

<b>Heisey Collectors of America</b>					
<b>2024 Budget VS Actual</b>					
<b>As of August 31, 2024</b>					
	<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>
<b>Revenue</b>					
Membership	\$ 30,000	\$ 21,100	\$ 20,344	\$ (756)	67.81%
Newsletter Ads	1,200	800	1,093	293	91.08%
Cash Donations	20,000	11,500	12,111	611	60.56%
Donations - Museum Capital Fund	-	-	325		
Donations - HVAC Fund	-	-	18,908		
Acquisitions Donations	-	-	700		
Sales	80,000	48,000	39,453	(8,547)	49.32%
Shipping/Handling Charges	4,000	2,600	2,548	(52)	63.70%
Admissions	3,500	2,400	3,027	627	86.49%
Miscellaneous	500	320	16	(304)	3.20%
Interest Income	-	-	202	202	
Benefit Auction Net	15,000	15,000	15,569	569	103.79%
Dave Spahr Select Auction Net	10,000	-	(140)	(140)	-1.40%
Convention Net	7,500	7,500	8,781	1,281	117.08%
P & V Moore Event Net	-	-	-	-	
Special Project Income	-	-	-	-	-
<b>Total Income</b>	<b>\$ 171,700</b>	<b>\$ 109,220</b>	<b>\$ 103,004</b>	<b>\$ (6,216)</b>	<b>59.99%</b>
Endowment Transfer	\$ 197,455	98,727	98,727	-	50.00%
<b>Total Available Funds</b>	<b>\$ 369,155</b>	<b>\$ 207,947</b>	<b>\$ 201,731</b>	<b>\$ (6,216)</b>	<b>54.65%</b>
<b>Expenditures</b>					
Salaries and Wages	\$ 192,756	\$ 125,980	\$ 104,245	\$ (21,735)	54.08%
Payroll Taxes	14,745	9,636	7,981	(1,655)	54.13%
Bureau of Workers Comp	1,250	825	1,048	223	83.84%
Employee Relations	1,000	650	-	(650)	0.00%
Cost of Sales	7,000	4,400	7,942	3,542	113.46%
Shipping and Handling	500	340	133	(207)	26.60%
Accounting Expense	10,000	6,800	6,894	94	68.94%
Legal Fees/Retainers	4,000	2,675	3,242	567	81.05%
Office Supplies and Postage	12,500	8,100	4,480	(3,620)	35.84%
Repairs and Maintenance	18,000	12,000	16,855	4,855	93.64%
Lawn/Grounds Care	6,000	4,300	2,337	(1,963)	38.95%
Museum Expense	6,500	4,200	7,072	2,872	108.80%
Utilities	20,000	13,000	16,070	3,070	80.35%
Newsletter Printing & Postage	8,000	5,400	9,036	3,636	112.95%
Dues & Membership Expense	1,000	700	650	(50)	65.00%
Advertising	6,000	3,250	1,000	(2,250)	16.67%
Outreach	500	330	13	(317)	2.60%
Insurance	12,000	12,000	10,262	(1,738)	85.52%
Travel Expense	150	110	528	418	352.00%
Computer & Website	12,804	8,536	19,341	10,805	151.05%
Acquisitions	-	-	-	-	
Bank Service Charges	4,200	2,800	4,462	1,662	106.24%
Auction Firm License/Bond	350	350	250	(100)	71.43%
Education Committee	1,250	825	-	(825)	0.00%
Interest Expense	-	-	212	212	
Major Non-recurring Items	5,000	5,000	-	(5,000)	0.00%
Special Projects Expense	20,000	20,000	6,405	(13,595)	32.03%
Leased Equipment	9,000	6,000	5,492	(508)	61.02%
Miscellaneous	1,000	600	409	(191)	40.90%
<b>Total Expenditures</b>	<b>\$ 375,505</b>	<b>\$ 258,807</b>	<b>\$ 236,359</b>	<b>\$ (22,448)</b>	<b>62.94%</b>
Less Cost of Sales	7,000	4,400	7,942	3,542	113.46%
Plus Inventory Purchases	\$ 650	\$ 400	\$ 1,250	\$ 850	192.31%
<b>Funds Required</b>	<b>\$ 369,155</b>	<b>\$ 254,807</b>	<b>\$ 229,667</b>	<b>\$ (25,140)</b>	<b>62.21%</b>