

**American Radio Relay League
2020 REFORECAST PACKAGE**

AMERICAN RADIO RELAY LEAGUE, INC.
SUMMARY
2020 Plan Reforecast

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
REVENUES	\$13,441,588	\$13,518,000	\$12,838,000	(\$680,000)
EXPENSES	<u>10,640,008</u>	<u>11,249,000</u>	<u>11,263,000</u>	<u>14,000</u>
NET AVAILABLE INCOME	2,801,579	2,269,000	1,575,000	(694,000)
MEMBER PROGRAM EXPENDITURES	<u>4,021,886</u>	<u>4,441,000</u>	<u>3,676,000</u>	<u>(765,000)</u>
SUB-TOTAL	(1,220,307)	(2,172,000)	(2,101,000)	71,000
CONTRIBUTIONS	<u>1,321,022</u>	<u>1,068,000</u>	<u>986,000</u>	<u>(82,000)</u>
INCOME FROM OPERATIONS	100,716	(1,104,000)	(1,115,000)	(11,000)
CHANGE IN ACCOUNTING STANDARDS FOR SUBSCRIPTIONS	(106,278)	0	0	0
GAIN/(LOSS) ON INVESTMENT	<u>461,420</u>	<u>0</u>	<u>0</u>	<u>0</u>
NET EXCESS (DEFICIT)	<u><u>\$455,860</u></u>	<u><u>(\$1,104,000)</u></u>	<u><u>(\$1,115,000)</u></u>	<u><u>(\$11,000)</u></u>

AMERICAN RADIO RELAY LEAGUE, INC.
INCOME
2020 Plan Reforecast

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
<u>REVENUES</u>	<u>\$13,441,588</u>	<u>\$13,518,000</u>	<u>\$12,838,000</u>	<u>(\$680,000)</u>
Product Sales	3,256,037	3,307,000	3,169,000	(138,000)
QST and Magazines	230,797	233,000	220,000	(13,000)
Advertising	1,773,198	1,778,000	1,579,000	(199,000)
Membership Dues	6,769,243	6,858,000	6,760,000	(98,000)
Program Fees	905,451	964,000	787,000	(177,000)
Interest/Dividends	345,648	284,000	234,000	(50,000)
Other	161,212	96,000	91,000	(5,000)
<u>EXPENSES</u>	<u>\$10,640,008</u>	<u>\$11,249,000</u>	<u>\$11,263,000</u>	<u>\$14,000</u>
Product Sales	2,688,627	2,884,000	2,820,000	(64,000)
QST and Magazines	2,383,138	2,306,000	2,310,000	4,000
New Media Outreach	5,662	4,000	4,000	0
Advertising	203,873	137,000	136,000	(1,000)
Membership Dues	788,202	824,000	814,000	(10,000)
Investment Expenses	4,839	5,000	5,000	0
Support:	<u>\$4,565,668</u>	<u>\$5,089,000</u>	<u>\$5,174,000</u>	<u>\$85,000</u>
Administration	868,823	819,000	925,000	106,000
Development/Fundraising	377,436	407,000	359,000	(48,000)
Controller	960,978	1,022,000	1,079,000	57,000
Information Technology	1,499,395	1,886,000	1,796,000	(90,000)
Administrative Services	226,652	239,000	243,000	4,000
Personnel	65,900	157,000	223,000	66,000
Change in Payroll Accrual	0	0	0	0
Building	566,485	559,000	550,000	(9,000)
<u>NET AVAILABLE INCOME</u>	<u>\$2,801,578</u>	<u>\$2,269,000</u>	<u>\$1,575,000</u>	<u>(\$694,000)</u>
Product Sales	567,410	422,000	349,000	(73,000)
QST and Magazines	(2,152,340)	(2,073,000)	(2,090,000)	(17,000)
New Media Outreach	(5,662)	(4,000)	(4,000)	0
Advertising	1,569,324	1,641,000	1,442,000	(199,000)
Membership Dues	5,981,041	6,034,000	5,946,000	(88,000)
Program Fees	905,451	964,000	787,000	(177,000)
Investment Income	340,809	279,000	229,000	(50,000)
Other and Support	(4,404,456)	(4,993,000)	(5,084,000)	(91,000)

