

**2014 ANNUAL MEETING
ARRL BOARD OF DIRECTORS
Windsor, CT
January 17-18, 2014**

Report of the Chief Financial Officer

We began 2013 coming off a year where, again, we were able to produce a positive bottom line from normal operations and increase the organization's net assets despite having completed one of the largest single financial transactions of my tenure when we officially terminated the defined benefit pension plan and distributed the assets. Not only did we produce a positive gain from operations but contributions to the Second Century Campaign were also a significant factor in the increase.

This set us up for 2013 although we were still somewhat conservative in our forecast for the year, projecting a small loss from operations. Overall our outlook for 2013 was "mixed" at best. We expected to show a bottom line loss from operations, due primarily to investments in two significant projects, the Second Century Campaign and the ARRL's Centennial Celebration coming up in 2014. The importance of the Second Century Campaign is clear. By the end of 2013, the ARRL had received cash and commitments for the organization's endowment in excess of \$6 million on the way to a very aggressive goal of \$10 million for the campaign. And with plans beginning in earnest for the Centennial Year, the highlight of which will be the 2014 ARRL National Convention in Hartford, CT, 2013 proved to be a very busy year both operationally and financially. Looking back on the year, I believe we can say we were successful in achieving many of our goals for the year.

The financial reports attached to this report, as always at this point in our year-end cycle, are to be considered "preliminary". While we have included all the known transactions to this point, there will be additional invoices, etc. received before the books are finally closed for the year and the year-end audit completed sometime in April.

Financial Matters

The standard monthly financial reports are attached as an addendum to this report. Being that it is the year-end, I will focus my comments more on the full year's results than simply the month of December although I will try and highlight any significant items that occurred in the last month of the year.

Overall

Having just noted in the preceding paragraph that I was going to concentrate my report on the full year figures, I have to start the financial discussion by pointing out the VERY strong revenue

results turned in for the month of December. Led by the publication sales result, the organization turned in one of, if not the largest single revenue months in my memory. As you will see below, we recorded almost \$1.7 million in revenues for the month of December from all sources, well above our original Plan. This result was important and, honestly, quite necessary as annual adjustments for accrued benefits made every December, as well as the usual year-end tsunami of expense reports and invoices, pushed total expenses well over budget for the month as well.

For the year, we finished the year, on a preliminary basis, with a positive income from operations of \$267,000, well in excess of the \$86,000 included in the original plan. This was, however, about \$77,000 less than earned in 2012. Including investments in the Second Century Campaign and Centennial related activities, plus \$204,000 in realized investment gains, the total bottom line for the year stood at \$284,000, much better than the forecasted loss that had been planned for the year. All in all this is an excellent financial result.

While voluntary contributions earned were higher than planned for the month of December, for the full year, we fell short of the goal established in the Plan, particularly in areas like the Defense Fund and in the category of miscellaneous contributions. Total contribution earned in 2013 stood at \$946,000 which was \$130,000 less than originally planned for the year. The receipts from the Diamond Club totaled \$302,000 for the year, just beating our expectations. The good news here is that this result exceeded the prior year by \$17,000 which indicates a strong base for the organization. On the other hand, the Spectrum Defense Fund underperformed our target for the year bringing in \$296,000, about \$89,000 less than planned. This suggests what we've always said about this particular fund, that a clearly perceived threat is really needed to maximize the potential giving base. Several items should also be noted here including the results for the Education and Technology Fund. It would appear at first glance that the fund was "under plan" by almost \$66,000 in 2013. This relates only to the expected uses of the fund throughout the year. It should also be viewed in the context of the overall fund which, during 2013, raised \$174,000 and, after using \$157,000 for appropriate purposes, there is a balance of about \$144,000 in the fund at the end of the year. This is slightly less than one year's spending so successful future fundraising will be important to continuing this program which encompasses a variety of things including Teachers' Institutes and equipment grants to schools.

The monthly financial reports are generally focused on the income statement but it is important to also look at the organization's balance sheet, at least annually, and the end of the year is a good time to do so. With an increase of over \$1.7 million in unrealized gains in our investment portfolio coupled with the results of the Second Century Campaign, the organization's net assets grew by \$3.6 million in 2013. That is an outstanding result and will serve to offset whatever deficit spending we might have in the coming year because of our conscious decision to invest resources in the Centennial events as well as the Second Century Campaign. Total assets have grown to almost \$25.8 million with total cash and investments equaling \$22.3 million of that total. The growth in these assets, coupled with the elimination of the liability for the defined benefit pension plan a year ago, has strengthened the organization's overall financial position tremendously.

Income

As noted above, fueled by the revenue results in the month of December, total revenues for the year reached almost \$13.9 million and ended 2013 about \$157,000 more than originally planned and also showing a small (1.8%) increase from the total revenues earned in 2012. The only category which produced results which were less than planned was subscriptions to our other periodicals.

With the final shipments of the personalized copies of the Centennial edition ARRL Handbook, publication sales revenues soared in the month of December, wiping out the entire shortfall from Plan that had accrued through the first eleven months of the year. Total publication sales revenues soared to \$674,000 in the month of December with \$316,000 of that number coming from sales of all Handbook products. The Centennial edition of the ARRL Handbook, particularly the personalized, hardcover version, dominated the sales revenues and pushed sales of all Handbook products to over \$822,000 in 2013. That result was more than double the revenues garnered from Handbook sales in the prior year. With this as a springboard, and improving sales of the Ham Radio License Manual, total revenues from publication sales for the year rose to \$3.86 million, \$115,000 more than planned. While several other categories of sales revenues exceeded the annual goal, there were a few that fell short of our expectations and most of these produced less revenue than the prior year. Looking at the coming year, without a clear powerhouse like the Centennial edition of the Handbook, our projections for total publication sales is about 7% less than the results achieved in 2013.

The one revenue category that fell short of expectations for 2013 was in the area of our other periodicals. Subscriptions from QEX and NCJ totaled only \$232,000 for the year, about \$20,000 short of the goal for the year. Most of this shortfall came in the area of QEX subscriptions (\$16,000) as subscriptions to this particular publication dropped from \$183,000 in 2012 to \$167,000 in 2013.

Although it would be easy to say that revenues from sales of advertising kept “plugging along” throughout the year, this wouldn’t do justice to the efforts to continually exceed the monthly target by a small amount which, in the end, delivered another year where revenues from this source grew slightly. Total revenues from sales of advertising finished the year at \$2.59 million, some \$51,000 more than planned. What continues to defy reason is that print advertising in QST produced most of this favorable variance for the year AND most of the total increase in the revenues in this category in comparison to 2012. It should be pointed out that, after a couple of years of increases, revenues from banner ads on the web site flattened out in 2013.

Membership in the ARRL grew again in 2013 continuing a string of seven straight years of growth for the organization. We ended the year with 162,215 members, an increase of 1.2% over the end of last year and 569 more than the original year-end goal. In light of the economic climate over that period of time and the plight of other not-for-profits, this result is truly outstanding. And with the growth in membership, dues income continues to increase as well. We finished the year with earned dues of \$5.79 million, about \$29,000 more than planned and an increase of 1.3% over the total dues earned in 2012.

