

**ARRL
2019 REFORECAST PACKAGE**

AMERICAN RADIO RELAY LEAGUE, INC.
SUMMARY
2019 Plan Reforecast

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
REVENUES	\$13,795,738	\$13,634,000	\$13,574,000	(\$60,000)
EXPENSES	10,726,558	10,629,000	10,511,000	(118,000)
NET AVAILABLE INCOME	3,069,180	3,005,000	3,063,000	58,000
MEMBER PROGRAM EXPENDITURES	3,809,892	4,018,000	4,086,000	68,000
SUB-TOTAL	(740,712)	(1,013,000)	(1,023,000)	(10,000)
CONTRIBUTIONS	1,170,322	1,075,000	1,075,000	0
INCOME FROM OPERATIONS	429,610	62,000	52,000	(10,000)
NATIONAL PARKS ON THE AIR	0	0	0	0
SPECIAL OPERATING AWARD	0	(6,000)	(6,000)	0
GAIN/(LOSS) ON INVESTMENT	155,793	0	0	0
NET EXCESS (DEFICIT)	\$585,403	\$56,000	\$46,000	(\$10,000)

AMERICAN RADIO RELAY LEAGUE, INC.
INCOME
2019 Plan Reforecast

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
<u>REVENUES</u>	<u>\$13,795,738</u>	<u>\$13,634,000</u>	<u>\$13,574,000</u>	<u>(\$60,000)</u>
Product Sales	3,535,423	3,487,000	3,419,000	(68,000)
QST and Magazines	233,139	242,000	242,000	0
Advertising	1,883,114	1,786,000	1,766,000	(20,000)
Membership Dues	6,754,691	6,745,000	6,745,000	0
Program Fees	983,560	983,000	966,000	(17,000)
Interest/Dividends	283,282	265,000	310,000	45,000
National Parks on the Air	0	0	0	0
Special Operating Awards	0	0	0	0
Other	122,529	125,000	125,000	0
<u>EXPENSES</u>	<u>\$10,726,558</u>	<u>\$10,635,000</u>	<u>\$10,511,000</u>	<u>(\$153,000)</u>
Product Sales	2,759,602	2,654,000	2,643,000	(11,000)
QST and Magazines	2,380,582	2,435,000	2,366,000	(69,000)
New Media Outreach	4,998	4,000	4,000	0
Advertising	191,995	202,000	196,000	(6,000)
Membership Dues	823,458	866,000	799,000	(67,000)
Investment Expenses	2,354	2,000	2,000	0
National Parks on the Air	0	0	0	0
Special Operating Awards	0	6,000	6,000	0
Support:	<u>\$4,563,569</u>	<u>\$4,467,000</u>	<u>\$4,495,000</u>	<u>\$31,000</u>
Administration	1,009,196	694,000	755,000	61,000
Development/Fundraising	415,653	450,000	449,000	(1,000)
Controller	985,571	1,032,000	1,027,000	(5,000)
Information Technology	1,320,692	1,458,000	1,434,000	(24,000)
Administrative Services	221,289	237,000	236,000	(1,000)
Personnel	67,599	22,000	22,000	0
Change in Payroll Accrual	0	21,000	21,000	0
Building	543,569	552,000	551,000	1,000
<u>NET AVAILABLE INCOME</u>	<u>\$3,074,178</u>	<u>\$2,999,000</u>	<u>\$3,062,000</u>	<u>\$64,000</u>
Product Sales	775,821	832,000	776,000	(56,000)
QST and Magazines	(2,147,443)	(2,193,000)	(2,124,000)	69,000
New Media Outreach	0	(4,000)	(4,000)	0
Advertising	1,691,119	1,584,000	1,570,000	(14,000)
Membership Dues	5,931,233	5,880,000	5,946,000	66,000
Program Fees	983,560	983,000	966,000	(17,000)
Investment Income	280,928	263,000	308,000	45,000
National Parks on the Air	0	0	0	0
Special Operating Awards	0	(6,000)	(6,000)	0
Other and Support	(4,441,040)	(4,341,000)	(4,370,000)	(29,000)

