)	(1,000)	443	(557)
	<b>4,376.43</b>	<b>2,365.42</b>	<b>2,011</b>	<b>600</b>	<b>3,776</b>	<b>4,376</b>
<b>C. General marketing</b>						
Publicity & Web Design	(6,107.40)	(3,799.24)	(2,308)	(4,000)	(2,107)	(6,107)
Member recruitment	0.00	0.00	0	0	0	0
Support of other organizations	0.00	0.00	0	0	0	0
	<b>(6,107.40)</b>	<b>(3,799.24)</b>	<b>(2,308)</b>	<b>(4,000)</b>	<b>(2,107)</b>	<b>(6,107)</b>
<b>D. Member services</b>						
Printing	(1,541.24)	(1,111.15)	(430)	(1,100)	(441)	(1,541)
Postage	(801.86)	(883.63)	82	(900)	98	(802)
Relations	(53.00)	(7.58)	(45)	(10)	(43)	(53)
Century Club	0.00	0.00	0	0	0	0
Meetings						0
Receipts	1,025.00	1,034.50	(10)	1,035	(10)	1,025
Expense	(888.50)	(999.50)	111	(1,000)	112	(889)
	<b>(2,259.60)</b>	<b>(1,967.36)</b>	<b>(292)</b>	<b>(1,975)</b>	<b>(285)</b>	<b>(2,260)</b>
<b>Total</b>	<b>(16,300.83)</b>	<b>(16,498.92)</b>	<b>198</b>	<b>(18,763)</b>	<b>2,462</b>	<b>(16,301)</b>



## 2. Development

December 31, 2016

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1) Annual Fund	Actual			Comparison to budget			
		12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
Patron level	23.5%	10,565.00	11,235.00	(670)	11,200	(635)	10,565
Century		11,885.00	12,120.00	(235)	12,200		11,885
Mardi Gras		9,700.00	10,100.00	(400)	10,300		9,700
Japonica		6,900.00	6,200.00	700	5,900		6,900
President's Circle level		6,000.00	8,174.71	(2,175)	8,000		6,000
Benefactor level	76.5%	34,485.00	36,594.71	(2,110)	36,400	(1,915)	34,485
Special tributes	0.0%	0.00	50.00	(50)	50	(50)	0
	100.0%	<b>45,050.00</b>	47,879.71	(2,830)	47,650	(2,600)	45,050
2) Special gifts							
Unrestricted		61,746.73	2,146.39	59,600	2,000	59,747	61,747
Temporarily restricted		1,068.88	1,221.00	(152)	1,000	69	1,069
		<b>62,815.61</b>	3,367.39	59,448	3,000	59,816	62,816
3) Projects							
Scotties		150.00	0.00	150	0	150	150
Production		0.00	0.00	0	0	0	0
		<b>150.00</b>	0.00	150	0	150	150
4) Grants							
		<b>8,220.00</b>	5,000.00	3,220	4,000	4,220	8,220
<b>Total Development</b>		<b>116,235.61</b>	56,247.10	59,989	54,650	61,586	116,236





**3. Events**  
December 31, 2016

1) <b>Benefit Auction</b>	Actual			Comparison to budget		
	12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
Floor sales	45,015.00	52,881.50	(7,867)	52,000	(6,985)	45,015
Mail bids	16.00	20.05	(4)	20	(4)	16
NCC owned glass	5,525.00	4,160.00	1,365	5,000	525	5,525
Gift glass	0.00	0.00	0	0	0	0
	50,556.00	57,061.55	(6,506)	57,020	(6,464)	50,556
Consignment payments	(36,012.00)	(42,317.20)	6,305	(42,000)	5,988	(36,012)
Auctioneer fee	(2,000.60)	(2,305.26)	305	(2,500)	499	(2,001)
Gross income	12,543.40	12,439.09	104	12,520.00	23	12,543
Admission Income	194.00	240.00	(46)	240	(46)	194
Facility rental	(675.00)	(675.00)	0	(675)	0	(675)
All other cost - deposit	(199.67)	(450.56)	251	(500)	300	(200)
	<b>11,862.73</b>	11,553.53	309	<b>11,585.00</b>	278	11,863

2) <b>Glass Show</b>						
Exhibitor fees	4,935.00	3,452.00	1,483	4,000	935	4,935
Admission fees	995.00	574.00	421	600	395	995
Gross income	5,930.00	4,026.00	1,904	4,600	1,330	5,930
Facility rental	(1,800.00)	(1,600.00)	(200)	(1,600)	(200)	(1,800)
Advertising expense	(294.62)	(2,178.63)	1,884	(1,500)	1,205	(295)
Other Expenses less Deposit	700.27	(944.47)	1,645	(360)	1,060	700
	<b>4,535.65</b>	(697.10)	5,233	1,140	3,396	4,536

3) <b>Glass Dash</b>						
Exhibitor fees	1,790.00	1,365.00	425	1,400	390	1,790
Admission fees	990.00	930.00	60	900	90	990
Gross income	2,780.00	2,295.00	485	2,300	480	2,780
Other income	62.89	(26.00)	89	0	63	63
Marketing	0.00	0.00	0	0	0	0
Other expense	0.00	0.00	0	0	0	0
Facility rental	(475.00)	(475.00)	0	(475)	0	(475)
	<b>2,367.89</b>	1,794.00	574	1,825	543	2,368

4) <b>Other fundraising events</b>						
Convention event - Fundraising					0	0
Revenue	0.00	0.00	0	2,000	(2,000)	0
Expense	0.00	0.00	0		0	0
November quarterly meeting	0.00	0.00	0		0	0
	<b>0.00</b>	0.00	0	2,000	(2,000)	0

<b>Total Events</b>	<b>18,766.27</b>	12,650.43	6,116	<b>16,550</b>	2,216	<b>18,766</b>
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**4. Education**  
December 31, 2016