While in total, Program Fees for the year exceeded the original goal, there were mixed results within the various types of fees that make up this category. Led by results from the ARRL VEC program whose results helped offset some under plan performance in other revenue areas, total program fees for the year stood at \$1.01 million, effectively right on the target. VEC fees recovered from the mid-point in the year where they were about \$7,000 below Plan to finish the year with a total of \$426,000, \$27,000 more than planned. The other major category of fees in this area, DXCC, fell short of its goal for the year bringing in a total of \$474,000, about \$30,000 less than planned. And, unlike VEC, the DXCC fees collected represent a decrease from the prior year which can be tied to the new fee schedule that helped encourage participants to submit applications more often, with fewer contacts, throughout the year. Other fee types in this category include, among others, QSL Bureau, Contest revenues and fees from the CQ award through Logbook of the World. All of these areas except Contest produced better than planned results for the year and fees from the Contest branch and the QSL Bureau were down from 2012.

Investment income was less than planned for the year, partially the result of interest rates and maturing fixed income securities and partially due to the change in reporting methodology where the investment income on the endowment created by the Second Century Campaign is being reported in a different line than in the past. Total investment income allocated to Regular operations was \$232,000 for the year.

Expenses in the Income segment were over budget in December, partially the result of the higher cost of goods sold number resulting from the excellent sales results, and partially due to late year invoiced and accruals for benefits mentioned earlier in this report. For the full year, however, total spending in most areas within this segment were at or below budget. Over budget spending for the year was seen in the Information Technology Department where spending on overtime, expensed equipment and software maintenance were all more than budgeted for the year. Total expenditures in the Income segment for 2013 stood at \$10.73 million, about \$161,000 less than planned.

Spending

Spending on member programs, advocacy and governance was also under budget, in total, for the year despite being well over budget in the month of December. Total spending in these areas for the last month of the year was \$433,000, about \$145,000 more than planned. Reasons for this overage are tied to the rush of late invoices and expense reimbursement reports almost as much as to the year-end benefit accruals that are allocated to all the various departments. December spending variances in areas like the Washington office, Section expenses and Board and Committee expenditures were all influenced by submissions of expense reimbursement reports.

Spending in all of the functions supporting member programs, advocacy and governance, however, totaled \$3.99 million, about \$56,000 less than planned for the full year. The D.C. office was over budget with more travel than planned as well as higher than expected payments for legal and other consulting services. Field Services' expenditures exceeded budget for the year with printing, member contact travel and awards expense all being higher than planned. It is important to note here that, unlike most Headquarters' expenses, member contact travel is not

directly controlled from HQ and varies from year-to-year based on the valid requests (within the parameters of our own rules) we receive from sanctioned hamfests and conventions. The Emergency Preparedness function was over budget for the year, again in the category of travel but also there was some additional overtime incurred as well. The ARRL VEC, given the push in the second half of the year and staffing issues with caused by outages for much of the year, did end the year spending more than had originally been planned. In addition to higher compensation and overtime which resulted from the staff absences, more resources were necessary for printing and mailing of tests and test sessions. And finally, the Lab exceeded their annual budget somewhat as maintenance expenses on their test equipment ran higher than anticipated, in some measure, leading us to propose replacing a couple of pieces of equipment in the 2014 Plan.

Cash Flow

On balance, cash flow from operations was positive for the year. We did transfer \$500,000 from the investment portfolio in June but it should be noted that, annually, over \$700,000 of operational cash is generated in the portfolio from investment income allocated to regular operations as well as income on the Life member reserve which is cash needed to support member services provided to those same Life members.

Operational Matters

I will refer you to my report for the July meeting regarding accomplishments in the first half of the year and will concentrate on the second half of 2013 in this report.

Under the capable direction of Michael Keane, K1MK, the IT Department delivered a major accomplishment in the second half of the year. During the second week of December, after many, many hours of development and testing, the ARRL E-store project (retail sales order and fulfillment) was made operational. One of the major benefits is that now, orders entered in the ARRL web store can go straight through to fulfillment and accounting with no additional data entry on our part. While this project was a very long time in development, the process of writing detail specifications which were eventually approved in conjunction with the user group, coding and then detailed testing by the user group before acceptance, served us very well as the system was implemented with only minimal issues. And those issues were resolved with no real interruption in the service delivered. The system has eliminated the need to re-type orders which have already been entered on the web site. It should be noted here that this project, led by programmer Dennis Budd, was only completed through the cooperation of several departments including IT, Sales & Marketing and Controller's. With the completion of this project, we will turn to the wholesale order system project in early 2014 using the same process for developing detailed specifications with the users, in this case primarily the Business Services and Controller's departments.

Another significant IT project, the replacement for the current DXCC system, reached a milestone late in the year with the sign-off of the MVP Department on the detailed specifications for the new system. Unfortunately, this took longer than anyone had hoped due to various long term absences of key MVP Department staffers during the year. Work has begun on coding the new system.

Preparing for the 100th anniversary year began in earnest in the IT Department with the development of the appropriate mechanisms in Logbook of the World for the Centennial QSO Party and the deployment of the related web site. Development of this project will continue throughout the early part of 2014. This project also includes support for the W1AW portable operating event taking place in the Centennial year.

Another significant change implemented in the second half of the year was the transfer of the outside service vendor for all ARRL e-mail accounts to POBox.com. This included the transition for the ARRL.net e-mail forwarding service and it's over 70,000 accounts as well. It took a little time for the e-mail filtering from POBox to "learn" and keep up with the overwhelming volume of spam generated through these accounts but by most opinions, the service is up and running efficiently.

The IT Department also provided programming support for the implementation of the "single sign-on" mechanism from the ARRL web site to the electronic voting system used in the Division elections this past fall.

Support of the web site continued throughout the year as many identified "bugs" or small enhancements were implemented. In addition, the department has provisioned, configured and is currently testing an upgraded server at Rackspace.com, the hosting site for the ARRL web site. This is intended to help improve the overall performance of the site.

The infrastructure of the organization, while not generally visible on a day-to-day basis, is still a significant undertaking and there were several projects completed in the second half of the year in this area:

- Completed the migration of the HQ e-mail system to Microsoft Exchange 2010 running on a virtual host and in the process, retired the 10 year old MS Exchange 2003 system and physical server.
- Completed Phase 1 of the HQ Local Area Network (LAN) upgrade including:
 - a) Full documentation of the current environment;
 - b) Upgraded the Ethernet wiring from 100Mbps to 1 Gbps improving the throughput;
 - c) Installed two new switches for user ports;

Phase 2 of this project will be completed in early 2014.

- Reorganized the network storage configuration, retiring the last legacy NetApp file server.
- Completed a review of the Microsoft Active Directory accounting for all licenses and implementing a consistent naming structure for all users.
- We have identified a couple of possible candidates for the newly created programming position for Logbook of the World, but have not found the perfect candidate for the

position. We are continuing the search and will be talking to two other potential candidates in the next week or so.

