



ASSOCIATION FOR THE STUDY OF AFRICAN AMERICAN LIFE & HISTORY

FINANCIAL STATEMENTS

OCTOBER 31, 2023

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ASALH

Consolidated Bank Reconciliation

For the Month Ending: October 31, 2023

<u>Bank</u>		<u>Book</u>	
Business Checking	\$ 491,370	Business Checking	\$ 408,054
PayPal	209	PayPal	209
Cash Reserves	295,925	Cash Reserves	295,925
Subtotal	<u>\$ 787,504</u>	Subtotal	<u>\$ 704,188</u>

Outstanding Checks

Check# 11180	6/30/23	(4,251.00)	Calumet Heritage Partnership
Check# 11270	8/13/23	(5,000.00)	Adam H. Dombay
Check# 11308	8/13/23	(4,995.00)	World Heritage USA
Check# 11327	8/30/23	(3,940.00)	Boone County Public Library
Check# 11333	8/30/23	(500.00)	Woodlawn & Pope-Leighey House
Check# 11335	8/30/23	(1,250.00)	Sun City Entertainment, LLC
Check# 11331	8/30/23	(2,835.00)	Louis C. Hicks
Check# 11329	8/30/23	(5,000.00)	Evelyn Jackson
Check# 11304	8/30/23	(3,060.77)	Literacy InterActives, Inc.
Check# 11332	8/30/23	(477.20)	Shawn Halifax
Check# 11314	8/30/23	(8,751.00)	North American Management
Check# 11340	8/30/23	(3,229.00)	Christina Crawford
Check# 11336	8/30/23	(1,500.00)	Shennette Garrett-Scott
Check# 11337	8/30/23	(1,033.19)	Ariel Roy
Check# 11338	8/30/23	(2,000.00)	Orr-McIntyre & Associates
Check# 11339	8/30/23	(1,250.00)	Lisa Brock
Check# 11341	8/30/23	(3,229.00)	Nicholas Hall
Check# 11342	8/30/23	(8,334.00)	Michelle L. Pourciau
Check# 11343	8/30/23	(7,115.00)	Kay Phillips
Check# 11344	8/30/23	(14,450.00)	Orr-McIntyre & Associates

Outstanding ACH	(715.25)	Hyatt Regency Jacksonville Riverfront
Outstanding ACH	(400.00)	A.L. Lewis Museum at American Beach

Adjusted Cash Balance \$ 704,188

Adjusted Cash Balance \$ 704,188

Variance \$ -

ASALH
Statement of Financial Position
As of October 31, 2023

	10/31/22	10/31/23	\$ Change
ASSETS			
Current Assets			
Business Checking	\$ 724,587	\$ 408,054	\$ (316,533)
PayPal	866	209	(657)
Cash Reserves	294,042	295,925	1,883
Total Cash and Cash Equivalents	1,019,495	704,188	(315,307)
Accounts Receivable	186,409	256,379	69,970
Prepaid Expenses	-	25,059	25,059
Security Deposits	3,000	3,000	-
Total Current Assets	1,208,904	988,626	(220,278)
Fixed Assets, Net	-	-	-
TOTAL ASSETS	\$ 1,208,904	\$ 988,626	\$ (220,278)
LIABILITIES AND NET ASSETS			
LIABILITIES			
Accounts Payable	\$ 165,469	\$ 19,046	\$ (146,423)
Accrued Salary & Wages	12,908	18,287	5,379
Deferred Revenue			
Membership	8,470	6,450	(2,020)
Publications	780	-	(780)
Total Deferred Revenue	9,250	6,450	(2,800)
Refundable Advances			
NPS Grants	14,910	5,846	(9,064)
Total Refundable Advances	14,910	5,846	(9,064)
TOTAL LIABILITIES	202,537	49,629	(152,908)
NET ASSETS			
Without Donor Restrictions	717,832	659,467	(58,365)
Board-Designated Restrictions (Book Prize Awards)	12,985	11,460	(1,525)
With Donor Restrictions	275,550	268,070	(7,480)
Total NET ASSETS	1,006,367	938,997	(67,370)
TOTAL LIABILITIES AND NET ASSETS	\$ 1,208,904	\$ 988,626	\$ (220,278)

Net Assets With Donor Restrictions			
New York Life Grant	\$ 8,969	\$ 8,969	\$ -
National Park Foundation Grant	49,584	42,104	(7,480)
400 Years Commission NTF Grants	216,997	216,997	-
Change in Net Assets With Donor Restrictions	\$ 275,550	\$ 268,070	\$ (7,480)

