

**American Radio Relay League
Proposed 2021 – 2022
Plan**

Detailed Income Statement

**BOARD
CONFIDENTIAL**

**American Radio Relay League
Detailed Income Statement
2021 - 2022 Plan**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
SUMMARY					
REVENUES					
PUBLICATIONS & PRODUCTS	\$3,251,144	\$3,307,000	\$3,169,000	\$3,381,000	\$3,878,000
ADVERTISING	1,773,198	1,778,000	1,579,000	1,642,000	1,647,000
DUES & SUBSCRIPTIONS	6,893,763	7,091,000	6,979,000	7,203,000	7,313,000
PROGRAM & SERVICE FEES	905,451	964,000	787,000	917,000	979,000
INVESTMENT INCOME	807,070	284,000	234,000	222,000	222,000
CONTRIBUTIONS & SUPPORT	1,321,022	1,068,000	986,000	1,149,000	1,120,000
OTHER	161,212	96,000	91,000	76,000	76,000
TOTAL REVENUES	15,112,860	14,586,000	13,824,000	14,590,000	15,236,000
DIRECT COSTS					
PUBLICATIONS & PRODUCTS	1,317,892	1,325,000	1,323,000	1,204,000	1,387,000
MEMBERSHIP & SUBS	1,799,802	1,789,000	1,773,000	1,703,000	1,727,000
TOTAL DIRECT COSTS	3,117,693	3,114,000	3,097,000	2,906,000	3,114,000
ADMINISTRATIVE EXPENSES					
HEADQUARTERS	11,021,884	12,079,000	11,538,000	12,223,000	12,981,000
BOARD OF DIRECTORS, OFFICERS & COMMITTEES	402,900	379,000	245,000	342,000	441,000
SECTION LEVEL	119,418	118,000	59,000	120,000	120,000
TOTAL ADMIN EXPENSES	11,544,201	12,577,000	11,842,000	12,685,000	13,541,000
TOTAL EXPENSES	14,661,894	15,691,000	14,939,000	15,591,000	16,656,000
NET EXCESS (DEFICIT) FROM OPERATIONS	450,966	(1,104,000)	(1,115,000)	(1,001,000)	(1,420,000)
PAYCHECK PROTECTION PROGRAM LOAN FORGIVENESS	-	-	-	1,049,000	-
NET EXCESS (DEFICIT)	\$450,966	(\$1,104,000)	(\$1,115,000)	\$48,000	(\$1,420,000)

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	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
REVENUES:					
PUBLICATION AND PRODUCT SALES:					
ARRL Handbook	\$331,520	\$429,000	\$409,000	\$426,000	\$800,000
Repeater Directory	124,651	117,000	87,000	122,000	115,000
Ham Radio License Manual	567,409	542,000	454,000	558,000	600,000
Training Aids	421,561	396,000	396,000	415,000	425,000
Non-ARRL Publications	92,314	109,000	109,000	60,000	55,000
Royalty Items	232,809	253,000	253,000	288,000	300,000
Other Books	750,831	700,000	700,000	750,000	750,000
RSGB	73,428	70,000	70,000	36,000	30,000
Other Pubs/Product Sales	3,091	-	-	-	-
Membership Supplies	217,598	225,000	225,000	260,000	275,000
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	2,815,212	2,841,000	2,703,000	2,916,000	3,350,000
Apparel Commissions	538	1,000	1,000	1,000	1,000
e-Book Royalties	78,729	84,000	84,000	96,000	100,000
Other Products: Publishing Rights	3,509	-	-	-	-
On-line Courses	285	-	-	-	-
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	83,061	85,000	85,000	97,000	101,000
Postage/Handling Fees	396,719	419,000	419,000	414,000	473,000
Amazon Freight & Damager Disc.	(29,067)	(24,000)	(24,000)	(30,000)	(30,000)
Sales Returns and Allow.	(14,781)	(14,000)	(14,000)	(16,000)	(16,000)
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TOTAL PUBLICATION & PRODUCT SALES	3,251,144	3,307,000	3,169,000	3,381,000	3,878,000
ADVERTISING:					
QST	1,558,031	1,540,000	1,379,000	1,413,000	1,406,000
Electronic Advertising	36,153	36,000	36,000	37,000	37,000
Ham Ads	12,716	11,000	11,000	11,000	11,000
On the Air Advertising	1,425	13,000	8,000	19,000	19,000
QEX	5,906	4,000	3,000	5,000	4,000
NCJ	14,929	14,000	14,000	14,000	14,000
WEB Banners	41,946	42,000	42,000	48,000	49,000
LoTW Banner Ads	23,220	22,000	22,000	18,000	18,000
Podcast Advertising	19,580	27,000	10,000	12,000	14,000
All Other Advertising	59,292	68,000	54,000	65,000	76,000
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TOTAL ADVERTISING	1,773,198	1,778,000	1,579,000	1,642,000	1,647,000

