

**The Heritage Guild of Collin County**  
**Profit & Loss Prev Year Comparison**  
 January through December 2013

	Jan - Dec 13	Jan - Dec 12
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>43400 · Direct Public Support</b>		
43450 · Individ, Business Contributions	17,647.57	6,796.03
43460 · Endowment Contributions	0.00	0.00
<b>Total 43400 · Direct Public Support</b>	17,647.57	6,796.03
<b>44800 · Grants and Gov't Contributions</b>		
44820 · MCDC	87,376.53	45,473.96
44800 · Grants and Gov't Contributions - Other	0.00	12,359.61
<b>Total 44800 · Grants and Gov't Contributions</b>	87,376.53	57,833.57
44800* · Indirect Public Support	20.00	0.00
<b>45000 · Investments</b>		
45030 · Interest-Savings, Short-term CD	15.55	10.97
<b>Total 45000 · Investments</b>	15.55	10.97
<b>46400 · Other Types of Income</b>		
464002 · VOLUNTEER Background check	150.00	0.00
46401 · Chester Book	1,641.01	0.00
46410 · Weddings	170,260.00	144,281.08
46420 · Rentals	18,380.00	23,626.70
46430 · Event Revenues	71,851.45	75,555.31
46430* · Miscellaneous Revenue	11.25	0.00
46440 · Store	18,884.28	17,534.99
46450 · Farmers' Market	33,735.31	30,546.77
46470 · Pecan Grove Income	0.00	350.00
46400 · Other Types of Income - Other	265.59	600.66
<b>Total 46400 · Other Types of Income</b>	315,178.89	292,495.51
46480 · Arcadia Book Royalties	38.17	133.34
<b>47200 · Program Income</b>		
47230 · Membership Dues	1,101.00	2,501.39
47240 · Tours	11,607.50	16,235.91
47260 · Education Programs	22,914.31	16,884.68
<b>Total 47200 · Program Income</b>	35,622.81	35,621.98
49900 · Uncategorized Income	0.00	351.03
<b>Total Income</b>	455,899.52	393,242.43
<b>Gross Profit</b>	455,899.52	393,242.43
<b>Expense</b>		
<b>60900 · Business Expenses</b>		
609040 · Volunteer Relations	2,093.21	2,322.85
609041 · Staff Relations	1,848.09	252.50
60915 · Board Meeting Expenses	2,025.91	544.76

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60920 · Business Registration Fees	281.00	225.00
60930 · Advertising/PR/Marketing		
60931 · MCDC Promo Grant	14,663.44	0.00
60930 · Advertising/PR/Marketing - Other	27,790.89	13,408.35
<b>Total 60930 · Advertising/PR/Marketing</b>	<b>42,454.33</b>	<b>13,408.35</b>
60940 · Tours	3,425.60	7,333.78
60950 · Weddings	27,273.81	34,402.71
60955 · Pecan Grove Management	0.00	125.00
60957 · Pecan Grove Event Expense	0.00	79.92
60960 · Rentals	30.00	209.32
60970 · Events	47,887.36	43,385.42
60975 · Educational Programs Expenses	9,080.66	15,946.59
60980 · Store	12,253.23	10,960.62
60990 · Farmers' Market	11,325.98	17,607.22
60900 · Business Expenses - Other	0.00	0.00
<b>Total 60900 · Business Expenses</b>	<b>159,979.18</b>	<b>146,804.04</b>
60956 · Weddings - Salaries	0.00	13,662.67
62100 · Contract Services		
62110 · Accounting Fees	0.00	2,001.65
62100 · Contract Services - Other	1,350.00	0.00
<b>Total 62100 · Contract Services</b>	<b>1,350.00</b>	<b>2,001.65</b>
62800 · Facilities and Equipment		
62840 · Building and Equip Maintenance		
62841 · Yard	3,562.17	7,344.03
62842 · Structures		
62842.1 · Structures - Facilities Grant	65,856.20	42,695.97
62842 · Structures - Other	3,650.72	4,752.37
<b>Total 62842 · Structures</b>	<b>69,506.92</b>	<b>47,448.34</b>
62843 · Cleaning	2,313.99	1,222.17
62840 · Building and Equip Maintenance - Other	6,651.21	-612.96
<b>Total 62840 · Building and Equip Maintenance</b>	<b>82,034.29</b>	<b>55,401.58</b>
62850 · Curation	589.96	3,923.55
62860 · Furnishings Repair and Upkeep	0.00	160.00
62870 · Property Insurance	1,224.00	5,288.94
62890 · Utilities	24,300.20	20,409.38
62800 · Facilities and Equipment - Other	0.00	1,394.25
<b>Total 62800 · Facilities and Equipment</b>	<b>108,148.45</b>	<b>86,577.70</b>
65000 · Operations		
65010 · Books, Subscriptions, Reference	286.00	0.00
65020 · Postage, Mailing Service	1,469.36	606.63
65030 · Printing and Copying	9,407.55	7,222.35

