

ASALH 2024 Budget (Condensed)

As of 11/30/23

DRAFT 3

	<i>(Projected)</i>					
	12/31/23	2024 Budget	\$ Change	2023 Budget	2024 Budget	\$ Change
REVENUE						
Membership Dues	\$ 206,620	\$ 215,000	\$ 8,380	\$ 215,000	\$ 215,000	\$ -
Contributions	89,316	105,000	15,684	100,000	105,000	5,000
BHM Festival	127,253	203,800	76,547	156,850	203,800	46,950
Publications	221,110	206,500	(14,610)	213,000	206,500	(6,500)
Annual Conference	663,527	609,200	(54,327)	575,000	609,200	34,200
ASALH Store	10,188	12,000	1,812	-	12,000	12,000
Freedom Schools	-	35,000	35,000	-	35,000	35,000
Other Income	14,007	7,000	(7,007)	8,500	7,000	(1,500)
Total Revenue	1,332,021	1,393,500	61,479	1,268,350	1,393,500	125,150
EXPENSES						
Program Expenses						
Member Services	182,061	170,350	(11,711)	177,000	170,350	(6,650)
BHM Festival	156,849	171,700	14,851	149,600	171,700	22,100
Publications	189,624	171,000	(18,624)	170,500	171,000	500
Annual Conference	506,003	478,490	(27,513)	507,150	478,490	(28,660)
ASALH Store	5,219	5,500	281	-	5,500	5,500
Other Expenses	9,092	2,000	(7,092)	2,000	2,000	-
Total Program Expenses	1,048,848	999,040	(49,808)	1,006,250	999,040	(7,210)
Management & General	370,463	308,460	(62,003)	180,500	308,460	127,960
Development	181,669	172,000	(9,669)	176,600	172,000	(4,600)
Total Expenses	1,600,980	1,479,500	(121,480)	1,363,350	1,479,500	116,150
GRANTS						
Grant Income	1,186,787	946,000	(240,787)	870,000	946,000	76,000
Grant Expenses	1,080,744	860,000	(220,744)	775,000	860,000	85,000
Grant Income (Loss)	106,043	86,000	(20,043)	95,000	86,000	(9,000)
Total Revenue	2,518,808	2,339,500	(179,308)	2,138,350	2,339,500	201,150
Total Expenses	2,681,724	2,339,500	(342,224)	2,138,350	2,339,500	201,150
Change in Net Assets	\$ (162,916)	\$ -	\$ 162,916	\$ -	\$ -	\$ -

