

Ordinary Income/Expense
Income

	2016 ACTUAL	2016	Actual NOTES for 2016	BUDGET
	Jan -Aug	Annualize		2017
43310 · Corporate and Business Grants	5,631.00	5,631	INSPIRED WOMEN	5,000
Total 43300 · Direct Public Grants	5,631.00	5,631		5,000
43410 · Corporate Contributions	3,073.00	3,073	NH TOYOTA (\$1500) BNYMELLON(\$500), ST ANDREW'S (\$150) WOMEN TUESDAY GROUP-WBN (\$150), PARKWOOD CHURCH (\$250), ROTARY OF NORTHERN ALLEGHENY (\$500)	3,000
43450 · Individual Contributions	6,506.30	3,306	Premier Bag Sale Donation \$20 plus other	3,000
43470 - Day of Giving	645.99	645.99		1,000
Annual Give - NUMBER	0.00	1,000		1,000
Total 43400 · Direct Public Support	9,579.30	8,025		8,000
46410 · Board of Directors - Commitment	3,325.00	4,000	PD - POWER, BOUJOUKOS,PERRY,TARLE, GATTY, THOMAS (\$375) Belskey (\$200), BACKES (\$250)	4,500
46430 · Miscellaneous Revenue	6,072.70	15,073	REUNDS - Verizon (\$142.23) AFLAC - (\$1669.50) DUE CINDY AND SALLY, CO TAXES 2015 (\$700.47) 2016 -(\$ 3560.50) expecting tax refund of \$9000 from School District	0
46460 · St. Vincent's Cloth Pick-Up	1,620.00	2,000	ST. VINCENT'S PAYMENT FOR DISCARDS	2,000
Total 46400 · Other Types of Income	11,017.70	21,073		6,500
48100 · In-Store Sales	309,000.00	407,000	based on POS Jan-Oct Sales Summary divided by 10/multiplied by 11	407,000
48900 · Sales Discounts	#####	-280,800	discount is 69%	-280,800
Total 48000 · Merchandise Sales	96,600.00	126,200		126,200
Total 48200 · eBay Sales	8,830.01	10,000	EBAY SALES - explore options	10,000
Total Merchandise/eBay Sales	105,430.01	136,200		136,200
49240 · Winter Fundraiser	9,081.40	9,081	GSB - 35 Tickets&100 Bottles+Live (2-way)/	6,000
49250 · Fall Fundraiser	2,570.00	11,000	PURSE BASH	15,000
49260 · Special Events Fundraisers	27.00	900	MISCELLANEOUS EVENTS - W Psych FS, Misc Raffles	2,000
Total 49200 - Fundraiser Income	11,678.40	20,981	ASK MARILYN	23,000.00
Total Income	143,336.41	191,910		178,700

Cost of Goods Sold				
50710 · Merchant Account Fees	1,702.92		MERCHANT FEES	3,200
50720 · Store Supplies	998.19	998	HANGERS, RACKS, STEAMERS, TAGS, ETC	1,000
50730 · eBay Processing	2,302.82	2,500	EBAY EXPENSES - SHIPPING, REFUNDS ETC	2,500
50750 · Fundraiser Expenses	956.23	10,000	PRINTING, ROOM FEES, ETC	10,000
Total 50700 · Cost of Goods Sold	5,960.16	13,498		16,700
Gross Profit	137,376.25	178,412		162,000
Expense				
62130 - Bookkeeping	0.00	-	Bookkeeper (\$20/50 wks/3 hr per week)	4,000
62140 · Legal Fees	1,190.00	1,190	STRASSBURGER,	500
62150 · Tax Preparation	1,600.00	1,600	CREESE SMITH	1,600
62160 - Outside Contract	1,000.00	1,000	Marilyn Landis	
62170 - THF Video Production	500.00	500	Popinvasion \$500	3,000
Total 62100 · Contract Services	4,290.00	4,290.00		9,100.00
62840 · Repairs and Maintenance	4,194.06	26,544	A COMFORT (Heating & Cooling) ABC FIRE EXT (Testing of Fire Extinguishers), COMPLETE PEST CONTROL (Exterminator) GREG INDUSTRIES (Electrical), SCOPEWELL (Parking Lot), Fish Windows (\$60/qtr) Wall repair, Sealent, railing, parking lot repaving	10,000
62850 - Mortgage Principal	16,464.00	24,696	First Commonwealth \$1,662/mo approx Lenchner \$396/mo approx (\$2,058 -	
62860 · Mortgage Interest	21,849.77	39,000	Interest on Mprtgages/PROPOSE: Pay twice per month + \$1000 per quarter (\$6244.21/mon)	39,000
62880 · Real Estate, Personal Prop Tax	9,149.13	9,149	Approx \$9,000 will be received this year	0
62891 · Electricity	2,998.64		Duquesne Light	4,000
62892 · Gas	1,886.12		Peoples Gas and Snyder Brothers (3rd Party Gas Distributor)	3,200
62893 · Water/Sewage	588.62		West View Water Authority and Jordan Tax Service (Collects for Sewage)	800
62894 · Trash Removal	450.00		Vogel	1,000
62895 · Security	300.00		Sonitrol(\$150/qtr)	600
62896 · Parking Lot/Plowing	1,655.00		HITIDE Plowing and Salting	4,000

