



ASSOCIATION FOR THE STUDY OF AFRICAN AMERICAN LIFE & HISTORY

FINANCIAL STATEMENTS

JULY 31, 2023

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ASALH
Consolidated Bank Reconciliation
For the Month Ending: July 31, 2023

<u>Bank</u>		<u>Book</u>	
Business Checking	\$ 603,001	Business Checking	\$ 538,017
PayPal	1,779	PayPal	1,779
Cash Reserves	295,440	Cash Reserves	295,440
Subtotal	<u>\$ 900,220</u>	Subtotal	<u>\$ 835,236</u>

Outstanding Checks

Check# 11180	6/30/23	(4,251)	Calument Heritage Partnership
Check# 11194	7/20/23	(1,163)	Louis C. Hicks
Check# 11197	7/20/23	(1,500)	Advanced Planning Services
Check# 11200	7/20/23	(385)	Calumet Heritage Partnership
Check# 11201	7/20/23	(5,000)	Darby Friends Meeting
Check# 11204	7/20/23	(1,373)	Tim Stephens
Check# 11206	7/20/23	(11,820)	North American Management
Check# 11209	7/20/23	(1,350)	AAHGS - PG County
Check# 11211	7/28/23	(3,834)	Project MUSE
Check# 11212	7/28/23	(175)	Tony Martin Awards
Check# 11213	7/28/23	(1,875)	Emmanuel George
Check# 11214	7/28/23	(1,250)	Sun City Entertainment
Check# 11215	7/28/23	(343)	Renee Scott
Check# 11216	7/28/23	(3,417)	Sparks Personnel Services
Check# 11217	7/28/23	(10,800)	Kay Phillips
Check# 11218	7/28/23	(2,000)	Orr-McIntyre & Associates
Check# 11219	7/28/23	(14,450)	Orr-McIntyre & Associates

Adjusted Cash Balance \$ 835,236

Adjusted Cash Balance \$ 835,236

Variance \$ -

ASALH
Statement of Financial Position
As of July 31, 2023

	7/31/22	7/31/23	\$ Change
ASSETS			
Current Assets			
Business Checking	\$ 532,247	\$ 538,017	\$ 5,770
PayPal	4,076	1,779	(2,297)
Cash Reserves	293,865	295,440	1,575
Total Cash and Cash Equivalents	830,188	835,236	5,048
Accounts Receivable	83,720	214,556	130,836
Prepaid Expenses	-	8,000	8,000
Security Deposits	3,000	3,000	-
Total Current Assets	916,908	1,060,792	143,884
Fixed Assets, Net	-	-	-
TOTAL ASSETS	\$ 916,908	\$ 1,060,792	\$ 143,884
LIABILITIES AND NET ASSETS			
LIABILITIES			
Accounts Payable	\$ 21,009	\$ 32,328	\$ 11,319
Accrued Salary & Wages	2,812	7,707	4,895
Refundable Advances			
NPS Grants	17,220	5,847	(11,373)
Total Refundable Advances	17,220	5,847	(11,373)
TOTAL LIABILITIES	41,041	45,882	4,841
NET ASSETS			
Without Donor Restrictions	610,302	735,380	125,078
Board-Designated Restrictions (Book Prize Awards)	12,985	11,460	(1,525)
With Donor Restrictions	252,580	268,070	15,490
Total NET ASSETS	875,867	1,014,910	139,043
TOTAL LIABILITIES AND NET ASSETS	\$ 916,908	\$ 1,060,792	\$ 143,884
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Net Assets With Donor Restrictions			
New York Life Grant	\$ 8,969	\$ 8,969	\$ -
National Park Foundation Grant	26,614	42,104	15,490
400 Years Commission NTF Grants	216,997	216,997	-
Change in Net Assets With Donor Restrictions	\$ 252,580	\$ 268,070	\$ 15,490

