

**American Radio Relay League  
Proposed 2019 – 2020  
Plan**

**Detailed Income Statement**

**BOARD CONFIDENTIAL**

**American Radio Relay League  
Detailed Income Statement  
2019 Plan**

	2017 Actual	2018 Plan	2018 Plan (Reforecast)	2019 Plan	2020 Plan
<b>SUMMARY</b>					
<b>REVENUES</b>					
PUBLICATIONS & PRODUCTS	\$3,738,499	\$3,547,000	\$3,356,000	\$3,487,000	\$3,459,000
ADVERTISING	2,060,715	2,000,000	1,920,000	1,786,000	1,747,000
DUES & SUBSCRIPTIONS	6,921,321	6,777,000	6,892,000	6,987,000	7,029,000
PROGRAM & SERVICE FEES	906,241	953,000	1,020,000	983,000	1,025,000
INVESTMENT INCOME	321,498	203,000	243,000	265,000	300,000
CONTRIBUTIONS & SUPPORT	1,404,189	1,116,000	1,041,000	1,075,000	1,038,000
SPECIAL OPERATING AWARDS	42,507	-	-	-	-
OTHER	133,684	140,000	140,000	125,000	126,000
<b>TOTAL REVENUES</b>	<b>15,528,655</b>	<b>14,737,000</b>	<b>14,612,000</b>	<b>14,709,000</b>	<b>14,723,000</b>
<b>DIRECT COSTS</b>					
PUBLICATIONS & PRODUCTS	1,580,936	1,467,000	1,397,000	1,336,000	1,374,000
MEMBERSHIP & SUBS	1,933,133	1,835,000	1,809,000	1,870,000	1,936,000
<b>TOTAL DIRECT COSTS</b>	<b>3,514,069</b>	<b>3,302,000</b>	<b>3,207,000</b>	<b>3,206,000</b>	<b>3,311,000</b>
<b>ADMINISTRATIVE EXPENSES</b>					
HEADQUARTERS	10,666,514	10,849,000	10,679,000	10,951,000	11,222,000
BOARD OF DIRECTORS, OFFICERS & COMMITTEES	355,288	386,000	396,000	377,000	378,000
SECTION LEVEL	118,927	117,000	117,000	119,000	119,000
<b>TOTAL ADMIN EXPENSES</b>	<b>11,140,729</b>	<b>11,352,000</b>	<b>11,192,000</b>	<b>11,448,000</b>	<b>11,718,000</b>
<b>TOTAL EXPENSES</b>	<b>14,654,798</b>	<b>14,654,000</b>	<b>14,399,000</b>	<b>14,653,000</b>	<b>15,029,000</b>
<b>NET EXCESS (DEFICIT) FROM OPERATIONS</b>	<b>\$873,857</b>	<b>\$83,000</b>	<b>\$213,000</b>	<b>\$56,000</b>	<b>(\$307,000)</b>

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<b>REVENUES:</b>					
<b>PUBLICATION AND PRODUCT SALES:</b>					
ARRL Handbook	\$646,833	\$493,000	\$493,000	\$429,000	\$425,000
Repeater Directory	110,439	144,000	144,000	139,000	140,000
Ham Radio License Manual	503,888	473,000	473,000	500,000	475,000
Training Aids	411,049	401,000	313,000	400,000	425,000
Non-ARRL Publications	159,849	166,000	113,000	140,000	150,000
Royalty Items	247,357	326,000	326,000	292,000	300,000
Other Books	817,242	758,000	758,000	810,000	750,000
RSGB	52,578	47,000	47,000	50,000	50,000
Other Pubs/Product Sales	5,350	-	-	-	-
Membership Supplies	217,855	235,000	185,000	212,000	225,000
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	3,172,441	3,043,000	2,852,000	2,972,000	2,940,000
Apparel Commissions	1,768	2,000	2,000	2,000	2,000
e-Book Royalties	96,003	90,000	90,000	102,000	110,000
Other Products: Publishing Rights	6,025	5,000	5,000	3,000	3,000
On-line Courses	11,585	15,000	15,000	-	-
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	115,381	112,000	112,000	107,000	115,000
Postage/Handling Fees	462,392	423,000	423,000	438,000	434,000
Sales Returns and Allow.	(11,715)	(30,000)	(30,000)	(30,000)	(30,000)
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<b>TOTAL PUBLICATION &amp; PRODUCT SALES</b>	<b>3,738,499</b>	<b>3,547,000</b>	<b>3,356,000</b>	<b>3,487,000</b>	<b>3,459,000</b>
<b>ADVERTISING:</b>					
QST	1,775,817	1,723,000	1,643,000	1,542,000	1,500,000
QST Specialty	31,136	26,000	26,000	-	-
Electronic Advertising	42,874	44,000	44,000	38,000	38,000
Ham Ads	11,317	11,000	11,000	11,000	11,000
QEX	3,521	3,000	3,000	2,000	2,000
NCJ	16,235	18,000	18,000	18,000	18,000
WEB Banners	65,492	56,000	56,000	60,000	60,000
LoTW Banner Ads	21,725	18,000	18,000	20,000	20,000
Special Program Banner Ads	-	-	-	-	-
Podcast Advertising	10,680	11,000	11,000	19,000	21,000
All Other Advertising	81,919	90,000	90,000	77,000	77,000
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<b>TOTAL ADVERTISING</b>	<b>2,060,715</b>	<b>2,000,000</b>	<b>1,920,000</b>	<b>1,786,000</b>	<b>1,747,000</b>