Total 62800 · Facilities and Equipment	43,071.34	74,693.06		62,600.00
65000 · Operations				
65005 · Bank Charges	104.45	50		50
65007 · Cash Over/Short Expense	0.00	-		0
65010 · Computer and Internet Expense	2,329.48		SALSA (TOWERCARE TECH), REVEL	8,000
65020 · Postage, Mailing Service	87.40		STAMPS AND POSTAGE FOR MAILING	150
65030 · Printing and Copying	361.17		THE PRINT SHOP (BUSINESS CARDS, DONATION SLIPS) ETC	1,000
65040 · Office Supplies	800.54		W B MASON, OFFICE MAX	1,200
65050 · Telephone, Telecommunication	1,307.16		COMCAST	2,400
65060 · Volunteer Appreciation	281.44	281.44	Volunteer Event	1,000
Total 65000 · Operations	5,271.64	331		13,800
65100 · Other Types of Expenses				
65110 · Advertising Expenses				
65111 · Internet Marketing	1,451.92	2,162	Dex Media (\$33.75/mon), Yellow Pages (\$365 twice/yr), Constant Contact (\$85.60/mon)	2,162
65112 · Banners and Signs		-	Electric Sign/Shop lettering - Move to CAPITAL IMPROVEMENT	150
65113 · Other (publications)	1,555.00	1,555	Town Planner (\$450/yr), Chamber Directory (\$400??)	1,555
65110 · Advertising Expenses - Other	450.00	450	Walk for Life (\$250)	200
Total 65110 · Advertising Expenses	3,456.92	4,167		4,067.00
65121 · Liability	1,377.67	2,800	Donegal Insurance (paid quarterly)	3,000
65122 · Director's & Officer's Ins	1,052.00	1,052	Donegal Insurance (paid annually in June)	1,060
Total 65120 · Insurance	2,429.67	3,852		4,060
65150 · Memberships and Dues	805.00	1,250	Pittsburgh North Chamber (\$195), North Side/North Shore Chamber (\$390), Pittsburgh Professional (\$99) Women's Business Network (\$250) , NHNPC (\$100), ANS(\$100), SAMs CLUB (\$100)	1,250
65160 · Other Membership Costs	290.90	400	Additional organization expenses - ie food, workshops	500
65175 · Staff Meals	35.72	150	Executive Officers	200
65180 · Miscellaneous Expense	487.56		Food for Grant GNOS - ASK MARILYN	500
Total 65100 · Other Types of Expenses	7,505.77	9,819.00		10,577
66000 · Payroll Expenses				

66100 - Wages	30,903.25		Sally (40 hr/wk - \$13.28/hr), Cindy (36 hr/wk - \$12.15/hr) and Constance (12hr/wk - \$10.42/hr)	
Executive Director		25,500	40 hrs. * \$13.28	25,500
Store Coordinator		21,700	36 hrs. * \$10.00	18,000
Program Coordinator		6,000	12 hrs. * \$10.42	6,000
66102 Crosstrainig	0.00	-		0.00
66200 - Payroll Taxes	3,148.99	4,400		4,400
66300 - Payroll Processing Fees	398.02	1,000	PAYROLL 1	1,000
66600 - Temp Worker	1,536.00	1,536	Tracy Kincaid (\$12/hr)	0.00
33400 - Workman's Comp Ins	0.00	1,654	Pd. When?	1,654
57000 - Personnel - classes		-		0
Total 66000 - Payroll Expenses	35,986.26	61,790		56,554
68310 - Conference, Convention	65.00	100	Staff attending	0
68320 - Travel/meetings	565.82	1,200	Travel	1,200
Total 68300 - Travel and Meetings	630.82	1,300		1,200
? Capital Improvement (SIGN)	1121.88	1,122	Electronic Sign and Interior Vinyl Lettering	1,000
16100 Building Improvement Fund	3000.00		\$1,000/mo into First National	12,000
Total Expense	96,755.83	152,224		153,831
Net Ordinary Income	40,620.42			8,169
Net Income	40,620.42			8,169

2017 clarification
Alcoa, Nextier, McKinley-Carter (2), 1st Presbyterian, LeeAnn's Company
AAUW, St. Andrews Church , Parkwood Church, WBN, Rotary, Harvest Festival
Premier donation and "Personal Shopper" ASK
important to maintain
Newsletter, Social Media, In-Store Appeal
increase BOD to 9 members
no refunds anticipated
no anticipated change
based on xcomparative of 2015 and 2016
discount is 69%
explore SEO
50 tickets&125 bottles+Live (3-way)
Increase sponsorships - approach previous PLUS 1st National Bank, Eatn' Park, CreeseSmith
\$13,254 difference, anticipating no refunds