- And finally, the infrastructure support team was called upon to deal with and mitigate the effects of two significant and several minor malware incidents; the most serious was an infection by the Cryptolocker virus which is a particularly insidious piece of “ransomware” that came in through infected e-mail attachments. We were infected roughly 30 minutes before we received the update to our virus detection software which would have identified and blocked this particular version of the virus. To help avoid these situations in the future we made some additional, incremental changes to tighten our security posture with regard to malware threats.

The Controller’s Department which includes the Outgoing Mailroom continues to operate smoothly under the direction of Diane Middleton, ARRL Controller. In addition to their daily duties which include the collection and recording of all the financial transactions for the organization, this group also completed some additional projects and had their own accomplishments, despite being one of the least visible departments at Headquarters.

- As noted above, members of the Accounting Department contributed significantly to the specifications and testing of the e-store project, particularly in where the system feeds the accounting and inventory records of the organization.
- Amy Leary, the ARRL Accountant, completed the arduous task of identifying and documenting all the furniture and equipment within the ARRL and reconciling it with the general ledger. This also helps us reduce our overall property tax bill somewhat.
- As always, the process of producing the annual Plan and financial forecasts is a significant project that is supported in large measure from the Controller’s Department. This year’s Plan was particularly challenging with maintaining a positive bottom line from “normal” operations while providing measured investments in one-time projects that are important to the organization.
- In conjunction with the IT Department, the Controller’s Department had to deal with a couple of separate incidents whereby identity thieves were trying to use the ARRL web site to confirm the validity of stolen credit card numbers. This involved reversing over 1,200 individual transactions in a very short period of time. In one case, the perpetrator was so persistent that, for the short term, we moved the web site Donation Form (the vehicle that was being used to test the credit card numbers) behind the Members’ Only wall on the web site.

2013 also provided a pleasant surprise in the second half of the year when we went out seeking bids on our health insurance plan for the coming year. After several years of having to accept significant premium increases based on our experience, we were able to negotiate a plan with Cigna Insurance Company that provides no change in the benefit structure, offers effectively no increase in the employee share of the premiums and reduces the overall cost to the organization

for both the health and dental insurance programs in 2014. The initial transition has had some issues but we are working through them.

One disappointment, although not one we have any direct control over, is the fact that the Pension Benefit Guarantee Association has yet to complete their audit of the termination of the ARRL Defined Benefit Pension Plan. This has gone on far too long but it is not a process we can speed up. The good news on this front is that our Plan's actuary from The Standard has been told verbally by the PBGC auditor that there are "no major findings". While this doesn't mean there won't be small adjustments to the termination settlements for select individuals, it is an indication that there probably won't be any large financial adjustments or long, drawn out fights with the PBGC. The bad news is that their findings still have to go through a review Board at the PBGC which could take several more months to get to the end of the process.

And finally, we have begun contracting for painting and other projects that will commence in the first half of 2014 to get the Headquarters facility in shape for the influx of visitors expected during the National Convention and throughout the Centennial year.

In Summary

Looking back on 2013, we finished the year on an upswing financially with a strong revenue month in December and produced a positive gain from operations for the year. This gain, coupled with a strong performance from our investment portfolio, provided an increase in the net assets of the organization that will serve us well as we enter our Centennial year. These factors should not be discounted as there are many, many other not-for-profit organizations, including many membership associations that would kill to have our results.

And, as we look back on 2013 we are, at the same time, looking forward to the 100 year anniversary of the American Radio Relay League. This is a significant accomplishment for the organization and everyone who has served it as a volunteer or staff member over the long history of the ARRL. It will be a challenging and exciting year for all of us, with the highlight being the 2014 National Convention in Hartford, CT in July. There is much work to be done and it will require contributions from staff all throughout the Headquarters operation to pull it off successfully.

In Closing

There are many people in the organization that have contributed to our achievements in the past twelve months. I believe that we accomplished much of what we set out to do but there is still much to be accomplished as well.

The list of people who need to be thanked is long. From the work of the entire staff, to the support and guidance provided by the Administration and Finance Committee and ultimately the Board of Directors, all contributed to, and should take some pride in the results.

On a personal note, I would like to take this opportunity to thank all of you who sent your condolences and expressions of sympathy regarding the passing of my mother during the last

Board meeting. I wasn't able to thank you all individually or properly, but know your thoughts and prayers were greatly appreciated by my family.

If anyone has any questions about this report I would be more than happy to discuss them with you prior to the Board meeting or once you arrive in Connecticut.

Respectfully Submitted,

Barry J. Shelley, N1VXY
Chief Financial Officer

ARRL
FINANCIAL RESULTS PACKAGE
December 31, 2013

AMERICAN RADIO RELAY LEAGUE, INC.		
BALANCE SHEET		
As of December 31, 2013 and December 31, 2012		
	2013	2012
ASSETS		
Cash & Short Term Investments	\$2,023,698	\$1,855,275
Accounts Receivable, Net	449,742	438,738
Contributions Receivable, Net	1,141,832	799,794
Inventory, Net of Reserve	689,338	786,132
Prepaid Expenses	231,277	437,776
Investments at Market	20,324,854	16,929,684
Land, Building & Equipment, Net of Accumulated Depreciation	919,419	432,482
TOTAL ASSETS	\$25,780,160	\$21,679,881
LIABILITIES & FUNDS		
Liabilities:		
Accounts Payable	\$437,838	\$243,487
Other Accrued Liabilities	541,036	431,024
Deferred Membership Dues - Term	3,419,811	3,344,696
Deferred Membership Dues - Life	6,802,834	6,683,921
Pension Liability	0	0
TOTAL LIABILITIES	11,201,519	10,703,128
Fund Balances:		
Unrestricted	5,588,223	3,599,095
Designated Unrestricted	0	0
Temporarily Restricted	1,605,131	1,578,520
Permanently Restricted	7,385,287	5,799,138
TOTAL FUND BALANCES	14,578,641	10,976,753
TOTAL LIABILITIES & FUND BALANCES	\$25,780,160	\$21,679,881

AMERICAN RADIO RELAY LEAGUE, INC.

SUMMARY

December 2013

	December			Year-To-Date			2012
	Actual	Plan	Variance	Actual	Plan	Variance	Actual YTD
REVENUES	\$1,537,236	\$1,224,433	\$312,803	\$13,855,351	\$13,698,610	\$156,741	\$13,614,789
EXPENSES	1,204,030	928,203	(275,827)	10,543,451	10,641,866	98,415	10,179,499
NET AVAILABLE INCOME	333,206	296,230	36,976	3,311,900	3,056,744	255,156	3,435,290
MEMBER PROGRAM EXPENDITURES	432,677	287,268	(145,409)	3,990,621	4,046,823	56,202	4,143,588
SUB-TOTAL	(99,471)	8,962	(108,433)	(678,721)	(990,079)	311,358	(708,298)
CONTRIBUTIONS	148,887	131,558	17,329	945,926	1,076,164	(130,238)	1,052,211
INCOME FROM OPERATIONS	49,416	140,520	(91,104)	267,205	86,085	181,120	343,913
SECOND CENTURY CAMPAIGN	(14,459)	(66,347)	51,888	(182,455)	(236,976)	54,521	(141,273)
2014 NATIONAL CONVENTION	(839)	(500)	(339)	(4,863)	(12,500)	7,637	0
CENTENNIAL ACTIVITIES	0	0	0	0	0	0	0
PENSION PLAN TERMINATION	0	0	0	0	0	0	(545,211)
GAIN/(LOSS) ON INVESTMENT	11,081	0	11,081	204,430	0	204,430	707,414
NET EXCESS (DEFICIT)	\$45,199	\$73,673	(\$28,474)	\$284,317	(\$163,391)	\$447,708	\$364,843
UNREALIZED GAIN (LOSS)	\$148,100			\$1,704,810			(298,525)

AMERICAN RADIO RELAY LEAGUE, INC.