AMERICAN RADIO RELAY LEAGUE, INC.
SPENDING
2019 Plan Reforecast

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
<u>MEMBER PROGRAM</u>				
<u>EXPENDITURES</u>	<u>\$3,809,892</u>	<u>\$4,018,000</u>	<u>\$4,086,000</u>	<u>\$68,000</u>
Advocacy	<u>\$792,741</u>	<u>\$965,000</u>	<u>\$985,000</u>	<u>\$21,000</u>
Washington	482,848	512,000	533,000	21,000
International/IARU	122,811	158,000	158,000	0
Communications	178,482	187,000	187,000	0
Outreach through Discovery	8,600	8,000	8,000	0
Regulatory Affairs	0	100,000	99,000	(1,000)
Field Services and Radiosport	<u>\$1,536,361</u>	<u>\$1,460,000</u>	<u>\$1,518,000</u>	<u>\$58,000</u>
Administration	174,271	182,000	196,000	14,000
Contest	149,125	148,000	187,000	39,000
DXCC/Awards	424,769	427,000	425,000	(2,000)
QSL Bureau	71,815	50,000	50,000	0
W1AW	163,945	167,000	175,000	8,000
Field Services	246,113	175,000	174,000	(1,000)
Emergency Preparedness & Response	191,628	193,000	192,000	(1,000)
Section Expenses	114,695	119,000	119,000	0
Educational Programs	<u>\$236,560</u>	<u>\$338,000</u>	<u>\$337,000</u>	<u>(\$1,000)</u>
Lifelong Learning	138,874	217,000	216,000	(1,000)
Education & Technology	97,686	121,000	121,000	0
VEC	<u>\$406,176</u>	<u>\$416,000</u>	<u>\$409,000</u>	<u>(\$7,000)</u>
LAB	<u>\$445,458</u>	<u>\$463,000</u>	<u>\$460,000</u>	<u>(\$3,000)</u>
Governance	<u>\$392,596</u>	<u>\$377,000</u>	<u>\$377,000</u>	<u>\$0</u>
Divisions	120,681	142,000	142,000	0
Officers	28,453	36,000	36,000	0
Board Meetings	117,961	120,000	120,000	0
Committees	125,501	79,000	79,000	0

AMERICAN RADIO RELAY LEAGUE, INC.
CONTRIBUTIONS / INVESTMENT ACTIVITY
2019 Plan Reforecast

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
<u>CONTRIBUTIONS AND SUPPORT</u>	<u>\$1,170,322</u>	<u>\$1,075,000</u>	<u>\$1,075,000</u>	<u>\$0</u>
Unrestricted	<u>\$553,358</u>	<u>\$494,000</u>	<u>\$494,000</u>	<u>\$0</u>
Diamond Club	366,516	365,000	365,000	0
Miscellaneous	186,842	129,000	129,000	0
Donor-Restricted: "Uses"	<u>\$616,964</u>	<u>\$581,000</u>	<u>\$581,000</u>	<u>\$0</u>
<u>Capital Campaign Earnings</u>	<u>\$110,547</u>	<u>\$66,000</u>	<u>\$66,000</u>	<u>\$0</u>
<u>David Bell Endow Earnings</u>	<u>\$5,648</u>	<u>\$3,000</u>	<u>\$3,000</u>	<u>\$0</u>
<u>Defense</u>	<u>\$301,523</u>	<u>\$285,000</u>	<u>\$285,000</u>	<u>\$0</u>
Program	256,319	237,000	237,000	0
Fundraising	45,204	48,000	48,000	0
<u>Education & Technology</u>	<u>\$118,604</u>	<u>\$143,000</u>	<u>\$143,000</u>	<u>\$0</u>
Program	97,687	121,000	121,000	0
Fundraising	20,917	22,000	22,000	0
<u>Legislative Issues Advocacy</u>	<u>\$3,990</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
Program	3,990	0	0	0
Fundraising	0	0	0	0
<u>Legal Research & Resource</u>	<u>\$230</u>	<u>\$3,000</u>	<u>\$3,000</u>	<u>\$0</u>
<u>Lab Fund</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>Collegiate Amateur Radio</u>	<u>\$1,819</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>Preservation of Artifacts</u>	<u>\$1,078</u>	<u>\$1,000</u>	<u>\$1,000</u>	<u>\$0</u>
<u>W1AW</u>	<u>\$22,324</u>	<u>\$40,000</u>	<u>\$40,000</u>	<u>\$0</u>
<u>Ham Aid</u>	<u>\$3,482</u>	<u>\$0</u>	<u>\$0</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>\$5,000</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>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>Starr Technology Fund</u>	<u>\$2,719</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>GAIN/(LOSS) ON SALE OF INVESTMENTS</u>	<u>\$155,793</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
SUMMARY				
REVENUES				
PUBLICATIONS & PRODUCTS	\$3,535,423	\$3,487,000	\$3,419,000	(\$68,000)
ADVERTISING	1,883,114	1,786,000	1,767,000	(19,000)
DUES & SUBSCRIPTIONS	6,987,830	6,987,000	6,987,000	0
PROGRAM & SERVICE FEES	930,909	983,000	966,000	(17,000)
INVESTMENT INCOME	439,074	265,000	310,000	45,000
CONTRIBUTIONS & SUPPORT	1,170,322	1,075,000	1,075,000	0
SPECIAL OPERATING AWARDS	52,651	0	0	0
OTHER	122,529	125,000	125,000	0
TOTAL REVENUES	\$15,121,853	\$14,709,000	\$14,649,000	(\$60,000)
DIRECT COSTS				
PUBLICATIONS & PRODUCTS	1,507,282	1,336,000	1,330,000	(6,000)
MEMBERSHIP & SUBS	1,836,457	1,870,000	1,803,000	(67,000)
TOTAL DIRECT COSTS	\$3,343,739	\$3,206,000	\$3,133,000	(\$73,000)
ADMINISTRATIVE EXPENSES				
HEADQUARTERS	10,685,420	10,951,000	10,974,000	23,000
BOARD OF DIRECTORS, OFFICERS & COMMITTEES	392,597	377,000	377,000	0
SECTION LEVEL	114,695	119,000	119,000	0
TOTAL ADMIN EXPENSES	\$11,192,712	\$11,448,000	\$11,470,000	\$23,000
TOTAL EXPENSES	\$14,536,451	\$14,653,000	\$14,603,000	(\$50,000)
NET EXCESS (DEFICIT) FROM OPERATIONS	\$585,402	\$56,000	\$46,000	(\$10,000)