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	2017 Actual	2018 Plan	2018 Plan (Reforecast)	2019 Plan	2020 Plan
<b>REVENUES:</b>					
<b>MEMBERSHIP DUES AND SUBSCRIPTIONS:</b>					
Term Membership Dues	\$6,166,789	\$6,031,000	\$6,146,000	\$6,232,000	\$6,273,000
Life Membership Dues	515,475	515,000	515,000	514,000	514,000
QST: Dealer	13,828	14,000	14,000	12,000	12,000
QEX Subscriptions	174,507	171,000	171,000	176,000	176,000
NCJ Subscriptions	50,722	46,000	46,000	54,000	54,000
<b>TOTAL DUES &amp; SUBSCRIPTIONS</b>	<b>6,921,321</b>	<b>6,777,000</b>	<b>6,892,000</b>	<b>6,987,000</b>	<b>7,029,000</b>
<b>PROGRAMS &amp; SERVICE FEES:</b>					
QSL Bureau Service	38,296	41,000	41,000	39,000	39,000
DXCC Fees and Receipts	397,905	420,000	504,000	450,000	475,000
Centennial DXCC Fees and Receipts	433	-	-	-	-
National Parks On the Air	42,074	-	-	-	-
Special Operating Awards	-	-	-	-	-
CQ Revenue	24,954	42,000	42,000	47,000	50,000
Contest Fees	8,665	12,000	12,000	9,000	10,000
Lab Fees	26	-	-	-	-
Volunteer Exam Fees	426,404	434,000	417,000	434,000	448,000
VEC Certificate Fees	6,081	-	-	-	-
IARP Fees	1,710	2,000	2,000	2,000	2,000
Non-Member FCC changes	2,201	2,000	2,000	2,000	2,000
<b>TOTAL FEES</b>	<b>948,748</b>	<b>953,000</b>	<b>1,020,000</b>	<b>983,000</b>	<b>1,025,000</b>
<b>INVESTMENT INCOME:</b>					
Interest/Dividend Income	204,476	203,000	243,000	265,000	300,000
Gain/(Loss) from Sale of Investments	117,022	-	-	-	-
<b>TOTAL INVESTMENT INCOME</b>	<b>321,498</b>	<b>203,000</b>	<b>243,000</b>	<b>265,000</b>	<b>300,000</b>

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<b>CONTRIBUTIONS &amp; SUPPORT:</b>					
Contributions - Unrestricted	\$266,526	\$111,000	\$111,000	\$129,000	\$120,000
Contributions - Diamond Club	379,262	365,000	365,000	365,000	365,000
Contributions - Restricted	758,402	640,000	565,000	581,000	553,000
<b>TOTAL CONTRIBUTIONS &amp; SUPPORT</b>	<b>1,404,189</b>	<b>1,116,000</b>	<b>1,041,000</b>	<b>1,075,000</b>	<b>1,038,000</b>
<b>OTHER REVENUES:</b>					
Royalties	4,360	3,000	3,000	1,000	3,000
Affinity Credit Card	45,593	51,000	51,000	40,000	40,000
Insurance Commission	22,893	22,000	22,000	23,000	23,000
Affinity Insurance Royalty	8,072	8,000	8,000	7,000	7,000
Misc. Other Income	52,766	56,000	56,000	54,000	52,000
<b>TOTAL OTHER REVENUES</b>	<b>133,684</b>	<b>140,000</b>	<b>140,000</b>	<b>125,000</b>	<b>126,000</b>