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

	10/31/22	10/31/23	\$ Change
Net Assets Without Donor Restrictions			
Revenue			
Contributions			
Individual Contributions	\$ 27,199	\$ 51,751	\$ 24,552
EC Contributions	26,400	16,300	(10,100)
Book Prize Award Contributions	35	10	(25)
Total Contributions Revenue	53,634	68,061	14,427
Program Revenue			
Membership Dues	192,305	206,020	13,715
BHM Festival	147,375	127,253	(20,122)
Publications	138,095	147,525	9,430
Annual Conference	531,257	664,027	132,770
ASALH Store	11,680	8,453	(3,227)
Speakers Bureau	-	2,000	2,000
Other	4,726	11,008	6,282
Total Program Revenue	1,025,438	1,166,286	140,848
Grant Revenue			
NPS Grants	315,227	665,534	350,307
HU Mellon Grant	274,379	311,752	37,373
Total Grant Revenue	589,606	977,286	387,680
Total Revenue	1,668,678	2,211,633	542,955
Expenses			
Management & General	119,023	249,862	130,839
Development	126,860	146,277	19,417
Program Expenses			
Member Services	131,183	152,915	21,732
BHM Festival	119,212	156,849	37,637
Publications	132,448	170,888	38,440
Annual Conference	429,886	505,968	76,082
ASALH Store	-	4,847	4,847
Book Prize Awards	-	1,500	1,500
Other	6,829	7,592	763
Total Program Expenses	819,558	1,000,559	181,001
Grant Expenses			
NPS Grants	274,101	600,514	326,413
National Park Foundation Grant	62,646	5,800	(56,846)
HU Mellon Grant	241,785	281,752	39,967
Total Grant Expenses	578,532	888,066	309,534
Total Expenses	1,643,973	2,284,764	640,791
Change in Net Assets Without Donor Restrictions	24,705	(73,131)	(97,836)
Net Assets With Donor Restrictions			
Grant Revenue			
National Park Foundation Grant	23,740	-	(23,740)
Total Grant Revenue	23,740	-	(23,740)
Total Revenue	1,692,418	2,211,633	519,215
Total Expenses	1,643,973	2,284,764	640,791
Total Change in Net Assets	48,445	(73,131)	(121,576)
Net Assets, Beginning of Year	957,922	1,012,128	54,206
Net Assets, End of Period	\$ 1,006,367	\$ 938,997	\$ (67,370)

ASALH

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

	<i>Budget vs Actual</i>		
	2023 Budget	10/31/23	\$ Change
<u>REVENUE</u>			
Membership Dues	\$ 215,000	\$ 206,020	\$ (8,980)
Contributions	100,000	68,061	(31,939)
BHM Festival	156,850	127,253	(29,597)
Publications	213,000	147,525	(65,475)
Annual Conference	575,000	664,027	89,027
Other Income	8,500	21,461	12,961
Total Revenue	1,268,350	1,234,347	(34,003)
<u>EXPENSES</u>			
Program Expenses			
Member Services	177,000	152,915	(24,085)
BMH Festival	149,600	156,849	7,249
Publications	170,500	170,888	388
Annual Conference	507,150	505,968	(1,182)
Other	2,000	13,939	11,939
Total Program Expenses	1,006,250	1,000,559	(5,691)
Management & General	180,500	249,862	69,362
Development	176,600	146,277	(30,323)
Total Expenses	1,363,350	1,396,698	33,348
<u>GRANTS</u>			
Grant Income	870,000	977,286	107,286
Grant Expenses	775,000	888,066	113,066
Grant Income (Loss)	95,000	89,220	(5,780)
Total Revenue	2,138,350	2,211,633	73,283
Total Expenses	2,138,350	2,284,764	146,414
Change in Net Assets	\$ -	\$ (73,131)	\$ (73,131)

ASALH
 BHM Festival
 For the Period Ended October 31, 2023

	<u>Budget vs Actual</u>			<u>Year-Over-Year</u>		
	<u>2023 Budget</u>	<u>10/31/23</u>	<u>\$ Change</u>	<u>10/31/22</u>	<u>10/31/23</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 October 31, 2023

