

Exhibit A: Budget to forecast (FY 2020)

		FY20 Budget	FY20 Forecast
Income:			
	Annual Meeting:		
1	-Registration fees and other income	\$ 255,000.00	\$ 248,221.93
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	\$ -
3	-Dig Scholarship funds placed in endow (MacAllister, Strange/Midkiff, Meyers)	\$ 30,000.00	\$ 217,906.19
3	-Excavation Grants Awarded in Fiscal Yr (Harris, Seger, Gold distribution)	\$ 12,500.00	\$ 22,500.00
3	-Excavation grant funds placed in endowment (Harris, Seger, Geraty)	\$ 20,000.00	\$ 22,965.00
3	-Fellowships for members in Fiscal Yr (e.g., travel to collections; Dever)	\$ 11,000.00	\$ -
3	-Fellowships for memb placed in endow (Mason; travel to collections; Dever)	\$ 15,000.00	\$ 5,900.00
5	-Nies Trust income	\$ 19,000.00	\$ 15,500.00
6	Cultural Heritage Initiatives (CHI)		
6	-DOS net revenue	\$ 40,000.00	\$ 76,449.03
6	-CHI in-kind revenue	\$ 25,000.00	\$ 7,000.00
7	-CHI non-federal revenue	\$ 110,000.00	\$ 20,706.65
7	-CHI (non-federal) revenue for indirect	\$ 40,000.00	\$ 1,620.67
	Journals/Memberships:		
8	-Subscriptions (UCP)	\$ 125,000.00	\$ 117,642.00
8	-Memberships	\$ 200,000.00	\$ 190,000.00
9	-Royalties and advertising	\$ 35,000.00	\$ 32,813.51
	Books:		
10	-Funds from Opportunity Fund	\$ 15,000.00	\$ 2,500.00
10	-Sales revenue designated for Opportunity Fund	\$ 20,000.00	\$ 17,500.00
	Undesignated Revenue:		
11	-Annual fund contributions	\$ 125,000.00	\$ 125,000.00
12	-Institutional memberships	\$ 70,000.00	\$ 60,978.43
13	-Distribution from Endowment	\$ 26,000.00	\$ 27,823.96
14	-Interest and admin income	\$ 17,500.00	\$ 21,953.66
	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	\$ 430,000.00
17	-Other designated gifts (archives, non-annual meeting and non-dig student)	\$ 12,000.00	\$ 25,201.03
18	-Designated for development and fundraising	\$ 1,500.00	\$ 4,363.28
19	-Use of prior year unrestricted for relocation and severance	\$ -	\$ -
20	-Reimbursement in lieu of rent and reimbursements for building	\$ 6,000.00	\$ 15,000.00
20'	-Forecasted Reimburseent of PPP Loan		\$ 110,000.00
21	-Legal services (in-kind)	\$ 30,000.00	\$ 36,617.00
22	-Other In-kind	\$ 25,000.00	\$ 25,000.00
	Total Income	\$ 1,738,000.00	\$ 2,381,412.34

Exp			
	Annual Meeting:		
1	-Registration fees and other income	\$ 120,000.00	\$ 104,509.76
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	\$ -
3	-Dig Scholar. funds placed in endow (MacAllister, Strange/Midkiff, Meyers)	\$ 30,000.00	\$ 217,906.19
3	-Excavation Grants Awarded in Fiscal Yr (Harris, Seger, Gold distribution)	\$ 12,500.00	\$ 22,500.00
3	-Excavation grant funds placed in endowment (Harris, Seger, Geraty)	\$ 20,000.00	\$ 22,965.00
3	-Fellowships for members in Fiscal Yr (e.g., travel to collections; Dever)	\$ 11,000.00	\$ -
3	-Fellowships for memb placed in endow (Mason; travel to collections; Dever)	\$ 15,000.00	\$ 5,900.00
5	-Nies Trust expenses	\$ 6,500.00	\$ 8,000.00
23	-Chair support (incl. LCP)	\$ 15,000.00	\$ 19,500.00
23	-Travel for archaeological support (non designated gift supported)	\$ 2,000.00	\$ 845.00
23	-Meetings	\$ 4,000.00	\$ 1,500.00
23	-Website (moved from allocable exp.)	\$ 9,500.00	\$ 600.00
23	-Presidential discretionary expenses	\$ 3,000.00	\$ 2,500.00
23	-Designated expenses to arch. and policy support	\$ 12,250.00	\$ 25,616.03
	Journals		
8	-BASOR, NEA, JCS	\$ 52,500.00	\$ 53,118.40
8	-JSTOR, journal, membership, FOA	\$ 32,500.00	\$ 18,238.76
	Cultural Heritage Initiatives		
	-DOS salaries and benefits and all direct expenses (not in-kind)	\$ -	\$ 67,331.47
6	-DOS contractual (documented in-kind)	\$ 25,000.00	\$ 7,000.00
7	-Salary for non-fed CHI, incl direct time	\$ 80,000.00	\$ 12,492.56
7	-Non-federal all other project expenses	\$ 30,000.00	\$ 3,714.09
7	CHI general expenses		\$ 1,483.95
	Books:		
11	-Book production	\$ 15,000.00	\$ 17,500.00
11	-Transfer of book revenue to Opportunity Fund	\$ 20,000.00	\$ -
17	Designated gifts deposited into building fund	\$ 400,000.00	\$ 430,000.00
	Designated gifts deposited into Endowment for Operations	\$ 500.00	\$ 500,250.00
	Allocable Expenses		
24	-Salaries and benefits	\$ 575,000.00	\$ 630,798.78
25	-Rent expense, incl. subvention and taxes	\$ -	\$ 12,457.00
19	- Moving Expenses (includes severance and relocation costs)	\$ 12,000.00	\$ 15,022.83
25	-Telephone and Utilities and Maintenance	\$ 16,000.00	\$ 14,951.03
25	-Postage, Postage mach. and Copier	\$ 8,000.00	\$ 9,739.47
25	-Bank charges	\$ 10,000.00	\$ 9,900.00
25	-Insurance	\$ 15,000.00	\$ 18,344.65
25	-Audit	\$ 25,000.00	\$ 28,382.57
25	-Equipment and supplies (incl. computers)	\$ 1,500.00	\$ 6,801.87
25	-Avecetra expenses	\$ 10,000.00	\$ 8,400.00
25	-Office events, Jibrin, Payroll services, consulting	\$ 5,000.00	\$ 4,500.00
25	-Dues, etc.	\$ 11,500.00	\$ 3,896.60
25	-Travel	\$ 10,000.00	\$ 50.62
21	-Legal services	\$ 30,000.00	\$ 36,617.00
22	-Other In-kind	\$ 25,000.00	\$ 25,000.00
26	-Development	\$ 10,000.00	\$ 14,000.00
27	-Depreciation	\$ 5,000.00	\$ -
	Total Expenses	\$ 1,737,250.00	\$ 2,382,333.63
	GRAND TOTAL	\$ 750.00	\$ (921.30)