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65040 · Supplies	510.92	1,015.04
65050 · Telephone, Telecommunications	4,510.50	3,887.42
65060 · IT Expense	253.50	2,548.55
65070 · ED reimbursement expense	850.00	1,300.00
<b>Total 65000 · Operations</b>	<b>17,287.83</b>	<b>16,579.99</b>
65100 · Other Types of Expenses		
65101 · Chester Book Expenses	2,529.57	0.00
65120 · Insurance - Liability, D and O	10,761.57	5,768.29
65130 · Credit Card Fees	4,934.62	4,969.89
65130* · Interest Expense - General	90.00	0.00
65140 · Finance charges	97.68	452.10
65160 · Other Costs	200.00	1,146.62
65170 · interest exp	1,905.71	736.49
65180 · Bank Service Charges/NSF fees	5.00	81.00
65181 · NSF Returned Check	151.00	0.00
65100 · Other Types of Expenses - Other	0.00	275.00
<b>Total 65100 · Other Types of Expenses</b>	<b>20,675.15</b>	<b>13,429.39</b>
65150 · Late Charges	82.59	108.98
66000 · Payroll Expenses		
66010 · Salaries	112,062.99	81,712.84
66020 · Payroll Taxes	28,086.82	16,374.72
66030 · Contract Wages	2,955.50	0.00
66000 · Payroll Expenses - Other	1,629.34	762.25
<b>Total 66000 · Payroll Expenses</b>	<b>144,734.65</b>	<b>98,849.81</b>
66900 · Reconciliation Discrepancies	1,029.15	2,007.98
68300 · Travel and Meetings		
68310 · Conference, Convention, Meeting	0.00	215.00
<b>Total 68300 · Travel and Meetings</b>	<b>0.00</b>	<b>215.00</b>
<b>Total Expense</b>	<b>453,287.00</b>	<b>380,237.21</b>
<b>Net Ordinary Income</b>	<b>2,612.52</b>	<b>13,005.22</b>
<b>Net Income</b>	<b>2,612.52</b>	<b>13,005.22</b>

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	\$ Change	% Change
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>43400 · Direct Public Support</b>		
43450 · Individ, Business Contributions	10,851.54	159.7%
43460 · Endowment Contributions	0.00	0.0%
<b>Total 43400 · Direct Public Support</b>	10,851.54	159.7%
<b>44800 · Grants and Gov't Contributions</b>		
44820 · MCDC	41,902.57	92.2%
44800 · Grants and Gov't Contributions - Other	-12,359.61	-100.0%
<b>Total 44800 · Grants and Gov't Contributions</b>	29,542.96	51.1%
44800* · Indirect Public Support	20.00	100.0%
<b>45000 · Investments</b>		
45030 · Interest-Savings, Short-term CD	4.58	41.8%
<b>Total 45000 · Investments</b>	4.58	41.8%
<b>46400 · Other Types of Income</b>		
464002 · VOLUNTEER Background check	150.00	100.0%
46401 · Chester Book	1,641.01	100.0%
46410 · Weddings	25,978.92	18.0%
46420 · Rentals	-5,246.70	-22.2%
46430 · Event Revenues	-3,703.86	-4.9%
46430* · Miscellaneous Revenue	11.25	100.0%
46440 · Store	1,349.29	7.7%
46450 · Farmers' Market	3,188.54	10.4%
46470 · Pecan Grove Income	-350.00	-100.0%
46400 · Other Types of Income - Other	-335.07	-55.8%
<b>Total 46400 · Other Types of Income</b>	22,683.38	7.8%
46480 · Arcadia Book Royalties	-95.17	-71.4%
<b>47200 · Program Income</b>		
47230 · Membership Dues	-1,400.39	-56.0%
47240 · Tours	-4,628.41	-28.5%
47260 · Education Programs	6,029.63	35.7%
<b>Total 47200 · Program Income</b>	0.83	0.0%
49900 · Uncategorized Income	-351.03	-100.0%
<b>Total Income</b>	62,657.09	15.9%
<b>Gross Profit</b>	62,657.09	15.9%
<b>Expense</b>		
<b>60900 · Business Expenses</b>		
609040 · Volunteer Relations	-229.64	-9.9%
609041 · Staff Relations	1,595.59	631.9%
60915 · Board Meeting Expenses	1,481.15	271.9%