**American Radio Relay League
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2021 - 2022 Plan**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
REVENUES:					
MEMBERSHIP DUES AND SUBSCRIPTIONS:					
Term Membership Dues	\$6,256,374	\$6,345,000	\$6,251,000	\$6,493,000	\$6,608,000
Life Membership Dues	512,869	513,000	509,000	508,000	508,000
QST: Dealer	10,245	10,000	3,000	10,000	10,000
QEX Subscriptions	87,513	172,000	166,000	148,000	144,000
NCJ Subscriptions	26,761	51,000	51,000	45,000	44,000
TOTAL DUES & SUBSCRIPTIONS	6,893,763	7,091,000	6,979,000	7,203,000	7,313,000
PROGRAMS & SERVICE FEES:					
QSL Bureau Service	24,120	25,000	13,000	19,000	18,000
DXCC Fees and Receipts	420,565	466,000	446,000	435,000	478,000
W1AW Certificate Fees	1,485	-	-	-	-
CQ Revenue	38,117	43,000	37,000	50,000	56,000
Contest Fees	7,588	9,000	9,000	8,000	8,000
Lab Fees	107	-	-	-	-
Volunteer Exam Fees	402,418	418,000	280,000	402,000	416,000
VEC Certificate Fees	6,255	-	-	-	-
IARP Fees	1,530	2,000	2,000	1,000	1,000
Non-Member FCC changes	3,265	2,000	2,000	2,000	2,000
TOTAL FEES	905,451	964,000	787,000	917,000	979,000
INVESTMENT INCOME:					
Interest/Dividend Income	345,648	284,000	234,000	222,000	222,000
Gain/(Loss) from Sale of Investments	461,422	-	-	-	-
TOTAL INVESTMENT INCOME	807,070	284,000	234,000	222,000	222,000

**American Radio Relay League
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2021 - 2022 Plan**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
CONTRIBUTIONS & SUPPORT:					
Contributions - Unrestricted	\$240,081	\$119,000	\$119,000	\$114,000	\$114,000
Contributions - Diamond Club	373,438	365,000	365,000	380,000	380,000
Contributions -Member Loyalty	744	-	-	-	-
Contributions - Restricted	706,760	584,000	502,000	655,000	626,000
TOTAL CONTRIBUTIONS & SUPPORT	1,321,022	1,068,000	986,000	1,149,000	1,120,000
OTHER REVENUES:					
Royalties	960	1,000	1,000	1,000	1,000
Affinity Credit Card	21,532	-	-	-	-
Insurance Commission	24,283	23,000	23,000	23,000	23,000
Affinity Insurance Royalty	7,200	7,000	7,000	2,000	2,000
Gain/(Loss) from Sale of Assets	1,395	-	-	-	-
Misc. Other Income	105,842	65,000	60,000	50,000	50,000
TOTAL OTHER REVENUES	161,212	96,000	91,000	76,000	76,000

