

America On Wheels Museum - 2022 Budget			
Budget Projects 2021 and 2022	2021 Budget	2021 YTD	2022 Budget
	COVID-19		
<b>REVENUE PROJECTED</b>			
Museum Admissions (Closed March - July and Nov/Dec 2020) Reopened Jan 2021	80,000.00	61,000.00	100,000.00
Museum Store (Closed due to COVID - Reopened April 2021	30,000.00	23,000.00	35,300.00
ANIZDA - Rental Space	22,000.00	22,000.00	22,220.00
Car Donation Program	40,000.00	Resume 2021	60,000.00
Contributions - Cash/Corporations	100,000.00	127,095.00	130,000.00
Visitor Center _ Cash Contribution	24,000.00	22,000.00	22,000.00
Grants	100,000.00	71,000.00	110,000.00
General Yearly Membership	30,000.00	11,133.00	30,300.00
Special Events (Due to COVID - Events Cancelled - Resumed Sept 2021	35,000.00	500.00	35,350.00
HubCap Cafe (Due to COVID - closed 2020 and thru Oct 2021	6,000.00	-	7,000.00
Facility Rentals (Due to COVID - no rentals - resuming October 2021	40,000.00	11,104.00	40,400.00
Endowment Withdrawals	-	-	-
In-Kind Contributions <sup>1</sup>	50,000.00	25,500.00	60,000.00
<sup>1</sup> In-Kind Contributions- Help offset costs of AOW operations including exhibit transportation costs			
<b>TOTAL REVENUE PROJECTED</b>	<b>557,000.00</b>	<b>374,332.00</b>	<b>652,570.00</b>
Endowment Transfer - depends year to year based on year end totals			
<b>OPERATIONAL EXPENSES</b>	<b>2021 Budget</b>	<b>2021 Actual</b>	<b>2022 Budget</b>
Accounting/Audit Services	22,220.00	6,500.00	22,442.20
Bank/CC Charges (includes Harbortouch fees	5,666.66	1,138.00	5,723.33
Catering Expenses	2,060.60	-	2,081.21
City of Allentown Storm Water Fee (new) as o	2,897.08	Due Dec 30	2,926.05
Conference Fees	422.42	-	426.64
Consulting Fees	-	-	-
Curatorial - Archives	211.21	-	213.32
Curatorial - Acquisitions	185.45	-	187.30
Curatorial - Changing Gallery Costs	1,030.30	-	1,040.60
Dinners Luncheons - Business	1,030.30	-	1,040.60
Education Programs	525.45	50.00	530.70

Equipment	1,169.39	1,327.00	1,181.08
Equipment Maintenance - Hardware/Software	3,030.00	406.00	3,060.30
Equipment Rental (Lift x 2)	515.15	-	520.30
Furniture/Fixtures/Light Bulbs	1,030.30	-	1,040.60
Museum Store Inventory	11,539.37	1,099.00	11,654.76
Museum Consignment	1,341.45	710.00	1,354.86
HubCap Café Expenses	3,090.90	-	3,121.81
Insurance	-	-	-
Building Liability	30,300.00	22,021.00	30,603.00
Workers Comp	1,030.30	301.00	1,040.60
Special Vehicle Cost (Concept Car)	-	-	-
D & O Liability	1,442.42	1,100.00	1,456.84
Internet Fees	-	in with Phone	-
Legal Fees	5,151.51	750.00	5,203.03
Licenses/Registrations	206.06	475.00	208.12
Maintenance (Building)	41,410.00	5,392.00	41,824.10
Maintenance (Snow)	5,100.50	-	5,151.51
Maintenance (Lawn)	3,570.35	-	3,606.05
Maintenance (Facility Person)	13,261.30	-	13,393.91
Maintenance Supplies	2,373.50	177.00	2,397.24
Marketing--Includes line items below	25,757.53	13,000.00	26,015.11
Marketing - Advertising	-	-	-
Marketing - Ads for the 2020 Car Donation F	2,020.00	-	2,040.20
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	4,040.00	COVID	4,080.40
Office Supplies	3,060.30	2,065.00	3,090.90

