

Heisey Collectors of America					
2024 Budget VS Actual					
As of November 30, 2024					
	Total	YTD	YTD	VAR vs YTD	% YTD vs
	Budget	Budget Amt	Actual	Budget Amt	Total Budget
Revenue					
Membership	\$ 30,000	\$ 28,000	\$ 26,143	\$ (1,857)	87.14%
Newsletter Ads	1,200	1,100	1,173	73	97.75%
Cash Donations	20,000	17,500	15,174	(2,326)	75.87%
Donations - Museum Capital Fund	-	-	825		
Donations - HVAC Fund	-	-	18,908		
Acquisitions Donations	-	-	1,600		
Sales	80,000	71,000	56,149	(14,851)	70.19%
Shipping/Handling Charges	4,000	3,700	3,398	(302)	84.95%
Admissions	3,500	3,200	3,877	677	110.77%
Miscellaneous	500	440	23	(417)	4.60%
Interest Income	-	-	300	300	
Benefit Auction Net	15,000	15,000	15,569	569	103.79%
Dave Spahr Select Auction Net	10,000	10,000	13,208	3,208	132.08%
Convention Net	7,500	7,500	8,381	881	111.75%
P & V Moore Event Net	-	-	941	941	
Special Project Income	-	-	-	-	-
Total Income	\$ 171,700	\$ 157,440	\$ 144,336	\$ (13,104)	84.06%
Endowment Transfer	\$ 197,455	148,090	148,090	-	75.00%
Total Available Funds	\$ 369,155	\$ 305,530	\$ 292,426	\$ (13,104)	79.21%
Expenditures					
Salaries and Wages	\$ 192,756	\$ 174,210	\$ 145,462	\$ (28,748)	75.46%
Payroll Taxes	14,745	13,326	11,137	(2,189)	75.53%
Bureau of Workers Comp	1,250	1,250	1,307	57	104.56%
Employee Relations	1,000	900	-	(900)	0.00%
Cost of Sales	7,000	6,300	11,647	5,347	166.39%
Shipping and Handling	500	460	133	(327)	26.60%
Accounting Expense	10,000	9,200	9,705	505	97.05%
Legal Fees/Retainers	4,000	3,700	4,682	982	117.05%
Office Supplies and Postage	12,500	11,400	6,120	(5,280)	48.96%
Repairs and Maintenance	18,000	16,500	21,077	4,577	117.09%
Lawn/Grounds Care	6,000	5,600	3,022	(2,578)	50.37%
Museum Expense	6,500	5,900	9,456	3,556	145.48%
Utilities	20,000	18,250	22,642	4,392	113.21%
Newsletter Printing & Postage	8,000	7,350	15,381	8,031	192.26%
Dues & Membership Expense	1,000	1,000	710	(290)	71.00%
Advertising	6,000	5,500	1,756	(3,744)	29.27%
Outreach	500	450	346	(104)	69.20%
Insurance	12,000	12,000	11,059	(941)	92.16%
Travel Expense	150	140	1,128	988	752.00%
Computer & Website	12,804	11,737	25,026	13,289	195.45%
Acquisitions	-	-	-	-	
Bank Service Charges	4,200	3,800	6,654	2,854	158.43%
Auction Firm License/Bond	350	350	250	(100)	71.43%
Education Committee	1,250	1,125	-	(1,125)	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	10,168	(9,832)	50.84%
Leased Equipment	9,000	8,250	8,416	166	93.51%
Miscellaneous	1,000	900	729	(171)	72.90%
Total Expenditures	\$ 375,505	\$ 344,598	\$ 328,225	\$ (16,373)	87.41%
Less Cost of Sales	7,000	6,300	11,647	5,347	166.39%
Plus Inventory Purchases	\$ 650	\$ 650	\$ 1,747	\$ 1,097	268.77%
Funds Required	\$ 369,155	\$ 338,948	\$ 318,325	\$ (20,623)	86.23%