

America On Wheels Museum - 2021 Budget						
Budget Projects 2020 and 2021	2020 Budget	2020 Actual	2021 Budget	2021 Actual		
		COVID-19	COVID-19			
REVENUE PROJECTED						
Museum Admissions (Closed March - July and Nov/Dec 2020) Reopened Jan 2021	100,000.00	35560.00	80,000.00		COVID	
Museum Store (Closed March - Dec 2020) Reopened Jan 2021	25,000.00	5713.00	30,000.00		COVID	
ANIZDA - Rental Space	22,000.00	17400.00	22,000.00			
Car Donation Program	60,000.00	40500.00	60,600.00			
Contributions - Cash/Corporations	100,000.00	141680.00	100,000.00			
Visitor Center Salary Reimbursement	24,000.00	28000.00	24,000.00			
Grants	101,000.00	67252.00	100,000.00			
General Yearly Membership	27,000.00	13110.00	30,000.00			
Special Events (Due to COVID no indoor events March 2020 - March 2021)	35,000.00	21000.00	35,000.00			
HubCap Café (to be open more in 2020 If Community Service students cover)	5,000.00		6,000.00			
Facility Rentals (Due to COVID no rentals March 2020 thru April 2021)	45,000.00	14234.00	45,000.00		COVID	
Endowment Withdrawals	-	0.00	-		COVID	
In-Kind Contributions	50,500.00	48715.00	50,000.00			
In-Kind Contributions-Help offset costs of AOW operations including exhibit transportation costs						
TOTAL REVENUE PROJECTED	594,500.00	425,164.00	582,600.00			
Endowment Transfer - depends year to year based on year end totals						
OPERATIONAL EXPENSES	2020 Budget	2020 Actual	2021 Budget	2021 Actual		
Accounting/Audit Services	22,000.00	21000.00	22,220.00			
Bank/CC Charges (includes Harbortouch fees)	5,610.55	3407.00	5,666.66			
Catering Expenses	2,040.20	1136.00	2,060.60			
City of Allentown Storm Water Fee (new) as of 2018	2,868.40	2840.00	2,897.08			
Conference Fees	418.24	0.00	422.42			
Consulting Fees	-	0.00	-			
Curatorial - Archives	209.12	0.00	211.21			
Curatorial - Acquisitions	183.62	0.00	185.45			
Curatorial - Changing Gallery Costs	1,020.10	250.00	1,030.30			
Dinners Luncheons - Business	1,020.10	0.00	1,030.30			
Education Programs	520.25	0.00	525.45			
Equipment	1,157.81		1,169.39			
Equipment Maintenance - Hardware/Software	3,000.00	2285.00	3,030.00			
Equipment Rental (Lift x 2)	510.05	0.00	515.15			
Furniture/Fixtures/Light Bulbs	1,020.10	250.00	1,030.30			
Museum Store Inventory	11,425.12	1944.00	11,539.37			
Museum Consignment	1,328.17	0.00	1,341.45		COVID	
HubCap Café Expenses	3,060.30	0.00	3,090.90			
Insurance	-		-			
Building Liability	30,000.00	25600.00	30,300.00			
Workers Comp	1,020.10	1131.00	1,030.30			
Special Vehicle Cost (Concept Car)	-		-			
D & O Liability	1,428.14	1200.00	1,442.42			
Internet Fees	-		-			
Legal Fees	5,100.50	760.00	5,151.51			
Licenses/Registrations	204.02	0.00	206.06			
Maintenance (Building)	41,000.00	5898.00	41,410.00			
Maintenance (Snow)	5,050.00	0.00	5,100.50			
Maintenance (Lawn)	3,535.00	0.00	3,570.35			
Maintenance (Facility Person)	13,130.00	0.00	13,261.30			
Maintenance Supplies	2,350.00	600.00	2,373.50			
Marketing-Includes line items below	25,502.50	5569.00	25,757.53			
Marketing - Advertising	-		-			
Marketing - Ads for the 2020 Car Donation Program	2,000.00	0.00	2,020.00			
Marketing - Public Relations	-		-			
Marketing - Brochures	-		-			