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
REVENUES:				
PUBLICATION AND PRODUCT SALES:				
ARRL Handbook	\$644,394	\$429,000	\$361,000	(\$68,000)
Repeater Directory	128,559	139,000	139,000	0
Ham Radio License Manual	524,526	500,000	500,000	0
Training Aids	356,545	400,000	400,000	0
Non-ARRL Publications	111,078	140,000	140,000	0
Royalty Items	301,128	292,000	292,000	0
Other Books	685,506	810,000	810,000	0
RSGB	59,186	50,000	50,000	0
Other Pubs/Product Sales	2,972	0	0	0
Membership Supplies	190,036	212,000	212,000	0
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	3,003,930	2,972,000	2,903,000	(68,000)
Apparel Commissions	1,417	2,000	2,000	0
e-Book Royalties	93,279	102,000	102,000	0
Other Products: Publishing Rights	3,170	3,000	3,000	0
On-line Courses	5,521	0	0	0
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	103,387	107,000	107,000	0
Postage/Handling Fees	468,577	438,000	438,000	0
Amazon Freight & Damager Disc.	(20,627)	0	0	0
Sales Returns and Allow.	(19,844)	(30,000)	(30,000)	0
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TOTAL PUBLICATION & PRODUCT SALES	\$3,535,423	\$3,487,000	\$3,419,000	(\$68,000)
ADVERTISING:				
QST	1,624,157	1,542,000	1,542,000	0
QST Specialty	14,805	0	0	0
Electronic Advertising	37,520	38,000	38,000	0
Ham Ads	11,727	11,000	11,000	0
QEX	2,064	2,000	2,000	0
NCJ	17,607	18,000	18,000	0
WEB Banners	56,838	60,000	60,000	0
LoTW Banner Ads	22,410	20,000	20,000	0
Special Program Banner Ads	0	0	0	0
Podcast Advertising	10,680	19,000	19,000	0
All Other Advertising	85,307	77,000	57,000	(19,000)
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TOTAL ADVERTISING	\$1,883,114	\$1,786,000	\$1,767,000	(\$19,000)