A. Publications	Actual		More (Less)	Comparison to budget		
	12/31/16	12/31/15		Budget 12/31/16	Variance	12/31/16
1) Sales						
a. Catalog reprints						
1903 - Bennett	0.00	12.00	(12)	12		
Nearcut	86.20	108.45	(22)	110		
1916	0.00	0.00	0	0		
1927	8.95	27.85	(19)	28		
Catalog #10	0.00	0.00	0	0		
1930-34	32.20	58.30	(26)	59		
1940	0.00	20.00	(20)	20		
1949-53	57.85	89.75	(32)	90		
1956-58	10.00	10.00	0	10		
b. Color books						
NCC color book 2	115.70	257.40	(142)	258		
Other		0.00	0	0		
c. Etching books						
Etchings book 1	138.20	156.15	(18)	160		
Etchings book 2 (non-cataloged)	51.10	12.95	38	13		
Etchings booklets	105.00	25.25	80	25		
d. Specific lines						
Caprice - books	315.20	315.20	0	315		
Caprice - DVDs	73.80	73.82	(0)	74		
Rosepoint - books	274.35	273.30	1	1,275		
Rosepoint - DVDs	97.75	117.70	(20)	117		
Rosepoint - GT	2,090.68	0.00	2,091			
e. Rock Crystal						
Rock Crystal Engravings	32.30	32.30	0	33		
Rock Crystal Listings	29.40	0.00	29	0		
f. Decorates						
Cambridge Decorates	67.25	14.95	52	15		
Other		29.95	(30)	30		
g. Types						
Stemware - Nye		0.00	0	0		
Pharmaceuticals	17.90	0.00	18	0		
Candlesticks	41.95	71.90	(30)	72		
h. Florence books		44.90	(45)	45		
i. Other book sales						
Reflections	25.00	25.00	0	25		
Museum tour guide brochures	10.00	5.00	5	5		
Miscellaneous	116.05	244.10	(128)	130		
j. Price guides		17.95	(18)	18		
	3,796.83	2,044.17	1,753	2,939	858	3,797

(Continued next page)



**4. Education** (continued)  
December 31, 2016

A. Publications (continued)	Actual			Comparison to budget		
	12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
1) Sales (from previous page)	3,796.83	2,044.17	1,753	2,939	858	3,797
2) Cost of book sales						
Specific lines	0.00	(276.25)	276	(1,500)		
Catalog reprints	0.00	0.00	0	0		
Etchings books	0.00	(94.64)	95	(100)		
Rock Crystal Engravings	0.00	0.00	0	0		
Types	0.00	0.00	0	0		
Florence	0.00	0.00	0	0		
Other publications	(3,045.00)	(23.85)	(3,021)	0		
Color books	0.00	0.00	0	0		
	(3,045.00)	(394.74)	(2,650)	(1,600)	(1,445)	(3,045)
3) Production costs	0.00	0.00	0	(1,000)	1,000	0
<b>Total Publications</b>	<b>751.83</b>	<b>1,649.43</b>	<b>(898)</b>	<b>339</b>	<b>413</b>	<b>752</b>
B. Educational items						
Crystal Lady, binders, pamphlets, etc.	0.00	0.00	0	115		0
Inventory purchases	0.00	0.00	0	0		0
	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>115</b>	<b>(115)</b>	<b>0</b>
C. Research & programming						
Research materials	0.00	(201.23)	201	(200)		
Educational resources	(25.30)	0.00	(25)	0		
	<b>(25.30)</b>	<b>(201.23)</b>	<b>176</b>	<b>(200)</b>	<b>175</b>	<b>(25)</b>
D. Activities						
Art Show	0.00	0.00	0	0	0	0
Programs	0.00	0.00	0	0	0	0
Workers reunion	0.00	(104.18)	104	(110)	0	(110)
	<b>0.00</b>	<b>(104.18)</b>	<b>104</b>	<b>(110)</b>	<b>110</b>	<b>0</b>
<b>Total</b>	<b>726.53</b>	<b>1,344.02</b>	<b>(617)</b>	<b>144</b>	<b>583</b>	<b>727</b>



## 5. Museum

December 31, 2016

A. Public operations	Actual			Comparison to budget		
	12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
1) Admissions	8,836	10,114	(1,278)	10,000	(1,164)	8,836
2) Staffing						
Wages	(9,913)	(10,177)	264	(11,629)	1,716	(9,913)
Payroll taxes:						
Withholdings	1,711	1,854	(143)	2,103		1,711
Payments	(2,983)	(2,850)	(134)	(3,294)		(2,983)
	(1,273)	(996)	(277)	(1,191)	(82)	(1,273)
Staffing	(11,186)	(11,173)	(13)	(12,820)	1,634	(11,186)
	<b>(2,350)</b>	<b>(1,059)</b>	<b>(1,291)</b>	<b>(2,820)</b>	<b>470</b>	<b>(2,350)</b>
<b>B. Gift Shop</b>						
1) Resale glass						
Cambridge glass	31,661	47,508	(15,847)	43,000	(11,339)	31,661
Mosser/Boyd	106	112	(6)	112	(6)	106
Global	40	148	(108)	150	(110)	40
Shaker tops	-	112	(112)	112	(112)	0
Other	335	370	(35)	350	(15)	335
Convention favors	-	60	(60)	60	(60)	0
	32,143	48,310	(16,168)	43,784	(11,641)	32,143
Inventory purchases						
Cambridge	(6,595)	(16,745)	10,150	(20,000)	13,405	(6,595)
Other	(312)	(232)	(80)	(100)	(212)	(312)
	(6,907)	(16,976)	10,069	(20,100)	13,193	(6,907)
	25,235	31,334	(6,099)	23,684	1,551	25,235
2) Miscellaneous						
Printed materials	63	159	(96)	153		63
Pins and patches & pencils	30	103	(73)	90		30
Ornaments	3,760	-	3,760	13		3,760
Miscellaneous	400	208	192	200		400
Jewelry	2,380	2,160	220	2,000		2,380
NCC shopping bags	40	55	(15)	50		40
Christmas	515	3,015	(2,500)	3,000		515
	7,188	5,699	1,489	5,506		7,188
Inventory purchases	-	-	0	(250)		0
	7,188	5,699	1,489	5,256	1,932	7,188
3) Non-categorized sales	64	109	(45)	150	(86)	64
	<b>32,488</b>	<b>37,142</b>	<b>(4,655)</b>	<b>29,090</b>	<b>3,398</b>	<b>32,488</b>
<b>C. Contents</b>						
1) Cambridge Glass Company						
Glass collection purchases	-	-	0			0
Materials and equipment	(700)	-	(700)			(700)
Factory business records	-	-	0			0
2) General						
Display materials	(297)	(424)	127	(450)		(297)
Furniture and equipment	(1,344)	(2,299)	954	(1,500)		(1,344)
	<b>(2,341)</b>	<b>(2,723)</b>	<b>382</b>	<b>(1,950)</b>	<b>(391)</b>	<b>(2,341)</b>
	<b>27,797</b>	<b>33,361</b>	<b>(5,564)</b>	<b>24,320</b>	<b>3,477</b>	<b>27,797</b>



