



National Cambridge Collectors Inc.

Financial Budget

for
Period

**01/01/2017 TO
12/31/2017**



Section 1

Summary

December 31, 2017





Financial Budget Report

December 31, 2017

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Summary

December 31, 2017

Statement of Activity

	Budget	Actual
	12/31/17	12/31/16
Operating funds		
1. Member Services	\$ (17,465)	\$ (16,301)
2. Development	\$ 43,000	\$ 116,236
3. Events	\$ 15,600	\$ 18,766
4. Education	\$ 805	\$ 727
5. Museum		
Public operations	\$ (7,916)	\$ (2,350)
Gift shop	\$ 17,464	\$ 32,488
Contents	\$ (1,280)	\$ (2,341)
	\$ 8,268	\$ 27,797
6. Administration	\$ (10,619)	\$ (10,759)
7. Facilities and financing	\$ (18,898)	\$ (72,427)
Change in all cash	\$ 20,691	\$ 95,646
Endowment fund	\$ (19,500)	\$ (47,499)
Change in Operating Cash	\$ 1,191	\$ 48,147

Balance Sheet

	1/1/17	Change	12/31/17
Cash and investments			
Checking	60,950.36	1,191.35	62,141.71
Schwab - Unrestricted	0.00	0.00	0.00
Paypal	10,030.00	0.00	10,030.00
	70,980.36		72,171.71
Imprest	250.00	0.00	250.00
Merrill Lynch- Endowment	253,782.00	153,000.00	406,782.00
PNC CD - endowment	145,793.00	(133,500.00)	12,293.00
Schwab - Endowment			0.00
	399,575.00	19,500.00	419,075.00
Total	470,805.36	20,691.35	491,496.71

	1/1/17	Change	12/31/17
Fund Balance			
Operating funds			
Unrestricted	70,387.96	204.15	70,592.11
Temporarily restricted	842.40	987.20	1,829.60
Less: Debt	(40,000.00)	10,448.00	(29,552.00)
	31,230.36	11,639.35	42,869.71
Endowment fund	399,575.00	19,500.00	419,075.00
Actual Cash less Debt	430,805.36	31,139.35	461,944.71

Total	(470,805)	(20,691)	(491,497)
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Budget Variances
Operating Funds
December 31, 2017

		BUDGET	Actual	
		12/31/17	12/31/16	More (Less)
CB Publishing	1 Expense	(7,500.00)	(6,943.00)	(557)
Member recruitment	1 Expense	0.00	0.00	0
Printing	1 Expense	(1,600.00)	(1,540.00)	(60)
Publicity	1 Expense	(6,000.00)	(6,107.00)	107
Special gifts	2 Revenue	0.00	62,815.61	(62,816)
Grants	2 Revenue	0.00	8,220.00	(8,220)
Benefit Auction	3 Revenue	9,325.00	11,863.00	(2,538)
Glass Show	3 Revenue	3,750.00	4,535.00	(785)
Book production costs	4 Expense	1,855.00	3,797.00	(1,942)
Resale glass (net)	5 Revenue	12,425.00	25,299.73	(12,875)
Misc. gift shop sales	5 Revenue	4,989.00	7,124.00	(2,135)
Museum admissions	5 Revenue	6,000.00	8,836.00	(2,836)
Repairs & Maint. - museum	7 Expense	(20,650.00)	(21,466.00)	816
Parking space rentals	7 Revenue	800.00	990.00	(190)
				0
Buildings Other				
Brick Building Revenue	7 Revenue	13,200.00	5,850.00	7,350
Closing property tax	7 Expense	0.00	0.00	0
Purchase of property	7 Expense	0.00	0.00	0
Yellow building expenses	7 Expense	(1,300.00)	(772.00)	(528)
PNC loan interest	7 Expense	(352.00)	(1,644.00)	1,292
Brick building expenses	7 Expense	(250.00)	(1,297.00)	1,047



Section 2

Financial Budget Statements

December 31, 2017



Statement of Activity
December 31, 2017

1. Member Services	BUDGET	Actual	More (Less)
	12/31/17	12/31/16	
A. Crystal Ball operations	(12,938)	(12,311)	(627)
B. Convention	3,773	4,375	(602)
C. General marketing	(6,000)	(6,107)	107
D. Member services	(2,300)	(2,258)	(42)
	(17,465)	(16,301)	(1,164)

2. Development			
A. Annual Giving	43,000	45,050	(2,050)
B. Special gifts	-	62,816	(62,816)
C. Projects	-	150	(150)
D. Grants	-	8,220	(8,220)
	43,000	116,236	(73,236)

3. Events			
A. Benefit Auction	9,325	11,863	(2,538)
B. Glass Show	3,750	4,535	(785)
C. Glass Dash	2,525	2,368	157
D. Other fundraising events	-	-	0
	15,600	18,766	(3,166)

4. Education			
A. Publications	855	752	103
B. Educational items	-	-	0
C. Research & programming	(50)	(25)	(25)
D. Activities	-	-	0
	805	727	78

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Statement of Activity (continued)
December 31, 2017

	BUDGET	Actual	More (Less)
	12/31/17	12/31/16	
5. Museum			
A. Public operations			
1) Admissions	6,000	8,836	(2,836)
2) Staffing	(13,916)	(11,186)	(2,730)
	<u>(7,916)</u>	<u>(2,350)</u>	<u>(5,566)</u>
B. Gift shop			
1) Resale glass	12,425	25,300	(12,875)
2) Other	4,989	7,124	(2,135)
3) Non-categorized	50	64	(14)
	<u>17,464</u>	<u>32,488</u>	<u>(15,024)</u>
D. Contents	(1,280)	(2,341)	1,061
	8,268	27,797	(19,529)
6. Administration			
A. Staffing	(4,813)	(5,071)	258
B. Office	(1,410)	(1,413)	3
C. Operations	(851)	(208)	(643)
D. Organization	(1,545)	(1,713)	168
E. Finance	(2,000)	(2,353)	353
	(10,619)	(10,759)	140
7. Facilities and financing			
A. Facilities			
Income	14,000	6,840	7,160
Expense			0
1) Museum building	(32,195)	(21,466)	(10,729)
2) Storage building	(650)	(3,081)	2,431
3) Brick building	(250)	(1,297)	1,047
4) Yellow building	(1,300)	(772)	(528)
	<u>(34,395)</u>	<u>(26,616)</u>	<u>(7,779)</u>
B. Insurance & taxes	(7,203)	(7,105)	(98)
C. Financing	8,700	(45,546)	54,246
	(18,898)	(72,427)	53,529
	20,691	64,454	(43,763)
Change in cash			
Operating funds	1,191	16,554	(15,363)
Endowment gifts	-	415	(415)
Endowment fund	19,500	47,484	(27,984)
All funds	20,691	64,454	(43,348)



