

## 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:**

Annual Meeting:			
1'	-Annual Meeting Expenses (all exp)	\$ 147,000.00	\$ 52,869.36
2'	-Other educational events	\$ 15,000.00	\$ 7,289.48
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 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
Journals and Books			
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
Cultural Heritage Initiatives			
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
Allocable Expenses			
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	\$ -
TOTAL Expenses		\$ 1,454,500.00	\$ 1,944,922.83
NET TOTAL before vacation allowance		\$ -	\$ (10,012.04)
49	-allowance for vacation increase in FY21	\$ -	\$ 9,961.12
GRAND TOTAL (removing vacation)		\$ -	\$ (50.92)