



National Cambridge Collectors Inc.

# Financial Report

for  
Period

**1/1/2015 to  
12/31/2015**



# Section 1

## Summary

December 31, 2015





## Financial Report

December 31, 2015

### Index

<b>Section 1 Summary</b>	4
Variances	5
<b>Section 2 Financial Statements</b>	6
Statement of Activity	7&8
Endowment fund	9
Balance Sheet	10
Cash and Investments	10
Debt	11
Temporarily Restricted Funds	12
Non-financial assets	
<b>Section 3 Operating functions</b>	
1 Member Services	15
2 Development	16
3 Events	17
4 Education	18&19
5 Museum	20
6 Administration	21
7 Facilities and financing	22



# Summary

December 31, 2015

## Statement of Activity

Operating funds	Actual		More (Less)	Comparison to budget		
	12/31/15	12/31/14		Budget	Variance	12/31/15
1. Member Services	\$ (17,324)	\$ (21,783)	4,460	(21,250)	3,926	(17,324)
2. Development	\$ 56,247	\$ 65,497	(9,250)	51,100	5,147	56,247
3. Events	\$ 13,475	\$ 16,152	(2,677)	13,245	230	13,475
4. Education	\$ 1,344	\$ 1,803	(459)	1,650	(306)	1,344
5. Museum						
Public operations	\$ (1,059)	\$ (2,531)	1,472	(3,005)	1,946	(1,059)
Gift shop	\$ 37,142	\$ 22,309	14,834	18,275	18,867	37,142
Contents	\$ (2,722)	\$ (446)	(2,276)	(2,200)	(522)	(2,722)
	\$ 33,361	\$ 19,332	14,029	13,070	20,291	33,361
6. Administration	\$ (10,506)	\$ (9,571)	(935)	(8,882)	(1,624)	(10,506)
7. Facilities and financing	\$ (58,898)	\$ (149,668)	90,769	(35,170)	(23,728)	(58,898)
	<b>\$ 17,699</b>	<b>\$ (70,023)</b>	95,937	<b>13,763</b>	3,936	<b>17,699</b>
<b>Endowment fund</b>	<b>\$ (2,240)</b>	<b>\$ (8,385)</b>	6,145	<b>200</b>	(2,440)	<b>(2,240)</b>
Change in Operating Cash	\$ 15,459	\$ (78,407)	102,082	13,963	1,496	15,459

## Balance Sheet

Cash and investments	1/1/15	Change	12/31/15
Checking	69,566.49	(19,631.30)	49,935.19
Schwab - Unrestricted	5,622.02	(5,622.02)	0.00
Paypal	2,902.44	(26.91)	2,875.53
	78,090.95		52,810.72
Imprest	250.00	0.00	250.00
Merrill Lynch- Endowment	0.00	252,006.47	252,006.47
PNC CD - endowment	125,131.90	(25,047.48)	100,084.42
Schwab - Endowment	183,979.44	(183,979.44)	0.00
	309,111.34		352,090.89
<b>Total</b>	<b>387,452.29</b>	17,699.32	<b>405,151.61</b>

Fund Balance	1/1/15	Change	12/31/15
Operating funds			
Unrestricted	63,639.60	(10,416.28)	53,223.32
Temporarily restricted	14,701.35	(14,863.95)	(162.60)
Less: Debt	(125,000.00)	25,000.00	(100,000.00)
	(46,659.05)	(280.23)	(46,939.28)
Endowment fund	309,111.34	42,979.55	352,090.89
<b>Actual Cash less Debt</b>	<b>262,452.29</b>	42,699.32	<b>305,151.61</b>

Total (387,452) (17,699) (405,152)



**Budget Variances**  
**Operating Funds**  
 December 31, 2015

		Actual		More (Less)	Comparison to budget		
		12/31/15	12/31/14		Budget	Variance	12/31/15
CB Publishing	1 Expense	(7,780.10)	(10,266.05)	2,486	(10,000)	2,220	(7,780)
Member recruitment	1 Expense	0.00	0.00	0	(2,100)	2,100	0
Printing	1 Expense	(1,111.15)	(1,600.61)	489	(300)	(811)	(1,111)
Publicity	1 Expense	(3,799.24)	(2,765.89)	(1,033)	(2,700)	(1,099)	(3,799)
Special gifts	2 Revenue	3,367.39	14,411.81	(11,044)	0	3,367	3,367
Grants	2 Revenue	5,000.00	1,500.00	3,500	1,500	3,500	5,000
Benefit Auction	3 Revenue	11,553.53	8,364.65	3,189	8,700	2,854	11,554
Glass Show	3 Revenue	127.90	980.04	(852)	1,220	(1,092)	128
Book production costs	4 Expense	2,044.17	2,638.79	(595)	3,000	(956)	2,044
Resale glass (net)	5 Revenue	31,565.66	17,606.35	13,959	16,275	15,291	31,566
Misc. gift shop sales	5 Revenue	5,467.37	4,701.25	766	2,000	3,467	5,467
Museum admissions	5 Revenue	10,114.12	9,126.00	988	9,000	1,114	10,114
Repairs & Maint. - museum	7 Expense	(3,520.61)	(15,030.33)	11,510	(5,000)	1,479	(3,521)
Parking space rentals	7 Revenue	1,117.50	1,170.00	(53)	1,200	(83)	1,118
				0			
					<b>31,352</b>		
<b>Building purchase</b>							
PNC loan proceeds	7 Revenue	0.00	0.00	0	0	0	0
Closing property tax	7 Expense	0.00	0.00	0	0	0	0
Purchase of property	7 Expense	0.00	0.00	0	0	0	0
Yellow building expenses	7 Expense	(8,757.09)	(4,612.22)	(4,145)	(10,599)	1,842	(8,757)
PNC loan interest	7 Expense	(2,351.89)	(1,145.11)	(1,207)	(2,483)	131	(2,352)
Brick building expenses	7 Expense	(2,478.92)	(1,657.66)	(821)	(1,930)	(549)	(2,479)
					<b>1,424</b>		
					<b>32,776</b>		
					Detailed above	32,776	
					All other non-detailed	(28,840)	
					<b>Budget difference for the year</b>	<b>3,936</b>	



## Section 2

# Financial Statements

December 31, 2015



**Statement of Activity**  
December 31, 2015

1. Member Services	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
A. Crystal Ball operations	(13,098)	(15,280)	2,182	(14,900)	1,802	(13,098)
B. Convention	1,540	(1,193)	2,734	(1,300)	2,840	1,540
C. General marketing	(3,799)	(2,766)	(1,033)	(4,800)	1,001	(3,799)
D. Member services	(1,967)	(2,544)	577	(250)	(1,717)	(1,967)
	<b>(17,324)</b>	(21,783)	4,460	<b>(21,250)</b>	3,926	<b>(17,324)</b>

2. Development						
A. Annual Giving	47,880	49,485	(1,605)	49,500	(1,620)	47,880
B. Special gifts	3,367	14,412	(11,044)	0	14,412	14,412
C. Projects	-	100	(100)	100	0	100
D. Grants	5,000	1,500	3,500	1,500	3,500	5,000
	<b>56,247</b>	65,497	(9,250)	<b>51,100</b>	16,292	<b>67,392</b>

3. Events						
A. Benefit Auction	11,554	8,365	3,189	8,700	2,854	11,554
B. Glass Show	128	980	(852)	1,220	(1,092)	128
C. Glass Dash	1,794	1,463	331	1,325	469	1,794
D. Other fundraising events	-	5,345	(5,345)	2,000	(2,000)	0
	<b>13,475</b>	16,152	(2,677)	<b>13,245</b>	230	<b>13,475</b>

