



**Results of Operations**  
**November - FY 2007 Financials- 1<sup>st</sup> Quarter Results**

2006-07 EBD #14.4  
2006-07 BARC #5.4

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## November FY 2007 Financials Executive Summary

The November results represent three months of activity, which were electronically issued to unit managers on January 3. This commentary highlights actual revenue and expense results as compared to the approved budget including highlights of key financial indicators.

### Highlights

- Total ALA (all combined funds) revenue of \$7,705,578 is \$1,359,419 less than budget. The General Fund revenue of \$4,329,376 is \$790,477, less than budget due to lower Publishing sales, primarily related to the timing of book sales and membership dues. Division revenues are 1%, \$37,645 more than budget and Grants and Awards are \$595,900 less than budget year-to-date. Long-Term Investment interest and dividends exceed budget by \$9,221, reaching \$184,000.
- Total ALA expenses of \$9,005,777 are 19%, \$2,049,490 less than budget. The General Fund expenses of \$5,693,790 are \$882,830, 13% less than budget. Divisions are \$522,616 less than budget. Grants and Awards are \$595,900 less than budget.
- Cash and short-term investments are \$17,337,638 as compared to \$16,804,444 last year due to lower deferred revenues for meetings and conferences. The Long-Term Investment Fund is \$28,884,587 as compared to the \$26.4 million balance at August 2006.
- Total assets are \$4,635,932, 8% more than November 2005 reaching \$60,960,038 due in part to the performance of the Long-Term Investment Fund.
- Total liabilities are \$2,509,490, 9% more than November 2005, totaling \$31,414,592.
- Total ALA net assets are \$2,126,442, 8% more than November last year, totaling \$29,545,446.

*November FY 2007 Financials  
Executive Summary – continued*

**OPERATING FUND**

General Fund

Total revenues of \$4,329,376 are \$790,477, 15% less than budget. Revenues are 8% or \$391,442 less than FY 2006 at this time.

Publishing revenues are less than the budget by \$647,541 due primarily to ALA Editions, Booklist, ALA Techsource and Book Links. Note: The Publishing net revenue for November year-to-date is less than budget by \$124,043, reaching \$247,000. While Publishing revenue is projected to be \$200,000 less than budget due to the delayed release of Guide to Reference, the Publishing net revenue for the year is expected to be on budget. Dues income is less than budget by 11%, or \$155,757, totaling \$1,257,740.

Total expenses of \$5,693,790 are \$882,830 or 13% less than budget. Member Programs and Services expenses are \$30,405 more than budget due primarily to Annual Conference (\$ 43,041 under budget) and timing of Midwinter expenses (\$104,522 over budget). Note: Communication expenses are \$58,212 less than budget and Publishing is \$523,498 less than budget. Business Expenses are \$121,911 less than budget due to lower bank service charges, equipment lease, telephone and depreciation. Executive Board and Council committee expenses were \$60,939 less than budget. Salary savings total \$586,096, of which savings (attrition) through November were budgeted at \$143,018. Transportation and lodging expenses are \$52,243 less than budget and telephone and postage expenses are \$70,649 less than budget.

Round Tables

The Round Tables revenues of \$51,210 are \$19,908 less than budget due primarily to lower miscellaneous sales and meal functions, round table expenses of \$22,798 are less than budget by \$35,171 due primarily to lower conference equipment, printing and meal function expense.

Plant Fund

Depreciation expense of \$107,332 is \$7,337 under budget. The Plant Fund transfer is \$346,460, \$74,327 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

*November FY 2007 Financials  
Executive Summary – continued*

**MEMBER PROGRAMS AND SERVICES**

MPS first quarter results would indicate cautious optimism.

- Conference Services is likely to meet its net revenue target – and the early indications on Annual Conference are positive.
- In the Offices, expenses are generally in line with budget and most offices are showing positive net variances. OIF revenue is strong.
- It is too early to predict results on the ACRL National Conference, but, overall, Divisions are performing strongly, with many showing significant positive variances.

**PUBLISHING SERVICES**

Total Revenues are \$647,541 less than budget. Total Expenses are \$523,498 less than budget. Net Revenues are \$124,043 less than budget.

About \$300,000 of the variance in Total Revenues was received but not booked by the end of November. ALA Editions shifted its emphasis in marketing to promote best sellers and strongest categories in its Fall catalog which has so far generated 3 times the revenue the same catalog generated last year. However, Guide to Reference will be moved back to FY08 to assure a more complete launch, resulting in a \$200,000 revenue shortfall. Booklist Online is building gradually, and a system/consortia sales plan is being considered for implementation in the spring, so it is too early to tell how the year will end. Graphics promises to have a strong year. All other imprints still show prospects for meeting budget.

November FY 2007 Financials  
 Executive Summary – continued

Forecast: Total Revenues may be about \$200,000 less than budget, but Net Revenues will still come in on budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$13,109,069	\$13,309,069	(\$200,000)
Direct Expenses	\$9,308,796	\$9,465,035	\$156,239
Overhead	\$2,818,450	\$2,861,448	\$42,998
Taxes	\$239,952	\$239,952	\$0
Subscription Equivalent	(\$565,388)	(\$565,388)	\$0
Net Revenue(Loss)	\$1,307,260	\$1,308,022	(\$762)

**GRANTS AND AWARDS (RESTRICTED FUND)**

Revenues and expenses of \$547,397 are \$595,900 less than the budget due to timing of several grants, most notably Rainbow Foundation/Lets Talk About It, \$49,125, Dollar General, \$6,700, Gates Technology Access Study, \$221,795, Ford Foundation (3), \$37,519, and IMLS Spectrum/New Voices New Vision, \$65,099. Note: Grants and Awards generated 33% or \$135,332 more than the FY 2006 actual.

*November FY 2007 Financials  
Executive Summary – continued*

**SALARIES**

General Fund salaries through November are \$586,096 less than budget. This is \$11,789 less than the total years 5% salary attrition budget of \$574,307. In addition, temporary help is over budget by \$10,938 and overtime is over budget by \$21,992 year-to-date. Excess salary savings including temporary help and overtime is \$553,166.

	FY 2007 November 2007	FY 2006 November 2006
Total General Fund Salaries	\$11,486,132	\$11,109,310
November YTD Budget	\$2,860,521	\$2,766,675
Actual Salaries-November YTD	2,274,425	2,075,858
Salary Savings To Date	\$586,096	\$690,817
Total Projected Salary Savings: 5% Attrition (FY 2007)	574,307	611,009
Salary Savings Remaining To Be Achieved	(11,789)	(79,808)
Wages-Temporary Help		
Budget	16,889	16,093
Actual	27,827	16,862
Variance (over) under Budget	(10,938)	(769)
Overtime Wages		
Budget	20,577	14,121
Actual	42,569	6,387
Variance (over) under Budget	(21,992)	7,734
Salary Savings Required Including Wages & Overtime	\$21,141	(\$86,773)



SECTION II  
SCHEDULE 1

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-TOTAL ALA

	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE ACTUAL NOVEMBER 30, 2006	YEAR TO DATE BUDGET NOVEMBER 30, 2006	VARIANCE	%	2007 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
GENERAL FUND	4,720,018	4,329,376	5,119,853	(790,477)	-15%	29,659,840	29,659,840	0.00%
DIVISIONS	3,812,305	2,593,595	2,555,950	37,645	1%	12,174,603	12,174,603	0.00%
ROUND TABLES	46,282	51,210	71,118	(19,908)	-28%	357,461	357,461	0.00%
PLANT FUND	0	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	412,065	547,397	1,143,297	(595,900)	-52%	4,468,247	4,468,247	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	165,684	184,000	174,779	9,221	5%	699,115	699,115	0.00%
<b>TOTAL REVENUES</b>	<b>9,157,154</b>	<b>7,705,578</b>	<b>9,064,997</b>	<b>(1,359,419)</b>	<b>-15%</b>	<b>47,359,266</b>	<b>47,359,266</b>	<b>0.00%</b>
GENERAL FUND	5,292,216	5,693,790	6,576,620	882,830	13%	29,659,840	29,659,840	0.00%
DIVISIONS	3,034,467	2,675,027	3,197,643	522,616	16%	13,689,218	13,689,218	0.00%
ROUND TABLES	22,790	22,798	57,969	35,171	61%	341,491	341,491	0.00%
PLANT FUND	(3,567)	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	412,065	547,397	1,143,297	595,900	52%	4,468,247	4,468,247	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	(28,578)	66,765	79,738	12,973	16%	621,871	621,871	0.00%
<b>TOTAL EXPENSES</b>	<b>8,729,393</b>	<b>9,005,777</b>	<b>11,055,267</b>	<b>2,049,490</b>	<b>19%</b>	<b>48,780,667</b>	<b>48,780,667</b>	<b>0.00%</b>
EXCESS OF REVENUES OVER EXPENSES	427,761	(1,300,199)	(1,990,270)	690,071	35%	(1,421,401)	(1,421,401)	0.00%
POST-RETIREMENT BENEFITS	0	0	0	0	-	-	-	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(146,645)	100,227	0	100,227	-	-	-	-
NET REALIZED/UNREALIZED GAINS-LT INVEST	318,822	1,571,355	244,494	1,326,861	543%	980,561	980,561	0.00%
NET CONTRIBUTIONS/WITHDRAWALS-LT INVEST	50,123	167	93,816	(93,649)	-100%	377,655	377,655	0.00%
<b>NET REVENUES-TOTAL ALA</b>	<b>650,061</b>	<b>371,550</b>	<b>(1,651,960)</b>	<b>2,023,510</b>	<b>122%</b>	<b>(63,185)</b>	<b>(63,185)</b>	<b>-0.00%</b>

FOR ADDITIONAL DETAIL SEE SCHEDULES 7 AND 8.

01/03/2007



American Library Association  
Schedule 1 – Commentary: Statement of Revenues and Expenses – Total ALA  
November FY 2007 Financials

ROUND TABLES

The Round Tables revenues of \$51,210 are \$37,645 less than budget due to miscellaneous sales and meal functions. Expenses of \$22,798 are less than budget by \$35,171 due to conference related expenses and printing costs.

PLANT FUND

Depreciation expense of \$107,332 is \$7,337 under budget. The Plant Fund transfer is \$346,460, \$74,327 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

GRANTS AND AWARDS

Revenues and expenses of \$547,397 are \$595,900 less than the budget due to timing of several grants, most notably Rainbow Foundation/Lets Talk About It, \$49,125, Dollar General, \$6,700, Gates Technology Access Study, \$221,795, Ford Foundation, \$37,519, and IMLS Spectrum/New Voices New Vision, \$65,099 less than budget.

LONG-TERM INVESTMENTS

Endowment Fund revenues of \$184,000 consisting of interest and dividend income are \$9,221 more than the budget of \$174,779. Net realized/unrealized gains are \$1,571,355 as compared to budgeted gains of \$244,494. On a stand-alone basis, the Blackrock Investment portfolio has realized gains of \$27,684 and unrealized gains of \$232,492. The Pimco portfolio has year-to-date realized losses of \$691 and unrealized gains of \$120,948. The NFJ portfolio has year-to-date realized gains of \$10,763 and unrealized gains of \$157,285. The Lazard International portfolio has year-to-date realized gains of \$51,701 and unrealized gains of \$168,048. The Marsico portfolio has realized losses of \$61,086 and unrealized gains of \$324,652. The Alliance portfolio has realized gains of \$59,145 and unrealized gains of \$270,798. The EMA-Heitman portfolio has realized gains of \$62,518 and unrealized gains of \$192,420. Ariel has unrealized gains of \$5,864.

	Realized	Unrealized	Net
Blackrock	27,684	232,492	260,176
Pimco	(691)	120,948	120,257
NFJ/Lord Abbett	10,763	157,285	168,048
Lazard Int'l	51,701	116,862	168,563
Marsico/Seneca	(61,086)	324,652	263,566
Alliance/Laurel	59,145	270,798	329,943
Ema-Heitman	62,518	192,420	254,938
Ariel	0	5,864	5,864
TOTAL	\$150,034	\$1,421,321	\$1,571,355

Net contributions/withdrawals consists of donations and other revenues, offset by life member dues transfers. The resulting figure in effect represents the net capital addition (reduction) made to the Endowment Fund. At November 30, 2006, the net contribution of \$167 is \$93,649 less than the budgeted net contribution of \$93,816. Expenditures totaling \$66,765 are \$12,973 less than budget.

