



ASSOCIATION FOR THE STUDY OF AFRICAN AMERICAN LIFE & HISTORY

FINANCIAL STATEMENTS

DECEMBER 31 , 2023

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

<u>Bank</u>	
Business Checking	\$ 425,221
PayPal	8,338
Cash Reserves	296,246
PLUS:	
Deposits in Transit	10,809.95
 Subtotal	 <u>\$ 740,615</u>

<u>Book</u>	
Business Checking	\$ 424,131
PayPal	8,338
Cash Reserves	296,246
PLUS:	
 Subtotal	 <u>\$ 728,715</u>

Outstanding Checks

Check#	11180	6/30/23	(4,251.00)	Calumet Heritage Partnership
Check#	11350	11/14/23	(1,440.00)	North Carolina A&T State University
Check#	11357	11/14/23	(1,500.00)	Advanced Planning Services
Check#	11370	12/1/23	(3,000.00)	UPO
Check#	11402	12/1/23	(975.38)	DC Treasurer
Check#	11403	12/1/23	(733.32)	DC Treasurer

Adjusted Cash Balance **\$ 728,715**

Adjusted Cash Balance **\$ 728,715**

Variance **\$ -**

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Statement of Financial Position

As of December 31, 2023

	12/31/22	12/31/23	\$ Change
ASSETS			
Current Assets			
Business Checking	\$ 552,922	\$ 424,131	\$ (128,791)
PayPal	886	8,338	7,452
Cash Reserves	294,327	296,246	1,919
Total Cash and Cash Equivalents	848,135	728,715	(119,420)
Accounts Receivable	359,382	283,207	(76,175)
Prepaid Expenses	24,785	33,656	8,871
Security Deposits	3,000	3,000	-
Total Current Assets	1,235,302	1,048,578	(186,724)
Fixed Assets, Net	-	-	-
TOTAL ASSETS	\$ 1,235,302	\$ 1,048,578	\$ (186,724)
LIABILITIES AND NET ASSETS			
LIABILITIES			
Accounts Payable	\$ 115,667	\$ 90,156	\$ (25,511)
Accrued Salary & Wages	5,398	7,903	2,505
Deferred Revenue			
Membership	54,845	28,535	(26,310)
Publications	5,852	633	(5,219)
BHM Festival	1,762	18,710	16,948
EC Contributions	900	1,800	900
Total Deferred Revenue	63,359	49,678	(13,681)
Refundable Advances			
NPS Grants	38,749	5,846	(32,903)
Total Refundable Advances	38,749	5,846	(32,903)
TOTAL LIABILITIES	223,173	153,583	(69,590)
NET ASSETS			
Without Donor Restrictions	724,394	609,988	(114,406)
Board-Designated Restrictions (Book Prize Awards)	13,285	11,245	(2,040)
With Donor Restrictions	274,450	273,762	(688)
Total NET ASSETS	1,012,129	894,995	(117,134)
TOTAL LIABILITIES AND NET ASSETS	\$ 1,235,302	\$ 1,048,578	\$ (186,724)

Net Assets With Donor Restrictions

New York Life Grant	\$ 8,969	\$ 8,969	\$ -
National Park Foundation Grant	48,484	42,104	(6,380)
400 Years Commission NTF Grants	216,997	216,997	-
AAAM/AACRN Grant	-	5,692	5,692
Change in Net Assets With Donor Restrictions	\$ 274,450	\$ 273,762	\$ (688)

