

Hoosier Heritage Management LLC
Budget to Actual - 06/30/2023

	Budget		Per Profit/Loss	Per Balance Sheet	Total	% of Budget	
Beginning Cash - 12/31/2021					\$160,819.00		
Service Revenue							
Regular	\$1,699,814.57		\$825,218.53		\$825,218.53	48.55%	\$849,907.28 (\$24,688.75)
Spray	\$40,000.00		\$18,077.21		\$18,077.21	45.19%	\$20,000.00 (\$1,922.79)
Subcontractor	\$0.00		\$0.00		\$0.00	#DIV/0!	\$869,907.28 (\$26,611.54)
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		\$208.17		\$208.17	#DIV/0!	
Total Revenue	\$1,739,814.57		\$843,503.91	\$0.00	\$843,503.91	48.48%	50.00%
Payroll - Direct	\$842,432.71	48.42%	\$451,859.70		\$451,859.70	53.64%	Starting to reflect consistent employees over 20
Payroll - Overtime	\$98,620.20				\$0.00		Budgeted 17
Cellular Stipend	\$3,000.00	0.17%	\$1,652.70		\$1,652.70	55.09%	
Uniform Costs	\$6,500.00	0.37%	\$3,749.27		\$3,749.27	57.68%	Single purchase of uniforms
Other Personnel Costs	\$5,676.25	0.33%	\$1,766.00		\$1,766.00	31.11%	
Travel/Mileage	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Health Insurance	\$151,220.50	8.69%	\$82,645.55		\$82,645.55	54.65%	Reflects higher employment numbers
Life Insurance	\$0.00	0.00%	\$2,268.10		\$2,268.10	#DIV/0!	
Simple IRA Match	\$14,472.04	0.83%	\$5,686.39		\$5,686.39	39.29%	
Med Evac Coverage	\$1,950.00	0.11%	\$1,046.00		\$1,046.00	53.64%	Pay coverage up front
Workers Compensation Insurance	\$15,017.81	0.86%	\$6,352.99		\$6,352.99	42.30%	
FICA	\$71,990.55	4.14%	\$33,921.89		\$33,921.89	47.12%	
FUTA/SUTA	\$4,641.00	0.27%	\$1,637.52		\$1,637.52	35.28%	Front loaded (first \$9500/\$7000)
Total Personnel Costs	\$1,215,521.06	69.86%	\$592,586.11	\$0.00	\$592,586.11	48.75%	50.00%
Equipment Leases/Purchases	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	#DIV/0!	
Depreciation Expense	\$0.00	0.00%	\$82,433.61	(\$82,433.61)	\$0.00	#DIV/0!	
Capital Replacement	\$0.00	0.00%		\$14,445.00	\$14,445.00	#DIV/0!	Morbark Chipper \$ 74,445
Bucket Truck Equipment	\$21,000.00	1.21%	\$2,530.67	\$0.00	\$2,530.67	12.05%	Trade In \$ (60,000)
Pickup Truck Equipment	\$1,000.00	0.06%	\$0.00		\$0.00	0.00%	Trade Diff \$ 14,445
Fuel Cost	\$117,150.00	6.73%	\$53,410.57		\$53,410.57	45.59%	
Fuel Tax	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Personal Property Tax	\$13,000.00	0.75%	\$5,730.75		\$5,730.75	44.08%	1st of 2 installments
Large Equipment Maintenance	\$172,008.80	9.89%	\$77,186.24		\$77,186.24	44.87%	
Small Equipment Operations & Maintenan	\$10,746.65	0.62%	\$16,596.86		\$16,596.86	154.44%	Invoices to Linton Equip (\$15911); Ice Machine (\$573)
Licensing	\$10,000.00	0.57%	\$9,136.70		\$9,136.70	91.37%	Licensing in Jan
Inland Marine Insurance	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	

Auto Insurance	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Radio Install	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Total Equipment Overhead	\$344,905.45	19.82%	\$247,025.40	-\$67,988.61	\$179,036.79	51.91%	50.00%
Director Stipends	\$9,000.00	0.52%	\$4,500.00		\$4,500.00	50.00%	
Administrative Outsourcing	\$36,000.00	2.07%	\$13,888.25		\$13,888.25	38.58%	Postage (\$189), Bamboo (\$1015)
Accounting Fees	\$15,100.00	0.87%	\$5,389.93		\$5,389.93	35.69%	
Auditing Fees	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Legal Fees	\$1,000.00	0.06%	\$0.00		\$0.00	0.00%	
Management Fees - SS	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
General Liability Insurance	\$31,282.20	1.80%	\$14,763.00		\$14,763.00	47.19%	
Umbrella Insurance Coverage	\$6,305.85	0.36%	\$2,902.98		\$2,902.98	46.04%	
Pollution Insurance	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Other Insurance Coverage	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Chemicals	\$33,000.00	1.90%	\$13,796.26		\$13,796.26	41.81%	
Computer Hardware/Software	\$1,200.00	0.07%	\$695.50		\$695.50	57.96%	QB Software
Equipment Rentals	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Membership/Licensing Fees	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Education/Training	\$15,000.00	0.86%	\$12,375.18		\$12,375.18	82.50%	CPR Training (\$960); Safety Mgmt (\$11145)
Safety/Compliance Fees	\$3,500.00	0.20%	\$124.85		\$124.85	3.57%	
Office Supplies	\$4,000.00	0.23%	\$3,140.35		\$3,140.35	78.51%	Lamar Print (\$580); Postage (\$504)
Office Utilities	\$5,000.00	0.29%	\$3,099.59		\$3,099.59	61.99%	
Office Rent	\$17,500.00	1.01%	\$8,820.00		\$8,820.00	50.40%	
Photocopies/Binding	\$1,000.00	0.06%	\$0.00		\$0.00	0.00%	
Contract Labor	\$0.00	0.00%	\$2,500.00		\$2,500.00	#DIV/0!	
Donations	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!	
Advertising and Promotion	\$500.00	0.03%	\$1,567.55		\$1,567.55	313.51%	Graphic Visions Inv
Total General Overhead	\$179,388.05	10.31%	\$87,563.44	\$0.00	\$87,563.44	48.81%	50.00%
Margins	\$0.00	0.00%				#DIV/0!	
Total Cost	\$1,739,814.57	100.00%	\$927,174.95	-\$67,988.61	\$859,186.34	49.38%	50.00%
					\$1,739,814.57	49.38%	-0.90%
Net Income and Net Cash Flow	\$0.00		-\$83,671.04	\$67,988.61	-\$15,682.43		
Gain on Sale of Assets	\$0.00		\$63,566.85	(\$58,066.85)	\$5,500.00		Sale of 2009 GMC Pickup
Adjusted Net Income and Net Cash Flow			(\$20,104.19)	\$9,921.76	(\$10,182.43)		
Capital Contribution							
Change in Accounts Receivable					\$8,986.16		
Change in Employee Advances					\$0.00		
Change in Prepaid Expenses					\$36,128.69		
Change in Deposits					\$0.00		
Change in Accounts Payable					(\$4,223.43)		
Change in Current Liabilities					\$294.88		
Net Receipts (Disbursements)					\$31,003.87		
Ending Cash					\$191,822.87		\$0.00