4. Education						
A. Publications	1,649	1,994	(344)	2,500	(851)	1,649
B. Educational items	-	-	0	(100)	100	0
C. Research & programming	(201)	(53)	(148)	(750)	549	(201)
D. Activities	(104)	(137)	33	0	(104)	(104)
	<b>1,344</b>	1,803	(459)	<b>1,650</b>	(306)	<b>1,344</b>

(Continued next page)



**Statement of Activity** (continued)  
December 31, 2015

5. Museum	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
A. Public operations						
1) Admissions	10,114	9,126	988	9,000	1,114	10,114
2) Staffing	(11,173)	(11,657)	484	(12,005)	832	(11,173)
	(1,059)	(2,531)	1,472	(3,005)	1,946	(1,059)
B. Gift shop						
1) Resale glass	31,566	17,606	13,959	16,275	15,291	31,566
2) Other	5,467	4,701	766	2,000	3,467	5,467
3) Non-categorized	109	1	108	0	109	109
	37,142	22,309	14,834	18,275	18,867	37,142
D. Contents	(2,722)	(446)	(2,276)	(2,200)	(522)	(2,722)
	<b>33,361</b>	19,332	14,029	<b>13,070</b>	20,291	<b>33,361</b>
<b>6. Administration</b>						
A. Staffing	(4,632)	(4,822)	189	(5,096)	464	(4,632)
B. Office	(1,823)	(1,991)	169	(1,190)	(633)	(1,823)
C. Operations	(563)	(427)	(136)	(230)	(333)	(563)
D. Organization	(1,805)	(1,397)	(408)	(1,400)	(405)	(1,805)
E. Finance	(1,683)	(934)	(749)	(966)	(717)	(1,683)
	<b>(10,506)</b>	(9,571)	(935)	<b>(8,882)</b>	(1,624)	<b>(10,506)</b>
<b>7. Facilities and financing</b>						
<b>A. Facilities</b>						
Income	1,118	1,770	(653)	5,200	(4,083)	1,118
Expense			0			
1) Museum building	(15,568)	(15,030)	(538)	(17,700)	2,132	(15,568)
2) Storage building	(900)	(362)	(538)	(450)	(450)	(900)
3) Brick building	(2,479)	(1,658)	(821)	(1,930)	(549)	(2,479)
4) Yellow building	(8,757)	(4,612)	(4,145)	(10,599)	1,842	(8,757)
	(27,704)	(21,662)	(6,042)	(30,679)	2,975	(27,704)
<b>B. Insurance &amp; taxes</b>	(6,995)	(2,903)	(4,092)	(7,108)	113	(6,995)
<b>C. Financing</b>	(25,316)	(126,872)	101,556	(2,583)	(22,857)	(25,440)
	<b>(58,898)</b>	(149,668)	90,769	<b>(35,170)</b>	(23,852)	<b>(59,022)</b>
<b>Change in cash</b>						
<b>Operating funds</b>	<b>15,459</b>	<b>(78,407)</b>	95,937	<b>13,763</b>	1,696	<b>15,459</b>
<b>Endowment fund</b>	<b>2,240</b>	<b>8,370</b>	(6,130)	<b>200</b>	2,040	<b>2,240</b>
<b>All funds</b>	<b>17,699</b>	<b>(70,038)</b>	89,807	<b>13,963</b>	3,736	<b>17,699</b>





# Endowment Fund

December 31, 2015

Activity	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
Gifts	52.00	0.00	52	100	(48)	52
Raffle	0.00	8,215.00	(8,215)	0	0	0
Investment income	2,188.21	154.76	2,033	100	2,088	2,188
<b>Total</b>	<b>2,240.21</b>	<b>8,369.76</b>	<b>(6,130)</b>	<b>200</b>	<b>2,040</b>	<b>2,240</b>

Fund Balance	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
Beginning balance	309,111.34	300,741.58	8,370	309,490	(379)	309,111
Interest on Investments				10,500		
Current year activity	2,240.21	154.76	2,085	200	2,040	2,240
Transfer from unrestricted	40,739.34	8,215.00	32,524	25,000	15,739	40,739
	42,979.55	8,369.76	34,610	35,700	17,780	42,980
<b>Ending balance</b>	<b>352,090.89</b>	<b>309,111.34</b>	<b>42,980</b>	<b>345,190</b>	<b>17,401</b>	<b>352,091</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, 2015

**10 of 22**

Cash and Investments	Actual			Projected
	1/1/15	More (Less)	12/31/15	12/31/15
Checking				
PNC	68,697	(39,704)	28,993	30,581
Peoples Bank	329	-	329	329
PNC credit card	540	20,073	20,613	540
Schwab - Unrestricted	5,622	(5,622)	-	5,622
Paypal	2,902	(27)	2,876	2,902
	<u>78,091</u>		<u>52,811</u>	<u>39,975</u>
Imprest	250	-	250	250
Endowment:				
PNC CD - endowment	125,132	(25,047)	100,084	113,000
Merrill Lynch - Endowment	183,979	68,027	252,006	232,190
	<u>309,111</u>		<u>352,091</u>	<u>345,190</u>
<b>Total Assets</b>	<b><u>387,452</u></b>	17,699	<b><u>405,152</u></b>	<b><u>385,415</u></b>

Debt	42,005		42,369	12/31/15
PNC	125,000	(25,000)	100,000	113,000
2.170% LIBOR+ 2%				
	<u>125,000</u>	<u>(25,000)</u>	<u>100,000</u>	<u>113,000</u>

Net Assets	42,005		42,369	12/31/15
Unrestricted funds	63,640	(10,416)	53,223	40,000
Temporarily restricted funds	14,701	(14,864)	(163)	225
Less: Debt	(125,000)	25,000	(100,000)	(113,000)
	<u>(46,659)</u>	<u>(280)</u>	<u>(46,939)</u>	<u>(72,775)</u>
Endowment fund	309,111	42,980	352,091	345,190
Actual funds with our debt	<u>262,452</u>	<u>42,699</u>	<u>305,152</u>	<u>272,415</u>

Total Debt and Net Assets 387,452 17,699 405,152 385,414.96



Balance Sheet

**Debt**

December 31, 2015

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

1/1/15 125,000.00

	Debt Service		Payments	Balance
	Principal	Interest		
	125,000			
JAN		233.52		
FEB		233.75		
MAR		192.60	12,000.00	
APR		197.12	13,000.00	
MAY		181.87		
JUN		188.19		
JUL		182.30		
AUG		189.00		
SEP		189.82		
OCT		182.79		
NOV		188.89		
DEC		192.04		
	0.00	2,351.89	25,000.00	100,000.00

12/31/15 **100,000** out of maximum \$100,000

2.170%  
(LIBOR+ 2%)