AMERICAN RADIO RELAY LEAGUE, INC.
SPENDING
2020 Plan Reforecast

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
<u>MEMBER PROGRAM</u>				
<u>EXPENDITURES</u>	<u>\$4,021,886</u>	<u>\$4,441,000</u>	<u>\$3,676,000</u>	<u>(\$765,000)</u>
Advocacy	<u>\$955,450</u>	<u>\$1,171,000</u>	<u>\$834,000</u>	<u>(\$337,000)</u>
Washington	462,915	692,000	507,000	(185,000)
International/IARU	137,475	141,000	66,000	(75,000)
Communications	190,777	188,000	121,000	(67,000)
Outreach through Discovery	9,474	16,000	4,000	(12,000)
Regulatory Affairs	154,809	134,000	136,000	2,000
Field Services and Radiosport	<u>\$1,462,118</u>	<u>\$1,622,000</u>	<u>\$1,438,000</u>	<u>(\$184,000)</u>
Administration	157,682	136,000	138,000	2,000
Contest	106,140	110,000	110,000	0
DXCC/Awards	509,366	509,000	510,000	1,000
QSL Bureau	52,661	53,000	53,000	0
W1AW	175,670	174,000	176,000	2,000
Field Services	158,461	219,000	165,000	(54,000)
Emergency Preparedness & Response	182,719	302,000	226,000	(76,000)
Section Expenses	119,418	118,000	59,000	(59,000)
Educational Programs	<u>\$334,380</u>	<u>\$412,000</u>	<u>\$309,000</u>	<u>(\$103,000)</u>
Lifelong Learning	211,981	290,000	248,000	(42,000)
Education & Technology	122,400	121,000	61,000	(60,000)
VEC	<u>\$416,326</u>	<u>\$389,000</u>	<u>\$399,000</u>	<u>\$10,000</u>
LAB	<u>\$450,711</u>	<u>\$470,000</u>	<u>\$451,000</u>	<u>(\$19,000)</u>
Governance	<u>\$402,900</u>	<u>\$379,000</u>	<u>\$245,000</u>	<u>(\$134,000)</u>
Divisions	136,732	136,000	66,000	(70,000)
Officers	31,423	36,000	7,000	(29,000)
Board Meetings	127,901	124,000	124,000	0
Committees	106,844	84,000	49,000	(35,000)

