

PFH Balance Sheet

03/24/21

As of Feb 23, 2021			
	P F H Funds	Gift Cert Funds	Total PFH Funds
ASSETS			
<u>Cash - Bank Accounts</u>			
BB&T Bank - Operating Account	80,005	-	80,005
Fulton Bank Account	38,012	-	38,012
TD Bank - Credit Card Acct		32,925	32,925
TD Bank - Gift Certificate		49,756	49,756
TOTAL ASSETS (Cash)	118,017	82,681	200,698
LIABILITIES & SURPLUS			
<u>Gift Certificates Payable</u>			
Sales-Year 2021		0	0
Sales-Year 2020		23,485	23,485
Sales-Year 2019		78,003	78,003
Sales-Year 2018		108,211	108,211
Sales-Year 2017		124,790	124,790
Sales-Year 2016		122,615	122,615
Sales-Year 2015		137,545	137,545
Sales-Year 2014		133,514	133,514
Sales-Year 2004-2013		697,414	697,414
GC Redemptions		(1,342,896)	(1,342,896)
Total Gift Certificates Payable	0	82,681	82,681
<u>Encumbered Grants</u>			
Encumbrance - Blue Bear	4,447		4,447
Encumbrance - Inkwood	1,740		1,740
Encumbrance - Denim	1,612		1,612
Encumbrance - Crust N Fire	7,000		7,000
Total Encumbrances Payable	14,799	0	14,799
Payroll Taxes Payable		1,383	1,383
Total Liabilities	16,182	82,681	98,863
<u>Surplus</u>			
Accumulated Surplus Profits	126,508		126,508
Net Income Current Year	(24,673)		(24,673)
Total Surplus	101,835	0	101,835
TOTAL LIABILITIES & EQUITY	118,017	82,681	200,698

PFH Profit & Loss 2021 Budget & 2021 Actuals 3/24/21	2018 Actuals 1/1-12/31	2019 Actuals 1/1-12/31	2020 Actuals 1/1-12/31	2021 Prelim Budget	2021 YTD Actuals 1/1-2/23
<u>INCOME</u>					
PfH Assessments	250,000	250,000	250,000	250,000	
Craft & Fine Arts Festival	47,450	52,337	0	0	
Appropriated Surplus	42,381	66,409	0	30,000	
Camden County Sponsor & Grant	9,850	11,665	1,500		
Interest Income & Misc	185	130	78		
Total Income	349,866	380,541	251,578	280,000	0
<u>EXPENSES</u>					
<u>Retail Recruitment & Retention</u>					
Retail Coordinator-Wages	44,500	46,542	47,904	47,000	7,231
Payroll Added Cost	3,796	3,948	4,018	4,000	652
Recruiting Expenses	2,257	2,547	1,603	2,000	
Grant Camden County Cares			(10,000)	(2,000)	(2,000)
Covid 19 Grant Awards			9,963	3,600	3,552
Recruitment & Retention Grants	(13,931)	30,700	33,679	35,000	3,113
Total Retail Recruitment & Retentic	36,622	83,737	87,167	89,600	12,548
<u>Marketing & Public Relations</u>					
Public Relations - Suasion	32,400	34,680	29,640	35,000	4,800
Covid-19 Expenses / Events			9,335	0	
Website	10,943	10,545	11,976	12,000	780
Ad Development	12,572	13,309	11,890	12,000	
Advertising	50,342	66,810	27,444	25,000	4,298
20% Discount Gift Certificate	21,588	9,937		12,000	
Major Events	18,345	15,708	3,597	15,000	
Total Marketing & Public Relations	146,190	150,989	93,882	111,000	9,878
<u>Information Center</u>					
Staffing	16,000	16,000	14,000	14,000	0
Total Information Center	16,000	16,000	14,000	14,000	0
<u>PfH Administration</u>					
Treasurer - Compensation	15,900	15,900	15,900	16,775	1,325
Secretary - Compensation	6,763	6,288	7,150	7,300	400
Special Projects / Legal Fees				0	
Web Page	723	660	724	725	60
Treasurer Expenses	622	572	623	650	
Secretary Expenses	87	295	168	175	
Insurance	1,249	1,225	1,232	1,400	
Professional Fees / Audit	6,500	6,500	6,500	6,500	
Membership & Seminar Fees	700	0	407	100	
Credit Card & Bank Fees	1,733	3,360	1,321	2,000	102
Total PfH Administration	34,277	34,800	34,025	35,625	1,887

PFH Profit & Loss 2021 Budget & 2021 Actuals 3/24/21	2018 Actuals 1/1-12/31	2019 Actuals 1/1-12/31	2020 Actuals 1/1-12/31	2021 Prelim Budget	2021 YTD Actuals 1/1-2/23
Professionals Committee					
Website	4,335	3,960	1,801	1,800	360
Advertising		6,216	1,583	1,600	
Special Events & Advertising	8,328	6,548	2,199	7,000	
Total Professionals Committee	12,663	16,724	5,583	10,400	360
Visual Enhancements					
Beautification Project		632		2,000	
Christmas Lights	13,680	15,650	11,000	17,000	
Total Visual Enhancements	13,680	16,282	11,000	19,000	0
Total Spending	259,432	318,532	245,657	279,625	24,673
Surplus / (Deficit)	90,434	62,009	5,921	375	(24,673)