

<b>Heisey Collectors of America 2020 Budget VS Actual As of February 29, 2020</b>	<b>Total Budget</b>	<b>YTD Budget Amt</b>	<b>YTD Actual</b>	<b>VAR vs YTD Budget Amt</b>	<b>% YTD vs Total Budget</b>
Membership	\$ 25,000	\$ 4,166	\$ 4,925	\$ 759	19.70%
Newsletter Ads	1,200	200	336	136	28.00%
Cash Donations	17,000	2,832	3,769	937	22.17%
Donations - Dreams/Other			1,000		
Donations - Museum Capital Fund			10,020		
Acquisitions Donations	-	-	-	-	
Sales	45,500	4,000	3,823	(177)	8.40%
Shipping/Handling Charges	1,400	210	378	168	27.00%
Glass Identification	25	5	-	(5)	0.00%
Admissions	3,350	150	330	180	9.85%
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	-	170	170	1.70%
P & V Moore Event Net	7,250	-	-	-	0.00%
Special Project Income	-	-	-	-	-
<b>Total Income</b>	<b>\$ 134,225</b>	<b>\$ 11,563</b>	<b>\$ 13,844</b>	<b>\$ 2,281</b>	<b>10.31%</b>
Endowment Transfer	\$ 76,000	-	-	-	0.00%
<b>Total Available Funds</b>	<b>\$ 210,225</b>	<b>\$ 11,563</b>	<b>\$ 13,844</b>	<b>\$ 2,281</b>	<b>6.59%</b>
<b>Expenditures</b>					
Salaries and Wages	\$ 95,632	\$ 15,841	\$ 17,005	\$ 1,164	17.78%
Payroll Taxes	7,316	1,214	1,319	105	18.03%
Bureau of Workers Comp	1,250	206	152	(54)	12.16%
Cost of Sales	6,500	550	266	(284)	4.09%
Shipping and Handling	100	25	26	1	26.00%
Accounting Expense	9,000	1,450	618	(832)	6.87%
Legal Fees/Retainers	200	100	-	(100)	0.00%
Office Supplies and Postage	6,000	1,000	1,074	74	17.90%
Repairs and Maintenance	13,000	2,200	2,958	758	22.75%
Lawn/Grounds Care	5,000	800	-	(800)	0.00%
Employee Relations	150	-	62	62	41.33%
Museum Expense	5,000	650	348	(302)	6.96%
Museum Expense - Dreams	-	-	-	-	
Utilities	19,000	2,800	1,718	(1,082)	9.04%
Newsletter Printing & Postage	7,000	1,167	2,095	928	29.93%
Dues & Membership Expense	400	50	50	-	12.50%
Advertising	2,250	-	21	21	0.93%
Outreach	277	46	115	69	41.52%
Insurance	10,000	10,000	11,021	1,021	110.21%
Travel Expense	250	-	-	-	0.00%
Computer & Website	2,000	333	186	(147)	9.30%
Acquisitions	-	-	-	-	
Bank Service Charges	3,200	376	491	115	15.34%
Auction Firm License/Bond	350	-	-	-	0.00%
Interest Expense	-	-	-	-	
Special Projects Expense	9,450	1,575	10	(1,565)	0.11%
Leased Equipment	9,000	1,500	1,237	(263)	13.74%
Miscellaneous	400	60	229	169	57.25%
<b>Total Expenditures</b>	<b>\$ 212,725</b>	<b>\$ 41,943</b>	<b>\$ 41,001</b>	<b>\$ (942)</b>	<b>19.27%</b>
Less Cost of Sales	6,500	275	266	(284)	4.09%
Plus Inventory Purchases	\$ 4,000	\$ -	\$ -	\$ -	0.00%
<b>Funds Required</b>	<b>\$ 210,225</b>	<b>\$ 41,668</b>	<b>\$ 40,735</b>	<b>\$ (658)</b>	<b>19.38%</b>