AMERICAN RADIO RELAY LEAGUE, INC.
CONTRIBUTIONS / INVESTMENT ACTIVITY
2020 Plan Reforecast

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
<u>CONTRIBUTIONS AND SUPPORT</u>	<u>\$1,321,022</u>	<u>\$1,068,000</u>	<u>\$986,000</u>	<u>(\$82,000)</u>
Unrestricted	<u>\$614,263</u>	<u>\$484,000</u>	<u>\$484,000</u>	<u>\$0</u>
Diamond Club	373,438	365,000	365,000	0
Miscellaneous	240,824	119,000	119,000	0
Donor-Restricted: "Uses"	<u>\$706,761</u>	<u>\$584,000</u>	<u>\$502,000</u>	<u>(\$82,000)</u>
<u>Capital Campaign Earnings</u>	<u>\$182,759</u>	<u>\$66,000</u>	<u>\$66,000</u>	<u>\$0</u>
<u>David Bell Endow Earnings</u>	<u>\$9,168</u>	<u>\$3,000</u>	<u>\$3,000</u>	<u>\$0</u>
<u>Defense</u>	<u>\$272,301</u>	<u>\$285,000</u>	<u>\$285,000</u>	<u>\$0</u>
Program	214,089	237,000	237,000	0
Fundraising	58,212	48,000	48,000	0
<u>Education & Technology</u>	<u>\$133,914</u>	<u>\$143,000</u>	<u>\$61,000</u>	<u>(\$82,000)</u>
Program	122,399	121,000	61,000	(60,000)
Fundraising	11,515	22,000	-	(22,000)
<u>Legislative Issues Advocacy</u>	<u>\$13,139</u>	<u>\$5,000</u>	<u>\$5,000</u>	<u>\$0</u>
Program	13,139	5,000	5,000	0
Fundraising	0	0	0	0
<u>Legal Research & Resource</u>	<u>\$180</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>Lab Fund</u>	<u>\$0</u>	<u>\$5,000</u>	<u>\$5,000</u>	<u>\$0</u>
<u>Collegiate Amateur Radio</u>	<u>\$3,385</u>	<u>\$2,000</u>	<u>\$2,000</u>	<u>\$0</u>
<u>Preservation of Artifacts</u>	<u>\$146</u>	<u>\$1,000</u>	<u>\$1,000</u>	<u>\$0</u>
<u>W1AW</u>	<u>\$48,171</u>	<u>\$28,000</u>	<u>\$28,000</u>	<u>\$0</u>
<u>Ham Aid</u>	<u>\$0</u>	<u>\$6,000</u>	<u>\$6,000</u>	<u>\$0</u>
<u>ARDF</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>E. Smith Earnings</u>	<u>\$40,000</u>	<u>\$40,000</u>	<u>\$40,000</u>	<u>\$0</u>
<u>Colvin Award</u>	<u>\$3,000</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>Hiram Percy Maxim Award</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>DX Log Archive</u>	<u>\$598</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>Starr Technology Fund</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>GAIN/(LOSS) ON SALE OF INVESTMENTS</u>	<u>\$461,420</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
SUMMARY				
REVENUES				
PUBLICATIONS & PRODUCTS	\$3,256,038	\$3,307,000	\$3,169,000	(\$138,000)
ADVERTISING	1,773,198	1,778,000	1,579,000	(199,000)
DUES & SUBSCRIPTIONS	6,893,763	7,090,000	6,979,000	(111,000)
PROGRAM & SERVICE FEES	905,451	965,000	787,000	(178,000)
INVESTMENT INCOME	807,070	284,000	234,000	(50,000)
CONTRIBUTIONS & SUPPORT	1,321,022	1,068,000	986,000	(82,000)
OTHER	161,212	96,000	91,000	(5,000)
TOTAL REVENUES	15,117,755	14,586,000	13,824,000	(762,000)
DIRECT COSTS				
PUBLICATIONS & PRODUCTS	1,317,892	1,325,000	1,323,000	(2,000)
MEMBERSHIP & SUBS	1,799,802	1,789,000	1,773,000	(16,000)
TOTAL DIRECT COSTS	3,117,693	3,114,000	3,097,000	(17,000)
ADMINISTRATIVE EXPENSES				
HEADQUARTERS	11,021,884	12,079,000	11,538,000	(541,000)
BOARD OF DIRECTORS, OFFICERS & COMMITTEES	402,900	379,000	245,000	(134,000)
SECTION LEVEL	119,418	118,000	59,000	(59,000)
TOTAL ADMIN EXPENSES	11,544,201	12,577,000	11,842,000	(735,000)
TOTAL EXPENSES	\$14,661,895	\$15,690,000	\$14,939,000	(\$751,000)
NET EXCESS (DEFICIT) FROM OPERATIONS	\$455,860	(\$1,104,000)	(\$1,115,000)	(\$11,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
REVENUES:				
PUBLICATION AND PRODUCT SALES:				
ARRL Handbook	\$331,520	\$429,000	\$409,000	(\$20,000)
Repeater Directory	124,651	117,000	87,000	(30,000)
Ham Radio License Manual	567,409	542,000	454,000	(88,000)
Training Aids	421,561	396,000	396,000	0
Non-ARRL Publications	92,314	109,000	109,000	0
Royalty Items	232,809	253,000	253,000	0
Other Books	750,831	700,000	700,000	0
RSGB	73,428	70,000	70,000	0
Other Pubs/Product Sales	3,091	0	0	0
Membership Supplies	217,598	225,000	225,000	0
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	2,815,212	2,841,000	2,703,000	(138,000)
Apparel Commissions	538	1,000	1,000	0
