

|    | A                                    | B               | C               | D               | E               | F | G               |
|----|--------------------------------------|-----------------|-----------------|-----------------|-----------------|---|-----------------|
| 1  | Account                              | 2017 Actual     | 2017 Budget     | 2018 Actual     | 2018 Budget     |   | 2019 Budget     |
| 2  | <b>Administration</b>                |                 |                 |                 |                 |   |                 |
| 3  | Admin - Salaries                     | \$4,330         | \$4,592         | \$4,339         | \$4,730         |   | \$4,470         |
| 4  | Employer portion FICA/Med            | \$331           | \$351           | \$332           | \$362           |   | \$342           |
| 5  | Admin - Licenses, fees, and dues     | \$293           | \$325           | \$434           | \$300           |   | \$450           |
| 6  | Admin - Postage                      | \$41            | \$100           | \$47            | \$100           |   | \$50            |
| 7  | Admin - Office Machine Supplies      | \$44            | \$30            | \$108           | \$50            |   | \$100           |
| 8  | Admin - Office Machine Software      | \$409           | \$250           | \$705           | \$425           |   | \$705           |
| 9  | Admin -Office Machine Hardware       | \$0             | \$0             | \$0             | \$1,000         |   | \$1,000         |
| 10 | Admin - Office Machine Rep and maint | \$0             | \$30            | \$0             | \$30            |   | \$30            |
| 11 | Admin - DSL                          | \$250           | \$300           | \$327           | \$300           |   | \$330           |
| 12 | Admin -Insurance - D&O               | \$895           | \$895           | \$908           | \$895           |   | \$250           |
| 13 | Admin - Insurance - Property         | \$1,062         | \$1,062         | \$266           | \$1,062         |   | \$1,062         |
| 14 | Admin - Professional fees            | \$0             | \$0             | \$0             | \$500           |   | \$500           |
| 15 | <b>Admin expense</b>                 | <b>\$7,655</b>  | <b>\$7,935</b>  | <b>\$7,465</b>  | <b>\$9,754</b>  |   | <b>\$9,289</b>  |
| 16 | <b>Admin profit/loss</b>             | <b>-\$7,655</b> | <b>-\$7,935</b> | <b>-\$7,465</b> | <b>-\$9,754</b> |   | <b>-\$9,289</b> |
| 17 |                                      |                 |                 |                 |                 |   |                 |
| 18 | <b>Development</b>                   |                 |                 |                 |                 |   |                 |
| 19 | Dev - Scottie sales                  | \$200           | \$0             | \$50            | \$200           |   | \$100           |
| 20 | Dev - Branded Apparel sales          | \$0             | \$0             | \$1,125         | \$0             |   | \$0             |
| 21 | Dev - Possible Grants                | \$4,500         | \$0             | \$5,000         | \$2,000         |   | \$0             |
| 22 | Benefit Auction Floor sales          | \$32,650        | \$45,300        | \$43,623        | \$38,000        |   | \$40,000        |
| 23 | Benefit Auction Mail bids            | \$5,347         |                 | \$3,940         |                 |   | \$0             |
| 24 | Benefit Auction Admissions           | \$195           | \$200           | \$224           | \$200           |   | \$200           |
| 25 | Other fundraising events             |                 |                 |                 | \$2,500         |   |                 |
| 26 | <b>Development income</b>            | <b>\$42,892</b> | <b>\$45,500</b> | <b>\$53,962</b> | <b>\$42,900</b> |   | <b>\$40,300</b> |
| 27 | Web based commerce - Ebay fees       | \$92            | \$90            | \$108           | \$100           |   | \$100           |
| 28 | Production expense                   |                 |                 | \$470           | \$0             |   | \$0             |
| 29 | Auction Consignment payments         | \$29,127        | \$33,000        | \$37,650        | \$28,500        |   | \$34,000        |
| 30 | Auctioneer fee                       | \$1,646         | \$2,000         | \$2,053         | \$1,600         |   | \$2,000         |
| 31 | Auction Facility rental              | \$675           | \$675           | \$675           | \$675           |   | \$675           |
| 32 | Auction all other                    | \$347           | \$500           | \$299           | \$400           |   | \$300           |
| 33 | <b>Development expenses</b>          | <b>\$31,887</b> | <b>\$36,265</b> | <b>\$41,254</b> | <b>\$31,275</b> |   | <b>\$37,075</b> |
| 34 | <b>Development profit/loss</b>       | <b>\$11,005</b> | <b>\$9,235</b>  | <b>\$12,707</b> | <b>\$11,625</b> |   | <b>\$3,225</b>  |
| 35 |                                      |                 |                 |                 |                 |   |                 |
