

Hoosier Heritage Management LLC
Budget to Actual - 03/31/2024

	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		\$545,456.20		\$545,456.20	26.18%	\$520,887.44	\$24,568.76
Spray	\$50,000.00		\$899.94		\$899.94	1.80%	\$12,500.00	(\$11,600.06)
Subcontractor	\$0.00		\$0.00		\$0.00	#DIV/0!	\$533,387.44	\$12,968.70
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		\$0.12		\$0.12	#DIV/0!		
Total Revenue	\$2,133,549.77		\$546,356.26	\$0.00	\$546,356.26	25.61%	25.00%	0.61%
Payroll - Direct	\$972,551.16	45.06%	\$236,565.84		\$236,565.84	24.32%		
Payroll - Overtime	\$128,047.50				\$0.00			
Cellular Stipend	\$3,500.00	0.16%	\$750.00		\$750.00	21.43%		
Uniform Costs	\$6,500.00	0.30%	\$0.00		\$0.00	0.00%		
Other Personnel Costs	\$5,676.25	0.26%	\$1,265.80		\$1,265.80	22.30%		
Travel/Mileage	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Health Insurance	\$226,415.04	10.49%	\$70,911.95		\$70,911.95	31.32%		
Life Insurance	\$5,000.00	0.00%	\$1,620.29		\$1,620.29	32.41%		
Simple IRA Match	\$22,486.97	1.04%	\$2,518.40		\$2,518.40	11.20%		
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%	\$3,337.05		\$3,337.05	23.05%		
FICA	\$84,195.80	3.90%	\$17,512.41		\$17,512.41	20.80%		
FUTA/SUTA	\$2,964.00	0.14%	\$1,624.85		\$1,624.85	54.82%		Front loaded (first \$9500/\$7000)
Total Personnel Costs	\$1,473,761.72	68.28%	\$337,697.59	\$0.00	\$337,697.59	22.91%	25.00%	-2.09%
Equipment Leases/Purchases	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	#DIV/0!		
Depreciation Expense	\$0.00	0.00%	\$30,758.43	(\$30,758.43)	\$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%	\$22,399.22		\$22,399.22	19.14%		
Fuel Tax	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Personal Property Tax	\$9,000.00	0.42%	\$0.00		\$0.00	0.00%		1st of 2 installments
Large Equipment Maintenance	\$200,000.00	9.27%	\$35,975.38		\$35,975.38	17.99%		
Small Equipment Operations & Maintenance	\$15,000.00	0.69%	\$10,317.07		\$10,317.07	68.78%		Invoices to Linton Equip (\$9492.74)

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%	\$105,318.33	-\$30,258.43	\$75,059.90	15.04%	25.00%	-9.96%
Director Stipends	\$9,000.00	0.42%	\$2,250.00		\$2,250.00	25.00%		
Administrative Outsourcing	\$36,000.00	1.67%	\$9,778.50		\$9,778.50	27.16%	Billing for Oct, Nov, Dec 2023; Bamboo (\$779)	
Accounting Fees	\$15,100.00	0.70%	\$3,750.00		\$3,750.00	24.83%	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%	\$10,734.63		\$10,734.63	34.32%		
Umbrella Insurance Coverage	\$6,305.85	0.29%	\$1,767.54		\$1,767.54	28.03%		
Other Insurance Coverage	\$0.00	0.00%	\$0.00		\$0.00	#DIV/0!		
Chemicals	\$20,000.00	0.93%	\$0.00		\$0.00	0.00%		
Computer Hardware/Software	\$1,200.00	0.06%	\$0.00		\$0.00	0.00%		
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%	\$3,247.67		\$3,247.67	12.99%		
Safety/Compliance Fees	\$500.00	0.02%	\$0.00		\$0.00	0.00%		
Office Supplies	\$6,000.00	0.28%	\$653.51		\$653.51	10.89%		
Office Utilities	\$7,000.00	0.32%	\$1,943.09		\$1,943.09	27.76%		
Office Rent	\$18,000.00	0.83%	\$4,470.00		\$4,470.00	24.83%		
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%		
Total General Overhead	\$185,788.05	8.61%	\$40,028.74	\$0.00	\$40,028.74	21.55%	25.00%	-3.45%
Margins	\$0.00	0.00%				#DIV/0!		
Total Cost	\$2,158,549.77	100.00%	\$483,044.66	-\$30,258.43	\$452,786.23	20.98%	25.00%	-4.02%
					\$2,158,549.77	20.98%	4.63%	
Net Income and Net Cash Flow	-\$25,000.00		\$63,311.60	\$30,258.43	\$93,570.03			
Sale of Assets and Scrap			\$28,025.00		\$28,025.00			
Adjusted Net Income and Net Cash Flow			\$91,336.60	\$30,258.43	\$121,595.03			
Capital Contribution								
Change in Accounts Receivable					(\$43,460.22)			
Change in Employee Advances					\$0.00			
Change in Prepaid Expenses					\$17,526.14			
Change in Deposits					\$0.00			
Change in Accounts Payable					(\$131,275.49)			
Change in Current Liabilities					(\$15,905.89)			
Net Receipts (Disbursements)					(\$51,520.43)			
Ending Cash					\$117,282.92	\$0.00		