

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

	Total Budget	YTD Budget Amt	YTD Actual	VAR vs YTD Budget Amt	% YTD vs Total Budget
Membership	\$ 25,000	\$ 14,583	\$ 13,029	\$ (1,554)	52.12%
Newsletter Ads	1,200	700	544	(156)	45.33%
Cash Donations	17,000	9,917	41,620	31,703	244.82%
Donations - Dreams/Other			6,000		
Donations - Museum Capital Fund			10,020		
Acquisitions Donations	-	-	-	-	
Sales	45,500	25,000	13,768	(11,232)	30.26%
Shipping/Handling Charges	1,400	805	1,450	645	103.57%
Glass Identification	25	15	-	(15)	0.00%
Admissions	3,350	1,800	603	(1,197)	18.00%
Miscellaneous			1,449	1,449	
Interest Income	-	-	12	12	
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	10,000	(190)	(10,190)	-1.90%
P & V Moore Event Net	7,250	-	-	-	0.00%
Special Project Income	-	-	-	-	-
Total Income	\$ 134,225	\$ 79,320	\$ 72,011	\$ (7,309)	53.65%
Endowment Transfer	\$ 76,000	-	-	-	0.00%
Total Available Funds	\$ 210,225	\$ 79,320	\$ 72,011	\$ (7,309)	34.25%
Expenditures					
Salaries and Wages	\$ 95,632	\$ 57,284	\$ 54,823	\$ (2,461)	57.33%
Payroll Taxes	7,316	4,383	4,212	(171)	57.57%
Bureau of Workers Comp	1,250	833	679	(154)	54.32%
Cost of Sales	6,500	3,575	1,302	(2,273)	20.03%
Shipping and Handling	100	50	125	75	125.00%
Accounting Expense	9,000	5,500	5,153	(347)	57.26%
Legal Fees/Retainers	200	200	-	(200)	0.00%
Office Supplies and Postage	6,000	3,500	5,392	1,892	89.87%
Repairs and Maintenance	13,000	7,600	7,235	(365)	55.65%
Lawn/Grounds Care	5,000	3,200	667	(2,533)	13.34%
Employee Relations	150	150	104	(46)	69.33%
Museum Expense	5,000	2,825	3,282	457	65.64%
Museum Expense - Dreams	-	-	150	-	
Utilities	19,000	10,900	8,978	(1,922)	47.25%
Newsletter Printing & Postage	7,000	4,084	4,438	354	63.40%
Dues & Membership Expense	400	300	345	45	86.25%
Advertising	2,250	1,000	214	(786)	9.51%
Outreach	277	164	432	268	155.96%
Insurance	10,000	10,000	11,021	1,021	110.21%
Travel Expense	250	-	-	-	0.00%
Computer & Website	2,000	1,166	1,977	811	98.85%
Acquisitions	-	-	-	-	
Bank Service Charges	3,200	1,836	1,187	(649)	37.09%
Auction Firm License/Bond	350	350	350	-	100.00%
Interest Expense	-	-	-	-	
Special Projects Expense	9,450	5,512	6,935	1,423	73.39%
Leased Equipment	9,000	5,250	4,719	(531)	52.43%
Miscellaneous	400	230	200	(30)	50.00%
Total Expenditures	\$ 212,725	\$ 129,892	\$ 123,770	\$ (6,122)	58.18%
Less Cost of Sales	6,500	3,575	1,302	(2,273)	20.03%
Plus Inventory Purchases	\$ 4,000	\$ 2,500	\$ -	\$ (2,500)	0.00%
Funds Required	\$ 210,225	\$ 128,817	\$ 122,468	\$ (6,349)	58.26%