

ASALH 2023 Budget (Condensed)

As of 12/26/22

DRAFT

	<i>(Projected)</i>					
	12/31/22	2023 Budget	\$ Change	2022 Budget	2023 Budget	\$ Change
REVENUE						
Membership Dues	\$ 192,305	\$ 215,000	\$ 22,695	\$ 225,000	\$ 215,000	\$ (10,000)
Contributions	65,000	100,000	35,000	130,000	100,000	(30,000)
BHM Festival	147,375	156,850	9,475	164,000	156,850	(7,150)
Publications	218,273	213,000	(5,273)	185,000	213,000	28,000
Annual Conference	535,600	575,000	39,400	480,500	575,000	94,500
ASALH TV	-	-	-	2,000	-	(2,000)
Grants (Indirect)	92,000	95,000	3,000	50,000	95,000	45,000
Other Income	18,370	8,500	(9,870)	1,000	8,500	7,500
Total Revenue	1,268,923	1,363,350	94,427	1,237,500	1,363,350	125,850
EXPENSES						
Program Expenses						
Member Services	163,900	177,000	13,100	163,900	177,000	13,100
BHM Festival	123,387	149,600	26,213	126,000	149,600	23,600
Publications	162,000	170,500	8,500	162,000	170,500	8,500
Annual Conference	408,224	507,150	98,926	449,005	507,150	58,145
ASALH TV	-	-	-	2,000	-	(2,000)
Other Expenses	6,828	2,000	(4,828)	-	2,000	2,000
Total Program Expenses	864,339	1,006,250	141,911	902,905	1,006,250	103,345
Management & General	182,928	180,500	(2,428)	166,700	180,500	13,800
Development	165,000	176,600	11,600	181,200	176,600	(4,600)
Total Expenses	1,212,267	1,363,350	151,083	1,250,805	1,363,350	112,545
GRANTS						
Grant Income	765,500	775,000	9,500	500,000	775,000	275,000
Grant Expenses	765,500	775,000	9,500	500,000	775,000	275,000
Grant Income (Loss)	-	-	-	-	-	-
Total Revenue	2,034,423	2,138,350	103,927	1,737,500	2,138,350	400,850
Total Expenses	1,977,767	2,138,350	160,583	1,750,805	2,138,350	387,545
Change in Net Assets	\$ 56,656	\$ -	\$ (56,656)	\$ (13,305)	\$ -	\$ 13,305

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REVENUE						
Membership Dues	\$ 192,305	\$ 215,000	\$ 22,695	\$ 225,000	\$ 215,000	\$ (10,000)
Contributions	65,000	100,000	35,000	130,000	100,000	(30,000)
BHM Festival	147,375	156,850	9,475	164,000	156,850	(7,150)
Publications	218,273	213,000	(5,273)	185,000	213,000	28,000
Annual Conference	535,600	575,000	39,400	480,500	575,000	94,500
ASALH TV	-	-	-	2,000	-	(2,000)
Grants (Indirect)	92,000	95,000	3,000	50,000	95,000	45,000
Other Income	18,370	8,500	(9,870)	1,000	8,500	7,500
Total Revenue	\$ 1,268,923	\$ 1,363,350	\$ 94,427	\$ 1,237,500	\$ 1,363,350	\$ 125,850
EXPENSES						
Program Expenses						
Member Services	163,900	177,000	13,100	163,900	177,000	13,100
BHM Festival	123,387	149,600	26,213	126,000	149,600	23,600
Publications	162,000	170,500	8,500	162,000	170,500	8,500
Annual Conference	408,224	507,150	98,926	449,005	507,150	58,145
ASALH TV	-	-	-	2,000	-	(2,000)
Other Expenses	6,828	2,000	(4,828)	-	2,000	2,000
Total Program Expenses	864,339	1,006,250	141,911	902,905	1,004,250	101,345
Management & General						
Salary & Wages	438,000	502,500	64,500	442,400	502,500	60,100
Fringe Benefits	34,000	45,000	11,000	45,000	45,000	-
Payroll Taxes	25,000	40,000	15,000	45,000	40,000	(5,000)
Office Lease	36,000	36,000	-	36,000	36,000	-
Travel	1,000	1,000	-	1,000	1,000	-
Insurance	6,406	7,000	594	8,500	7,000	(1,500)
Telephone	9,100	10,000	900	10,000	10,000	-
Computer & Internet Services	5,500	5,500	-	5,000	5,500	500
Dues and Subscriptions	10,500	11,000	500	5,500	11,000	5,500
Website	23,000	25,000	2,000	20,000	25,000	5,000
Database Maintenance	15,476	19,500	4,024	16,000	19,500	3,500
Public Relations & Marketing	3,841	4,000	159	3,000	4,000	1,000
Postage	7,332	7,500	168	8,000	7,500	(500)
Bank Fees	1,000	1,300	300	2,000	1,300	(700)
Credit Card Processing Fees	21,250	22,000	750	20,000	22,000	2,000
Payroll Processing Fees	4,650	5,000	350	5,000	5,000	-
Accounting	82,200	86,400	4,200	82,200	86,400	4,200
Audit	11,000	12,000	1,000	12,000	12,000	-
Legal	-	1,000	1,000	1,000	1,000	-
Executive Council Meetings	1,496	1,500	4	500	1,500	1,000
Office Supplies	9,100	9,000	(100)	9,500	9,000	(500)
Equipment Lease	6,300	6,500	200	6,500	6,500	-
Equipment Repairs & Maintenance	2,387	2,500	113	3,000	2,500	(500)
Gifts & Courtesies	1,200	1,500	300	1,000	1,500	500
Storage and Archives	5,400	5,400	-	5,400	5,400	-
Licenses & Fees	290	1,000	710	1,000	1,000	-
Miscellaneous/Contingencies	2,500	5,000	2,500	5,000	5,000	-
Salary Allocation (To Programs)	(332,000)	(399,000)	(67,000)	(356,400)	(399,000)	(42,600)
Indirect Allocation	(249,000)	(294,600)	(45,600)	(276,400)	(294,600)	(18,200)
Total Management & General	182,928	180,500	(2,428)	166,700	180,500	13,800
Development	165,000	176,600	11,600	181,200	176,600	(4,600)
Total Expenses	1,212,267	1,363,350	151,083	1,250,805	1,363,350	112,545
Grants						
Grant Revenue (Direct)	765,500	775,000	9,500	500,000	775,000	275,000
Grant Expenses (Direct)	765,500	775,000	9,500	500,000	775,000	275,000
Grants Income (Loss)	-	-	-	-	-	-
Total Revenue	2,034,423	2,138,350	103,927	1,737,500	2,138,350	400,850
Total Expenses	1,977,767	2,138,350	160,583	1,750,805	2,138,350	387,545
Change in Net Assets	\$ 56,656	\$ -	\$ 56,656	\$ (13,305)	\$ -	\$ (13,305)