INCOME

December 2013

	December			Year-To-Date			2012
	Actual	Plan	Variance	Actual	Plan	Variance	Actual YTD
REVENUES	\$1,537,236	\$1,224,433	\$312,803	\$13,855,351	\$13,698,610	\$156,741	\$13,614,789
Product Sales	673,568	381,016	292,552	3,856,617	3,741,271	115,346	3,536,392
QST and Magazines	20,721	20,190	531	232,408	252,286	(19,878)	255,418
Advertising	209,623	204,287	5,336	2,594,067	2,542,585	51,482	2,563,369
Membership Dues	488,070	491,596	(3,526)	5,785,794	5,756,492	29,302	5,709,184
Program Fees	97,204	68,655	28,549	1,014,877	1,012,150	2,727	1,031,195
Interest/Dividends	36,572	35,934	638	232,325	276,416	(44,091)	413,944
2014 Convention Revenue	0	0	0	0	0	0	0
Centennial Activities	0	0	0	0	0	0	0
Other	11,478	22,755	(11,277)	139,263	117,410	21,853	105,287
EXPENSES	\$1,219,328	\$995,050	(\$224,278)	\$10,730,769	\$10,891,342	\$160,573	\$10,865,983
Product Sales	412,072	258,297	(153,775)	2,839,260	2,841,114	1,854	2,750,045
QST and Magazines	235,915	243,857	7,942	2,744,287	2,834,620	90,333	2,861,335
Advertising	25,231	20,362	(4,869)	256,547	250,556	(5,992)	258,017
Membership Dues	90,962	75,703	(15,259)	900,868	927,468	26,600	921,829
Investment Advisor Fees	0	0	0	0	0	0	20,200
2014 Convention Expenses	839	500	(339)	4,863	12,500	7,637	936
Centennial Activities	0	0	0	0	0	0	0
Support:	\$454,309	\$396,331	(\$57,978)	\$3,984,944	\$4,025,085	\$40,141	\$4,053,621
Administration	87,315	63,904	(23,411)	846,534	830,882	(15,652)	866,773
Development/Fundraising	20,897	19,246	(1,651)	362,563	378,446	15,883	398,623
2nd Century	14,459	66,347	51,888	182,455	236,976	54,521	158,170
Comptroller	79,455	64,720	(14,735)	861,861	860,896	(965)	857,256
Information Technology	89,880	69,701	(20,179)	916,577	891,757	(24,820)	896,228
Administrative Services	31,506	21,638	(9,868)	247,257	248,258	1,001	257,410
Personnel	84,237	51,246	(32,991)	85,760	80,472	(5,288)	123,732
Building	46,560	39,529	(7,031)	481,937	497,398	15,461	495,429
NET AVAILABLE INCOME	\$317,908	\$229,383	\$88,525	\$3,124,582	\$2,807,268	\$317,314	\$2,748,806
Product Sales	261,496	122,719	138,777	1,017,357	900,157	117,200	786,347
QST and Magazines	(215,194)	(223,667)	8,473	(2,511,879)	(2,582,334)	70,455	(2,605,917)
Advertising	184,392	183,925	467	2,337,520	2,292,030	45,490	2,305,352
Membership Dues	397,108	415,893	(18,785)	4,884,926	4,829,025	55,902	4,787,355
Program Fees	97,204	68,655	28,549	1,014,877	1,012,150	2,727	1,031,195
Investment Income	36,572	35,934	638	232,325	276,416	(44,091)	393,744
2014 Convention	(839)	(500)	(339)	(4,863)	(12,500)	7,637	(936)
Other and Support	(442,831)	(373,576)	(69,255)	(3,845,681)	(3,907,675)	61,994	(3,948,334)

AMERICAN RADIO RELAY LEAGUE, INC.

SPENDING

December 2013

	December			Year-To-Date			2012
	Actual	Plan	Variance	Actual	Plan	Variance	Actual YTD
MEMBER PROGRAM							
EXPENDITURES	\$432,677	\$287,268	(\$145,409)	\$3,990,621	\$4,046,823	\$56,202	\$4,143,588
Advocacy	\$100,848	\$62,826	(\$38,022)	\$855,983	\$836,399	(\$19,584)	\$936,408
Washington	78,400	48,121	(30,279)	646,214	592,583	(53,631)	651,778
International/IARU	12,030	8,220	(3,810)	142,480	140,595	(1,885)	191,206
Public Relations	10,418	6,485	(3,933)	67,289	103,221	35,932	93,424
Membership/Vol Programs	\$199,567	\$128,174	(\$71,393)	\$1,688,703	\$1,712,911	\$24,208	\$1,746,605
Administration	24,065	19,555	(4,510)	259,378	253,477	(5,901)	262,883
Contest	22,675	6,656	(16,019)	114,039	144,035	29,996	149,388
DXCC/Awards	47,684	39,420	(8,264)	503,555	530,494	26,939	495,790
QSL Bureau	11,856	10,369	(1,487)	84,946	85,133	187	82,849
W1AW	11,862	9,963	(1,899)	132,996	136,828	3,832	137,246
Field Services	29,104	21,635	(7,469)	317,769	292,006	(25,763)	325,682
Emergency Preparedness & Response	14,591	10,341	(4,250)	158,495	148,118	(10,377)	168,065
Section Expenses	37,730	10,235	(27,495)	117,525	122,820	5,295	124,702
Educational Programs	\$14,437	\$21,080	\$6,643	\$271,433	\$384,893	\$113,460	\$318,117
Education Services	8,894	14,045	5,151	140,259	179,029	38,770	151,703
Educ & Technology	5,543	7,035	1,492	131,174	205,864	74,690	166,414
VEC	\$31,547	\$25,241	(\$6,306)	\$389,689	\$359,346	(\$30,343)	\$408,547
LAB	\$41,737	\$31,649	(\$10,088)	\$421,492	\$413,247	(\$8,245)	\$431,373
Governance	\$44,541	\$18,298	(\$26,243)	\$363,321	\$340,027	(\$23,294)	\$302,538
Divisions	26,317	9,548	(16,769)	114,525	114,527	2	111,791
Officers	3,141	3,000	(141)	25,367	40,000	14,633	28,241
Board Meetings	3,226	0	(3,226)	154,847	125,000	(29,847)	115,005
Committees	11,857	5,750	(6,107)	68,582	60,500	(8,082)	47,501