Marketing-Includes line items below	-		-			
Marketing - Giveaways/Promos	-		-			
Marketing - Web Design	-		-			
Marketing - Newsletter	-		-			
AFP (\$255/member)	-		-			
NAAM	-		-			
PFM&HO	-		-			
ATCA	-		-			
AASLH	-		-			
LV Arts Council	-		-			
American Truck Hist. Soc. (free membership to museums)	-		-			
American Association of Auto. Museums	-		-			
Chamber of Commerce	-		-			
Antique Auto. Club of America	-		-			
Volunteer Center of the LV	-		-			
Bus Assoc. Membership	-		-			
LV Convention & Visitors Bureau	-		-			
Mileage Reimbursement	-		-			
Mortgage	-		-			
Moving/Transport (two way: Mustang Prototype to Detroit)	4,000.00	0.00	4,040.00			
Office Supplies	3,030.00	2175.00	3,060.30			
Petty Cash	100.00	0.00	101.00			
Postage	3,500.00	2100.00	3,535.00			
Security	3,100.00	2150.00	3,131.00			
Service Contracts-Includes items below	-	0.00	-			
Vehicle Lift	350.00	0.00	353.50			

HVAC / IT / Verizon/ Waste Mgmt / Pitney Bowes/Otis Elevator/Toshiba	5,100.50		5,151.51			
Boiler Contract (new for 2020)	2,350.00	575.00	2,373.50			
Elevator	1,752.00	0.00	1,769.52			
Video Monitors and Mack Truck Simulator Bulb(s)	900.00	0.00	909.00			
Telephone & Conference Calls	8,080.00	6660.00	8,160.80			
Training/Development	250.00	0.00	252.50			
Travel and Lodging	1,000.00	0.00	1,010.00			
Utilities (See Below for breakdown)	-	0.00	-			
UGI (gas)	30,080.00	25821.00	30,300.00			
PPL	50,000.00	27559.00	50,500.00			
Water & Sewer	1,500.00	1100.00	1,515.09			
Trash Removal	2,700.00	23452.00	2,727.00			
Volunteers - Includes items listed below	4,000.00	365.00	4,040.00			
Receptions/Luncheons	-		-			
Refreshments	-		-			
Shirts	-		-			
Recognition Awards	-		-			
TOTAL OPERATIONAL EXPENSES	309,424.89	165,827.00	312,519.14			
SALARIES AND BENEFITS	2020 Budget	2020 Actual	2021 Budget	2021 Actual		
Salaries:						
Executive Director	80,800.00	71516.12	80,000.00		no unemployment	2020
Director of Special Events & Exhibits	63,024.00	36748.55	64,000.00		collected unemployment	
Office Assistant (21 hours per week)	17,000.00	COVID	17,000.00			
Curator (applying for grant to assist with salary by 2021)	-	0.00	-			
Grant Writer (applying for grant to assist with salary)	-	0.00	-			
Business Development Coordinator (24 hours per week)	28,280.00	1080.00	29,000.00		no unemployment	2020
Accounting Assistant (10 hours per week)	12,000.00	COVID	12,000.00			
Educator/Marketing Assistant with Website and newsletter	3,000.00	0.00	3,000.00			
Facility Maintenance Person (Part Time)	15,000.00	6930.00	15,500.00		collected unemployment	
Marketing Coordinator	-	0.00	-			
Cumulative Salary Increases	-	0.00	-			
Benefits: Staff does not receive at this time	-	0.00	-			
Travelers (Life, AD&D, Disability--Full time Staff)	-	0.00	-			
United Concordia (dental)	-	0.00	-			
Retirement 401k (based on employees contributing 5.5% of salary)	3,000.00	0.00	3,030.00			
Taxes (Federal, State)	20,402.00	6244.00	20,606.02			
TOTAL SALARIES AND BENEFITS	242,806.00	122,518.67	244,136.02			
TOTAL OPERATIONAL EXPENSES, SALARIES AND BENEFITS	551,930.89	288,345.67	556,655.16			
TOTAL REVENUE PROJECTED MINUS TOTAL OPERATIONAL EXPENSES, SALARIES AND BENEFITS	42,569.11	136,818.33	25,944.84			