Endowment Fund
December 31, 2017

Activity	BUDGET	Actual	More (Less)
	12/31/17	12/31/16	
Gifts	0.00	0.00	0
ML - Cash	(133,500.00)	31,608.00	(165,108)
Net Change in invest.	153,000.00	15,876.00	137,124
Total	19,500.00	47,484.00	(27,984)

Fund Balance	Actual		More (Less)
	12/31/17	12/31/16	
Beginning balance	399,575.35	352,090.89	47,484
Net on Investments	19,500	15,876.46	3,624
	0.00	0.00	0
Transfer from unrestricted	0.00	31,608.00	(31,608)
	19,500.00	47,484.46	(27,984)
Ending balance	419,075.35	399,575.35	19,500

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
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, 2017

Cash and Investments	BUDGET		
	1/1/17	More (Less)	12/31/17
Checking			
PNC	49,097	1,191	50,289
Peoples Bank	329	-	329
PNC credit card	11,524	-	11,524
Schwab - Unrestricted	-	-	-
Paypal	10,030	-	10,030
	<u>70,980</u>	1,191	<u>72,172</u>
Imprest	250	-	250
Endowment:			
Merrill Lynch Cash	145,793	(133,500)	12,293
Merrill Lynch - Endowment	253,782	153,000	406,782
	<u>399,575</u>		<u>419,075</u>
Total Assets	<u>470,805</u>	20,691	<u>491,497</u>

Debt

PNC	40,000	(10,448)	29,552
1.000% LIBOR+ 2%			
	<u>40,000</u>	<u>(10,448)</u>	<u>29,552</u>

Net Assets

Unrestricted funds	70,388	204	70,592
Temporarily restricted funds	842	987	1,830
Less: Debt	(40,000)	10,448	(29,552)
	<u>31,230</u>	<u>11,639</u>	<u>42,870</u>
Endowment fund	399,575	19,500	419,075
Actual funds with our debt	<u>430,805</u>	<u>31,139</u>	<u>461,945</u>

Total Debt and Net Assets 470,805 20,691 491,497



Balance Sheet
Debt
 December 31, 2017

New Mortgage July 2016

1/1/17	40,000.00			
	Debt Service		Payments	Balance
	Principal	Interest		
	40,000			
JAN		(33.33)	(866.67)	39,133
FEB		(32.61)	(867.39)	38,266
MAR		(31.89)	(868.11)	37,398
APR		(31.16)	(868.84)	36,529
MAY		(30.44)	(869.56)	35,659
JUN		(29.72)	(870.28)	34,789
JUL		(28.99)	(871.01)	33,918
AUG		(28.27)	(871.73)	33,046
SEP		(27.54)	(872.46)	32,174
OCT		(26.81)	(873.19)	31,301
NOV		(26.08)	(873.92)	30,427
DEC		(25.36)	(874.64)	29,552
	0.00	(352.20)	(10,447.80)	29,552.2

12/31/17 **29,552** Ending Balance
 1.00%

PNC Bank line of credit

0.00	(Open line of credit)			
	Debt Service		Costs	Draws
	Principal	Interest		
	0.00	0.00	0.00	0.00

0 out of maximum \$10,000
 8.000%
 (Prime+ 3.5%)





Temporarily Restricted Funds
December 31, 2017

		Temporarily Restricted Funds				
		Total	Museum	Endowment	Facilities	Other
1/1/16		842.40	337.40	0.00	1,200.00	0.00
Restricted income						
	GAP Grant	0.00	0.00			0.00
	Kiwanis Grant	4,000.00	4,000.00			
	Ohio Tours	0.00	0.00			
	Endowment	0.00	0.00	0.00	0.00	0.00
		4,000.00	4,000.00	0.00	0.00	0.00
Released from Restriction						
	GAP ADVERTISING	0.00	0.00			0.00
	Museum expenditures	(3,012.80)	(3,012.80)	0.00	0.00	0.00
	Endowment	0.00	0.00	0.00		0.00
	Principal Payment	0.00	0.00			0.00
		(3,012.80)	(3,012.80)	0.00	0.00	0.00
	Current year change	987.20	987.20	0.00	0.00	0.00
12/31/17		2,524.60	1,324.60	0.00	1,200.00	0.00
Remaining						
	Restricted income	842.40	337.40	0.00	1,200.00	0.00
	Additions	4,000.00	4,000.00	0.00	0.00	0.00
		0.00				
	Released from Restriction	(3,012.80)	(3,012.80)	0.00	0.00	0.00
12/31/17		1,829.60	1,324.60	0.00	1,200.00	0.00



