

AMERICA ON WHEELS						
2023 Budget						
Acct. Code	Account Description	Budget 2022	Actuals through	Est. YE 2022	Budget 2023	Assumptions
<b>CONTRIBUTIONS</b>						
42050	Auction Proceeds	N/A				
43200	Raffle	N/A			\$ 4,000	As of 2023, AOW will budget \$4000 for a raffle that will take place during 2023 Classics & Sliders
45350	Car Clubs	N/A				
45400	Corporations	\$ 130,000	\$ 147,000		\$ 155,000	Corporate sponsorships can vary from year to year but we have consistently raised what was budgetted
45450	Foundations	\$ 110,000	\$ 110,090		\$ 115,000	Grants also vary from year to year, but AOW has successfully reached grant budget goals
45500	Individuals	\$ 30,300	\$ 15,000		\$ 40,000	Working with AAT in 2023 to grow membership and work towards a Club Auto at AOW - we should see an increase in \$ with this happening
45650	In-kind Gifts	\$ 60,000	\$ 28,000		\$ 30,000	Cars given through the Car Donation Program are in-kind
46150	Governments	N/A				
	<b>Total Contributions</b>	<b>\$ 330,300</b>	<b>\$ 300,090</b>	<b>\$ -</b>	<b>\$ 344,000</b>	
<b>EARNED REVENUE</b>						
40050	Tours & Events	N/A				AOW Group Tours are 10 visitors or more and they pay through Admissions
40060	Group Tour	N/A				AOW Group Tours are 10 visitors or more and they pay through Admissions
40070	Programs/Workshops	N/A				Our programs are usually sponsored (example through Holiday Trains - sponsors support a variety of 5 weeks of programs/activities)
42201	Ticket Sales	\$ 100,000	\$ 70,000		\$ 105,000	Admissions
42203	Slot Car Revenue	NA				
42204	Racing Simulator Revenue	N/A				
43000	Merchandise Sales				\$ -	See Retail Museum Store Sales below
43050	Discounts Taken (A/P)	N/A				
43060	Discounts (tickets)	N/A				
43070	Discounts (promotions)	N/A				
43520	Cash Over/Short	\$ -				
43550	Retail Store Sales	\$ 30,000	\$ 24,000		\$ 35,000	
43700	Vehicle Storage Rental	N/A				
43705	Miscellaneous Rental	N/A				
43706	Museum Parking Revenue	N/A				
43750	Vendor Booth Rental	N/A				
44000	Miscellaneous Income	N/A				All AOW income has a code
45370	Catering Commission	N/A	N/A		\$ 1,000	Due to COVID, we did not do this. Will resume in 2023
45371	Cafe Rent	N/A				Closed due to pandemic. We plan to open April of 2023
45372	Museum Retail Rent	N/A				AOW does not rent out the museum store space. It is run by volunteers
45375	Space Rental	\$ 40,400	\$ 28,437		\$ 45,000	Decline was due to pandemic scare still in early 2022 - we are now booking a nice amount of rentals for 2023 as well as field trip rentals for lunch/Cafe
45378	Miscellaneous Commission	N/A				
49931	Reimbursement of Services	N/A				
71100	Interest Income					
	<b>Total Earned Income</b>	<b>\$ 170,400</b>	<b>\$ 122,437</b>	<b>\$ -</b>	<b>\$ 186,000</b>	
	<b>Total Revenues</b>	<b>\$ 500,700</b>	<b>\$ 422,527</b>	<b>\$ -</b>	<b>\$ 530,000</b>	
<b>WAGE EXPENSES</b>						
61310	Staff Wages	\$ 185,000	\$ 160,000		\$ 190,000	The actual will go up slightly for Nov/Dec as those numbers aren't included yet
61314	Other Department Services	N/A				
61315	Affiliated Entity Services	N/A				
61318	Wages - Bonus					
61320	Benefits - Health	N/A				AOW does not receive health insurance

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61321	Benefits - Dental	N/A				AOW does not receive health insurance