6. Administration

December 31, 2016

A.	<b>Staffing</b>	Actual			Comparison to budget		
		12/31/16	12/31/15	More (Less)	Budget 12/31/16	Variance	12/31/16
	Wages	(4,635)	(4,221)	(414)	(4,330)	(305)	(4,635)
	Payroll taxes:						
	Withholdings	745	641	104	658		745
	Payments	(1,182)	(1,053)	(129)	(1,081)		(1,182)
		(436)	(411)	(25)	(423)	(13)	(436)
		<b>(5,071)</b>	<b>(4,632)</b>	<b>(439)</b>	<b>(4,753)</b>	<b>(318)</b>	<b>(5,071)</b>
B.	<b>Office</b>						
	Supplies	(309)	(512)	203	(500)	191	(309)
	Postage	(106)	(159)	53	(160)	54	(106)
	Conference calling	(371)	(532)	161	(550)	179	(371)
	Technology:						0
	DSL	(325)	(275)	(50)	(300)	(25)	(325)
	Software	(248)	(260)	12	(300)	52	(248)
	Hardware	-	-	0	0	0	0
	Repairs & supplies	(54)	(84)	30	(185)	131	(54)
		<b>(1,413)</b>	<b>(1,823)</b>	<b>409</b>	<b>(1,995)</b>	<b>582</b>	<b>(1,413)</b>
C.	<b>Operations</b>						
	Shipping for sales:						
	Collected	581	331	251	320	261	581
	Paid	(350)	(318)	(32)	(320)	(30)	(350)
	Sales tax:						
	Collected	2,702	3,531	(828)	3,500	(798)	2,702
	Paid	(2,665)	(3,504)	839	(3,500)	835	(2,665)
	Web based commerce:						
	Ebay	(243)	(137)	(107)	(150)	(93)	(243)
	Website	-	(306)	306	(1,500)	1,500	0
	Paypal	(234)	(160)	(74)	(150)	(84)	(234)
		<b>(208)</b>	<b>(563)</b>	<b>355</b>	<b>(1,800)</b>	<b>1,592</b>	<b>(208)</b>
D.	<b>Organization</b>						
	Insurance - D&O	(895)	(895)	0	(900)	5	(895)
	Licenses and fees	(818)	(847)	29	(850)	32	(818)
	Other		(63)	63	(100)	100	0
		<b>(1,713)</b>	<b>(1,805)</b>	<b>92</b>	<b>(1,850)</b>	<b>137</b>	<b>(1,713)</b>
E.	<b>Finance</b>						
	Other income	-	13	(13)	13	(13)	0
	Bank charges	(2,347)	(1,692)	(655)	(1,600)	(747)	(2,347)
	Cash over/short	(7)	(4)	(2)	0	(7)	(7)
		-	-	0	0	0	0
		<b>(2,353)</b>	<b>(1,683)</b>	<b>(670)</b>	<b>(1,587)</b>	<b>(766)</b>	<b>(2,353)</b>
	<b>Total</b>	<b>(10,759)</b>	<b>(10,506)</b>	<b>(253)</b>	<b>(11,985)</b>	<b>1,226</b>	<b>(10,759)</b>



**7. Facilities and financing**  
December 31, 2016

A. <b>Facilities</b>	Actual		More (Less)	Comparison to budget		
	12/31/16	12/31/15		Budget 12/31/16	Variance	12/31/16
<b>Income</b>						
Parking space rentals	990	1,118	(128)	1,100	(110)	990
Brick & Yellow building rent	5,850	-	5,850	0	5,850	5,850
	6,840	1,118	5,723	1,100	5,740	6,840
<b>Expense</b>						
<b>1) Museum facility</b>						
a. Utilities						
Electric	(8,979)	(10,040)	1,061	(10,500)	1,521	(8,979)
Telephone	(577)	(542)	(35)	(600)	23	(577)
Water	(247)	(248)	1	(250)	3	(247)
Security	(442)	(1,217)	775	(1,300)	858	(442)
	(10,245)	(12,047)	1,802	(12,650)	2,405	(10,245)
b. Maint. and Improvements						
	(11,194)	(3,521)	(7,673)	(5,550)	(5,644)	(11,194)
	(21,439)	(15,568)	(5,871)	(18,200)	(3,239)	(21,439)
<b>2) Storage building</b>						
Electric	(307)	(350)	43	(350)	43	(307)
Security	(300)	(300)	0	(300)	0	(300)
Maintenance	(1,500)	(250)	(1,250)	(2,000)	500	(1,500)
	(2,107)	(900)	(1,207)	(2,650)	543	(2,107)
<b>3) Brick building</b>						
Utilities	(762)	(1,640)	878	(1,700)	938	(762)
Repairs-Maint. & Commission,	(1,534)	(839)	(696)	(900)	(634)	(1,534)
	(2,297)	(2,479)	182	(2,600)	303	(2,297)
<b>4) Yellow house</b>						
Utilities	(638)	(1,032)	394	(1,100)	462	(638)
Repairs and Maintenance	(134)	(7,725)	7,591	(1,000)	866	(134)
	(772)	(8,757)	7,985	(2,100)	1,328	(772)
	<b>(26,616)</b>	<b>(27,704)</b>	<b>1,088</b>	<b>(25,550)</b>	<b>(1,066)</b>	<b>(26,616)</b>
<b>B. Insurance &amp; taxes</b>						
Property and liability insurance	(4,469)	(4,335)	(134)	(4,500)	31	(4,469)
Property tax:						0
Museum property	(202)	(190)	(12)	(200)	(2)	(202)
Yellow and Brick buildings	(2,434)	(2,471)	37	(2,500)	66	(2,434)
	(2,636)	(2,660)	25	(2,700)	64	(2,636)
	<b>(7,105)</b>	<b>(6,995)</b>	<b>(109)</b>	<b>(7,200)</b>	<b>95</b>	<b>(7,105)</b>
<b>C. Financing</b>						
Property transactions:						
Principal payments	(60,000)	(25,000)	(35,000)	(15,000)	(45,000)	(60,000)
Transaction costs	-	-	0	0	0	0
	(60,000)	(25,000)	(35,000)	(15,000)	(45,000)	(60,000)
Finance transactions:						
PNC CD Interest Income	137	337	(200)	0	137	137
PNC loan interest	(1,644)	(2,352)	708	(2,400)	756	(1,644)
Merrill Lynch Fees	(3,351)	(277)	(3,075)	(3,500)	149	(3,351)
	(4,858)	(2,291)	(2,567)	(5,900)	1,042	(4,858)
Endowment Gifts	415	52	363			415
Merrill Lynch Invest Income	19,312	1,923	17,389	5,300	14,012	19,312
	19,727	1,975	17,752.48			19,727
	<b>(45,131)</b>	<b>(25,316)</b>	<b>(19,814.55)</b>	<b>(15,600)</b>	<b>(29,946)</b>	<b>(45,131)</b>
<b>Total</b>	<b>(72,011)</b>	<b>(58,898)</b>	<b>(13,113)</b>	<b>(47,250)</b>	<b>(25,176)</b>	<b>(72,011)</b>