ASALH
 2023 BHM Festival
 As of 12/26/22
 DRAFT

REVENUE	<i>(Projected)</i>			2022 Budget	2023 Budget	\$ Change
	12/31/22	2023 Budget	\$ Change			
Ticket Sales	\$ 18,520	\$ 48,000	\$ 29,480	\$ 63,000	\$ 48,000	\$ (15,000)
Sponsorship Revenue	120,000	100,000	(20,000)	82,000	100,000	18,000
Ad Revenue	1,250	1,250	-	6,500	1,250	(5,250)
Authors Book Signing	900	900	-	-	900	900
General Festival Donations	705	700	(5)	6,500	700	(5,800)
EC Festival Donations	6,000	6,000	-	6,000	6,000	-
Total Revenue	147,375	156,850	\$ 9,475	164,000	156,850	\$ (7,150)
EXPENSES						
Consultants/Administrative Support	27,072	35,000	7,928	24,000	35,000	11,000
Play Tickets	-	6,500	6,500	-	6,500	6,500
Reception	-	4,500	4,500	-	4,500	4,500
Virtual Platform/Support	-	2,000	2,000	2,000	2,000	-
Website	7,379	7,500	121	7,400	7,500	100
Videos/Editing	18,915	10,000	(8,915)	12,000	10,000	(2,000)
Supplies/Materials	32	100	68	500	100	(400)
Speaker Honoraria	-	-	-	1,000	-	(1,000)
Ornaments/Gifts	-	3,500	3,500	6,100	3,500	(2,600)
Miscellaneous	-	500	500	2,500	500	(2,000)
BHM Festival Salary & Wages	39,705	46,000	6,295	40,000	46,000	6,000
BHM Festival Indirect Allocation	30,284	34,000	3,716	30,500	34,000	3,500
Total Expenses	123,387	149,600	26,213	126,000	149,600	23,600
Net Income (Loss)	\$ 23,988	\$ 7,250	\$ (16,738)	\$ 38,000	\$ 7,250	\$ (30,750)

ASALH
2023 Annual Conference
As of 12/26/22
DRAFT

(Projected)