AMERICAN RADIO RELAY LEAGUE, INC.
CONTRIBUTIONS / INVESTMENT ACTIVITY

December 2013

	December			Year-To-Date			2012
	Actual	Plan	Variance	Actual	Plan	Variance	Actual YTD
CONTRIBUTIONS AND SUPPORT	\$148,887	\$131,558	\$17,329	\$945,926	\$1,076,164	(\$130,238)	\$1,052,211
Unrestricted	\$56,496	\$50,500	\$5,996	\$352,990	\$400,500	(\$47,510)	\$354,993
Diamond Club	52,335	30,000	22,335	302,777	300,000	2,777	286,021
Miscellaneous	4,161	20,500	(16,339)	50,213	100,500	(50,287)	68,972
Member Loyalty	0	0	0	2,058	0	2,058	253
Donor-Restricted: "Uses"	\$92,391	\$81,058	\$11,333	\$592,936	\$675,664	(\$82,728)	\$697,218
Capital Campaign Earnings	\$6,250	\$0	6,250	\$56,962	\$0	56,962	\$81,405
Defense:	\$53,784	\$70,000	(\$16,216)	\$295,595	\$385,000	(\$89,405)	\$343,249
Advocacy	53,521	69,750	(16,229)	239,723	341,810	(102,087)	301,780
Fundraising	263	250	13	55,872	43,190	12,682	41,469
Education & Technology:	\$5,547	\$7,068	(\$1,521)	\$157,165	\$222,876	(\$65,711)	\$187,753
Program	5,530	7,037	(1,507)	131,162	205,876	(74,714)	163,796
Fundraising	17	31	(14)	26,003	17,000	9,003	23,957
W1AW Endowment	\$0	\$0	\$0	\$0	\$0	\$0	\$17,678
Legal Research & Resource	10,690	950	9,740	15,027	7,000	8,027	3,610
Lab Fund	0	40	(40)	0	488	(488)	0
Preservation of Artifacts	120	0	120	723	0	723	1,926
W1AW	0	0	0	9,956	20,300	(10,344)	0
Ham Aid	0	0	0	0	0	0	7,303
ARDF	0	0	0	0	0	0	432
E. Smith Earnings	3,000	3,000	0	40,000	40,000	0	40,000
Colvin Award	11,000	0	11,000	15,000	0	15,000	12,500
Star Technology Fund	0	0	0	0	0	0	1,362
Project Goodwill	\$2,000	\$0	2,000	\$2,508	\$0	2,508	0
GAIN/(LOSS) ON SALE OF INVESTMENTS	\$11,081	\$0	\$11,081	\$204,430	\$0	\$204,430	\$707,414

**American Radio Relay League
Detailed Income Statement
December 31, 2013**

	Month of December			Year-to-date			2012	2013
	Actual	Plan	Variance	Actual	Plan	Variance	YTD Actual	Total Plan
RECONCILIATION BY TOTALS								
REVENUES								
PUBLICATIONS & PRODUCTS	673,568	381,016	292,552	3,856,617	3,741,271	115,346	3,536,394	3,741,271
ADVERTISING	209,623	204,287	5,336	2,594,067	2,542,585	51,482	2,563,370	2,542,585
DUES & SUBSCRIPTIONS	508,791	511,786	(2,995)	6,018,202	6,008,778	9,424	5,964,603	6,008,778
PROGRAM & SERVICE FEES	97,204	68,655	28,549	1,014,877	1,012,150	2,727	1,031,195	1,012,150
INVESTMENT INCOME	47,653	35,934	11,719	436,755	276,416	160,339	1,121,358	276,416
CONTRIBUTIONS & SUPPORT	148,887	131,558	17,329	945,926	1,076,164	(130,238)	1,052,211	1,076,164
OTHER	11,478	22,755	(11,277)	139,263	117,410	21,853	105,287	117,410
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TOTAL REVENUES	1,697,204	1,355,991	341,213	15,005,707	14,774,774	230,933	15,374,418	14,774,774
DIRECT COSTS								
PUBLICATIONS & PRODUCTS	306,728	170,879	135,849	1,732,270	1,700,965	31,305	1,565,535	1,700,965
MEMBERSHIP & SUBS	185,010	192,166	(7,156)	2,138,091	2,167,249	(29,158)	2,151,145	2,167,249
ADVERTISING	-	-	-	-	-	-	-	-
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TOTAL DIRECT COSTS	491,738	363,045	128,693	3,870,361	3,868,214	2,147	3,716,680	3,868,214
ADMINISTRATIVE EXPENSES								
HEADQUARTERS	1,077,997	890,740	187,257	10,370,189	10,607,104	(236,915)	10,865,656	10,607,104
BOARD OF DIRECTORS, OFFICERS & COMMITTEES	44,542	18,298	26,244	363,321	340,027	23,294	302,540	340,027
SECTION LEVEL	37,728	10,235	27,493	117,519	122,820	(5,301)	124,699	122,820
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TOTAL ADMIN EXPENSES	1,160,267	919,273	240,994	10,851,029	11,069,951	(218,922)	11,292,895	11,069,951
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TOTAL EXPENSES	1,652,005	1,282,318	369,687	14,721,390	14,938,165	(216,775)	15,009,575	14,938,165
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NET EXCESS (DEFICIT) FROM OPERATIONS	45,199	73,673	(28,474)	284,317	(163,391)	447,708	364,843	(163,391)
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American Radio Relay League
Detailed Income Statement
December 31, 2013