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

	12/31/22	12/31/23	\$ Change
Net Assets Without Donor Restrictions			
Revenue			
Contributions			
Individual Contributions	\$ 49,510	\$ 75,766	\$ 26,256
EC Contributions	26,400	17,300	(9,100)
Book Prize Award Contributions	335	260	(75)
Total Contributions Revenue	76,245	93,326	17,081
Program Revenue			
Membership Dues	195,305	209,620	14,315
BHM Festival	147,375	125,753	(21,622)
Publications	217,489	239,632	22,143
Annual Conference	541,357	648,727	107,370
ASALH Store	12,240	28,529	16,289
Speakers Bureau	-	2,000	2,000
Other	7,950	12,957	5,007
Total Program Revenue	1,121,716	1,267,218	145,502
Grant Revenue			
NPS Grants	537,319	832,298	294,979
HU Mellon Grant	400,000	400,000	-
Total Grant Revenue	937,319	1,232,298	294,979
Total Revenue	2,135,280	2,592,842	457,562
Expenses			
Management & General	164,404	358,599	194,195
Development	172,292	191,758	19,466
Program Expenses			
Member Services	158,272	185,351	27,079
BHM Festival	123,387	156,849	33,462
Publications	160,745	181,869	21,124
Annual Conference	410,524	505,519	94,995
ASALH Store	-	6,184	6,184
Book Prize Awards	-	1,500	1,500
Other	6,828	7,592	764
Total Program Expenses	859,756	1,044,864	185,108
Grant Expenses			
NPS Grants	476,502	744,646	268,144
AAAM/AACRN Grant	-	19,308	19,308
National Park Foundation Grant	63,646	5,800	(57,846)
HU Mellon Grant	369,295	370,000	705
Total Grant Expenses	909,443	1,139,754	230,311
Total Expenses	2,105,895	2,734,975	629,080
Change in Net Assets Without Donor Restrictions	29,385	(142,133)	(171,518)
Net Assets With Donor Restrictions			
Grant Revenue			
AAAM/AACRN Grant	-	25,000	25,000
National Park Foundation Grant	23,740	-	(23,740)
Total Grant Revenue	23,740	25,000	1,260
Total Revenue	2,159,020	2,617,842	458,822
Total Expenses	2,105,895	2,734,975	629,080
Total Change in Net Assets	53,125	(117,133)	(170,258)
Net Assets, Beginning of Year	957,922	1,012,128	54,206
Net Assets, End of Period	\$ 1,011,047	\$ 894,995	\$ (116,052)

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

	<i>Budget vs Actual</i>		
	2023 Budget	12/31/23	\$ Change
<u>REVENUE</u>			
Membership Dues	\$ 215,000	\$ 209,620	\$ (5,380)
Contributions	100,000	93,326	(6,674)
BHM Festival	156,850	125,753	(31,097)
Publications	213,000	239,632	26,632
Annual Conference	575,000	648,727	73,727
Other Income	8,500	43,486	34,986
Total Revenue	1,268,350	1,360,544	92,194
<u>EXPENSES</u>			
Program Expenses			
Member Services	177,000	185,351	8,351
BMH Festival	149,600	156,849	7,249
Publications	170,500	181,869	11,369
Annual Conference	507,150	505,519	(1,631)
Other	2,000	15,276	13,276
Total Program Expenses	1,006,250	1,044,864	38,614
Management & General	180,500	358,599	178,099
Development	176,600	191,758	15,158
Total Expenses	1,363,350	1,595,221	231,871
<u>GRANTS</u>			
Grant Income	870,000	1,257,298	387,298
Grant Expenses	775,000	1,139,754	364,754
Grant Income (Loss)	95,000	117,544	22,544
Total Revenue	2,138,350	2,617,842	479,492
Total Expenses	2,138,350	2,734,975	596,625
Change in Net Assets	\$ -	\$ (117,133)	\$ (117,133)

ASALH
BHM Festival
For the Period Ended December 31, 2023

	Budget vs Actual			Year-Over-Year		
	2023 Budget	12/31/23	\$ Change	12/31/22	12/31/23	\$ Change
REVENUE						
Ticket Sales	\$ 48,000	\$ 11,607	(36,393)	\$ 18,520	\$ 11,607	\$ (6,913)
Sponsorship Revenue	100,000	103,500	3,500	120,000	103,500	(16,500)
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	125,753	(31,097)	147,375	125,753	(21,622)
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	18,915	14,500	(4,415)
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	123,387	156,849	33,462
Net Income (Loss)	\$ 7,250	\$ (31,096)	\$ (38,346)	\$ 23,988	\$ (31,096)	\$ (55,084)