**National Cambridge Collectors**  
**Profit and Loss**  
 January - December 2016

	Jan - Dec 2016	Jan - Dec 2015 (PY)	% of Row
<b>Income</b>			
<b>110000 1. Member Services - Income</b>			
<b>111000 A. Crystal Ball operations</b>			
111001 CB advertising sales	562.00	612.00	100.00%
<b>Total 111000 A. Crystal Ball operations</b>	<b>\$ 562.00</b>	<b>\$ 612.00</b>	<b>100.00%</b>
<b>112000 B. Convention</b>			
112001 Convention income	10,714.50	9,668.00	100.00%
<b>Total 112000 B. Convention</b>	<b>\$ 10,714.50</b>	<b>\$ 9,668.00</b>	<b>100.00%</b>
<b>113000 D. Membership</b>			
113001 November quarterly meeting	1,025.00	1,034.50	100.00%
<b>Total 113000 D. Membership</b>	<b>\$ 1,025.00</b>	<b>\$ 1,034.50</b>	<b>100.00%</b>
<b>Total 110000 1. Member Services - Income</b>	<b>\$ 12,301.50</b>	<b>\$ 11,314.50</b>	<b>100.00%</b>
<b>210000 2. Development - Income</b>			
<b>211000 A. Fundraising</b>			
<b>211100 1) Annual Giving</b>			
<b>211110 Current Friends</b>			
211111 Patron	10,565.00	11,235.00	100.00%
211113 Benefactor - Century	11,885.00	12,120.00	100.00%
211114 Benefactor - Mardi Gras	9,700.00	10,100.00	100.00%
211115 Benefactor - Japonica	6,900.00	6,200.00	100.00%
211116 President's Circle	6,000.00	8,174.71	100.00%
<b>Total 211110 Current Friends</b>	<b>\$ 45,050.00</b>	<b>\$ 47,829.71</b>	<b>100.00%</b>
<b>211117 Special tributes</b>			
211119 Special tributes - Friends		50.00	
<b>Total 211117 Special tributes</b>	<b>\$ 0.00</b>	<b>\$ 50.00</b>	
<b>Total 211100 1) Annual Giving</b>	<b>\$ 45,050.00</b>	<b>\$ 47,879.71</b>	<b>100.00%</b>
<b>211300 2) Gifts</b>			
<b>211320 Designated</b>			
211326 Other designations	1,068.88	1,221.00	100.00%
<b>Total 211320 Designated</b>	<b>\$ 1,068.88</b>	<b>\$ 1,221.00</b>	<b>100.00%</b>
<b>211340 Undesignated</b>	61,746.73	2,146.39	100.00%
<b>Total 211300 2) Gifts</b>	<b>\$ 62,815.61</b>	<b>\$ 3,367.39</b>	<b>100.00%</b>
<b>211500 3) Projects</b>			
<b>211510 Scottie sales</b>			
211511 Cobalt	50.00		100.00%
211515 Crystal Opalescent	100.00		100.00%
<b>Total 211510 Scottie sales</b>	<b>\$ 150.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>Total 211500 3) Projects</b>	<b>\$ 150.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>211600 4) Grants</b>	8,220.00	5,000.00	100.00%
<b>Total 211000 A. Fundraising</b>	<b>\$ 116,235.61</b>	<b>\$ 56,247.10</b>	<b>100.00%</b>
<b>Total 210000 2. Development - Income</b>	<b>\$ 116,235.61</b>	<b>\$ 56,247.10</b>	<b>100.00%</b>
<b>310000 3. Events - income</b>			
<b>312100 A. Benefit Auction</b>			
<b>312101 Glass sales</b>			
312103 Floor sales	50,540.00	57,041.50	100.00%
312104 Mail bids	16.00	20.05	100.00%

312106 Glass Purchased by Gift Shop	0.00		
<b>Total 312101 Glass sales</b>	<b>\$ 50,556.00</b>	<b>\$ 57,061.55</b>	<b>100.00%</b>
312108 Admission income	194.00	240.00	100.00%
<b>Total 312100 A. Benefit Auction</b>	<b>\$ 50,750.00</b>	<b>\$ 57,301.55</b>	<b>100.00%</b>
<b>312200 B. Glass Show</b>			
312201 Exhibitor fees	4,935.00	3,452.00	100.00%
312202 Admissions	995.00	574.00	100.00%
<b>Total 312200 B. Glass Show</b>	<b>\$ 5,930.00</b>	<b>\$ 4,026.00</b>	<b>100.00%</b>
<b>312300 C. Glass Dash</b>			
312301 Exhibitor fees	1,790.00	1,365.00	100.00%
312302 Admissions	990.00	930.00	100.00%
312303 Other receipts and disbursements	62.89	-26.00	100.00%
<b>Total 312300 C. Glass Dash</b>	<b>\$ 2,842.89</b>	<b>\$ 2,269.00</b>	<b>100.00%</b>
<b>312400 D. Other fundraising events</b>			
312401 Convention event	3,895.00		100.00%
<b>Total 312400 D. Other fundraising events</b>	<b>\$ 3,895.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>Total 310000 3. Events - income</b>	<b>\$ 63,417.89</b>	<b>\$ 63,596.55</b>	<b>100.00%</b>
<b>410000 4. Education - Income</b>			
<b>411000 1) Sales</b>			
<b>411100 Catalog reprints</b>			
411101 1930-34 reprint	32.20	58.30	100.00%
411102 1940 reprint		20.00	
411103 1949-53 reprint	57.85	89.75	100.00%
411104 1956-58 reprint	10.00	10.00	100.00%
411105 Bennett 1903 reprint		12.00	
411106 Nearcut reprint	86.20	108.45	100.00%
411107 Smith 1927 reprint	8.95	27.85	100.00%
<b>Total 411100 Catalog reprints</b>	<b>\$ 195.20</b>	<b>\$ 326.35</b>	<b>100.00%</b>
<b>411200 Color books</b>			
411201 NCC Color book 2	115.70	257.40	100.00%
<b>Total 411200 Color books</b>	<b>\$ 115.70</b>	<b>\$ 257.40</b>	<b>100.00%</b>
<b>411300 Etching books</b>			
411310 Etchings book 1	138.20	156.15	100.00%
411320 Etchings book 2 (non-cataloged)	51.10	12.95	100.00%
<b>411330 Etchings booklets</b>			
411331 Chantilly	17.30		100.00%
411332 Portia	7.15		100.00%
411333 Candlelight	7.15		100.00%
411334 Wildflower	36.20	25.25	100.00%
411335 Diane	15.10		100.00%
411336 Elaine	14.95		100.00%
411337 Blossomtime	7.15		100.00%
<b>Total 411330 Etchings booklets</b>	<b>\$ 105.00</b>	<b>\$ 25.25</b>	<b>100.00%</b>
<b>Total 411300 Etching books</b>	<b>\$ 294.30</b>	<b>\$ 194.35</b>	<b>100.00%</b>
<b>411400 Specific lines</b>			
411401 Caprice	315.20	315.20	100.00%
411402 Rosepoint	274.35	273.30	100.00%
411403 Rosepoint DVD	97.75	117.70	100.00%
411404 Carpice DVD	73.80	73.82	100.00%
411409 Rosepoint/GT	2,090.68		100.00%
<b>Total 411400 Specific lines</b>	<b>\$ 2,851.78</b>	<b>\$ 780.02</b>	<b>100.00%</b>
<b>411500 Rock Crystal</b>			
411501 Rock Crystal Engravings	32.30	32.30	100.00%
411502 Rock Crystal Product Listings	29.40		100.00%
<b>Total 411500 Rock Crystal</b>	<b>\$ 61.70</b>	<b>\$ 32.30</b>	<b>100.00%</b>