e-Book Royalties	78,729	84,000	84,000	0
Other Products: Publishing Rights	3,509	0	0	0
On-line Courses	285	0	0	0
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	83,061	85,000	85,000	0
Postage/Handling Fees	396,719	419,000	419,000	0
Amazon Freight & Damager Disc.	(24,173)	(24,000)	(24,000)	0
Sales Returns and Allow.	(14,781)	(14,000)	(14,000)	0
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TOTAL PUBLICATION & PRODUCT SALES	\$3,256,038	\$3,307,000	\$3,169,000	(\$138,000)
ADVERTISING:				
QST	1,558,031	1,540,000	1,379,000	(161,000)
Electronic Advertising	36,153	36,000	36,000	0
OTA Advertising	1,425	13,000	8,000	(5,000)
Ham Ads	12,716	11,000	11,000	0
QEX	5,906	4,000	3,000	(1,000)
NCJ	14,929	14,000	14,000	0
WEB Banners	41,946	42,000	42,000	0
LoTW Banner Ads	23,220	22,000	22,000	0
Podcast Advertising	19,580	27,000	10,000	(17,000)
All Other Advertising	59,292	68,000	54,000	(14,000)
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TOTAL ADVERTISING	\$1,773,198	\$1,778,000	\$1,579,000	(\$199,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
MEMBERSHIP DUES AND SUBSCRIPTIONS:				
Term Membership Dues	\$6,256,374	\$6,345,000	\$6,251,000	(\$94,000)
Life Membership Dues	512,869	513,000	509,000	(4,000)
QST: Dealer	10,245	10,000	3,000	(7,000)
QEX Subscriptions	87,513	172,000	166,000	(6,000)
NCJ Subscriptions	26,761	51,000	51,000	0
TOTAL DUES & SUBSCRIPTIONS	\$6,893,763	\$7,090,000	\$6,979,000	(\$111,000)
PROGRAMS & SERVICE FEES:				
QSL Bureau Service	24,120	25,000	13,000	(12,000)
DXCC Fees and Receipts	420,565	466,000	446,000	(20,000)
CQ Awards	38,117	43,000	37,000	(6,000)
W1AW Cert Fees	1,485	0	0	0
Contest Fees	7,588	9,000	9,000	0
Lab Fees	107	0	0	0
Volunteer Exam Fees	402,418	418,000	280,000	(138,000)
VEC Certificate Fees	6,255	0	0	0
IARP Fees	1,530	2,000	2,000	0
Non-Member FCC changes	3,265	2,000	2,000	0
TOTAL FEES	\$905,451	\$965,000	\$787,000	(\$178,000)
INVESTMENT INCOME:				
Interest/Dividend Income	345,648	284,000	234,000	(50,000)
Gain/(Loss) from Sale of Investments	461,422	0	0	0
TOTAL INVESTMENT INCOME	\$807,070	\$284,000	\$234,000	(\$50,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
CONTRIBUTIONS & SUPPORT:				
Contributions - Unrestricted	\$240,081	\$119,000	\$119,000	\$0
Contributions - Diamond Club	373,438	365,000	365,000	0
Contributions -Member Loyalty	744	0	0	0
Contributions - Restricted	706,760	584,000	502,000	(82,000)
TOTAL CONTRIBUTIONS & SUPPORT	\$1,321,022	\$1,068,000	\$986,000	(\$82,000)
OTHER REVENUES:				
Royalties	960	1,000	1,000	0
Affinity Credit Card	21,532	0	0	0
Insurance Commission	24,283	23,000	23,000	0
Affinity Insurance Royalty	7,200	7,000	7,000	0
Gain/(Loss) from Sale of Assets	1,395	0	0	0
Auction Revenue	26,586	0	0	0
Misc. Other Income	79,256	65,000	60,000	(5,000)
TOTAL OTHER REVENUES	\$161,212	\$96,000	\$91,000	(\$5,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
DIRECT COSTS:				
DIRECT COSTS OF PUBLICATIONS & PRODUCTS:				
ARRL Handbook	\$85,436	\$82,000	\$81,000	(\$1,000)
Repeater Directory	32,616	28,000	19,000	(9,000)
Ham Radio License Manual	88,694	76,000	84,000	8,000
Training Aids	101,669	86,000	86,000	0
Non-ARRL Publications	66,059	71,000	71,000	0
Royalty Items	71,421	78,000	78,000	0
Other Books	159,164	98,000	98,000	0
RSGB	38,600	46,000	46,000	0
Other Pubs/Product COGS	2,742	0	0	0
Membership Supplies	100,379	95,000	95,000	0
On-line Course Expense	948	0	0	0
e-Book Expenses	5,580	7,000	7,000	0
Publications Forwarding Expense	445,894	565,000	565,000	0
Advertising/Promotion Expense	3,600	5,000	5,000	0
In-House Pub Use	69,090	68,000	69,000	1,000
Obsolete Inventory	46,000	22,000	22,000	0
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TOTAL DIRECT PUBLICATION & PRODUCT SALES	\$1,317,892	\$1,325,000	\$1,323,000	(\$2,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
DIRECT COSTS OF MEMBERSHIPS AND SUBSCRIPTIONS:				
QST Publication Expense	\$847,294	\$786,000	\$766,000	(\$20,000)
