

# EXHIBIT B

|                                    |  | FY18 Budget            | FY18 Forecast          | FY19 Budget            |
|------------------------------------|--|------------------------|------------------------|------------------------|
| <b>Income:</b>                     |  |                        |                        |                        |
| Annual Meeting:                    |  |                        |                        |                        |
| 1                                  | -Registration fees and other income  | \$ 230,000.00          | \$ 269,850.00          | \$ 235,000.00          |
| 2                                  | -Other educational events (conservation workshop)                                  | \$ 35,000.00           | \$ -                   | \$ 60,000.00           |
| Archaeological and Policy Support: |  |                        |                        |                        |
| 3                                  | -Fellowships for Dig Scholarships (Heritage, Platt, membership etc. distribution)  | \$ 50,000.00           | \$ 42,000.00           | \$ 42,000.00           |
| 3                                  | -Fellowships funds placed in endowment (e.g., MacAllister, Strange/Midkiff, Mey)   | \$ 40,000.00           | \$ 30,000.00           | \$ 30,000.00           |
| 3                                  | -Field Research Support Awarded (Harris and Seger distribution)                    | \$ 7,500.00            | \$ 7,500.00            | \$ 7,500.00            |
| 3                                  | -Field Research funds placed in endowment (Harris, Seger, Geraty)                  | \$ 60,000.00           | \$ 5,000.00            | \$ 5,000.00            |
| 3                                  | -Fellowships for members (e.g., travel to collections; Dever Fellowship)           | \$ 11,000.00           | \$ 11,000.00           | \$ 11,000.00           |
| 4                                  | -Support for Online Media and FOA TR Releases                                      | \$ 25,250.00           | \$ 21,000.00           | \$ 10,000.00           |
| 5                                  | -Nies Trust income   | \$ 20,000.00           | \$ 17,000.00           | \$ 17,000.00           |
| 6                                  | Cultural Heritage Initiatives (CHI)  |                        |                        |                        |
| 7                                  | -CHI revenue for continuing ASOR staff salaries                                    | \$ 58,500.00           | \$ 32,580.00           | \$ 45,000.00           |
| 6                                  | -CHI revenue for indirect costs (will be used for some ASOR staff and digital mex) | \$ 133,014.38          | \$ 123,682.00          | \$ 40,000.00           |
| 6                                  | -Money set aside for CHI audit   | \$ 6,000.00            | \$ 6,000.00            | \$ -                   |
| Journals/Memberships:              |  |                        |                        |                        |
| 8                                  | -Subscriptions/memberships   | \$ 400,000.00          | \$ 385,000.00          | \$ 362,500.00          |
| 9                                  | -Royalties and advertising   | \$ 56,000.00           | \$ 45,000.00           | \$ 35,000.00           |
| 10                                 | -Support from OF and gifts   |                        | \$ 7,500.00            |                        |
| Books:                             |  |                        |                        |                        |
| 11                                 | -Funds from Opportunity Fund   | \$ 15,000.00           | \$ 15,000.00           | \$ 15,000.00           |
| 11                                 | -Sales revenue designated for Opportunity Fund                                     | \$ 20,000.00           | \$ 20,000.00           | \$ 20,000.00           |
|                                    | - Book subventions   |                        |                        |                        |
| Undesignated Revenue:              |  |                        |                        |                        |
| 12                                 | -Annual fund contributions   | \$ 80,000.00           | \$ 115,000.00          | \$ 85,000.00           |
| 13                                 | -Institutional memberships   | \$ 75,000.00           | \$ 73,000.00           | \$ 72,000.00           |
| 14                                 | -Distribution from Endowment   | \$ 24,000.00           | \$ 24,832.00           | \$ 25,500.00           |
| 15                                 | -Interest income   | \$ 4,000.00            | \$ 8,121.50            | \$ 10,000.00           |
| 16                                 | -Administrative fees and misc. income  | \$ 7,750.00            | \$ 8,400.00            | \$ 8,600.00            |
| Other Designated Revenue:          |  |                        |                        |                        |
| 17                                 | -Designated gifts for Endowment  | \$ 5,000.00            | \$ 1,000.00            | \$ 2,000.00            |
| 18                                 | -Other designated gifts  |                        |                        | \$ 2,000.00            |
| 18                                 | -Development Fund and designated gifts   | \$ 2,500.00            | \$ 1,500.00            | \$ 1,500.00            |
| 19                                 | -Use of prior year unrestricted for relocation and severance                       |                        |                        | \$ 100,000.00          |
| In-kind Donations:                 |  |                        |                        |                        |
| 20                                 | -Rent subvention (VTS)   | \$ -                   | \$ -                   | \$ 10,000.00           |
| 21                                 | -Other In kind, including legal  | \$ 25,000.00           | \$ 25,000.00           | \$ 50,000.00           |
| <b>Total Income</b>                |  | <b>\$ 1,390,514.38</b> | <b>\$ 1,294,965.50</b> | <b>\$ 1,301,600.00</b> |