	Month of December			Year-to-date			2012	2013
	Actual	Plan	Variance	Actual	Plan	Variance	YTD Actual	Total Plan
REVENUES:								
PUBLICATION AND PRODUCT SALES:								
ARRL Handbook	\$316,020	\$90,000	\$226,020	\$822,133	\$706,572	\$115,561	\$385,231	\$706,572
Repeater Directory	8,042	8,000	42	167,403	165,773	1,630	164,136	165,773
Ham Radio License Manual	51,603	28,000	23,603	472,222	438,464	33,758	483,437	438,464
Training Aids	34,013	32,000	2,013	386,307	410,779	(24,472)	481,927	410,779
Non-ARRL Publications	22,287	20,155	2,132	179,336	168,745	10,591	187,297	168,745
Royalty Items	24,346	25,000	(654)	221,528	226,809	(5,281)	182,322	226,809
Other Books	88,424	99,860	(11,436)	821,653	888,222	(66,569)	942,985	888,222
RSGB	8,088	9,500	(1,412)	72,655	90,453	(17,798)	81,789	90,453
Other Pubs/Product Sales	159	0	159	4,893	0	4,893	4,469	0
Membership Supplies	15,517	14,250	1,267	208,666	199,156	9,510	211,923	199,156
e-download-Repeater Directories	863	0	863	15,974	0	15,974	20,797	0
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	569,362	326,765	242,597	3,372,770	3,294,973	77,797	3,146,313	3,294,973
Apparel Comissions	1,798	0	1,798	4,166	3,000	1,166	2,598	3,000
Other Products: Publishing Rights	24	12,600	(12,576)	10,573	25,200	(14,627)	11,977	25,200
On-line Courses	2,440	1,840	600	21,955	22,080	(125)	22,023	22,080
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	4,262	14,440	(10,178)	36,694	50,280	(13,586)	36,598	50,280
Postage/Handling Fees	85,146	42,811	42,335	459,662	432,018	27,644	410,368	432,018
Sales Returns and Allow.	14,798	(3,000)	17,798	(12,509)	(36,000)	23,491	(56,885)	(36,000)
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TOTAL PUBLICATION AND PRODUCT SALES	673,568	381,016	292,552	3,856,617	3,741,271	115,346	3,536,394	3,741,271
ADVERTISING								
QST	195,491	191,627	3,864	2,297,641	2,250,635	47,006	2,268,295	2,250,635
QST Specialty	0	0	0	63,381	65,500	(2,119)	67,884	65,500
Electronic Advertising	4,008	3,050	958	46,188	36,600	9,588	38,448	36,600
Ham Ads	1,923	875	1,048	9,455	10,500	(1,045)	10,216	10,500
QEX	1,768	1,125	643	11,060	6,750	4,310	7,007	6,750
NCJ	1,887	2,200	(313)	12,308	12,400	(92)	15,698	12,400
WEB Banners	4,038	5,110	(1,072)	56,601	60,000	(3,399)	57,432	60,000
All Other Advertising	508	300	208	97,433	100,200	(2,767)	98,390	100,200
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TOTAL ADVERTISING	209,623	204,287	5,336	2,594,067	2,542,585	51,482	2,563,370	2,542,585
MEMBERSHIP DUES AND SUBSCRIPTIONS								
Term Membership Dues	445,660	449,177	(3,517)	5,277,306	5,247,464	29,842	5,200,112	5,247,464
Life Membership Dues	42,410	42,419	(9)	508,488	509,028	(540)	509,073	509,028
QST: Dealer	1,089	1,292	(203)	15,647	15,504	143	17,764	15,504
QEX Subscriptions	16,106	14,262	1,844	166,558	182,302	(15,744)	183,350	182,302
NCJ Subscriptions	3,526	4,636	(1,110)	50,203	54,480	(4,277)	54,304	54,480
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TOTAL DUES & SUBSCRIPTIONS	508,791	511,786	(2,995)	6,018,202	6,008,778	9,424	5,964,603	6,008,778

American Radio Relay League								
Detailed Income Statement								
December 31, 2013								
	Month of December			Year-to-date			2012	2013
	Actual	Plan	Variance	Actual	Plan	Variance	YTD Actual	Total Plan
REVENUES:								
PROGRAMS & SERVICE FEES								
QSL Bureau Service	\$4,230	\$4,415	(\$185)	\$51,499	\$49,805	\$1,694	\$53,795	\$49,805
DXCC Fees and Receipts	51,161	34,510	16,651	474,156	504,350	(30,194)	518,174	504,350
CQ Awards	3,368	2,195	1,173	30,161	26,755	3,406	16,826	26,755
Contest Fees	2,636	2,210	426	18,334	20,415	(2,081)	22,481	20,415
Lab Fees	47	75	(28)	489	825	(336)	365	825
Volunteer Exam Fees	30,745	24,350	6,395	425,929	399,000	26,929	410,290	399,000
IARP Fees	240	100	140	3,204	1,300	1,904	1,600	1,300
Vanity Renewal Fees	4,582	700	3,882	9,115	8,500	615	5,589	8,500
Non-Member FCC changes	195	100	95	1,990	1,200	790	2,075	1,200
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TOTAL FEES	97,204	68,655	28,549	1,014,877	1,012,150	2,727	1,031,195	1,012,150
INVESTMENT INCOME								
Interest/Dividend Income	36,572	35,934	638	232,325	276,416	(44,091)	413,944	276,416
Gain/(Loss) from Sale of Investments	11,081	0	11,081	204,430	0	204,430	707,414	0
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TOTAL INVESTMENT INCOME	47,653	35,934	11,719	436,755	276,416	160,339	1,121,358	276,416
CONTRIBUTIONS & SUPPORT								
Contributions - Unrestricted	4,161	20,500	(16,339)	48,155	100,500	(52,345)	68,719	100,500
Contributions - Diamond Club	52,335	30,000	22,335	302,777	300,000	2,777	286,021	300,000
Contributions - Member Loyalty	0	0	0	2,058	0	2,058	253	0
Contributions - Restricted	92,391	81,058	11,333	592,936	675,664	(82,728)	697,218	675,664
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TOTAL CONTRIBUTIONS & SUPPORT	148,887	131,558	17,329	945,926	1,076,164	(130,238)	1,052,211	1,076,164
OTHER REVENUES								
Royalties	707	475	232	8,738	7,200	1,538	7,930	7,200
Affinity Credit Card	3,165	2,800	365	38,413	33,600	4,813	27,398	33,600
Insurance Commission	0	6,800	(6,800)	22,858	13,600	9,258	6,774	13,600
Affinity Insurance Royalty	578	380	198	5,946	7,860	(1,914)	7,833	7,860
Gain/(Loss) from Sale of Assets	383	0	383	1,724	0	1,724	797	0
Auction Revenue	0	0	0	13,551	10,000	3,551	8,019	10,000
Misc. Other Income	6,645	12,300	(5,655)	48,033	45,150	2,883	46,536	45,150
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TOTAL OTHER REVENUES	11,478	22,755	(11,277)	139,263	117,410	21,853	105,287	117,410

American Radio Relay League								
Detailed Income Statement								
December 31, 2013								
	Month of December			Year-to-date			2012	2013
	Actual	Plan	Variance	Actual	Plan	Variance	YTD Actual	Total Plan
DIRECT COSTS:								
DIRECT COSTS OF PUBLICATIONS AND PRODUCTS:								
ARRL Handbook	\$115,518	\$37,800	\$77,718	\$247,341	\$296,760	(\$49,419)	\$99,407	\$296,760
Repeater Directory	2,451	2,960	(509)	57,392	61,336	(3,944)	54,551	61,336
Ham Radio License Manual	6,310	4,480	1,830	57,021	70,155	(13,134)	59,304	70,155
Training Aids	5,055	6,400	(1,345)	55,122	82,156	(27,034)	105,872	82,156
Non-ARRL Publications	14,445	13,101	1,344	118,748	109,687	9,061	124,898	109,687
Royalty Items	7,716	10,750	(3,034)	93,918	97,528	(3,610)	83,944	97,528
Other Books	16,213	20,971	(4,758)	207,157	186,527	20,630	206,995	186,527
RSGB	6,217	5,320	897	50,224	50,654	(430)	54,705	50,654
Other Pubs/Product COGS	223	0	223	4,397	0	4,397	4,740	0
Membership Supplies	4,844	5,700	(856)	83,508	79,662	3,846	88,965	79,662
On-line Course Expense	1,604	540	1,064	6,041	7,830	(1,789)	5,772	7,830
e-Book Expenses	0	0	0	500	0	500	1,350	0
Publications Forwarding Expense	118,422	52,282	66,140	600,403	527,195	73,208	504,688	527,195
Advertising/Promotion Expense	3,000	0	3,000	8,590	7,200	1,390	3,435	7,200
In-House Pub Use	8,602	8,575	27	101,800	100,275	1,525	98,593	100,275
Obsolete Inventory	(3,892)	2,000	(5,892)	40,108	24,000	16,108	68,316	24,000
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TOTAL DIRECT PUBLICATION AND PRODUCT SALES	306,728	170,879	135,849	1,732,270	1,700,965	31,305	1,565,535	1,700,965
DIRECT COSTS OF MEMBERSHIPS AND SUBSCRIPTIONS:								
QST Publication Expense	95,605	84,874	10,731	1,045,064	1,016,989	28,075	1,009,239	1,016,989
QST Insertion Costs	4,965	5,600	(635)	26,617	28,000	(1,383)	27,244	28,000
QST Forwarding Expense	78,771	80,143	(1,372)	921,897	974,216	(52,319)	941,253	974,216
QST Electronic Production Exp.	2,828	2,700	128	31,204	32,400	(1,196)	36,000	32,400
QEX Publication Expense	1,200	5,700	(4,500)	40,932	34,200	6,732	50,843	34,200
QEX Forwarding Expense	503	5,300	(4,797)	31,330	33,600	(2,270)	38,356	33,600
NCJ Publication Expense	227	5,079	(4,852)	25,320	30,474	(5,154)	30,995	30,474
NCJ Forwarding Expense	911	2,770	(1,859)	15,727	17,370	(1,643)	17,215	17,370
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TOTAL DIRECT MEMBERSHIP & SUBSCRIPTION COSTS	185,010	192,166	(7,156)	2,138,091	2,167,249	(29,158)	2,151,145	2,167,249
DIRECT COSTS OF ADVERTISING:								
Client On-line Services	-	-	-	-	-	-	-	-
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TOTAL DIRECT ADVERTISING COSTS	-	-	-	-	-	-	-	-