<b>411600 Decorates</b>			
411601 Cambridge Decorates	67.25	14.95	100.00%
411602 Charlton Decorates		29.95	
<b>Total 411600 Decorates</b>	<b>\$ 67.25</b>	<b>\$ 44.90</b>	<b>100.00%</b>
<b>411700 Types</b>			
411702 Candlestick books	41.95	71.90	100.00%
411704 Pharmaceuticals	17.90		100.00%
<b>Total 411700 Types</b>	<b>\$ 59.85</b>	<b>\$ 71.90</b>	<b>100.00%</b>
<b>411800 Florence books</b>			
411800 Florence books		44.90	
<b>411900 Other book sales</b>			
411902 Reflections	25.00	25.00	100.00%
411903 Mus.Tour Guide Brochures	10.00	5.00	100.00%
411904 Miscellaneous	60.65	129.20	100.00%
<b>Total 411900 Other book sales</b>	<b>\$ 95.65</b>	<b>\$ 159.20</b>	<b>100.00%</b>
<b>411950 Price guides</b>			
411956 Price guides - other		17.95	
<b>Total 411950 Price guides</b>	<b>\$ 0.00</b>	<b>\$ 17.95</b>	
<b>Total 411000 1) Sales</b>	<b>\$ 3,741.43</b>	<b>\$ 1,929.27</b>	<b>100.00%</b>
<b>414000 B. Royalties</b>			
414000 B. Royalties	3.45		100.00%
<b>415000 C. Miscellaneous</b>			
415003 Pamphlets	51.95	114.90	100.00%
<b>Total 415000 C. Miscellaneous</b>	<b>\$ 51.95</b>	<b>\$ 114.90</b>	<b>100.00%</b>
<b>Total 410000 4. Education - Income</b>	<b>\$ 3,796.83</b>	<b>\$ 2,044.17</b>	<b>100.00%</b>
<b>510000 5. Museum - Income</b>			
<b>511000 A. Public Operations</b>			
511100 Museum admissions	8,836.00	10,114.12	100.00%
<b>Total 511000 A. Public Operations</b>	<b>\$ 8,836.00</b>	<b>\$ 10,114.12</b>	<b>100.00%</b>
<b>513000 B. Gift Shop</b>			
<b>513200 1) Resale glass</b>			
513201 Cambridge Glass	31,661.25	47,508.28	100.00%
513202 Mosser	70.00	20.00	100.00%
513203 Boyd	36.00	92.00	100.00%
513205 Global	40.00	148.20	100.00%
513206 Shaker tops		112.00	
513207 Other glass sales	335.30	370.00	100.00%
513308 Convention favors		60.00	
<b>Total 513200 1) Resale glass</b>	<b>\$ 32,142.55</b>	<b>\$ 48,310.48</b>	<b>100.00%</b>
<b>513309 Marbles</b>			
513309 Marbles	64.00		100.00%
<b>513400 3) Miscellaneous</b>			
<b>513401 Printed materials</b>			
513402 Factory picture sales		52.50	
513403 Post cards	63.00	106.00	100.00%
<b>Total 513401 Printed materials</b>	<b>\$ 63.00</b>	<b>\$ 158.50</b>	<b>100.00%</b>
<b>513500 Other items</b>			
513501 Tie Tacs and Pins	25.00	90.00	100.00%
513504 Logo pencils	5.00	12.50	100.00%
513506 Miscellaneous	336.00	207.90	100.00%
513507 Jewelry sales	2,380.00	2,160.00	100.00%
513508 Christmas	515.00	3,015.00	100.00%
513509 NCC Bags	40.00	55.00	100.00%
513510 Christmas Ornaments	3,760.00		100.00%
<b>Total 513500 Other items</b>	<b>\$ 7,061.00</b>	<b>\$ 5,540.40</b>	<b>100.00%</b>
<b>Total 513400 3) Miscellaneous</b>	<b>\$ 7,124.00</b>	<b>\$ 5,698.90</b>	<b>100.00%</b>
<b>513999 CC sales not detailed</b>			
513999 CC sales not detailed	64.35	109.10	100.00%
<b>Total 513000 B. Gift Shop</b>	<b>\$ 39,394.90</b>	<b>\$ 54,118.48</b>	<b>100.00%</b>

