

Heisey Collectors of America						
2020 Budget VS Actual						
As of March 31, 2020						
	Total	YTD	YTD	VAR vs YTD	% YTD vs	
	Budget	Budget Amt	Actual	Budget Amt	Total Budget	
Membership	\$ 25,000	\$ 6,250	\$ 6,940	\$ 690	27.76%	
Newsletter Ads	1,200	300	416	116	34.67%	
Cash Donations	17,000	4,249	6,123	1,874	36.02%	
Donations - Dreams/Other			1,000			
Donations - Museum Capital Fund			10,020			
Acquisitions Donations	-	-	-	-		
Sales	45,500	7,000	4,907	(2,093)	10.78%	
Shipping/Handling Charges	1,400	325	466	141	33.29%	
Glass Identification	25	5	-	(5)	0.00%	
Admissions	3,350	400	443	43	13.22%	
Miscellaneous			111	111		
Interest Income	-	-	8	8		
Benefit Auction Net	16,500	-	(246)	(246)	-1.49%	
Dave Spahr Select Auction Net	7,000	-	-	-	0.00%	
Convention Net	10,000	-	(80)	(80)	-0.80%	
P & V Moore Event Net	7,250	-	-	-	0.00%	
Special Project Income	-	-	-	-	-	
Total Income	\$ 134,225	\$ 18,529	\$ 19,088	\$ 559	14.22%	
Endowment Transfer	\$ 76,000	-	-	-	0.00%	
Total Available Funds	\$ 210,225	\$ 18,529	\$ 19,088	\$ 559	9.08%	
Expenditures						
Salaries and Wages	\$ 95,632	\$ 23,158	\$ 23,955	\$ 797	25.05%	
Payroll Taxes	7,316	1,774	1,851	77	25.30%	
Bureau of Workers Comp	1,250	416	276	(140)	22.08%	
Cost of Sales	6,500	975	528	(447)	8.12%	
Shipping and Handling	100	25	193	168	193.00%	
Accounting Expense	9,000	2,150	1,227	(923)	13.63%	
Legal Fees/Retainers	200	100	-	(100)	0.00%	
Office Supplies and Postage	6,000	1,500	2,258	758	37.63%	
Repairs and Maintenance	13,000	3,200	4,393	1,193	33.79%	
Lawn/Grounds Care	5,000	1,200	-	(1,200)	0.00%	
Employee Relations	150	-	62	62	41.33%	
Museum Expense	5,000	1,250	901	(349)	18.02%	
Museum Expense - Dreams	-	-	-	-		
Utilities	19,000	4,300	2,643	(1,657)	13.91%	
Newsletter Printing & Postage	7,000	1,750	2,314	564	33.06%	
Dues & Membership Expense	400	150	50	(100)	12.50%	
Advertising	2,250	500	193	(307)	8.58%	
Outreach	277	71	560	489	202.17%	
Insurance	10,000	10,000	11,021	1,021	110.21%	
Travel Expense	250	-	-	-	0.00%	
Computer & Website	2,000	500	283	(217)	14.15%	
Acquisitions	-	-	-	-		
Bank Service Charges	3,200	564	605	41	18.91%	
Auction Firm License/Bond	350	350	-	(350)	0.00%	
Interest Expense	-	-	-	-		
Special Projects Expense	9,450	2,362	4,097	1,735	43.35%	
Leased Equipment	9,000	2,250	1,573	(677)	17.48%	
Miscellaneous	400	90	-	(90)	0.00%	
Total Expenditures	\$ 212,725	\$ 58,635	\$ 58,983	\$ 348	27.73%	
Less Cost of Sales	6,500	975	528	(447)	8.12%	
Plus Inventory Purchases	\$ 4,000	\$ 1,250	\$ -	\$ (1,250)	0.00%	
Funds Required	\$ 210,225	\$ 58,910	\$ 58,455	\$ (455)	27.81%	