

ASSOCIATION FOR THE STUDY OF AFRICAN
AMERICAN LIFE & HISTORY

FINANCIAL STATEMENTS

September 30, 2022

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ASALH**Consolidated Bank Reconciliation****For the Month Ending: September 30, 2022**

<u>Bank</u>	
Business Checking	\$ 784,603
PayPal	44
Cash Reserves	293,963
PLUS:	
<i>Deposits in Transit</i>	12,835.00
<i>Deposits in Transit</i>	9,309.96
Subtotal	<u>\$ 1,100,754</u>

<u>Book</u>	
Business Checking	\$ 760,610
PayPal	44
Cash Reserves	293,963
PLUS:	
Subtotal	<u>\$ 1,054,617</u>

Outstanding Checks

Check# 10698	9/30/22	(1,000.00)	Blairsville Underground Railroad
Check# 10750	9/27/22	(3,132.80)	Terry Chestnut
Check# 10791	9/27/22	(500.00)	Oliver McNair
Check# 10708	9/28/22	(3,078.19)	Addison Group
Check# 10709	9/28/22	(1,350.00)	Rockville Printing & Graphics
Check# 10710	9/28/22	(550.00)	Heather-Marie Montilla
Check# 10711	9/28/22	(150.00)	AW Designworks
Check# 10712	9/28/22	(3,163.50)	Addison Group
Check# 10713	9/28/22	(3,757.50)	Louis Hicks
Check# 10714	9/28/22	(4,965.07)	Panaprint
Check# 10715	9/28/22	(4,804.00)	Panaprint
Check# 10716	9/28/22	(304.58)	Nauticon Office Solutions
Check# 10717	9/28/22	(1,250.00)	Elizabeth Ann Clemons
Check# 10718	9/28/22	(500.00)	Ryan Fernandez
Check# 10721	9/28/22	(2,500.00)	All Academic
Check# 10722	9/28/22	(7,110.00)	Kay Phillips
Check# 10792	9/28/22	(1,500.00)	Guye Trammell
Check# 10793	9/28/22	(600.00)	Doris Harden
Check# 10794	9/28/22	(1,600.00)	Sheyann Webb-Christburg
Check# 10795	9/28/22	(226.50)	Jamila Benson
Check# 10796	9/29/22	(95.30)	Elizabeth Ann Clemons
Check# 10797	9/30/22	(3,000.00)	Equal Justice Initiative
Check# 10802	9/30/22	(1,000.00)	Tonya Terry

Adjusted Cash Balance \$ 1,054,617**Adjusted Cash Balance** \$ 1,054,617**Variance** \$ -

ASALH
Statement of Financial Position
As of September 30, 2022

	9/30/21	9/30/22	\$ Change
ASSETS			
Current Assets			
Business Checking	\$ 812,710	\$ 760,610	\$ (52,100)
PayPal	4,948	44	(4,904)
Cash Reserves	231,413	293,963	62,550
Total Cash and Cash Equivalents	1,049,071	1,054,617	5,546
Accounts Receivable	30,393	118,686	88,293
Prepaid Expenses	9,027	-	(9,027)
Security Deposits	3,000	3,000	-
Total Current Assets	1,091,491	1,176,303	84,812
Fixed Assets, Net	-	-	-
TOTAL ASSETS	\$ 1,091,491	\$ 1,176,303	\$ 84,812
LIABILITIES AND NET ASSETS			
LIABILITIES			
Accounts Payable	\$ 32,877	\$ 21,583	\$ (11,294)
Accrued Salary & Wages	7,319	8,965	1,646
Accrued Payroll Taxes	62	115	53
Deferred Revenue			
Membership	270	-	(270)
Total Deferred Revenue	270	-	(270)
Refundable Advances			
NPS Grants	50,481	17,220	(33,261)
Total Refundable Advances	50,481	17,220	(33,261)
TOTAL LIABILITIES	91,009	47,883	(43,126)
NET ASSETS			
Without Donor Restrictions	642,926	839,723	196,797
Board-Designated Restrictions (Book Prize Awards)	12,150	12,985	835
With Donor Restrictions	345,406	275,712	(69,694)
Total NET ASSETS	1,000,482	1,128,420	127,938
TOTAL LIABILITIES AND NET ASSETS	\$ 1,091,491	\$ 1,176,303	\$ 84,812