Total 510000 5. Museum - Income	\$ 48,230.90	\$ 64,232.60	100.00%
610000 6. Administration - income			
613100 Income			
613200 Other Income		12.93	
Total 613100 Income	\$ 0.00	\$ 12.93	
Total 610000 6. Administration - income	\$ 0.00	\$ 12.93	
710000 7. Facilities and financing - income			
711000 A. Facilities income			
711001 Parking space rentals	990.00	1,117.50	100.00%
711002 Brick Building Income	0.00		
711003 Brick Building Rent Income	5,850.00		100.00%
Total 711000 A. Facilities income	\$ 6,840.00	\$ 1,117.50	100.00%
713300 Investment income			
713310 Unrestricted Funds			
713311 Schwab - money market		71.88	
Total 713310 Unrestricted Funds	\$ 0.00	\$ 71.88	
Total 713300 Investment income	\$ 0.00	\$ 71.88	
income	\$ 6,840.00	\$ 1,189.38	100.00%
910000 9. Endowment			
910010 Endowment gifts	415.00	52.00	100.00%
910050 Endowment investment income			
913321 PNC CD Interest	136.87	265.37	100.00%
913323 Schwab - investments		0.00	
913324 ML Change in Investments	13,346.13	1,922.84	100.00%
913325 ML Interest/Dividends	5,966.19		100.00%
Total 910050 Endowment investment income	\$ 19,449.19	\$ 2,188.21	100.00%
Total 910000 9. Endowment	\$ 19,864.19	\$ 2,240.21	100.00%
Total Income	\$ 270,686.92	\$ 200,877.44	100.00%
Gross Profit	\$ 270,686.92	\$ 200,877.44	100.00%
Expenses			
120000 1. Member Services - Expense			
121000 A. CrystalBall operations			
121002 Publishing	6,942.69	7,780.10	100.00%
121003 Postage	5,929.57	5,929.64	100.00%
Total 121000 A. CrystalBall operations	\$ 12,872.26	\$ 13,709.74	100.00%
122000 B. Convention			
122003 Food	7,749.83	5,973.42	100.00%
122004 Facility rent	1,926.50	1,600.00	100.00%
122005 Favors	189.50		100.00%
122007 Allotherexpense	353.24	-270.84	100.00%
122009 Marketing	14.00		100.00%
Total 122000 B. Convention	\$ 10,233.07	\$ 7,302.58	100.00%
123000 C. General marketing			
123100 Advertising	6,107.40	3,799.24	100.00%
Total 123000 C. General marketing	\$ 6,107.40	\$ 3,799.24	100.00%
123400 D. Membership			
123401 Printing	1,541.24	1,111.15	100.00%
123402 Postage	801.86	883.63	100.00%
123403 Relations	53.00	7.58	100.00%
123408 Meetings			
123310 Quarterly meeting	888.50	999.50	100.00%
Total 123408 Meetings	\$ 888.50	\$ 999.50	100.00%
Total 123400 D. Membership	\$ 3,284.60	\$ 3,001.86	100.00%
Total 120000 1. Member Services - Expense	\$ 32,497.33	\$ 27,813.42	100.00%
300000 3. Events			

<b>322100 A. Auction</b>			
322104 Consignment payments	36,012.00	42,317.20	100.00%
322105 Auctioneer fee	2,000.60	2,305.26	100.00%
322106 Facility rental	675.00	675.00	100.00%
322107 All other	537.17	450.56	100.00%
322108 322108 March Auction Deposit	-337.50	0.00	100.00%
<b>Total 322100 A. Auction</b>	<b>\$ 38,887.27</b>	<b>\$ 45,748.02</b>	<b>100.00%</b>
<b>322200 B. Glass Show</b>			
322203 Room rentals	1,800.00	1,600.00	100.00%
322205 Advertising expense	294.62	2,178.63	100.00%
322206 Other	155.98	56.97	100.00%
322208 322208 Glass show deposit	-856.25	887.50	100.00%
<b>Total 322200 B. Glass Show</b>	<b>\$ 1,394.35</b>	<b>\$ 4,723.10</b>	<b>100.00%</b>
<b>322300 C. GlassDash</b>			
322304 Facilityrental	475.00	475.00	100.00%
<b>Total 322300 C. GlassDash</b>	<b>\$ 475.00</b>	<b>\$ 475.00</b>	<b>100.00%</b>
<b>Total 300000 3. Events</b>	<b>\$ 40,756.62</b>	<b>\$ 50,946.12</b>	<b>100.00%</b>
<b>420000 4. Education - Expense</b>			
<b>421000 A. Publications</b>			
<b>421100 Purchased inventory</b>			
421130 Etchings books		94.64	
421140 Specific lines		276.25	
421190 Other publications	3,045.00	23.85	100.00%
<b>Total 421100 Purchased inventory</b>	<b>\$ 3,045.00</b>	<b>\$ 394.74</b>	<b>100.00%</b>
<b>Total 421000 A. Publications</b>	<b>\$ 3,045.00</b>	<b>\$ 394.74</b>	<b>100.00%</b>
<b>425000 C. Research materials</b>			
425001 Research materials		201.23	
425002 Educational resources	25.30		100.00%
<b>Total 425000 C. Research materials</b>	<b>\$ 25.30</b>	<b>\$ 201.23</b>	<b>100.00%</b>
<b>426000 D. Activities</b>			
426001 Workers reunion		104.18	
<b>Total 426000 D. Activities</b>	<b>\$ 0.00</b>	<b>\$ 104.18</b>	
<b>Total 420000 4. Education - Expense</b>	<b>\$ 3,070.30</b>	<b>\$ 700.15</b>	<b>100.00%</b>
<b>520000 5. Museum - Expense</b>			
<b>521000 A. Public operations</b>			
<b>521200 2) Staffing</b>			
521210 Hourly wages	9,913.40	10,177.37	100.00%
<b>521220 Payroll taxes withheld</b>			
521221 Federal IT withheld	-490.00	-560.00	100.00%
521223 FICA and Medicare withheld	-758.48	-794.66	100.00%
521225 Ohio State IT withheld	-264.16	-296.22	100.00%
521227 Cambridge City IT withheld	-198.27	-203.27	100.00%
<b>Total 521220 Payroll taxes withheld</b>	<b>-\$ 1,710.91</b>	<b>-\$ 1,854.15</b>	<b>100.00%</b>
<b>521230 Payroll taxes paid</b>			
521231 Federal (IRS) payments	2,006.75	2,114.49	100.00%
521233 State (Ohio) payments	264.16	296.22	100.00%
521234 City (Cambridge) payments	198.26	203.20	100.00%
insurance	514.32	235.77	100.00%
<b>Total 521230 Payroll taxes paid</b>	<b>\$ 2,983.49</b>	<b>\$ 2,849.68</b>	<b>100.00%</b>
<b>Total 521200 2) Staffing</b>	<b>\$ 11,185.98</b>	<b>\$ 11,172.90</b>	<b>100.00%</b>
<b>Total 521000 A. Public operations</b>	<b>\$ 11,185.98</b>	<b>\$ 11,172.90</b>	<b>100.00%</b>
<b>521500 B. Gift shop</b>			
<b>521510 1) Resale glass</b>			
523004 Inventory purchases	6,595.20	16,644.82	100.00%
523102 Cambridge Glass		100.00	

