

Heisey Collectors of America						
2024 Budget VS Actual						
As of April 30, 2024		Total	YTD	YTD	VAR vs YTD	% YTD vs
		Budget	Budget Amt	Actual	Budget Amt	Total Budget
Revenue						
Membership	\$	30,000	\$ 11,600	\$ 10,802	\$ (798)	36.01%
Newsletter Ads		1,200	400	1,045	645	87.08%
Cash Donations		20,000	4,000	3,930	(70)	19.65%
Donations - Museum Capital Fund				250		
Donations - HVAC Fund		-	-	9,408		
Acquisitions Donations		-	-	-		
Sales		80,000	20,000	13,454	(6,546)	16.82%
Shipping/Handling Charges		4,000	1,000	914	(86)	22.85%
Admissions		3,500	700	1,159	459	33.11%
Miscellaneous		500	160	6	(154)	1.20%
Interest Income		-	-	85	85	
Benefit Auction Net		15,000	15,000	17,072	2,072	113.81%
Dave Spahr Select Auction Net		10,000	-	(140)	(140)	-1.40%
Convention Net		7,500	-	5,944	5,944	79.25%
P & V Moore Event Net		-	-	-	-	
Special Project Income		-	-	-	-	-
Total Income	\$	171,700	\$ 52,860	\$ 63,679	\$ 1,411	37.09%
Endowment Transfer	\$	197,455	49,363	-	(49,363)	0.00%
Total Available Funds	\$	369,155	\$ 102,223	\$ 63,679	\$ (38,545)	17.25%
Expenditures						
Salaries and Wages	\$	192,756	\$ 51,455	\$ 50,246	\$ (1,209)	26.07%
Payroll Taxes		14,745	3,935	3,850	(85)	26.11%
Bureau of Workers Comp		1,250	400	218	(182)	17.44%
Employee Relations		1,000	300	-	(300)	0.00%
Cost of Sales		7,000	2,000	1,480	(520)	21.14%
Shipping and Handling		500	160	60	(100)	12.00%
Accounting Expense		10,000	3,200	2,846	(354)	28.46%
Legal Fees/Retainers		4,000	1,325	1,292	(33)	32.30%
Office Supplies and Postage		12,500	3,700	2,683	(1,017)	21.46%
Repairs and Maintenance		18,000	6,000	3,836	(2,164)	21.31%
Lawn/Grounds Care		6,000	2,100	610	(1,490)	10.17%
Museum Expense		6,500	2,100	4,952	2,852	76.18%
Utilities		20,000	6,200	8,118	1,918	40.59%
Newsletter Printing & Postage		8,000	2,650	2,334	(316)	29.18%
Dues & Membership Expense		1,000	300	635	335	63.50%
Advertising		6,000	1,500	-	(1,500)	0.00%
Outreach		500	165	-	(165)	0.00%
Insurance		12,000	12,000	10,262	(1,738)	85.52%
Travel Expense		150	55	140	85	93.33%
Computer & Website		12,804	4,268	6,278	2,010	49.03%
Acquisitions		-	-	-	-	
Bank Service Charges		4,200	1,400	1,707	307	40.64%
Auction Firm License/Bond		350	350	-	(350)	0.00%
Education Committee		1,250	425	-	(425)	0.00%
Interest Expense		-	-	-	-	
Major Non-recurring Items		5,000	5,000	-	(5,000)	0.00%
Special Projects Expense		20,000	20,000	-	(20,000)	0.00%
Leased Equipment		9,000	3,000	3,110	110	34.56%
Miscellaneous		1,000	300	312	12	31.20%
Total Expenditures	\$	375,505	\$ 134,288	\$ 104,969	\$ (29,319)	27.95%
Less Cost of Sales		7,000	2,000	1,480	(520)	21.14%
Plus Inventory Purchases	\$	650	\$ 200	\$ -	\$ (200)	0.00%
Funds Required	\$	369,155	\$ 132,488	\$ 103,489	\$ (28,999)	28.03%