The current annualized yield on Endowment Fund investments is as follows:

	BLACKROCK GULF	PIMCO/ALLIANZ CREDIT SUISSE	NF/J ALLIANZ (LORD)	LAZARD INTL	MARSDEN/ SENECA	ALLIANCE/ LAUREL	BMA HEITMAN	ARIEL	TOTAL	%	YIELD
CASH	83,143	335,138	257,815	203,496	271,822	349,446	40,744	233,649	1,753,351	6%	4.22%
GOVERNMENT SECURITIES		4,817,286							4,817,286	17%	4.65%
CORPORATE SECURITIES	2,992,910	3,323,066	2,301,941	3,487,723	4,006,926	4,520,524	1,730,859		3,323,066	12%	0.80%
EQUITIES									10,990,893	66%	1.54%
TOTAL	3,016,053	8,473,490	2,559,757	3,671,210	4,280,849	4,869,969	1,770,803	233,649	28,084,507	100%	

Composite: 2.05%



AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-GENERAL FUND

SECTION II  
SCHEDULE 2

	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE ACTUAL NOVEMBER 30, 2006	YEAR TO DATE BUDGET NOVEMBER 30, 2006	VARIANCE	%	2007 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
<b>REVENUES:</b>								
PUBLISHING SERVICES	3,002,760	2,726,191	3,373,732	(647,541)	-19%	13,309,069	13,309,069	0.0%
MEMBERSHIP PROGRAMS & SERVICES	215,074	144,875	116,387	28,488	24%	9,537,003	9,537,003	0.0%
COMMUNICATIONS	1,341,825	1,272,392	1,418,497	(146,105)	-10%	5,711,235	5,711,235	0.0%
INTEREST INCOME	146,023	147,395	135,000	12,395	9%	802,533	802,533	0.0%
MAIL LIST SALES	11,392	38,132	75,000	(36,868)	-49%	300,000	300,000	0.0%
EXECUTIVE OFFICE (NOTE 1)	3,724	391	1,237	(646)	-	0	0	-
<b>TOTAL REVENUES</b>	<b>4,720,818</b>	<b>4,329,376</b>	<b>5,119,853</b>	<b>(790,477)</b>	<b>-15%</b>	<b>29,659,840</b>	<b>29,659,840</b>	<b>0.0%</b>
<b>EXPENSES:</b>								
PUBLISHING SERVICES	2,634,388	2,479,191	3,002,689	523,499	17%	12,001,047	12,001,047	0.0%
MEMBERSHIP PROGRAMS & SERVICES	1,183,695	1,445,381	1,414,976	(30,405)	-2%	11,214,469	11,214,469	0.0%
COMMUNICATIONS	692,295	668,273	746,485	58,212	8%	2,845,017	2,845,017	0.0%
EXECUTIVE OFFICE (NOTE 1)	1,176,230	1,302,718	1,364,214	61,486	6%	5,208,306	5,208,306	0.0%
FINANCE AND ACCOUNTING	261,947	331,351	325,075	(6,276)	-2%	1,295,193	1,295,193	0.0%
OVERHEAD RECOVERED	(1,195,423)	(824,281)	(1,076,491)	(252,210)	-23%	(6,446,785)	(6,446,785)	-0.0%
BUSINESS EXPENSE (NOTE 2)	123,900	111,243	233,154	121,911	52%	853,615	853,615	0.0%
GENERAL ADMINISTRATION-OTHER (NOTE 3)	22,363	(399,069)	(9,624)	389,445	4047%	440,943	440,943	0.0%
SUBSCRIPTION EQUIVALENT	112,268	212,523	135,955	(77,168)	-57%	565,388	565,388	0.0%
PLANT FUND TRANSFER	280,553	346,460	420,787	74,327	-	1,682,647	1,682,647	0.0%
<b>TOTAL EXPENSES</b>	<b>5,292,216</b>	<b>5,693,790</b>	<b>6,576,620</b>	<b>882,830</b>	<b>13%</b>	<b>29,659,840</b>	<b>29,659,840</b>	<b>0.0%</b>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>(571,398)</b>	<b>(1,364,414)</b>	<b>(1,456,767)</b>	<b>92,353</b>	<b>6%</b>	<b>0</b>	<b>0</b>	<b>-</b>
POST-RETIREMENT BENEFITS	0	0	0	0	-	0	0	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(146,645)	100,227	0	100,227	-	-	-	-
<b>NET REVENUES</b>	<b>(718,043)</b>	<b>(1,264,187)</b>	<b>(1,456,767)</b>	<b>192,580</b>	<b>13%</b>	<b>0</b>	<b>0</b>	<b>-</b>

NOTE 1: EXECUTIVE OFFICE INCLUDES THE EXECUTIVE OFFICE, EXECUTIVE BOARD, COUNCIL INTERNATIONAL RELATIONS, OPERATIONS SUPPORT, AWARDS, THE DEVELOPMENT OFFICE, AND HUMAN RESOURCES.

NOTE 2: BUSINESS EXPENSE INCLUDES LEGAL FEES, AUDIT FEES, BANK SERVICE FEES, INSURANCE, TELEPHONE, DEPRECIATION, MAINTENANCE AGREEMENTS AND OTHER MINOR ACCOUNTS.

NOTE 3: GENERAL ADMINISTRATION-OTHER INCLUDES NET BENEFIT EXPENSE, THE EXECUTIVE DIRECTOR'S CONTINGENCY AND OTHER MINOR EXPENSES.

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.  
01/03/2007

AMERICAN LIBRARY ASSOCIATION  
SUPPORTING STATEMENT OF REVENUES AND EXPENSES-EXECUTIVE OFFICE

SECTION II  
SCHEDULE 2.1

UNIT	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE ACTUAL NOVEMBER 30, 2006	YEAR TO DATE BUDGET NOVEMBER 30, 2006	VARIANCE	%	2007 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
<b>REVENUES</b>								
101 COUNCIL	0	0	0	0	-	0	0	-
102 EXECUTIVE BOARD	0	0	0	0	-	0	0	-
103 EXECUTIVE OFFICE (9098)	0	0	0	0	-	0	0	-
114 DEVELOPMENT OFFICE	135	25	0	25	-	0	0	-
150 WASHINGTON OFFICE	0	0	0	0	-	0	0	-
151 OITP	0	0	0	0	-	0	0	-
152 OGR	0	0	0	0	-	0	0	-
591 DONATIONS (9111,9140,9100)	3,589	366	0	(871)	-	0	0	-
	3,724	391	1,237	(846)	-	0	0	-
<b>EXPENSES</b>								
101 COUNCIL	25,478	37,116	33,744	(3,372)	-10%	148,836	148,836	0.0%
102 EXECUTIVE BOARD	66,243	63,900	128,211	64,311	50%	389,616	389,616	0.0%
103 EXECUTIVE OFFICE	146,491	162,625	170,067	7,442	4%	689,994	689,994	0.0%
114 DEVELOPMENT OFFICE	69,104	73,354	101,643	28,289	28%	407,720	407,720	0.0%
150 WASHINGTON OFFICE	242,820	248,606	259,990	11,384	4%	967,619	967,619	0.0%
151 OITP	137,986	128,788	108,482	(20,306)	-19%	437,802	437,802	0.0%
152 OGR	151,348	186,134	198,438	12,304	6%	842,952	842,952	0.0%
230 AWARDS PROGRAMS	13	274	150	(124)	-83%	7,571	7,571	0.0%
- OPERATIONS SUPPORT	216,996	254,897	233,208	(21,689)	-9%	713,420	713,420	0.0%
506 HUMAN RESOURCES	119,112	147,026	150,281	3,255	2%	602,776	602,776	0.0%
592 GENERAL FUND ALLOCAT (9152)	(361)	(2)	0	2	-	0	0	-
	1,176,230	1,302,718	1,384,214	81,496	6%	5,208,306	5,208,306	0.0%
01/03/2007								

SECTION II  
SCHEDULE 2.3

AMERICAN LIBRARY ASSOCIATION  
SUPPORTING STATEMENT OF EXPENSES-STAFF SUPPORT SERVICES

EXPENSES UNIT	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2007	1ST	% CHANGE FROM BUDGET
	ACTUAL NOVEMBER 30, 2005	ACTUAL NOVEMBER 30, 2006	BUDGET NOVEMBER 30, 2006			ANNUAL BUDGET	QUARTER PROJECTION	
501 STAFF SUPPORT/OFFICE SERVICES	172,761	196,609	181,028	(15,581)	-9%	503,950	503,950	0.0%
509 DISTRIBUTION CENTER	95,699	77,809	97,823	20,014	20%	391,690	391,690	0.0%
509 IUT/DISTRIBUTION	(49,150)	(33,218)	(41,999)	(8,781)	-21%	(168,000)	(168,000)	-0.0%
510 REPROGRAPHICS CENTER	50,994	45,634	61,356	15,722	26%	245,780	245,780	0.0%
510 IUT/REPROGRAPHICS	(53,308)	(31,937)	(65,000)	(33,063)	-51%	(260,000)	(260,000)	-0.0%
511 BUILDING MAINTENANCE	0	0	0	0	-	0	0	-
<b>TOTAL EXPENSES</b>	<b>216,996</b>	<b>254,897</b>	<b>233,208</b>	<b>(21,689)</b>	<b>-9%</b>	<b>713,420</b>	<b>713,420</b>	<b>0.0%</b>

01/03/2007

American Library Association  
Schedule 2A – Commentary: Statement of Revenues and Expenses – General Fund  
November FY 2007 Financials

INTEREST  
INCOME

Year-to-date interest on short-term investments is \$147,395, \$12,395 more than the budget of \$135,000. The actual average invested balance for the twelve months ending November 30, 2006 was \$14,053,381 with a yield of 4.20%. In comparison, at November 30, 2005 the actual average invested balance was \$14,788,958 with a yield of 3.95%. As of November 30, 2006 the net realized/unrealized gain <loss> on the investment managed by Neuberger Berman was a net gain of \$100,227, as compared to the \$467,357 cumulative loss at August 31, 2006. The net year-to-date gain is comprised of \$2,036 of realized losses and \$102,263 of unrealized gains. According to the Association's investment policy, any realized and unrealized gains and losses at year-end becomes a component of the appropriated fund balance and as such is carried forward in the fund balance to subsequent fiscal years.

FOR THE MONTH OF NOVEMBER, 2006

INVESTMENT TYPE	AVG VALUE	MARKET VALUE	%	%	YIELD	INTEREST INCOME (MONTH)	INTEREST INCOME (YTD)
Money Market Funds		147,351	1%	1%	4.85%	1,105	2,939
Government Securities		8,437,730	71%	49%	4.56%	36,344	76,093
Corporate Bonds		3,302,719	28%	19%	5.17%	13,044	41,445
<b>Subtotal-Bond Fund</b>	<b>11,835,804</b>	<b>11,887,600</b>	<b>100%</b>	<b>69%</b>	<b>4.77%</b>	<b>50,493</b>	<b>122,477</b>
Certificates of Deposit	0	0	0%	0%	0.00%	0	0
Institutional Fund	97,014	97,405	1%	1%	4.87%	762	1,238
Money Market Funds	0	0	0%	0%	0.00%	0	0
Cash in Bank	5,021,063	5,334,072	31%	31%	4.73%	7,373	18,024
Other-Industrial Securities	18,361	18,361	0%	0%		0	0
B of A Swap Agreement						1,133	5,655
Endowment Transfer						0	0
<b>Total Cash and Investments</b>	<b>16,972,042</b>	<b>17,337,638</b>	<b>100%</b>	<b>100%</b>		<b>59,782</b>	<b>147,395</b>
Readers Digest Interest		0				0	0
<b>Net Cash and Investments</b>		<b>17,337,638</b>				<b>59,782</b>	<b>147,395</b>

On an overall basis, the bond portfolio yield is 4.77%. The Readers Digest grants require that interest earned on unspent funds are credited to the grant balances.

MAIL LIST RENTAL

Mail list sales are 49%, \$36,868 less than budget. Mail list sales are projected to be less than budget as more electronic mail lists, as compared to mailing labels, are requested.

WASHINGTON  
OFFICE

**Washington Office Administration** is \$9,877 under budget for the month of November and is 4.38% under budget for year to date expenses. In reviewing the expenditures for September through November, expenses have been as expected however, the Temporary Employee-Outside account reflects a \$1,283 overage that will be offset by the savings in salary for the Administrative Assistant vacancy. The expenditures in the Staff Recruitment account for our Press Officer vacancy will be offset by the savings in the salary line for the two months of this vacancy.

OGR is \$13,554 under budget for the month of November and is 6.2% under budget for the year to date.

OITP is \$24,448 over budget for the month of November and 12.6% over budget on year to date expenditures. This overage is due primarily to expenses that have been charged to OITP's operational account but should have been charged to other projects and expense accounts. Corrections are being made. Other expenses have been within planned budget.

GOVERNANCE

This section tracks expenses associated with support of the governance function (Executive Board, Council, President, President-Elect) of the Association.

**Executive Board Administration [11-102-0000]:** To date, expenditures are approximately \$6,100 or 13% of a total budget of \$47,544. There are currently no anticipated expenses that will bring this line over budget in this fiscal year.

**Planning and Evaluation [11-102-0104]:** All expenses in this project line to date are for consulting work performed by Patricia Earnest. Expenditures as of November 2006 are approximately \$9,300 or 37% of the total \$25,000 budget. If charges continue at the current rate this project line will close over budget.

**Fall Board Meeting [11-102-0118]:** Expenses posted as of November 30, 2006 for the Fall Executive Board meeting, held in Chicago on October 27-29, total \$22,550 or approximately 82% of the total budget of \$27,636. The remaining budget should be sufficient to cover outstanding charges for transportation and catering.

**President: [11-102-0100] (Support)** As of November 30, 2006, approximately \$58,270 or 87% remains from a total budget of \$66,475. A total of \$1,760 in outstanding charges and a \$43 credit are to be applied to this budget line. Based on these outstanding debits and credits, approximately \$56,555 (85%) of the *Presidential Support* budget remains. No unusual expenses are anticipated for FY07.

**0103 Budget (Initiatives)** To date, President Burger has spent approximately \$4,150 of her Presidential Initiatives budget of \$100,000, leaving a remaining budget of \$95,850. A total of \$57,850 in estimated charges --



including unposted hotel, catering, facilitator and transportation charges from the National Library Agenda Summit held in Washington, DC in December 2006; facility fees, catering, handouts and supplies for the Emerging Leaders workshop at the 2007 Midwinter Meeting; and a \$15,000 honorarium for the Annual Conference President's Program speaker --as well as an anticipated credit of \$2,500 for vendor sponsorship for the Emerging Leaders Midwinter reception are to be applied to this budget. Based on these outstanding debits and credits, approximately \$40,500 or 40% remains in the Presidential Initiatives budget.

President-Elect: [11-102-0101] (Support) As of November 30, 2006, \$42,852 remains from a total budget of \$55,260. This figure includes a debit of \$1,618 to offset the overage from the FY06 Incoming President-elect budget. \$1,322 in unposted charges is to be applied to this budget. Based on these outstanding debits, \$39,912 or 72% of the President-elect Support budget remains.

[11-102-0113] (Advisory Committee) To date, the only charges posted to President-elect Advisory Committee budget are for two conference calls held in the fall of 2006. A balance of approximately \$14,815, or 95% of the total budget of \$15,570, remains. Anticipated expenditures in this project line include a Presidential Advisory committee meeting to be held in Austin, TX in April 2007 and catering charges for committee meetings at the Midwinter Meeting and Annual Conference.

Executive Office [11-103-0000] \$162,625 or approximately 23% of the FY07 Executive Office administrative budget of \$689,994 has been spent to date. No unusual expenses are anticipated for FY07.

Expenses are \$73,179 compared to the budget of \$101,643.

Professional Services are anticipated being over budget for this fiscal year. This will be offset by the savings in the staff salary and benefits for the Assistant Director position as well as other operating expense reductions.