Total 523004 Inventory purchases	\$ 0.00	\$ 100.00	
Total 521510 1) Resale glass	\$ 6,595.20	\$ 16,744.82	100.00%
521530 2) Non-glass	312.02	231.53	100.00%
Total 521500 B. Gift shop	\$ 6,907.22	\$ 16,976.35	100.00%
523000 C. Contents			
523002 Factory equipment	700.00		100.00%
523005 Display fixtures	132.46	255.19	100.00%
523006 Display materials	164.25	168.50	100.00%
523007 Furniture and equipment	1,344.17	1,374.00	100.00%
Audio video equipment		924.61	
Total 523007 Furniture and equipment	\$ 1,344.17	\$ 2,298.61	100.00%
Total 523000 C. Contents	\$ 2,340.88	\$ 2,722.30	100.00%
Total 520000 5. Museum - Expense	\$ 20,434.08	\$ 30,871.55	100.00%
620000 6. Administration - expense			
621000 A. Staffing			
621010 Salaries	4,635.19	4,220.92	100.00%
621020 Payroll taxes withheld			
621021 Federal IT withheld	-182.00	-147.00	100.00%
621022 FICA and Medicare withheld	-354.64	-322.86	100.00%
621023 Ohio State IT withheld	-116.00	-87.00	100.00%
621024 Cambridge City IT withheld	-92.71	-84.40	100.00%
Total 621020 Payroll taxes withheld	-\$ 745.35	-\$ 641.26	100.00%
621030 Payroll taxes paid			
621031 Federal (IRS) payments	891.18	792.80	100.00%
621033 State (Ohio) payments	116.00	87.00	100.00%
621034 City (Cambridge) payments	92.71	84.43	100.00%
621040 Workers compensation insurance	81.68	88.38	100.00%
Total 621030 Payroll taxes paid	\$ 1,181.57	\$ 1,052.61	100.00%
Total 621000 A. Staffing	\$ 5,071.41	\$ 4,632.27	100.00%
622000 B. Office			
622010 Telephone			
622012 Conference calls	370.84	532.04	100.00%
Total 622010 Telephone	\$ 370.84	\$ 532.04	100.00%
622020 Supplies	309.27	512.06	100.00%
622030 Postage	106.04	159.20	100.00%
622040 Licenses, fees, and dues	818.00	847.30	100.00%
622050 Office Machines			
622051 Supplies	26.98	84.50	100.00%
622052 Software	247.61	259.94	100.00%
622054 Repairs and maintenance	27.50		100.00%
622055 DSL	325.00	275.00	100.00%
Total 622050 Office Machines	\$ 627.09	\$ 619.44	100.00%
622060 Bank charges			
622061 Checking accounts	3.00	0.00	100.00%
622062 Credit cards	2,343.79	1,691.52	100.00%
Total 622060 Bank charges	\$ 2,346.79	\$ 1,691.52	100.00%
Total 622000 B. Office	\$ 4,578.03	\$ 4,361.56	100.00%
623000 C. Operations			
623010 Shipping			
623011 Collected	-581.40	-330.85	100.00%
623012 Paid	349.68	317.84	100.00%
Total 623010 Shipping	-\$ 231.72	-\$ 13.01	100.00%
623020 Web based commerce			
623021 Ebay fees	243.42	136.71	100.00%
623022 Website		306.24	

623023 Paypal	233.91	159.53	100.00%
<b>Total 623020 Web based commerce</b>	<b>\$ 477.33</b>	<b>\$ 602.48</b>	<b>100.00%</b>
623060 Sales tax			
623061 Collected	-2,702.32	-3,530.53	100.00%
623062 Paid	2,664.55	3,503.63	100.00%
<b>Total 623060 Sales tax</b>	<b>-\$ 37.77</b>	<b>-\$ 26.90</b>	<b>100.00%</b>
623090 Cash over/short	6.68	4.47	100.00%
<b>Total 623000 C. Operations</b>	<b>\$ 214.52</b>	<b>\$ 567.04</b>	<b>100.00%</b>
624000 D. Organization			
624010 Insurance - D&O	895.00	895.00	100.00%
624020 Professional fees		64.00	
<b>Total 624000 D. Organization</b>	<b>\$ 895.00</b>	<b>\$ 959.00</b>	<b>100.00%</b>
625000 E. Unclassified		-0.96	
<b>Total 620000 6. Administration - expense</b>	<b>\$ 10,758.96</b>	<b>\$ 10,518.91</b>	<b>100.00%</b>
720000 7. Facilities and financing			
721000 A. Facilities expense			
722000 1. Museum building			
722100 1) Utilites			
722101 Electric	9,004.72	10,040.03	100.00%
722102 Telephone	577.36	541.92	100.00%
722103 Security	442.00	1,217.00	100.00%
722104 Water	247.42	248.48	100.00%
<b>Total 722100 1) Utilites</b>	<b>\$ 10,271.50</b>	<b>\$ 12,047.43</b>	<b>100.00%</b>
722500 2) Maintenance and improvements			
722501 Repairs and maintenance	10,734.54	3,030.67	100.00%
722502 Building improvements	185.81		100.00%
722503 Supplies	153.54	239.94	100.00%
Snow removal	120.00	250.00	100.00%
<b>improvements</b>	<b>\$ 11,193.89</b>	<b>\$ 3,520.61</b>	<b>100.00%</b>
<b>Total 722000 1. Museum building</b>	<b>\$ 21,465.39</b>	<b>\$ 15,568.04</b>	<b>100.00%</b>
723000 2. Brick Building Expenses	1,000.00		100.00%
723100 Brick Building Utilities	762.42	1,640.36	100.00%
723200 Brick Building Repairs & Maint	534.13	838.56	100.00%
<b>Total 723000 2. Brick Building Expenses</b>	<b>\$ 2,296.55</b>	<b>\$ 2,478.92</b>	<b>100.00%</b>
724000 3. Small House Expenses			
724100 Small House Utilities	638.16	1,031.95	100.00%
724200 Small House Repairs & Maint	134.25	7,725.14	100.00%
<b>Total 724000 3. Small House Expenses</b>	<b>\$ 772.41</b>	<b>\$ 8,757.09</b>	<b>100.00%</b>
725000 4. Storage building			
725100 Utilities			
725101 Electric	281.23	349.88	100.00%
725102 Security	300.00	300.00	100.00%
<b>Total 725100 Utilities</b>	<b>\$ 581.23</b>	<b>\$ 649.88</b>	<b>100.00%</b>
725200 Repairs and maintenance	1,500.00	250.00	100.00%
<b>Total 725000 4. Storage building</b>	<b>\$ 2,081.23</b>	<b>\$ 899.88</b>	<b>100.00%</b>
<b>Total 721000 A. Facilities expense</b>	<b>\$ 26,615.58</b>	<b>\$ 27,703.93</b>	<b>100.00%</b>
726000 B. Insurance and property taxes			
726100 Insurance - property and liability	4,469.00	4,335.00	100.00%
726110 Property taxes			
726111 Museum property	201.72	189.74	100.00%
726112 Brick and yellow buildings	2,434.04	2,470.74	100.00%
<b>Total 726110 Property taxes</b>	<b>\$ 2,635.76</b>	<b>\$ 2,660.48</b>	<b>100.00%</b>
<b>Total 726000 B. Insurance and property taxes</b>	<b>\$ 7,104.76</b>	<b>\$ 6,995.48</b>	<b>100.00%</b>
727000 C. Financing			
727100 Principal payments	60,000.00	25,000.00	100.00%