Non-financial assets

December 31, 2017

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, 2017



1. Member Services

December 31, 2017

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	BUDGET		
	12/31/17	12/31/16	More (Less)
A. Crystal Ball operations			
Publishing	(7,500.00)	(6,943.00)	(557)
Delivery	(6,000.00)	(5,930.00)	(70)
Advertising revenue	562.00	562.00	0
	(12,938.00)	(12,311.00)	(627)
B. Convention			
Convention revenue	10,000.00	10,714.00	(714)
Food	(7,750.00)	(7,750.00)	0
Facility rent	(1,927.00)	(1,927.00)	0
Donation/Mini Auction	4,000.00	3,895.00	105
All other expense	(550.00)	(557.00)	7
	3,773.00	4,375.00	(602)
C. General marketing			
Publicity	(6,000.00)	(6,107.00)	107
Member recruitment	0.00	0.00	0
Support of other organizations	0.00	0.00	0
	(6,000.00)	(6,107.00)	107
D. Member services			
Printing	(1,600.00)	(1,540.00)	(60)
Postage	(800.00)	(802.00)	2
Relations	0.00	(53.00)	53
Century Club	0.00	0.00	0
Meetings			
Receipts	1,000.00	1,025.00	(25)
Expense	(900.00)	(888.00)	(12)
	(2,300.00)	(2,258.00)	(42)
Total	(17,465.00)	(16,301.00)	(1,164)



2. Development

December 31, 2017

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		<u>BUDGET</u>		
1) Annual Fund		<u>12/31/17</u>	<u>12/31/16</u>	<u>More (Less)</u>
Patron level	23.3%	10,000.00	10,565.00	(565)
Century		11,000.00	11,885.00	(885)
Mardi Gras		9,500.00	9,700.00	(200)
Japonica		6,500.00	6,900.00	(400)
President's Circle level		6,000.00	6,000.00	0
Benefactor level	76.7%	33,000.00	34,485.00	(1,485)
Special tributes	0.0%	0.00	0.00	0
	100.0%	43,000.00	45,050.00	(2,050)
2) Special gifts				
Unrestricted		0.00	61,746.73	(61,747)
Temporarily restricted		0.00	1,068.88	(1,069)
		0.00	62,815.61	(62,816)
3) Projects				
Scotties		0.00	150.00	(150)
Production		0.00	0.00	0
		0.00	150.00	(150)
4) Grants				
		0.00	8,220.00	(8,220)
Total Development		43,000.00	116,235.61	(73,236)



3. Events
December 31, 2017

1) Benefit Auction	BUDGET		More (Less)
	12/31/17	12/31/16	
Floor sales	45,300.00	45,015.00	285
Mail bids	0.00	16.00	(16)
NCC owned glass	0.00	5,525.00	(5,525)
Gift glass	0.00	0.00	0
	<u>45,300.00</u>	<u>50,556.00</u>	<u>(5,256)</u>
Consignment payments	(33,000.00)	(36,012.00)	3,012
Auctioneer fee	(2,000.00)	(2,000.00)	0
Gross income	10,300.00	12,544.00	(2,244)
Admission Income	200.00	194.00	6
Facility rental	(675.00)	(675.00)	0
All other cost - deposit	(500.00)	(200.00)	(300)
	9,325.00	11,863.00	(2,538)

2) Glass Show			
Exhibitor fees	5,000.00	4,935.00	65
Admission fees	1,000.00	995.00	5
Gross income	6,000.00	5,930.00	70
Facility rental	(1,800.00)	(1,800.00)	0
Advertising expense	(300.00)	(295.00)	(5)
Other Expenses less Deposit	(150.00)	700.00	(850)
	3,750.00	4,535.00	(785)

3) Glass Dash			
Exhibitor fees	2,000.00	1,790.00	210
Admission fees	1,000.00	990.00	10
Gross income	3,000.00	2,780.00	220
Other income	0.00	63.00	(63)
Marketing	0.00	0.00	0
Other expense	0.00	0.00	0
Facility rental	(475.00)	(475.00)	0
	2,525.00	2,368.00	157

4) Other fundraising events			
	0.00		
	0.00	0.00	0
	0.00	0.00	0
	0.00	0.00	0
	0.00	0.00	0

Total Events	15,600.00	18,766.00	(3,166)
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4. Education
December 31, 2017

A. Publications	BUDGET		More (Less)
	12/31/17	12/31/16	
1) Sales			
a. Catalog reprints			
1903 - Bennett	0.00	0.00	0
Nearcut	80.00	86.00	(6)
1916	0.00	0.00	0
1927	0.00	9.00	(9)
Catalog #10	0.00	0.00	0
1930-34	30.00	32.00	(2)
1940	0.00	0.00	0
1949-53	0.00	58.00	(58)
1956-58	0.00	10.00	(10)
b. Color books			
NCC color book 2	90.00	116.00	(26)
Other	0.00	0.00	0
c. Etching books			
Etchings book 1	0.00	138.00	(138)
Etchings book 2 (non-cataloged)	0.00	51.00	(51)
Etchings booklets	0.00	105.00	(105)
d. Specific lines			
Caprice - books	200.00	315.00	(115)
Caprice - DVDs	30.00	74.00	(44)
Rosepoint - books	200.00	275.00	(75)
Rosepoint - DVDs	0.00	98.00	(98)
Rosepoint - GT	1,000.00	2,091.00	(1,091)
e. Rock Crystal			
Rock Crystal Engravings	25.00	32.00	(7)
Rock Crystal Listings	25.00	0.00	25
f. Decorates			
Cambridge Decorates	50.00	67.00	(17)
Other	25.00	39.00	(14)
g. Types			
Stemware - Nye	0.00	0.00	0
Pharmaceuticals	25.00	18.00	7
Candlesticks	25.00	42.00	(17)
h. Florence books	0.00	45.00	(45)
i. Other book sales			
Reflections	25.00	25.00	0
Museum tour guide brochures	10.00	10.00	0
Miscellaneous	15.00	61.00	(46)
j. Price guides	0.00	0.00	0
	1,855.00	3,797.00	(1,942)

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4. Education (continued)
December 31, 2017