**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, 2015

		<b>Temporarily Restricted Funds</b>				
		<b>Total</b>	Museum	Endowment	Facilities	Other
<b>1/1/15</b>		<b>14,701.35</b>	2,000.00	0.00	225.00	12,476.35
<b>Restricted income</b>						
	GAP Grant	5,000.00	0.00			5,000.00
	Gift for new facility acquisition					
	Ohio Tours	200.00	200.00			
	Endowment		0.00		0.00	0.00
		<b>5,200.00</b>	200.00	0.00	0.00	5,000.00
<b>Released from Restriction</b>						
	GAP ADVERTISING	(5,000.00)	0.00			(5,000.00)
	Museum expenditures	(2,587.60)	(2,362.60)		(225.00)	
	Admin expenses	(476.35)				(476.35)
	Principal Payment	(12,000.00)				(12,000.00)
		<b>(20,063.95)</b>	(2,362.60)	0.00	(225.00)	(17,476.35)
	<b>Current year change</b>	<b>(14,863.95)</b>	(2,162.60)	0.00	(225.00)	(12,476.35)
<b>12/31/15</b>		<b>(162.60)</b>	(162.60)	0.00	0.00	0.00
<b>Remaining</b>		<b>Total</b>	Museum	Education	Acquisitions	Other
	Restricted income	14,701.35	2,000.00	0.00	225.00	12,476.35
	Additions	5,200.00	200.00			5,000.00
		0.00				
	Released from Restriction	(20,063.95)	(2,362.60)	0.00	(225.00)	(17,476.35)
<b>12/31/15</b>		<b>(162.60)</b>	<b>(162.60)</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>



# Non-financial assets

December 31, 2015

## 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

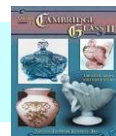
## D. Collections

- 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, 2015



# 1. Member Services

December 31, 2015

15 of 22

A. <b>Crystal Ball operations</b>	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
Publishing	(7,780.10)	(10,266.05)	2,486	(10,000)	2,220	(7,780)
Delivery	(5,929.64)	(5,791.87)	(138)	(5,500)	(430)	(5,930)
Advertising revenue	612.00	778.00	(166)	600	12	612
	<b>(13,097.74)</b>	<b>(15,279.92)</b>	<b>2,182</b>	<b>(14,900)</b>	<b>1,802</b>	<b>(13,098)</b>
<b>B. Convention</b>						
Convention revenue	9,668.00	10,599.00	(931)	10,500	(832)	9,668
Food	(5,973.42)	(8,213.38)	2,240	(8,200)	2,227	(5,973)
Facility rent	(1,600.00)	(2,025.00)	425	(2,000)	400	(1,600)
Favors	0.00	0.00	0	0	0	0
All other expense	(554.16)	(1,553.95)	1,000	(1,600)	1,046	(554)
	<b>1,540.42</b>	<b>(1,193.33)</b>	<b>2,734</b>	<b>(1,300)</b>	<b>2,840</b>	<b>1,540</b>
<b>C. General marketing</b>						
Publicity	(3,799.24)	(2,765.89)	(1,033)	(2,700)	(1,099)	(3,799)
Member recruitment	0.00	0.00	0	(2,100)	2,100	0
Support of other organizations	0.00	0.00	0	0	0	0
	<b>(3,799.24)</b>	<b>(2,765.89)</b>	<b>(1,033)</b>	<b>(4,800)</b>	<b>1,001</b>	<b>(3,799)</b>
<b>D. Member services</b>						
Printing	(1,111.15)	(1,600.61)	489	(300)	(811)	(1,111)
Postage	(883.63)	(904.18)	21	0	(884)	(884)
Relations	(7.58)	(49.00)	41	(50)	42	(8)
Century Club	0.00	0.00	0	0	0	0
Meetings						0
Receipts	1,034.50	1,132.50	(98)	1,100	(66)	1,035
Expense	(999.50)	(1,123.00)	124	(1,000)	1	(1,000)
	<b>(1,967.36)</b>	<b>(2,544.29)</b>	<b>577</b>	<b>(250)</b>	<b>(1,717)</b>	<b>(1,967)</b>
<b>Total</b>	<b>(17,323.92)</b>	<b>(21,783.43)</b>	<b>4,460</b>	<b>(21,250)</b>	<b>3,926</b>	<b>(17,324)</b>



## 2. Development

December 31, 2015

16 of 22

1) Annual Fund	Actual			Comparison to budget			
		12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
Patron level	23.5%	11,235.00	11,250.00	(15)	11,500	(265)	11,235
Century		12,120.00	12,585.00	(465)	12,500		12,120
Mardi Gras		10,100.00	10,100.00	0	10,000		10,100
Japonica		6,200.00	5,150.00	1,050	5,000		6,200
President's Circle level		8,174.71	10,300.00	(2,125)	10,000		8,175
Benefactor level	76.4%	36,594.71	38,135.00	(1,540)	37,500	(905)	36,595
Special tributes	0.1%	50.00	100.00	(50)	500	(450)	50
	100.0%	<b>47,879.71</b>	49,485.00	(1,605)	49,500	(1,620)	47,880
2) Special gifts							
Unrestricted		2,146.39	795.46	1,351	0	795	795
Temporarily restricted		1,221.00	13,616.35	(12,395)	0	13,616	13,616
		<b>3,367.39</b>	14,411.81	(11,044)	0	14,412	14,412
3) Projects							
Scotties		0.00	100.00	(100)	100	0	100
Production		0.00	0.00	0	0	0	0
		<b>0.00</b>	100.00	(100)	100	0	100
4) Grants		<b>5,000.00</b>	1,500.00	3,500	1,500	3,500	5,000
<b>Total Development</b>		<b>56,247.10</b>	65,496.81	(9,250)	51,100	16,292	67,392





**3. Events**  
December 31, 2015

1) <b>Benefit Auction</b>	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
Floor sales	52,881.50	50,050.00	2,832	53,000	(119)	52,882
Mail bids	20.05	11.35	9	0	20	20
NCC owned glass	4,160.00	3,000.00	1,160	0	4,160	4,160
Gift glass	0.00	0.00	0	0	0	0
	57,061.55	53,061.35	4,000	53,000	4,062	57,062
Consignment payments	(42,317.20)	(41,436.00)	(881)	(41,000)	(1,317)	(42,317)
Auctioneer fee	(2,305.26)	(2,261.80)	(43)	(2,100)	(205)	(2,305)
Gross income	12,439.09	9,363.55	3,076	9,900.00	2,539	12,439
Admission Income	240.00	196.00	44	0	240	240
Facility rental	(675.00)	(675.00)	0	(1,000)	325	(675)
All other cost - deposit	(450.56)	(519.90)	69	(200)	(251)	(451)
	<b>11,553.53</b>	8,364.65	3,189	<b>8,700.00</b>	2,854	11,554
2) <b>Glass Show</b>						
Exhibitor fees	3,452.00	4,668.75	(1,217)	4,700	(1,248)	3,452
Admission fees	574.00	620.00	(46)	620	(46)	574
Gross income	4,026.00	5,288.75	(1,263)		4,026	4,026
Facility rental	(1,600.00)	(1,400.00)	(200)	(3,000)	1,400	(1,600)
Advertising expense	(2,178.63)	(1,116.28)	(1,062)	(1,000)	(1,179)	(2,179)
Other Expenses less Deposit	(119.47)	(1,792.43)	1,673	(100)	(19)	(119)
	<b>127.90</b>	980.04	(852)	1,220	(1,092)	128
3) <b>Glass Dash</b>						
Exhibitor fees	1,365.00	1,010.00	355	1,000	365	1,365
Admission fees	930.00	928.00	2	900	30	930
Gross income	2,295.00	1,938.00	357		2,295	2,295
Other income	0.00	0.00	0		0	0
Marketing	0.00	0.00	0		0	0
Other expense	(26.00)	0.00	(26)	(100)	74	(26)
Facility rental	(475.00)	(475.00)	0	(475)	0	(475)
	<b>1,794.00</b>	1,463.00	331	1,325	469	1,794
4) <b>Other fundraising events</b>						
Convention event - Auction					0	0
Revenue	0.00	18,460.58	(18,461)	2,000	(2,000)	0
Expense	0.00	(13,116.00)	13,116		0	0
November quarterly meeting	0.00	0.00	0		0	0
	<b>0.00</b>	5,344.58	(5,345)	2,000	(2,000)	0
<b>Total Events</b>	<b>13,475.43</b>	16,152.27	(2,677)	<b>13,245</b>	230	<b>13,475</b>



