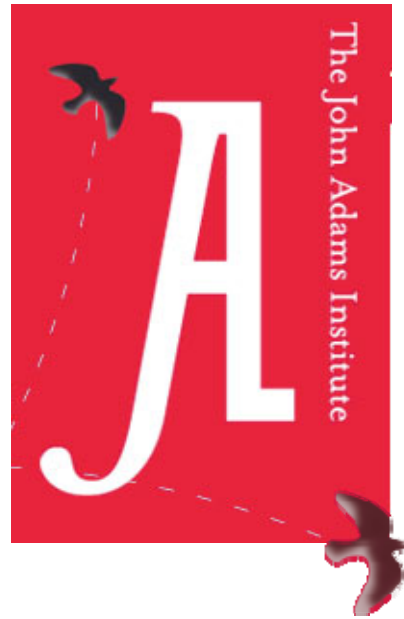


FINANCIAL REPORT

4th QUARTER 2023

THE JOHN ADAMS INSTITUTE



The John Adams Institute

Balance	<u>31-12-2023</u>	<u>31-12-2022</u>		<u>31-12-2023</u>	<u>31-12-2022</u>
ASSETS			LIABILITIES		
FIXED ASSETS	2.233	383	EQUITY		
Tangible fixed assets			Foundation capital	542.377	473.313
Inventory			Unappropriated result	<u>772</u>	<u>69.064</u>
				543.149	542.377
CURRENT ASSETS			CURRENT LIABILITIES		
Account receivable			Trade creditors	660	6.994
Trade debtors	77.730	50.857	Taxes, social security contributions and pensions	21.293	15.519
Other debtors and accrued income	1.130	4.803	Holiday Pay	4.935	4.034
Taxes			Other creditors and accrued expenses	<u>10.866</u>	<u>3.254</u>
Liquid assets	<u>499.810</u>	<u>516.135</u>		<u>37.754</u>	<u>29.801</u>
Total	<u><u>580.903</u></u>	<u><u>572.178</u></u>	Total:	<u><u>580.903</u></u>	<u><u>572.178</u></u>

The John Adams Institute

Profit and loss account 2023

	<u>Actuals tm Q4-2023</u>	<u>Budget tm Q4 2023</u>	<u>Difference</u>	<u>Diff in %</u>	<u>Budget tm 2023</u>	<u>Comments</u>	<u>Actuals 2022</u>
<u>Activities</u>							
JAI Public Events							
Net result ticket sales	0	3.000	-3.000	0%	3.000		0
Lectures							
Income	33.910	1.500	32.410	0%	1.500		32.019
Costs	-41.752	-5.750	-36.002	0%	-5.750		-31.779
Quincy Club							
Income	0	0	0	0%	0		11.099
Costs	0	-2.500	2.500	0%	-2.500		-6.327
John Adams Family							
Income	0	0	0	0%	0		0
Costs	0	-5.000	5.000	0%	-5.000		-1.396
Young Minds							
Income	418	0	418	0%	0		0
Costs	-13.043	-2.000	-11.043	0%	-2.000		0
Bright Minds Podcast							
Income	0	0	0	0%	0		10.000
Costs	-2.750	-7.500	4.750	0%	-7.500		-4.950
The New Antology							
Income	0	0	0	0%	0		
Costs	-4.264	0	-4.264	0%	0		
Total result activities	<u>-27.480</u>	<u>-18.250</u>	<u>-9.231</u>	<u>0%</u>	<u>-18.250</u>		<u>8.666</u>

	<u>Actuals tm Q4-2023</u>	<u>Budget tm Q4 2023</u>	<u>Difference</u>	<u>Diff in %</u>	<u>Budget tm 2023</u>	<u>Comments</u>	<u>Actuals 2022</u>
General							
Income							
Fundraising *	270.699	270.000	699	0%	270.000		320.917
Other income	0	0	0	0%	0		0
	<u>270.699</u>	<u>270.000</u>	<u>699</u>	<u>0%</u>	<u>270.000</u>		<u>320.917</u>
Operating costs							
Personnel cost	189.048	190.700	-1.652	-1%	190.700		207.010
Depreciation Inventory	292	2.000	-1.708	-85%	2.000		926
Housing costs	20.077	27.100	-7.023	-26%	27.100		16.629
Office costs	6.918	8.500	-1.582	-19%	8.500		9.518
Sales costs	16.998	12.400	4.598	37%	12.400		17.685
General costs	9.114	6.500	2.614	40%	6.500		8.751
Total Costs	<u>242.447</u>	<u>247.200</u>	<u>-4.753</u>	<u>-2%</u>	<u>247.200</u>		<u>260.519</u>
General result	<u>28.252</u>	<u>22.800</u>	<u>5.452</u>	<u>24%</u>	<u>22.800</u>		<u>60.398</u>
Total Result	<u>772</u>	<u>4.550</u>	<u>-3.778</u>	<u>-83%</u>	<u>4.550</u>		<u>69.064</u>

