

Heisey Collectors of America
2021 Budget VS Actual
As of June 30, 2021

	Total Budget	YTD Budget Amt	YTD Actual	VAR vs YTD Budget Amt	% YTD vs Total Budget
Membership	\$ 25,000	\$ 12,500	\$ 13,135	\$ 635	52.54%
Newsletter Ads	1,200	600	468	(132)	39.00%
Cash Donations	18,000	9,000	14,838	5,838	82.43%
Donations - Dreams/Other			2,601		
Donations - Museum Capital Fund			310		
Acquisitions Donations	-	-	50	-	
Sales	45,500	21,000	19,243	(1,757)	42.29%
Shipping/Handling Charges	2,000	990	1,764	774	88.20%
Glass Identification	-	-	-	-	
Admissions	3,000	1,310	1,430	120	47.67%
Miscellaneous			142	142	
Interest Income	-	-	6	6	
Benefit Auction Net	16,500	16,500	16,407	(93)	99.44%
Dave Spahr Select Auction Net	7,000	-	-	-	0.00%
Convention Net	10,000	10,000	-	(10,000)	0.00%
P & V Moore Event Net	7,250	-	-	-	0.00%
Special Project Income	-	-	-	-	-
Total Income	\$ 135,450	\$ 71,900	\$ 67,433	\$ (4,467)	49.78%
Endowment Transfer	\$ 76,199	-	-	-	0.00%
Total Available Funds	\$ 211,649	\$ 71,900	\$ 67,433	\$ (4,467)	31.86%
Expenditures					
Salaries and Wages	\$ 98,513	\$ 44,148	\$ 37,457	\$ (6,691)	38.02%
Payroll Taxes	7,536	3,377	2,883	(494)	38.26%
Bureau of Workers Comp	1,250	622	487	(135)	38.96%
Cost of Sales	6,000	2,800	1,281	(1,519)	21.35%
Shipping and Handling	200	100	87	(13)	43.50%
Accounting Expense	9,000	4,800	4,761	(39)	52.90%
Legal Fees/Retainers	200	100	3,575	3,475	1787.50%
Office Supplies and Postage	6,000	3,000	3,771	771	62.85%
Repairs and Maintenance	13,000	6,600	7,523	923	57.87%
Lawn/Grounds Care	4,000	2,000	2,443	443	61.08%
Employee Relations	150	-	13	13	8.67%
Museum Expense	5,000	2,500	1,445	(1,055)	28.90%
Museum Expense - Dreams	-	-	2,435	-	
Utilities	19,000	8,900	9,411	511	49.53%
Newsletter Printing & Postage	7,000	3,500	3,510	10	50.14%
Dues & Membership Expense	400	250	390	140	97.50%
Advertising	2,000	1,000	30	(970)	1.50%
Outreach	300	150	-	(150)	0.00%
Insurance	11,000	11,000	11,523	523	104.75%
Travel Expense	250	-	-	-	0.00%
Computer & Website	2,600	1,570	1,334	(236)	51.31%
Acquisitions	-	-	-	-	
Bank Service Charges	3,000	1,422	1,469	47	48.97%
Auction Firm License/Bond	350	350	350	-	100.00%
Interest Expense	-	-	-	-	
Special Projects Expense	8,500	4,250	9,875	5,625	116.18%
Leased Equipment	9,000	4,500	4,834	334	53.71%
Miscellaneous	400	200	170	(30)	42.50%
Total Expenditures	\$ 214,649	\$ 107,139	\$ 108,622	\$ 1,483	50.60%
Less Cost of Sales	6,000	2,800	1,281	(1,519)	21.35%
Plus Inventory Purchases	\$ 3,000	\$ 2,000	\$ 200	\$ (1,800)	6.67%
Funds Required	\$ 211,649	\$ 106,339	\$ 107,541	\$ 1,202	50.81%