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	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
DIRECT COSTS:					
DIRECT COSTS OF PUBLICATIONS & PRODUCTS:					
ARRL Handbook	\$85,436	\$82,000	\$81,000	\$95,000	\$180,000
Repeater Directory	32,616	28,000	19,000	27,000	30,000
Ham Radio License Manual	88,694	76,000	84,000	56,000	75,000
Training Aids	101,669	86,000	86,000	53,000	55,000
Non-ARRL Publications	66,059	71,000	71,000	39,000	35,000
Royalty Items	71,421	78,000	78,000	38,000	35,000
Other Books	159,164	98,000	98,000	147,000	150,000
RSGB	38,600	46,000	46,000	23,000	20,000
Other Pubs/Product COGS	2,742	-	-	-	-
Membership Supplies	100,379	95,000	95,000	117,000	120,000
On-line Course Expense	948	-	-	-	-
e-Book Expenses	5,580	7,000	7,000	6,000	6,000
Publications Forwarding Expense	445,894	565,000	565,000	529,000	607,000
Advertising/Promotion Expense	3,600	5,000	5,000	3,000	3,000
In-House Pub Use	69,090	68,000	69,000	47,000	47,000
Obsolete Inventory	46,000	22,000	22,000	24,000	24,000
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TOTAL DIRECT PUBLICATION & PRODUCT SALES	1,317,892	1,325,000	1,323,000	1,204,000	1,387,000

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2021 - 2022 Plan**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
DIRECT COSTS OF MEMBERSHIPS AND SUBSCRIPTIONS:					
QST Publication Expense	\$847,294	\$786,000	\$766,000	\$701,000	\$705,000
QST Forwarding Expense	796,356	800,000	770,000	755,000	770,000
QST Electronic Production Exp.	16,095	16,000	16,000	3,000	3,000
On the Air Production Costs	5,401	61,000	61,000	67,000	69,000
On the Air Forwarding Costs	725	6,000	26,000	60,000	62,000
On the Air Electronic Production Costs	7,525	6,000	6,000	3,000	3,000
On the Air Promotional Costs	-	10,000	10,000	-	-
QEX Publication Expense	54,376	43,000	53,000	45,000	45,000
QEX Electronic Production Costs	-	-	-	3,000	3,000
QEX Forwarding Expense	24,332	29,000	29,000	25,000	26,000
NCJ Publication Expense	26,564	13,000	17,000	20,000	20,000
NCJ Electronic Production Costs	-	-	-	3,000	3,000
NCJ Forwarding Expense	15,470	15,000	15,000	15,000	15,000
Podcast Expense	5,662	4,000	4,000	2,000	2,000
TOTAL DIRECT MEMBERSHIP & SUBSCRIPTION COSTS	1,799,802	1,789,000	1,773,000	1,703,000	1,727,000