A. Publications (continued)	BUDGET		
	12/31/17	12/31/16	More (Less)
1) Sales (from previous page)	1,855.00	3,797.00	(1,942)
2) Cost of book sales			
Specific lines	0.00	0.00	0
Catalog reprints	0.00	0.00	0
Etchings books	0.00	0.00	0
Rock Crystal Engravings	0.00	0.00	0
Types	0.00	0.00	0
Florence	0.00	0.00	0
Other publications	(1,000.00)	(3,045.00)	2,045
Color books	0.00	0.00	0
	<u>(1,000.00)</u>	<u>(3,045.00)</u>	<u>2,045</u>
3) Production costs	0.00	0.00	0
Total Publications	855.00	752.00	103
B. Educational items			
Crystal Lady, binders, pamphlets, etc.	0.00	0.00	0
Inventory purchases	0.00	0.00	0
	0.00	0.00	0
C. Research & programming			
Research materials	0.00	0.00	0
Educational resources	(50.00)	(25.00)	(25)
	(50.00)	(25.00)	(25)
D. Activities			
Art Show	0.00	0.00	0
Programs	0.00	0.00	0
Workers reunion	0.00	0.00	0
	0.00	0.00	0
Total	805.00	727.00	78



5. Museum

December 31, 2017

	BUDGET		
	12/31/17	12/31/16	More (Less)
A. Public operations			
1) Admissions	6,000	8,836	(2,836)
2) Staffing			
Wages	(13,000)	(9,913)	(3,087)
Payroll taxes:			
Withholdings	2,239	1,711	528
Payments	(3,155)	(2,983)	(172)
	(916)	(1,273)	357
Staffing	(13,916)	(11,186)	(2,730)
	(7,916)	(2,350)	(5,566)
B. Gift Shop			
1) Resale glass			
Cambridge glass	25,000	31,661	(6,661)
Mosser/Boyd	75	106	(31)
Global	-	40	(40)
Shaker tops	-	-	0
Other	100	335	(235)
Marbles	50	64	(14)
	25,225	32,207	(6,982)
Inventory purchases			
Cambridge	(12,500)	(6,595)	(5,905)
Other	(300)	(312)	12
	(12,800)	(6,907)	(5,893)
	12,425	25,300	(12,875)
2) Miscellaneous			
Printed materials	50	63	(13)
Pins and patches	10	25	(15)
Logo pencils	4	5	(1)
Miscellaneous	400	851	(451)
Jewelry	2,000	2,380	(380)
NCC shopping bags	25	40	(15)
Christmas Ornaments	2,500	3,760	(1,260)
	4,989	7,124	(2,135)
Inventory purchases	-	-	0
	4,989	7,124	(2,135)
3) Non-categorized sales	50	64	(14)
	17,464	32,488	(15,024)
C. Contents			
1) Cambridge Glass Company			
Glass collection purchases	-	-	0
Materials and equipment	(100)	(700)	600
Factory business records	-	-	0
2) General			
Display materials	(30)	(297)	267
Furniture and equipment	(1,150)	(1,345)	195
	(1,280)	(2,341)	1,061
	8,268	27,797	(19,529)



6. Administration

December 31, 2017

	BUDGET		More (Less)
	12/31/17	12/31/16	
A. Staffing			
Wages	(4,592)	(4,635)	43
Payroll taxes:			
Withholdings	738	745	(7)
Payments	(959)	(1,182)	223
	<u>(221)</u>	<u>(436)</u>	<u>215</u>
	(4,813)	(5,071)	258
B. Office			
Supplies	(300)	(309)	9
Postage	(100)	(106)	6
Conference calling	(400)	(371)	(29)
Technology:			
DSL	(300)	(325)	25
Software	(250)	(248)	(2)
Hardware			0
Repairs & supplies	(60)	(54)	(6)
	<u>(1,410)</u>	<u>(1,413)</u>	<u>3</u>
C. Operations			
Shipping for sales:			
Collected	500	581	(81)
Paid	(500)	(350)	(150)
Sales tax:			
Collected	3,000	2,702	298
Paid	(3,000)	(2,665)	(335)
Web based commerce:			
Ebay	(270)	(243)	(27)
Website	(306)	-	(306)
Paypal	(275)	(234)	(41)
	<u>(851)</u>	<u>(208)</u>	<u>(643)</u>
D. Organization			
Insurance - D&O	(895)	(895)	0
Licenses and fees	(650)	(818)	168
Other			0
	<u>(1,545)</u>	<u>(1,713)</u>	<u>168</u>
E. Finance			
Other income	-	-	0
Bank charges	(2,000)	(2,247)	247
Cash over/short		(107)	(9,960)
	-	-	0
	<u>(2,000)</u>	<u>(2,353)</u>	<u>(9,713)</u>
Total	<u>(10,619)</u>	<u>(10,759)</u>	<u>(9,926)</u>



7. Facilities and financing

December 31, 2017

A. Facilities	BUDGET		More (Less)
	12/31/17	12/31/16	
Income			
Parking space rentals	800	990	(190)
Brick & Yellow building rent	13,200	5,850	7,350
	14,000	6,840	7,160
Expense			
1) Museum facility			
a. Utilities			
Electric	(10,000)	(9,005)	(995)
Trash	(700)	-	
Telephone	(550)	(577)	27
Water	(250)	(248)	(2)
Security	(45)	(442)	397
	(11,545)	(10,272)	(573)
b. Maint.and Improvements	(20,650)	(11,194)	(9,456)
	(32,195)	(21,466)	(10,029)
2) Storage building			
Electric	(350)	(281)	(69)
Security	(300)	(300)	0
Maintenance	-	(2,500)	2,500
	(650)	(3,081)	2,431
3) Brick building			
Utilities	-	(762)	762
Repairs and Maintenance	(250)	(535)	285
	(250)	(1,297)	1,047
4) Yellow house			
Utilities	(1,100)	(638)	(462)
Repairs and Maintenance	(200)	(134)	(66)
	(1,300)	(772)	(528)
	(34,395)	(26,616)	(7,079)
B. Insurance & taxes			
Property and liability insurance	(4,500)	(4,469)	(31)
Property tax:			
Museum property	(203)	(202)	(1)
Yellow and Brick buildings	(2,500)	(2,434)	(66)
	(2,703)	(2,636)	(67)
	(7,203)	(7,105)	(98)
C. Financing			
Property transactions:			
Principal payments	(10,448)	(60,000)	49,552
Transaction costs	-	-	0
	(10,448)	(60,000)	49,552
Finance transactions:			
PNC CD Interest Income	-	2,118	(2,118)
PNC loan interest	(352)	(1,644)	1,292
Merrill Lynch Fees	(3,500)	(3,351)	(149)
	(3,852)	(2,877)	(975)
Schwab Money Market Income	-	-	0
Merrill Lynch Invest Change	23,000	17,331	5,669
	23,000	17,331	5,669.00
	8,700	(45,546)	54,246.00
Raffle Income	-	-	
Total	(18,898)	(72,427)	54,229