**Expenses:****Annual Meeting:**

|   |                           |    |            |    |            |    |            |
|---|---------------------------|----|------------|----|------------|----|------------|
| 1 | -Annual meeting expenses  | \$ | 120,000.00 | \$ | 132,000.00 | \$ | 105,000.00 |
| 2 | -Other Educational Events | \$ | 27,500.00  | \$ | -          | \$ | 55,000.00  |

**Archaeological and Policy Support:**

|    |   |    |           |    |           |    |           |
|----|---|----|-----------|----|-----------|----|-----------|
| 3  | -Fellowships for Dig Scholarships (Heritage, Platt, membership etc. distribution) | \$ | 50,000.00 | \$ | 42,000.00 | \$ | 42,000.00 |
| 3  | -Fellowships funds placed in endowment (e.g., MacAllister, Strange/Midkiff, Mey)  | \$ | 40,000.00 | \$ | 30,000.00 | \$ | 30,000.00 |
| 3  | -Field Research Support Awarded (Harris and Seger distribution)                   | \$ | 7,500.00  | \$ | 7,500.00  | \$ | 7,500.00  |
| 3  | -Field Research funds placed in endowment (Harris, Seger, Geraty)                 | \$ | 60,000.00 | \$ | 5,000.00  | \$ | 5,000.00  |
| 3  | -Fellowships for members (e.g., travel to collections; Dever Fellowship)          | \$ | 11,000.00 | \$ | 11,000.00 | \$ | 11,000.00 |
| 4  | -Campaign Support for Online Digital Media Resources                              |    |           |    |           |    |           |
| 5  | -Nies Trust expenses  | \$ | 12,500.00 | \$ | 17,000.00 | \$ | 6,500.00  |
| 6  | -Money set aside for audit  | \$ | 6,000.00  | \$ | 6,000.00  |    |           |
| 22 | -Chair support (moved from allocable exp.)  | \$ | 12,500.00 | \$ | 12,500.00 | \$ | 17,500.00 |
| 22 | -Travel for arch. Support   | \$ | 2,000.00  | \$ | 500.00    | \$ | 2,000.00  |
| 22 | -Meetings (moved from allocable exp.)   | \$ | 4,000.00  | \$ | 4,000.00  | \$ | 4,000.00  |
| 23 | -Website (moved from allocable exp.)  | \$ | 10,000.00 | \$ | 22,000.00 | \$ | 25,000.00 |
| 22 | -Presidential discretionary expenses  | \$ | 3,000.00  | \$ | 3,000.00  | \$ | 3,000.00  |

**Archives Project:**

|    |                        |    |        |    |        |    |        |
|----|------------------------|----|--------|----|--------|----|--------|
| 22 | -Supplies and services | \$ | 500.00 | \$ | 100.00 | \$ | 500.00 |
|----|------------------------|----|--------|----|--------|----|--------|

**Journals/Memberships:**

|   |                                     |    |           |    |           |    |           |
|---|-------------------------------------|----|-----------|----|-----------|----|-----------|
| 8 | -BASOR (2 issues per year)          | \$ | 76,000.00 | \$ | 76,000.00 | \$ | 45,000.00 |
| 8 | -NEA (4 issues per year)            | \$ | 68,000.00 | \$ | 65,000.00 | \$ | 35,000.00 |
| 8 | -JCS (ASOR portion)                 | \$ | 3,500.00  | \$ | 4,500.00  | \$ | -         |
| 5 | -JCS (Nies Trust portion)           | \$ | 7,500.00  | \$ | 7,500.00  | \$ | 7,500.00  |
| 8 | -JSTOR                              | \$ | 8,000.00  | \$ | 8,000.00  | \$ | 4,000.00  |
| 8 | -Other journal expenses             | \$ | 1,250.00  | \$ | 4,250.00  | \$ | 2,500.00  |
| 8 | -Membership, FOA & Informz expenses | \$ | 30,000.00 | \$ | 30,000.00 | \$ | 32,000.00 |

