

Hoosier Heritage Management LLC
Budget to Actual - 06/30/2024

	Budget		Per Profit/Loss	Per Balance Sheet	Total	% of Budget		
Beginning Cash - 12/31/2023					\$168,803.35			
Service Revenue								
Regular	\$2,083,549.77		\$1,043,351.54		\$1,043,351.54	50.08%	\$1,041,774.89	\$1,576.65
Spray	\$50,000.00		\$3,619.07		\$3,619.07	7.24%	\$25,000.00	(\$21,380.93)
Subcontractor	\$0.00		\$0.00		\$0.00	#DIV/0!	\$1,066,774.89	(\$19,804.28)
Outside Projects	\$0.00		\$0.00		\$0.00	#DIV/0!		
Private Work	\$0.00		\$0.00		\$0.00	#DIV/0!		
Gain on Sale of Assets	\$0.00		\$0.00		\$0.00	#DIV/0!		
Other Income - Sale of Scrap	\$0.00		\$0.00		\$0.00	#DIV/0!		
Other Income - Covid Payroll Tax Credits	\$0.00		\$0.00		\$0.00	#DIV/0!		
Interest Income	\$0.00		\$0.27		\$0.27	#DIV/0!		
Total Revenue	\$2,133,549.77		\$1,046,970.88	\$0.00	\$1,046,970.88	49.07%	50.00%	-0.93%
Payroll - Direct	\$972,551.16	45.06%	\$498,913.22		\$498,913.22	51.30%		
Payroll - Overtime	\$128,047.50				\$0.00			
Cellular Stipend	\$3,500.00	0.16%	\$1,250.00		\$1,250.00	35.71%		
Uniform Costs	\$6,500.00	0.30%	\$5,016.97		\$5,016.97	77.18%		
Other Personnel Costs	\$5,676.25	0.26%	\$2,673.80		\$2,673.80	47.11%		
Travel/Mileage	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Health Insurance	\$226,415.04	10.49%	\$130,675.31		\$130,675.31	57.71%		
Life Insurance	\$5,000.00	0.00%	\$2,919.43		\$2,919.43	58.39%		
Simple IRA Match	\$22,486.97	1.04%	\$5,709.98		\$5,709.98	25.39%		
Med Evac Coverage	\$1,950.00	0.09%	\$1,591.00		\$1,591.00	81.59%	Pay coverage up front	
Workers Compensation Insurance	\$14,475.00	0.67%	\$6,747.02		\$6,747.02	46.61%		
FICA	\$84,195.80	3.90%	\$37,341.23		\$37,341.23	44.35%		
FUTA/SUTA	\$2,964.00	0.14%	\$1,900.76		\$1,900.76	64.13%	Front loaded (first \$9500/\$7000)	
Total Personnel Costs	\$1,473,761.72	68.28%	\$694,738.72	\$0.00	\$694,738.72	47.14%	50.00%	-2.86%
		0.00%						
Equipment Leases/Purchases	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	#DIV/0!		
Depreciation Expense	\$0.00	0.00%	\$61,516.86	(\$61,516.86)	\$0.00	#DIV/0!		
Capital Replacement	\$145,000.00	6.72%		\$500.00	\$500.00	0.34%	2009 Ford F-150	
Bucket Truck Equipment	\$3,000.00	0.14%	\$265.91	\$0.00	\$265.91	8.86%		
Pickup Truck Equipment	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Fuel Cost	\$117,000.00	5.42%	\$48,829.64		\$48,829.64	41.73%		
Fuel Tax	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Personal Property Tax	\$9,000.00	0.42%	\$11,461.50		\$11,461.50	127.35%	Fall 2023/Spring 2024	
Large Equipment Maintenance	\$200,000.00	9.27%	\$57,260.82		\$57,260.82	28.63%		
Small Equipment Operations & Maintenanar	\$15,000.00	0.69%	\$10,996.80		\$10,996.80	73.31%	Invoices to Linton Equip (\$9628)	

Licensing	\$10,000.00	0.46%	\$5,602.32		\$5,602.32	56.02%	Licensing in Jan	
Radio Install	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Total Equipment Overhead	\$499,000.00	23.12%	\$195,933.85	-\$61,016.86	\$134,916.99	27.04%	50.00%	-22.96%
Director Stipends	\$9,000.00	0.42%	\$4,350.00		\$4,350.00	48.33%		
Administrative Outsourcing	\$36,000.00	1.67%	\$28,824.00		\$28,824.00	80.07%	Billing for Oct, Nov, Dec 2023; Bamboo (\$1825)	
Accounting Fees	\$15,100.00	0.70%	\$11,334.50		\$11,334.50	75.06%	Billing for Oct, Nov, Dec 2023	
Auditing Fees	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Legal Fees	\$1,000.00	0.05%	\$0.00		\$0.00	0.00%		
Management Fees	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
General Liability Insurance	\$31,282.20	1.45%	\$21,469.26		\$21,469.26	68.63%		
Umbrella Insurance Coverage	\$6,305.85	0.29%	\$3,535.08		\$3,535.08	56.06%		
Other Insurance Coverage	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Chemicals	\$20,000.00	0.93%	\$9,945.65		\$9,945.65	49.73%		
Computer Hardware/Software	\$1,200.00	0.06%	\$909.50		\$909.50	75.79%	QB Renewal	
Equipment Rentals	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Membership/Licensing Fees	\$3,000.00	0.14%	\$0.00		\$0.00	0.00%		
Education/Training	\$25,000.00	1.16%	\$20,146.62		\$20,146.62	80.59%	ACRT in June	
Safety/Compliance Fees	\$500.00	0.02%	\$0.00		\$0.00	0.00%		
Office Supplies	\$6,000.00	0.28%	\$1,904.87		\$1,904.87	31.75%		
Office Utilities	\$7,000.00	0.32%	\$3,204.53		\$3,204.53	45.78%		
Office Rent	\$18,000.00	0.83%	\$8,985.00		\$8,985.00	49.92%		
Photocopies/Binding	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Contract Labor	\$4,000.00	0.19%	\$0.00		\$0.00	0.00%		
Advertising and Promotion	\$2,400.00	0.11%	\$1,433.80		\$1,433.80	59.74%	Graphic Visions	
Total General Overhead	\$185,788.05	8.61%	\$116,042.81	\$0.00	\$116,042.81	62.46%	50.00%	12.46%
Margins	\$0.00	0.00%				#DIV/0!		
Total Cost	\$2,158,549.77	100.00%	\$1,006,715.38	-\$61,016.86	\$945,698.52	43.81%	50.00%	-6.19%
					\$2,158,549.77	43.81%	5.26%	
Net Income and Net Cash Flow	-\$25,000.00		\$40,255.50	\$61,016.86	\$101,272.36			
Sale of Assets and Scrap			\$28,025.00		\$28,025.00			
Adjusted Net Income and Net Cash Flow			\$68,280.50	\$61,016.86	\$129,297.36			
Capital Contribution								
Change in Accounts Receivable					(\$11,286.36)			
Change in Employee Advances					\$0.00			
Change in Prepaid Expenses					\$34,141.34			
Change in Deposits					\$0.00			
Change in Accounts Payable					(\$91,893.99)			
Change in Current Liabilities					(\$8,939.90)			
Net Receipts (Disbursements)					\$51,318.45			
Ending Cash					\$220,121.80	\$0.00		