QST Forwarding Expense	796,356	800,000	770,000	(30,000)
QST Electronic Production Exp.	16,095	16,000	16,000	0
On The Air Production Expense	5,401	61,000	61,000	0
On The Air Forwarding Expense	725	6,000	26,000	20,000
On The Air Electronic Prod. Exp.	7,525	6,000	6,000	0
On the Air Promotional Costs	0	10,000	10,000	0
QEX Publication Expense	54,376	43,000	53,000	10,000
QEX Forwarding Expense	24,332	29,000	29,000	0
NCJ Publication Expense	26,564	13,000	17,000	4,000
NCJ Forwarding Expense	15,470	15,000	15,000	0
Podcast Production Expense	5,662	4,000	4,000	0
TOTAL DIRECT MEMBERSHIP & SUBSCRIPTION COSTS	\$1,799,802	\$1,789,000	\$1,773,000	(\$16,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
HEADQUARTERS OPERATIONS:				
Salaries Regular	\$5,606,650	\$6,351,000	\$5,920,000	(\$431,000)
Salaries Overtime	42,733	12,000	60,000	48,000
Commissions and Bonuses	2,000	0	0	0
Employee Recognition /Awards	9,070	13,000	13,000	0
Employee Benefits	1,667,713	1,759,000	1,699,000	(60,000)
Employee Education/Training	6,754	0	0	0
Recruiting Advertising	2,020	1,000	8,000	7,000
Legal and Professional	295,082	286,000	371,000	85,000
Accounting/Audit Fees	45,300	50,000	50,000	0
Other Consultants	228,370	300,000	398,000	98,000
Education Grants	32,352	31,000	31,000	0
Promotional Materials	5,399	5,000	2,000	(3,000)
Donor Recognition	47,490	53,000	28,000	(25,000)
Office Supplies	43,738	39,000	39,000	0
Stationery/Printing/Forms	223,846	288,000	251,000	(37,000)
Exhibit Expense	55,964	61,000	19,000	(42,000)
Expensed Equipment/Furniture	37,314	27,000	31,000	4,000
Computer Supplies	10,352	14,000	14,000	0
Purchased Software Packages	10,740	2,000	7,000	5,000
Telephone	32,849	34,000	34,000	0
Internet/ISP/Electronic Mail	21,768	26,000	26,000	0
ARRL.net	41,620	36,000	36,000	0
Postage	484,253	511,000	536,000	25,000
Dues and Subscriptions	100,299	39,000	39,000	0
Software License Agreements	84,479	218,000	232,000	14,000
IARU Dues	38,335	38,000	38,000	0
Business Travel	121,245	131,000	54,000	(77,000)
Overseas Travel	182,205	184,000	59,000	(125,000)
Member Contact Travel	37,897	34,000	5,000	(29,000)
Program Travel	52,184	50,000	0	(50,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
Utilities	\$137,662	\$143,000	\$134,000	(\$9,000)
Insurance	97,472	125,000	125,000	0
Property Taxes	142,073	145,000	145,000	0
Building Maintenance	131,833	123,000	123,000	0
Software Maintenance	46,531	43,000	43,000	0
Maintenance of Equipment	107,122	97,000	97,000	0
Rent/Leased - Equipment	75,221	83,000	103,000	20,000
Rent/Leased - Storage	55,268	54,000	54,000	0
Vehicle Expenses	916	1,000	1,000	0
Overseas QSL Service	24,855	19,000	19,000	0
Awards Expense	53,040	52,000	52,000	0
CQ Expense	11,492	13,000	11,000	(2,000)
W1AW Station Expense	2,405	3,000	3,000	0
Product Review Expense	15,054	6,000	6,000	0
Lab Expense	5,664	5,000	5,000	0
Payroll Processing	12,024	13,000	13,000	0
Bank Service Charges	21,779	21,000	21,000	0
Credit Card Fees	257,501	262,000	275,000	13,000
Credit and Collections	0	0	0	0
Bad Debt Expense	0	3,000	23,000	20,000
Other Taxes and Permits	9,464	3,000	3,000	0
Depreciation and Amortization	244,204	273,000	283,000	10,000
Miscellaneous	282	0	0	0
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TOTAL HEADQUARTERS OPERATIONAL EXPENSES	\$11,021,884	\$12,079,000	\$11,538,000	(\$541,000)

**American Radio Relay League
Detailed Income Statement
2020 Plan Reforecast**

	2019 Actual	2020 Plan	2020 Plan (Reforecast)	Reforecast Change
BOARD of DIRECTORS, OFFICERS & COMMITTEES:				
Divisions	\$136,732	\$135,000	\$65,000	(\$70,000)
President and Officers	31,423	36,000	7,000	(29,000)
BOD Meetings	127,901	124,000	124,000	0
Committees	106,844	84,000	49,000	(35,000)
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	402,900	379,000	245,000	(134,000)
Section Level Administrative Exp.	119,418	118,000	59,000	(59,000)
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TOTAL BOARD of DIRECTORS, OFFICERS & COMMITTEES:	\$522,318	\$497,000	\$303,000	(\$194,000)