* see attachment 1

LECTURES

Attachment 1

	Joshua Foer 11.009	Joby Warrick 17.004	A.M. Homes 18004	Jill Lepore 19016	George Packer 19020	Madeleine Albright 20012	Andera Elliott 22009	Midterms 22013	Lauren Groff 22014	Bret Easton Ellis 22015	Francis Fukuyama 22018	Banned books in America 23001	Nancy Foner 23004
Income													
Ticket sales	-	-	-	4,287	-	36	-	-	1,813	7,169	-	136	26
Project sponsoring	-	-	-	-	-	-	-	-	-	-	-	-	-
Other income	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	4,287	-	36	-	-	1,813	7,169	-	136	26
Costs													
Location costs	-	-	-	1,911	-	-	-	-	831	-	-	839	-
Technique	-	-	-	-	-	-	-	-	-	-	-	-	-
Volunteers	-	-	-	-	-	-	-	-	-	-	-	-	-
Moderator	500	-	387	550	-	-	-	-	918	650	1,000	-	-
Speaker Hotel/ Travelling costs	-	-	-	-	23	-	-	-	-	-	-	-	-
Speaker Gifts	-	-	-	150	-	-	-	-	211	110	-	-	150
Photography	-	-	-	-	-	-	140	140	140	140	-	-	-
Publicity	-	-	-	10	490	-	-	-	-	-	-	-	-
Video	-	-	-	-	-	-	-	-	-	361	-	-	-
Diner / Reception	-	6	-	368	-	-	-	-	375	330	-	80	33
Other costs lectures	-	-	-	-	-	-	-	-	-	-	-	-	-
Music lectures	-	-	-	-	-	-	-	-	-	-	-	-	-
Literature	-	-	-	-	-	-	-	-	-	-	-	-	-
Other costs	-	-	-	500	-	-	-	-	-	-	-	2,169	900
	500	6	387	3,490	513	-	140	140	2,474	1,591	1,000	3,088	1,083
Result	-500	-6	-387	798	-513	36	-140	-140	-662	5,578	-1,000	-2,952	-1,057

	Nikole Hannah Jones	USA Trivia Night	Mark Leibovich	Matthew Desmond	Immigration, Transformation and Soc.	Rachel Aviv	Lonnie G. Buch III	Walter Isaacson	Kendi + Williams	Kim Stanley	Roem Dialgues	Miriam Toews	Totaal
	23006	23007	22016	23008	23009	23010	23014	23012	23016	23017	23018	23019	

Income

Ticket sales	4.750	-	1.125	3.280	1.945	1.492	-	4.875	1.776	-	-	1.200	33.910
Project sponsoring	-	-	-	-	-	-	-	-	-	-	-	-	-
Other income	-	-	-	-	-	-	-	-	-	-	-	-	-
	4.750	-	1.125	3.280	1.945	1.492	-	4.875	1.776	-	-	1.200	33.910

Costs

Location costs	-	49	1.853	853	-	1.020	1.458	720	-	-	-	28	9.362
Technique	-	-	-	-	-	-	-	-	-	-	-	-	-
Volunteers	-	-	-	-	-	-	-	-	-	-	-	-	-
Moderator	1.033	-	500	-	-	554	-	500	-	-	750	12	7.354
Speaker Hotel/ Travelling costs	4.616	-	452	-	-	-	-	700	-	341	-	-	6.132
Speaker Gifts	-	-	175	150	-	150	150	200	200	-	-	200	1.846
Photography	-	-	140	-	-	435	250	-	-	-	-	-	1.385
Publicity	750	-	-	-	-	26	-	-	-	-	-	-	1.276
Video	431	-	323	-	-	490	357	-	-	357	-	-	2.709
Diner / Reception	-	-	153	404	-	458	-	-	1.345	-	-	1.926	5.479
Other costs lectures	-	-	-	-	-	-	-	-	1.044	-	-	-	1.044
Music lectures	-	-	-	-	-	-	-	-	-	-	-	-	-
Literature	-	-	-	-	-	-	-	-	-	-	-	-	-
Other costs	198	-	-	-	-	-	-	608	-	791	-	-	5.166
	7.028	49	3.397	1.408	-	2.643	2.348	2.477	3.197	1.488	750	2.556	41.752
Result	-2.278	-49	-2.272	1.872	1.945	-1.151	-2.348	2.399	-1.420	-1.488	-750	-1.356	-7.842