61322	Benefits - Vision	N/A				AOW does not receive health insurance
61330	Benefits - Life	N/A				AOW does not receive life insurance
61335	Benefits - Flex Spending	N/A				AOW does not receive Flex Spending
61340	Benefits - Retirement	N/A				AOW does not receive Retirement Benefits
61350	FICA					
61360	Benefits - Disability					
61370	SUTA and L&I					
	<b>Total Wage Expense</b>	\$ 185,000	\$ 160,000	\$ -	\$ 195,000	
<b>OTHER EXPENSES</b>						
60025	Access Fee	N/A				
60050	Accounting	\$ 22,400	\$ 9,100		\$ 25,000	The accounting is done on a monthly basis for AOW. We anticipate 2023 audit to be \$9100
60100	Advertising	\$ 26,000	\$ 14,360		\$ 35,000	AOW would like to increase its marketing endeavors for 2023, therefore increasing the budget amount to \$35,000
60120	Visitor Promotions	N/A				
60150	Appraisals	N/A				AOW receives this in-kind
60180	Auction Costs	N/A				
60200	Vehicle Transport	\$ 6,000	\$ 4,620		\$ 6,000	Budgeting this amount in anticipation of securing vehicles that are a distance away versus our local car collectors
60210	Awards	N/A				
60225	Bad Debt	N/A				
60250	Bank Service Charges	\$ 200	\$ 200		\$ 700	Due to inflation, everything is going up so we anticipate an increase
60251	Credit Card Fees					
60252	Late Charge	N/A				
60253	Loan Guarantee Fee	N/A				
60395	Photography	N/A				AOW receives this in-kind
60403	Uniforms	N/A				
60404	Signage	N/A				Signage is included in the Marketing budget
60406	Fuel	N/A				AOW ED pays for own mileage
60409	Oil/Lubricants	N/A				
60412	Parts	N/A				
60415	Supplies	\$ 5,400	\$ 4,500		\$ 5,500	Office supplies are simply going up in price so we anticipate a slight increase
60422	Software Maint and Subscriptions	N/A				
60423	IT Consultant	\$ 5,580	\$ 4,550		\$ 6,000	AOW consults with IT for monthly monitoring of all the computer stations within the museum
60450	Consultant Fees	N/A				
60451	Agency Fees	N/A				
60500	Contract Labor	N/A				
60580	Decorations	N/A				
60600	Depreciation					
60650	Dues and Subscriptions	N/A				Under Marketing
60655	Office Equipment Expense	N/A				
60660	Donor Recognition	N/A				
60670	Entrance Fees	N/A				Listed as Admissions
60700	Equipment Lease	\$ 4,000	\$ 3,370		\$ 4,200	We lease the registers in the store and admissions. We lease our copy machine
60750	Equipment Rental	N/A				
60830	Insurance - Building & Liability	\$ 30,300	\$ 26,000		\$ 28,000	We expect insurance to go up approximately \$1500
60850	Insurance - Vehicles	N/A				Included in Insurance Building policy above
60871	In-Kind Gift - Goods					
60872	In-Kind Gift - Services					
60900	Internet	\$ 1,700	\$ 1,200		\$ 2,000	We expect a small increase in 2023

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		2022		2022	2023	
60950	Legal Fees	\$ 5,100	\$ -		\$ 2,000	Did not have any legal fees this year
61000	Licenses and Permits	\$ 210	\$ 375		\$ 400	Licenses needed for Cafe' and special event raffle (small games of chance)
61010	Selling Fees	N/A				
61020	Cleaning supplies	N/A				See "Maintenance"
61030	Cleaning service	\$ 3,000	\$ 1,630		\$ 2,000	AOW has a cleaning service for the restrooms once a month. During the other weeks, we have a mainteance person assisting
61050	Meals & Entertainment	N/A				
