

**Heisey Collectors of America**  
**2021 Budget VS Actual**  
**As of March 31, 2021**

	<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	\$ 6,250	\$ 7,170	\$ 920	28.68%
Newsletter Ads	1,200	300	468	168	39.00%
Cash Donations	18,000	4,500	8,382	3,882	46.57%
Donations - Dreams/Other			1,916		
Donations - Museum Capital Fund			310		
Acquisitions Donations	-	-	50	-	
Sales	45,500	7,000	5,519	(1,481)	12.13%
Shipping/Handling Charges	2,000	480	744	264	37.20%
Glass Identification	-	-	-	-	
Admissions	3,000	365	370	5	12.33%
Miscellaneous			2	2	
Interest Income	-	-	4	4	
Benefit Auction Net	16,500	-	(419)	(419)	-2.54%
Dave Spahr Select Auction Net	7,000	-	-	-	0.00%
Convention Net	10,000	-	-	-	0.00%
P & V Moore Event Net	7,250	-	-	-	0.00%
Special Project Income	-	-	-	-	-
<b>Total Income</b>	<b>\$ 135,450</b>	<b>\$ 18,895</b>	<b>\$ 22,240</b>	<b>\$ 3,345</b>	<b>16.42%</b>
Endowment Transfer	\$ 76,199	-	-	-	0.00%
<b>Total Available Funds</b>	<b>\$ 211,649</b>	<b>\$ 18,895</b>	<b>\$ 22,240</b>	<b>\$ 3,345</b>	<b>10.51%</b>
<b>Expenditures</b>					
Salaries and Wages	\$ 98,513	\$ 21,480	\$ 18,703	\$ (2,777)	18.99%
Payroll Taxes	7,536	1,643	1,449	(194)	19.23%
Bureau of Workers Comp	1,250	416	-	(416)	0.00%
Cost of Sales	6,000	925	562	(363)	9.37%
Shipping and Handling	200	50	39	(11)	19.50%
Accounting Expense	9,000	2,150	2,912	762	32.36%
Legal Fees/Retainers	200	100	2,650	2,550	1325.00%
Office Supplies and Postage	6,000	1,500	1,413	(87)	23.55%
Repairs and Maintenance	13,000	3,200	3,646	446	28.05%
Lawn/Grounds Care	4,000	700	573	(127)	14.33%
Employee Relations	150	-	13	13	8.67%
Museum Expense	5,000	1,250	781	(469)	15.62%
Museum Expense - Dreams	-	-	1,233	-	
Utilities	19,000	4,300	4,908	608	25.83%
Newsletter Printing & Postage	7,000	1,750	1,944	194	27.77%
Dues & Membership Expense	400	150	-	(150)	0.00%
Advertising	2,000	500	-	(500)	0.00%
Outreach	300	75	-	(75)	0.00%
Insurance	11,000	11,000	11,015	15	100.14%
Travel Expense	250	-	-	-	0.00%
Computer & Website	2,600	710	570	(140)	21.92%
Acquisitions	-	-	-	-	
Bank Service Charges	3,000	504	635	131	21.17%
Auction Firm License/Bond	350	350	-	(350)	0.00%
Interest Expense	-	-	-	-	
Special Projects Expense	8,500	2,125	-	(2,125)	0.00%
Leased Equipment	9,000	2,250	2,423	173	26.92%
Miscellaneous	400	90	170	80	42.50%
<b>Total Expenditures</b>	<b>\$ 214,649</b>	<b>\$ 57,218</b>	<b>\$ 54,406</b>	<b>\$ (2,812)</b>	<b>25.35%</b>
Less Cost of Sales	6,000	925	562	(363)	9.37%
Plus Inventory Purchases	\$ 3,000	\$ 1,000	\$ 200	\$ (800)	6.67%
<b>Funds Required</b>	<b>\$ 211,649</b>	<b>\$ 57,293</b>	<b>\$ 54,044</b>	<b>\$ (3,249)</b>	<b>25.53%</b>