**Books:**

|    |   |    |           |    |           |    |           |
|----|---|----|-----------|----|-----------|----|-----------|
| 11 | -Book production                              | \$ | 15,000.00 | \$ | 15,000.00 | \$ | 15,000.00 |
| 11 | -Transfer of book revenue to Opportunity Fund | \$ | 20,000.00 | \$ | 20,000.00 | \$ | 20,000.00 |

**Other Designated Expense:**

|    |                                 |    |          |    |          |    |          |
|----|---------------------------------|----|----------|----|----------|----|----------|
| 17 | -Designated gifts for Endowment | \$ | 5,000.00 | \$ | 1,000.00 | \$ | 2,000.00 |
| 18 | -Other designated gifts         | \$ | -        | \$ |          | \$ | 2,000.00 |

**Allocable Expenses**

|    |   |    |            |    |            |    |            |
|----|---|----|------------|----|------------|----|------------|
| 24 | -Salaries and benefits                                      | \$ | 600,000.00 | \$ | 552,000.00 | \$ | 525,000.00 |
| 20 | -Rent expense for ASOR office                               | \$ | 36,000.00  | \$ | 50,000.00  | \$ | 23,500.00  |
| 19 | - Moving Expenses (includes severance and relocation costs) | \$ | 10,000.00  | \$ | 20,000.00  | \$ | 100,000.00 |
| 25 | -Telephone and Utilities                                    | \$ | 8,000.00   | \$ | 15,000.00  | \$ | 15,000.00  |
| 25 | -Postage, Postage mach. and Copier                          | \$ | 12,500.00  | \$ | 12,500.00  | \$ | 8,000.00   |
| 25 | -Bank charges   | \$ | 8,000.00   | \$ | 8,000.00   | \$ | 8,500.00   |
| 25 | -Insurance  | \$ | 11,935.00  | \$ | 11,935.00  | \$ | 15,000.00  |
| 25 | -Audit  | \$ | 19,000.00  | \$ | 19,000.00  | \$ | 25,000.00  |
| 25 | -Equipment and supplies (incl. computers)                   | \$ | 9,000.00   | \$ | 9,000.00   | \$ | 1,500.00   |
| 25 | -Avecra expenses  | \$ | 8,600.00   | \$ | 8,600.00   | \$ | 9,500.00   |
| 25 | -Office events, Jibrin, Payroll services, consulting        | \$ | 5,000.00   | \$ | 5,000.00   | \$ | 5,000.00   |
| 25 | -Dues, etc.   | \$ | 9,000.00   | \$ | 9,000.00   | \$ | 10,500.00  |
| 25 | -Travel   | \$ | 15,000.00  | \$ | 13,500.00  | \$ | 15,000.00  |
| 21 | -Other in kind, including legal                             | \$ | 25,000.00  | \$ | 25,000.00  | \$ | 50,000.00  |
| 26 | -Development  | \$ | 7,500.00   | \$ | 7,500.00   | \$ | 6,100.00   |
| 27 | -Depreciation   | \$ | 5,000.00   | \$ | 5,000.00   | \$ | 5,000.00   |

|                       |                        |                        |                        |
|-----------------------|------------------------|------------------------|------------------------|
| <b>Total Expenses</b> | <b>\$ 1,390,285.00</b> | <b>\$ 1,294,885.00</b> | <b>\$ 1,301,600.00</b> |
|-----------------------|------------------------|------------------------|------------------------|

|              |                  |                 |             |
|--------------|------------------|-----------------|-------------|
| <b>Total</b> | <b>\$ 229.38</b> | <b>\$ 80.50</b> | <b>\$ -</b> |
|--------------|------------------|-----------------|-------------|