American Radio Relay League

Detailed Income Statement

December 31, 2013

	Month of December			Year-to-date			2012	2013
	Actual	Plan	Variance	Actual	Plan	Variance	YTD Actual	Total Plan
HEADQUARTERS OPERATIONS:								
Salaries Regular	\$489,030	\$466,341	\$22,689	\$5,392,013	\$5,501,950	(\$109,937)	\$5,317,047	\$5,501,950
Salaries Overtime	4,400	2,762	1,638	48,079	36,949	11,130	61,644	36,949
Commissions and Bonuses	9,625	2,250	7,375	15,100	15,000	100	14,195	15,000
Employee Recognition /Awards	3,004	3,620	(616)	7,788	8,360	(572)	7,601	8,360
Temporary Employees	4,920	0	4,920	7,283	0	7,283	3,205	0
Benefit Allocation	0	1	(1)	0	(1)	1	0	(1)
Employee Benefits	194,409	114,431	79,978	1,474,071	1,482,643	(8,572)	1,857,868	1,482,643
Employee Relocation	0	0	0	0	0	0	4,501	0
Recruiting Advertising	0	500	(500)	3,126	2,000	1,126	4,632	2,000
Legal and Professional	6,256	9,000	(2,744)	122,001	108,000	14,001	112,920	108,000
Accounting/Audit Fees	0	0	0	50,000	50,000	0	47,550	50,000
Other Consultants	32,800	17,790	15,010	226,701	233,450	(6,749)	255,329	233,450
Education Grants	0	0	0	6,590	10,000	(3,410)	11,847	10,000
Promotional Materials	0	0	0	612	1,500	(888)	706	1,500
Donor Recognition	840	608	232	42,180	50,115	(7,935)	42,978	50,115
Office Supplies	14,104	5,171	8,933	83,799	64,932	18,867	72,509	64,932
Stationery/Printing/Forms	44,510	53,495	(8,985)	316,848	367,331	(50,483)	339,309	367,331
Exhibit Expense	0	0	0	46,940	51,530	(4,590)	63,970	51,530
Expensed Equipment/Furniture	3,488	1,300	2,188	18,103	50,180	(32,077)	57,647	50,180
Computer Supplies	3,846	1,833	2,013	28,401	21,996	6,405	29,789	21,996
Purchased Software Packages	516	250	266	7,208	3,000	4,208	9,102	3,000
Telephone	3,833	3,449	384	40,510	41,517	(1,007)	40,038	41,517
Internet/ISP/Electronic Mail	2,156	2,810	(654)	26,694	33,720	(7,026)	27,568	33,720
ARRL.net	3,499	2,500	999	32,597	30,000	2,597	30,000	30,000
Postage	65,090	81,643	(16,553)	631,965	702,522	(70,557)	651,542	702,522
Dues and Subscriptions	3,771	3,415	356	37,837	36,875	962	37,007	36,875
IARU Dues	4,132	4,280	(148)	49,578	51,360	(1,782)	49,651	51,360
Business Travel	10,018	1,160	8,858	118,133	111,755	6,378	139,764	111,755
Overseas Travel	28,561	6,000	22,561	160,365	133,140	27,225	226,273	133,140
Member Contact Travel	708	2,695	(1,987)	48,182	42,145	6,037	41,437	42,145
Program Travel	0	0	0	42,726	72,000	(29,274)	44,574	72,000
Utilities	11,666	10,465	1,201	121,657	127,225	(5,568)	126,762	127,225
Insurance	8,962	8,135	827	102,439	97,620	4,819	93,115	97,620
Property Taxes	9,609	9,780	(171)	118,350	118,060	290	118,846	118,060
Building Maintenance	15,576	10,178	5,398	122,824	136,269	(13,445)	131,607	136,269
Computer Maintenance	3,065	1,042	2,023	21,610	12,504	9,106	17,260	12,504
Maintenance of Equipment	4,186	3,850	336	43,823	61,595	(17,772)	43,539	61,595
Rent/Leased - Equipment	5,558	4,500	1,058	62,908	52,450	10,458	50,823	52,450
Rent/Leased - Storage	4,265	4,265	0	51,175	51,180	(5)	52,895	51,180
Rent/Leased - Office Space	2,140	2,209	(69)	25,956	26,025	(69)	26,595	26,025
Vehicle Expenses	0	420	(420)	981	4,290	(3,309)	2,617	4,290
Overseas QSL Service	(3,291)	2,545	(5,836)	25,971	25,095	876	27,624	25,095
Awards Expense	31,363	4,180	27,183	89,494	69,300	20,194	85,662	69,300
CQ Award Expense	1,010	659	351	9,108	8,030	1,078	5,048	8,030
W1AW Station Expense	203	255	(52)	1,733	3,540	(1,807)	3,161	3,540
Product Review Expense	2,054	1,750	304	8,149	21,000	(12,851)	11,899	21,000
Lab Expense	753	438	315	8,343	5,300	3,043	5,761	5,300
Payroll Processing	705	536	169	7,693	7,650	43	7,236	7,650
Bank Service Charges	2,063	2,800	(737)	22,731	33,600	(10,869)	29,509	33,600
Credit Card Fees	20,065	18,250	1,815	217,203	217,000	203	209,489	217,000
Credit and Collections	0	125	(125)	554	1,500	(946)	1,726	1,500
Bad Debt Expense	8,290	1,000	7,290	19,290	12,000	7,290	0	12,000
Other Taxes and Permits	111	0	111	2,027	110	1,917	300	110
Depreciation and Amortization	16,078	15,954	124	198,784	197,817	967	206,415	197,817
Miscellaneous	50	100	(50)	1,956	3,975	(2,019)	5,564	3,975
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TOTAL HEADQUARTERS OPERATIONAL EXPENSES	1,077,997	890,740	187,257	10,370,189	10,607,104	(236,915)	10,865,656	10,607,104

