

**American Radio Relay League  
Proposed 2018 – 2019  
Plan**

**Detailed Income Statement**

**CONFIDENTIAL**

<b>American Radio Relay League</b>					
<b>Detailed Income Statement</b>					
<b>2018 Plan</b>					
	<b>2016</b>	<b>2017</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
	<b>Actual</b>	<b>Plan</b>	<b>Plan</b>	<b>Plan</b>	<b>Plan</b>
			<b>(Reforecast)</b>		
<b>RECONCILIATION BY TOTALS</b>					
<b>REVENUES</b>					
PUBLICATIONS & PRODUCTS	\$3,727,544	\$3,708,000	\$3,696,000	\$3,548,000	\$3,575,000
ADVERTISING	2,202,765	2,061,000	2,043,000	2,000,000	2,029,000
DUES & SUBSCRIPTIONS	6,597,139	6,664,000	6,844,000	6,858,000	6,776,000
PROGRAM & SERVICE FEES	1,023,714	1,110,000	954,000	953,000	976,000
INVESTMENT INCOME	211,558	187,000	187,000	203,000	210,000
CONTRIBUTIONS & SUPPORT	1,017,077	1,114,000	1,215,000	1,116,000	1,010,000
SPECIAL OPERATING AWARDS	4,351	108,000	42,000	-	-
OTHER	177,501	136,000	136,000	140,000	141,000
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<b>TOTAL REVENUES</b>	<b>14,961,649</b>	<b>15,089,000</b>	<b>15,117,000</b>	<b>14,818,000</b>	<b>14,717,000</b>
<b>DIRECT COSTS</b>					
PUBLICATIONS & PRODUCTS	1,703,498	1,645,000	1,579,000	1,467,000	1,463,000
MEMBERSHIP & SUBS	2,033,613	2,054,000	1,939,000	1,835,000	1,846,000
ADVERTISING	-	-	-	-	-
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<b>TOTAL DIRECT COSTS</b>	<b>3,737,111</b>	<b>3,699,000</b>	<b>3,518,000</b>	<b>3,302,000</b>	<b>3,309,000</b>
<b>ADMINISTRATIVE EXPENSES</b>					
HEADQUARTERS	10,933,671	10,826,000	10,882,000	10,900,000	11,093,000
BOARD OF DIRECTORS, OFFICERS & COMMITTEES	404,058	378,000	378,000	386,000	386,000
SECTION LEVEL	116,103	123,000	123,000	117,000	117,000
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<b>TOTAL ADMIN EXPENSES</b>	<b>11,453,832</b>	<b>11,327,000</b>	<b>11,383,000</b>	<b>11,403,000</b>	<b>11,596,000</b>
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<b>TOTAL EXPENSES</b>	<b>15,190,943</b>	<b>15,026,000</b>	<b>14,901,000</b>	<b>14,705,000</b>	<b>14,905,000</b>
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<b>NET EXCESS (DEFICIT) FROM OPERATIONS</b>	<b>(\$229,294)</b>	<b>\$63,000</b>	<b>\$216,000</b>	<b>\$113,000</b>	<b>(\$188,000)</b>
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			<b>(Reforecast)</b>		
<b>REVENUES:</b>					
<b>PUBLICATION AND PRODUCT SALES:</b>					
ARRL Handbook	\$340,280	\$650,000	\$650,000	\$493,000	\$469,000
Repeater Directory	140,061	137,000	113,000	144,000	147,000
Ham Radio License Manual	595,049	578,000	578,000	473,000	480,000
Training Aids	523,665	431,000	431,000	401,000	407,000
Non-ARRL Publications	168,818	175,000	175,000	166,000	168,000
Royalty Items	270,630	257,000	257,000	326,000	331,000
Other Books	815,246	664,000	664,000	758,000	769,000
RSGB	46,202	50,000	50,000	47,000	47,000
Other Pubs/Product Sales	5,103	-	-	-	-
Membership Supplies	275,807	245,000	245,000	235,000	239,000
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	3,180,861	3,188,000	3,163,000	3,043,000	3,056,000
Apparel Commissions	2,370	2,000	2,000	2,000	2,000
e-Book Royalties	98,743	106,000	106,000	90,000	95,000
Other Products: Publishing Rights	14,277	5,000	5,000	5,000	5,000
On-line Courses	11,147	15,000	15,000	15,000	15,000
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	126,537	128,000	128,000	112,000	116,000
Postage/Handling Fees	437,479	423,000	436,000	423,000	433,000
Sales Returns and Allow.	(17,333)	(30,000)	(30,000)	(30,000)	(30,000)
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<b>TOTAL PUBLICATION &amp; PRODUCT SALES</b>	<b>3,727,544</b>	<b>3,708,000</b>	<b>3,696,000</b>	<b>3,548,000</b>	<b>3,575,000</b>
<b>ADVERTISING:</b>					
QST	1,884,536	1,760,000	1,740,000	1,723,000	1,758,000
QST Specialty	30,508	29,000	29,000	26,000	26,000
Electronic Advertising	49,802	50,000	50,000	44,000	45,000
Ham Ads	6,825	7,000	7,000	11,000	11,000
QEX	8,908	11,000	11,000	3,000	2,000
NCJ	19,426	19,000	19,000	18,000	19,000
WEB Banners	63,024	61,000	61,000	56,000	58,000
LoTW Banner Ads	28,405	28,000	28,000	18,000	13,000
Special Program Banner Ads	13,800	-	-	-	-
Podcast Advertising	8,010	11,000	11,000	11,000	11,000
All Other Advertising	89,521	87,000	87,000	90,000	86,000
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<b>TOTAL ADVERTISING</b>	<b>2,202,765</b>	<b>2,061,000</b>	<b>2,043,000</b>	<b>2,000,000</b>	<b>2,029,000</b>

