

EXHIBIT B NOTES TO BUDGET TO ACTUAL

1. (and 1') Annual Meeting revenue and expenses. Revenue includes registrations (\$196,000), exhibitor and sponsorship revenue; reimbursements (e.g., others reimburse ASOR for F&B), and hotel concessions (including room rebates and commissions). Expenses comprise all costs including those that were reimbursed by others. Reimbursements were included in revenue, so in/out items. In contrast to FY24 when Annual Meeting revenue was significantly below budget, FY25 revenue of \$252,802.77 was close to the 2025 budget amount of \$260,000 and the expenses of \$136,168.02 were only slightly above the budgeted \$130,000. Overall the Annual Meeting was unfavorable by \$13,000. Still an improvement over FY24.
2. (and 2') Educational Events. Revenue exceeded budget and came primarily from donations to the FOA webinars with \$7,000 attributable to the trip to Chicago. Webinar revenue enables ASOR to provide scholarships funding approximately 12% of Annual Meeting registrations and membership fees.
3. Individual Memberships. Membership revenue was unfavorable by \$33,000 but higher by about \$10,000 than in FY24.
4. Institutional Memberships. The \$51,000 for Institutional Memberships was identical to FY24 and seems unlikely to increase in the future. As institutions reduce their print journal subscriptions the benefit of free ASOR publications seems less attractive. Institutions may retain their memberships to continue to provide their students access to ASOR's online resources.
5. Subscriptions. Revenue of around \$120,000 is consistent with FY24 because ASOR has a guaranteed royalty agreement with the University of Chicago Press.
6. Book Sales. As predicted last year sales were higher in FY25 because ASOR published more books. Even though revenue was roughly double that for FY 24, book expenses were significantly unfavorable. One site report was considerably longer than proposed and accounted for \$30,000 of the loss for books. ASOR currently must spend unrestricted revenue to support publication of books, and management is working with COP to pursue a new contract with ISD that would reduce this strain on the budget.
7. Royalties and Advertising. This revenue is consistent with FY24.
8. Annual Fund + Bank Fee Gifts. Donations to ASOR pushed the Annual Fund revenue well past budget to \$197,000.
9. Board Designated Building Fund. Investments in the Building Fund grew by \$42,771.20 (see Exhibit C) and combined with \$5,000 in contributions means that even with a distribution of \$19,983 at the end of FY25 we were only \$342.28 below our goal of \$500,000 for the Building Fund. Investment growth and several new gifts in FY26 have resulted in this Board-designated fund moving above the \$500,000 goal.
10. (and 10') The GIV Fund. Contributions to this fund are placed into Temporary Restricted until spent.
11. Development. Revenue comprises mainly fees for the Legacy Dinner but includes a few designated gifts as well.
12. (and 12') Donations to Permanently Restricted Endowments. Gifts to named endowment funds and endowments for operations. In/ out item with same expenses below. No impact

on current year operational budget. Combination of investment growth at an average of 12.5% and new contributions means growth of endowments by approximately \$405,000. Investment growth has continued in the first quarter of Fiscal Year 2026 (See Exhibit D—Net Investment Report as of September 30, 2025).

13. (and 13') Donations to Temporary Restricted. Other donations that are designated and go into Temporary Restricted
 14. (and 14') Non-federal Cultural Heritage Initiative gifts. These donations are treated just as are other designated gifts with funds placed in Temporary Restricted as appropriate.
 15. (and 15') Federal Grants Direct Revenue. Budget anticipated that these grants would be lower in FY 2025, and the change in federal policy in January accounts for the additional unfavorable budget result. Federal grants direct expenses: revenue and expenses for one grant with DRL (completed) and one grant with the U.S. Embassy to Libya (completed). An additional Ambassador's Fund (AFCP) grant for Tunisia was originally terminated by the State Department and later reinstated towards the end of the fiscal year. Work and revenue and expenses on the AFCP grant were thus minimal in FY25. For FY26, ASOR has the reinstated AFCP grant, a Cultural Property Agreement Implementation Grant (CPAIG) for Libya, a CPAIG for Lebanon, and a workshop contract with U.S. Embassy Libya.
 16. Federal Indirect: 10% of #15.
 17. (and 17') In-kind Federal. None this FY nor any anticipated in FY26 budget.
 18. (and 18') Nies Trust. Distributions from the trust are placed in Temporary Restricted (in/out item).
 19. Interest and Administration Fees. Very favorable (\$14,000) this Fiscal Year because of 5% interest rate and growing named endowments that provide a 1% admin fee annually.
 20. Contributions from ACOR/ CAARI for Strange Center expenses made in lieu of rent.
 21. (and 21') In-kind: mainly pro bono legal services. In/out item.
 22. Distributions from Endowments. 5% of average of last 12 quarters distributed quarterly.
 23. Permanent Restricted and Designated Gifts. These are funds that are released from permanently restricted funds for scholarships and grants so essentially in/out items, mainly for fellowships and grants. Includes current year gifts for Shepard and Travel to Collections. [See Exhibit A1).
 24. Releases from Temporary Restricted. This line item was favorable as to budget and helped with the FY25 shortfall. (See Exhibit A2 for details)
- Use of Prior Year Funds. At \$133,284 this was unfavorable to budget by \$62,000, 80% of this unfavorable can be attributed to the production overrun for a single book. See comment above at 6 for book revenue and expenses.
25. Journal Expenses.
 26. Other Publications and Friends of ASOR Expenses.
 27. Book Production. This item was unfavorable by \$56,000, most of which is attributable to the expenses associated with a single publication as note above at item 6. ASOR is changing the contract terms to prevent a similar cost overrun in the future.
 28. Fieldwork Participation Scholarships. In /out item with funds coming from endowment distributions and designated gifts.
 29. Excavation and Heritage Grants. In /out item with funds coming from endowment distributions and designated gifts.

30. Fellowships for Members. in /out item with funds coming from endowment distributions and designated gifts.
31. Chair and Committee Program Support. Includes academic programming, Levantine Ceramic Project, support of committee work, and support for committee chairs.
32. Meetings and Travel for Archaeology. These funds support travel to ASOR affiliated excavations and other travel for meetings by ASOR staff.
33. Website. Payments to Bluehost (ASOR's website provider).
34. Presidential Discretionary
35. Membership and Student Scholarships. This is an allocation from Temporary Restricted account for membership fee scholarships.
36. Salaries and Benefits. Total of all salaries and benefits less what has been charged directed to grants or other replacement dollar categories. Higher than budgeted for two primary reasons: a) the approved budget did not include salary for communications position, and this salary is covered by designated gifts (so not unfavorable for ASOR's bottom line); and b) the lower amount of federal grants in 14' means that grants did not cover salaries and benefits of continuing ASOR staff (including CHI Programs Manager, the Executive Director, and Finance Manager).
37. Building.
38. Office, Phone, Utilities.
39. Postage, etc.
40. Bank Charges. Now charged directly as expenses under specific line items.
41. Insurance.
42. Audit and accounting services: Romeo and Wiggins (audit) and Charity CFO (monthly reconciliations). As of FY26, Charity no longer provides monthly reconciliations as this work has been taken on by an ASOR staff member. Auditors have confirmed that this new arrangement does not compromise ASOR's financial propriety, and management has concluded that the controls are even more robust.
43. Equipment and Supplies.
44. Membership Database Expenses.
45. Office Events, Consulting.
46. Dues.
47. Travel.
48. Development.