## HUMAN RESOURCES

Currently exceeding budget with recruitment advertising due to turnover and replacement of positions. Reference materials needed increasing due to increasing legislation on city, county, and federal levels. Professional expenses are in excess due to the vacancy of a compensation professional and will increase due to a staff person on medical leave. An active search is in place for the compensation position.

Benefits continue to be a challenge for the association as other employers. We are running within budget on every item except health benefits. There are ongoing discussions regarding the 25% rate, which may not be the current arrangement for the payroll.

The management team agrees to retain the same co-pay arrangement for 2007 that was in place for 2006. While it is a humane gesture, it may not be the most practical. As we proceed this year, time will tell if this was a prudent discussion.

## DEVELOPMENT OFFICE

Orientation, Training & Leadership Development - The budget for the Orientation, Training and Leadership Development remained the same from FY06. Monies for the committee are used primarily for programming at the annual conference.

OVERHEAD

At November 30, 2006, total overhead recovery of \$824,281, is \$252,210 less than the budget of \$1,076,491. The overhead recovery is more than budget in ACRL and Graphics, offset by less budget recoveries in ALA Editions, American Libraries, Book Links, LTR, Booklist, CHOICE and ALSC.

BUSINESS  
EXPENSE

Expenses totaling \$111,243, are 52%, \$121,911 under budget due primarily to depreciation, equipment rental and bank fees.

GENERAL  
ADMINISTRATION

This category consists of employee benefits expense, the Executive Director's Contingency Fund and several other accounts. The majority of the \$389,445 variance to budget relates to expenses in the employee benefits area and the Executive Director's Contingency Fund (due to the timing of budget vs. actual). Total benefits expense actually incurred is \$1,029,306 as compared to the budget of \$906,080. Charges to units are \$85,534 more than the budget. In addition, FICA taxes are \$1,453 over budget and health insurance is \$93,745 over budget.



SECTION II  
SCHEDULE 2.2

AMERICAN LIBRARY ASSOCIATION  
SUPPORTING STATEMENT OF REVENUES AND EXPENSES-COMMUNICATIONS

REVENUES	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE ACTUAL NOVEMBER 30, 2006	YEAR TO DATE BUDGET NOVEMBER 30, 2006	VARIANCE	%	2007 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
UNIT								
100 MANAGING DIRECTOR	8,695	7,174	0	7,174	-	35,000	35,000	0.0%
104 LIBRARY	0	0	0	0	-	0	0	-
109 ORS	0	0	0	0	-	0	0	-
111 INTERNATIONAL RELATIONS	15,000	2,103	0	2,103	-	0	0	-
113 PIO	0	225	5,000	(4,775)	-96%	20,000	20,000	0.0%
115 PUBLIC PROGRAMS	0	150	0	150	-	0	0	-
250 CUSTOMER SERVICE	0	0	0	0	-	0	0	-
251 CHAPTER RELATIONS	5,000	5,000	0	5,000	-	2,250	2,250	0.0%
591 MEMBERSHIP DEVELOPMENT	1,313,130	1,257,740	1,413,497	(155,757)	-11%	5,653,985	5,653,985	0.0%
<b>EXPENSES</b>	<b>1,341,825</b>	<b>1,272,392</b>	<b>1,418,497</b>	<b>(146,105)</b>	<b>-10%</b>	<b>5,711,235</b>	<b>5,711,235</b>	<b>0.0%</b>
100 MANAGING DIRECTOR	154,052	93,418	151,273	57,855	38%	582,545	582,545	0.0%
104 LIBRARY	118,777	107,745	109,667	1,922	2%	320,559	320,559	0.0%
109 ORS	33,994	51,675	48,584	(3,091)	-6%	194,937	194,937	0.0%
111 INTERNATIONAL RELATIONS	68,237	63,603	55,687	(7,916)	-14%	205,358	205,358	0.0%
113 PIO	132,140	152,224	169,245	17,021	10%	678,417	678,417	0.0%
115 PUBLIC PROGRAMS	34,183	36,932	35,749	(1,183)	-3%	143,420	143,420	0.0%
250 CUSTOMER SERVICE	134,031	164,179	152,359	(11,820)	-8%	617,473	617,473	0.0%
251 CHAPTER RELATIONS	16,881	18,497	23,921	5,424	23%	102,308	102,308	0.0%
<b>NET REVENUES:</b>	<b>692,295</b>	<b>688,273</b>	<b>746,485</b>	<b>58,212</b>	<b>8%</b>	<b>2,845,017</b>	<b>2,845,017</b>	<b>0.0%</b>
100 MANAGING DIRECTOR	(145,357)	(86,244)	(151,273)	65,029	43%	(547,545)	(547,545)	-0.0%
104 LIBRARY	(118,777)	(107,745)	(109,667)	1,922	2%	(320,559)	(320,559)	-0.0%
109 ORS	(33,994)	(51,675)	(48,584)	(3,091)	-6%	(194,937)	(194,937)	-0.0%
111 INTERNATIONAL RELATIONS	(53,237)	(61,500)	(55,687)	(5,813)	-10%	(205,358)	(205,358)	-0.0%
113 PIO	(132,140)	(151,999)	(164,245)	12,246	7%	(658,417)	(658,417)	-0.0%
115 PUBLIC PROGRAMS	(34,183)	(36,782)	(35,749)	(1,033)	-3%	(143,420)	(143,420)	-0.0%
250 CUSTOMER SERVICE	(134,031)	(164,179)	(152,359)	(11,820)	-8%	(617,473)	(617,473)	-0.0%
251 CHAPTER RELATIONS	(11,881)	(13,497)	(23,921)	10,424	44%	(100,058)	(100,058)	-0.0%
591 MEMBERSHIP DEVELOPMENT	1,313,130	1,257,740	1,413,497	(155,757)	-11%	5,653,985	5,653,985	0.0%
<b>TOTAL NET REVENUES</b>	<b>649,530</b>	<b>584,119</b>	<b>672,012</b>	<b>(87,893)</b>	<b>-13%</b>	<b>2,866,218</b>	<b>2,866,218</b>	<b>0.0%</b>

01/03/2007

*American Library Association  
Schedule 2B – Commentary: Statement of Revenues and Expenses – Communications & Member Relations  
November FY 2007 Financials*

The Communications and Member Relations Department is made up of the following units: The AED Office, which includes the ALA Handbook of Organization; Membership Development; Chapter Relations Office; International Relations Office; Library; Member and Customer Services; Office for Research and Statistics; Public Information Office; and the Public Programs Office.

AED Office

Expenses are under budget because of the vacancies in three positions: the AED, the Administrative Assistant and the half-time marketing specialist. The new AED began on December 1<sup>st</sup> and the other two positions will be filled this spring.

Membership Development

ALA membership in November stood at 65,522. In November 2005, the membership totaled 67,241. The 2005 figure included 1,400 members whose grace period had expired. Beginning in February 2006, these former members were no longer included in the total. Taking this one-time adjustment into account, the number of members is now 319 less than in November 2005. The original projection for Year 1 of the dues increase was a loss of 6% of the membership and YTD there has been a decrease in the number of transactions. The revenue per member however has increased from \$78.91 to \$92.88. In real dollars, we are \$55,390 behind the 2005 actuals. A number of initiatives are underway to increase retention and to recruit new members. At this point in the year, we are still projecting that we will come in at or near budget.

Chapter Relations Office

Revenue is up \$5,000 due to the extension of the World Book Leadership Grant. Expenses are under budget primarily due to the delay in using temporary employees.

International Relations Office

Revenues exceed the budget by about \$2,000 due to reimbursements received from other U.S. library associations for the IFLA Reception. Expenses exceed the budget due to travel costs to the workshop in Palau, and the 1% increase to base salaries. The December figures should move closer toward budget targets.

Library

Expenses are slightly under budget due to timing issues with the licensing of content. It should be pointed out that about 90% of the Library budget is committed – for salaries, subscription payments, or services fees, making any significant course adjustments difficult, if not impossible.

Member and Customer Services

Expenses are over budget by about \$11,000. About half of the variance is in the registration processing line. This will improve over the next month as we receive payments in excess of \$8,000 for JCLC and other smaller meetings. The rest of the variance is explained by the printing of renewals and new headsets for staff. These are timing issues that should even out by February.

Office for Research and Statistics

Expenses are about \$3,000 over budget due to the 1% increase to base salaries. The IMLS Networks, Cooperatives and Consortia study is on target, and expenditures anticipated in December 2006 were held until January 2007 at the request of the consultant.

Public Information Office and the Campaign for America's Libraries

PIO's expenses are about \$12,000 under budget. Expenses for the Campaign are about \$38,000 under budget due to a staff vacancy.

Public Programs Office

Expenses in the administration project are close to budget. The restricted fund overhead is behind budget by \$33,245 due to timing. The Cultural Communities Fund endowment fund net asset balance will be updated in December (estimate \$692,000).



AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-PUBLISHING

SECTION II  
SCHEDULE 3

	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE ACTUAL NOVEMBER 30, 2006	YEAR TO DATE BUDGET NOVEMBER 30, 2006	VARIANCE	%	2007 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
<b>REVENUES:</b>								
ALA EDITIONS	611,562	469,987	653,165	(183,178)	-28%	3,244,658	3,244,658	0.0%
BOOKLIST	1,206,508	1,191,881	1,425,983	(234,102)	-16%	5,437,173	5,437,173	0.0%
BOOKLINKS	149,192	93,381	188,678	(75,297)	-45%	704,392	704,392	0.0%
AMERICAN LIBRARIES	307,884	144,856	314,000	(169,144)	-54%	1,263,000	1,263,000	0.0%
ALA TECHSOURCE	109,676	115,174	143,736	(28,562)	-20%	463,816	463,816	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	617,928	710,942	688,170	42,742	6%	2,196,230	2,196,230	0.0%
<b>TOTAL REVENUES</b>	<b>3,002,780</b>	<b>2,726,191</b>	<b>3,373,732</b>	<b>(647,541)</b>	<b>-19%</b>	<b>13,308,069</b>	<b>13,308,069</b>	<b>0.0%</b>
<b>EXPENSES:</b>								
ALA EDITIONS	614,632	562,414	597,793	35,379	6%	2,959,249	2,959,249	0.0%
BOOKLIST	968,034	921,789	1,178,732	256,943	22%	4,428,469	4,428,469	0.0%
BOOKLINKS	145,037	136,794	189,975	33,181	20%	662,467	662,467	0.0%
AMERICAN LIBRARIES	420,152	357,378	449,355	91,976	20%	1,828,388	1,828,388	0.0%
SUBSCRIPTION EQUIVALENT	(112,268)	(212,523)	(135,355)	77,168	57%	(565,388)	(565,388)	-0.0%
ALA TECHSOURCE	95,403	102,420	135,370	32,950	24%	512,159	512,159	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	463,775	536,491	570,779	34,288	6%	2,209,241	2,209,241	0.0%
MARKETING	31,304	11,971	0	(11,971)	-	0	0	-
MARKETING ALLOCATION	0	0	0	0	-	0	0	-
UNALLOCATED SUPPORT UNITS	8,319	62,456	36,040	(26,416)	-73%	(32,538)	(32,538)	-0.0%
<b>TOTAL EXPENSES</b>	<b>2,634,388</b>	<b>2,479,191</b>	<b>3,002,689</b>	<b>523,498</b>	<b>17%</b>	<b>12,001,047</b>	<b>12,001,047</b>	<b>0.0%</b>
<b>NET REVENUES</b>	<b>368,392</b>	<b>247,000</b>	<b>371,043</b>	<b>(124,043)</b>	<b>-33%</b>	<b>1,308,022</b>	<b>1,308,022</b>	<b>0.0%</b>
<b>NET REVENUES</b>								
ALA EDITIONS	(3,040)	(92,427)	55,372	(147,799)	-267%	285,409	285,409	0.0%
BOOKLIST	238,474	270,092	247,251	22,841	9%	1,008,704	1,008,704	0.0%
BOOKLINKS	4,155	(43,413)	(1,297)	(42,118)	-3247%	41,925	41,925	-0.0%
AMERICAN LIBRARIES	0	0	0	0	-	0	0	-
ALA TECHSOURCE	14,273	12,754	8,366	4,388	52%	(48,543)	(48,543)	-0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	154,153	174,421	97,391	77,030	79%	(12,011)	(12,011)	-0.0%
MARKETING	(31,304)	(11,971)	0	(11,971)	-	0	0	-
UNALLOCATED SUPPORT UNITS	(8,319)	(62,456)	(36,040)	(26,416)	-73%	32,538	32,538	0.0%
<b>TOTAL NET REVENUES</b>	<b>368,392</b>	<b>247,000</b>	<b>371,043</b>	<b>(124,043)</b>	<b>-33%</b>	<b>1,308,022</b>	<b>1,308,022</b>	<b>0.0%</b>

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.



**SCHEDULE 3 - American Library Association  
 COMMENTARY: STATEMENT OF REVENUES AND EXPENSES - PUBLISHING  
 NOVEMBER FY07 FINANCIALS**

**PUBLISHING**

ALA Editions. Total Revenues are \$183,178 less than budget. Several frontlist titles slipped into the second quarter creating the shortfall. Prospects for recovery are still good. For example, over the same time frame, revenue from the FY07 Fall catalog was 3 times more than revenue from the FY06 catalog. Total Expenses are \$35,379 less than budget. Net Revenues are \$147,799 less than budget. Editorial expenses are \$4,543 less than budget. Production expenses are \$6,313 more than budget but only because of coding oversights. Marketing production costs are \$42,239 more than budget essentially because the catalog was produced ahead of schedule and budget. Marketing expenses are \$24,462 less than budget. Cost of Sales is \$40,948 less than budget because budgeted titles weren't published. Fulfillment is \$8,036 more than budget because of the cost of the conversion to the 13-digit ISBN. The expense offset from Shipping and Handling Recovery (5599 Miscellaneous Expense) is \$15,383 less than budget because of fewer orders. General Overhead is \$39,426 less than budget because of less than budget revenues. Net Revenues are \$119,484 less than budget because of the revenue shortfall, but should still get back to budget by year end.

Forecast: Guide to Reference is likely to be moved back to FY08 to assure a successful launch. There will be some corresponding product cost savings. Other economies should be sufficient to contain the impact on Net Revenue.