Net Assets With Donor Restrictions			
New York Life Grant	\$ 31,840	\$ 9,131	\$ (22,709)
National Park Foundation Grant	96,569	49,584	(46,985)
400 Years Commission Grant	-	-	-
400 Years Commission NTF Grants	216,997	216,997	-
Change in Net Assets With Donor Restrictions	\$ 345,406	\$ 275,712	\$ (69,694)

ASALH
Statement of Activities
For the Period Ended September 30, 2022

	9/30/21	9/30/22	\$ Change
Net Assets Without Donor Restrictions			
Revenue			
Contributions			
Individual Contributions	\$ 51,442	\$ 25,431	\$ (26,011)
Corporate Contributions	13,500	-	(13,500)
EC Contributions	29,550	26,400	(3,150)
Book Prize Award Contributions	700	35	(665)
Total Contributions Revenue	95,192	51,866	(43,326)
Program Revenue			
Membership Dues	210,195	190,805	(19,390)
SBA PPP	62,300	-	(62,300)
BHM Festival	250,943	147,375	(103,568)
Publications	132,984	132,847	(137)
Virtual / Annual Conference	123,165	456,632	333,467
ASALH TV	1,500	-	(1,500)
Speakers Bureau	7,900	-	(7,900)
Lane College Project	2,500	-	(2,500)
Other	8,542	15,477	6,935
Total Program Revenue	800,029	943,136	143,107
Grant Revenue			
NPS Grants	112,743	267,681	154,938
HU Mellon Grant	92,636	208,074	115,438
Total Grant Revenue	205,379	475,755	270,376
Total Revenue	1,100,600	1,470,757	370,157
Expenses			
Management & General	150,766	116,895	(33,871)
Development	81,254	109,785	28,531
Program Expenses			
Member Services	134,657	117,080	(17,577)
BHM Festival	112,749	119,212	6,463
Publications	111,827	121,173	9,346
Virtual / Annual Conference	114,342	244,555	130,213
ASALH TV	1,921	-	(1,921)
Speakers Bureau	1,050	-	(1,050)
Book Prize Awards	1,500	-	(1,500)
Other	13,971	6,320	(7,651)
Total Program Expenses	492,017	608,340	116,323
Grant Expenses			
NPS Grants	96,589	243,382	146,793
New York Life Grant	43,160	-	(43,160)
National Park Foundation Grant	26,620	62,646	36,026
HU Mellon Grant	68,589	183,401	114,812
Total Grant Expenses	234,958	489,429	254,471
Total Expenses	958,995	1,324,449	365,454
Change in Net Assets Without Donor Restrictions	141,605	146,308	4,703
Net Assets With Donor Restrictions			
Grant Revenue			
400 Years Commission NTF Grants	216,997	-	(216,997)
National Park Foundation Grant	-	23,740	23,740
Total Grant Revenue	216,997	23,740	(193,257)
Total Revenue	1,317,597	1,494,497	176,900
Total Expenses	958,995	1,324,449	365,454
Total Change in Net Assets	358,602	170,048	(188,554)
Net Assets, Beginning of Year	641,880	958,372	316,492
Net Assets, End of Period	\$ 1,000,482	\$ 1,128,420	\$ 127,938

ASALH

Statement of Activities - Budget vs Actual
For the Period Ended September 30, 2022

Budget vs Actual

	2022 Budget	9/30/22	\$ Change
REVENUE			
Membership Dues	\$ 225,000	\$ 190,805	\$ (34,195)
Contributions	130,000	51,866	(78,134)
BHM Festival	164,000	147,375	(16,625)
Publications	185,000	132,847	(52,153)
Virtual / Annual Conference	480,500	456,632	(23,868)
ASALH TV	2,000	-	(2,000)
Grant Revenue (Indirect)	50,000	48,972	(1,028)
Other Income	1,000	15,477	14,477
Total Revenue	1,237,500	1,043,974	(193,526)
EXPENSES			
Program Expenses			
Member Services	163,900	117,080	(46,820)
BMH Festival	126,000	119,212	(6,788)
Publications	162,000	121,173	(40,827)
Virtual / Annual Conference	449,005	244,555	(204,450)
ASALH TV	2,000	-	(2,000)
Other	-	6,320	6,320
Total Program Expenses	902,905	608,340	(294,565)
Management & General	166,700	116,895	(49,805)
Development	181,200	109,785	(71,415)
Total Expenses	1,250,805	835,020	(415,785)
GRANTS			
Grant Income	500,000	499,495	(505)
Grant Expenses	500,000	489,429	(10,571)
Grant Income (Loss)	-	10,066	10,066
Total Revenue	1,737,500	1,494,497	(243,003)
Total Expenses	1,750,805	1,324,449	(426,356)
Change in Net Assets	\$ (13,305)	\$ 170,048	\$ 183,353