National Cambridge Collectors
Profit and Loss
 January - December 2016

	Budget	
	Jan - Dec 2017	ActualJan - Dec 2016
Income		
110000 1. Member Services - Income		
111000 A. Crystal Ball operations		
111001 CB advertising sales	562.00	562.00
Total 111000 A. Crystal Ball operations	\$ 562.00	\$ 562.00
112000 B. Convention		
112001 Convention income	10,000.00	10,714.50
Total 112000 B. Convention	\$ 10,000.00	\$ 10,714.50
113000 D. Membership		
113001 November quarterly meeting	1,000.00	1,025.00
Total 113000 D. Membership	\$ 1,000.00	\$ 1,025.00
Total 110000 1. Member Services - Income	\$ 11,562.00	\$ 12,301.50
210000 2. Development - Income		
211000 A. Fundraising		
211100 1) Annual Giving		
211110 Current Friends		
211111 Patron	10,000.00	10,565.00
211113 Benefactor - Century	11,000.00	11,885.00
211114 Benefactor - Mardi Gras	9,500.00	9,700.00
211115 Benefactor - Japonica	6,500.00	6,900.00
211116 President's Circle	6,000.00	6,000.00
Total 211110 Current Friends	\$ 43,000.00	\$ 45,050.00
211117 Special tributes		
211119 Special tributes - Friends		
Total 211117 Special tributes	\$ 0.00	\$ 0.00
Total 211100 1) Annual Giving	\$ 43,000.00	\$ 45,050.00
211300 2) Gifts		
211320 Designated		
211326 Other designations	0.00	1,068.88
Total 211320 Designated	\$ 0.00	\$ 1,068.88
211340 Undesignated	0.00	61,746.73
Total 211300 2) Gifts	\$ 0.00	\$ 62,815.61
211500 3) Projects		
211510 Scottie sales		
211511 Cobalt	0.00	50.00
211515 Crystal Opalescent	0.00	100.00
Total 211510 Scottie sales	\$ 0.00	\$ 150.00
Total 211500 3) Projects	\$ 0.00	\$ 150.00
211600 4) Grants	0.00	8,220.00
Total 211000 A. Fundraising	\$ 43,000.00	\$ 116,235.61
Total 210000 2. Development - Income	\$ 43,000.00	\$ 116,235.61
310000 3. Events - income		
312100 A. Benefit Auction		

312101 Glass sales		
312103 Floor sales	45,300.00	50,540.00
312104 Mail bids	0.00	16.00
312106 Glass Purchased by Gift Shop	0.00	0.00
Total 312101 Glass sales	\$ 45,300.00	\$ 50,556.00
312108 Admission income	200.00	194.00
Total 312100 A. Benefit Auction	\$ 45,500.00	\$ 50,750.00
312200 B. Glass Show		
312201 Exhibitor fees	5,000.00	4,935.00
312202 Admissions	1,000.00	995.00
Total 312200 B. Glass Show	\$ 6,000.00	\$ 5,930.00
312300 C. Glass Dash		
312301 Exhibitor fees	2,000.00	1,790.00
312302 Admissions	1,000.00	990.00
312303 Other receipts and disbursements	0.00	62.89
Total 312300 C. Glass Dash	\$ 3,000.00	\$ 2,842.89
312400 D. Other fundraising events		
312401 Convention event	4,000.00	3,895.00
Total 312400 D. Other fundraising events	\$ 4,000.00	\$ 3,895.00
Total 310000 3. Events - income	\$ 58,500.00	\$ 63,417.89
410000 4. Education - Income		
411000 1) Sales		
411100 Catalog reprints		
411101 1930-34 reprint	30.00	32.20
411102 1940 reprint		
411103 1949-53 reprint	0.00	57.85
411104 1956-58 reprint	0.00	10.00
411105 Bennett 1903 reprint		
411106 Nearcut reprint	80.00	86.20
411107 Smith 1927 reprint	0.00	8.95
Total 411100 Catalog reprints	\$ 110.00	\$ 195.20
411200 Color books		
411201 NCC Color book 2	90.00	115.70
Total 411200 Color books	\$ 90.00	\$ 115.70
411300 Etching books		
411310 Etchings book 1	0.00	138.20
411320 Etchings book 2 (non-cataloged)	0.00	51.10
411330 Etchings booklets		
411331 Chantilly	0.00	17.30
411332 Portia	0.00	7.15
411333 Candlelight	0.00	7.15
411334 Wildflower	0.00	36.20
411335 Diane	0.00	15.10
411336 Elaine	0.00	14.95
411337 Blossomtime	0.00	7.15
Total 411330 Etchings booklets	\$ 0.00	\$ 105.00
Total 411300 Etching books	\$ 0.00	\$ 294.30
411400 Specific lines		
411401 Caprice	200.00	315.20
411402 Rosepoint	200.00	274.35
411403 Rosepoint DVD	0.00	97.75
411404 Carpice DVD	30.00	73.80

