

**Heisey Collectors of America**

**2024 Budget VS Actual**

**As of September 30, 2024**

	<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	\$ 23,700	\$ 22,095	\$ (1,605)	73.65%
Newsletter Ads	1,200	900	1,173	273	97.75%
Cash Donations	20,000	13,000	12,557	(443)	62.79%
Donations - Museum Capital Fund		-	825		
Donations - HVAC Fund	-	-	18,908		
Acquisitions Donations	-	-	1,475		
Sales	80,000	54,000	44,711	(9,289)	55.89%
Shipping/Handling Charges	4,000	3,000	2,803	(197)	70.08%
Admissions	3,500	2,700	3,251	551	92.89%
Miscellaneous	500	360	18	(342)	3.60%
Interest Income	-	-	240	240	
Benefit Auction Net	15,000	15,000	15,569	569	103.79%
Dave Spahr Select Auction Net	10,000	-	(2,337)	(2,337)	-23.37%
Convention Net	7,500	7,500	8,781	1,281	117.08%
P & V Moore Event Net	-	-	250	250	
Special Project Income	-	-	-	-	-
<b>Total Income</b>	<b>\$ 171,700</b>	<b>\$ 120,160</b>	<b>\$ 109,111</b>	<b>\$ (11,049)</b>	<b>63.55%</b>
Endowment Transfer	\$ 197,455	148,090	98,727	(49,363)	50.00%
<b>Total Available Funds</b>	<b>\$ 369,155</b>	<b>\$ 268,250</b>	<b>\$ 207,838</b>	<b>\$ (60,412)</b>	<b>56.30%</b>
<b>Expenditures</b>					
Salaries and Wages	\$ 192,756	\$ 141,932	\$ 114,543	\$ (27,389)	59.42%
Payroll Taxes	14,745	10,856	8,769	(2,087)	59.47%
Bureau of Workers Comp	1,250	1,050	1,178	128	94.24%
Employee Relations	1,000	750	-	(750)	0.00%
Cost of Sales	7,000	5,000	9,221	4,221	131.73%
Shipping and Handling	500	380	133	(247)	26.60%
Accounting Expense	10,000	7,600	8,300	700	83.00%
Legal Fees/Retainers	4,000	3,025	4,682	1,657	117.05%
Office Supplies and Postage	12,500	9,200	4,746	(4,454)	37.97%
Repairs and Maintenance	18,000	13,500	19,466	5,966	108.14%
Lawn/Grounds Care	6,000	4,700	2,337	(2,363)	38.95%
Museum Expense	6,500	4,700	7,746	3,046	119.17%
Utilities	20,000	14,750	18,177	3,427	90.89%
Newsletter Printing & Postage	8,000	6,050	9,476	3,426	118.45%
Dues & Membership Expense	1,000	800	665	(135)	66.50%
Advertising	6,000	4,750	1,000	(3,750)	16.67%
Outreach	500	370	66	(304)	13.20%
Insurance	12,000	12,000	10,262	(1,738)	85.52%
Travel Expense	150	120	528	408	352.00%
Computer & Website	12,804	9,603	20,404	10,801	159.36%
Acquisitions	-	-	-	-	
Bank Service Charges	4,200	3,100	4,854	1,754	115.57%
Auction Firm License/Bond	350	350	250	(100)	71.43%
Education Committee	1,250	925	-	(925)	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	8,958	(11,042)	44.79%
Leased Equipment	9,000	6,750	5,865	(885)	65.17%
Miscellaneous	1,000	700	522	(178)	52.20%
<b>Total Expenditures</b>	<b>\$ 375,505</b>	<b>\$ 287,961</b>	<b>\$ 262,360</b>	<b>\$ (25,601)</b>	<b>69.87%</b>
Less Cost of Sales	7,000	5,000	9,221	4,221	131.73%
Plus Inventory Purchases	\$ 650	\$ 400	\$ 1,250	\$ 850	192.31%
<b>Funds Required</b>	<b>\$ 369,155</b>	<b>\$ 283,361</b>	<b>\$ 254,389</b>	<b>\$ (28,972)</b>	<b>68.91%</b>