

**Heisey Collectors of America
2021 Budget VS Actual
December 31, 2021 Actuals**

	Total Budget	Total Budget	Actual	Actual vs Budget	% Actual to Budget
Revenue					
Membership	\$ 25,000	\$ 25,000	\$ 24,035	\$ (965)	96%
Newsletter Ads	1,200	1,200	1,000	(200)	83%
Cash Donations	18,000	18,000	26,343	8,343	146%
Sales	45,500	45,500	59,485	13,985	131%
Shipping/Handling Charges	2,000	2,000	5,092	3,092	255%
Admissions	3,000	3,000	3,909	909	130%
Miscellaneous	-	-	498	498	
Benefit Auction Net	16,500	16,500	16,331	(169)	99%
Dave Spahr Select Auction Net	7,000	7,000	12,599	5,599	180%
Convention Net	10,000	10,000	-	(10,000)	0%
P & V Moore Event Net	7,250	7,250	8,265	1,015	114%
Total Income	\$ 135,450	\$ 135,450	\$ 157,557	\$ 22,107	116%
Endowment Transfer	\$ 76,199	\$ 76,199	\$ 76,199	-	100%
Total Available Funds	\$ 211,649	\$ 211,649	\$ 233,756	\$ 22,107	110%
Expenditures					
Personnel Costs	\$ 107,299	\$ 107,299	\$ 103,098	\$ (4,201)	96%
Cost of Sales	6,000	6,000	3,188	(2,812)	53%
Shipping and Handling	200	200	689	489	345%
Accounting Expense	9,000	9,000	9,103	103	101%
Legal Fees/Employee Relations	700	700	4,317	3,617	617%
Office Supplies and Postage	6,000	6,000	10,447	4,447	174%
Repairs and Maintenance	13,000	13,000	19,059	6,059	147%
Lawn/Grounds Care	4,000	4,000	5,075	1,075	127%
Museum Expense	5,000	5,000	6,623	1,623	132%
Utilities	19,000	19,000	19,375	375	102%
Newsletter Printing & Postage	7,000	7,000	7,251	251	104%
Dues & Membership Expense	400	400	390	(10)	98%
Advertising	2,000	2,000	730	(1,270)	37%
Outreach	300	300	150	(150)	50%
Insurance	11,000	11,000	13,471	2,471	122%
Travel Expense	250	250	80	(170)	32%
Computer & Website	2,600	2,600	2,885	285	111%
Bank Service Charges	3,000	3,000	3,978	978	133%
Special Projects Expense	8,500	8,500	11,780	3,280	139%
Leased Equipment	9,000	9,000	8,914	(86)	99%
Major Non-Recurring Items	-	-	5,349	5,349	
Miscellaneous	400	400	658	258	165%
Total Expenditures	\$ 214,649	\$ 214,649	\$ 236,610	\$ 21,961	110%
Less Cost of Sales	6,000	6,000	3,188	(2,812)	53%
Plus Inventory Purchases	\$ 3,000	\$ 3,000	\$ 353	\$ (2,647)	12%
Funds Required	\$ 211,649	\$ 211,649	\$ 233,775	\$ 22,126	110%