

AMERICAN NUMISMATIC ASSOCIATION
Fiscal year November 2019 to October 2020
**** APPROVED BUDGET ****

Revenues	Totals
Admissions-Conventions & Museum	33,400
Advertising Income	343,104
YN Auction	28,000
Banquet	14,500
Convention Revenue	1,575,350
Consultation	156
Submission Center	165,000
Donations	148,994
Donations - Funds Division	22,000
Sponsors	154,700
Dues & Applications	724,008
Grants	25,529
Interest and Dividends	97,812
Research Fees	300
License Fees	48,000
Mailing Revenue	7,120
Medals & Badges	26,500
Miscellaneous	1,892
Photography	300
PNG Contributions	15,000
Program Conventions	42,000
Rebates-Hotel-Shuttle	45,705
Road Show	7,000
Sales	19,855
Sales-Museum Store	34,000
Seminars	41,450
Seminar - Summer	381,348
Numismatic Diploma	35,628
Subscriptions	3,360
Tours	3,365
Traveling Exhibits & Traveling -Club	120
Total Revenue	4,045,495

Expenses	
Acquisitions	1,200
Advertising/Promotion	157,440
Auction	8,900
Auto Expenses	1,346
Awards-Funded	10,535
Awards-Non-funded	21,465
Bank & Investment Fees	54,402
Book Purchases	7,632
Banquet	62,530
Bass Exhibit	27,528
Bereavement	600
Bourse	185,200
Charitable Registrations	3,031
Club Representative	6,515
College Scholarship	8,000
Committee	11,000
Computer Technology Services	46,322

Contract Labor	175,718
Cost Of Sale	19,672
Cost of Sales Indirect-Enterprise	600
Employee Benefits	519,691
Employee Retention	6,720
Equipment Maintenance	81,105
Equipment Rental	17,900
Exhibits	58,660
Fund Development	15,598
General Service Contractor	305,000
Insurance	86,745
Legal Fees	47,500
License Fees	74,808
Life Members Expense	2,400
Mailing	198,572
Medals & Badges	21,050
Membership	4,500
Miscellaneous	14,358
National Coin Week	6,350
Numismatic Diploma Program	28,400
President	7,500
Preservation	2,500
Printing & Production	266,175
Professional Development	11,349
Program	12,250
Rent- Convention Facilities	145,700
Road Show	7,000
Salaries	1,953,470
Salaries-commissions	60,882
Security	265,048
Seminars	46,585
Seminar - Summer	186,773
Special Events	10,455
Sponsors	49,183
Supplies	43,595
Telephone	25,265
Tours	3,257
Travel	212,671
Treasure Trivia	2,800
Utilities	57,792
Volunteers	14,420
Sub-total Operating Expenses:	<u>5,683,662</u>

Designated & Restristed Transfers

Restricted Fund - Award Funds	10,125
Restricted Fund - College Scholarships	8,000
Restricted Fund - F. S. School of Num.	14,100
Restricted Fund - Gilroy Roberts Fund	14,688
Restricted Fund - Lecce Adv. Schlship	27,960
Restricted Fund - Walton	16,850
Restricted Fund - YN fund	110,100
Designated Fund - Publications	11,620
Designated Fund - Student Assistants NGC	38,940
Designated Fund - Sundman Fund	4,110
Total Designated/Restricted Transfers	<u>256,492.67</u>

Capital Budget 50,553

NET INCOME (LOSS) AFTER CAPITAL FUNDING (1,432,227)