61060	Events - Food & Entertainment	N/A				AOW events are in collaboration with Admissions (we added small events to entice and grow visitation)
61070	Tours & Other Reimbursed Activities	N/A				Our Group Tours are with admissions
61100	Meeting/Cultivation	N/A				
61110	Membership Fulfillment	N/A				Membership listed under separate category
61115	Sponsorship Fulfillment					
61120	Promotional Items	N/A				
61150	Mileage	N/A				AOW Executive Director pays for her own milage
61200	Miscellaneous					
61250	Office Supplies	\$ 3,090	\$ 2,065		\$ 2,500	AOW stays within budget for office supplies
61260	Visitor Supplies	N/A				
61270	Payroll Processing	\$ 500	\$ 438		\$ 525	Processing is \$36.50 twice per month
61400	Postage and Delivery	\$ 3,570	\$ 2,000		\$ 3,700	AOW utilizes email marketing to save on postage
61450	Printing and Reproduction	N/A				Under Marketing
61451	Publications	N/A				
61455	Design Services					
61500	Professional Development	N/A				AOW Director and Director of Rentals pays for their own professional development opportunities at this time
61550	Rent - Building	N/A				Not at this time
61551	Rent - Storage	N/A				
61600	Repair & Maint - General					
61601	Exhibitry - Enhancements					
61602	Exhibitry - Maintenance					
61603	Exhibitry - New Exhibits					
61604	Restoration - Collection					
61605	Repair & Maint - Service Vehicles					
61606	Repair & Maint - Collection					
61607	Maintenance - Grounds					
61608	Maintenance - Building General	\$ 42,824	\$ 9,000		\$ 15,000	At this time, our lawn care and snow removal is in-kind
61609	Maintenance - Building Systems					
61611	Property Tax	N/A				50lc3 non profit
61612	Maintenance - Life Safety	N/A				
61620	Security	\$ 3,162	\$ 2,904		\$ 3,100	Security had a price include after COVID - we will budget accordingly for 2023
61640	Small Tools & Equip	N/A				
61650	Staff Recruitment	N/A				
61660	Scholarships	N/A				
61699	Restoration - Drive Home	N/A				
61700	Telephone	\$ 8,240	\$ 2,500		\$ 3,000	AOW stays within budget for phones
61750	Title Transfers	\$ 300	\$ 200		\$ 300	Title Transfers needed when a car is gifted to the museum via the Car Donation Program
61770	Trademarks	N/A				This is done every 5 years
61800	Travel	N/A				Usually AOW ED pays for her own travels
61810	Utilities	\$ 86,500	\$ 60,000		\$ 70,000	PPL and UGI are expected to increase by 8% in 2023
61815	Parking	N/A				
61830	Volunteer Development	N/A				

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61840	Volunteer Appreciation	\$ 4,080	\$ 300		\$ 2,000	Our volunteer recognition was held at the NB Center and was in-kind which was most appreciated
61850	Web Site	N/A				Website is included in marketing but AOW volunteer makes updates in-kind
61860	Employee Appreciation	N/A				AOW Executive Director pays for special luncheons or gifts for the staff
65020	Trade Show	N/A				
65040	Raffles	N/A				
65500	Interest Expense	N/A				
65503	Promotions	N/A				
67999	Cost of Goods Sold	\$ 15,000	\$ 12,500		\$ 17,500	Profit from store sales is usually 50% of items sold. (\$35,000 retail sales x 50%)
68831	Affiliated Entity Distribution	\$ 60,000	\$ 83,000			No Funds funds for 2023
	<b>Total Other Expense</b>	\$ 337,156	\$ 244,812	\$ -	\$ 234,425	
	<b>Total Expenses</b>	\$ 522,156	\$ 404,812	\$ -	\$ 429,425	
<b>DEPARTMENT NET</b>		\$ (21,456)	\$ 17,715	\$ -	\$ 100,575	