**4. Education**  
December 31, 2015

A. Publications	Actual		More (Less)	Comparison to budget		
	12/31/15	12/31/14		Budget	Variance	12/31/15
<b>1) Sales</b>						
a. Catalog reprints						
1903 - Bennett	12.00	6.00	6			
Nearcut	108.45	90.90	18			
1916	0.00	0.00	0			
1927	27.85	19.90	8			
Catalog #10	0.00	45.45	(45)			
1930-34	58.30	54.95	3			
1940	20.00	0.00	20			
1949-53	89.75	119.80	(30)			
1956-58	10.00	0.00	10			
b. Color books						
NCC color book 2	257.40	391.05	(134)			
Other	0.00	17.85	(18)			
c. Etching books						
Etchings book 1	156.15	206.00	(50)			
Etchings book 2 (non-cataloged)	12.95	51.80	(39)			
Etchings booklets	25.25	15.10	10			
d. Specific lines						
Caprice - books	315.20	239.40	76			
Caprice - DVDs	73.82	35.90	38			
Rosepoint - books	273.30	455.80	(183)			
Rosepoint - DVDs	117.70	79.84	38			
e. Rock Crystal						
Rock Crystal Engravings	32.30	0.00	32			
Rock Crystal Listings	0.00	0.00	0			
f. Decorates						
Cambridge Decorates	14.95	40.35	(25)			
Other	29.95	0.00	30			
g. Types						
Stemware - Nye	0.00	20.00	(20)			
Pharmaceuticals	0.00	29.85	(30)			
Candlesticks	71.90	261.00	(189)			
h. Florence books	44.90	0.00	45			
i. Other book sales						
Reflections	25.00	40.00	(15)			
Museum tour guide brochures	5.00	9.00	(4)			
Miscellaneous	244.10	408.85	(165)			
j. Price guides	17.95	0.00	18			
	<b>2,044.17</b>	<b>2,638.79</b>	<b>(595)</b>	<b>3,000</b>	<b>(483)</b>	<b>2,517</b>

(Continued next page)



**4. Education** (continued)  
December 31, 2015

A. Publications (continued)	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
1) Sales (from previous page)	2,044.17	2,638.79	(595)	3,000	(956)	2,044
2) Cost of book sales						
Specific lines	(276.25)	0.00	(276)			
Catalog reprints	0.00	(521.59)	522			
Etchings books	(94.64)	0.00	(95)			
Rock Crystal Engravings	0.00	0.00	0			
Types	0.00	(24.20)	24			
Florence	0.00	0.00	0			
Other publications	(23.85)	(99.45)	76			
Color books	0.00	0.00	0			
	(394.74)	(645.24)	251	(500)	105	(395)
3) Production costs	0.00	0.00	0	0	0	0
<b>Total Publications</b>	<b>1,649.43</b>	1,993.55	(344)	2,500	(851)	1,649
B. Educational items						
Crystal Lady, binders, pamphlets, etc.	0.00	0.00	0	(100)		0
Inventory purchases	0.00	0.00	0			0
	<b>0.00</b>	0.00	0	(100)	100	0
C. Research & programming						
Research materials	(201.23)	(53.26)	(148)			
Educational resources	0.00	0.00	0			
	<b>(201.23)</b>	(53.26)	(148)	(750)	549	(201)
D. Activities						
Art Show	0.00	0.00	0	0	0	0
Programs	0.00	0.00	0	0	0	0
Workers reunion	(104.18)	(136.99)	33	0	0	0
	<b>(104.18)</b>	(136.99)	33	0	(104)	(104)
<b>Total</b>	<b>1,344.02</b>	1,803.30	(459)	<b>1,650</b>	(306)	<b>1,344</b>



## 5. Museum

December 31, 2015

A. Public operations	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
1) Admissions	10,114	9,126	988	9,000	1,114	10,114
2) Staffing						
Wages	(10,160)	(10,618)	458	(11,352)	1,192	(10,160)
Payroll taxes:						
Withholdings	1,837	1,925	(88)	2,589		1,837
Payments	(2,850)	(2,963)	114	(3,242)		(2,850)
	(1,013)	(1,038)	25	(653)	(360)	(1,013)
Staffing	(11,173)	(11,657)	484	(12,005)	832	(11,173)
	<b>(1,059)</b>	<b>(2,531)</b>	<b>1,472</b>	<b>(3,005)</b>	<b>1,946</b>	<b>(1,059)</b>
B. Gift Shop						
1) Resale glass						
Cambridge glass	47,508	28,449	19,059			47,508
Mosser/Boyd	112	182	(70)			112
Global	148	327	(179)			148
Shaker tops	112	24	88			112
Other	370	806	(436)			370
Convention favors	60	50	10			60
	48,310	29,838	18,473	26,275	22,035	48,310
Inventory purchases						
Cambridge	(16,745)	(12,120)	(4,624)	(10,000)	(6,745)	(16,745)
Other	-	(111)	111	0	0	0
	(16,745)	(12,232)	(4,513)	(10,000)	(6,745)	(16,745)
	31,566	17,606	13,959	16,275	15,291	31,566
2) Miscellaneous						
Printed materials	159	127	32			159
Pins and patches	90	30	60			90
Logo pencils	13	5	8			13
Miscellaneous	208	135	73			208
Jewelry	2,160	1,885	275			2,160
NCC shopping bags	55	65	(10)			55
Christmas	3,015	2,798	218			3,015
	5,699	5,044	655			5,699
Inventory purchases	(232)	(343)	111			(232)
	5,467	4,701	766	2,000	3,467	5,467
3) Non-categorized sales	109	1	108	0	109	109
	<b>37,142</b>	<b>22,309</b>	<b>14,834</b>	<b>18,275</b>	<b>18,867</b>	<b>37,142</b>
C. Contents						
1) Cambridge Glass Company						
Glass collection purchases	-	(64)	64			0
Materials and equipment	(255)	(245)	(10)			(255)
Factory business records	-	-	0			0
2) General						
Display materials	(169)	(57)	(112)	(200)		(169)
Furniture and equipment	(2,299)	(80)	(2,218)	(2,000)		(2,299)
	<b>(2,722)</b>	<b>(446)</b>	<b>(2,276)</b>	<b>(2,200)</b>	<b>(522)</b>	<b>(2,722)</b>
	<b>33,361</b>	<b>19,332</b>	<b>14,029</b>	<b>13,070</b>	<b>20,291</b>	<b>33,361</b>



