

**Heisey Collectors of America**  
**2020 Budget VS Actual**  
**As of May 31, 2020**

	<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	\$ 10,416	\$ 9,190	\$ (1,226)	36.76%
Newsletter Ads	1,200	500	456	(44)	38.00%
Cash Donations	17,000	7,083	36,878	29,795	216.93%
Donations - Dreams/Other			1,000		
Donations - Museum Capital Fund			10,020		
Acquisitions Donations	-	-	-	-	
Sales	45,500	14,000	7,215	(6,785)	15.86%
Shipping/Handling Charges	1,400	555	732	177	52.29%
Glass Identification	25	10	-	(10)	0.00%
Admissions	3,350	1,075	443	(632)	13.22%
Miscellaneous			1,282	1,282	
Interest Income	-	-	9	9	
Benefit Auction Net	16,500	16,500	(274)	(16,774)	-1.66%
Dave Spahr Select Auction Net	7,000	-	-	-	0.00%
Convention Net	10,000	-	(190)	(190)	-1.90%
P & V Moore Event Net	7,250	-	-	-	0.00%
Special Project Income	-	-	-	-	-
<b>Total Income</b>	<b>\$ 134,225</b>	<b>\$ 50,139</b>	<b>\$ 55,741</b>	<b>\$ 5,602</b>	<b>41.53%</b>
Endowment Transfer	\$ 76,000	-	-	-	0.00%
<b>Total Available Funds</b>	<b>\$ 210,225</b>	<b>\$ 50,139</b>	<b>\$ 55,741</b>	<b>\$ 5,602</b>	<b>26.51%</b>
<b>Expenditures</b>					
Salaries and Wages	\$ 95,632	\$ 38,715	\$ 36,422	\$ (2,293)	38.09%
Payroll Taxes	7,316	2,963	2,804	(159)	38.33%
Bureau of Workers Comp	1,250	622	401	(221)	32.08%
Cost of Sales	6,500	1,975	772	(1,203)	11.88%
Shipping and Handling	100	50	99	49	99.00%
Accounting Expense	9,000	3,550	2,441	(1,109)	27.12%
Legal Fees/Retainers	200	100	-	(100)	0.00%
Office Supplies and Postage	6,000	2,500	3,713	1,213	61.88%
Repairs and Maintenance	13,000	5,400	5,971	571	45.93%
Lawn/Grounds Care	5,000	2,000	152	(1,848)	3.04%
Employee Relations	150	-	104	104	69.33%
Museum Expense	5,000	1,900	1,069	(831)	21.38%
Museum Expense - Dreams	-	-	-	-	
Utilities	19,000	6,900	6,203	(697)	32.65%
Newsletter Printing & Postage	7,000	2,917	3,277	360	46.81%
Dues & Membership Expense	400	200	345	145	86.25%
Advertising	2,250	500	189	(311)	8.40%
Outreach	277	117	435	318	157.04%
Insurance	10,000	10,000	11,021	1,021	110.21%
Travel Expense	250	-	-	-	0.00%
Computer & Website	2,000	833	907	74	45.35%
Acquisitions	-	-	-	-	
Bank Service Charges	3,200	1,092	802	(290)	25.06%
Auction Firm License/Bond	350	350	350	-	100.00%
Interest Expense	-	-	-	-	
Special Projects Expense	9,450	3,937	4,010	73	42.43%
Leased Equipment	9,000	3,750	3,146	(604)	34.96%
Miscellaneous	400	160	200	40	50.00%
<b>Total Expenditures</b>	<b>\$ 212,725</b>	<b>\$ 90,531</b>	<b>\$ 84,833</b>	<b>\$ (5,698)</b>	<b>39.88%</b>
Less Cost of Sales	6,500	1,975	772	(1,203)	11.88%
Plus Inventory Purchases	\$ 4,000	\$ 1,250	\$ -	\$ (1,250)	0.00%
<b>Funds Required</b>	<b>\$ 210,225</b>	<b>\$ 89,806</b>	<b>\$ 84,061</b>	<b>\$ (5,745)</b>	<b>39.99%</b>