| 36 | <b>Education</b>                     |                 |                 |                 |                 |   |                 |

|    | A                                     | B               | C               | D               | E               | F | G               |
|----|---------------------------------------|-----------------|-----------------|-----------------|-----------------|---|-----------------|
| 37 | Edu - Book sales                      | \$2,842         | \$1,855         | \$1,931         | \$2,200         |   | \$2,200         |
| 38 | <b>Education income</b>               | <b>\$2,842</b>  | <b>\$1,855</b>  | <b>\$1,931</b>  | <b>\$2,200</b>  |   | <b>\$2,200</b>  |
| 39 | Educ - production expenses            | \$1,409         | \$1,050         | \$947           | \$2,500         |   | \$2,500         |
| 40 | Web based commerce - Paypal fees      | \$42            | \$137           | \$167           | \$100           |   | \$100           |
| 41 | Web based commerce - eBay Fees        | \$92            | \$90            | \$108           | \$100           |   | \$100           |
| 42 | <b>Education expenses</b>             | <b>\$1,543</b>  | <b>\$1,277</b>  | <b>\$1,222</b>  | <b>\$2,700</b>  |   | <b>\$2,700</b>  |
| 43 | <b>Education profit/loss</b>          | <b>\$1,299</b>  | <b>\$578</b>    | <b>\$709</b>    | <b>-\$500</b>   |   | <b>-\$500</b>   |
| 44 |                                       |                 |                 |                 |                 |   |                 |
| 45 | <b>Member Services</b>                |                 |                 |                 |                 |   |                 |
| 46 | Mem Svcs - Crystal Ball ad sales      | \$605           | \$562           | \$419           | \$562           |   | \$562           |
| 47 | Mem Svcs - Convention                 | \$11,300        | \$10,000        | \$9,154         | \$10,500        |   | \$10,500        |
| 48 | Mem Svcs - Convention Other           | \$1,740         | \$4,000         | \$0             | \$1,500         |   | \$0             |
| 49 | Mem Svcs - November quarterly meeting | \$931           | \$1,000         | \$740           | \$900           |   | \$900           |
| 50 | Dev - Annual Giving                   | \$48,885        | \$43,000        | \$48,450        | \$45,000        |   | \$45,000        |
| 51 | Glass Show Exhibitor fees             | \$4,535         | \$5,000         | \$4,762         | \$4,500         |   | \$4,500         |
| 52 | Glass Show Admissions                 | \$900           | \$1,000         | \$775           | \$900           |   | \$800           |
| 53 | Glass Dash Exhibitor fees             | \$1,640         | \$2,000         | \$1,620         | \$1,750         |   | \$1,700         |
| 54 | Glass Dash Admissions                 | \$1,170         | \$1,000         | \$966           | \$1,150         |   | \$1,050         |
| 55 | <b>Member Services income</b>         | <b>\$71,706</b> | <b>\$67,562</b> | <b>\$66,886</b> | <b>\$66,762</b> |   | <b>\$65,012</b> |
| 56 | Crystal Ball Publishing               | \$6,147         | \$7,500         | \$5,475         | \$8,000         |   | \$8,000         |
| 57 | Crystal Ball Postage                  | \$5,632         | \$6,000         | \$6,136         | \$7,000         |   | \$7,000         |
| 58 | Convention Food                       | \$8,375         | \$7,750         | \$7,382         | \$8,500         |   | \$8,000         |
| 59 | Convention Facility rent              | \$1,475         | \$1,927         | \$1,500         | \$1,450         |   | \$1,575         |
| 60 | Convention Favors                     | \$0             | \$200           | \$0             | \$0             |   | \$0             |
| 61 | Convention All other exp              | \$923           | \$350           | \$545           | \$550           |   | \$550           |
| 62 | Membership recruitment                |                 |                 | \$0             | \$100           |   | \$100           |
| 63 | Support of other organizations        |                 |                 | \$0             | \$100           |   | \$100           |
| 64 | Quarterly meeting                     | \$988           | \$900           | \$822           | \$900           |   | \$900           |
| 65 | Printing                              | \$765           | \$1,600         | \$452           | \$1,600         |   | \$1,600         |
| 66 | Postage                               | \$878           | \$800           | \$948           | \$800           |   | \$900           |
| 67 | Member Relations                      | \$12            | \$0             | \$0             | \$50            |   | \$50            |
| 68 | Glass Show Room rentals               | \$1,875         | \$1,800         | \$1,850         | \$1,875         |   | \$1,925         |
| 69 | Glass Show Advertising                | \$1,918         | \$300           | \$1,360         | \$750           |   | \$1,000         |
| 70 | Glass Show Other                      | \$251           | \$150           | \$449           | \$450           |   | \$450           |
