

Heisey Collectors of America
2020 Budget VS Actual
As of January 31, 2020

	Total Budget	YTD Budget Amt	YTD Actual	VAR vs YTD Budget Amt	% YTD vs Total Budget
Membership	\$ 25,000	\$ 2,083	\$ 2,500	\$ 417	10.00%
Newsletter Ads	1,200	100	192	92	16.00%
Cash Donations	17,000	1,416	2,297	881	13.51%
Donations - Dreams/Other			10,200		
Donations - Museum Capital Fund			-		
Acquisitions Donations	-	-	-	-	
Sales	45,500	2,000	1,962	(38)	4.31%
Shipping/Handling Charges	1,400	105	212	107	15.14%
Glass Identification	25	-	-	-	0.00%
Admissions	3,350	75	110	35	3.28%
Miscellaneous			110	110	
Interest Income	-	-	3	3	
Benefit Auction Net	16,500	-	-	-	0.00%
Dave Spahr Select Auction Net	7,000	-	-	-	0.00%
Convention Net	10,000	-	-	-	0.00%
P & V Moore Event Net	7,250	-	-	-	0.00%
Special Project Income	-	-	-	-	-
Total Income	\$ 134,225	\$ 5,779	\$ 7,386	\$ 1,607	5.50%
Endowment Transfer	\$ 76,000	-	-	-	0.00%
Total Available Funds	\$ 210,225	\$ 5,779	\$ 7,386	\$ 1,607	3.51%
Expenditures					
Salaries and Wages	\$ 95,632	\$ 8,713	\$ 10,082	\$ 1,369	10.54%
Payroll Taxes	7,316	666	789	123	10.78%
Bureau of Workers Comp	1,250	206	152	(54)	12.16%
Cost of Sales	6,500	275	156	(119)	2.40%
Shipping and Handling	100	-	26	26	26.00%
Accounting Expense	9,000	750	-	(750)	0.00%
Legal Fees/Retainers	200	100	-	(100)	0.00%
Office Supplies and Postage	6,000	500	656	156	10.93%
Repairs and Maintenance	13,000	1,000	641	(359)	4.93%
Lawn/Grounds Care	5,000	400	-	(400)	0.00%
Employee Relations	150	-	-	-	0.00%
Museum Expense	5,000	325	289	(36)	5.78%
Museum Expense - Dreams	-	-	-	-	
Utilities	19,000	1,400	275	(1,125)	1.45%
Newsletter Printing & Postage	7,000	584	987	403	14.10%
Dues & Membership Expense	400	-	71	71	17.75%
Advertising	2,250	-	-	-	0.00%
Outreach	277	25	104	79	37.55%
Insurance	10,000	10,000	10,662	662	106.62%
Travel Expense	250	-	-	-	0.00%
Computer & Website	2,000	166	80	(86)	4.00%
Acquisitions	-	-	-	-	
Bank Service Charges	3,200	188	209	21	6.53%
Auction Firm License/Bond	350	-	-	-	0.00%
Interest Expense	-	-	-	-	
Special Projects Expense	9,450	787	10	(777)	0.11%
Leased Equipment	9,000	750	-	(750)	0.00%
Miscellaneous	400	30	-	(30)	0.00%
Total Expenditures	\$ 212,725	\$ 26,865	\$ 25,189	\$ (1,676)	11.84%
Less Cost of Sales	6,500	275	156	(119)	2.40%
Plus Inventory Purchases	\$ 4,000	\$ -	\$ -	\$ -	0.00%
Funds Required	\$ 210,225	\$ 26,590	\$ 25,033	\$ (1,557)	11.91%