Petty Cash	101.00	-	102.01
Postage	3,535.00	625.00	3,570.35
Security	3,131.00	2,114.00	3,162.31
Service Contracts--Includes items below	-	-	-
Vehicle Lift (maintenance - every two years for inspection)	353.50	-	357.04
HVAC / IT / Verizon/ Waste Mgmt / Otis Elevator/Toshiba	5,151.52	7,908.00	5,203.04
Boiler Contract	2,373.50	1,350.00	2,397.24
Elevator (Under Maintenance)	1,769.52	-	1,787.22
Video Monitors and Mack Truck Simulator Bulb(s)	909.00	-	918.09
Telephone & Conference Calls	8,160.80	2,438.00	8,242.41
Training/Development	252.50	-	255.03
Travel and Lodging	1,010.00	-	1,020.10
Utilities (See Below for breakdown)	-	-	-
UGI (gas)	30,300.00	28,613.00	30,603.00
PPL	50,500.00	18,803.00	51,005.00
Water & Sewer	1,515.00	1,010.00	1,530.15
Trash Removal	2,727.00	1,900.00	2,754.27
Volunteers - Includes items listed below	4,040.00	607.00	4,080.40
Receptions/Luncheons	-	-	-
Refreshments	-	-	-
Shirts	-	-	-
Recognition Awards	-	-	-
<b>TOTAL OPERATIONAL EXPENSES</b>	<b>312,519.14</b>	<b>121,879.00</b>	<b>315,644.33</b>
<b>SALARIES AND BENEFITS</b>	<b>2021 Budget</b>	<b>2021 Actual</b>	<b>2022 Budget</b>
Salaries:			
Executive Director	80,000.00	62,394.00	87,000.00
Director of Special Events & Exhibits	64,000.00	51,800.00	70,000.00
Office Assistant (21 hours per week)	14,500.00	3,652.00	14,645.00
Curator (Applying for grant assistance for 2023)	-	-	-
Guest Services Asst. (Weekends)	-	-	12,000.00
Business Development Coordinator (24 hours per week)	29,000.00	-	29,290.00
Accounting Assistant (10 hours per week)	12,000.00	-	12,120.00
Educator/Marketing Assistant with Website and newsletter	3,000.00	1,135.00	3,030.00
Facility Maintenance Person (Part Time)	15,500.00	6,572.00	15,655.00
Events Manager (Full Time)	-	-	50,000.00
Cumulative Salary Increases	-	-	-
Benefits: Staff does not receive at this time	-	-	-
Travelers (Life, AD&D, Disability--Full time Staff)	-	-	-
United Concordia (dental)	-	-	-
Retirement 401k (based on employees contributing 5.5% of salary)	-	-	-

Taxes (Federal, State)	24,800.00	9,500.00	25,048.00
<b>TOTAL SALARIES AND BENEFITS</b>	<b>242,800.00</b>	<b>135,053.00</b>	<b>318,788.00</b>
<b>TOTAL OPERATIONAL EXPENSES, SALARIES AND BENEFITS</b>	<b>556,655.16</b>	<b>256,932.00</b>	<b>634,432.33</b>

**AMERICA ON WHEELS**  
**Board of Directors**

**Nicola Bulgari - Chairman**  
*BVLGARI S.p.A*  
555 Madison Avenue  
9<sup>th</sup> Floor  
New York, NY 10022  
646.367.7994 (office)  
**Correspondence to:**  
[Connie.ruta@bulgari.com](mailto:Connie.ruta@bulgari.com)  
(term expires Dec. 2020)