**6. Administration**

December 31, 2015

	Actual			Comparison to budget		
	12/31/15	12/31/14	More (Less)	Budget	Variance	12/31/15
<b>A. Staffing</b>						
Wages	(4,221)	(4,105)	(116)	(4,350)	129	(4,221)
Payroll taxes:						
Withholdings	641	629	12	654		641
Payments	(1,053)	(1,346)	293	(1,400)		(1,053)
	(411)	(717)	305	(746)	335	(411)
	<b>(4,632)</b>	<b>(4,822)</b>	<b>189</b>	<b>(5,096)</b>	<b>464</b>	<b>(4,632)</b>
<b>B. Office</b>						
Supplies	(512)	(117)	(395)	(195)	(317)	(512)
Postage	(159)	(90)	(69)	(100)	(59)	(159)
Conference calling	(532)	(492)	(40)	(495)	(37)	(532)
Technology:						
DSL	(275)	(298)	23	(300)	25	(275)
Software	(260)	(297)	37	0	(260)	(260)
Hardware	-	(522)	522	0	0	0
Repairs & supplies	(85)	(175)	91	(100)	16	(85)
	<b>(1,823)</b>	<b>(1,991)</b>	<b>169</b>	<b>(1,190)</b>	<b>(633)</b>	<b>(1,823)</b>
<b>C. Operations</b>						
Shipping for sales:						
Collected	331	110	221	125	206	331
Paid	(318)	(106)	(212)	(110)	(208)	(318)
Sales tax:						
Collected	3,531	2,443	1,088	2,500	1,031	3,531
Paid	(3,504)	(2,425)	(1,079)	(2,500)	(1,004)	(3,504)
Web based commerce:						
Ebay	(137)	(103)	(34)	105	(242)	(137)
Website	(306)	-	(306)	(200)	(106)	(306)
Paypal	(160)	(346)	186	(150)	(10)	(160)
	<b>(563)</b>	<b>(427)</b>	<b>(136)</b>	<b>(230)</b>	<b>(333)</b>	<b>(563)</b>
<b>D. Organization</b>						
Insurance - D&O	(895)	(900)	5	(900)	5	(895)
Licenses and fees	(847)	(497)	(350)	(500)	(347)	(847)
Other	(63)	-	(63)	0	(63)	(63)
	<b>(1,805)</b>	<b>(1,397)</b>	<b>(408)</b>	<b>(1,400)</b>	<b>(405)</b>	<b>(1,805)</b>
<b>E. Finance</b>						
Other income	13	389	(376)	0	13	13
Bank charges	(1,692)	(1,321)	(370)	(1,500)	(192)	(1,692)
Cash over/short	(4)	(2)	(9,960)	0	(4)	(4)
Investment Income	-	-	0	534	(534)	0
	<b>(1,683)</b>	<b>(934)</b>	<b>(10,706)</b>	<b>(966)</b>	<b>(717)</b>	<b>(1,683)</b>
<b>Total</b>	<b>(10,506)</b>	<b>(9,571)</b>	<b>(10,892)</b>	<b>(8,882)</b>	<b>(1,624)</b>	<b>(10,506)</b>



**7. Facilities and financing**  
December 31, 2015

A. Facilities	Actual		More (Less)	Comparison to budget		
	12/31/15	12/31/14		Budget	Variance	12/31/15
<b>Income</b>						
Parking space rentals	1,118	1,170	(53)	1,200	(83)	1,118
Brick & Yellow building rent	-	600	(600)	4,000	(4,000)	0
	<u>1,118</u>	<u>1,770</u>	<u>(653)</u>	<u>5,200</u>	<u>(4,083)</u>	<u>1,118</u>
<b>Expense</b>						
<b>1) Museum facility</b>						
a. Utilities						
Electric	(10,040)	(10,679)	639	(11,000)	960	(10,040)
Telephone	(542)	(426)	(116)	(500)	(42)	(542)
Water	(248)	(248)	(0)	(200)	(48)	(248)
Security	(1,217)	(682)	(535)	(1,000)	(217)	(1,217)
	<u>(12,047)</u>	<u>(12,035)</u>	<u>(12)</u>	<u>(12,700)</u>	<u>653</u>	<u>(12,047)</u>
b. Maint.and Improvements	(3,521)	(2,995)	(525)	(5,000)	1,479	(3,521)
	<u>(15,568)</u>	<u>(15,030)</u>	<u>(538)</u>	<u>(17,700)</u>	<u>2,132</u>	<u>(15,568)</u>
<b>2) Storage building</b>						
Electric	(350)	(362)	12	(250)	(100)	(350)
Security	(300)	-	(300)	(200)	(100)	(300)
Maintenance	(250)	-	(250)	0	(250)	(250)
	<u>(900)</u>	<u>(362)</u>	<u>(538)</u>	<u>(450)</u>	<u>(450)</u>	<u>(900)</u>
<b>3) Brick building</b>						
Utilities	(1,640)	(202)	(1,439)	(500)	(1,140)	(1,640)
Repairs and Maintenance	(839)	(1,456)	617	(1,430)	591	(839)
	<u>(2,479)</u>	<u>(1,658)</u>	<u>(821)</u>	<u>(1,930)</u>	<u>(549)</u>	<u>(2,479)</u>
<b>4) Yellow house</b>						
Utilities	(1,032)	(245)	(787)	(599)	(433)	(1,032)
Repairs and Maintenance	(7,725)	(4,367)	(3,358)	(10,000)	2,275	(7,725)
	<u>(8,757)</u>	<u>(4,612)</u>	<u>(4,145)</u>	<u>(10,599)</u>	<u>1,842</u>	<u>(8,757)</u>
	<b>(27,704)</b>	<b>(21,662)</b>	<b>(6,042)</b>	<b>(30,679)</b>	<b>2,975</b>	<b>(27,704)</b>
<b>B. Insurance &amp; taxes</b>						
Property and liability insurance	(4,335)	(4,056)	(279)	(4,426)	91	(4,335)
Property tax:						
Museum property	(190)	(213)	23	(211)	21	(190)
Yellow and Brick buildings	(2,471)	1,366	(3,837)	(2,471)	0	(2,471)
	<u>(2,660)</u>	<u>1,153</u>	<u>(3,813)</u>	<u>(2,682)</u>	<u>22</u>	<u>(2,660)</u>
	<b>(6,995)</b>	<b>(2,903)</b>	<b>(4,092)</b>	<b>(7,108)</b>	<b>113</b>	<b>(6,995)</b>
<b>C. Financing</b>						
Property transactions:						
Principal payments	(25,000)	-	(25,000)	0	(25,000)	(25,000)
Transaction costs	-	(126,176)	126,176	0	0	0
	<u>(25,000)</u>	<u>(126,176)</u>	<u>101,176</u>	<u>0</u>	<u>(25,000)</u>	<u>(25,000)</u>
Finance transactions:						
PNC CD Interest Income	265	132	133	0	265	265
PNC loan interest	(2,352)	(1,145)	(1,207)	(2,483)	131	(2,352)
Line of credit charges/ML fee	(277)	(100)	(177)	(100)	(177)	(277)
	<u>(2,363)</u>	<u>(1,113)</u>	<u>(1,250)</u>	<u>(2,583)</u>	<u>220</u>	<u>(2,363)</u>
Schwab Money Market Income	124	417	(293)			
Merrill Lynch Invest Income	1,923	-	1,923	0	1,923	1,923
	<u>2,047</u>	<u>417</u>	<u>1,629.86</u>			
	<b>(25,316)</b>	<b>(126,872)</b>	<b>101,555.88</b>	<b>(2,583)</b>	<b>(22,857)</b>	<b>(25,440)</b>
Raffle Income	-	8,200		0	0.00	0
<b>Total</b>	<b>(58,898)</b>	<b>(141,468)</b>	<b>90,769</b>	<b>(35,170)</b>	<b>(23,852)</b>	<b>(59,022)</b>