Forecast	Actual	Budget	Variance
Total Revenue	\$3,044,658	\$3,244,658	(\$200,000)
Direct Expenses	\$2,166,330	\$2,261,648	\$95,318
Overhead	\$654,601	\$697,601	\$43,000
Net Revenue(Loss)	\$223,727	\$285,409	(\$61,682)

**Booklist Publications.** Total Revenues for Booklist Publications (Booklist magazine, Ancillary Products, Booklist Online, Book Links) is \$309,400 less than budget. Total Expenses are \$290,124 less than budget. Net Revenues are \$19,275 less than budget.

**Booklist.** Total Revenues for Booklist magazine are \$234,102 less than budget. Total Expenses are \$73,617 less than budget. Net Revenues are \$108,895 less than budget. Subscription revenues are \$3,182 less than budget. Net Advertising revenues are \$6,954 less than budget and licensing revenues (Royalties) are \$172,543 less than budget. Editorial Expenses are \$1,357 less than budget. Production expenses are \$24,837 less than budget. Marketing expenses are \$47,422 less than budget. Supplies Production (paper) is \$5,265 less than budget. Outside Design Service is \$4,954 less than budget because of greater proficiency in utilizing in-house design software. Postage is \$14,597 less than budget because of postage economies that are now available from the printer. Direct Marketing expenses are \$8,182 less than budget, primarily because of open positions. General Overhead is \$39,240 less than budget because of less than budget

revenues. Exhibits are \$3,437 more than budget. Order Processing/Fulfillment is \$3,200 more than budget because of timing differences.

Ancillary Products. Total Revenues are \$4,695 less than budget primarily because files have been delayed. Total Expenses are \$478 less than budget. Net Revenues are \$4,217 less than budget.

Forecast: Booklist magazine and Ancillary Products: Once recording adjustments are in place, it is expected that Booklist and Ancillary Products will meet budget.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$4,951,869	\$4,951,869	\$0
Direct Expenses	\$2,483,143	\$2,483,143	\$0
Overhead	\$1,064,652	\$1,064,652	\$0
Taxes	\$217,952	\$217,952	\$0
Net Revenue(Loss)	\$1,186,122	\$1,186,122	\$0

Booklist Online. Total Revenues are \$46,896 less than budget. Total Expenses are \$87,303 less than budget. Net Revenues are \$40,407 more than budget.

Interest in this new online publication is high, but online sales take time to grow. A focus on contracting with system/consortium sales organizations is underway with expectations of creating a field sales force to generate these high-level buys in the spring.

Forecast: Revenues remain at budget at this time. There should be some savings in editorial and production expenses.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$485,304	\$485,304	\$0
Direct Expenses	\$373,900	\$414,821	\$40,921
Overhead	\$104,340	\$104,340	(\$0)
Taxes	\$9,600	\$9,600	\$0
Net Revenue(Loss)	(\$2,536)	(\$43,457)	\$40,921

Book Links. Total Revenues are \$75,297 less than budget. Total Expenses are \$33,181 less than budget. Net Revenues are \$42,116 less than budget. Subscription Revenues are \$3,908 less than budget. Net advertising revenues are \$83,267 less than budget but advertising revenue of \$37,000 did not get recorded, which would have reduced the variance to \$46,267. Editorial expenses are on budget. Production expenses are \$15,838 less than budget because of timing differences.

Forecast: At this point Book Links should end the year on budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$704,392	\$704,392	\$0
Direct Expenses	\$498,623	\$498,623	\$0
Overhead	\$151,444	\$151,444	(\$0)
Taxes	\$12,400	\$12,400	\$0
Net Revenue(Loss)	\$41,925	\$41,925	\$0

**American Libraries.** Total Revenues are \$169,144 less than budget. Direct Expenses are \$42,279 less than budget. General Overhead expense is \$46,114 less than budget. The Subscription Equivalent is consequently \$77,168 more than budget.

Subscription revenues are \$2,124 less than budget. Net advertising revenues are \$122,727 less than budget, but a \$47,000 invoice did not get recorded. The advertising sales program is in the process of re-establishing itself. Classified ad revenues are \$43,922 less than budget but should improve once the new online jobLIST financial procedures are in place.

Forecast: jobLIST and ad sales are new efforts and currently not yet well established for a forecast, but at this point American Libraries is expected to meet budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$1,263,000	\$1,263,000	\$0
Direct Expenses	\$1,556,843	\$1,556,843	\$0
Overhead	\$271,545	\$271,545	\$0
Taxes	\$0	\$0	\$0
Subscription Equivalent	(\$565,388)	(\$565,388)	\$0
Net Revenue (Loss)	\$0	\$0	\$0

**ALA TechSource.** Total revenues are \$28,563 less than budget. Total expenses are \$32,950 less than budget. Net Revenues are \$4,388 more than budget.

**LTR.** LTR revenues are \$25,182 less than budget. Total Expenses are \$10,776 less than budget. Net Revenues are \$14,406 less than budget. Recent circulation campaigns have showed promise. Single copy sales are strong. Ad sales are getting underway. Segway into online publications is underway.

Forecast: Year-end budget still looks good.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$345,816	\$345,816	\$0
Direct Expenses	\$255,295	\$255,295	\$0
Overhead	\$74,350	\$74,350	(\$0)
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$16,171	\$16,171	(\$0)

SLN. SLN revenues are \$4,962 less than budget for the same reasons as LTR. Total Expenses are \$9,784 less than budget. Net Revenues are \$4,824 more than budget. Production expenses are \$5,379 less than budget because staff are now performing production functions formerly outsourced. Marketing expenses are \$4,619 less than budget because of delayed promotions. General Overhead expense is \$5,415 less than budget because of less than budget revenues.

Forecast: Expect to meet year-end budget.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$103,000	\$103,000	\$0
Direct Expenses	\$112,580	\$112,580	\$0
Overhead	\$22,145	\$22,145	\$0
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	(\$31,725)	(\$31,725)	\$0

Web. Web revenues are \$1,579 more than budget. Expenses are \$1,135 less than budget. Net Revenues are \$12,714 less than budget. Web activity is good. Plans are to expand this dimension of the product line.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$14,800	\$14,800	\$0
Direct Expenses	\$44,607	\$44,607	\$0
Overhead	\$3,182	\$3,182	\$0
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	(\$32,989)	(\$32,989)	\$0

ALA Graphics. Total Revenues are \$42,742 more than budget. Total Expenses are \$34,288 less than budget. Net Revenues are \$77,030 more than budget. Creative expenses are \$7,654 less than budget primarily because of an open position. Production expenses are \$27,068 less than budget because of fewer than budgeted new products to date. Marketing production expenses are \$39,618 more than budget primarily because costs relating to the Editions catalog were mistakenly charged here. Total Marketing Expenses are \$48,374 less than budget primarily because Cost of Goods Sold is \$67,053 less than budget due largely to the impact of sales of digital products, which have low product costs.

Postage is \$22,896 more than budget because of decisions to alter the direct mail campaigns to include more brochures than planned. General Overhead is \$9,190 more than budget because revenues are more than budget.

Forecast: Revenues will make budget and there will be some expense savings.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$2,196,230	\$2,196,230	\$0
Direct Expenses	\$1,716,052	\$1,736,052	\$20,000
Overhead	\$472,189	\$472,189	(\$0)
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$7,989	(\$12,011)	\$20,000

**Production Services:** Expense recovery for all projects is \$26,416 less than budget because chargebacks are not yet complete.

Forecast: budget

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$0	\$0	\$0
Direct Expenses	(\$32,538)	(\$32,538)	\$0
Overhead	\$0	\$0	\$0
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$32,538	\$32,538	\$0

**Department Summary.** Total Revenues are \$647,541 less than budget. Total Expenses are \$523,498 less than budget. Net Revenues are \$124,043 less than budget.

About \$300,000 of the variance in Total Revenues was received but not booked by the end of November. ALA Editions shifted its emphasis in marketing to promote best sellers and strongest categories in its Fall catalog which has so far generated 3 times the revenue the same catalog generated last year. However, Guide to Reference will be moved back to FY08 to assure a more complete launch, resulting in a \$200,000 revenue shortfall. Booklist Online is building gradually, and a system/consortia sales plan is being considered for implementation in the spring, so it is too early to tell how the year will end. Graphics promises to have a strong year. All other imprints still show prospects for meeting budget.

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-MEMBER PROGRAMS & SERVICE SCHEDULE 4

	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2007	1ST	% CHANGE FROM BUDGET
	ACTUAL	ACTUAL	BUDGET			ANNUAL BUDGET	QUARTER PROJECTION	
REVENUES:	NOVEMBER 30, 2005	NOVEMBER 30, 2006	NOVEMBER 30, 2006					
CONFERENCE-ANNUAL	102,150	(28,569)	11,591	(40,160)	-346%	6,445,550	6,445,550	0.0%
CONFERENCE-MIDWINTER	(15,330)	(355)	0	(355)	-	2,630,300	2,630,300	0.0%
OFHRD&R	208	0	252	(252)	-100%	54,000	54,000	0.0%
OLOS	5,914	2,211	648	1,563	241%	2,600	2,600	0.0%
OIF	69,126	114,700	95,843	18,857	20%	297,365	297,365	0.0%
OA	52,163	56,888	5,000	51,888	1038%	60,163	60,163	0.0%
DIVERSITY	843	0	3,053	(3,053)	-100%	27,075	27,075	0.0%
SENIOR AED/MISC AWARDS	0	0	0	0	-	19,950	19,950	0.0%
<b>TOTAL REVENUES</b>	<b>215,074</b>	<b>144,875</b>	<b>116,387</b>	<b>28,488</b>	<b>24%</b>	<b>9,537,003</b>	<b>9,537,003</b>	<b>0.0%</b>
EXPENSES:								
CONFERENCE-ANNUAL	111,764	175,791	218,832	43,041	20%	4,917,689	4,917,689	0.0%
CONFERENCE-MIDWINTER	189,345	353,949	249,427	(104,522)	-42%	2,301,918	2,301,918	0.0%
ITTS	440,826	444,904	453,992	9,088	2%	1,819,918	1,819,918	0.0%
OFHRD&R	56,226	73,506	75,584	2,078	3%	348,139	348,139	0.0%
OLOS	60,343	83,739	77,312	(6,427)	-8%	310,170	310,170	0.0%
OIF	171,988	157,109	162,183	5,074	3%	720,350	720,350	0.0%
OA	67,367	75,311	78,016	2,705	3%	350,609	350,609	0.0%
DIVERSITY	38,005	31,997	47,528	15,531	33%	216,545	216,545	0.0%
SENIOR AED	47,831	49,075	52,102	3,027	6%	229,131	229,131	0.0%
<b>TOTAL EXPENSES</b>	<b>1,183,695</b>	<b>1,445,381</b>	<b>1,414,976</b>	<b>(30,405)</b>	<b>-2%</b>	<b>11,214,469</b>	<b>11,214,469</b>	<b>0.0%</b>
<b>NET REVENUES</b>	<b>(968,621)</b>	<b>(1,300,506)</b>	<b>(1,298,589)</b>	<b>(1,917)</b>	<b>-0%</b>	<b>(1,677,466)</b>	<b>(1,677,466)</b>	<b>-0.0%</b>
NET REVENUES:								
CONFERENCE-ANNUAL	(9,614)	(204,360)	(207,241)	2,881	1%	1,527,861	1,527,861	0.0%
CONFERENCE-MIDWINTER	(204,675)	(354,304)	(249,427)	(104,877)	-42%	328,382	328,382	0.0%
ITTS	(440,826)	(444,904)	(453,992)	9,088	2%	(1,819,918)	(1,819,918)	-0.0%
OFHRD&R	(56,018)	(73,506)	1,826	(4,684)	-6%	(294,139)	(294,139)	-0.0%
OLOS	(54,429)	(81,528)	(76,664)	(4,864)	-6%	(307,570)	(307,570)	-0.0%
OIF	(102,862)	(42,409)	(66,340)	23,931	36%	(422,985)	(422,985)	-0.0%
OA	(15,204)	(18,423)	(73,016)	54,593	75%	(290,446)	(290,446)	-0.0%
DIVERSITY	(37,162)	(31,997)	(44,475)	12,478	28%	(189,470)	(189,470)	-0.0%
AED	(47,831)	(49,075)	(52,102)	3,027	6%	(209,181)	(209,181)	0.0%
<b>TOTAL NET REVENUES</b>	<b>(968,621)</b>	<b>(1,300,506)</b>	<b>(1,298,589)</b>	<b>(1,917)</b>	<b>-0%</b>	<b>(1,677,466)</b>	<b>(1,677,466)</b>	<b>-0.0%</b>

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.  
01/03/2007

**American Library Association  
Schedule 4 – Statement of Revenues and Expenses – Member Programs & Services  
November FY 2007 Financials**

MPS first quarter results would indicate cautious optimism.

- Conference Services is likely to meet its net revenue target – and the early indications on Annual Conference are positive.
- In the Offices, expenses are generally in line with budget and most offices are showing positive net variances. OIF revenue is strong.
- It is too early to predict results on the ACRL National Conference, but, overall, Divisions are performing strongly, with many showing significant positive variances.

**MPS General Fund:**

**Conference Services: Midwinter Meeting\***

Total Revenues Budgeted/Actual/Remaining:	\$ 0	\$ (355)	\$2,630,655
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 249,427	\$ 353,949	\$1,382,453
Contribution Margin Budgeted/Actual/Remaining:	\$ (249,427)	\$ (353,583)	\$1,248,202
Overhead Budgeted/Actual/Remaining:	\$ 0	\$	\$ 565,516
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (249,427)	\$ (353,949)	\$ (104,877)

\*Commentary is based on substantially more current working figures maintained by Conference Services.

While it is still early to make firm predictions on Midwinter net revenue, ALA is entering the Midwinter Meeting in a strong position. Gross revenues are very strong:

- Registration revenue is currently \$815,298 on a \$791,200 budget.
- Advertising is \$243,075 on a \$227,500 budget.
- Exhibit sales is \$1,386,62 on a \$1,332,000 budget.