American Radio Relay League								
Detailed Income Statement								
December 31, 2013								
	Month of December			Year-to-date			2012	2013
	Actual	Plan	Variance	Actual	Plan	Variance	YTD Actual	Total Plan
BOARD of DIRECTORS, OFFICERS & COMMITTEES								
Divisions	\$26,318	\$9,548	\$16,770	\$114,525	\$114,527	(\$2)	\$111,792	\$114,527
President and Officers	3,141	3,000	141	25,367	40,000	(14,633)	28,241	40,000
BOD Meetings	3,226	0	3,226	154,847	125,000	29,847	115,005	125,000
Committees	11,857	5,750	6,107	68,582	60,500	8,082	47,502	60,500
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	44,542	18,298	26,244	363,321	340,027	23,294	302,540	340,027
Section Level Administrative Exp.	37,728	10,235	27,493	117,519	122,820	(5,301)	124,699	122,820
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TOTAL BOARD DIRECT AUTHORIZATIONS	82,270	28,533	53,737	480,840	462,847	17,993	427,239	462,847

The American Radio Relay League, Inc.
Statement of Changes in Financial Position
December 31, 2013

Excess (deficit) of revenues over expenses		\$ 284,317
Operating items not using/(providing) cash:		
Depreciation	198,784	
Pension accrual	-	
Decrease (increase) in accounts receivable	(353,042)	
Decrease (increase) in inventory	96,794	
Decrease (increase) in prepaid expenses	(125,211)	
Increase (decrease) in accounts payable	194,351	
Increase (decrease) in other accrued liabilities	110,012	
Increase (decrease) in deferred		
membership dues - term	75,115	
membership dues - life	118,913	
	315,716	
Gross cash from operations		600,033
Other sources (uses) of cash:		
Net sales (purchases) of investments	(1,690,361)	
Pension contributions	-	
Capital purchases	(354,010)	
Increase (decrease) in designated unrestricted funds	-	
Increase (decrease) in temporarily restricted funds	26,611	
Increase (decrease) in permanently restricted funds	1,586,149	
	(431,611)	
Net Increase (decrease) in Cash and		
Cash Equivalents before Investment Market Adjustment		168,422
Increase (decrease) in Market Value of Investments		1,704,809
Net Increase (decrease) in Cash and		
Cash Equivalents		\$ 1,873,231

American Radio Relay League, Inc.							
Fund Activity - Contributions Received and Used							
As of December 31, 2013							
		<i>Audited</i>		Realized			
		Beg Bal.		& Capital	Pledges	Funds	Ending Bal.
Fund	Acct #	January 1, 2013	Contributions	Gains (Loss)	Received	Used	December 31, 2013
Designated Unrestricted:							
Preservation of Artifacts	32011-000-00	-	724	0	0	(724)	-
Temporarily Restricted:							
Hiram Percy Maxim Award	33001-000-00	39,974	0	1,196	0	0	41,171
Project Goodwill	33003-000-00	8,180	0	0	0	(2,508)	5,672
Exceptional Merit	33004-000-00	1,094,267	0	32,268	0	(40,000)	1,086,534
Legal Research & Resource	33005-000-00	159,713	13,349	0	0	(15,027)	158,035
Starr Technology Fund	33006-000-00	2,719	0	0	0	0	2,719
Rinaldo Technology Fund	33007-000-00	1,000	0	0	0	0	1,000
ARRL SAREX Fund	33008-000-00	6,710	0	0	0	0	6,710
Defense of Frequencies	33009-000-00	-	294,414	1,180	0	(295,594)	-
Ham Aid Fund	33010-000-00	9,866	5,508	0	0	0	15,374
Colvin Investment Earnings	33030-000-00	10,589	0	8,562	0	(15,000)	4,151
Capital Campaign Earnings	33040-000-00	-	0	50,711	0	(50,711)	-
Educational Activities	33051-000-00	3,581	0	0	0	0	3,581
Lab Contributions	33052-000-00	12,681	1,171	0	0	0	13,852
W1AW Fund	33053-000-00	93,025	0	27,449	0	(9,956)	110,518
Education Project	33054-000-00	124,932	173,507	3,207	0	(157,165)	144,481
Fund for ARDF	33055-000-00	1,284	50	0	0	0	1,334
Steven Rich Fund	33058-000-00	10,000	0	0	0	0	10,000
Total Temporarily Restricted		1,578,520	487,999	124,574		(585,962)	1,605,131
Permanently Restricted:							
Colvin Fund	34005-000-00	154,340	0	0	0	0	154,340
W1AW Endowment	34010-000-00	491,005	10,470	0	0	0	501,475
Youth and Education Endowment	34015-000-00	35,658	36,519	0	0	0	72,177
Defense Endowment	34120-000-00	21,500	0	0	0	0	21,500
General Endowment	34100-000-00	3,337,400	877,873	0	0	0	4,215,273
Capital Campaign-2nd Century	34020-000-00	959,441	271,210	0	0	0	1,230,651
CC-2nd Century-Youth & Education		-	48,039	0	0	0	48,039
Capital Campaign-2nd Century-Pledges	34020-563-50	799,794	461,441	0	(119,403)	0	1,141,832
Total Permanently Restricted		5,799,138	1,705,552	0	(119,403)	0	7,385,287
Total Fund Activity		7,377,658	2,194,275	124,574	(119,403)	(586,686)	8,990,418

American Radio Relay League, Inc.			
Cash Flow			
December 31, 2013			
Operations		Investments	
Beginning Balance	<u>\$1,267,752</u>	Beginning Balance	<u>\$955,137</u>
Receipts:		Receipts:	
Publication Sales	445,126	Interest	32,075
Membership Dues	506,555	Dividends	57,518
Advertising	180,706	Sales	159,836
Program Fees	97,204		
Contributions	207,305		
Other Revenue	<u>28,728</u>	Other Revenue	
Total Receipts:	<u>\$1,465,624</u>	Total Receipts:	<u>\$249,429</u>
Transfer from (to) Investments	(21,497)	Transfer from (to) Operations	21,497
Disbursements:		Disbursements:	
Payroll and Taxes	(582,840)	Purchases	(393,730)
Operating Expenses	(857,894)	Other	(111)
Capital Expenses	(79,669)		
Total Disbursements:	(1,520,403)	Total Disbursements:	(393,841)
Ending Balance	<u>\$1,191,476</u>	Ending Balance	<u>\$832,222</u>
Monthly Inc(Dec) in Cash	(\$76,276)	Monthly Inc(Dec) in Cash	(\$122,915)
YTD Inc(Dec) in Cash	<u>134,526</u>	YTD Inc(Dec) in Cash	<u>33,896</u>