| 71 | Glass Dash All other exp              |                 |                 | \$0             | \$400           |   | \$400           |
| 72 | Glass Dash Facility rental            | \$475           | \$475           | \$475           | \$475           |   | \$475           |

|     | A                                  | B               | C               | D               | E               | F | G               |
|-----|------------------------------------|-----------------|-----------------|-----------------|-----------------|---|-----------------|
| 73  | Web based commerce - Website       | \$383           | \$306           | \$0             | \$400           |   | \$383           |
| 74  | Web based commerce - eBay fees     | \$92            | \$90            | \$108           | \$100           |   | \$100           |
| 75  | Web based commerce - PayPal fees   | \$42            | \$137           | \$252           | \$100           |   | \$250           |
| 76  | <b>Member Services expenses</b>    | <b>\$30,231</b> | <b>\$30,285</b> | <b>\$27,754</b> | <b>\$33,600</b> |   | <b>\$33,758</b> |
| 77  | <b>Member Services profit/loss</b> | <b>\$41,475</b> | <b>\$37,277</b> | <b>\$39,132</b> | <b>\$33,162</b> |   | <b>\$31,254</b> |
| 78  |                                    |                 |                 |                 |                 |   |                 |
| 79  | <b>Museum</b>                      |                 |                 |                 |                 |   |                 |
| 80  | Museum - admissions                | \$10,788        | \$6,000         | \$6,946         | \$8,000         |   | \$6,500         |
| 81  | Museum - Gift Shop sales           | \$35,031        | \$30,264        | \$33,187        | \$31,080        |   | \$30,000        |
| 82  | <b>Museum sales income</b>         | <b>\$45,819</b> | <b>\$36,264</b> | <b>\$40,133</b> | <b>\$39,080</b> |   | <b>\$39,080</b> |
| 83  | Parking space rentals              | \$450           | \$800           | \$2,250         | \$1,260         |   | \$900           |
| 84  | Brick Bldg Rent                    | \$12,300        | \$13,200        | \$16,200        | \$13,200        |   | \$15,840        |
| 85  | <b>Museum other income</b>         | <b>\$12,750</b> | <b>\$14,000</b> | <b>\$18,450</b> | <b>\$14,460</b> |   | <b>\$19,980</b> |
| 86  | <b>Total Museum Income</b>         | <b>\$58,569</b> | <b>\$50,264</b> | <b>\$58,583</b> | <b>\$53,540</b> |   | <b>\$59,060</b> |
| 87  | Research materials                 | \$23            |                 | \$0             | \$1,000         |   | \$1,000         |
| 88  | Staffing Hourly wages              | \$10,400        | \$13,000        | \$9,925         | \$12,875        |   | \$13,000        |
| 89  | Employer portion FICA/Med          |                 |                 | \$759           | \$985           |   | \$995           |
| 90  | Resale glass                       | \$4,141         | \$12,500        | \$4,870         | \$12,500        |   | \$12,500        |
| 91  | Resale Non-glass                   | \$106           | \$300           | \$821           | \$300           |   | \$500           |
| 92  | Collection Glass purchases         | \$2,000         | \$0             | \$337           | \$1,000         |   | \$1,000         |
| 93  | Factory equipment                  | \$0             | \$100           | \$0             | \$0             |   | \$0             |
| 94  | Display fixtures                   | \$30            | \$150           | \$32            | \$500           |   | \$500           |
| 95  | Display materials                  | \$0             | \$30            | \$0             | \$0             |   | \$0             |
| 96  | Furniture and equipment            | \$0             | \$1,000         | \$279           | \$0             |   | \$3,000         |
| 97  | Office:Supplies                    | \$207           | \$300           | \$62            | \$125           |   | \$75            |
| 98  | Credit cards fees                  | \$1,989         | \$2,000         | \$2,066         | \$2,000         |   | \$2,000         |
| 99  | Utilities                          | \$8,074         | \$11,545        | \$9,643         | \$8,878         |   | \$9,700         |
| 100 | Telephone                          | \$533           | \$0             | \$578           | \$700           |   | \$575           |
| 101 | Security                           | \$422           | \$0             | \$422           | \$422           |   | \$422           |
| 102 | Repairs and Maintenance            | \$18,444        | \$20,000        | \$13,220        | \$17,000        |   | \$3,000         |
| 103 | Improvements                       | \$58            | \$200           | \$0             | \$0             |   | \$14,000        |
| 104 | Supplies                           | \$511           | \$150           | \$1,156         | \$500           |   | \$500           |
| 105 | Property Taxes                     | \$24            | \$24            | \$24            | \$24            |   | \$24            |
