

Heisey Collectors of America 2020 Budget VS Actual As of December 31, 2020					
	Total Budget	YTD Budget Amt	YTD Actual	VAR vs YTD Budget Amt	% YTD vs Total Budget
Membership	\$ 25,000	\$ 25,000	\$ 23,069	\$ (1,931)	92.28%
Newsletter Ads	1,200	1,200	824	(376)	68.67%
Cash Donations	17,000	17,000	58,797	41,797	345.86%
Donations - Dreams/Other			6,000		
Donations - Museum Capital Fund			10,410		
Acquisitions Donations	-	-	-	-	
Sales	45,500	45,500	44,104	(1,396)	96.93%
Shipping/Handling Charges	1,400	1,400	4,221	2,821	301.50%
Glass Identification	25	25	-	(25)	0.00%
Admissions	3,350	3,350	1,428	(1,922)	42.63%
Miscellaneous			4,853	4,853	
Interest Income	-	-	18	18	
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	\$ 134,225	\$ 136,850	\$ 2,625	101.96%
Endowment Transfer	\$ 76,000	76,000	90,369	14,369	118.91%
Total Available Funds	\$ 210,225	\$ 210,225	\$ 227,219	\$ 16,994	108.08%
Expenditures					
Salaries and Wages	\$ 95,632	\$ 95,632	\$ 93,294	\$ (2,338)	97.56%
Payroll Taxes	7,316	7,316	7,381	65	100.89%
Bureau of Workers Comp	1,250	1,250	41	(1,209)	3.28%
Cost of Sales	6,500	6,500	2,872	(3,628)	44.18%
Shipping and Handling	100	100	265	165	265.00%
Accounting Expense	9,000	9,000	9,232	232	102.58%
Legal Fees/Retainers	200	200	400	200	200.00%
Office Supplies and Postage	6,000	6,000	9,540	3,540	159.00%
Repairs and Maintenance	13,000	13,000	10,356	(2,644)	79.66%
Lawn/Grounds Care	5,000	5,000	1,275	(3,725)	25.50%
Employee Relations	150	150	104	(46)	69.33%
Museum Expense	5,000	5,000	5,332	332	106.64%
Museum Expense - Dreams	-	-	4,304	-	
Utilities	19,000	19,000	16,718	(2,282)	87.99%
Newsletter Printing & Postage	7,000	7,000	6,606	(394)	94.37%
Dues & Membership Expense	400	400	345	(55)	86.25%
Advertising	2,250	2,250	443	(1,807)	19.69%
Outreach	277	277	432	155	155.96%
Insurance	10,000	10,000	11,459	1,459	114.59%
Travel Expense	250	250	-	(250)	0.00%
Computer & Website	2,000	2,000	3,863	1,863	193.15%
Acquisitions	-	-	675	-	
Bank Service Charges	3,200	3,200	2,862	(338)	89.44%
Auction Firm License/Bond	350	350	350	-	100.00%
Interest Expense	-	-	-	-	
Special Projects Expense	9,450	9,450	8,780	(670)	92.91%
Leased Equipment	9,000	9,000	8,234	(766)	91.49%
Miscellaneous	400	400	924	524	231.00%
Total Expenditures	\$ 212,725	\$ 212,725	\$ 201,108	\$ (11,617)	94.54%
Less Cost of Sales	6,500	6,500	2,872	(3,628)	44.18%
Plus Inventory Purchases	\$ 4,000	\$ 4,000	\$ 309	\$ (3,691)	7.73%
Funds Required	\$ 210,225	\$ 210,225	\$ 198,545	\$ (11,680)	94.44%