ASALH
BHM Festival
For the Period Ended September 30, 2022

	Budget vs Actual			Year-Over-Year		
	2022 Budget	9/30/22	\$ Change	9/30/21	9/30/22	\$ Change
REVENUE						
Ticket Sales	\$ 63,000	\$ 18,520	(44,480)	\$ 35,905	\$ 18,520	\$ (17,385)
Sponsorship Revenue	82,000	120,000	38,000	202,500	120,000	(82,500)
Ad Revenue	6,500	1,250	(5,250)	1,500	1,250	(250)
Authors Book Signing	-	900	900	-	900	900
General Festival Donations	6,500	705	(5,795)	6,478	705	(5,773)
EC Festival Donations	6,000	6,000	-	4,500	6,000	1,500
Other Revenue	-	-	-	60	-	(60)
Total Revenue	164,000	147,375	(16,625)	250,943	147,375	(103,568)
EXPENSES						
Consultants/Administrative Support	24,000	27,072	3,072	14,745	27,072	12,327
Virtual Platform/Support	2,000	-	(2,000)	1,203	-	(1,203)
Website	7,400	7,379	(21)	7,368	7,379	11
Videos/Editing	12,000	14,740	2,740	8,765	14,740	5,975
Supplies/Materials	500	32	(468)	1,041	32	(1,009)
Speaker Honoraria	1,000	-	(1,000)	-	-	-
Ornaments/Gifts	6,100	-	(6,100)	-	-	-
Festival Books	-	-	-	10,290	-	(10,290)
Festival T-Shirts	-	-	-	1,434	-	(1,434)
Miscellaneous	2,500	-	(2,500)	-	-	-
BHM Festival Salary & Wages	40,000	39,705	(295)	39,964	39,705	(259)
BHM Festival Indirect Allocation	30,500	30,284	(216)	27,939	30,284	2,345
Total Expenses	126,000	119,212	(6,788)	112,749	119,212	6,463
Net Income (Loss)	\$ 38,000	\$ 28,163	\$ (9,837)	\$ 138,194	\$ 28,163	\$ (110,031)

ASALH
Publications
For the Period Ended September 30, 2022

	Budget vs Actual			Year-Over-Year		
	2022 Budget	9/30/22	\$ Change	9/30/21	9/30/22	\$ Change
REVENUE						
Book Revenue	\$ 2,500	\$ 6,370	\$ 3,870	\$ 1,008	\$ 6,370	\$ 5,362
JAAH	500	420	(80)	580	420	(160)
Black History Bulletin	38,000	32,564	(5,436)	37,995	32,564	(5,431)
Posters/Kits/Other	10,000	5,625	(4,375)	8,265	5,625	(2,640)
Royalties Revenue	134,000	87,868	(46,132)	85,136	87,868	2,732
Total Publications Revenue	185,000	132,847	(52,153)	132,984	132,847	(137)
EXPENSES						
Consultants - JAAH	25,000	15,000	(10,000)	15,000	15,000	-
Consultants - BHB	12,000	15,950	3,950	9,000	15,950	6,950
Consultants - Editorial Assistant	3,000	123	(2,877)	363	123	(240)
Postage	5,000	4,362	(638)	4,706	4,362	(344)
Printing & Reproduction	25,000	29,138	4,138	20,726	29,138	8,412
Publications Supplies & Other	-	60	60	-	60	60
Publications Salary Allocation	52,000	32,228	(19,772)	36,361	32,228	(4,133)
Publications Indirect Allocation	40,000	24,312	(15,688)	25,671	24,312	(1,359)
Total Publications Expenses	162,000	121,173	(40,827)	111,827	121,173	9,346
Net Income (Loss)	\$ 23,000	\$ 11,674	\$ (11,326)	\$ 21,157	\$ 11,674	\$ (9,483)