ASALH
Statement of Activities
For the Period Ended July 31, 2023

	7/31/22	7/31/23	\$ Change
Net Assets Without Donor Restrictions			
Revenue			
Contributions			
Individual Contributions	\$ 20,166	\$ 40,367	\$ 20,201
EC Contributions	21,400	14,000	(7,400)
Book Prize Award Contributions	35	10	(25)
Total Contributions Revenue	41,601	54,377	12,776
Program Revenue			
Membership Dues	168,055	175,460	7,405
BHM Festival	147,375	127,253	(20,122)
Publications	88,520	112,041	23,521
Annual Conference	96,580	232,022	135,442
Other	6,736	13,018	6,282
Total Program Revenue	507,266	659,794	152,528
Grant Revenue			
NPS Grants	238,924	447,092	208,168
HU Mellon Grant	135,662	179,030	43,368
Total Grant Revenue	374,586	626,122	251,536
Total Revenue	923,453	1,340,293	416,840
Expenses			
Management & General	96,780	155,143	58,363
Development	67,101	106,129	39,028
Program Expenses			
Member Services	96,246	94,576	(1,670)
BHM Festival	119,212	156,849	37,637
Publications	82,911	120,828	37,917
Annual Conference	149,009	140,571	(8,438)
Book Prize Awards	-	1,500	1,500
Other	5,968	8,021	2,053
Total Program Expenses	453,346	522,345	68,999
Grant Expenses			
NPS Grants	204,025	399,125	195,100
National Park Foundation Grant	61,946	5,800	(56,146)
HU Mellon Grant	122,310	148,969	26,659
Total Grant Expenses	388,281	553,894	165,613
Total Expenses	1,005,508	1,337,511	332,003
Change in Net Assets Without Donor Restrictions	(82,055)	2,782	84,837
Total Revenue	923,453	1,340,293	416,840
Total Expenses	1,005,508	1,337,511	332,003
Total Change in Net Assets	(82,055)	2,782	84,837
Net Assets, Beginning of Year	957,922	1,012,128	54,206
Net Assets, End of Period	\$ 875,867	\$ 1,014,910	\$ 139,043

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Statement of Activities - Budget vs Actual
For the Period Ended July 31, 2023

	<i>Budget vs Actual</i>		
	2023 Budget	7/31/23	\$ Change
<u>REVENUE</u>			
Membership Dues	\$ 215,000	\$ 175,460	\$ (39,540)
Contributions	100,000	54,377	(45,623)
BHM Festival	156,850	127,253	(29,597)
Publications	213,000	112,041	(100,959)
Annual Conference	575,000	232,022	(342,978)
Other Income	8,500	13,018	4,518
Total Revenue	1,268,350	714,171	(554,179)
<u>EXPENSES</u>			
Program Expenses			
Member Services	177,000	94,576	(82,424)
BMH Festival	149,600	156,849	7,249
Publications	170,500	120,828	(49,672)
Annual Conference	507,150	140,571	(366,579)
Other	2,000	9,521	7,521
Total Program Expenses	1,006,250	522,345	(483,905)
Management & General	180,500	155,143	(25,357)
Development	176,600	106,129	(70,471)
Total Expenses	1,363,350	783,617	(579,733)
<u>GRANTS</u>			
Grant Income	870,000	626,122	(243,878)
Grant Expenses	775,000	553,894	(221,106)
Grant Income (Loss)	95,000	72,228	(22,772)
Total Revenue	2,138,350	1,340,293	(798,057)
Total Expenses	2,138,350	1,337,511	(800,839)
Change in Net Assets	\$ -	\$ 2,782	\$ 2,782

