

ASALH  
2020 Budget (Revised)

	2020 Revised	2020 Original	\$ Change	
<b>REVENUE</b>				
Membership Dues	\$ 188,415	\$ 200,000	\$ (11,585)	(A)
Contributions	55,720	100,000	(44,280)	(B)
Annual Conference Revenue	-	376,300	(376,300)	(C)
BHM Luncheon Revenue	216,585	200,000	16,585	
Publications Revenue	173,000	182,500	(9,500)	(D)
Virtual Event Donations	35,000	-	35,000	(E)
ASALH TV Contributions	2,000	-	2,000	↓
ASALH Store	1,500	1,000	500	
PPP Revenue	62,300	-	62,300	(F)
SBA Grant	5,000	-	5,000	↓
Grants Income	25,000	-	25,000	(G)
Other Income	1,500	5,000	(3,500)	
<b>Total Revenue</b>	<b>\$ 766,020</b>	<b>\$ 1,064,800</b>	<b>\$ (298,780)</b>	
<b>EXPENSES</b>				
<b>Program Expenses</b>				
Member Services	113,820	171,000	(57,180)	
Annual Conference Expenses	26,500	346,000	(319,500)	
BHM Luncheon Expenses	178,000	172,000	6,000	
Publications Expenses	163,800	146,000	17,800	
Virtual Event Expenses	59,100	-	(59,100)	
ASALH TV	2,000	-	(2,000)	
<b>Total Program Expenses</b>	<b>543,220</b>	<b>835,000</b>	<b>(291,780)</b>	(H)
<b>Management &amp; General</b>				
Salary & Wages	305,000	357,000	(52,000)	(I)
Fringe Benefits	32,000	42,500	(10,500)	↓
Payroll Taxes	22,000	27,500	(5,500)	↓
Office Lease	36,000	36,000	-	
Travel	1,000	2,000	(1,000)	
General Liability Insurance	2,500	2,500	-	
Workers Compensation Insurance	2,500	2,500	-	
Director & Officer Insurance	2,500	2,500	-	
Telephone	7,500	7,500	-	
Computer & Internet Services	2,500	2,500	-	
Dues and Subscriptions	2,000	2,000	-	
Website	20,000	18,500	1,500	
Database Maintenance	8,400	8,400	-	
Public Relations & Marketing	3,000	3,000	-	
Postage	8,000	4,000	4,000	
Bank Fees	1,250	1,000	250	
Credit Card Processing Fees	20,000	25,000	(5,000)	
Payroll Processing Fees	3,500	4,500	(1,000)	
Accounting	75,000	75,000	-	
Audit	10,300	11,500	(1,200)	
Legal	1,000	1,000	-	
Executive Council Meetings	920	3,500	(2,580)	
Office Supplies	9,000	9,000	-	
Equipment Lease	6,000	6,000	-	
Equipment Repairs & Maintenance	4,000	4,000	-	
Gifts & Courtesies	500	500	-	
Awards	500	500	-	
Storage and Archives	5,400	5,400	-	
Licenses & Fees	750	500	250	
Miscellaneous/Contingencies	5,000	15,000	(10,000)	
Salary Allocation (To Programs)	(190,100)	(258,000)	67,900	
Indirect Allocation	(293,020)	(309,000)	15,980	
<b>Total Management &amp; General</b>	<b>114,900</b>	<b>113,800</b>	<b>1,100</b>	
<b>Development</b>	<b>107,900</b>	<b>116,000</b>	<b>(8,100)</b>	(J)
<b>Total Expenses</b>	<b>766,020</b>	<b>1,064,800</b>	<b>(298,780)</b>	(K)
<b>Change in Net Assets</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Grants</b>				
NPS Grant Revenue	250,000	250,000	-	
NPS Grant Expenses	250,000	250,000	-	
<b>Grants Income (Loss)</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Total Revenue</b>	<b>1,016,020</b>	<b>1,314,800</b>	<b>(298,780)</b>	
<b>Total Expenses</b>	<b>1,016,020</b>	<b>1,314,800</b>	<b>(298,780)</b>	
<b>Change in Net Assets</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	

**ASALH**  
**2020 Budget**

- (A) The **\$11,585** decrease in membership dues revenue is due to ASALH anticipating a decline in new memberships, and a reduction in current member retention, because of the cancellation of the 2020 annual conference.
- (B) The **\$44,280** decrease in contributions revenue is due to ASALH anticipating a decline in general contributions because of the current economy and the potential impact that the COVID-19 pandemic may have had on ASALH supporters and members.
- (C) The **\$376,300** in annual conference revenue was completely eliminated from the revised budget because ASALH has officially cancelled the event.
- (D) The **\$9,500** decrease in publications revenue is due to ASALH anticipating a slight decline in BHB subscriptions and book purchases due to the current economy and the potential impact that the COVID-19 pandemic may have had on ASALH supporters and members.
- (E) The **\$37,000** combined increase in virtual event and ASALH TV revenue is due to ASALH's plan to implement two new programs to help offset the loss in revenue from the cancellation of the Annual Conference. Specifically, ASALH will host a virtual event in place of the traditional conference, as well as launch ASALH TV, an online platform where ASALH members and supporters can access ASALH's digital content. ASALH anticipates that the revenue from these two programs will consist solely of donations.
- (F) The **\$67,300** combined increase in PPP and SBA grant revenue is due to ASALH applying for and receiving funds from the Small Business Administration (SBA) that was offered to businesses that were adversely impacted by the COVID-19 pandemic. The \$62,300 in PPP revenue is the projected portion of the PPP loan that ASALH estimates will be forgiven. Also, ASALH applied for and received a \$5,000 EIDL grant from the SBA that does not have to be repaid or approved for forgiveness.
- (G) The **\$25,000** increase in grant revenue is the amount ASALH anticipates on receiving from overhead costs (i.e., indirect costs) associated with servicing the NPS grants.
- (H) The **\$291,780** decrease in program expenses is due primarily to ASALH eliminating the 2020 annual conference. The salary and indirect costs allocations for the other programs were also adjusted based on a revised estimate of the staff's focus through the end of the year, resulting in either a slight increase or decrease in the revised budgeted amounts.
- (I) The **\$68,000** combined decrease in salary & wages, fringe benefits, and payroll taxes is due to ASALH adjusting the original staff budget to reflect the anticipated staff needs for the remainder of the year. Specifically, the budget was adjusted to remove the equivalent of 1 FTE in 2020. ASALH also reallocated the budget for a part-time development manager to Development to cover the costs associated with the current Development consultant.
- (J) The **\$8,100** decrease in development expenses is due primarily to a decrease in the salary & wage and indirect costs allocation percentages assigned to Development.
- (K) The **\$298,780** decrease in total expenses is due primarily to the adjustments made to Program Expenses. See Note H above.