**Gary Gartner - Vice Chair**  
*Manager Director*  
*Alchemy Capital Planning LLC*  
90 Park Avenue, 18<sup>th</sup> Fl.  
New York, NY 10016  
212.455.9133 (w)  
[ggartner@alchemycp.com](mailto:ggartner@alchemycp.com)  
(term expires Dec. 2020)

**Keith Flickinger - President**  
*Precision Motor Cars, Inc.*  
808 N. Fenwick Street  
Allentown, PA 18109  
610.433.8733 (w)  
484.239.8566 (c)  
[pmcars@aol.com](mailto:pmcars@aol.com)  
(term expires Dec. 2020)

**Alan F. Gross - Treasurer**  
*International Woman's*  
*Apparel, Inc. (Retired)*  
2050 Black River Road  
Bethlehem, PA 18015  
610.691.6483 (h)  
330.703.4848 (c)  
[grossalan@rcn.com](mailto:grossalan@rcn.com)  
(term expires Dec. 2020)

**Linda Merkel - Secretary**  
*Executive Director*  
*America On Wheels*  
5 North Front Street  
Allentown, PA 18102  
610.432.4200 x 11 (w)  
610.653.6464 (c)  
(term expires Dec. 2020)  
[director@americaonwheels.org](mailto:director@americaonwheels.org)

**David K. Bausch**  
*City Council (Retired)*  
252 North Seventh Street  
Allentown, PA 18102  
610.432.3355 (h)  
484.515.0830 (c)  
[oldtoy@aol.com](mailto:oldtoy@aol.com)  
(term expires Dec. 2021)

**Nicole Cherie East**  
*Dir. Global Brand Mgmt.*  
*Mack Trucks/Volvo Group*  
*North America*  
7900 National Service Road  
Greensboro, NC 27409  
336.543.7635  
[nicole.east@macktrucks.com](mailto:nicole.east@macktrucks.com)  
(term expires Dec. 2022)

**Dennis Eisenhart**  
*Ike's Service Centers*  
5711 Applebutter Hill Road  
Coopersburg, PA 18036  
610-967-3638 (h)  
610-442-7183 (c)  
[ike@ikesservice.com](mailto:ike@ikesservice.com)  
(term expires Dec. 2021)

**Mark Jajndl**  
*Chairman/President/CEO*  
*American Bank*  
4029 West Tilghman Street  
Allentown, PA 18104  
610.973.8112 (w)  
484.264.0857 (c)  
610.366.1900 (fax)  
[mjajndl@ambk.com](mailto:mjajndl@ambk.com)  
(term expires Dec. 2019)

**Ed Welburn, Jr.**  
*VP Global Design*  
*General Motors (Retired)*  
100 Renaissance CTR.  
Detroit, MI 48243  
**Correspondence to:**  
[ed@edwelburn.com](mailto:ed@edwelburn.com)  
(term expires Dec. 2019)

**Chairman Emeritus**  
**Jack Curcio**  
*Mack Trucks (Retired)*  
12932 Royal George Avenue  
Odessa, FL 33556  
843-708-0266  
843-812-1052 (cell)  
[bigmackjack@gmail.com](mailto:bigmackjack@gmail.com)

**LEGAL COUNSEL**  
**Richard Somach, Esq.**  
Norris McLaughlin, P.A.  
[RSomach@norris-law.com](mailto:RSomach@norris-law.com)

**MUSEUM**  
**ADMINISTRATION**  
**Linda Merkel**  
*Executive Director*  
*America On Wheels*  
5 North Front Street  
Allentown, PA 18102  
610-432-4200 x 11 (w)  
610-653-6464 (c)  
[director@americaonwheels.org](mailto:director@americaonwheels.org)

**Liz Hahn**  
*Director Sales/Events*  
610-432-4200 x 10  
[fund\\_development@americaonwheels.org](mailto:fund_development@americaonwheels.org)

**Kathy Stimmel**  
*Museum/Accounting*  
610-432-4200 x 12  
[kstimmel@americaonwheels.org](mailto:kstimmel@americaonwheels.org)