## The Heritage Guild of Collin County

### Profit & Loss Prev Year Comparison

January through December 2013

	\$ Change	% Change
60920 · Business Registration Fees	56.00	24.9%
60930 · Advertising/PR/Marketing		
60931 · MCDC Promo Grant	14,663.44	100.0%
60930 · Advertising/PR/Marketing - Other	14,382.54	107.3%
<b>Total 60930 · Advertising/PR/Marketing</b>	<b>29,045.98</b>	<b>216.6%</b>
60940 · Tours	-3,908.18	-53.3%
60950 · Weddings	-7,128.90	-20.7%
60955 · Pecan Grove Management	-125.00	-100.0%
60957 · Pecan Grove Event Expense	-79.92	-100.0%
60960 · Rentals	-179.32	-85.7%
60970 · Events	4,501.94	10.4%
60975 · Educational Programs Expenses	-6,865.93	-43.1%
60980 · Store	1,292.61	11.8%
60990 · Farmers' Market	-6,281.24	-35.7%
60900 · Business Expenses - Other	0.00	0.0%
<b>Total 60900 · Business Expenses</b>	<b>13,175.14</b>	<b>9.0%</b>
60956 · Weddings - Salaries	-13,662.67	-100.0%
62100 · Contract Services		
62110 · Accounting Fees	-2,001.65	-100.0%
62100 · Contract Services - Other	1,350.00	100.0%
<b>Total 62100 · Contract Services</b>	<b>-651.65</b>	<b>-32.6%</b>
62800 · Facilities and Equipment		
62840 · Building and Equip Maintenance		
62841 · Yard	-3,781.86	-51.5%
62842 · Structures		
62842.1 · Structures - Facilities Grant	23,160.23	54.2%
62842 · Structures - Other	-1,101.65	-23.2%
<b>Total 62842 · Structures</b>	<b>22,058.58</b>	<b>46.5%</b>
62843 · Cleaning	1,091.82	89.3%
62840 · Building and Equip Maintenance - Other	7,264.17	1,185.1%
<b>Total 62840 · Building and Equip Maintenance</b>	<b>26,632.71</b>	<b>48.1%</b>
62850 · Curation	-3,333.59	-85.0%
62860 · Furnishings Repair and Upkeep	-160.00	-100.0%
62870 · Property Insurance	-4,064.94	-76.9%
62890 · Utilities	3,890.82	19.1%
62800 · Facilities and Equipment - Other	-1,394.25	-100.0%
<b>Total 62800 · Facilities and Equipment</b>	<b>21,570.75</b>	<b>24.9%</b>
65000 · Operations		
65010 · Books, Subscriptions, Reference	286.00	100.0%
65020 · Postage, Mailing Service	862.73	142.2%
65030 · Printing and Copying	2,185.20	30.3%

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	\$ Change	% Change
65040 · Supplies	-504.12	-49.7%
65050 · Telephone, Telecommunications	623.08	16.0%
65060 · IT Expense	-2,295.05	-90.1%
65070 · ED reimbursement expense	-450.00	-34.6%
<b>Total 65000 · Operations</b>	<b>707.84</b>	<b>4.3%</b>
<b>65100 · Other Types of Expenses</b>		
65101 · Chester Book Expenses	2,529.57	100.0%
65120 · Insurance - Liability, D and O	4,993.28	86.6%
65130 · Credit Card Fees	-35.27	-0.7%
65130* · Interest Expense - General	90.00	100.0%
65140 · Finance charges	-354.42	-78.4%
65160 · Other Costs	-946.62	-82.6%
65170 · interest exp	1,169.22	158.8%
65180 · Bank Service Charges/NSF fees	-76.00	-93.8%
65181 · NSF Returned Check	151.00	100.0%
65100 · Other Types of Expenses - Other	-275.00	-100.0%
<b>Total 65100 · Other Types of Expenses</b>	<b>7,245.76</b>	<b>54.0%</b>
65150 · Late Charges	-26.39	-24.2%
<b>66000 · Payroll Expenses</b>		
66010 · Salaries	30,350.15	37.1%
66020 · Payroll Taxes	11,712.10	71.5%
66030 · Contract Wages	2,955.50	100.0%
66000 · Payroll Expenses - Other	867.09	113.8%
<b>Total 66000 · Payroll Expenses</b>	<b>45,884.84</b>	<b>46.4%</b>
66900 · Reconciliation Discrepancies	-978.83	-48.8%
<b>68300 · Travel and Meetings</b>		
68310 · Conference, Convention, Meeting	-215.00	-100.0%
<b>Total 68300 · Travel and Meetings</b>	<b>-215.00</b>	<b>-100.0%</b>
<b>Total Expense</b>	<b>73,049.79</b>	<b>19.2%</b>
<b>Net Ordinary Income</b>	<b>-10,392.70</b>	<b>-79.9%</b>
<b>Net Income</b>	<b>-10,392.70</b>	<b>-79.9%</b>