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			<b>(Reforecast)</b>		
<b>REVENUES:</b>					
<b>MEMBERSHIP DUES AND SUBSCRIPTIONS:</b>					
Term Membership Dues	\$5,862,792	\$5,911,000	\$6,088,000	\$6,112,000	\$6,031,000
Life Membership Dues	517,319	517,000	517,000	515,000	514,000
QST: Dealer	16,222	17,000	17,000	14,000	14,000
QEX Subscriptions	151,306	161,000	167,000	171,000	171,000
NCJ Subscriptions	49,500	58,000	55,000	46,000	46,000
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<b>TOTAL DUES &amp; SUBSCRIPTIONS</b>	<b>6,597,139</b>	<b>6,664,000</b>	<b>6,844,000</b>	<b>6,858,000</b>	<b>6,776,000</b>
<b>PROGRAMS &amp; SERVICE FEES:</b>					
QSL Bureau Service	40,304	85,000	42,000	41,000	41,000
DXCC Fees and Receipts	468,648	513,000	431,000	420,000	462,000
Centennial DXCC Fees and Receipts	2,379	-	-	-	-
National Parks On the Air	1,972	108,000	42,000	-	-
Special Operating Awards	-	-	-	-	-
CQ Revenue	23,173	24,000	24,000	42,000	27,000
Contest Fees	16,213	21,000	21,000	12,000	13,000
Lab Fees	20	-	-	-	-
Volunteer Exam Fees	464,896	464,000	432,000	434,000	429,000
VEC Certificate Fees	6,327	-	-		
IARP Fees	2,335	2,000	2,000	2,000	2,000
Non-Member FCC changes	1,798	2,000	2,000	2,000	2,000
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<b>TOTAL FEES</b>	<b>1,028,065</b>	<b>1,218,000</b>	<b>996,000</b>	<b>953,000</b>	<b>976,000</b>
<b>INVESTMENT INCOME:</b>					
Interest/Dividend Income	187,260	187,000	187,000	203,000	210,000
Gain/(Loss) from Sale of Investments	24,298	-	-	-	-
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<b>TOTAL INVESTMENT INCOME</b>	<b>211,558</b>	<b>187,000</b>	<b>187,000</b>	<b>203,000</b>	<b>210,000</b>