411409 Rosepoint/GT	1,000.00	2,090.68
Total 411400 Specific lines	\$ 1,430.00	\$ 2,851.78
411500 Rock Crystal		
411501 Rock Crystal Engravings	25.00	32.30
411502 Rock Crystal Product Listings	25.00	29.40
Total 411500 Rock Crystal	\$ 50.00	\$ 61.70
411600 Decorates		
411601 Cambridge Decorates	50.00	67.25
411602 Charlton Decorates		
Total 411600 Decorates	\$ 50.00	\$ 67.25
411700 Types		
411702 Candlestick books	25.00	41.95
411704 Pharmaceutials	25.00	17.90
Total 411700 Types	\$ 50.00	\$ 59.85
411800 Florence books		
411900 Other book sales		
411902 Reflections	25.00	25.00
411903 Mus.Tour Guide Brochures	10.00	10.00
411904 Miscellaneous	15.00	60.65
Total 411900 Other book sales	\$ 50.00	\$ 95.65
411950 Price guides		
411956 Price guides - other	0.00	
Total 411950 Price guides	\$ 0.00	\$ 0.00
Total 411000 1) Sales	\$ 1,830.00	\$ 3,741.43
414000 B. Royalties	0.00	3.45
415000 C. Miscellaneous		
415003 Pamphlets	25.00	51.95
Total 415000 C. Miscellaneous	\$ 25.00	\$ 51.95
Total 410000 4. Education - Income	\$ 1,855.00	\$ 3,796.83
510000 5. Museum - Income		
511000 A. Public Operations		
511100 Museum admissions	6,000.00	8,836.00
Total 511000 A. Public Operations	\$ 6,000.00	\$ 8,836.00
513000 B. Gift Shop		
513200 1) Resale glass		
513201 Cambridge Glass	25,000.00	31,661.25
513202 Mosser	50.00	70.00
513203 Boyd	25.00	36.00
513205 Global	0.00	40.00
513206 Shaker tops		
513207 Other glass sales	100.00	335.30
513308 Convention favors		
Total 513200 1) Resale glass	\$ 25,175.00	\$ 32,142.55
513309 Marbles	50.00	64.00
513400 3) Miscellaneous		
513401 Printed materials		
513402 Factory picture sales		
513403 Post cards	50.00	63.00
Total 513401 Printed materials	\$ 50.00	\$ 63.00
513500 Other items		
513501 Tie Tacs and Pins	10.00	25.00
513504 Logo pencils	4.00	5.00

513506 Miscellaneous	100.00	336.00
513507 Jewelry sales	2,000.00	2,380.00
513508 Christmas	300.00	515.00
513509 NCC Bags	25.00	40.00
513510 Christmas Ornaments	2,500.00	3,760.00
Total 513500 Other items	\$ 4,939.00	\$ 7,061.00
Total 513400 3) Miscellaneous	\$ 4,989.00	\$ 7,124.00
513999 CC sales not detailed	50.00	64.35
Total 513000 B. Gift Shop	\$ 30,264.00	\$ 39,394.90
Total 510000 5. Museum - Income	\$ 36,264.00	\$ 48,230.90
610000 6. Administration - income		
613100 Income		
613200 Other Income		
Total 613100 Income	\$ 0.00	\$ 0.00
Total 610000 6. Administration - income	\$ 0.00	\$ 0.00
710000 7. Facilities and financing - income		
711000 A. Facilities income		
711001 Parking space rentals	800.00	990.00
711002 Brick Building Income	0.00	0.00
711003 Brick Building Rent Income	13,200.00	5,850.00
Total 711000 A. Facilities income	\$ 14,000.00	\$ 6,840.00
713300 Investment income		
713310 Unrestricted Funds		
713311 Schwab - money market		
Total 713310 Unrestricted Funds	\$ 0.00	\$ 0.00
Total 713300 Investment income	\$ 0.00	\$ 0.00
income	\$ 14,000.00	\$ 6,840.00
910000 9. Endowment		
910010 Endowment gifts	0.00	415.00
910050 Endowment investment income		
913321 PNC CD Interest	0.00	2,118.32
9133224 ML Change in Investments	23,000.00	11,364.68
913325 ML Cash	0.00	5,966.19
Total 910050 Endowment investment income	\$ 23,000.00	\$ 19,449.19
Total 910000 9. Endowment	\$ 23,000.00	\$ 19,864.19
Total Income	\$ 188,181.00	\$ 270,686.92
Gross Profit	\$ 188,181.00	\$ 270,686.92
Expenses		
120000 1. Member Services - Expense		
121000 A. CrystalBalloperations		
121002 Publishing	7,500.00	6,942.69
121003 Postage	6,000.00	5,929.57
Total 121000 A. CrystalBalloperations	\$ 13,500.00	\$ 12,872.26
122000 B. Convention		
122003 Food	7,750.00	7,749.83
122004 Facility rent	1,927.00	1,926.50
122005 Favors	200.00	189.50
122007 Allotherexpense	350.00	353.24
122009 Marketing	0.00	14.00
Total 122000 B. Convention	\$ 10,227.00	\$ 10,233.07
123000 C. General marketing		
123100 Advertising	6,000.00	6,107.40

Total 123000 C. General marketing	\$ 6,000.00	\$ 6,107.40
123400 D. Membership		
123401 Printing	1,600.00	1,541.24
123402 Postage	800.00	801.86
123403 Relations	0.00	53.00
123408 Meetings	0.00	
123310 Quarterly meeting	900.00	888.50
Total 123408 Meetings	\$ 900.00	\$ 888.50
Total 123400 D. Membership	\$ 3,300.00	\$ 3,284.60
Total 120000 1. Member Services - Expense	\$ 33,027.00	\$ 32,497.33
300000 3. Events		
322100 A. Auction		
322104 Consignment payments	33,000.00	36,012.00
322105 Auctioneer fee	2,000.00	2,000.60
322106 Facility rental	675.00	675.00
322107 All other	500.00	537.17
322108 322108 March Auction Deposit	0.00	-337.50
Total 322100 A. Auction	\$ 36,175.00	\$ 38,887.27
322200 B. Glass Show		
322203 Room rentals	1,800.00	1,800.00
322205 Advertising expense	300.00	294.62
322206 Other	150.00	155.98
322208 322208 Glass show deposit	0.00	-856.25
Total 322200 B. Glass Show	\$ 2,250.00	\$ 1,394.35
322300 C. GlassDash		
322304 Facilityrental	475.00	475.00
Total 322300 C. GlassDash	\$ 475.00	\$ 475.00
Total 300000 3. Events	\$ 38,900.00	\$ 40,756.62
420000 4. Education - Expense		
421000 A. Publications		
421100 Purchased inventory		
421130 Etchings books		
421140 Specific lines		
421190 Other publications	1,000.00	3,045.00
Total 421100 Purchased inventory	\$ 1,000.00	\$ 3,045.00
Total 421000 A. Publications	\$ 1,000.00	\$ 3,045.00
425000 C. Research materials		
425001 Research materials		
425002 Educational resources	50.00	25.30
Total 425000 C. Research materials	\$ 50.00	\$ 25.30
426000 D. Activities		
426001 Workers reunion		
Total 426000 D. Activities	\$ 0.00	\$ 0.00
Total 420000 4. Education - Expense	\$ 1,050.00	\$ 3,070.30
520000 5. Museum - Expense		
521000 A. Public operations		
521200 2) Staffing		
521210 Hourly wages	13,000.00	9,913.40
521220 Payroll taxes withheld		
521221 Federal IT withheld	-650.00	-490.00
521223 FICA and Medicare withheld	-995.00	-758.48
521225 Ohio State IT withheld	-334.00	-264.16

