

## Exhibit B: Budget to Actual (FY 2021)

| Income:                             |   | FY 21 Budget           | FY 21 Actual           |
|-------------------------------------|---|------------------------|------------------------|
| Annual Meeting:                     |   |                        |                        |
| 1                                   | -Registration fees and other income     | \$ 300,000.00          | \$ 162,397.78          |
| 2                                   | -Other educational events               | \$ 25,000.00           | \$ 10,139.90           |
| Archaeological and Program Support: |   |                        |                        |
| 3                                   | -Dig Scholarships awarded in Fiscal Yr  | \$ 60,000.00           | \$ 47,500.00           |
| 4                                   | -Dig Scholarship funds placed in endow  | \$ 10,000.00           | \$ 4,375.00            |
| 5                                   | -Excavation Grants Awarded in Fiscal Yr | \$ 25,000.00           | \$ 37,200.00           |
| 6                                   | -Excavation grant funds placed in endow | \$ 10,000.00           | \$ 145,369.58          |
| 7                                   | -Fellowships for members in Fiscal Yr   | \$ 11,000.00           | \$ 100.00              |
| 8                                   | -Fellowships for memb placed in endow   | \$ 7,000.00            | \$ 3,645.00            |
| 9                                   | -Nies Trust placed in TR Account        | \$ 19,000.00           | \$ 22,251.32           |
| 9                                   | -Nies Trust released from TR for desig  |                        | \$ 11,048.00           |
| 9                                   | -Nies Trust released for JCS expenses   | \$ -                   | \$ 7,500.00            |
| Cultural Heritage Initiatives (CHI) |   |                        |                        |
| 10                                  | -Fed Grants net revenue (incl indirect) | \$ 100,000.00          | \$ 141,815.58          |
| 10                                  | -Fed Grants in-kind revenue             | \$ 7,000.00            | \$ 4,559.00            |
| 11                                  | -CHI non-federal revenue placed in TR   | \$ 29,000.00           | \$ 4,310.00            |
| 11                                  | -CHI (non-federal) released from TR     | \$ -                   | \$ 329.98              |
| Journals, Memberships and Books:    |   |                        |                        |
| 12                                  | -Subscriptions (UCP)                    | \$ 115,000.00          | \$ 115,440.00          |
| 13                                  | -Memberships                            | \$ 200,000.00          | \$ 180,947.56          |
| 14                                  | -Royalties and advertising              | \$ 33,000.00           | \$ 34,580.31           |
| 15                                  | -Funds released from TR for books       | \$ -                   | \$ 6,280.00            |
| 15                                  | -Book Sales revenue                     | \$ -                   | \$ 8,605.60            |
| 15                                  | -Funds released from Opportunity Fund   | \$ 12,500.00           | \$ 12,500.00           |
| Undesignated Revenue:               |   |                        |                        |
| 16                                  | -Annual fund contributions              | \$ 110,000.00          | \$ 126,122.43          |
| 17                                  | -Institutional memberships              | \$ 62,000.00           | \$ 59,000.00           |
| 18                                  | -Distribution from Endowment            | \$ 35,000.00           | \$ 37,352.23           |
| 19                                  | -Interest and admin income              | \$ 13,000.00           | \$ 14,999.42           |
| Other Designated Revenue:           |   |                        |                        |
| 20                                  | -Desig Endow + Kershaw Board Desig      | \$ 1,000.00            | \$ 201,700.00          |
| 21                                  | -Board Designated Bldg Fund             | \$ 125,000.00          | \$ 97,950.00           |
| 22                                  | -Designated for Diversity               |                        | \$ 256,855.99          |
| 23                                  | -Other designated gifts                 | \$ 20,000.00           | \$ 16,813.03           |
| 24                                  | -Designated for development             | \$ 5,000.00            | \$ 48.32               |
| 25                                  | -Use of prior year unrestricted         | \$ 65,000.00           | \$ -                   |
| 26                                  | -Reimburse in lieu of rent and reimb    | \$ 15,000.00           | \$ 19,091.26           |
| 27                                  | -Forecast Reimburseent of PPP Loan      |                        | \$ 118,700.00          |
| 28                                  | -Legal services (in-kind)               | \$ 35,000.00           | \$ 25,383.50           |
| 28                                  | -Other In-kind                          | \$ 5,000.00            | \$ -                   |
| <b>Total Income</b>                 |   | <b>\$ 1,454,500.00</b> | <b>\$ 1,934,910.79</b> |