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
REVENUES:				
MEMBERSHIP DUES AND SUBSCRIPTIONS:				
Term Membership Dues	\$6,240,864	\$6,232,000	\$6,232,000	\$0
Life Membership Dues	513,827	514,000	514,000	0
QST: Dealer	11,751	12,000	12,000	0
QEX Subscriptions	168,559	176,000	176,000	0
NCJ Subscriptions	52,829	54,000	54,000	0
TOTAL DUES & SUBSCRIPTIONS	\$6,987,830	\$6,987,000	\$6,987,000	\$0
PROGRAMS & SERVICE FEES:				
QSL Bureau Service	37,097	39,000	39,000	0
DXCC Fees and Receipts	460,334	450,000	450,000	0
CQ Awards	52,138	0	0	0
W1AW Cert Fees	513	0	0	0
Special Operating Awards	0	0	0	0
CQ Revenue	0	47,000	47,000	0
Contest Fees	7,694	9,000	9,000	0
Lab Fees	115	0	0	0
Volunteer Exam Fees	416,663	434,000	417,000	(17,000)
VEC Certificate Fees	5,402	0	0	0
IARP Fees	1,713	2,000	2,000	0
Non-Member FCC changes	1,891	2,000	2,000	0
TOTAL FEES	\$983,560	\$983,000	\$966,000	(\$17,000)
INVESTMENT INCOME:				
Interest/Dividend Income	283,282	265,000	310,000	45,000
Gain/(Loss) from Sale of Investments	155,792	0	0	0
TOTAL INVESTMENT INCOME	\$439,074	\$265,000	\$310,000	\$45,000

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
CONTRIBUTIONS & SUPPORT:				
Contributions - Unrestricted	\$185,721	\$129,000	\$129,000	\$0
Contributions - Diamond Club	366,516	365,000	365,000	0
Contributions -Member Loyalty	1,121	0	0	0
Contributions - Restricted	616,964	581,000	581,000	0
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TOTAL CONTRIBUTIONS & SUPPORT	\$1,170,322	\$1,075,000	\$1,075,000	\$0
OTHER REVENUES:				
Royalties	589	1,000	1,000	0
Affinity Credit Card	39,813	40,000	40,000	0
Insurance Commission	23,394	23,000	23,000	0
Affinity Insurance Royalty	7,009	7,000	7,000	0
Misc. Other Income	51,725	54,000	54,000	0
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TOTAL OTHER REVENUES	\$122,529	\$125,000	\$125,000	\$0
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**American Radio Relay League
Detailed Income Statement
2019 Plan Reforecast**

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
DIRECT COSTS:				
DIRECT COSTS OF PUBLICATIONS & PRODUCTS:				
ARRL Handbook	\$183,092	\$89,000	\$76,000	(\$12,000)
Repeater Directory	36,728	39,000	39,000	0
Ham Radio License Manual	89,490	97,000	97,000	0
Training Aids	75,533	79,000	79,000	0
Non-ARRL Publications	76,018	91,000	91,000	0
Royalty Items	92,158	86,000	86,000	0
Other Books	104,445	119,000	119,000	0
RSGB	32,706	33,000	33,000	0
Other Pubs/Product COGS	2,498	0	0	0
Membership Supplies	81,285	89,000	89,000	0
On-line Course Expense	(24)	0	0	0
e-Book Expenses	6,816	7,000	7,000	0
Publications Forwarding Expense	604,415	516,000	516,000	0
Advertising/Promotion Expense	3,000	3,000	3,000	0
In-House Pub Use	68,167	65,000	71,000	6,000
Obsolete Inventory	50,955	24,000	24,000	0
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TOTAL DIRECT PUBLICATION & PRODUCT SALES	\$1,507,282	\$1,336,000	\$1,330,000	(\$6,000)

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
DIRECT COSTS OF MEMBERSHIPS AND SUBSCRIPTIONS:				
QST Publication Expense	\$860,762	\$898,000	\$863,000	(\$35,000)
QST Insertion Costs	0	0	0	0
QST Forwarding Expense	827,494	836,000	816,000	(20,000)
QST Electronic Production Exp.	14,763	16,000	16,000	0
Podcast Expense	4,998	4,000	4,000	0
Video Expense	0	0	0	0
QEX Publication Expense	63,255	60,000	48,000	(12,000)
QEX Forwarding Expense	25,677	28,000	28,000	0
NCJ Publication Expense	25,043	12,000	12,000	0
NCJ Forwarding Expense	14,464	16,000	16,000	0
Other Print Media Production Expense	0	0	0	0
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TOTAL DIRECT MEMBERSHIP & SUBSCRIPTION COSTS	\$1,836,457	\$1,870,000	\$1,803,000	(\$67,000)