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			<b>(Reforecast)</b>		
<b>CONTRIBUTIONS &amp; SUPPORT:</b>					
Contributions - Unrestricted	\$115,970	\$117,000	\$237,000	\$111,000	\$112,000
Contributions - Diamond Club	367,594	365,000	345,000	365,000	365,000
Contributions - Restricted	533,513	633,000	633,000	640,000	533,000
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<b>TOTAL CONTRIBUTIONS &amp; SUPPORT</b>	<b>1,017,077</b>	<b>1,114,000</b>	<b>1,215,000</b>	<b>1,116,000</b>	<b>1,010,000</b>
<b>OTHER REVENUES:</b>					
Royalties	1,029	3,000	3,000	3,000	3,000
Affinity Credit Card	48,803	50,000	50,000	51,000	52,000
Insurance Commission	27,870	19,000	19,000	22,000	22,000
Affinity Insurance Royalty	8,300	8,000	8,000	8,000	8,000
Misc. Other Income	91,499	56,000	56,000	56,000	56,000
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<b>TOTAL OTHER REVENUES</b>	<b>177,501</b>	<b>136,000</b>	<b>136,000</b>	<b>140,000</b>	<b>141,000</b>
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			<b>(Reforecast)</b>		
<b>DIRECT COSTS:</b>					
<b>DIRECT COSTS OF PUBLICATIONS &amp; PRODUCTS:</b>					
ARRL Handbook	\$80,020	\$174,000	\$174,000	\$124,000	\$120,000
Repeater Directory	82,648	66,000	51,000	52,000	40,000
Ham Radio License Manual	98,951	97,000	97,000	110,000	90,000
Training Aids	128,866	97,000	97,000	81,000	101,000
Non-ARRL Publications	115,975	118,000	118,000	108,000	105,000
Royalty Items	76,254	113,000	113,000	89,000	91,000
Other Books	178,647	117,000	117,000	121,000	125,000
RSGB	32,632	37,000	37,000	31,000	32,000
Other Pubs/Product COGS	3,704	-	-	-	-
Membership Supplies	123,168	115,000	115,000	99,000	100,000
On-line Course Expense	2,670	3,000	3,000	3,000	3,000
e-Book Expenses	8,423	-	-	4,000	4,000
Publications Forwarding Expense	620,775	593,000	553,000	548,000	550,000
Advertising/Promotion Expense	3,190	3,000	3,000	3,000	3,000
In-House Pub Use	105,717	85,000	73,000	70,000	75,000
Obsolete Inventory	41,858	24,000	24,000	24,000	24,000
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<b>TOTAL DIRECT PUBLICATION &amp; PRODUCT SALES</b>	<b>1,703,498</b>	<b>1,645,000</b>	<b>1,579,000</b>	<b>1,467,000</b>	<b>1,463,000</b>

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			<b>(Reforecast)</b>		
<b>DIRECT COSTS OF MEMBERSHIPS AND SUBSCRIPTIONS:</b>					
QST Publication Expense	\$981,749	\$985,000	\$928,000	\$866,000	\$866,000
QST Insertion Costs	4,990	-	-	-	-
QST Forwarding Expense	874,867	926,000	862,000	856,000	865,000
QST Electronic Production Exp.	35,104	19,000	25,000	20,000	20,000
Podcast Expense	3,526	6,000	6,000	2,000	2,000
Video Expense	-	-	-	5,000	5,000
QEX Publication Expense	59,552	50,000	50,000	29,000	30,000
QEX Forwarding Expense	28,143	29,000	29,000	29,000	29,000
NCJ Publication Expense	28,658	20,000	20,000	13,000	13,000
NCJ Forwarding Expense	17,024	20,000	20,000	15,000	16,000
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<b>TOTAL DIRECT MEMBERSHIP &amp; SUBSCRIPTION COSTS</b>	<b>2,033,613</b>	<b>2,054,000</b>	<b>1,939,000</b>	<b>1,835,000</b>	<b>1,846,000</b>
<b>DIRECT COSTS OF ADVERTISING:</b>					
Client On-line Services	-	-	-	-	-
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<b>TOTAL DIRECT ADVERTISING COSTS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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			<b>(Reforecast)</b>		
<b>HEADQUARTERS OPERATIONS:</b>					
Salaries Regular	\$5,593,578	\$5,475,000	\$5,476,000	\$5,531,000	\$5,678,000
Salaries Overtime	35,314	18,000	18,000	18,000	18,000
Commissions and Bonuses	38,000	-	-	-	-
Employee Recognition /Awards	7,569	9,000	9,000	9,000	9,000
Temporary Employees	817	-	-	-	-
Employee Benefits	1,554,791	1,560,000	1,557,000	1,583,000	1,693,000
Employee Relocation	16,949	-	-	-	-
Recruiting Advertising	2,637	2,000	2,000	2,000	2,000
Legal and Professional	176,706	180,000	260,000	246,000	250,000
Accounting/Audit Fees	39,700	40,000	40,000	40,000	42,000
Other Consultants	232,471	292,000	299,000	333,000	219,000
Education Grants	3,799	5,000	5,000	25,000	25,000
Promotional Materials	1,443	9,000	9,000	1,000	1,000
Donor Recognition	49,930	47,000	47,000	55,000	51,000
Office Supplies	71,578	71,000	71,000	56,000	56,000
Stationery/Printing/Forms	331,616	322,000	308,000	317,000	319,000
Exhibit Expense	57,032	43,000	43,000	41,000	42,000
Expensed Equipment/Furniture	31,769	25,000	25,000	9,000	5,000
Computer Supplies	16,608	27,000	27,000	18,000	18,000
Purchased Software Packages	11,384	11,000	11,000	12,000	12,000
Telephone	27,808	28,000	28,000	28,000	28,000
Internet/ISP/Electronic Mail	27,598	28,000	28,000	30,000	30,000
ARRL.net	37,869	39,000	39,000	34,000	35,000
Postage	698,268	718,000	667,000	572,000	578,000
Dues and Subscriptions	51,572	63,000	63,000	75,000	76,000
IARU Dues	51,952	52,000	52,000	52,000	52,000
Business Travel	160,281	118,000	120,000	115,000	115,000
Overseas Travel	130,033	144,000	144,000	159,000	171,000
Member Contact Travel	37,155	36,000	36,000	38,000	37,000
Program Travel	37,499	59,000	59,000	39,000	39,000