Tempering the optimism slightly, because of the high demand (and some Seattle-specific problems), Conference Services added hotels outside the downtown area to the housing block. That will increase busing cost – and we will certainly be over the expense budget in that area. Most other expense areas are in line with budget. There is some potential refund exposure:

- Sunrise Speaker series speaker cancellations may lead to some refunds (\$10/each) to attendees who signed up for the special program.
- Key hotels opted to contract with a major corporate meeting, causing severe stress on the ALA housing block. Should ALA find itself unable to accommodate any of the people remaining on the waitlist (approximately 40 people as of 1/8/07), registration would be refunded.

Other cost areas where expenses are high are insurance and bank fees. In balance, however, there is reason to expect that Conference Services will meet its net revenue target.

**Conference Services: Annual Conference\***

Total Revenues Budgeted/Actual/Remaining:	\$ 11,591	\$ (28,568)	\$ 6,474,119
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 216,341	\$ 181,531	\$ 3,350,363
Contribution Margin Budgeted/Actual/Remaining:	\$ (204,750)	\$ (210,999)	\$ 3,123,756
Overhead Budgeted/Actual/Remaining:	\$ 2,491	\$ (5,740)	\$ 1,391,535
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (207,241)	\$ (204,360)	\$ 2,881

It is still too early to predict 2007 Annual Conference results, though early indications are for a programmatically successful conference.

- DC is historically a strong conference site for ALA.
- The activities of the (Internal) Conference Communications Committee, initially formed for the 2006 conference in New Orleans, has resulted in strong, earlier and more robust marketing. The initial registration is running 1,000 ahead of New Orleans at the same point.
- DC is also historically a costly city. Housing increases have been particularly sharp in DC. At this point, ALA's housing block is thinner than usual, due to reluctance to contract with close-in hotels with exceptionally high rates (which would increase the attrition exposure) or to commit to busing to outlying areas (e.g. close-in parts of Virginia). On the positive side, DC does have a large supply of hotel rooms and excellent local transit, with easy Metro transportation to the convention center.

**ITTS**

Total Revenues Budgeted/Actual/Remaining:	\$0	\$0	\$0
Total Expenses Budgeted/Actual/Remaining:	\$ 453,992	\$ 444,904	\$ 1,375,014
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (453,992)	\$ (440,904)	\$ 9,088

At the end of November 2007, ITTS expenses are 2% under budget.

Professional services were high but were offset by salary savings from open positions. Software maintenance costs were slightly lower due to timing issues.

**Office for Accreditation**

Total Revenues Budgeted/Actual/Remaining:	\$ 5,000	\$ 56,888	\$ 3,276
Total Expenses Budgeted/Actual/Remaining:	\$ 78,016	\$ 75,311	\$ 275,022
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (73,016)	\$ (18,424)	\$ 54,592

Office for Accreditation has earned most of FY '07 planned revenues this 1<sup>st</sup> quarter through receipt of the Annual Fee from programs.

**Office for Diversity**

Total Revenues Budgeted/Actual/Remaining:	\$ 3,053	\$ 0	\$ 27,075
Total Expenses Budgeted/Actual/Remaining:	\$ 47,528	\$ 31,997	\$ 170,706
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (44,475)	\$ (31,997)	\$ 12,478



OFD's November financials show the early impact of salary savings from the Director vacancy. That position is expected to be filled by the end of the 2<sup>nd</sup> quarter.

**Office for Human Resource Development & Recruitment**

Total Revenues Budgeted/Actual/Remaining:	\$ 252	\$ 0	\$ 54,000
Total Expenses Budgeted/Actual/Remaining:	\$ 75,584	\$ 73,506	\$ 274,633
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (75,332)	\$ (73,506)	\$ 1,826

During the 1<sup>st</sup> quarter of FY07, most HRDR expenses were in line with expectations. There were some variances in travel due to JCLC expenses and unexpected member travel to a planning meeting. Reference materials are up slightly. There were some late speaker expenses in Placement (0402) from Annual Conference; these should have been in FY06.

**Office for Intellectual Freedom**

Total Revenues Budgeted/Actual/Remaining:	\$ 95,843	\$ 114,700	\$ 182,665
Total Expenses Budgeted/Actual/Remaining:	\$ 162,183	\$ 157,109	\$ 563,241
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (66,340)	\$ (42,409)	\$ 23,931

During the 1<sup>st</sup> quarter, OIF performance reflects late revenues from the 2006 Banned Books Week and is only beginning to incur expenses for the 2007 Banned Books Week. OIF will continue to incur BBW expenses, but will not see 2007 BBW revenue until late in the fiscal year. At this point in the year, OIF is "revenue heavy." *Newsletter on Intellectual Freedom* is running close to budget on a net basis.

**Office for Literacy and Outreach Services**

Total Revenues Budgeted/Actual/Remaining:	\$ 648	\$ 2,211	\$ 389
Total Expenses Budgeted/Actual/Remaining:	\$ 77,312	\$ 83,739	\$ 226,431
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (76,664)	\$ (81,528)	\$ (4,864)

The part-time Communications Officer left open at the end of December, will result in some salary savings. Professional services is up due to ALA booth representation at the American Society on Aging conference in March; some financial support from a grant with a local library aging program. Outside printing in up due to printing 10,000 copies of the rural library advocacy guide, to meet demand. Other expenditures are planned expenditures to support advocacy for tribal and native librarians, including contracting with a consultant to improve the website.

**SAED Office – Member Programs & Services**

Total Revenues Budgeted/ Actual/Remaining:	\$ 0	\$ 0	\$ 15,000
Total Expenses Budgeted/Actual/Remaining:	\$ 52,102	\$ 49,075	\$ 180,056
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (52,102)	\$ (49,075)	\$ 3,027

Expenses were generally in line. Professional Services are running high, but will come back into line.

SECTION II  
SCHEDULE 5  
PAGE 1

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

REVENUES	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE ACTUAL NOVEMBER 30, 2006	YEAR TO DATE BUDGET NOVEMBER 30, 2006	VARIANCE	%	2007 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
401 PLA	252,733	256,618	218,004	38,614	18%	1,119,500	1,119,500	0.0%
403 ACRL	394,595	539,338	366,529	172,809	47%	3,434,505	3,434,505	0.0%
404 CHOICE	693,877	755,459	857,319	(101,860)	-12%	3,152,269	3,152,269	0.0%
405 AASL	1,802,763	252,051	294,545	47,506	23%	654,060	654,060	0.0%
406 ASCLA	14,884	15,726	11,949	3,777	32%	66,650	66,650	0.0%
407 ALCTS	103,416	107,685	108,167	(482)	-0%	679,740	679,740	0.0%
409 LAMA	77,655	75,017	81,007	(5,990)	-7%	365,515	365,515	0.0%
410 RUSA	94,008	122,472	88,065	34,407	39%	437,095	437,095	0.0%
411 ALTA	15,617	13,632	18,174	(4,542)	-25%	100,280	100,280	0.0%
412 LITA	223,939	248,941	242,998	5,943	2%	596,055	596,055	0.0%
413 ALSC	81,761	138,364	282,598	(144,234)	-51%	1,061,044	1,061,044	0.0%
414 YALSA	57,057	68,292	76,595	(8,303)	-11%	507,890	507,890	0.0%
<b>TOTAL REVENUES</b>	<b>3,812,305</b>	<b>2,593,595</b>	<b>2,555,950</b>	<b>37,645</b>	<b>1%</b>	<b>12,174,603</b>	<b>12,174,603</b>	<b>0.0%</b>

401 PLA	441,079	362,141	410,662	48,521	12%	1,852,002	1,852,002	0.0%
403 ACRL	356,827	563,982	693,967	129,985	19%	3,791,691	3,791,691	0.0%
404 CHOICE	598,213	664,027	762,224	98,197	13%	2,983,297	2,983,297	0.0%
405 AASL	924,918	333,944	439,218	105,274	24%	1,381,831	1,381,831	0.0%
406 ASCLA	27,384	23,659	24,247	588	2%	71,967	71,967	0.0%
407 ALCTS	90,563	105,827	104,092	(1,735)	-2%	673,378	673,378	0.0%
409 LAMA	60,739	61,986	73,655	11,669	16%	356,094	356,094	0.0%
410 RUSA	69,679	67,237	79,378	12,141	15%	389,616	389,616	0.0%
411 ALTA	36,760	44,337	42,808	(1,529)	-4%	92,226	92,226	0.0%
412 LITA	167,004	171,292	196,546	25,254	13%	583,685	583,685	0.0%
413 ALSC	199,322	211,934	270,969	59,035	22%	1,031,433	1,031,433	0.0%
414 YALSA	61,979	64,661	99,877	35,216	35%	481,998	481,998	0.0%
<b>TOTAL EXPENSES</b>	<b>3,034,467</b>	<b>2,675,027</b>	<b>3,197,643</b>	<b>522,616</b>	<b>16%</b>	<b>13,689,218</b>	<b>13,689,218</b>	<b>0.0%</b>
<b>NET REVENUES</b>	<b>777,838</b>	<b>(81,432)</b>	<b>(641,693)</b>	<b>560,261</b>	<b>87%</b>	<b>(1,514,615)</b>	<b>(1,514,615)</b>	<b>0.0%</b>

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

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SECTION II  
SCHEDULE 5  
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AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

NET REVENUES =====	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2007 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
	ACTUAL NOVEMBER 30, 2005	ACTUAL NOVEMBER 30, 2006	BUDGET NOVEMBER 30, 2006					
401 PLA	(188,346)	(105,523)	(192,658)	87,135	45%	(732,502)	(732,502)	0.0%
403 ACRL	37,768	(24,644)	(327,438)	302,794	92%	(357,186)	(357,186)	-0.0%
404 CHOICE	95,664	91,432	95,095	(3,663)	-4%	168,972	168,972	0.0%
405 AASL	877,845	(81,893)	(234,673)	152,780	65%	(727,771)	(727,771)	0.0%
406 ASCLA	(12,500)	(7,933)	(12,298)	4,365	35%	(5,317)	(5,317)	-0.0%
407 ALCTS	12,853	1,858	4,075	(2,217)	-54%	6,362	6,362	-0.0%
409 LAMA	16,916	13,031	7,352	5,679	77%	9,421	9,421	0.0%
410 RUSA	24,329	55,235	8,687	46,548	536%	47,479	47,479	0.0%
411 ALTA	(21,143)	(30,705)	(24,634)	(6,071)	-25%	8,054	8,054	0.0%
412 LITA	56,935	77,649	46,452	31,197	67%	12,370	12,370	0.0%
413 ALSC	(117,561)	(73,570)	11,629	(85,199)	-733%	29,611	29,611	-0.0%
414 YALSA	(4,922)	3,631	(23,282)	26,913	116%	25,892	25,892	0.0%
416 LITA/LAMA NAT'L CONF	0	0	0	0	-	-	-	-
TOTAL NET REVENUES	777,838	(81,432)	(641,693)	560,261	87%	(1,514,615)	(1,514,615)	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

01/03/2007

**American Library Association**  
**Schedule 5 – Statement of Revenues and Expenses – Divisions**  
**November FY 2007 Financials**

**Unit Summaries – Divisions**

<b>American Association of School Librarians (AASL)</b>			
Total Revenues Budgeted/Actual/Remaining:	\$ 204,545	\$ 252,051	\$ 402,009
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 420,965	\$ 309,054	\$ 1,042,863
Contribution Margin Budgeted/Actual/Remaining:	\$ (216,420)	\$ (57,003)	\$ (640,854)
Overhead Budgeted/Actual/Remaining:	\$ 17,965	\$ 24,602	\$ 3,752
Tax Budgeted/Actual/Remaining:	\$ 288	\$ 288	\$ 1,272
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (234,673)	\$ (81,892)	\$ 152,781
Beginning/Ending Net Asset Balance	\$ 1,557,565	\$ 1,475,673	

For AASL, FY07 is a "spend-down" year --- one in which we have no national conference and one in which we run a deficit budget. There are only two notable items in the year to date report. Dues revenue is under budget by about \$9,000 and the Fall Forum revenues are over \$60,000 ahead of budget. The excess revenues are the result of \$25,000 in sponsorships and a sold-out event --- approximately 150 more attendees than were budgeted. Other variances are mostly in the \$2,000 to \$10,000 range and can be attributed to timing in most cases. One positive note --- though less than budget, revenues for journal advertising seem to be on the upswing, the result of a journal redesign that is more attractive to advertisers and the persistence of an advertising representative that we engaged in December of 2004. Since AASL's major revenue generating project for the year occurred in October, I do not expect any significant change in budgeted revenue for the remainder of the year.

<b>Association for Library Collections &amp; Technical Services (ALCTS)</b>			
Total Revenues Budgeted/Actual/Remaining:	\$ 108,167	\$ 107,685	\$ 572,055
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 96,666	\$ 102,333	\$ 507,930
Contribution Margin Budgeted/Actual/Remaining:	\$ 11,501	\$ 5,353	\$ 64,124
Overhead Budgeted/Actual/Remaining:	\$ 7,386	\$ 3,454	\$ 59,501
Tax Budgeted/Actual/Remaining:	\$ 40	\$ 40	\$ 120
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ 4,075	\$ 1,859	\$ (2,216)
Beginning/Ending Net Asset Balance:	\$ 146,260	\$ 148,119	

FY07 is going to be an anomalous year with the heavy emphasis on the ALCTS 50<sup>th</sup> Anniversary Celebration. Expenses from now on will be far in advance of revenue and probably not come in line until June, 2007. So this first quarter report concentrates on only a few projects and lines.

Revenue: Dues revenue is close to budget, which indicates that membership is still stable. LRTS revenue is actually up a bit over budget, also indicative of a few more subscriptions gained in the first quarter over the year end. Registration fees are quite a bit lower. Workshops that were scheduled for November were held in December and one more in January. This revenue will pick up again with the spring offerings. Book sales are down a little from budget.

Expenses: Expenses are in line for most of the projects. The biggest expenses have to do with the expenses associated with the 50<sup>th</sup> Anniversary. Deposits were paid to both the conference site and the dinner.

