

| <b>Budget to forecast</b> |   |                        |                        |
|---------------------------|---|------------------------|------------------------|
|                           |   |                        |                        |
|                           |   | FY20 Budget            | FY20 Forecast          |
| <b>Income:</b>            |   |                        |                        |
|                           | Annual Meeting:   |                        |                        |
| 1                         | -Registration fees and other income   | \$ 255,000.00          | \$ 246,878.33          |
| 2                         | -Other educational events   | \$ 10,000.00           | \$ -                   |
|                           | Archaeological and Policy Support:  |                        |                        |
| 3                         | -Dig Scholarships awarded in Fiscal Yr (Heritage, Sheeler, Platt, memb)       | \$ 42,000.00           | \$ 50,000.00           |
| 3                         | -Dig Scholarship funds placed in endow (MacAllister, Strange/Midkiff, Meyers) | \$ 30,000.00           | \$ 6,000.00            |
| 3                         | -Excavation Grants Awarded in Fiscal Yr (Harris, Seger, Gold distribution)    | \$ 12,500.00           | \$ 15,000.00           |
| 3                         | -Excavation grant funds placed in endowment (Harris, Seger, Geraty)           | \$ 20,000.00           | \$ 25,000.00           |
| 3                         | -Fellowships for members in Fiscal Yr (e.g., travel to collections; Dever)    | \$ 11,000.00           | \$ 11,000.00           |
| 3                         | -Fellowships for memb placed in endow (Mason; travel to collections; Dever)   | \$ 15,000.00           | \$ 6,000.00            |
| 5                         | -Nies Trust income  | \$ 19,000.00           | \$ 17,000.00           |
| 6                         | Cultural Heritage Initiatives (CHI)   |                        |                        |
|                           | -DOS net revenue  | \$ 40,000.00           | \$ 72,000.00           |
|                           | -CHI in-kind revenue  | \$ 25,000.00           | \$ 7,000.00            |
|                           | -CHI non-federal revenue  | \$ 110,000.00          | \$ 36,000.00           |
| 7                         | -CHI (non-federal) revenue for indirect                                       | \$ 40,000.00           | \$ 5,000.00            |
|                           | Journals/Memberships:   |                        |                        |
| 8                         | -Subscriptions (UCP)  | \$ 125,000.00          | \$ 117,636.00          |
|                           | -Memberships  | \$ 200,000.00          | \$ 190,000.00          |
| 9                         | -Royalties and advertising  | \$ 35,000.00           | \$ 35,000.00           |
|                           | Books:  |                        |                        |
| 10                        | -Funds from Opportunity Fund  | \$ 15,000.00           | \$ 3,000.00            |
| 10                        | -Sales revenue designated for Opportunity Fund                                | \$ 20,000.00           | \$ 12,500.00           |
|                           | Undesignated Revenue:   |                        |                        |
| 11                        | -Annual fund contributions  | \$ 125,000.00          | \$ 125,000.00          |
| 12                        | -Institutional memberships  | \$ 70,000.00           | \$ 62,000.00           |
| 13                        | -Distribution from Endowment  | \$ 26,000.00           | \$ 28,000.00           |
| 14                        | -Interest and admin income  | \$ 17,500.00           | \$ 21,700.00           |
|                           | Other Designated Revenue:   |                        |                        |
| 15                        | -Designated gifts for Endowment for Operations                                | \$ 500.00              | \$ 500,250.00          |
| 16                        | -Designated gifts for Building, Furnishings, and Maintenance                  | \$ 400,000.00          | \$ 450,000.00          |
| 17                        | -Other designated gifts (archives, non-annual meeting and non-dig student)    | \$ 12,000.00           | \$ 27,155.00           |
| 18                        | -Designated for development and fundraising                                   | \$ 1,500.00            | \$ 4,500.00            |
| 19                        | -Use of prior year unrestricted for relocation and severance                  | \$ -                   | \$ -                   |
| 20                        | -Reimbursement in lieu of rent and reimbursements for building                | \$ 6,000.00            | \$ 9,500.00            |
|                           | In-kind Donations:  |                        |                        |
| 21                        | -Legal services   | \$ 30,000.00           | \$ 36,617.00           |
| 22                        | -Other In-kind  | \$ 25,000.00           | \$ 25,000.00           |
|                           |   |                        |                        |
|                           | <b>Total Income</b>   | <b>\$ 1,738,000.00</b> | <b>\$ 2,144,736.33</b> |
|                           |   |                        |                        |
|                           |   |                        |                        |

| <b>Expenses:</b> |   |                        |                        |
|------------------|---|------------------------|------------------------|
|                  | <b>Annual Meeting:</b>  |                        |                        |