521227 Cambridge City IT withheld	-260.00	-198.27
Total 521220 Payroll taxes withheld	-\$ 2,239.00	-\$ 1,710.91
521230 Payroll taxes paid		
521231 Federal (IRS) payments	2,046.00	2,006.75
521233 State (Ohio) payments	334.00	264.16
521234 City (Cambridge) payments	260.00	198.26
insurance	515.00	514.32
Total 521230 Payroll taxes paid	\$ 3,155.00	\$ 2,983.49
Total 521200 2) Staffing	\$ 13,916.00	\$ 11,185.98
Total 521000 A. Public operations	\$ 13,916.00	\$ 11,185.98
521500 B. Gift shop		
521510 1) Resale glass	12,500.00	6,595.20
523004 Inventory purchases		
523102 Cambridge Glass		
Total 523004 Inventory purchases	\$ 0.00	\$ 0.00
Total 521510 1) Resale glass	\$ 12,500.00	\$ 6,595.20
521530 2) Non-glass	300.00	312.02
Total 521500 B. Gift shop	\$ 12,800.00	\$ 6,907.22
523000 C. Contents		
523002 Factory equipment	100.00	700.00
523005 Display fixtures	150.00	132.46
523006 Display materials	30.00	164.25
523007 Furniture and equipment	1,000.00	1,344.17
Audio video equipment		
Total 523007 Furniture and equipment	\$ 1,000.00	\$ 1,344.17
Total 523000 C. Contents	\$ 1,280.00	\$ 2,340.88
Total 520000 5. Museum - Expense	\$ 27,996.00	\$ 20,434.08
620000 6. Administration - expense		
621000 A. Staffing		
621010 Salaries	4,592.00	4,635.19
621020 Payroll taxes withheld		
621021 Federal IT withheld	-180.00	-182.00
621022 FICA and Medicare withheld	-350.00	-354.64
621023 Ohio State IT withheld	-116.00	-116.00
621024 Cambridge City IT withheld	-92.00	-92.71
Total 621020 Payroll taxes withheld	-\$ 738.00	-\$ 745.35
621030 Payroll taxes paid		
621031 Federal (IRS) payments	669.00	891.18
621033 State (Ohio) payments	116.00	116.00
621034 City (Cambridge) payments	92.00	92.71
621040 Workers compensation insurance	82.00	81.68
Total 621030 Payroll taxes paid	\$ 959.00	\$ 1,181.57
Total 621000 A. Staffing	\$ 4,813.00	\$ 5,071.41
622000 B. Office		
622010 Telephone		
622012 Conference calls	400.00	370.84
Total 622010 Telephone	\$ 400.00	\$ 370.84
622020 Supplies	300.00	309.27
622030 Postage	100.00	106.04
622040 Licenses, fees, and dues	650.00	818.00
622050 Office Machines		
622051 Supplies	30.00	26.98

622052 Software	250.00	247.61
622054 Repairs and maintenance	30.00	27.50
622055 DSL	300.00	325.00
Total 622050 Office Machines	\$ 610.00	\$ 627.09
622060 Bank charges		
622061 Checking accounts	0.00	3.00
622062 Credit cards	2,000.00	2,243.79
Total 622060 Bank charges	\$ 2,000.00	\$ 2,246.79
Total 622000 B. Office	\$ 4,060.00	\$ 4,478.03
623000 C. Operations		
623010 Shipping		
623011 Collected	-500.00	-581.40
623012 Paid	500.00	349.68
Total 623010 Shipping	\$ 0.00	-\$ 231.72
623020 Web based commerce		
623021 Ebay fees	270.00	243.42
623022 Website	306.00	
623023 Paypal	275.00	233.91
Total 623020 Web based commerce	\$ 851.00	\$ 477.33
623060 Sales tax		
623061 Collected	-3,000.00	-2,702.32
623062 Paid	3,000.00	2,664.55
Total 623060 Sales tax	\$ 0.00	-\$ 37.77
623090 Cash over/short	0.00	106.68
Total 623000 C. Operations	\$ 851.00	\$ 314.52
624000 D. Organization		
624010 Insurance - D&O	895.00	895.00
624020 Professional fees		
Total 624000 D. Organization	\$ 895.00	\$ 895.00
625000 E. Unclassified		
Total 620000 6. Administration - expense	\$ 10,619.00	\$ 10,758.96
720000 7. Facilities and financing		
721000 A. Facilities expense		
722000 1. Museum building		
722100 1) Utilites- Trash	700.00	0.00
722101 Electric	10,000.00	9,004.72
722102 Telephone	550.00	577.36
722103 Security	45.00	442.00
722104 Water	250.00	247.42
Total 722100 1) Utilites	\$ 11,545.00	\$ 10,271.50
722500 2) Maintenance and improvements		
722501 Repairs and maintenance	20,000.00	10,734.54
722502 Building improvements	200.00	185.81
722503 Supplies	150.00	153.54
Snow removal	300.00	120.00
improvements	\$ 20,650.00	\$ 11,193.89
Total 722000 1. Museum building	\$ 32,195.00	\$ 21,465.39
723000 2. Brick Building Expenses	0.00	1,000.00
723100 Brick Building Utilities	0.00	762.42
723200 Brick Building Repairs & Maint	250.00	534.13
Total 723000 2. Brick Building Expenses	\$ 250.00	\$ 2,296.55
724000 3. Small House Expenses		