**Association for Library Service to Children (ALSC)**

Total Revenues Budgeted/Actual/Variance	\$ 282,598	\$ 138,364	\$ 922,680
Total Direct Expenses Budgeted/Actual/Variance	\$ 236,854	\$ 194,311	\$ 740,311
Contribution Margin Budgeted/Actual/Variance	\$ 45,744	\$ 55,947	\$ 182,369
Overhead Budgeted/Actual/Variance	\$ 34,049	\$ 17,557	\$ 78,994
Tax Budgeted/Actual/Variance	\$ 66	\$ 66	\$ 194
Net Revenue (Expense) Budgeted/Actual/Variance	\$ 11,629	\$ 73,571	\$ 85,200
Beginning/Ending Net Asset Balance	\$ 1,137,545	\$ 1,049,975	

The alarming gap in revenues that appears above is mainly due to inappropriate monthly allocations, not to a genuine budget shortfall. ALSC's primary source of revenues are, in order, awards seals sales, dues, and the Every Child Ready to Read project. Seals sales surge in February after the awards announcements are made at Midwinter. Next year this pattern will be reflected in the budget. As of this report, FY revenues from dues are slightly ahead of budget (by about 3%), and revenues from Every Child Ready to Read are ahead of budget by about 27%.

The 2006 ALSC Institute did not perform as well financially. ALSC budgeted to break almost even, and ended up with a \$13,000 loss. The budget appears to have been overly optimistic, with no expenses for a reception or tours budgeted, and low budgets for other expenses including marketing, reprographics, shipping, and fees for processing registrations. In addition, ALSC had lower-than expected attendance, which was offset a bit by lower-than-budgeted travel, housing, and catering expenses. Fixed costs including A/V rental and speaker fees were close to budget.

**Association for Library Trustees & Advocates (ALTA)**

Total Revenues Budgeted/Actual/Variance	\$ 18,174	\$ 13,632	\$ 86,648
Total Direct Expenses Budgeted/Actual/Variance	\$ 42,796	\$ 44,337	\$ 46,443
Contribution Margin Budgeted/Actual/Variance	\$ (24,622)	\$ (30,705)	\$ 40,205
Overhead Budgeted/Actual/Variance	\$ 12	\$ 0	\$ 1,446
Tax Budgeted/Actual/Variance	\$ 0	\$ 0	\$ 0
Net Revenue (Expense) Budgeted/Actual/Variance	\$ (24,634)	\$ (30,705)	\$ (1,529)
Beginning/Ending Net Asset Balance	\$ 99	\$ (30,606)	

Once errant charges of \$6,744 are reversed, balance will be at (\$23,961), or slightly ahead of budget for November.

**Association of College & Research Libraries (ACRL)**

Total Revenues Budgeted /Actual/Remaining:	\$366,529	\$539,338	\$2,895,167
Total Direct Expenses Budgeted /Actual/Remaining:	\$677,278	\$531,954	\$2,822,274
Contribution Margin Budgeted /Actual/Remaining:	\$(310,749)	\$7,383	\$72,894
Overhead Budgeted /Actual/Remaining:	\$16,689	\$32,028	\$375,082
Tax Budgeted /Actual/Remaining:	\$0	\$0	\$30,353
Net Revenue (Expense) Budgeted /Actual/ <u>Variance</u> :	\$(327,438)	\$(24,645)	\$302,793
Beginning / Ending Net Asset Balance:	\$2,517,675	\$2,493,030	

ACRL's revenues of \$539,338 are 47% above projections. Membership dues revenues are unexpectedly nearly 37% better than budget, due in part to better than expected membership retention as ACRL enters the second year of its 2-year phased-in dues increase. Revenues are also extremely strong for professional development with the Web CE, which included a fall virtual institute, exceeding budgeted amounts by 85%. Some of this is due to timing. ACRL offers a strong series of programs in the fall. The new Intentional Teacher Information Literacy Immersion program also exceeded expectations. Revenues are also somewhat inflated because some revenue for the National Conference that should have been deferred has incorrectly been reported. In publishing book sales are off to a good start but there are issues with excessive cost of sales charges that need to be resolved and not all revenue from the new JobLIST has been reported as ALA is still working out the data exchange between the member database (IMIS) and the financial software. Product ad sales are off to a weaker start than budgeted. Total expenses are \$563,982 and are 19% below budget, in large part due to timing issues.

**CHOICE**

Total Revenues Budgeted /Actual/Remaining:	\$857,319	\$755,459	\$2,396,810
Total Direct Expenses Budgeted /Actual/Remaining:	\$658,771	\$574,202	\$2,024,567
Contribution Margin Budgeted /Actual/Remaining:	\$198,548	\$181,257	\$372,243
Overhead Budgeted /Actual/Remaining:	\$92,163	\$78,535	\$260,336
Tax Budgeted /Actual/Remaining:	\$11,290	\$11,290	\$34,367
Net Revenue (Expense) Budgeted /Actual/ <u>Variance</u> :	\$95,095	\$91,432	\$(3,663)
Beginning / Ending Net Asset Balance:	\$2,221,508	\$2,312,940	

Through November, CHOICE total revenues are \$755,459. This is \$101,860 (12%) below budget but \$61,582 (9%) better than last year. Total expenses are \$664,027. This is \$65,814 (11%) more than last year but \$98,197 (13%) less than budget. Net revenues are \$91,432, which is \$3,663 (4%) below budget and \$4,232 (4%) less than last year. CHOICE print subscriptions are \$45,952 (18%) better than budget but \$2,500 (1%) less than last year, while electronic subscriptions are \$89,258, which is \$15,640 (15%) less than budget but \$13,887 (18%) better than last year. Overall, CHOICE subscription revenues are \$30,312 (3%) better than budget. Net revenues from print ad sales are \$7,790 (3%) better than budget and \$18,857 (7%) better than last year. Electronic ad revenues are significantly less than budget and less than last year due to the delayed launch of Version 2.0 of *Choice Reviews Online*. Licensing revenues are \$62,075, which is \$73,708 (54%) less than budget but \$37,597 (154%) better than last year. Overall, CHOICE expenses are under budget while revenues are below, primarily because of timing issues with monies from licensing and the new *Resources for College Libraries* project. CHOICE expects to close the year on budget.

**Association of Specialized & Cooperative Library Agencies (ASCLA)**

Total Revenues Budgeted /Actual/Remaining:	\$11,949	\$15,726	\$50,924
Total Direct Expenses Budgeted /Actual/Remaining:	\$24,149	\$23,388	\$46,170
Contribution Margin Budgeted /Actual/Remaining:	\$(12,200)	\$(7,662)	\$4,754
Overhead Budgeted /Actual/Remaining:	\$98	\$271	\$2,138
Tax Budgeted /Actual/Remaining:	\$0	\$0	\$0
Net Revenue (Expense) Budgeted /Actual/Variance:	\$(12,298)	\$(7,932)	\$4,366
Beginning / Ending Net Asset Balance:	\$63,348	\$55,415	

Revenue is slightly ahead of budget, primarily because of a late FY06 awards donation that was posted to FY07. Dues are on target as is the revenue for online continuing education. Expenses are close to budget.

**Library Administration & Management Association (LAMA)**

Total Revenues Budgeted/Actual/Remaining:	\$ 81,007	\$ 75,017	\$ 290,498
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 70,462	\$ 59,993	\$ 278,174
Contribution Margin Budgeted/Actual/Remaining:	\$ 10,545	\$ 15,024	\$ 12,324
Overhead Budgeted/Actual/Remaining:	\$ 3,193	\$ 1,993	\$ 15,934
Tax Budgeted/Actual/Remaining:	\$ 0	\$ 0	\$ 0
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ 7,352	\$ 13,030	\$ (5,678)
Beginning/End Net Asset Balance:	\$136,653	\$149,683	

Revenue for the first quarter is slightly lower than last year at this time, primarily due to the lag in regional institute prepayments, along with a slight decrease in subscription revenue. Dues revenue is flat. Expenses are slightly higher, since LAMA had only 1 FT staff during the first quarter of last year.

**Library & Information Technology Association (LITA)**

Total Revenues Budgeted /Actual/Remaining:	\$ 242,998	\$ 248,941	\$ 347,114
Total Direct Expenses Budgeted /Actual/Remaining:	\$ 158,940	\$ 138,149	\$ 381,681
Contribution Margin Budgeted /Actual/Remaining:	\$ 84,058	\$ 110,791	\$ (34,566)
Overhead Budgeted /Actual/Remaining:	\$ 37,606	\$ 33,143	\$ 30,112
Tax Budgeted /Actual/Remaining:	\$ 0	\$ 0	\$ 600
Net Revenue (Expense) Budgeted /Actual/Variance:	\$ 46,452	\$ 77,649	\$ 31,197
Beginning / Ending Net Asset Balance:	\$ 512,825	\$ 590,473	

LITA revenues are 2% above budget due to the excellent National Forum held in Nashville in October. Journal advertising and subscriptions remain a challenge. Expenses are lower than budgeted; this will likely improve as anticipated expenses are realized.

**Public Library Association (PLA)**

Total Revenues Budgeted/Actual/Remaining:	\$ 218,004	\$ 256,618	\$ 862,882
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 401,446	\$ 344,744	\$1,426,909
Contribution Margin Budgeted/Actual/Remaining:	\$ (183,442)	\$ (88,126)	\$ (564,027)
Overhead Budgeted/Actual/Remaining:	\$ 8,865	\$ 17,046	\$ 61,903
Tax Budgeted/Actual/Remaining:	\$ 351	\$ 351	\$ 1,049
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (192,658)	\$ (105,523)	\$ 87,135
Beginning/Ending Net Asset Balance:	\$ 700,404	\$ 594,881	

PLA revenues are \$38,614 ahead of budget and expenses are \$48,521 under budget primarily due to timing of expenses and revenues. A new manuscript in the Results series has been delivered to ALA Publishing for release later this fiscal year which should benefit both PLA and ALA Editions. PLA applied to be a course provider for 9 CPLA courses; pending course approval from the ALA/APA, PLA may deliver up to 9 additional unbudgeted CE courses later in the fiscal year.

**Reference & User Services Association (RUSA)**

Total Revenues Budgeted /Actual/Remaining:	\$88,065	\$122,472	\$314,623
Total Direct Expenses Budgeted /Actual/Remaining:	\$76,612	\$63,039	\$307,356
Contribution Margin Budgeted /Actual/Remaining:	\$11,453	\$59,432	\$7,268
Overhead Budgeted /Actual/Remaining:	\$2,575	\$4,006	\$14,453
Tax Budgeted /Actual/Remaining:	\$191	\$191	\$571
Net Revenue (Expense) Budgeted /Actual/Variance:	\$8,687	\$55,235	\$46,548
Beginning / Ending Net Asset Balance:	\$375,073	\$430,307	

Revenues exceeded budget because of strong registrations for online continuing education courses. Some late FY06 awards donations have also been posted to FY07. Expenses are under budget and are likely to continue this trend due to the vacancy in the executive director position.

**Young Adult Library Services Association (YALSA)**

Total Revenues Budgeted/Actual/Remaining:	\$ 76,595	\$ 68,292	\$ 430,598
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 96,339	\$ 62,139	\$ 397,322
Contribution Margin Budgeted/Actual/Remaining:	\$ (19,744)	\$ 6,153	\$ 42,276
Overhead Budgeted/Actual/Remaining:	\$ 3,413	\$ 2,397	\$ 19,640
Tax Budgeted/Actual/Remaining:	\$ 125	\$ 125	\$ 375
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (23,282)	\$ 3,631	\$ 26,913
Beginning/Ending Net Asset Balance:	\$ 429,233	\$ 413,736	



The Morris endowment has shown steady growth and is currently at about \$540,000. Membership has remained strong, but could be showing signs of slowing. At the end of November it was 5,440 (a gain of just 13 members over the previous month), which is a 10% increase from this time last year. Revenues from first quarter FY 07 came mostly from membership and e-courses. Expenses are low primarily because the new Communications Specialist position is unfilled, but also because costs for the journal are well under control. We had strong registration numbers for ticketed events at Midwinter (96 for the Institute and 134 for the Gaming Night), and revenues for that have not been realized yet. For the rest of FY 07 we can look forward to revenues from the next round of e-courses, an upcoming Friends of YALSA campaign, ticketed events at Annual, licensed institutes and Teen Read Week. Potential soft spots are Teen Tech Week, because we had a late start in seeking sponsors, and publications, because our two publications for FY 07 are running behind schedule.

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF FINANCIAL POSITION-TOTAL ALA

SECTION III  
SCHEDULE 6

	ACTUAL NOVEMBER 30, 2005	ACTUAL NOVEMBER 30, 2006	VARIANCE	%
ASSETS	56,324,106	60,960,038	4,635,932	8%
LIABILITIES	28,905,102	31,414,592	2,509,490	9%
NET ASSETS	27,419,004	29,545,446	2,126,442	8%
TOTAL LIABILITIES AND NET ASSETS	56,324,106	60,960,038	4,635,932	8%

FOR ADDITIONAL DETAIL SEE SCHEDULE 12

01/03/2007

American Library Association  
Schedule 6 – Commentary: Balance Sheet - Total ALA  
November FY 2007 Financials

ASSETS

At November 30, 2006, total assets of \$60,960,038 are \$4,635,932 more than the total at November 30, 2005. This is a result of increases in long-term investments (D), property, plant and equipment (E), cash and short-term investments (A), and inventories (C), offset by a decrease in net accounts receivable (B).

A. Cash and Short-Term Investments: Cash and short-term investments of \$17,337,638 at November 30, 2006 are \$533,194 higher than at November 30, 2005.

	YTD	YTD	YTD
	AVG. BALANCE	INTEREST INCOME	YIELD
FY 2005	\$14,788,958	\$146,023	3.95%
FY 2006	\$14,053,381	\$147,395	4.20%

See Schedule 2 explanation for additional investment information.

B. Net Accounts Receivable: Net accounts receivable of \$3,077,849 at November 30, 2006 are \$439,225 lower than the balance of \$3,517,074 at November 30, 2005. The decrease is the result of a lower balance in PBD billings, mainly books and graphics related sales and iMIS billings offset by a higher reserve for bad debts (which lowers net accounts receivable). At November 30, 2006, total trade receivables were \$2,148,037 as compared to \$2,665,977 in FY 2005. Reserves for bad debt increased \$20,436.

C. Inventories: While net inventories increased by \$75,344, the gross inventory balance increased by \$144,685 to \$1,793,315 at November 30, 2006 from \$1,648,630 at November 30, 2005. ALA Editions finished goods has a \$53,516 decrease and Graphics has a \$102,026 increase. ALA Editions work-in-progress has an increase of \$150,605. On a net basis, the reserves have increased \$69,341 at November 30, 2006.