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			<b>(Reforecast)</b>		
Utilities	\$130,887	\$128,000	\$128,000	\$129,000	\$130,000
Insurance	121,099	119,000	119,000	128,000	132,000
Property Taxes	132,101	134,000	134,000	142,000	143,000
Building Maintenance	120,790	126,000	126,000	124,000	125,000
Computer Maintenance	27,383	23,000	23,000	39,000	39,000
Maintenance of Equipment	65,733	79,000	79,000	91,000	91,000
Rent/Leased - Equipment	54,706	60,000	60,000	61,000	61,000
Rent/Leased - Storage	53,729	54,000	54,000	54,000	54,000
Rent/Leased - Office Space	912	-	-	-	-
Vehicle Expenses	1,331	2,000	2,000	2,000	2,000
Overseas QSL Service	25,689	23,000	23,000	20,000	24,000
Awards Expense	80,311	81,000	81,000	64,000	68,000
CQ Expense	6,919	7,000	7,000	16,000	8,000
W1AW Station Expense	2,281	3,000	3,000	3,000	3,000
Product Review Expense	16,031	10,000	10,000	12,000	13,000
Lab Expense	6,617	7,000	7,000	9,000	9,000
Payroll Processing	12,507	12,000	12,000	12,000	12,000
Bank Service Charges	24,695	27,000	27,000	24,000	25,000
Credit Card Fees	259,697	255,000	290,000	254,000	271,000
Credit and Collections	1,498	1,000	1,000	1,000	1,000
Bad Debt Expense	-	9,000	9,000	6,000	6,000
Other Taxes and Permits	2,326	3,000	3,000	2,000	2,000
Depreciation and Amortization	251,028	242,000	242,000	267,000	271,000
Miscellaneous	1,675	2,000	2,000	2,000	2,000
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<b>TOTAL HEADQUARTERS OPERATIONAL EXPENSES</b>	<b>10,933,671</b>	<b>10,826,000</b>	<b>10,882,000</b>	<b>10,900,000</b>	<b>11,093,000</b>

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			<b>(Reforecast)</b>		
<b>BOARD of DIRECTORS, OFFICERS &amp; COMMITTEES:</b>					
Divisions	\$150,734	\$142,000	\$142,000	\$151,000	\$151,000
President and Officers	36,844	39,000	39,000	36,000	36,000
BOD Meetings	119,215	120,000	120,000	120,000	120,000
Committees	97,265	77,000	77,000	79,000	79,000
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	404,058	378,000	378,000	386,000	386,000
Section Level Administrative Exp.	116,103	123,000	123,000	117,000	117,000
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<b>TOTAL BOARD of DIRECTORS, OFFICERS &amp; COMMITTEES:</b>	<b>520,161</b>	<b>501,000</b>	<b>501,000</b>	<b>503,000</b>	<b>503,000</b>