724100 Small House Utilities	1,100.00	638.16
724200 Small House Repairs & Maint	200.00	134.25
Total 724000 3. Small House Expenses	\$ 1,300.00	\$ 772.41
725000 4. Storage building		
725100 Utilities		
725101 Electric	350.00	281.23
725102 Security	300.00	300.00
Total 725100 Utilities	\$ 650.00	\$ 581.23
725200 Repairs and maintenance	0.00	1,500.00
Total 725000 4. Storage building	\$ 650.00	\$ 2,081.23
Total 721000 A. Facilities expense	\$ 34,395.00	\$ 26,615.58
726000 B. Insurance and property taxes		
726100 Insurance - property and liability	4,500.00	4,469.00
726110 Property taxes		
726111 Museum property	203.00	201.72
726112 Brick and yellow buildings	2,500.00	2,434.04
Total 726110 Property taxes	\$ 2,703.00	\$ 2,635.76
Total 726000 B. Insurance and property taxes	\$ 7,203.00	\$ 7,104.76
727000 C. Financing		
727100 Principal payments	10,448.00	60,000.00
727102 Merrill Lynch Investment Fees	3,500.00	3,351.49
Total 727100 Principal payments	\$ 13,948.00	\$ 63,351.49
727200 Interest payments		
Loan	352.00	1,643.72
Total 727200 Interest payments	\$ 352.00	\$ 1,643.72
Total 727000 C. Financing	\$ 14,300.00	\$ 64,995.21
Total 720000 7. Facilities and financing	\$ 55,898.00	\$ 98,715.55
Total Expenses	\$ 167,490.00	\$ 206,232.84
Net Operating Income	\$ 20,691.00	\$ 64,454.08
Net Income	\$ 20,691.00	\$ 64,454.08

**National Cambridge Collectors
Balance Sheet
As of December 31, 2017**

BUDGET

	2017	As of Dec 31, 2016	
ASSETS			
Current Assets			
Bank Accounts			
010000 Checking			
011000 PNC Bank	50,288.68	49,097.33	1,191.35
012000 Peoples Bank	329.03	329.03	0.00
013000 PNC - Credit Card Transactions	11,523.94	11,523.94	0.00
Total 010000 Checking	\$ 62,141.65	\$ 60,950.30	0.00
020000 Paypal	10,030.04	10,030.04	0.00
030000 Investments			0.00
031000 PNC	0.00	0.00	0.00
032000 Schwab	0.00	0.00	0.00
Total 030000 Investments	\$ 0.00	\$ 0.00	0.00
040000 Petty Cash Funds			0.00
041000 Museum	150.00	150.00	0.00
042000 Membership	0.00	0.00	0.00
043000 Postage	100.00	100.00	0.00
044000 Event petty cash	0.00	0.00	0.00
Total 040000 Petty Cash Funds	\$ 250.00	\$ 250.00	0.00
050000 Restricted Funds			0.00
051000 Peoples Bank	0.00	0.00	0.00
Total 050000 Restricted Funds	\$ 0.00	\$ 0.00	0.00
080000 Endowment Fund			0.00
081000 Schwab	0.00	0.00	0.00
082000 Total Investment In Merrill Lynch			0.00
082100 Merrill Lynch Cash	12,293.00	145,793.14	-133,500.14
082200 Merrill Lynch Investment	406,782.00	253,782.21	152,999.79
Total 082000 Total Investment In Merrill Lynch	\$ 419,075.00	\$ 399,575.35	
084000 PNC			0.00
084001 Cash	0.00	0.00	0.00
Total 084000 PNC	\$ 0.00	\$ 0.00	0.00
084002 PNC Certificates of Deposit	0.00	0.00	0.00
Total 080000 Endowment Fund	\$ 419,075.00	\$ 399,575.35	0.00
Total Bank Accounts	\$ 491,496.69	\$ 470,805.69	0.00
Other Current Assets			0.00
x70000 Undeposited Funds	0.00	0.00	0.00
Total Other Current Assets	\$ 0.00	\$ 0.00	0.00
Total Current Assets	\$ 491,496.69	\$ 470,805.69	0.00
Fixed Assets			0.00
700711 Brick Building 126 S. Ninth St	0.00	0.00	0.00
x700710 Land	0.00	0.00	0.00
x700712 Small House Building 826 Turner	0.00	0.00	0.00
Total Fixed Assets	\$ 0.00	\$ 0.00	0.00
TOTAL ASSETS	\$ 491,496.69	\$ 470,805.69	20,691.00
LIABILITIES AND EQUITY			0.00
Liabilities			0.00
Current Liabilities			0.00

Other Current Liabilities				0.00
0000700 Loan on Property July 2016	29,552.00	40,000.00		-10,448.00
0000701 PNC Loan July 2015	0.00	0.00		0.00
000072 Escrow Rent for Brick Building	1,200.00	1,200.00		0.00
x722 Sales Tax Payable	0.00	0.00		0.00
Total Other Current Liabilities	\$ 30,752.00	\$ 41,200.00		0.00
Total Current Liabilities	\$ 30,752.00	\$ 41,200.00		0.00
Total Liabilities	\$ 30,752.00	\$ 41,200.00		0.00
Equity				0.00
723 Opening Bal Equity	92,101.33	92,101.33		0.00
724 Retained Earnings	347,952.36	273,050.28		74,902.08
Net Income	20,691.00	64,454.08		-43,763.08
Total Equity	\$ 460,744.69	\$ 429,605.69		0.00
TOTAL LIABILITIES AND EQUITY	\$ 491,496.69	\$ 470,805.69		0.00
				20,691.00

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