D. Endowment Investments: Long-term endowment investments of \$28,884,587 at November 30, 2006 are \$3,698,351 higher than at November 30, 2005, primarily as a result of market conditions.

E. Property, Plant and Equipment: Property, plant and equipment, net of depreciation of \$9,079,173 at November 30, 2006 is \$634,106 higher than at November 30, 2005 mainly as a result of limited additions between 2006 and 2005.

## LIABILITIES

At November 30, 2006, total liabilities of \$31,414,592 are \$2,509,490 higher than total liabilities at November 30, 2005 primarily due to increases in (B) deferred revenues – grants and awards, and (C) accounts payable offset by decreases in (D) deferred revenues – membership dues, (E) deferred revenues – subscriptions and (A) deferred revenues meetings and conferences.

- A. Deferred Revenues - Meetings and Conferences: At November 30, 2006, deferred revenues for meetings and conferences totaled \$4,432,637 as compared to \$4,651,004 at November 30, 2005. At November 30, 2006 deferred revenues consisted of PLA National Conference (March 2008), \$594,166, AASL National Conference (October 2007), \$381,149, Annual Conference, \$785,665, Midwinter, \$2,027,893 and ACRL National Conference (November 2007), \$559,668. At November 30, 2005, PLA deposits are \$1,521,901, ACRL deposits are \$161,355, Midwinter, \$1,358,980, and Annual Conference, \$1,554,042.
- B. Deferred Revenues – Grants: Deferred revenues for Grants and Awards at November 30, 2006 are \$3,680,896 as compared to \$2,195,212 at November 30, 2005. In November 2006, the following grants had significant deferred revenues, Frankenstein exhibit, \$33,840, Library Literacy Assessment, \$86,116, Ford Foundation, \$119,072, Dollar General, \$303,552, Kellogg 2006, \$69,415, MacArthur Foundation, \$57,741, Library Champions, \$23,545, 21<sup>st</sup> Century Fund, \$190,159, Nextbook Lets Talk About It, \$281,476, Gates General Ops, \$466,695, Gates Technology Access Study, \$897,565, Literacy Network Database, \$243,659, and the Scholarship Bash, \$171,421. In November 2005, major grants included Walgreens Consumer Health, \$129,744, the Scholarship Bash, \$397,584, Library Champions, \$33,497, CIPA Defense Fund, \$20,909, 21<sup>st</sup> Century Fund, \$233,550, Nextbook, \$165,745, MacArthur Foundation, \$6,591, Edlinc, \$20,140, Investor Protection Trust, \$34,302, and Literacy Network Database, \$243,659.

C. Accounts Payable: At November 30, 2006, accounts payable totaled \$14,209,707 as compared to \$12,722,080 at November 30, 2005. The increase of \$1,487,627 reflects the accrual of payroll related expenses, mainly \$1,776,000 for post-retirement benefits, offset by lower payables for operations.

D. Deferred Revenues - Membership Dues: Deferred revenues for membership dues at November 30, 2006 are \$3,133,674 as compared to \$3,250,216 at November 30, 2005.

E. Deferred Revenues – Subscriptions: Deferred revenues for subscriptions at November 30, 2006 are \$2,870,469 as compared to \$2,911,590 at November 30, 2005. The decrease of \$41,121 is mainly a decrease in American Libraries, (\$19,739), ROC (\$30,162), and CHOICE (\$30,159) offset by an increase in LTR (\$32,474), Booklist (\$84,534) and Book Links (\$44,938).

**APPENDICES - STATEMENTS OF REVENUES AND EXPENSES**

AMERICAN LIBRARY ASSOCIATION  
Consolidated Balance Sheet By Fund (1-4)  
November 2006  
(Report 0007)

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
<b>ASSETS</b>					
<b>CURRENT ASSETS:</b>					
Cash	5,334,071	0	0	0	5,334,071
Short Term Investments	12,003,567	0	0	0	12,003,567
Accounts Receivable, Gross	3,321,976	33,799	0	92,960	3,448,735
Less: Reserves	-370,886	0	0	0	-370,886
Accounts Receivable, Net	2,951,090	33,799	0	92,960	3,077,849
Grants Receivable	0	0	688,833	0	688,833
Inventories Gross	1,793,315	0	0	0	1,793,315
Less: Reserves	-473,394	0	0	0	-473,394
Inventories, Net	1,319,922	0	0	0	1,319,922
Prepaid Exps & Other A/R	571,735	0	0	0	571,735
<b>TOTAL CURRENT ASSETS</b>	<b>22,180,384</b>	<b>33,799</b>	<b>688,833</b>	<b>92,960</b>	<b>22,995,976</b>
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>					
Furniture & Equipment	0	11,484,197	0	0	11,484,197
Buildings & Improvements	0	7,976,853	0	2,273,249	10,250,102
Land	0	1,717,248	0	703,350	2,420,597
Property, Plant & Equipment Gross	0	21,178,298	0	2,976,598	24,154,896
Less: Accum Depreciation	0	-14,167,582	0	-908,141	-15,075,723
Property, Plant & Equipment, Net	0	7,010,716	0	2,068,457	9,079,173
Investments	0	0	0	28,884,587	28,884,587
Due From (To) Other Funds	528,465	-3,931,561	2,986,969	416,429	302
<b>TOTAL ASSETS</b>	<b>22,708,849</b>	<b>3,112,954</b>	<b>3,675,801</b>	<b>31,462,434</b>	<b>60,960,038</b>

AMERICAN LIBRARY ASSOCIATION  
Consolidated Balance Sheet By Fund (1-4)  
November 2006  
(Report 0007)

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
<b>LIABILITIES AND FUND BALANCES</b>					
<b>CURRENT LIABILITIES:</b>					
Current Portion, Long Term Debt	0	0	0	0	0
Accounts Payable	2,463,807	1,276	0	0	2,465,082
Accrued Operating Expenses	3,473	24,469	0	0	27,942
Accrued Income Tax	115,970	0	0	0	115,970
Accrued Payroll Expenses	11,600,712	0	0	0	11,600,712
<b>SUB-TOTAL / PAYABLES</b>	<b>14,183,962</b>	<b>25,745</b>	<b>0</b>	<b>0</b>	<b>14,209,707</b>
<b>DEFERRED REVENUES</b>					
Membership Dues	3,133,674	0	0	0	3,133,674
Subscriptions	2,870,469	0	0	0	2,870,469
Meetings & Conferences	4,432,637	0	0	0	4,432,637
Grants & Awards	5,094	0	3,675,801	0	3,680,896
<b>Sub-Total/Deferred Revenues</b>	<b>10,441,875</b>	<b>0</b>	<b>3,675,801</b>	<b>0</b>	<b>14,117,676</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>24,625,837</b>	<b>25,745</b>	<b>3,675,801</b>	<b>0</b>	<b>28,327,383</b>
DC Properties LT Bond	0	3,084,375	0	0	3,084,375
Fair Value of Interest Rate Swap	0	2,834	0	0	2,834
<b>TOTAL LIABILITIES</b>	<b>24,625,837</b>	<b>3,112,954</b>	<b>3,675,801</b>	<b>0</b>	<b>31,414,592</b>
Fund Balance	-1,913,675	-0	0	31,462,434	29,548,758
<b>TOTAL LIABILITIES/FUND BALANCE</b>	<b>22,712,161</b>	<b>3,112,954</b>	<b>3,675,801</b>	<b>31,462,434</b>	<b>60,963,350</b>

AMERICAN LIBRARY ASSOCIATION  
Summary of Revenues and Expenses  
Consolidated (Funds 1-4) / By Fund  
For the Period Ending November 2006  
(Report 8888)

	Operating Fund (1)	Plant Fund (2)	Restricted Fund (4)	Endowment Fund (3)	Total All Funds
<b>Revenues:</b>					
Dues	2,011,709	0	0	-10,754	2,000,955
Book Sales/Net	1,460,509	0	0	0	1,460,509
Graphics Sales	35	0	0	0	35
Other Sales	235,836	0	65	0	235,900
Subscriptions	1,221,125	0	0	0	1,221,125
Advertising/Net	1,355,918	0	0	0	1,255,918
Meetings and Conferences	407,066	0	-280	0	406,786
Grants, Contracts & Awards	0	0	547,263	0	547,263
Interest and Dividends	147,395	0	0	184,000	331,395
Endwmt Gain/Loss - Realized	-2,036	0	0	150,034	147,998
Endwmt Gain/Loss - Unrealized	102,263	0	0	1,421,321	1,523,584
Miscellaneous	234,587	0	350	10,921	245,858
<b>Total Revenues</b>	<b>7,074,407</b>	<b>0</b>	<b>547,397</b>	<b>1,755,522</b>	<b>9,377,326</b>
<b>Expenses:</b>					
Payroll and Related Expenses	4,271,886	0	141,573	0	4,413,559
Outside Services	914,804	22,747	82,395	53,672	1,073,618
Travel-Related Expense	256,222	0	55,940	0	312,161
Meetings and Conferences	469,560	0	120,698	11,500	601,758
Publication-Related Expense	541,667	0	892	0	542,559
Continued	609,555	0	888	0	610,443
Operating Exp (5030-1, 5500)	145,906	0	684	0	146,590
Operating Expenses (5040-99)	969,896	163,249	98,895	710	1,232,750
<b>Subtotal/Operating Expenses</b>	<b>1,115,802</b>	<b>163,249</b>	<b>99,579</b>	<b>710</b>	<b>1,379,340</b>
<b>Direct Expenses</b>	<b>8,179,595</b>	<b>185,996</b>	<b>501,964</b>	<b>65,882</b>	<b>8,933,438</b>
Inter-Unit Transfers (5900-08)	-162,550	160,464	1,589	497	0
Inter-Unit Trfrs (5909, 10, 12, 13)	-1,990	0	1,605	385	0
Inter-Unit Trfr (5940-42, 98-99)	340,460	-346,460	6,000	0	0
<b>Subtotal/Inter-Unit Trfrs</b>	<b>175,921</b>	<b>-185,996</b>	<b>9,193</b>	<b>882</b>	<b>0</b>
Overhead Recovered	-36,240	0	36,240	0	0
Income Taxes	72,339	0	0	0	72,339
<b>Indirect Expenses</b>	<b>212,020</b>	<b>-185,996</b>	<b>45,433</b>	<b>882</b>	<b>72,339</b>
<b>Total Expenses</b>	<b>8,391,615</b>	<b>0</b>	<b>547,397</b>	<b>66,765</b>	<b>9,005,777</b>
<b>Net Revenues</b>	<b>-1,317,208</b>	<b>0</b>	<b>0</b>	<b>1,888,757</b>	<b>371,550</b>
Beginning Fund Balance	-51,269	-0	0	29,328,478	29,177,209
Intra-Fund Transfers	-545,198	0	0	545,198	0
<b>Ending Fund Balance</b>	<b>-1,913,675</b>	<b>-0</b>	<b>0</b>	<b>31,462,434</b>	<b>29,548,758</b>



AMERICAN LIBRARY ASSOCIATION  
Summary of Revenues Compared to Budget  
Operating/General Fund - 11  
For the Period Ending November 2006  
(Report 0044)

Revenues	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Dues	5,669,985	1,281,262	1,417,497	-136,235	-9.6	-4,388,723
Sale of Materials/Net	5,921,493	1,338,560	1,490,985	-152,425	-10.2	-4,582,933
Subscriptions	3,193,312	708,643	772,224	-63,581	-8.2	-2,484,669
Advertising/Net	4,826,522	828,269	1,104,195	-275,926	-25.0	-3,998,253
Meetings and Conferences	7,658,985	-1,888	2,186	-4,074	-186.3	-7,660,873
Interest and Dividends	802,533	147,395	135,000	12,395	9.2	-655,138
Endwmt Gain/Loss - Realized	0	-2,036	0	-2,036	N/A	-2,036
Endwmt Gain/Loss - Unrealized	0	102,263	0	102,263	N/A	102,263
Miscellaneous	1,587,010	27,134	197,766	-170,632	-86.3	-1,559,876
<b>Total Revenues</b>	<b>29,659,840</b>	<b>4,429,603</b>	<b>5,119,853</b>	<b>-690,250</b>	<b>-13.5</b>	<b>-25,230,237</b>

AMERICAN LIBRARY ASSOCIATION  
Summary of Expenses Compared to Budget  
Operating/General Fund - 11  
For the Period Ending November 2006  
(Report 0045)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	29,659,840	4,429,603	5,119,853	-690,250	-13.5	-25,230,237
Expenses						
Payroll and Related Expenses	13,988,005	3,090,368	3,410,937	320,569	-9.4	10,897,637
Outside Services	3,202,695	705,826	867,279	161,453	-18.6	2,496,869
Travel-Related Expenses	1,265,767	142,519	196,177	53,658	-27.4	1,123,248
Meetings and Conferences	3,127,845	184,003	112,630	-71,373	63.4	2,943,842
Publication-Related Expenses	4,431,645	710,026	1,058,473	348,447	-32.9	3,721,619
Operating Expenses	4,600,895	910,027	1,135,092	225,065	-19.8	3,690,868
Direct Expenses	30,616,852	5,742,769	6,780,588	1,037,819	-15.3	24,874,083
Inter-Unit Transfers	437,062	148,470	84,691	-63,779	75.3	288,592
Overhead Recovered	-1,634,026	-255,710	-348,647	-92,937	-26.7	-1,378,316
Income Taxes	239,952	59,988	59,988	0	0.0	179,964
Indirect Expenses	-957,012	-47,252	-203,968	-156,716	-76.8	-909,760
Total Expenses	29,659,840	5,695,518	6,576,620	881,102	-13.4	23,964,322
Net Revenues	0	-1,265,915	-1,456,767	190,852	-13.1	-1,265,915