**Expenses:**

|  |  |                 |                 |
|--|--|-----------------|-----------------|
| <b>Annual Meeting:</b>                     |  |                 |                 |
| 1'   | -Annual Meeting Expenses (all exp)           | \$ 147,000.00   | \$ 52,869.36    |
| 2'   | -Other educational events                    | \$ 15,000.00    | \$ 7,289.48     |
| <b>Archaeological and Program Support:</b> |  |                 |                 |
| 3'   | -Dig Scholarships awarded in Fiscal Yr       | \$ 60,000.00    | \$ 47,500.00    |
| 4'   | -Dig Scholarship funds placed in endow       | \$ 10,000.00    | \$ 4,375.00     |
| 5'   | -Excavation Grants Awarded in Fiscal Yr      | \$ 25,000.00    | \$ 37,200.00    |
| 6'   | -Excavation grant funds placed in endow      | \$ 10,000.00    | \$ 145,369.58   |
| 7'   | -Fellowships for members in Fiscal Yr        | \$ 11,000.00    | \$ 100.00       |
| 8'   | -Fellowships for memb placed in endow        | \$ 7,000.00     | \$ 3,645.00     |
| 9'   | -Nies Trust Placed in Temp Restr             | \$ 19,000.00    | \$ 22,251.32    |
| 9'   | -Nies Trust Released From TR for desig       |                 | \$ 9,000.00     |
| 29   | -Chair support (incl. LCP)                   | \$ 15,000.00    | \$ 9,727.92     |
| 30   | -Meetings and Travel for arch.               | \$ 3,000.00     | \$ -            |
| 31   | -Website (moved from allocable exp.)         | \$ 2,500.00     | \$ 971.40       |
| 32   | -Presidential discretionary expenses         | \$ 3,000.00     | \$ 3,000.00     |
| 33   | -Memb & student scholarships                 | \$ -            | \$ 12,823.64    |
| 23   | -Desig gift exp to arch. and program support | \$ 20,000.00    | \$ 694.00       |
| 22   | -Diversity desig (incl placed in endow)      | \$ -            | \$ 256,855.99   |
| <b>Journals and Books</b>                  |  |                 |                 |
| 34   | -BASOR, NEA, JCS                             | \$ 52,500.00    | \$ 53,240.97    |
| 35   | -JSTOR, journal, membership, FOA             | \$ 32,500.00    | \$ 33,530.39    |
| 36   | -Book production                             | \$ -            | \$ 17,178.12    |
| 15'  | -Trans from Opp Fund (reduced book exp)      | \$ 12,500.00    | \$ 12,500.00    |
| <b>Cultural Heritage Initiatives</b>       |  |                 |                 |
| 10'  | -Federal salaries and all dir exp            | \$ 83,000.00    | \$ 125,947.47   |
| 10'  | -Federal documented in-kind                  | \$ 7,000.00     | \$ 4,559.00     |
| 11'  | -Non-federal CHI expenses                    | \$ 28,000.00    | \$ 3,017.26     |
| 11'  | -Non-federal placed in Temp Restrict         |                 | \$ 4,310.00     |
| 21'  | Designated gifts deposited bldg fund         | \$ 125,000.00   | \$ 97,950.00    |
| 20'  | Desig gifts to Endow + Kershaw Board-desig   | \$ 1,000.00     | \$ 201,700.00   |
| <b>Allocable Expenses</b>                  |  |                 |                 |
| 37   | -Salaries and benefits                       | \$ 591,000.00   | \$ 641,249.78   |
| 38   | -Building expenses                           | \$ 13,500.00    | \$ 14,378.24    |
| 38   | -Office Admin, Telephone, and Utilities      | \$ 22,500.00    | \$ 8,896.92     |
| 38   | -Postage, Postage mach. and Copier           | \$ 9,000.00     | \$ 12,560.02    |
| 39   | -Bank charges                                | \$ 9,000.00     | \$ -            |
| 40   | -Insurance                                   | \$ 15,500.00    | \$ 17,211.51    |
| 41   | -Audit and Accounting Services               | \$ 25,000.00    | \$ 29,622.30    |
| 42   | -Equipment and supplies                      | \$ 2,500.00     | \$ 11,461.29    |
| 43   | -Abila database expenses                     | \$ 9,000.00     | \$ 9,039.01     |
| 44   | -Office events, Jibrin, consulting           | \$ 5,000.00     | \$ 1,512.72     |
| 45   | -Dues, etc.                                  | \$ 7,000.00     | \$ 3,189.90     |
| 46   | -Travel                                      | \$ 6,500.00     | \$ 404.29       |
| 28'  | -Legal services                              | \$ 35,000.00    | \$ 25,383.50    |
| 28'  | -Other In-kind                               | \$ 5,000.00     | \$ -            |
| 47   | -Development                                 | \$ 5,000.00     | \$ 2,407.45     |
| 48   | -Depreciation                                | \$ 5,000.00     | \$ -            |
| <b>TOTAL Expenses</b>                      |  | \$ 1,454,500.00 | \$ 1,944,922.83 |
| <b>NET TOTAL before vacation allowance</b> |  | \$ -            | \$ (10,012.04)  |
| 49   | -allowance for vacation increase in FY21     | \$ -            | \$ 9,961.12     |
| <b>GRAND TOTAL (removing vacation)</b>     |  | \$ -            | \$ (50.92)      |