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
HEADQUARTERS OPERATIONS:				
Salaries Regular	\$5,552,450	\$5,524,000	\$5,625,000	\$101,000
Salaries Overtime	30,395	19,000	19,000	0
Commissions and Bonuses	1,310	0	0	0
Employee Recognition /Awards	3,643	9,000	9,000	0
Temporary Employees	0	0	0	0
Employee Benefits	1,520,108	1,611,000	1,584,000	(27,000)
Employee Relocation	2,756	0	0	0
Recruiting Advertising	4,004	2,000	2,000	0
Legal and Professional	166,626	186,000	286,000	100,000
Accounting/Audit Fees	45,500	50,000	50,000	0
Other Consultants	300,485	278,000	190,000	(88,000)
Education Grants	25,000	25,000	25,000	0
Promotional Materials	499	2,000	2,000	0
Donor Recognition	57,293	50,000	50,000	0
Office Supplies	42,469	50,000	51,000	1,000
Stationery/Printing/Forms	282,365	316,000	280,000	(36,000)
Exhibit Expense	50,062	43,000	43,000	0
Expensed Equipment/Furniture	24,169	18,000	18,000	0
Computer Supplies	18,919	13,000	13,000	0
Purchased Software Packages	4,349	12,000	12,000	0
Telephone	29,733	30,000	30,000	0
Internet/ISP/Electronic Mail	22,099	23,000	23,000	0
ARRL.net	32,748	34,000	34,000	0
Postage	531,925	581,000	552,000	(29,000)
Dues and Subscriptions	78,757	122,000	122,000	0
IARU Dues	37,960	38,000	38,000	0
Business Travel	86,858	124,000	126,000	2,000
Overseas Travel	142,605	188,000	188,000	0
Member Contact Travel	30,300	34,000	34,000	0
Program Travel	51,814	50,000	50,000	0

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
Utilities	\$134,149	\$131,000	\$131,000	\$0
Insurance	120,452	123,000	123,000	0
Property Taxes	140,311	148,000	148,000	0
Building Maintenance	126,297	124,000	124,000	0
Computer Maintenance	42,018	49,000	49,000	0
Maintenance of Equipment	86,650	105,000	105,000	0
Rent/Leased - Equipment	71,076	71,000	71,000	0
Rent/Leased - Storage	53,593	54,000	54,000	0
Rent/Leased - Office Space	0	0	0	0
Vehicle Expenses	1,659	2,000	2,000	0
Overseas QSL Service	18,539	20,000	20,000	0
Awards Expense	75,089	62,000	62,000	0
CQ Expense	15,656	14,000	14,000	0
W1AW Station Expense	3,319	3,000	3,000	0
Product Review Expense	12,725	8,000	8,000	0
Lab Expense	3,621	7,000	7,000	0
Payroll Processing	11,709	12,000	12,000	0
Bank Service Charges	21,333	21,000	21,000	0
Credit Card Fees	263,432	276,000	276,000	0
Credit and Collections	0	1,000	1,000	0
Bad Debt Expense	6,000	6,000	6,000	0
Other Taxes and Permits	51,257	2,000	2,000	0
Depreciation and Amortization	247,385	279,000	279,000	0
Miscellaneous	1,945	1,000	2,000	1,000
TOTAL HEADQUARTERS OPERATIONAL EXPENSES	\$10,685,419	\$10,951,000	\$10,974,000	\$25,000

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

	2018 Actual	2019 Plan	2019 Plan (Reforecast)	Difference
BOARD of DIRECTORS, OFFICERS & COMMITTEES:				
Divisions	\$120,681	\$142,000	\$142,000	\$0
President and Officers	28,454	36,000	36,000	0
BOD Meetings	117,961	120,000	120,000	0
Committees	125,501	79,000	79,000	0
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	392,597	377,000	377,000	0
Section Level Administrative Exp.	114,695	119,000	119,000	0
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TOTAL BOARD of DIRECTORS, OFFICERS & COMMITTEES:	\$507,292	\$497,000	\$497,000	\$0