	<i>Budget vs Actual</i>			<i>Year-Over-Year</i>		
	2023 Budget	10/31/23	\$ Change	10/31/22	10/31/23	\$ Change
REVENUE						
Book Revenue	\$ 2,500	\$ 10,024	\$ 7,524	\$ 9,994	\$ 10,024	\$ 30
JAAH	500	915	415	420	915	495
Black History Bulletin	38,000	25,706	(12,294)	32,732	25,706	(7,026)
Posters/Kits/Other	32,000	22,760	(9,240)	6,189	22,760	16,571
Royalties Revenue	140,000	88,120	(51,880)	88,760	88,120	(640)
Total Publications Revenue	213,000	147,525	(65,475)	138,095	147,525	9,430
EXPENSES						
Consultants - JAAH	15,000	25,000	10,000	15,000	25,000	10,000
Consultants - BHB	15,000	12,210	(2,790)	15,950	12,210	(3,740)
Consultants - Editorial Assistant	1,000	594	(406)	123	594	471
Postage	5,500	2,572	(2,928)	4,952	2,572	(2,380)
Printing & Reproduction	30,000	31,518	1,518	27,083	31,518	4,435
Publications Supplies & Other	-	-	-	60	-	(60)
Publications Salary Allocation	60,000	58,762	(1,238)	39,440	58,762	19,322
Publications Indirect Allocation	44,000	40,232	(3,768)	29,840	40,232	10,392
Total Publications Expenses	170,500	170,888	388	132,448	170,888	38,440
Net Income (Loss)	\$ 42,500	\$ (23,363)	\$ (65,863)	\$ 5,647	\$ (23,363)	\$ (29,010)

ASALH
Publications
For the Period Ended October 31, 2023

	<u>Books</u>	<u>JAAH</u>	<u>BHB</u>	<u>Other</u>	<u>Total</u>
<u>REVENUE</u>					
Books					
Chi Eta Phi	\$ 9,000	\$ -	\$ -	\$ -	\$ 9,000
Mis-Education of the Negro	630	-	-	-	630
Carter G. Woodson's Appeal	346	-	-	-	346
Negro in Sports	48	-	-	-	48
Message in the Music	-	-	-	-	-
Total Books Revenue	10,024	-	-	-	10,024
Subscription Services	-	915	25,706	-	26,621
Royalties	1,183	86,638	299	-	88,120
Posters	-	-	-	12,970	12,970
BHM Learning Kits	-	-	-	9,790	9,790
Total Publications Revenue	11,207	87,553	26,005	22,760	147,525
<u>EXPENSES</u>					
Consultants	-	25,000	12,210	-	37,210
Editorial Assistant	-	-	594	-	594
Postage	-	428	1,855	289	2,572
Printing & Reproduction	8,184	4,995	14,125	4,214	31,518
Publications Salary Allocation	-	-	-	58,762	58,762
Publications Indirect Allocation	-	-	-	40,232	40,232
Total Publications Expenses	8,184	30,423	28,784	103,497	170,888
Net Income (Loss)	\$ 3,023	\$ 57,130	\$ (2,779)	\$ (80,737)	\$ (23,363)

ASALH
Annual Conference
For the Period Ended October 31, 2023

	<i>Budget vs Actual</i>			<i>Year-Over-Year</i>		
	2023 Budget	10/31/23	\$ Change	10/31/22	10/31/23	\$ Change
REVENUE						
Conference Registrations + Tours	\$ 280,000	\$ 359,702	\$ 79,702	\$ 270,510	\$ 359,702	\$ 89,192
Sponsorship Revenue	225,000	241,895	16,895	225,592	241,895	16,303
Souvenir Journal Revenue	15,000	13,050	(1,950)	10,900	13,050	2,150
Author's Book Signing	2,000	3,180	1,180	1,860	3,180	1,320
Exhibitor Revenue	18,000	15,750	(2,250)	17,363	15,750	(1,613)
HU Mellon Grant	25,000	25,000	-	-	25,000	25,000
Conference Donations / Other	5,000	450	(4,550)	32	450	418
Film Festival	5,000	5,000	-	5,000	5,000	-
Total Revenue	575,000	664,027	89,027	531,257	664,027	132,770
EXPENSES						
Management & Planning	18,000	18,000	-	13,500	18,000	4,500
Consultants/Administrative Support	18,000	5,000	(13,000)	5,000	5,000	-
Staff Travel	25,500	22,422	(3,078)	25,737	22,422	(3,315)
EC Dinner	1,500	-	(1,500)	-	-	-
Wednesday Reception	6,700	12,575	5,875	-	12,575	12,575
Thursday Luncheon	6,500	11,750	5,250	11,294	11,750	456
Thursday Reception (JAAH)	8,500	12,575	4,075	7,220	12,575	5,355
Friday Luncheon (CGW)	6,500	10,500	4,000	7,758	10,500	2,742
Friday Reception	8,500	36,950	28,450	15,752	36,950	21,198
Saturday Luncheon	6,500	11,000	4,500	7,885	11,000	3,115
Saturday Banquet	13,000	17,400	4,400	13,181	17,400	4,219
Teachers Workshop Luncheon	6,500	-	(6,500)	-	-	-
Branch Workshop	1,500	-	(1,500)	-	-	-
Academic Program	18,000	10,000	(8,000)	12,088	10,000	(2,088)
Awards Program	-	-	-	-	-	-
Black History Tour Expenses	12,500	10,513	(1,987)	11,798	10,513	(1,285)
Exhibits	9,500	7,315	(2,185)	7,270	7,315	45
Film Festival	1,500	-	(1,500)	1,230	-	(1,230)
Author's Book Signing	750	960	210	720	960	240
Cvent	24,000	20,716	(3,284)	21,315	20,716	(599)
Audio Visual	95,000	97,782	2,782	66,005	97,782	31,777
Website	10,000	9,863	(137)	7,664	9,863	2,199
Marketing/Public Relations	-	-	-	-	-	-
Photography/Videography	500	500	-	500	500	-
Postage/Shipping	1,200	1,970	770	1,119	1,970	851
Printing/Supplies/Materials	10,000	12,947	2,947	13,415	12,947	(468)
Miscellaneous Expenses	7,000	3,493	(3,507)	9,137	3,493	(5,644)
Conference Salary & Wages	109,000	109,556	556	97,581	109,556	11,975
Conference Indirect Allocation	81,000	62,181	(18,819)	72,717	62,181	(10,536)
Total Expenses	507,150	505,968	(1,182)	429,886	505,968	76,082
Net Income (Loss)	\$ 67,850	\$ 158,059	\$ 90,209	\$ 101,371	\$ 158,059	\$ 56,688

