

Exhibit B: Budget to forecast (FY20) and FY21 Budget

	FY20 Budget	FY20 Forecast	FY21 Budget	
Income:				
Annual Meeting:				
1	-Registration fees and other income	\$ 255,000.00	\$ 248,221.93	\$ 300,000.00
2	-Other educational events	\$ 10,000.00	\$ -	\$ 25,000.00
Archaeological and Policy Support:				
3	-Dig Scholarships awarded in Fiscal Yr	\$ 42,000.00	\$ -	\$ 60,000.00
3	-Dig Scholarship funds placed in endow	\$ 30,000.00	\$ 217,906.19	\$ 10,000.00
3	-Excavation Grants Awarded in Fiscal Yr	\$ 12,500.00	\$ 22,500.00	\$ 25,000.00
3	-Excavation grant funds placed in endow	\$ 20,000.00	\$ 22,965.00	\$ 10,000.00
3	-Fellowships for members in Fiscal Yr	\$ 11,000.00	\$ -	\$ 11,000.00
3	-Fellowships for memb placed in endow	\$ 15,000.00	\$ 5,900.00	\$ 7,000.00
5	-Nies Trust income	\$ 19,000.00	\$ 15,500.00	\$ 19,000.00
6	Cultural Heritage Initiatives (CHI)			
	-DOS net revenue	\$ 40,000.00	\$ 76,449.03	\$ 100,000.00
	-CHI in-kind revenue	\$ 25,000.00	\$ 7,000.00	\$ 7,000.00
	-CHI non-federal revenue	\$ 110,000.00	\$ 20,706.65	\$ 26,500.00
7	-CHI (non-federal) revenue for indirect	\$ 40,000.00	\$ 1,620.67	\$ 2,500.00
Journals/Memberships:				
8	-Subscriptions (UCP)	\$ 125,000.00	\$ 117,642.00	\$ 115,000.00
	-Memberships	\$ 200,000.00	\$ 190,000.00	\$ 200,000.00
9	-Royalties and advertising	\$ 35,000.00	\$ 32,813.51	\$ 33,000.00
Books:				
10	-Funds from Opportunity Fund	\$ 15,000.00	\$ 2,500.00	\$ -
10	-Sales revenue desig Opp Fund	\$ 20,000.00	\$ 17,500.00	\$ 12,500.00
Undesignated Revenue:				
11	-Annual fund contributions	\$ 125,000.00	\$ 125,000.00	\$ 110,000.00
12	-Institutional memberships	\$ 70,000.00	\$ 60,978.43	\$ 62,000.00
13	-Distribution from Endowment	\$ 26,000.00	\$ 27,823.96	\$ 35,000.00
14	-Interest and admin income	\$ 17,500.00	\$ 21,953.66	\$ 13,000.00
Other Designated Revenue:				
15	-Designated gifts Endow Operations	\$ 500.00	\$ 500,250.00	\$ 1,000.00
16	-Designated gifts for Bldg, Furn, and Maint	\$ 400,000.00	\$ 430,000.00	\$ 125,000.00
17	-Other designated gifts	\$ 12,000.00	\$ 25,201.03	\$ 20,000.00
18	-Designated for development	\$ 1,500.00	\$ 4,363.28	\$ 5,000.00
19	-Use of prior year unrestricted	\$ -	\$ -	\$ 65,000.00
20	-Reimburse in lieu of rent and reimb	\$ 6,000.00	\$ 15,000.00	\$ 15,000.00
20'	-Forecast Reimburseent of PPP Loan		\$ 110,000.00	
21	-Legal services (in-kind)	\$ 30,000.00	\$ 36,617.00	\$ 35,000.00
22	-Other In-kind	\$ 25,000.00	\$ 25,000.00	\$ 5,000.00
Total Income				
		\$ 1,738,000.00	\$ 2,381,412.34	\$ 1,454,500.00

Expenses:

	Annual Meeting:			
1	-Registration fees and other income	\$ 120,000.00	\$ 104,509.76	\$ 147,000.00
2	-Other educational events	\$ 10,000.00	\$ -	\$ 15,000.00
	Archaeological and Policy Support:			
3	-Dig Scholarships awarded in Fiscal Yr	\$ 42,000.00	\$ -	\$ 60,000.00
3	-Dig Scholarship funds placed in endow	\$ 30,000.00	\$ 217,906.19	\$ 10,000.00
3	-Excavation Grants Awarded in Fiscal Yr	\$ 12,500.00	\$ 22,500.00	\$ 25,000.00
3	-Excavation grant funds placed in endow	\$ 20,000.00	\$ 22,965.00	\$ 10,000.00
3	-Fellowships for members in Fiscal Yr	\$ 11,000.00	\$ -	\$ 11,000.00
3	-Fellowships for memb placed in endow	\$ 15,000.00	\$ 5,900.00	\$ 7,000.00
5	-Nies Trust expenses	\$ 6,500.00	\$ 8,000.00	\$ 19,000.00
23	-Chair support (incl. LCP)	\$ 15,000.00	\$ 19,500.00	\$ 15,000.00
23	-Travel arch support (non desig)	\$ 2,000.00	\$ 845.00	\$ 1,000.00
23	-Meetings	\$ 4,000.00	\$ 1,500.00	\$ 2,000.00
23	-Website (moved from allocable exp.)	\$ 9,500.00	\$ 600.00	\$ 2,500.00
23	-Presidential discretionary expenses	\$ 3,000.00	\$ 2,500.00	\$ 3,000.00
23	-Desig exp to arch. and policy support	\$ 12,250.00	\$ 25,616.03	\$ 20,000.00
	Journals			
8	-BASOR, NEA, JCS	\$ 52,500.00	\$ 53,118.40	\$ 52,500.00
8	-JSTOR, journal, membership, FOA	\$ 32,500.00	\$ 18,238.76	\$ 32,500.00
	Cultural Heritage Initiatives			
	-DOS salaries and all dir exp	\$ -	\$ 67,331.47	\$ 83,000.00
6	-DOS contractual (documented in-kind)	\$ 25,000.00	\$ 7,000.00	\$ 7,000.00
7	-Salary for non-fed CHI, incl direct time	\$ 80,000.00	\$ 12,492.56	\$ 16,500.00
6	-Non-federal all other project expenses	\$ 30,000.00	\$ 3,714.09	\$ 10,000.00
	CHI general expenses		\$ 1,483.95	\$ 1,500.00
	Books:			
11	-Book production	\$ 15,000.00	\$ 17,500.00	\$ -
11	-Trans book rev to Opp Fund	\$ 20,000.00	\$ -	\$ 12,500.00
17	Designated gifts deposited bldg fund	\$ 400,000.00	\$ 430,000.00	\$ 125,000.00
	Desig gifts dep into Endowment	\$ 500.00	\$ 500,250.00	\$ 1,000.00
	Allocable Expenses			
24	-Salaries and benefits	\$ 575,000.00	\$ 630,798.78	\$ 591,000.00
25	-Rent expense, incl. taxes	\$ -	\$ 12,457.00	\$ 13,500.00
19	- Moving Expenses (includes relocation)	\$ 12,000.00	\$ 15,022.83	\$ 7,500.00
25	-Telephone and Utilities and Maint	\$ 16,000.00	\$ 14,951.03	\$ 15,000.00
25	-Postage, Postage mach. and Copier	\$ 8,000.00	\$ 9,739.47	\$ 9,000.00
25	-Bank charges	\$ 10,000.00	\$ 9,900.00	\$ 9,000.00
25	-Insurance	\$ 15,000.00	\$ 18,344.65	\$ 15,500.00
25	-Audit	\$ 25,000.00	\$ 28,382.57	\$ 25,000.00
25	-Equipment and supplies	\$ 1,500.00	\$ 6,801.87	\$ 2,500.00
25	-Avecra expenses	\$ 10,000.00	\$ 8,400.00	\$ 9,000.00
25	-Office events, Jibrin, Payroll, consult	\$ 5,000.00	\$ 4,500.00	\$ 5,000.00
25	-Dues, etc.	\$ 11,500.00	\$ 3,896.60	\$ 7,000.00
25	-Travel	\$ 10,000.00	\$ 50.62	\$ 6,500.00
21	-Legal services	\$ 30,000.00	\$ 36,617.00	\$ 35,000.00
22	-Other In-kind	\$ 25,000.00	\$ 25,000.00	\$ 5,000.00
26	-Development	\$ 10,000.00	\$ 14,000.00	\$ 5,000.00
27	-Depreciation	\$ 5,000.00	\$ -	\$ 5,000.00
	Total Expenses	\$ 1,737,250.00	\$ 2,382,333.63	\$ 1,454,500.00
	GRAND TOTAL	\$ 750.00	\$ (921.30)	\$ -