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<b>DIRECT COSTS:</b>					
<b>DIRECT COSTS OF PUBLICATIONS &amp; PRODUCTS:</b>					
ARRL Handbook	\$182,612	\$124,000	\$124,000	\$89,000	\$90,000
Repeater Directory	41,967	52,000	52,000	39,000	45,000
Ham Radio License Manual	77,648	110,000	110,000	97,000	100,000
Training Aids	90,466	81,000	62,000	79,000	85,000
Non-ARRL Publications	108,857	108,000	77,000	91,000	95,000
Royalty Items	64,376	89,000	89,000	86,000	90,000
Other Books	152,188	121,000	121,000	119,000	120,000
RSGB	32,504	31,000	31,000	33,000	31,000
Other Pubs/Product COGS	4,906	-	-	-	-
Membership Supplies	91,552	99,000	79,000	89,000	100,000
On-line Course Expense	3,240	3,000	3,000	-	-
e-Book Expenses	1,542	4,000	4,000	6,504	6,500
Publications Forwarding Expense	611,552	548,000	548,000	516,000	520,000
Advertising/Promotion Expense	3,250	3,000	3,000	3,000	3,000
In-House Pub Use	67,165	70,000	70,000	65,000	65,000
Obsolete Inventory	47,111	24,000	24,000	24,000	24,000
<b>TOTAL DIRECT PUBLICATION &amp; PRODUCT SALES</b>	<b>1,580,936</b>	<b>1,467,000</b>	<b>1,397,000</b>	<b>1,336,000</b>	<b>1,374,000</b>

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<b>DIRECT COSTS OF MEMBERSHIPS AND SUBSCRIPTIONS:</b>					
QST Publication Expense	\$945,373	\$866,000	\$859,000	\$898,000	\$934,000
QST Insertion Costs	-	-	-	-	-
QST Forwarding Expense	832,333	856,000	818,000	836,000	861,000
QST Electronic Production Exp.	18,665	20,000	20,000	16,000	17,000
Podcast Expense	5,656	2,000	2,000	4,000	4,000
Video Expense	3,325	5,000	-	-	-
QEX Publication Expense	58,259	29,000	52,000	60,000	63,000
QEX Forwarding Expense	25,274	29,000	29,000	28,000	29,000
NCJ Publication Expense	21,617	13,000	13,000	12,000	13,000
NCJ Forwarding Expense	14,566	15,000	15,000	16,000	16,000
Other Print Media Production Expense	8,065	-	-	-	-
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<b>TOTAL DIRECT MEMBERSHIP &amp; SUBSCRIPTION COSTS</b>	<b>1,933,133</b>	<b>1,835,000</b>	<b>1,809,000</b>	<b>1,870,000</b>	<b>1,936,000</b>