ASALH
Publications
For the Period Ended September 30, 2022

	Books	JAAH	BHB	Other	Total
<u>REVENUE</u>					
Books					
Chi Eta Phi	\$ 5,436	\$ -	\$ -	\$ -	\$ 5,436
Mis-Education of the Negro	736	-	-	-	736
Carter G. Woodson's Appeal	152	-	-	-	152
Negro in Sports	24	-	-	-	24
Message in the Music	22	-	-	-	22
Total Books Revenue	6,370	-	-	-	6,370
Subscription Services	-	420	32,564	-	32,984
Royalties	1,569	85,235	1,064	-	87,868
Posters	-	-	-	1,590	1,590
BHM Learning Kits	-	-	-	4,005	4,005
DVDs/Other	-	-	-	30	30
Total Publications Revenue	7,939	85,655	33,628	5,625	132,847
<u>EXPENSES</u>					
Consultants	-	15,000	15,950	-	30,950
Editorial Assistant	-	-	123	-	123
Postage	-	-	3,591	771	4,362
Printing & Reproduction	4,716	-	13,852	10,570	29,138
Publications Supplies & Other	-	-	-	60	60
Publications Salary Allocation	-	-	-	32,228	32,228
Publications Indirect Allocation	-	-	-	24,312	24,312
Total Publications Expenses	4,716	15,000	33,516	67,941	121,173
Net Income (Loss)	\$ 3,223	\$ 70,655	\$ 112	\$ (62,316)	\$ 11,674

ASALH
Virtual / Annual Conference
For the Period Ended September 30, 2022

	<i>Budget vs Actual</i>			<i>Year-Over-Year</i>		
	2022 Budget	9/30/22	\$ Change	9/30/21	9/30/22	\$ Change
REVENUE						
Conference Registrations + Tours	\$ 264,000	\$ 270,810	\$ 6,810	\$ 64,615	\$ 270,810	\$ 206,195
Sponsorship Revenue	150,000	150,700	700	42,500	150,700	108,200
Souvenir Journal Revenue	20,000	10,900	(9,100)	9,525	10,900	1,375
Author's Book Signing	2,500	1,860	(640)	750	1,860	1,110
Exhibitor Revenue	15,000	17,362	2,362	5,525	17,362	11,837
HU Mellon Grant	20,000	-	(20,000)	-	-	-
Conference Donations	4,000	-	(4,000)	250	-	(250)
Film Festival	5,000	5,000	-	-	5,000	5,000
Total Revenue	480,500	456,632	(23,868)	123,165	456,632	333,467
EXPENSES						
Management & Planning	18,000	12,000	(6,000)	-	12,000	12,000
Consultants/Administrative Support	17,180	3,750	(13,430)	16,250	3,750	(12,500)
Staff Travel	20,000	7,824	(12,176)	-	7,824	7,824
EC Dinner	1,500	-	(1,500)	-	-	-
Thursday Luncheon	7,300	-	(7,300)	-	-	-
Thursday Night Cap Mixer	6,700	-	(6,700)	-	-	-
Friday CGW Luncheon	7,300	-	(7,300)	-	-	-
Friday Night Out	13,000	10,483	(2,517)	-	10,483	10,483
Saturday Luncheon	7,300	-	(7,300)	-	-	-
Saturday Banquet	9,500	1,000	(8,500)	-	1,000	1,000
Academic Program	16,000	6,113	(9,887)	12,140	6,113	(6,027)
Awards Program	-	-	-	2,774	-	(2,774)
Black History Tour Expenses	10,500	6,833	(3,667)	-	6,833	6,833
Exhibits	7,200	5,625	(1,575)	-	5,625	5,625
Film Festival	1,000	-	(1,000)	4,000	-	(4,000)
Author's Book Signing	625	-	(625)	-	-	-
Cvent	20,000	21,135	1,135	-	21,135	21,135
Audio Visual	84,000	-	(84,000)	-	-	-
Website	10,000	4,668	(5,332)	10,725	4,668	(6,057)
Marketing/Public Relations	1,000	-	(1,000)	-	-	-
Photography/Videography	1,200	500	(700)	-	500	500
Postage/Shipping	1,000	-	(1,000)	-	-	-
Printing/Supplies/Materials	10,000	11,159	1,159	300	11,159	10,859
Miscellaneous Expenses	5,000	2,904	(2,096)	3,891	2,904	(987)
Conference Salary & Wages	98,000	86,408	(11,592)	37,563	86,408	48,845
Conference Indirect Allocation	75,700	64,153	(11,547)	26,699	64,153	37,454
Total Expenses	449,005	244,555	(204,450)	114,342	244,555	130,213
Net Income (Loss)	\$ 31,495	\$ 212,077	\$ 180,582	\$ 8,823	\$ 212,077	\$ 203,254