**American Radio Relay League
Detailed Income Statement
2021 - 2022 Plan**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
HEADQUARTERS OPERATIONS:					
Salaries Regular	\$5,606,650	\$6,351,000	\$5,920,000	\$6,479,000	\$6,795,000
Salaries Overtime	42,733	12,000	60,000	13,000	12,000
Commissions and Bonuses	2,000	-	-	-	-
Employee Recognition /Awards	9,070	13,000	13,000	14,000	10,000
Temporary Employees	-	-	-	-	-
Employee Benefits	1,667,713	1,759,000	1,699,000	1,855,000	2,064,000
Employee Education/Training	6,754	-	-	-	-
Recruiting Advertising	2,020	1,000	8,000	2,000	1,000
Legal and Professional	295,082	286,000	371,000	286,000	286,000
Accounting/Audit Fees	45,300	50,000	50,000	46,000	46,000
Other Consultants	228,370	300,000	398,000	270,000	268,000
Education Grants	32,352	31,000	31,000	56,000	56,000
Promotional Materials	5,399	5,000	2,000	5,000	5,000
Donor Recognition	47,490	53,000	28,000	40,000	39,000
Office Supplies	43,738	39,000	39,000	33,000	34,000
Stationery/Printing/Forms	223,846	288,000	251,000	248,000	260,000
Exhibit Expense	55,964	61,000	19,000	42,000	67,000
Expensed Equipment/Furniture	37,314	27,000	31,000	48,000	43,000
Computer Supplies	10,352	14,000	14,000	10,000	10,000
Purchased Software Packages	10,740	2,000	7,000	-	-
Telephone	32,849	34,000	34,000	34,000	35,000
Internet/ISP/Electronic Mail	21,768	26,000	26,000	25,000	25,000
ARRL.net	41,620	36,000	36,000	39,000	40,000
Postage	484,253	511,000	536,000	436,000	448,000
Software License Agreements	84,479	218,000	232,000	221,000	233,000
Web Services	-	-	-	74,000	76,000
Software Maintenance	46,531	43,000	43,000	48,000	48,000
Cloud Storage	-	-	-	31,000	32,000
Maintenance of Equipment	107,122	97,000	97,000	97,000	103,000
Rent/Leased - Equipment	75,221	83,000	103,000	6,000	6,000
Rent/Leased - Warehouse	55,268	54,000	54,000	55,000	55,000
Vehicle Expenses	916	1,000	1,000	1,000	2,000

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2021 - 2022 Plan**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
Dues and Subscriptions	\$100,299	\$39,000	\$39,000	\$47,000	\$50,000
IARU Dues	38,335	38,000	38,000	38,000	38,000
Business Travel	121,245	131,000	54,000	95,000	138,000
Overseas Travel	182,205	184,000	59,000	129,000	192,000
Member Contact Travel	37,897	34,000	5,000	31,000	33,000
Program Travel	52,184	50,000	-	65,000	65,000
Utilities	137,662	143,000	134,000	131,000	136,000
Insurance	97,472	125,000	125,000	137,000	145,000
Property Taxes	142,073	145,000	145,000	145,000	149,000
Building Maintenance	131,833	123,000	123,000	139,000	141,000
Overseas QSL Service	24,855	19,000	19,000	10,000	9,000
Awards Expense	53,040	52,000	52,000	43,000	43,000
CQ Expense	11,492	13,000	11,000	15,000	17,000
W1AW Station Expense	2,405	3,000	3,000	3,000	3,000
Product Review Expense	15,054	6,000	6,000	10,000	10,000
Lab Expense	5,664	5,000	5,000	8,000	2,000
Payroll Processing	12,024	13,000	13,000	8,000	8,000
Bank Service Charges	21,779	21,000	21,000	21,000	21,000
Sales Tax Processing Fees	-	-	-	9,000	12,000
Credit Card Fees	257,501	262,000	275,000	305,000	310,000
Credit and Collections	-	-	-	-	-
Bad Debt Expense	-	3,000	23,000	3,000	3,000
Other Taxes and Permits	9,464	3,000	3,000	3,000	2,000
Depreciation and Amortization	244,204	273,000	283,000	315,000	354,000
Miscellaneous	282	-	-	-	-
TOTAL HEADQUARTERS OPERATIONAL EXPENSES	11,021,884	12,079,000	11,538,000	12,223,000	12,981,000

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2021 - 2022 Plan**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	2021 Plan	2022 Plan
BOARD of DIRECTORS, OFFICERS & COMMITTEES:					
Divisions	\$136,732	\$135,000	\$65,000	\$134,000	\$138,000
President and Officers	31,423	36,000	7,000	29,000	32,000
BOD Meetings	127,901	124,000	124,000	92,000	180,000
Committees	106,844	84,000	49,000	87,000	91,000
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	402,900	379,000	245,000	342,000	441,000
Section Level Administrative Exp.	119,418	118,000	59,000	120,000	120,000
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TOTAL BOARD of DIRECTORS, OFFICERS & COMMITTEES:	522,318	496,000	303,000	462,000	560,000

BOARD CONFIDENTIAL