ASALH
Annual Conference
For the Period Ended October 31, 2023

	Budget vs Actual			Year-Over-Year		
	<i>As of 10/31/23</i>			<i>As of 10/31/23</i>		
	2023 Budget	2023	\$ Change	2022	2023	\$ Change
REVENUE						
Conference Registrations + Tours	\$ 280,000	\$ 359,702	\$ 79,702	\$ 270,510	\$ 359,702	\$ 89,192
Sponsorship Revenue	225,000	241,895	16,895	210,592	241,895	31,303
Souvenir Journal Revenue	15,000	13,050	(1,950)	15,900	13,050	(2,850)
Author's Book Signing	2,000	3,180	1,180	1,860	3,180	1,320
Exhibitor Revenue	18,000	15,750	(2,250)	17,363	15,750	(1,613)
HU Mellon Grant	25,000	25,000	-	20,000	25,000	5,000
Conference Donations / Other	5,000	450	(4,550)	132	450	318
Film Festival	5,000	5,000	-	5,000	5,000	-
Total Revenue	575,000	664,027	89,027	541,357	664,027	122,670
EXPENSES						
Management & Planning	18,000	18,000	-	18,000	18,000	-
Consultants/Administrative Support	18,000	5,000	(13,000)	5,000	5,000	-
Staff Travel	25,500	22,422	(3,078)	25,737	22,422	(3,315)
EC Dinner	1,500	-	(1,500)	-	-	-
Wednesday Reception	6,700	12,575	5,875	-	12,575	12,575
Thursday Luncheon	6,500	11,750	5,250	11,294	11,750	456
Thursday Reception (JAAH)	8,500	12,575	4,075	7,220	12,575	5,355
Friday Luncheon (CGW)	6,500	10,500	4,000	7,758	10,500	2,742
Friday Reception	8,500	36,950	28,450	15,752	36,950	21,198
Saturday Luncheon	6,500	11,000	4,500	7,885	11,000	3,115
Saturday Banquet	13,000	17,400	4,400	13,181	17,400	4,219
Teachers Workshop Luncheon	6,500	-	(6,500)	-	-	-
Branch Workshop	1,500	-	(1,500)	-	-	-
Academic Program	18,000	10,000	(8,000)	12,088	10,000	(2,088)
Awards Program	-	-	-	-	-	-
Black History Tour Expenses	12,500	10,513	(1,987)	11,798	10,513	(1,285)
Exhibits	9,500	7,315	(2,185)	7,271	7,315	44
Film Festival	1,500	-	(1,500)	1,230	-	(1,230)
Author's Book Signing	750	960	210	720	960	240
Cvent	24,000	20,716	(3,284)	21,315	20,716	(599)
Audio Visual	95,000	97,782	2,782	40,635	97,782	57,147
Website	10,000	9,863	(137)	7,664	9,863	2,199
Marketing/Public Relations	-	-	-	-	-	-
Photography/Videography	500	500	-	500	500	-
Postage/Shipping	1,200	1,970	770	2,610	1,970	(640)
Printing/Supplies/Materials	10,000	12,947	2,947	13,431	12,947	(484)
Miscellaneous Expenses	7,000	3,493	(3,507)	9,137	3,493	(5,644)
Conference Salary & Wages	109,000	109,556	556	97,581	109,556	11,975
Conference Indirect Allocation	81,000	62,181	(18,819)	72,717	62,181	(10,536)
Total Expenses	507,150	505,968	(1,182)	410,524	505,968	95,444
Net Income (Loss)	\$ 67,850	\$ 158,059	\$ 90,209	\$ 130,833	\$ 158,059	\$ 27,226