ASALH 2024 Budget

As of 11/30/23

DRAFT 3

	(Projected) 12/31/23	2024 Budget	\$ Change	2023 Budget	2024 Budget	\$ Change
REVENUE						
Membership Dues	\$ 206,620	\$ 215,000	\$ 8,380	\$ 215,000	\$ 215,000	\$ -
Contributions	89,316	105,000	15,684	100,000	105,000	5,000
BHM Festival	127,253	203,800	76,547	156,850	203,800	46,950
Publications	221,110	206,500	(14,610)	213,000	206,500	(6,500)
Annual Conference	663,527	609,200	(54,327)	575,000	609,200	34,200
ASALH Store	10,188	12,000	1,812	-	12,000	12,000
Freedom Schools	-	35,000	35,000	-	35,000	35,000
Other Income	14,007	7,000	(7,007)	8,500	7,000	(1,500)
Total Revenue	\$ 1,332,021	\$ 1,393,500	\$ 61,479	\$ 1,268,350	\$ 1,393,500	\$ 125,150
EXPENSES						
Program Expenses						
Member Services	182,061	170,350	(11,711)	177,000	170,350	(6,650)
BHM Festival	156,849	171,700	14,851	149,600	171,700	22,100
Publications	189,624	171,000	(18,624)	170,500	171,000	500
Annual Conference	506,003	478,490	(27,513)	507,150	478,490	(28,660)
ASALH Store	5,219	5,500	281	-	5,500	5,500
Other Expenses	9,092	2,000	(7,092)	2,000	2,000	-
Total Program Expenses	1,048,848	999,040	(49,808)	1,006,250	997,040	(9,210)
Management & General						
Salary & Wages	703,444	681,000	(22,444)	502,500	681,000	178,500
Fringe Benefits	63,250	80,000	16,750	45,000	80,000	35,000
Payroll Taxes	40,500	60,000	19,500	40,000	60,000	20,000
Office Lease	36,000	36,000	-	36,000	36,000	-
Travel	7,500	7,000	(500)	1,000	7,000	6,000
Insurance	7,000	7,000	-	7,000	7,000	-
Telephone	10,780	10,000	(780)	10,000	10,000	-
Computer & Internet Services	19,771	20,000	229	5,500	20,000	14,500
Dues and Subscriptions	18,826	20,000	1,174	11,000	20,000	9,000
Website	69,650	50,000	(19,650)	25,000	50,000	25,000
Database Maintenance	16,017	19,500	3,483	19,500	19,500	-
Public Relations & Marketing	3,368	3,500	132	4,000	3,500	(500)
Postage	7,369	7,500	131	7,500	7,500	-
Bank Fees	759	760	1	1,300	760	(540)
Credit Card Processing Fees	26,422	25,000	(1,422)	22,000	25,000	3,000
Payroll Processing Fees	5,212	5,500	288	5,000	5,500	500
Accounting	86,400	86,400	-	86,400	86,400	-
Audit	11,600	12,000	400	12,000	12,000	-
Legal / Governance	25,124	30,000	4,876	1,000	30,000	29,000
Executive Council Meetings	1,880	1,500	(380)	1,500	1,500	-
Office Supplies	9,992	9,000	(992)	9,000	9,000	-
Equipment Lease	4,752	6,500	1,748	6,500	6,500	-
Equipment Repairs & Maintenance	2,919	2,500	(419)	2,500	2,500	-
Gifts & Courtesies	1,500	1,500	-	1,500	1,500	-
Storage and Archives	5,400	5,400	-	5,400	5,400	-
Licenses & Fees	276	500	224	1,000	500	(500)
Miscellaneous/Contingencies	3,332	3,300	(32)	5,000	3,300	(1,700)
Salary Allocation (To Programs)	(512,218)	(570,900)	(58,682)	(399,000)	(570,900)	(171,900)
Indirect Allocation	(306,362)	(312,000)	(5,638)	(294,600)	(312,000)	(17,400)
Total Management & General	370,463	308,460	(62,003)	180,500	308,460	127,960
Development	181,669	172,000	(9,669)	176,600	172,000	(4,600)
Total Expenses	1,600,980	1,479,500	(121,480)	1,363,350	1,479,500	116,150
Grants						
Grant Income	1,186,787	946,000	(240,787)	870,000	946,000	76,000
Grant Expenses	1,080,744	860,000	(220,744)	775,000	860,000	85,000
Grants Income (Loss)	106,043	86,000	(20,043)	95,000	86,000	(9,000)
Total Revenue	2,518,808	2,339,500	(179,308)	2,138,350	2,339,500	201,150
Total Expenses	2,681,724	2,339,500	(342,224)	2,138,350	2,339,500	201,150
Change in Net Assets	\$ (162,916)	\$ -	\$ (162,916)	\$ -	\$ -	\$ -

ASALH 2024 Budget

BHM Festival

As of 11/30/23

DRAFT 3

	<i>(Projected)</i>					
REVENUE	12/31/23	2024 Budget	\$ Change	2023 Budget	2024 Budget	\$ Change
Ticket Sales	\$ 11,607	\$ 85,000	\$ 73,393	\$ 48,000	\$ 85,000	\$ 37,000
Sponsorship Revenue	105,000	109,500	4,500	100,000	109,500	9,500
Ad Revenue	2,000	2,000	-	1,250	2,000	750
Authors Book Signing	1,440	-	(1,440)	900	-	(900)
General Festival Donations	906	1,000	94	700	1,000	300
EC Festival Donations	6,300	6,300	-	6,000	6,300	300
Total Revenue	127,253	203,800	76,547	156,850	203,800	46,950
EXPENSES						
Consultants/Administrative Support	34,208	19,000	(15,208)	35,000	19,000	(16,000)
Virtual Platform/Support	867	-	(867)	2,000	-	(2,000)
Audio Visual	-	10,000	10,000	-	10,000	10,000
Meals	5,015	50,000	44,985	11,000	50,000	39,000
Website	7,511	2,500	(5,011)	7,500	2,500	(5,000)
Videos/Editing	14,500	-	(14,500)	10,000	-	(10,000)
Printing/Supplies/Materials	909	1,000	91	100	1,000	900
Ornaments/Gifts	871	1,000	129	3,500	1,000	(2,500)
Photography / Videography	350	500	150	-	-	-
Miscellaneous	2,704	5,000	2,296	500	5,000	4,500
BHM Festival Salary & Wages	44,518	47,200	2,682	46,000	47,200	1,200
BHM Festival Indirect Allocation	45,396	35,500	(9,896)	34,000	35,500	1,500
Total Expenses	156,849	171,700	14,851	149,600	171,700	21,600
Net Income (Loss)	\$ (29,596)	\$ 32,100	\$ 61,696	\$ 7,250	\$ 32,100	\$ 25,350