ASALH
 BHM Festival
 For the Period Ended July 31, 2023

	<u>Budget vs Actual</u>			<u>Year-Over-Year</u>		
	<u>2023 Budget</u>	<u>7/31/23</u>	<u>\$ Change</u>	<u>7/31/22</u>	<u>7/31/23</u>	<u>\$ Change</u>
REVENUE						
Ticket Sales	\$ 48,000	\$ 11,607	(36,393)	\$ 18,520	\$ 11,607	\$ (6,913)
Sponsorship Revenue	100,000	105,000	5,000	120,000	105,000	(15,000)
Ad Revenue	1,250	2,000	750	1,250	2,000	750
Authors Book Signing	900	1,440	540	900	1,440	540
General Festival Donations	700	906	206	705	906	201
EC Festival Donations	6,000	6,300	300	6,000	6,300	300
Total Revenue	156,850	127,253	(29,597)	147,375	127,253	(20,122)
EXPENSES						
Consultants/Administrative Support	35,000	34,208	(792)	27,072	34,208	7,136
Virtual Platform/Support	2,000	867	(1,133)	-	867	867
Website	7,500	7,511	11	7,379	7,511	132
Videos/Editing	10,000	14,500	4,500	14,740	14,500	(240)
Play / Reception	11,000	5,015	(5,985)	-	5,015	5,015
Supplies/Materials	100	909	809	32	909	877
Ornaments/Gifts	3,500	871	(2,629)	-	871	871
Photography/Videography	-	350	350	-	350	350
Miscellaneous	500	2,704	2,204	-	2,704	2,704
BHM Festival Salary & Wages	46,000	44,518	(1,482)	39,705	44,518	4,813
BHM Festival Indirect Allocation	34,000	45,396	11,396	30,284	45,396	15,112
Total Expenses	149,600	156,849	7,249	119,212	156,849	37,637
Net Income (Loss)	\$ 7,250	\$ (29,596)	\$ (36,846)	\$ 28,163	\$ (29,596)	\$ (57,759)

ASALH
Publications
For the Period Ended July 31, 2023

	<i>Budget vs Actual</i>			<i>Year-Over-Year</i>		
	2023 Budget	7/31/23	\$ Change	7/31/22	7/31/23	\$ Change
<u>REVENUE</u>						
Book Revenue	\$ 2,500	\$ 4,538	\$ 2,038	\$ 6,330	\$ 4,538	\$ (1,792)
JAAH	500	815	315	400	815	415
Black History Bulletin	38,000	25,219	(12,781)	16,850	25,219	8,369
Posters/Kits/Other	32,000	22,639	(9,361)	5,595	22,639	17,044
Royalties Revenue	140,000	58,830	(81,170)	59,345	58,830	(515)
Total Publications Revenue	213,000	112,041	(100,959)	88,520	112,041	23,521
<u>EXPENSES</u>						
Consultants - JAAH	15,000	25,000	10,000	15,000	25,000	10,000
Consultants - BHB	15,000	9,210	(5,790)	9,950	9,210	(740)
Consultants - Editorial Assistant	1,000	594	(406)	123	594	471
Postage	5,500	1,485	(4,015)	1,032	1,485	453
Printing & Reproduction	30,000	13,193	(16,807)	15,794	13,193	(2,601)
Publications Supplies & Other	-	-	-	60	-	(60)
Publications Salary Allocation	60,000	42,151	(17,849)	22,888	42,151	19,263
Publications Indirect Allocation	44,000	29,195	(14,805)	18,064	29,195	11,131
Total Publications Expenses	170,500	120,828	(49,672)	82,911	120,828	37,917
Net Income (Loss)	\$ 42,500	\$ (8,787)	\$ (51,287)	\$ 5,609	\$ (8,787)	\$ (14,396)

ASALH
Publications
For the Period Ended July 31, 2023

	Books	JAAH	BHB	Other	Total
<u>REVENUE</u>					
Books					
Chi Eta Phi	\$ 3,600	\$ -	\$ -	\$ -	\$ 3,600
Mis-Education of the Negro	630	-	-	-	630
Carter G. Woodson's Appeal	308	-	-	-	308
Negro in Sports	-	-	-	-	-
Message in the Music	-	-	-	-	-
Total Books Revenue	4,538	-	-	-	4,538
Subscription Services	-	815	25,219	-	26,034
Royalties	856	57,800	174	-	58,830
Posters	-	-	-	12,849	12,849
BHM Learning Kits	-	-	-	9,790	9,790
Total Publications Revenue	5,394	58,615	25,393	22,639	112,041
<u>EXPENSES</u>					
Consultants	-	25,000	9,210	-	34,210
Editorial Assistant	-	-	594	-	594
Postage	-	-	1,196	289	1,485
Printing & Reproduction	3,735	-	9,458	-	13,193
Publications Salary Allocation	-	-	-	42,151	42,151
Publications Indirect Allocation	-	-	-	29,195	29,195
Total Publications Expenses	3,735	25,000	20,458	71,635	120,828
Net Income (Loss)	\$ 1,659	\$ 33,615	\$ 4,935	\$ (48,996)	\$ (8,787)