727102 Merrill Lynch Investment Fees	3,351.49	276.67	100.00%
<b>Total 727100 Principal payments</b>	<b>\$ 63,351.49</b>	<b>\$ 25,276.67</b>	<b>100.00%</b>
727200 Interest payments			
<b>Loan</b>	1,643.72	2,351.89	100.00%
<b>Total 727200 Interest payments</b>	<b>\$ 1,643.72</b>	<b>\$ 2,351.89</b>	<b>100.00%</b>
<b>Total 727000 C. Financing</b>	<b>\$ 64,995.21</b>	<b>\$ 27,628.56</b>	<b>100.00%</b>
<b>Total 720000 7. Facilities and financing</b>	<b>\$ 98,715.55</b>	<b>\$ 62,327.97</b>	<b>100.00%</b>
<b>Total Expenses</b>	<b>\$ 206,232.84</b>	<b>\$ 183,178.12</b>	<b>100.00%</b>
<b>Net Operating Income</b>	<b>\$ 64,454.08</b>	<b>\$ 17,699.32</b>	<b>100.00%</b>
<b>Net Income</b>	<b>\$ 64,454.08</b>	<b>\$ 17,699.32</b>	<b>100.00%</b>

Thursday, Jan 26, 2017 10:04:14 AM GMT-8 - Cash Basis

**National Cambridge Collectors  
Balance Sheet  
As of December 31, 2016**

	2016	Total (PY)	% Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Bank Accounts</b>			
010000 Checking			
011000 PNC Bank	49,097.33	28,992.88	69.34%
012000 Peoples Bank	329.03	329.03	0.00%
013000 PNC - Credit Card Transactions	11,523.94	20,613.28	-44.09%
<b>Total 010000 Checking</b>	<b>\$ 60,950.30</b>	<b>\$ 49,935.19</b>	<b>22.06%</b>
020000 Paypal	10,030.04	2,875.53	248.81%
030000 Investments			
031000 PNC	0.00	0.00	
032000 Schwab	0.00	0.00	
<b>Total 030000 Investments</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
040000 Petty Cash Funds			
041000 Museum	150.00	150.00	0.00%
042000 Membership	0.00	0.00	
043000 Postage	100.00	100.00	0.00%
044000 Event petty cash	0.00	0.00	
<b>Total 040000 Petty Cash Funds</b>	<b>\$ 250.00</b>	<b>\$ 250.00</b>	<b>0.00%</b>
050000 Restricted Funds			
051000 Peoples Bank	0.00	0.00	
<b>Total 050000 Restricted Funds</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
080000 Endowment Fund			
081000 Schwab	0.00	0.00	
082000 Total Investment In Merrill Lynch			
082100 Merrill Lynch Cash	145,793.14	10,341.34	1309.81%
082200 Merrill Lynch Investment	253,782.21	241,665.13	5.01%
<b>Total 082000 Total Investment In Merrill Lynch</b>	<b>\$ 399,575.35</b>	<b>\$ 252,006.47</b>	<b>58.56%</b>
084000 PNC			
084001 Cash	0.00	0.00	
<b>Total 084000 PNC</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
084002 PNC Certificates of Deposit	0.00	100,084.42	-100.00%
<b>Total 080000 Endowment Fund</b>	<b>\$ 399,575.35</b>	<b>\$ 352,090.89</b>	<b>13.49%</b>
<b>Total Bank Accounts</b>	<b>\$ 470,805.69</b>	<b>\$ 405,151.61</b>	<b>16.20%</b>
<b>Other Current Assets</b>			
x70000 Undeposited Funds	0.00	0.00	
<b>Total Other Current Assets</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
<b>Total Current Assets</b>	<b>\$ 470,805.69</b>	<b>\$ 405,151.61</b>	<b>16.20%</b>
<b>Fixed Assets</b>			
700711 Brick Building 126 S. Ninth St	0.00	0.00	
x700710 Land	0.00	0.00	
x700712 Small House Building 826 Turner	0.00	0.00	
<b>Total Fixed Assets</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
<b>TOTAL ASSETS</b>	<b>\$ 470,805.69</b>	<b>\$ 405,151.61</b>	<b>16.20%</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Other Current Liabilities			

0000700 Loan on Property July 2016	40,000.00	0.00	
0000701 PNC Loan July 2015	0.00	100,000.00	-100.00%
000072 Escrow Rent for Brick Building	1,200.00		
x722 Sales Tax Payable	0.00	0.00	
<b>Total Other Current Liabilities</b>	<b>\$ 41,200.00</b>	<b>\$ 100,000.00</b>	<b>-58.80%</b>
<b>Total Current Liabilities</b>	<b>\$ 41,200.00</b>	<b>\$ 100,000.00</b>	<b>-58.80%</b>
<b>Total Liabilities</b>	<b>\$ 41,200.00</b>	<b>\$ 100,000.00</b>	<b>-58.80%</b>
<b>Equity</b>			
723 Opening Bal Equity	92,101.33	92,101.33	0.00%
724 Retained Earnings	273,050.28	195,350.96	39.77%
Net Income	64,454.08	17,699.32	264.16%
<b>Total Equity</b>	<b>\$ 429,605.69</b>	<b>\$ 305,151.61</b>	<b>40.78%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 470,805.69</b>	<b>\$ 405,151.61</b>	<b>16.20%</b>

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