**National Cambridge Collectors**  
**Profit and Loss**  
 January - December 2015

	<u>Total</u>	
	<u>Jan - Dec 2015</u>	<u>Jan - Dec 2014 (PY)</u>
<b>Income</b>		
<b>110000 1. Member Services - Income</b>		
<b>111000 A. Crystal Ball operations</b>		
111001 CB advertising sales	612	778
<b>Total 111000 A. Crystal Ball operations</b>	<b>612</b>	<b>778</b>
<b>112000 B. Convention</b>		
112001 Convention income	9,668	10,599
<b>Total 112000 B. Convention</b>	<b>9,668</b>	<b>10,599</b>
<b>113000 D. Membership</b>		
113001 November quarterly meeting	1,035	1,133
<b>Total 113000 D. Membership</b>	<b>1,035</b>	<b>1,133</b>
<b>Total 110000 1. Member Services - Income</b>	<b>11,315</b>	<b>12,510</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	11,235	11,250
211113 Benefactor - Century	12,120	12,585
211114 Benefactor - Mardi Gras	10,100	10,100
211115 Benefactor - Japonica	6,200	5,150
211116 President's Circle	8,175	10,300
<b>Total 211110 Current Friends</b>	<b>47,830</b>	<b>49,385</b>
<b>211117 Special tributes</b>		
211118 Special tributes - Members		100
211119 Special tributes - Friends	50	
<b>Total 211117 Special tributes</b>	<b>50</b>	<b>100</b>
<b>Total 211100 1) Annual Giving</b>	<b>47,880</b>	<b>49,485</b>
<b>211300 2) Gifts</b>		
<b>211320 Designated</b>		
211326 Other designations	1,221	13,616
<b>Total 211320 Designated</b>	<b>1,221</b>	<b>13,616</b>
<b>211340 Undesignated</b>	2,146	795
<b>Total 211300 2) Gifts</b>	<b>3,367</b>	<b>14,412</b>
<b>211500 3) Projects</b>		
<b>211510 Scottie sales</b>		
211513 Red		50
211515 Crystal Opalescent		50
<b>Total 211510 Scottie sales</b>	-	<b>100</b>
<b>Total 211500 3) Projects</b>	-	<b>100</b>
<b>211600 4) Grants</b>	5,000	1,500
<b>Total 211000 A. Fundraising</b>	<b>56,247</b>	<b>65,497</b>
<b>Total 210000 2. Development - Income</b>	<b>56,247</b>	<b>65,497</b>
<b>310000 3. Events - income</b>		
<b>312100 A. Benefit Auction</b>		
312101 Glass sales		
312103 Floor sales	57,042	53,050

312104 Mail bids	20	11
<b>Total 312101 Glass sales</b>	<b>57,062</b>	<b>53,061</b>
312108 Admission income	240	196
<b>Total 312100 A. Benefit Auction</b>	<b>57,302</b>	<b>53,257</b>
<b>312200 B. Glass Show</b>		
312201 Exhibitor fees	3,452	4,669
312202 Admissions	574	620
<b>Total 312200 B. Glass Show</b>	<b>4,026</b>	<b>5,289</b>
<b>312300 C. Glass Dash</b>		
312301 Exhibitor fees	1,365	1,010
312302 Admissions	930	928
312303 Other receipts and disbursements	(26)	
<b>Total 312300 C. Glass Dash</b>	<b>2,269</b>	<b>1,938</b>
<b>312400 D. Other fundraising events</b>		
312401 Convention event		18,461
<b>Total 312400 D. Other fundraising events</b>	<b>-</b>	<b>18,461</b>
<b>Total 310000 3. Events - income</b>	<b>63,597</b>	<b>78,945</b>
<b>410000 4. Education - Income</b>		
<b>411000 1) Sales</b>		
<b>411100 Catalog reprints</b>		
411101 1930-34 reprint	58	55
411102 1940 reprint	20	
411103 1949-53 reprint	90	120
411104 1956-58 reprint	10	
411105 Bennett 1903 reprint	12	6
411106 Nearcut reprint	108	91
411107 Smith 1927 reprint	28	20
411108 Catalog No. 10		45
<b>Total 411100 Catalog reprints</b>	<b>326</b>	<b>337</b>
<b>411200 Color books</b>		
411201 NCC Color book 2	257	391
411202 Welker color		18
<b>Total 411200 Color books</b>	<b>257</b>	<b>409</b>
<b>411300 Etching books</b>		
411310 Etchings book 1	156	206
411320 Etchings book 2 (non-cataloged)	13	52
<b>411330 Etchings booklets</b>		
411334 Wildflower	25	7
411335 Diane		8
<b>Total 411330 Etchings booklets</b>	<b>25</b>	<b>15</b>
<b>Total 411300 Etching books</b>	<b>194</b>	<b>273</b>
<b>411400 Specific lines</b>		
411401 Caprice	315	239
411402 Rosepoint	273	456
411403 Rosepoint DVD	118	80
411404 Carpice DVD	74	36
<b>Total 411400 Specific lines</b>	<b>780</b>	<b>811</b>
<b>411500 Rock Crystal</b>		
411501 Rock Crystal Engravings	32	
<b>Total 411500 Rock Crystal</b>	<b>32</b>	<b>-</b>
<b>411600 Decorates</b>		
411601 Cambridge Decorates	15	40
411602 Charlton Decorates	30	
<b>Total 411600 Decorates</b>	<b>45</b>	<b>40</b>
<b>411700 Types</b>		



411701 Nye stemware		20
411702 Candlestick books	72	261
411704 Pharmaceuticals		30
<b>Total 411700 Types</b>	<b>72</b>	<b>311</b>
411800 Florence books	45	
411900 Other book sales		
411902 Reflections	25	40
411903 Mus.Tour Guide Brochures	5	9
411904 Miscellaneous	129	287
<b>Total 411900 Other book sales</b>	<b>159</b>	<b>336</b>
411950 Price guides		
411956 Price guides - other	18	
<b>Total 411950 Price guides</b>	<b>18</b>	<b>-</b>
<b>Total 411000 1) Sales</b>	<b>1,929</b>	<b>2,517</b>
415000 C. Miscellaneous		
415002 Binders		2
415003 Pamphlets	115	120
<b>Total 415000 C. Miscellaneous</b>	<b>115</b>	<b>122</b>
<b>Total 410000 4. Education - Income</b>	<b>2,044</b>	<b>2,639</b>
510000 5. Museum - Income		
511000 A. Public Operations		
511100 Museum admissions	10,114	9,126
<b>Total 511000 A. Public Operations</b>	<b>10,114</b>	<b>9,126</b>
513000 B. Gift Shop		
513200 1) Resale glass		
513201 Cambridge Glass	47,508	28,449
513202 Mosser	20	80
513203 Boyd	92	102
513205 Global	148	327
513206 Shaker tops	112	24
513207 Other glass sales	370	806
513308 Convention favors	60	50
<b>Total 513200 1) Resale glass</b>	<b>48,310</b>	<b>29,838</b>
513400 3) Miscellaneous		
513401 Printed materials		
513402 Factory picture sales	53	16
513403 Post cards	106	111
<b>Total 513401 Printed materials</b>	<b>159</b>	<b>127</b>
513500 Other items		
513501 Tie Tacs and Pins	90	30
513504 Logo pencils	13	5
513506 Miscellaneous	208	135
513507 Jewelry sales	2,160	1,885
513508 Christmas	3,015	2,798
513509 NCC Bags	55	65
<b>Total 513500 Other items</b>	<b>5,540</b>	<b>4,917</b>
<b>Total 513400 3) Miscellaneous</b>	<b>5,699</b>	<b>5,044</b>
513999 CC sales not detailed	109	1
<b>Total 513000 B. Gift Shop</b>	<b>54,118</b>	<b>34,883</b>
<b>Total 510000 5. Museum - Income</b>	<b>64,233</b>	<b>44,009</b>
610000 6. Administration - income		
613100 Income		
613200 Other Income	13	389
<b>Total 613100 Income</b>	<b>13</b>	<b>389</b>
<b>Total 610000 6. Administration - income</b>	<b>13</b>	<b>389</b>