REVENUE	12/31/22	2023 Budget	\$ Change	2022 Budget	2023 Budget	\$ Change
Conference Registrations + Tours	\$ 270,510	\$ 280,000	\$ 9,490	\$ 264,000	\$ 280,000	\$ 16,000
Sponsorship Revenue	224,836	225,000	164	150,000	225,000	75,000
Souvenir Journal Revenue	15,900	15,000	(900)	20,000	15,000	(5,000)
Author's Book Signing	1,860	2,000	140	2,500	2,000	(500)
Exhibitor Revenue	17,362	18,000	638	15,000	18,000	3,000
HU Mellon Grant	-	25,000	25,000	20,000	25,000	5,000
Conference Donations / Other	132	5,000	4,868	4,000	5,000	1,000
Film Festival	5,000	5,000	-	5,000	5,000	-
Total Revenue	535,600	575,000	39,400	480,500	575,000	94,500
EXPENSES						
Management & Planning	\$ 18,000	\$ 18,000	\$ -	18,000	\$ 18,000	\$ -
Consultants/Administrative Support	5,000	18,000	13,000	17,180	18,000	820
Staff Travel	25,737	25,500	(237)	20,000	25,500	5,500
EC Dinner	1,764	1,500	(264)	1,500	1,500	-
Wednesday Reception	-	6,700	6,700	-	6,700	6,700
Thursday Luncheon	11,294	6,500	(4,794)	7,300	6,500	(800)
Thursday Reception	7,220	8,500	1,280	6,700	8,500	1,800
Friday CGW Luncheon	7,758	6,500	(1,258)	7,300	6,500	(800)
Friday Night Event	15,752	8,500	(7,252)	13,000	8,500	(4,500)
Saturday Luncheon	7,885	6,500	(1,385)	7,300	6,500	(800)
Saturday Banquet	13,181	13,000	(181)	9,500	13,000	3,500
Teachers Workshop Luncheon	-	6,500	6,500	-	6,500	6,500
Branch Workshop	-	1,500	1,500	-	1,500	1,500
Academic Program	12,088	18,000	5,912	16,000	18,000	2,000
Black History Tour Expenses	11,798	12,500	702	10,500	12,500	2,000
Exhibits	7,271	9,500	2,229	7,200	9,500	2,300
Film Festival	1,230	1,500	270	1,000	1,500	500
Author's Book Signing	720	750	30	625	750	125
Cvent	21,315	24,000	2,685	20,000	24,000	4,000
Audio Visual	40,635	95,000	54,365	84,000	95,000	11,000
Website	7,664	10,000	2,336	10,000	10,000	-
Marketing/Public Relations	-	-	-	1,000	-	(1,000)
Photography/Videography	500	500	-	1,200	500	(700)
Postage/Shipping	1,810	1,200	(610)	1,000	1,200	200
Printing/Supplies/Materials	13,431	10,000	(3,431)	10,000	10,000	-
Miscellaneous Expenses	7,373	7,000	(373)	5,000	7,000	2,000
Conference Salary & Wages	97,581	109,000	11,419	98,000	109,000	11,000
Conference Indirect Allocation	72,717	81,000	8,283	75,700	81,000	5,300
Total Expenses	409,724	507,150	97,426	449,005	507,150	58,145
Net Income (Loss)	\$ 125,876	\$ 67,850	\$ (58,026)	\$ 31,495	\$ 67,850	\$ 36,355

ASALH
 2023 Publications
 As of 12/26/22
 DRAFT

	<i>(Projected)</i>					
	<u>12/31/22</u>	<u>2023 Budget</u>	<u>\$ Change</u>	<u>2022 Budget</u>	<u>2023 Budget</u>	<u>\$ Change</u>
REVENUE						
JAAH	\$ 440	\$ 500	\$ 60	\$ 500	\$ 500	\$ -
Black History Bulletin	37,817	38,000	183	38,000	38,000	-
Book Revenue	10,013	2,500	(7,513)	2,500	2,500	-
Royalties Revenue	137,187	140,000	2,813	134,000	140,000	6,000
Posters/Kits/Other	32,815	32,000	(815)	10,000	32,000	22,000
Total Revenue	218,272	213,000	(5,272)	185,000	213,000	28,000
EXPENSES						
Consultants - JAAH	15,000	15,000	-	25,000	15,000	(10,000)
Consultants - BHB	15,950	15,000	(950)	12,000	15,000	3,000
Consultants - Editorial Assistant	123	1,000	877	3,000	1,000	(2,000)
Publications Postage	5,173	5,500	327	5,000	5,500	500
Printing & Reproduction	34,030	30,000	(4,030)	25,000	30,000	5,000
Publications Salary & Wages	52,000	60,000	8,000	52,000	60,000	8,000
Publications Indirect Allocation	40,000	44,000	4,000	40,000	44,000	4,000
Total Expenses	162,276	170,500	8,224	162,000	170,500	8,500
Net Income (Loss)	\$ 55,996	\$ 42,500	\$ (13,496)	\$ 23,000	\$ 42,500	\$ 19,500