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<b>HEADQUARTERS OPERATIONS:</b>					
Salaries Regular	\$5,388,307	\$5,477,000	\$5,394,000	\$5,524,000	\$5,707,000
Salaries Overtime	33,150	18,000	20,000	19,000	19,000
Commissions and Bonuses	500	-	-	-	-
Employee Recognition /Awards	7,324	9,000	9,000	9,000	9,000
Temporary Employees	-	-	-	-	-
Employee Benefits	1,534,105	1,556,000	1,499,000	1,611,000	1,756,000
Employee Relocation	-	-	-	-	-
Recruiting Advertising	297	2,000	2,000	2,000	2,000
Legal and Professional	217,101	246,000	246,000	186,000	186,000
Accounting/Audit Fees	40,394	40,000	40,000	50,000	52,000
Other Consultants	258,503	363,000	321,000	278,000	244,000
Education Grants	80,143	25,000	25,000	25,000	25,000
Promotional Materials	956	1,000	1,000	2,000	2,000
Donor Recognition	47,528	55,000	55,000	50,000	50,000
Office Supplies	51,615	56,000	56,000	50,000	50,000
Stationery/Printing/Forms	310,667	317,000	300,000	316,000	323,000
Exhibit Expense	41,767	41,000	41,000	43,000	40,000
Expensed Equipment/Furniture	61,480	9,000	9,000	18,000	12,000
Computer Supplies	14,108	18,000	18,000	13,000	13,000
Purchased Software Packages	11,682	12,000	12,000	12,000	12,000
Telephone	28,717	28,000	28,000	30,000	30,000
Internet/ISP/Electronic Mail	23,625	30,000	30,000	23,000	22,000
ARRL.net	35,130	34,000	34,000	34,000	34,000
Postage	568,773	572,000	584,000	581,000	591,000
Dues and Subscriptions	54,280	75,000	75,000	122,000	124,000
IARU Dues	51,947	52,000	52,000	38,000	39,000
Business Travel	100,955	115,000	115,000	124,000	117,000
Overseas Travel	127,730	159,000	159,000	188,000	152,000
Member Contact Travel	29,554	38,000	38,000	34,000	34,000
Program Travel	29,952	39,000	39,000	50,000	50,000



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Utilities	\$128,754	\$129,000	\$129,000	\$131,000	\$132,000
Insurance	119,076	128,000	128,000	123,000	127,000
Property Taxes	133,972	142,000	142,000	148,000	153,000
Building Maintenance	128,127	124,000	124,000	124,000	126,000
Computer Maintenance	32,614	24,000	24,000	49,000	49,000
Maintenance of Equipment	89,009	106,000	106,000	105,000	106,000
Rent/Leased - Equipment	83,326	61,000	65,000	71,000	72,000
Rent/Leased - Storage	53,684	54,000	54,000	54,000	54,000
Rent/Leased - Office Space	-	-	-	-	-
Vehicle Expenses	772	2,000	2,000	2,000	2,000
Overseas QSL Service	21,501	20,000	20,000	20,000	21,000
Awards Expense	54,992	67,000	67,000	62,000	64,000
CQ Expense	7,893	12,000	12,000	14,000	11,000
W1AW Station Expense	3,140	3,000	3,000	3,000	3,000
Product Review Expense	13,185	12,000	12,000	8,000	9,000
Lab Expense	4,781	9,000	9,000	7,000	6,000
Payroll Processing	11,766	12,000	12,000	12,000	12,000
Bank Service Charges	19,203	24,000	24,000	21,000	22,000
Credit Card Fees	281,417	254,000	264,000	276,000	275,000
Credit and Collections	564	1,000	1,000	1,000	1,000
Bad Debt Expense	83,183	6,000	6,000	6,000	6,000
Other Taxes and Permits	1,078	2,000	2,000	2,000	2,000
Depreciation and Amortization	240,825	267,000	268,000	279,000	274,000
Miscellaneous	3,362	2,000	2,000	1,000	1,000
<b>TOTAL HEADQUARTERS OPERATIONAL EXPENSES</b>	<b>10,666,514</b>	<b>10,849,000</b>	<b>10,679,000</b>	<b>10,951,000</b>	<b>11,222,000</b>

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	2017 Actual	2018 Plan	2018 Plan (Reforecast)	2019 Plan	2020 Plan
<b>BOARD of DIRECTORS, OFFICERS &amp; COMMITTEES:</b>					
Divisions	\$118,596	\$151,000	\$151,000	\$142,000	\$143,000
President and Officers	20,431	36,000	36,000	36,000	36,000
BOD Meetings	124,018	120,000	120,000	120,000	120,000
Committees	92,243	79,000	89,000	79,000	79,000
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	355,288	386,000	396,000	377,000	378,000
Section Level Administrative Exp.	118,927	117,000	117,000	119,000	119,000
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<b>TOTAL BOARD of DIRECTORS, OFFICERS &amp; COMMITTEES:</b>	<b>474,215</b>	<b>503,000</b>	<b>513,000</b>	<b>497,000</b>	<b>496,000</b>

BOARD CONFIDENTIAL