<b>710000 7. Facilities and financing - income</b>		
711000 A. Facilities income		
711001 Parking space rentals	1,118	1,170
711002 Brick Building Income		600
<b>Total 711000 A. Facilities income</b>	<b>1,118</b>	<b>1,770</b>
713300 Investment income		
713310 Unrestricted Funds		
713311 Schwab - money market	72	379
<b>Total 713310 Unrestricted Funds</b>	<b>72</b>	<b>379</b>
<b>Total 713300 Investment income</b>	<b>72</b>	<b>379</b>
<b>income</b>	<b>1,189</b>	<b>2,149</b>
<b>910000 9. Endowment</b>		
910010 Endowment gifts	52	15
910030 Raffle		8,200
910050 Endowment investment income		
913321 PNC CD Interest	265	132
913322 Schwab - money market		23
913323 Schwab - investments	-	
913324 Merrill Lynch-Change in Investment	1,923	
<b>Total 910050 Endowment investment income</b>	<b>2,188</b>	<b>155</b>
<b>Total 910000 9. Endowment</b>	<b>2,240</b>	<b>8,370</b>
<b>Total Income</b>	<b>200,877</b>	<b>214,506</b>
<b>Gross Profit</b>	<b>200,877</b>	<b>214,506</b>
<b>Expenses</b>		
<b>120000 1. Member Services - Expense</b>		
121000 A. Crystal Ball operations		
121002 Publishing	7,780	10,266
121003 Postage	5,930	5,792
<b>Total 121000 A. Crystal Ball operations</b>	<b>13,710</b>	<b>16,058</b>
122000 B. Convention		
122003 Food	5,973	8,213
122004 Facility rent	1,600	2,025
122007 All other expense	554	1,554
<b>Total 122000 B. Convention</b>	<b>8,128</b>	<b>11,792</b>
123000 C. General marketing		
123100 Advertising	3,799	2,766
<b>Total 123000 C. General marketing</b>	<b>3,799</b>	<b>2,766</b>
123400 D. Membership		
123401 Printing	1,111	1,601
123402 Postage	884	904
123403 Relations	8	49
123408 Meetings		
123310 Quarterly meeting	1,000	1,123
<b>Total 123408 Meetings</b>	<b>1,000</b>	<b>1,123</b>
<b>Total 123400 D. Membership</b>	<b>3,002</b>	<b>3,677</b>
<b>Total 120000 1. Member Services - Expense</b>	<b>28,638</b>	<b>34,293</b>
<b>300000 3. Events</b>		
322100 A. Auction		
322104 Consignment payments	42,317	41,436
322105 Auctioneer fee	2,305	2,262
322106 Facility rental	675	675
322107 All other	451	182
322108 322108 March Auction Deposit	-	338
<b>Total 322100 A. Auction</b>	<b>45,748</b>	<b>44,893</b>
322200 B. Glass Show		

322203 Room rentals	1,600	1,400
322205 Advertising expense	2,179	1,116
322206 Other	57	142
322208 322208 Glass show deposit	63	1,650
<b>Total 322200 B. Glass Show</b>	<b>3,898</b>	<b>4,309</b>
322300 C. GlassDash		
322304 Facilityrental	475	475
<b>Total 322300 C. GlassDash</b>	<b>475</b>	<b>475</b>
322400 D. Other fundraising events		13,116
<b>Total 300000 3. Events</b>	<b>50,121</b>	<b>62,792</b>
420000 4. Education - Expense		
421000 A. Publications		
421100 Purchased inventory		
421110 Catalog reprints		522
421130 Etchings books	95	
421140 Specific lines	276	
421170 Types		24
421190 Other publications	24	99
<b>Total 421100 Purchased inventory</b>	<b>395</b>	<b>645</b>
<b>Total 421000 A. Publications</b>	<b>395</b>	<b>645</b>
425000 C. Research materials		
425001 Research materials	201	53
<b>Total 425000 C. Research materials</b>	<b>201</b>	<b>53</b>
426000 D. Activities		
426001 Workers reunion	104	137
<b>Total 426000 D. Activities</b>	<b>104</b>	<b>137</b>
<b>Total 420000 4. Education - Expense</b>	<b>700</b>	<b>835</b>
520000 5. Museum - Expense		
521000 A. Public operations	-	
521200 2) Staffing		
521210 Hourly wages	10,160	10,618
521220 Payroll taxes withheld		
521221 Federal IT withheld	(560)	(593)
521223 FICA and Medicare withheld	(777)	(812)
521225 Ohio State IT withheld	(296)	(307)
521227 Cambridge City IT withheld	(203)	(212)
<b>Total 521220 Payroll taxes withheld</b>	<b>(1,837)</b>	<b>(1,925)</b>
521230 Payroll taxes paid		
521231 Federal (IRS) payments	2,114	2,217
521233 State (Ohio) payments	296	307
521234 City (Cambridge) payments	203	212
insurance	236	226
<b>Total 521230 Payroll taxes paid</b>	<b>2,850</b>	<b>2,963</b>
<b>Total 521200 2) Staffing</b>	<b>11,173</b>	<b>11,657</b>
<b>Total 521000 A. Public operations</b>	<b>11,173</b>	<b>11,657</b>
521500 B. Gift shop		
521510 1) Resale glass	16,645	9,000
523004 Inventory purchases		
523102 Cambridge Glass	100	3,120
523103 Other Glass		111
<b>Total 523004 Inventory purchases</b>	<b>100</b>	<b>3,232</b>
<b>Total 521510 1) Resale glass</b>	<b>16,745</b>	<b>12,232</b>
521530 2) Non-glass	232	343
<b>Total 521500 B. Gift shop</b>	<b>16,976</b>	<b>12,574</b>
523000 C. Contents		

523001 Glass purchases		64
523005 Display fixtures	255	245
523006 Display materials	169	57
523007 Furniture and equipment	1,374	80
<b>Total 523000 C. Contents</b>	<b>1,798</b>	<b>446</b>
<b>Total 520000 5. Museum - Expense</b>	<b>29,947</b>	<b>24,677</b>
<b>620000 6. Administration - expense</b>		
<b>621000 A. Staffing</b>		
621010 Salaries	4,221	4,105
<b>621020 Payroll taxes withheld</b>		
621021 Federal IT withheld	(147)	(149)
621022 FICA and Medicare withheld	(323)	(314)
621023 Ohio State IT withheld	(87)	(84)
621024 Cambridge City IT withheld	(84)	(82)
<b>Total 621020 Payroll taxes withheld</b>	<b>(641)</b>	<b>(629)</b>
<b>621030 Payroll taxes paid</b>		
621031 Federal (IRS) payments	793	777
621033 State (Ohio) payments	87	84
621034 City (Cambridge) payments	84	82
621040 Workers compensation insurance	88	403
<b>Total 621030 Payroll taxes paid</b>	<b>1,053</b>	<b>1,346</b>
<b>Total 621000 A. Staffing</b>	<b>4,632</b>	<b>4,822</b>
<b>622000 B. Office</b>		
<b>622010 Telephone</b>		
622012 Conference calls	532	492
<b>Total 622010 Telephone</b>	<b>532</b>	<b>492</b>
<b>622020 Supplies</b>		
622030 Postage	159	90
622040 Licenses, fees, and dues	847	497
<b>622050 Office Machines</b>		
622051 Supplies	85	75
622052 Software	260	297
622053 Hardware		522
622054 Repairs and maintenance		100
622055 DSL	275	298
<b>Total 622050 Office Machines</b>	<b>619</b>	<b>1,293</b>
<b>622060 Bank charges</b>		
622061 Checking accounts	-	111
622062 Credit cards	1,692	1,210
<b>Total 622060 Bank charges</b>	<b>1,692</b>	<b>1,321</b>
<b>Total 622000 B. Office</b>	<b>4,362</b>	<b>3,810</b>
<b>623000 C. Operations</b>		
<b>623010 Shipping</b>		
623011 Collected	(331)	(110)
623012 Paid	318	106
<b>Total 623010 Shipping</b>	<b>(13)</b>	<b>(4)</b>
<b>623020 Web based commerce</b>		
623021 Ebay fees	137	103
623022 Website	306	
623023 Paypal	160	346
<b>Total 623020 Web based commerce</b>	<b>602</b>	<b>449</b>
<b>623060 Sales tax</b>		
623061 Collected	(3,531)	(2,443)
623062 Paid	3,504	2,425
<b>Total 623060 Sales tax</b>	<b>(27)</b>	<b>(18)</b>