ASALH
Annual Conference
For the Period Ended July 31, 2023

	Budget vs Actual			Year-Over-Year		
	2023 Budget	7/31/23	\$ Change	7/31/22	7/31/23	\$ Change
REVENUE						
Conference Registrations + Tours	\$ 280,000	\$ 114,142	\$ (165,858)	\$ 40,835	\$ 114,142	\$ 73,307
Sponsorship Revenue	225,000	97,000	(128,000)	37,700	97,000	59,300
Souvenir Journal Revenue	15,000	6,150	(8,850)	5,550	6,150	600
Author's Book Signing	2,000	1,680	(320)	1,020	1,680	660
Exhibitor Revenue	18,000	13,050	(4,950)	11,475	13,050	1,575
HU Mellon Grant	25,000	-	(25,000)	-	-	-
Conference Donations / Other	5,000	-	(5,000)	-	-	-
Film Festival	5,000	-	(5,000)	-	-	-
Total Revenue	575,000	232,022	(342,978)	96,580	232,022	135,442
EXPENSES						
Management & Planning	18,000	9,000	(9,000)	9,000	9,000	-
Consultants/Administrative Support	18,000	3,750	(14,250)	2,500	3,750	1,250
Staff Travel	25,500	10,690	(14,810)	5,027	10,690	5,663
EC Dinner	1,500	-	(1,500)	-	-	-
Wednesday Reception	6,700	-	(6,700)	-	-	-
Thursday Luncheon	6,500	-	(6,500)	-	-	-
Thursday Reception	8,500	-	(8,500)	-	-	-
Friday CGW Luncheon	6,500	-	(6,500)	-	-	-
Friday Night Event	8,500	-	(8,500)	-	-	-
Saturday Luncheon	6,500	-	(6,500)	-	-	-
Saturday Banquet	13,000	-	(13,000)	-	-	-
Teachers Workshop Luncheon	6,500	-	(6,500)	-	-	-
Branch Workshop	1,500	-	(1,500)	-	-	-
Academic Program	18,000	5,000	(13,000)	5,000	5,000	-
Awards Program	-	-	-	-	-	-
Black History Tour Expenses	12,500	-	(12,500)	-	-	-
Exhibits	9,500	-	(9,500)	5,625	-	(5,625)
Film Festival	1,500	-	(1,500)	-	-	-
Author's Book Signing	750	-	(750)	-	-	-
Cvent	24,000	19,249	(4,751)	19,667	19,249	(418)
Audio Visual	95,000	-	(95,000)	-	-	-
Website	10,000	2,483	(7,517)	3,268	2,483	(785)
Marketing/Public Relations	-	-	-	-	-	-
Photography/Videography	500	-	(500)	-	-	-
Postage/Shipping	1,200	-	(1,200)	-	-	-
Printing/Supplies/Materials	10,000	1,455	(8,545)	295	1,455	1,160
Miscellaneous Expenses	7,000	-	(7,000)	54	-	(54)
Conference Salary & Wages	109,000	57,096	(51,904)	55,448	57,096	1,648
Conference Indirect Allocation	81,000	31,848	(49,152)	43,125	31,848	(11,277)
Total Expenses	507,150	140,571	(366,579)	149,009	140,571	(8,438)
Net Income (Loss)	\$ 67,850	\$ 91,451	\$ 23,601	\$ (52,429)	\$ 91,451	\$ 143,880