ASALH 2024 Budget

Publications

As of 11/30/23

DRAFT 3

	<i>(Projected)</i>					
	<u>12/31/23</u>	<u>2024 Budget</u>	<u>\$ Change</u>	<u>2023 Budget</u>	<u>2024 Budget</u>	<u>\$ Change</u>
REVENUE						
Book Revenue	\$ 10,024	\$ 10,000	\$ (24)	\$ 2,500	\$ 10,000	\$ 7,500
JAAH	915	500	(415)	500	500	-
Black History Bulletin	25,706	30,000	4,294	38,000	30,000	(8,000)
Posters/Kits/Other	47,510	26,000	(21,510)	32,000	26,000	(6,000)
Royalties Revenue	136,955	140,000	3,045	140,000	140,000	-
Total Revenue	221,110	206,500	(14,610)	213,000	206,500	(6,500)
EXPENSES						
Consultants - JAAH	25,000	25,000	-	15,000	25,000	10,000
Consultants - BHB	12,210	12,000	(210)	15,000	12,000	(3,000)
Consultants - Editorial Assistant	594	1,000	406	1,000	1,000	-
Postage	2,572	3,000	428	5,500	3,000	(2,500)
Printing & Reproduction	31,518	32,000	482	30,000	32,000	2,000
Publications Salary & Wages	68,892	56,000	(12,892)	60,000	56,000	(4,000)
Publications Indirect Allocation	48,838	42,000	(6,838)	44,000	42,000	(2,000)
Total Expenses	189,624	171,000	(18,624)	170,500	171,000	500
Net Income (Loss)	\$ 31,486	\$ 35,500	\$ 4,014	\$ 42,500	\$ 35,500	\$ (7,000)

ASALH 2024 Budget
Annual Conference
As of 11/30/23
DRAFT 3

(Projected)

REVENUE	12/31/23	2024 Budget	\$ Change		2023 Budget	2024 Budget	\$ Change
Conference Registrations + Tours	\$ 359,702	\$ 360,000	\$ 298		\$ 280,000	\$ 360,000	\$ 80,000
Sponsorship Revenue	241,895	205,000	(36,895)		225,000	205,000	(20,000)
Souvenir Journal Revenue	13,050	15,000	1,950		15,000	15,000	-
Author's Book Signing	3,180	3,200	20		2,000	3,200	1,200
Exhibitor Revenue	15,750	16,000	250		18,000	16,000	(2,000)
HU Mellon Grant	25,000	-	(25,000)		25,000	-	(25,000)
Conference Donations / Other	450	5,000	4,550		5,000	5,000	-
Film Festival	5,000	5,000	-		5,000	5,000	-
Total Revenue	664,027	609,200	(54,827)		575,000	609,200	34,200
EXPENSES							
Management & Planning	\$ 18,000	\$ 18,000	\$ -		\$ 18,000	\$ 18,000	\$ -
Consultants/Administrative Support	5,000	7,000	2,000		18,000	7,000	(11,000)
Staff Travel	22,422	25,500	3,078		25,500	25,500	-
EC Dinner	-	-	-		1,500	-	(1,500)
Wednesday Reception	12,575	9,000	(3,575)		6,700	9,000	2,300
Thursday Luncheon	11,750	9,000	(2,750)		6,500	9,000	2,500
Thursday Reception	12,575	9,000	(3,575)		8,500	9,000	500
Friday CGW Luncheon	10,500	9,000	(1,500)	0	6,500	9,000	2,500
Friday Night Event	36,950	15,000	(21,950)		8,500	15,000	6,500
Saturday Luncheon	11,000	9,000	(2,000)		6,500	9,000	2,500
Saturday Banquet	17,400	13,000	(4,400)		13,000	13,000	-
Teachers Workshop Luncheon	-	-	-		6,500	-	(6,500)
Branch Workshop	-	-	-		1,500	-	(1,500)
Academic Program	10,000	10,000	-		18,000	10,000	(8,000)
Black History Tour Expenses	10,513	7,000	(3,513)		12,500	7,000	(5,500)
Exhibits	7,315	8,000	685		9,500	8,000	(1,500)
Film Festival	-	-	-		1,500	-	(1,500)
Author's Book Signing	960	1,000	40		750	1,000	250
Cvent	20,716	17,000	(3,716)		24,000	17,000	(7,000)
Audio Visual	97,782	65,000	(32,782)		95,000	65,000	(30,000)
Website	9,863	10,000	137		10,000	10,000	-
Marketing/Public Relations	-	-	-		-	-	-
Photography/Videography	500	1,000	500		500	1,000	500
Postage/Shipping	1,970	1,900	(70)		1,200	1,900	700
Printing/Supplies/Materials	12,947	12,500	(447)		10,000	12,500	2,500
Miscellaneous Expenses	3,493	6,740	3,247		7,000	6,740	(260)
Conference Salary & Wages	109,556	122,850	13,294		109,000	122,850	13,850
Conference Indirect Allocation	62,181	92,000	29,819		81,000	92,000	11,000
Total Expenses	505,968	478,490	(27,478)		507,150	478,490	(28,660)
Net Income (Loss)	\$ 158,059	\$ 130,710	\$ (27,349)		\$ 67,850	\$ 130,710	\$ 62,860