

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

	Total Budget	YTD Budget Amt	YTD Actual	VAR vs YTD Budget Amt	% YTD vs Total Budget
Membership	\$ 25,000	\$ 20,833	\$ 20,199	\$ (634)	80.80%
Newsletter Ads	1,200	1,000	632	(368)	52.67%
Cash Donations	17,000	14,167	53,254	39,087	313.26%
Donations - Dreams/Other			6,000		
Donations - Museum Capital Fund			10,020		
Acquisitions Donations	-	-	-	-	
Sales	45,500	37,500	34,110	(3,390)	74.97%
Shipping/Handling Charges	1,400	1,170	3,517	2,347	251.21%
Glass Identification	25	20	-	(20)	0.00%
Admissions	3,350	2,875	1,318	(1,557)	39.34%
Miscellaneous			1,454	1,454	
Interest Income	-	-	15	15	
Benefit Auction Net	16,500	16,500	(274)	(16,774)	-1.66%
Dave Spahr Select Auction Net	7,000	7,000	-	(7,000)	0.00%
Convention Net	10,000	10,000	(190)	(10,190)	-1.90%
P & V Moore Event Net	7,250	7,250	-	(7,250)	0.00%
Special Project Income	-	-	-	-	-
Total Income	\$ 134,225	\$ 118,315	\$ 114,035	\$ (4,280)	84.96%
Endowment Transfer	\$ 76,000	35,000	35,000	-	46.05%
Total Available Funds	\$ 210,225	\$ 153,315	\$ 149,035	\$ (4,280)	70.89%
Expenditures					
Salaries and Wages	\$ 95,632	\$ 80,700	\$ 77,245	\$ (3,455)	80.77%
Payroll Taxes	7,316	6,174	5,927	(247)	81.01%
Bureau of Workers Comp	1,250	1,039	41	(998)	3.28%
Cost of Sales	6,500	5,375	2,702	(2,673)	41.57%
Shipping and Handling	100	75	175	100	175.00%
Accounting Expense	9,000	7,600	6,969	(631)	77.43%
Legal Fees/Retainers	200	200	-	(200)	0.00%
Office Supplies and Postage	6,000	5,000	8,227	3,227	137.12%
Repairs and Maintenance	13,000	11,000	8,628	(2,372)	66.37%
Lawn/Grounds Care	5,000	4,300	1,161	(3,139)	23.22%
Employee Relations	150	150	104	(46)	69.33%
Museum Expense	5,000	4,075	5,174	1,099	103.48%
Museum Expense - Dreams	-	-	3,450	-	
Utilities	19,000	15,700	13,713	(1,987)	72.17%
Newsletter Printing & Postage	7,000	5,834	5,952	118	85.03%
Dues & Membership Expense	400	350	345	(5)	86.25%
Advertising	2,250	2,000	229	(1,771)	10.18%
Outreach	277	231	432	201	155.96%
Insurance	10,000	10,000	11,021	1,021	110.21%
Travel Expense	250	250	-	(250)	0.00%
Computer & Website	2,000	1,666	2,333	667	116.65%
Acquisitions	-	-	150	-	
Bank Service Charges	3,200	2,668	2,099	(569)	65.59%
Auction Firm License/Bond	350	350	350	-	100.00%
Interest Expense	-	-	-	-	
Special Projects Expense	9,450	7,875	7,252	(623)	76.74%
Leased Equipment	9,000	7,500	6,629	(871)	73.66%
Miscellaneous	400	330	200	(130)	50.00%
Total Expenditures	\$ 212,725	\$ 180,442	\$ 166,908	\$ (13,534)	78.46%
Less Cost of Sales	6,500	5,375	2,702	(2,673)	41.57%
Plus Inventory Purchases	\$ 4,000	\$ 4,000	\$ -	\$ (4,000)	0.00%
Funds Required	\$ 210,225	\$ 179,067	\$ 164,206	\$ (14,861)	78.11%