ASALH
Publications
For the Period Ended December 31, 2023

	Budget vs Actual			Year-Over-Year		
	2023 Budget	12/31/23	\$ Change	12/31/22	12/31/23	\$ Change
REVENUE						
Book Revenue	\$ 2,500	\$ 10,183	\$ 7,683	\$ 10,051	\$ 10,183	\$ 132
JAAH	500	975	475	440	975	535
Black History Bulletin	38,000	25,731	(12,269)	37,817	25,731	(12,086)
Posters/Kits/Other	32,000	47,510	15,510	31,385	47,510	16,125
Royalties Revenue	140,000	155,233	15,233	137,796	155,233	17,437
Total Publications Revenue	213,000	239,632	26,632	217,489	239,632	22,143
EXPENSES						
Consultants - JAAH	15,000	25,000	10,000	15,000	25,000	10,000
Consultants - BHB	15,000	12,700	(2,300)	15,950	12,700	(3,250)
Consultants - Editorial Assistant	1,000	594	(406)	123	594	471
Postage	5,500	3,110	(2,390)	5,302	3,110	(2,192)
Printing & Reproduction	30,000	36,073	6,073	33,970	36,073	2,103
Publications Supplies & Other	-	-	-	60	-	(60)
Publications Salary Allocation	60,000	61,716	1,716	51,274	61,716	10,442
Publications Indirect Allocation	44,000	42,676	(1,324)	39,066	42,676	3,610
Total Publications Expenses	170,500	181,869	11,369	160,745	181,869	21,124
Net Income (Loss)	\$ 42,500	\$ 57,763	\$ 15,263	\$ 56,744	\$ 57,763	\$ 1,019

ASALH
Publications
For the Period Ended December 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	770	-	-	-	770
Carter G. Woodson's Appeal	365	-	-	-	365
Negro in Sports	48	-	-	-	48
Message in the Music	-	-	-	-	-
Total Books Revenue	10,183	-	-	-	10,183
Subscription Services	-	975	25,731	-	26,706
Royalties	1,852	153,082	299	-	155,233
Posters	-	-	-	12,970	12,970
BHM Learning Kits	-	-	-	34,540	34,540
Total Publications Revenue	12,035	154,057	26,030	47,510	239,632
<u>EXPENSES</u>					
Consultants	-	25,000	12,700	-	37,700
Editorial Assistant	-	-	594	-	594
Postage	-	428	1,855	827	3,110
Printing & Reproduction	12,539	4,995	14,125	4,414	36,073
Publications Salary Allocation	-	-	-	61,716	61,716
Publications Indirect Allocation	-	-	-	42,676	42,676
Total Publications Expenses	12,539	30,423	29,274	109,633	181,869
Net Income (Loss)	\$ (504)	\$ 123,634	\$ (3,244)	\$ (62,123)	\$ 57,763

ASALH
Annual Conference
For the Period Ended December 31, 2023

	<i>Budget vs Actual</i>			<i>Year-Over-Year</i>		
	2023 Budget	12/31/23	\$ Change	12/31/22	12/31/23	\$ Change
REVENUE						
Conference Registrations + Tours	\$ 280,000	\$ 362,702	\$ 82,702	\$ 270,510	\$ 362,702	\$ 92,192
Sponsorship Revenue	225,000	223,595	(1,405)	235,592	223,595	(11,997)
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)	132	450	318
Film Festival	5,000	5,000	-	5,000	5,000	-
Total Revenue	575,000	648,727	73,727	541,357	648,727	107,370
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	21,063	(4,437)	25,737	21,063	(4,674)
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	3,100	1,900	2,610	3,100	490
Printing/Supplies/Materials	10,000	12,725	2,725	13,431	12,725	(706)
Miscellaneous Expenses	7,000	3,495	(3,505)	9,137	3,495	(5,642)
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	505,519	(1,631)	410,524	505,519	94,995
Net Income (Loss)	\$ 67,850	\$ 143,208	\$ 75,358	\$ 130,833	\$ 143,208	\$ 12,375