623090 Cash over/short	4	2
<b>Total 623000 C. Operations</b>	<b>567</b>	<b>429</b>
624000 D. Organization		
624010 Insurance - D&O	895	900
624020 Professional fees	64	
<b>Total 624000 D. Organization</b>	<b>959</b>	<b>900</b>
625000 E. Unclassified	(1)	
<b>Total 620000 6. Administration - expense</b>	<b>10,519</b>	<b>9,960</b>
720000 7. Facilities and financing		
721000 A. Facilities expense		
722000 1. Museum building		
722100 1) Utilites		
722101 Electric	10,040	10,679
722102 Telephone	542	426
722103 Security	1,217	682
722104 Water	248	248
<b>Total 722100 1) Utilites</b>	<b>12,047</b>	<b>12,035</b>
722500 2) Maintenance and improvements		
722501 Repairs and maintenance	3,031	2,623
722503 Supplies	240	122
Audi & Video	925	
Snow removal	250	250
<b>improvements</b>	<b>4,445</b>	<b>2,995</b>
<b>Total 722000 1. Museum building</b>	<b>16,493</b>	<b>15,030</b>
723000 2. Brick Building Expenses		
723100 Brick Building Utilities	1,640	202
723200 Brick Building Repairs & Maint	839	1,456
<b>Total 723000 2. Brick Building Expenses</b>	<b>2,479</b>	<b>1,658</b>
724000 3. Small House Expenses		
724100 Small House Utilities	1,032	245
724200 Small House Repairs & Maint	7,725	4,367
<b>Total 724000 3. Small House Expenses</b>	<b>8,757</b>	<b>4,612</b>
725000 4. Storage building		
725100 Utilities		
725101 Electric	350	362
725102 Security	300	
<b>Total 725100 Utilities</b>	<b>650</b>	<b>362</b>
725200 Repairs and maintenance	250	
<b>Total 725000 4. Storage building</b>	<b>900</b>	<b>362</b>
<b>Total 721000 A. Facilities expense</b>	<b>28,629</b>	<b>21,662</b>
726000 B. Insurance and property taxes		
726100 Insurance - property and liability	4,335	4,056
726110 Property taxes		213
726111 Museum property	190	
726112 Brick and yellow buildings	2,471	(1,366)
<b>Total 726110 Property taxes</b>	<b>2,660</b>	<b>(1,153)</b>
<b>Total 726000 B. Insurance and property taxes</b>	<b>6,995</b>	<b>2,903</b>
727000 C. Financing		
Purchase		126,176
727100 Principal payments	25,000	
727102 Merrill Lynch Investment Fees	277	
<b>Total 727100 Principal payments</b>	<b>25,277</b>	<b>-</b>
727200 Interest payments		
727201 PNC line of credit		100
<b>Loan</b>	<b>2,352</b>	<b>1,145</b>

<b>Total 727200 Interest payments</b>	<b>2,352</b>	<b>1,245</b>
<b>Total 727000 C. Financing</b>	<b>27,629</b>	<b>127,421</b>
<b>Total 720000 7. Facilities and financing</b>	<b>63,253</b>	<b>151,986</b>
<b>Total Expenses</b>	<b>183,178</b>	<b>284,544</b>
<b>Net Operating Income</b>	<b>17,699</b>	<b>(70,038)</b>
<b>Net Income</b>	<b>17,699</b>	<b>(70,038)</b>

Wednesday, Jan 27, 2016 01:47:59 PM PST GMT-7 - Cash Basis

**National Cambridge Collectors**  
**Balance Sheet**  
As of December 31, 2015

	Total	
	2015	(PY)
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Bank Accounts</b>		
010000 Checking		
011000 PNC Bank	28,992.88	68,696.99
012000 Peoples Bank	329.03	329.03
013000 PNC - Credit Card Transactions	20,613.28	540.47
<b>Total 010000 Checking</b>	<b>\$ 49,935.19</b>	<b>\$ 69,566.49</b>
020000 Paypal	2,875.53	2,902.44
030000 Investments		
031000 PNC	0.00	0.00
032000 Schwab	0.00	5,622.02
<b>Total 030000 Investments</b>	<b>\$ 0.00</b>	<b>\$ 5,622.02</b>
040000 Petty Cash Funds		
041000 Museum	150.00	150.00
042000 Membership	0.00	0.00
043000 Postage	100.00	100.00
044000 Event petty cash	0.00	0.00
<b>Total 040000 Petty Cash Funds</b>	<b>\$ 250.00</b>	<b>\$ 250.00</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	183,979.44
082000 Total Investment In Merrill Lynch		
082100 Merrill Lynch Cash	10,341.34	
082200 Merrill Lynch Investment	241,665.13	
<b>Total 082000 Total Investment In Merrill Lynch</b>	<b>\$ 252,006.47</b>	<b>\$ 0.00</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	100,084.42	125,131.90
<b>Total 080000 Endowment Fund</b>	<b>\$ 352,090.89</b>	<b>\$ 309,111.34</b>
<b>Total Bank Accounts</b>	<b>\$ 405,151.61</b>	<b>\$ 387,452.29</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>\$ 405,151.61</b>	<b>\$ 387,452.29</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>\$</b>	<b>405,151.61</b>	<b>\$</b>	<b>387,452.29</b>
<b>LIABILITIES AND EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Other Current Liabilities</b>				
0000700 PNC Loan July 2014		0.00		125,000.00
0000701 0000701 PNC Loan July 2015		100,000.00		
0000701 0000701 PNC Loan July 2015 (deleted-1)		0.00		
x722 Sales Tax Payable		0.00		0.00
<b>Total Other Current Liabilities</b>	<b>\$</b>	<b>100,000.00</b>	<b>\$</b>	<b>125,000.00</b>
<b>Total Current Liabilities</b>	<b>\$</b>	<b>100,000.00</b>	<b>\$</b>	<b>125,000.00</b>
<b>Total Liabilities</b>	<b>\$</b>	<b>100,000.00</b>	<b>\$</b>	<b>125,000.00</b>
<b>Equity</b>				
723 Opening Bal Equity		92,101.33		92,101.33
724 Retained Earnings		195,350.96		240,388.68
Net Income		17,699.32		-70,037.72
<b>Total Equity</b>	<b>\$</b>	<b>305,151.61</b>	<b>\$</b>	<b>262,452.29</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$</b>	<b>405,151.61</b>	<b>\$</b>	<b>387,452.29</b>

Wednesday, Jan 27, 2016 01:50:42 PM PST GMT-7 - Cash Basis