| 1                | -Registration fees and other income   | \$ 120,000.00          | \$ 109,878.33          |
| 2                | -Other educational events   | \$ 10,000.00           | \$ -                   |
|                  | <b>Archaeological and Policy Support:</b>                                   |                        |                        |
| 3                | -Dig Scholarships awarded in Fiscal Yr (Heritage, Sheeler, Platt, memb)     | \$ 42,000.00           | \$ 50,000.00           |
| 3                | -Dig Scholar. funds placed in endow (MacAllister, Strange/Midkiff, Meyers)  | \$ 30,000.00           | \$ 6,000.00            |
| 3                | -Excavation Grants Awarded in Fiscal Yr (Harris, Seger, Gold distribution)  | \$ 12,500.00           | \$ 15,000.00           |
| 3                | -Excavation grant funds placed in endowment (Harris, Seger, Geraty)         | \$ 20,000.00           | \$ 25,000.00           |
| 3                | -Fellowships for members in Fiscal Yr (e.g., travel to collections; Dever)  | \$ 11,000.00           | \$ 11,000.00           |
| 3                | -Fellowships for memb placed in endow (Mason; travel to collections; Dever) | \$ 15,000.00           | \$ 6,000.00            |
| 5                | -Nies Trust expenses  | \$ 6,500.00            | \$ 9,500.00            |
| 23               | -Chair support (incl. LCP)  | \$ 15,000.00           | \$ 16,681.83           |
| 23               | -Travel for archaeological support (non designated gift supported)          | \$ 2,000.00            | \$ 5,200.00            |
| 23               | -Meetings   | \$ 4,000.00            | \$ 2,500.00            |
| 23               | -Website (moved from allocable exp.)  | \$ 9,500.00            | \$ 351.70              |
| 23               | -Presidential discretionary expenses  | \$ 3,000.00            | \$ 3,000.00            |
| 23               | -Designated expenses from gifts to arch. and policy support                 | \$ 12,250.00           | \$ 10,525.00           |
|                  | <b>Journals</b>   |                        |                        |
| 8                | -BASOR, NEA, JCS  | \$ 52,500.00           | \$ 52,500.00           |
| 8                | -JSTOR, journal, membership, FOA  | \$ 32,500.00           | \$ 28,105.76           |
|                  | <b>Cultural Heritage Initiatives</b>  |                        |                        |
|                  | -DOS salaries and benefits and all direct expenses (not in-kind)            | \$ -                   | \$ 55,000.00           |
| 6                | -DOS contractual (documented in-kind)                                       | \$ 25,000.00           | \$ 7,000.00            |
| 7                | -Salary for non-fed CHI, incl direct time                                   | \$ 80,000.00           | \$ 27,390.00           |
| 6                | -Non-federal all other project expenses                                     | \$ 30,000.00           | \$ -                   |
|                  | <b>CHI general expenses</b>   |                        | \$ 1,230.60            |
|                  | <b>Books:</b>   |                        |                        |
| 11               | -Book production  | \$ 15,000.00           | \$ 12,500.00           |
| 11               | -Transfer of book revenue to Opportunity Fund                               | \$ 20,000.00           | \$ -                   |
| 17               | Designated gifts deposited into building fund                               | \$ 400,000.00          | \$ 450,000.00          |
|                  | Designated gifts deposited into Endowment for Operations                    | \$ 500.00              | \$ 500,250.00          |
|                  | <b>Allocable Expenses</b>   |                        |                        |
| 24               | -Salaries and benefits  | \$ 575,000.00          | \$ 595,497.31          |
| 25               | -Rent expense, incl. subvention and taxes                                   | \$ -                   | \$ 12,457.00           |
| 19               | - Moving Expenses (includes severance and relocation costs)                 | \$ 12,000.00           | \$ 15,000.00           |
| 25               | -Telephone and Utilities and Maintenance                                    | \$ 16,000.00           | \$ 14,922.71           |
| 25               | -Postage, Postage mach. and Copier  | \$ 8,000.00            | \$ 10,000.00           |
| 25               | -Bank charges   | \$ 10,000.00           | \$ 8,000.00            |
| 25               | -Insurance  | \$ 15,000.00           | \$ 14,577.00           |
| 25               | -Audit  | \$ 25,000.00           | \$ 23,392.08           |
| 25               | -Equipment and supplies (incl. computers)                                   | \$ 1,500.00            | \$ 7,550.00            |
| 25               | -Avecetra expenses  | \$ 10,000.00           | \$ 8,400.00            |
| 25               | -Office events, Jibrin, Payroll services, consulting                        | \$ 5,000.00            | \$ 4,643.22            |
| 25               | -Dues, etc.   | \$ 11,500.00           | \$ 4,500.00            |
| 25               | -Travel   | \$ 10,000.00           | \$ -                   |
| 21               | -Legal services   | \$ 30,000.00           | \$ 36,617.00           |
| 22               | -Other In-kind  | \$ 25,000.00           | \$ 25,000.00           |
| 26               | -Development  | \$ 10,000.00           | \$ 12,000.00           |
| 27               | -Depreciation   | \$ 5,000.00            | \$ -                   |
|                  | <b>Total Expenses</b>   | <b>\$ 1,737,250.00</b> | <b>\$ 2,197,169.54</b> |
|                  | <b>Total</b>  | <b>\$ 750.00</b>       | <b>\$ (52,433.21)</b>  |