

HEISEY COLLECTORS OF AMERICA
2018 BUDGET VS ACTUAL
THRU SEPTEMBER 30, 2018

ITEM	TOTAL BUDGET	YTD BUDGET AMT	YTD ACTUAL	VAR vs YTD BUDGET AMT	% YTD vs TOTAL BUDGET
REVENUES					
MEMBERSHIP	26,500	19,875	18,410	(1,465)	69.47%
NEWSLETTER ADS	1,600	1,200	792	(408)	49.50%
CASH DONATIONS	15,000	11,250	16,533	5,283	110.22%
DONATIONS - MUSEUM CAPITAL FUND			10,000	10,000	
DONATIONS - VIDEO PROJECT			11,650	11,650	
ACQUISITION DONATIONS			300	300	
SALES	50,000	37,500	26,453	(11,047)	52.91%
SHIPPING/HANDLING CHARGES	900	675	1,347	672	149.65%
GLASS IDENTIFICATION	25	19		(19)	0.00%
ADMISSIONS	2,800	2,100	2,840	740	101.43%
MISCELLANEOUS			1,366	1,366	
INTEREST INCOME			1	1	
BENEFIT AUCTION NET	15,300	15,300	17,791	2,491	116.28%
SELECT AUCTION NET	4,800			0	0.00%
CONVENTION NET	10,000	10,000	8,075	(1,925)	80.75%
P & V MOORE DINNER NET	7,200		700	700	9.72%
SPECIAL PROJECT INCOME				0	
TOTAL INCOME	134,125	97,919	116,258	18,339	86.68%
ENDOWMENT TRANSFER	72,000	54,000	35,000	(19,000)	48.61%
TOTAL AVAILABLE	206,125	151,919	151,258	(661)	73.38%
EXPENDITURES					
SALARIES AND WAGES	87,196	65,397	68,270	2,873	78.29%
PAYROLL TAXES	6,670	5,003	5,241	238	78.57%
BUREAU OF WORKERS COMP	1,265	949	946	(3)	74.80%
COST OF SALES	7,500	5,625	2,728	(2,897)	36.38%
SHIPPING & HANDLING COST	100	75	29	(46)	29.00%
ACCOUNTING EXPENSE	9,000	6,750	6,475	(275)	71.95%
LEGAL FEES/RETAINERS	500	375		(375)	0.00%
OFFICE SUPPLIES AND POSTAGE	7,000	5,250	3,882	(1,368)	55.46%
REPAIRS AND MAINTENANCE	13,000	9,750	9,870	120	75.93%
LAWN/GROUNDS CARE	4,000	3,000	4,086	1,086	102.15%
EMPLOYEE RELATIONS	144	108		(108)	0.00%
MUSEUM EXPENSE	3,800	2,850	5,902	3,052	155.33%
UTILITIES	19,000	14,250	14,511	261	76.37%
NEWSLETTER PRINTING & POSTAGE	7,500	5,625	5,294	(331)	70.58%
DUES & MEMBERSHIPS	400	300	435	135	108.75%
ADVERTISING	2,000	1,500	3,978	2,478	198.88%
OUTREACH	500	375	167	(208)	33.34%
INSURANCE	9,500	7,125	9,438	2,313	99.34%
TRAVEL	500	375	39	(336)	7.82%
COMPUTER/WEBSITE MAINTENANCE	2,000	1,500	1,605	105	80.26%
ACQUISITIONS		0	735	735	
BANK SERVICE CHARGES	3,200	2,400	2,340	(60)	73.13%
AUCTION FIRM LICENSE/BOND	350	263	360	98	102.86%
INTEREST EXPENSE		0	0	0	
SPECIAL PROJECTS	14,500	10,875	515	(10,360)	3.55%
EQUIPMENT LEASE	8,600	6,450	6,964	514	80.98%
MISCELLANEOUS	400	300	869	569	217.31%
TOTAL EXPENDITURES	208,625	156,469	154,680	(1,789)	74.14%
LESS COST OF GOODS SOLD	7,500	5,625	2,728	(2,897)	36.38%
PLUS INVENTORY PURCHASES	5,000	3,750	1,339	(2,411)	26.77%
FUNDS REQUIRED	206,125	154,594	153,291	(1,303)	74.37%