| 106 | Insurance                          | \$3,178         | \$3,178         | \$3,192         | \$3,178         |   | \$3,192         |
| 107 | Audio Visual expense               | \$30            | \$0             | \$0             | \$100           |   | \$100           |
| 108 | Snow Removal                       | \$50            | \$300           | \$100           | \$300           |   | \$300           |

|     | A                                  | B   | C                | D               | E                | F | G                |
|-----|------------------------------------|---|------------------|-----------------|------------------|---|------------------|
| 109 | Advertising                        | \$4,092   |                  | \$4,765         | \$4,000          |   | \$4,000          |
| 110 | Licensing, Fees and dues           | \$231   | \$325            | \$431           | \$300            |   | \$431            |
| 111 | <b>Museum Expenses</b>             | <b>\$54,543</b>   | <b>\$65,102</b>  | <b>\$52,681</b> | <b>\$66,687</b>  |   | <b>\$70,814</b>  |
| 112 | Yellow House Utilities             | \$909   | \$1,100          | \$1,016         | \$850            |   | \$1,250          |
| 113 | Yellow House Repairs & Maintenance | \$50  | \$200            | \$0             | \$5,000          |   | \$5,000          |
| 114 | Yellow House Security              |   |                  | \$800           | \$0              |   | \$800            |
| 115 | Yellow House Property Taxes        | \$2,430   | \$2,430          | \$2,483         | \$2,430          |   | \$2,483          |
| 116 | Yellow House Insurance             | \$224   | \$224            | \$242           | \$224            |   | \$242            |
| 117 | <b>Yellow House Expenses</b>       | <b>\$3,613</b>  | <b>\$3,954</b>   | <b>\$4,541</b>  | <b>\$8,504</b>   |   | <b>\$9,775</b>   |
| 118 | Storage Bldg Utilities             | \$291   | \$350            | \$310           | \$350            |   | \$325            |
| 119 | Storage Bldg Security              | \$300   | \$300            | \$300           | \$300            |   | \$300            |
| 120 | Storage Bldg Repairs & Maintenance |   |                  | \$179           |                  |   | \$300            |
| 121 | Storage Bldg Supplies              |   |                  |                 |                  |   | \$0              |
| 122 | Storage Bldg Property Taxes        | \$6   | \$6              | \$6             | \$6              |   | \$6              |
| 123 | Storage Bldg Insurance             | \$150   | \$150            | \$145           | \$150            |   | \$145            |
| 124 | <b>Storage Bldg Expenses</b>       | <b>\$747</b>  | <b>\$806</b>     | <b>\$940</b>    | <b>\$806</b>     |   | <b>\$1,076</b>   |
| 125 | Brick Bldg Utilities               |   |                  | \$0             | \$0              |   | \$0              |
| 126 | Brick Bldg Repairs & Maintenance   | \$0   | \$250            | \$0             | \$1,250          |   | \$500            |
| 127 | Brick Bldg Property Taxes          | \$171   | \$171            | \$175           | \$171            |   | \$175            |
| 128 | Brick Bldg Insurance               | \$187   | \$187            | \$193           | \$187            |   | \$193            |
| 129 | Brick Bldg Security                | \$200   | \$200            | -\$133          | \$200            |   | \$0              |
| 130 | <b>Brick Bldg Expenses</b>         | <b>\$558</b>  | <b>\$808</b>     | <b>\$235</b>    | <b>\$1,808</b>   |   | <b>\$868</b>     |
| 131 | <b>Total Museum expenses</b>       | <b>\$59,461</b>   | <b>\$70,670</b>  | <b>\$58,398</b> | <b>\$77,805</b>  |   | <b>\$82,533</b>  |
| 132 | <b>Museum profit/loss</b>          | <b>-\$892</b>   | <b>-\$20,406</b> | <b>\$185</b>    | <b>-\$24,265</b> |   | <b>-\$23,473</b> |
| 133 |                                    |   |                  |                 |                  |   |                  |
| 134 | <b>Overall profit/loss</b>         | <b>\$45,232</b>   | <b>\$18,749</b>  | <b>\$45,268</b> | <b>\$10,268</b>  |   | <b>\$1,218</b>   |
| 135 |                                    |   |                  |                 |                  |   |                  |
| 136 |                                    |   |                  |                 |                  |   |                  |
| 137 |                                    |   |                  |                 |                  |   |                  |
| 138 |                                    |   |                  |                 |                  |   |                  |
| 139 |                                    | <b>Notes:</b>   |                  |                 |                  |   |                  |
| 140 |                                    | 1. In addition to the expenses outlined above,                  |                  |                 |                  |   |                  |
| 141 |                                    | we have property loan payments of \$10,800 for fiscal year 2019 |                  |                 |                  |   |                  |