INCOME**Attachment 2**

	Actual Q2 2023	Actual Q4 2023	Actuals 2023	Budget Q4-2023	Difference	Comments
Fundraising						
Sponsors *	124.545	0	124.545	132.500	-7.956	
John Adams Family	107.780	0	107.780	100.000	7.780	
Members/Patrons	12.833	492	13.325	11.500	1.825	
Friends	20.500	1.500	22.000	26.000	-4.000	
Other	1.111	1.938	3.049	0	3.049	
Total fundraising	<u>266.769</u>	<u>3.930</u>	<u>270.699</u>	<u>270.000</u>	<u>699</u>	

* see specification sponsors

Specification Sponsors

Postcode Loterij	25.000	0	25.000	20.000	5.000	
Aegon	20.000	0	20.000	20.000	0	
PwC	20.000	0	20.000	20.000	0	
Wolters Kluwer	20.000	0	20.000	20.000	0	
Holland America Friendship Foundation	10.000	0	10.000	10.000	0	
Corp Sponsors (ABN, AmTower, CLVN, Limes)	20.000	0	20.000	32.500	-12.500	
US Embassy (Quincy Club Funding)	9.545	0	9.545	10.000	-456	
	<u>124.545</u>	<u>0</u>	<u>124.545</u>	<u>132.500</u>	<u>-7.956</u>	

Attachment 3

Operating costs	Actual Q2 2023	Actual Q4 2023	Actuals 2023	Budget Q4-2023	Difference	Comments
Personnel cost						
Salaries	41.923	49.232	91.155	84.800	6.355	
Social charges / pensions *	11.921	10.482	22.403	24.000	-1.597	
Insurances	2.082	1.560	3.641	2.900	741	
Expenses	842	180	1.022	1.000	22	
Traveling costs Director	150	46	196	1.000	-804	
Traveling costs staff	1.177	1.087	2.264	1.000	1.264	
Managementfee	31.500	35.500	67.000	73.000	-6.000	
Board costs	0	0	0	1.000	-1.000	
Other costs	608	759	1.367	2.000	-633	
	<u>90.203</u>	<u>98.846</u>	<u>189.048</u>	<u>190.700</u>	<u>-1.652</u>	
Housing costs						
Rent office	6.827	6.827	13.655	12.800	855	
Energy office	1.680	1.015	2.695	12.000	-9.305	
Service costs	1.050	2.677	3.727	1.300	2.427	
Other costs	0	0	0	1.000	-1.000	
	<u>9.557</u>	<u>10.520</u>	<u>20.077</u>	<u>27.100</u>	<u>-7.023</u>	
Office costs						
Office supplies	500	262	762	1.500	-738	
Telephone/Internet	424	429	852	2.000	-1.148	
Subscriptions/Contributions	916	337	1.253	500	753	
Computer costs	1.912	1.814	3.726	4.000	-274	
Other costs	-9	334	325	500	-175	
	<u>3.741</u>	<u>3.177</u>	<u>6.918</u>	<u>8.500</u>	<u>-1.582</u>	
	Actual Q2 2023	Actual Q4 2023	Actuals 2023	Budget Q4-2023	Difference	Comments
Sales costs						
Upgrade website	1.892	748	2.640	3.500	-860	
General publicity	82	2.300	2.382	3.000	-618	
Canteen/Lunch	2.596	2.077	4.672	1.000	3.672	
Fundraising costs	0	0	0	1.000	-1.000	
Postage	184	12	196	400	-204	
Printing	301	24	325	1.000	-675	
Other	1.661	5.122	6.783	2.500	4.283	
	<u>6.715</u>	<u>10.283</u>	<u>16.998</u>	<u>12.400</u>	<u>4.598</u>	
General costs						
Accounting costs	2.566	2.187	4.753	4.500	253	
Bank / Interest	178	165	343	0	343	
Insurances	670	1.446	2.116	1.500	616	
Other general costs	201	1.702	1.902	500	1.402	
	<u>3.614</u>	<u>5.500</u>	<u>9.114</u>	<u>6.500</u>	<u>2.614</u>	