AMERICAN LIBRARY ASSOCIATION  
Departmental Revenues Compared to Budget  
Operating/General Fund - 11  
For the Period Ending November 2006  
(Report 0054)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
<b>Revenues</b>								
Interest/Dividends	59,782	45,000	147,395	135,000	12,395	9.2	802,533	655,138
Mail List Sales/Rental	38,132	25,020	38,132	75,000	-36,868	-49.2	300,000	261,868
Membership Dues:								
Personal	314,462	356,693	953,546	1,069,225	-115,679	-10.8	4,276,900	3,323,354
Organizational	100,007	100,914	300,037	302,500	-2,463	-0.8	1,210,000	909,963
Special	7,141	11,322	21,234	33,938	-12,704	-37.4	135,750	114,516
Life Members-Current	2,794	4,337	8,376	13,001	-4,625	-35.6	52,000	43,624
Cont Mbrs & Division Trfrs	-644	-389	-1,932	-1,167	-765	-65.6	-4,665	-2,733
Misc/Over & Short Items	-7,414	-1,334	-23,523	-4,000	-19,523	488.1	-16,000	7,523
Subtotal/Membership Dues	416,346	471,543	1,257,740	1,413,497	-155,757	-11.0	5,653,985	4,396,245
Executive Office								
International Relations	0	0	2,103	0	2,103	N/A	0	-2,103
Development Office	25	0	25	0	25	N/A	0	-25
Subtotal/Executive Office	25	0	2,128	0	2,128	N/A	0	-2,128
Memb/ Prog. & Services								
Memb. Prog. & Services/AED	0	0	0	0	0	N/A	15,000	15,000
OLPR	0	84	0	252	-252	-100.0	54,000	54,000
OLOS	-467	316	2,211	648	1,563	241.2	2,600	389
OIF	10,019	23,961	114,700	95,843	18,857	19.7	297,365	182,665
Office for Accreditation	3,000	4,000	56,888	5,000	51,888	1,037.8	60,163	3,276
Misc. Awards	47	1,237	366	1,237	-871	-70.4	4,950	4,584
Diversity Conference:	0	209	0	3,053	-3,053	-100.0	27,075	27,075
Midwinter Annual	0	0	-355	0	-355	N/A	2,630,300	2,630,655
Annual	-355	2,950	-28,569	11,591	-40,160	-346.5	6,445,550	6,474,119
Subtotal/Conference	-355	2,950	-28,924	11,591	-40,515	-349.5	9,075,850	9,104,774
Subtotal/Memb. Prog & Services	12,243	32,657	145,241	117,624	27,617	23.5	9,537,003	9,391,762

AMERICAN LIBRARY ASSOCIATION  
Departmental Revenues Compared to Budget  
Operating/General Fund - 11  
For the Period Ending November 2006  
(Report 0054)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
<b>Publishing Services</b>								
ALA Editions	129,915	208,166	469,793	653,165	-183,372	-28.1	3,244,658	2,774,865
Booklist	517,308	528,967	1,191,881	1,425,983	-234,102	-16.4	5,437,173	4,245,292
Book Links	-8,692	49,378	93,381	168,678	-75,297	-44.6	704,392	611,011
American Libraries	114,576	102,000	144,856	314,000	-169,144	-53.9	1,263,000	1,118,144
ALA TechSource	38,576	67,939	115,174	143,736	-28,562	-19.9	463,616	348,442
ALA Graphics	170,917	172,518	710,912	668,170	42,742	6.4	2,196,230	1,485,318
Marketing Sales	0	0	194	0	194	N/A	0	-194
<b>Subtotal/Publishing Serv.</b>	<b>962,600</b>	<b>1,128,968</b>	<b>2,726,191</b>	<b>3,373,732</b>	<b>-647,541</b>	<b>-19.2</b>	<b>13,309,069</b>	<b>10,582,878</b>
<b>Communications</b>								
Chapter Relations	0	0	5,000	0	5,000	N/A	2,250	-2,750
Communications/AED	7,174	0	7,174	0	7,174	N/A	35,000	27,826
PIO	-75	1,668	225	5,000	-4,775	-95.5	20,000	19,775
Public Programs	0	0	150	0	150	N/A	0	-150
<b>Subtotal/Communications</b>	<b>7,099</b>	<b>1,668</b>	<b>12,549</b>	<b>5,000</b>	<b>7,549</b>	<b>151.0</b>	<b>57,250</b>	<b>44,701</b>
<b>Total Revenues from Operations</b>	<b>1,496,228</b>	<b>1,704,856</b>	<b>4,329,376</b>	<b>5,119,853</b>	<b>-790,477</b>	<b>-15.4</b>	<b>29,659,840</b>	<b>25,330,464</b>
Unrealized Gain/Loss	43,385	0	102,263	0	102,263	N/A	0	-102,263
Realized Gain/Loss	-3,097	0	-2,036	0	-2,036	N/A	0	2,036
<b>Total Revenues</b>	<b>1,536,516</b>	<b>1,704,856</b>	<b>4,429,603</b>	<b>5,119,853</b>	<b>-690,250</b>	<b>-13.5</b>	<b>29,659,840</b>	<b>25,230,237</b>

AMERICAN LIBRARY ASSOCIATION  
Departmental Expenses Compared to Budget  
Operating/General Fund - 11  
For the Period Ending November 2006  
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Total Revenues	1,536,516	1,704,856	4,429,603	5,119,853	-690,250	-13.5	29,659,840	25,230,237
Expenses								
Member Programs & Services								
OLPR	26,901	25,522	73,506	75,584	2,078	-2.7	348,139	274,633
OLOS	28,417	26,087	83,739	77,312	-6,427	8.3	310,170	226,431
OIF	46,468	55,997	157,109	162,183	5,074	-3.1	720,350	563,241
Office for Accreditation	27,129	32,463	75,311	78,016	2,705	-3.5	350,609	275,298
Diversity	5,769	14,686	31,997	47,528	15,531	-32.7	216,545	184,548
Memb. Prog & Services/ AE	17,094	23,376	49,075	52,102	3,027	-5.8	229,131	180,056
ALA Awards	214	50	274	150	-124	82.9	7,571	7,297
ITTS	164,432	152,700	444,904	453,992	9,088	-2.0	1,819,918	1,375,014
Conference:								
Midwinter Annual	256,668	120,070	353,949	249,427	-104,522	41.9	2,301,918	1,947,969
Annual	-30,260	12,485	175,791	218,832	43,041	-19.7	4,917,689	4,741,898
Subtotal/Conference	226,408	132,555	529,740	468,259	-61,481	13.1	7,219,607	6,689,867
Sub-Total/Memb. Prog. & Ser	542,833	463,436	1,445,654	1,415,126	-30,528	2.2	11,222,040	9,776,386
Publishing Services								
Publishing	-0	0	0	0	0	N/A	0	0
ALA Editions	165,022	205,576	562,414	597,793	35,379	-5.9	2,959,249	2,396,835
Booklist	283,537	379,840	921,789	1,178,732	256,943	-21.8	4,428,469	3,506,680
Book Links	46,029	64,720	136,794	169,975	33,181	-19.5	662,467	525,673
American Libraries	114,576	102,000	144,856	314,000	169,144	-53.9	1,263,000	1,118,144
TechSource ALA	32,899	45,907	102,420	135,370	32,950	-24.3	512,159	409,739
ALA Graphics	219,355	138,684	536,491	570,779	34,288	-6.0	2,208,241	1,671,750
Prod Services	30,267	-4,355	62,456	36,040	-26,416	73.3	-32,538	-94,994
Marketing Sales	816	0	570	0	-570	N/A	0	-570
Periodical Marketing	9,750	0	11,401	0	-11,401	N/A	0	-11,401
Subtotal/Publ Services	902,252	932,372	2,479,192	3,002,689	523,497	-17.4	12,001,047	9,521,855

AMERICAN LIBRARY ASSOCIATION  
Departmental Expenses Compared to Budget  
Operating/General Fund - 11  
For the Period Ending November 2006  
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
<b>Executive Office</b>								
Standing Committees	4,419	10,344	37,116	33,744	-3,372	10.0	148,836	111,720
Development Office	26,333	34,272	73,354	101,643	28,289	-27.8	407,720	334,366
Executive Board	19,965	40,681	63,900	128,211	64,311	-50.2	389,616	325,716
Executive Office	57,911	57,411	162,625	170,067	7,442	-4.4	689,994	527,369
International Relations	34,300	22,169	63,603	55,687	-7,916	14.2	205,358	141,755
Washington Office	69,724	79,600	248,606	259,990	11,384	-4.4	967,619	719,013
O I T	45,064	32,821	128,788	108,482	-20,306	18.7	437,802	309,014
OGR	60,923	74,477	186,134	198,438	12,304	-6.2	842,952	656,818
Human Resources	46,361	50,665	147,026	150,281	3,255	-2.2	602,776	455,750
<b>Subtotal/Executive Office</b>	<b>365,001</b>	<b>402,440</b>	<b>1,111,151</b>	<b>1,206,543</b>	<b>95,392</b>	<b>-7.9</b>	<b>4,692,673</b>	<b>3,581,522</b>
<b>Accounting</b>	<b>73,700</b>	<b>66,005</b>	<b>191,475</b>	<b>197,871</b>	<b>6,396</b>	<b>-3.2</b>	<b>782,174</b>	<b>590,699</b>
Finance	11,257	9,997	29,590	28,847	-743	2.6	113,661	84,071
Finance - AED	44,775	36,589	110,286	98,357	-11,929	12.1	399,358	289,072
<b>Subtotal/Acct-Finance-AED</b>	<b>129,732</b>	<b>112,591</b>	<b>331,351</b>	<b>325,075</b>	<b>-6,276</b>	<b>1.9</b>	<b>1,295,193</b>	<b>963,842</b>
<b>Communications</b>								
Library	22,598	21,985	107,745	109,667	1,922	-1.8	320,559	212,814
Public Pol. & Prog./AED	35,085	50,184	93,418	151,273	57,855	-38.2	582,545	489,127
Libr. & Research Center	21,788	16,406	51,675	48,584	-3,091	6.4	194,937	143,262
P I O	51,289	57,590	152,224	169,245	17,021	-10.1	678,417	526,193
Public Programs	13,493	12,067	36,932	35,749	-1,183	3.3	143,420	106,488
Customer Service	64,849	46,307	164,179	152,359	-11,820	7.8	617,473	453,294
Chapter Relations	7,138	9,539	18,497	23,921	5,424	-22.7	102,308	83,811
<b>Subtotal/Communications Off</b>	<b>216,240</b>	<b>214,078</b>	<b>624,669</b>	<b>690,798</b>	<b>66,129</b>	<b>-9.6</b>	<b>2,639,659</b>	<b>2,014,990</b>

AMERICAN LIBRARY ASSOCIATION  
Departmental Expenses Compared to Budget  
Operating/General Fund - II  
For the Period Ending November 2006  
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Staff Support Services								
Staff Supp. Serv/Off. Ser	36,478	25,711	196,609	181,028	-15,581	8.6	503,950	307,341
Distribution Center	8,545	18,747	44,591	55,824	11,233	-20.1	223,690	179,099
Reprographics	12,954	-1,104	13,697	-3,644	-17,341	-475.9	-14,220	-27,917
Subtotal/Staff Supp. Serv.	57,976	43,354	254,897	233,208	-21,689	9.3	713,420	458,523
General Administration	-36,911	111,565	-75,304	358,885	434,189	-121.0	1,859,946	1,935,250
Genl. Fnd Allocations/Ovrhd	953	-205,216	-477,821	-655,704	-177,883	-27.1	-4,764,138	-4,286,317
Total Expenses	2,178,076	2,074,620	5,693,790	6,576,620	882,830	-13.4	29,659,840	23,966,050
Revenues from Operations	-641,560	-369,764	-1,264,187	-1,456,767	192,580	-13.2	0	1,264,187

AMERICAN LIBRARY ASSOCIATION  
Summary of Revenue Compared to Budget  
Operating/Divisions Fund - 12  
For the Period Ending November 2006  
(Report 0234)

Revenues	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Dues	2,600,214	686,083	637,823	48,260	7.6	-1,914,131
Sale of Materials/Net	1,698,034	355,699	404,195	-48,496	-12.0	-1,342,335
Subscriptions	2,040,124	509,984	501,753	8,231	1.6	-1,530,140
Advertising/Net	1,468,915	426,319	433,760	-7,441	-1.7	-1,042,596
Meetings and Conferences	2,902,205	408,734	366,601	42,133	11.5	-2,493,471
Grants, Contracts & Awards	1,500	0	0	0	N/A	-1,500
Miscellaneous	1,463,611	206,776	211,818	-5,042	-2.4	-1,256,835
<b>Total Revenues</b>	<b>12,174,603</b>	<b>2,593,594</b>	<b>2,555,950</b>	<b>37,644</b>	<b>1.5</b>	<b>-9,581,009</b>



AMERICAN LIBRAR. SOCIATION  
Summary of Expenses Compared to Budget  
Operating/Divisions Fund - 12  
For the Period Ending November 2006  
(Report 0235)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	12,174,603	2,593,594	2,555,950	37,644	1.5	-9,581,009
Expenses						
Payroll and Related Expenses	5,111,851	1,179,024	1,295,221	116,197	-9.0	3,932,827
Outside Services	1,085,980	207,536	261,933	54,397	-20.8	878,444
Travel-Related Expenses	607,487	113,203	201,861	88,658	-43.9	494,284
Meetings and Conferences	2,300,357	285,144	297,694	12,550	-4.2	2,015,213
Publication-Related Expenses	1,701,934	429,948	448,995	19,047	-4.2	1,271,986
Operating Expenses	1,295,283	205,978	342,877	136,899	-39.9	1,089,305
Direct Expenses	12,102,892	2,420,834	2,848,581	427,747	-15.0	9,682,058
Inter-Unit Transfers						
401 PUBLIC LIBRARY ASSOC (PLA)	48,532	4,528	11,899	7,371	-61.9	44,004
403 ASSOC/COLL & RES LIBS (ACRL)	50,466	5,762	10,574	4,812	-45.5	44,704
404 CHOICE	-21,310	-3,353	-5,328	-1,975	-37.1	-17,957
405 AMER ASSOC OF SCH LNS (AASL)	52,513	2,782	12,758	9,996	-78.4	49,751
406 ASSOC SPEC COOP LIB AGCY(ASCL)	3,694	599	237	-362	152.7	3,095
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	32,795	3,250	5,490	2,240	-40.8	29,545
409 LIB ADM & MGT ASSOC (LAMA)	14,360	874	2,801	1,927	-68.8	13,486
410 REF. & USER SERV.ASSN. (RUSA)	26,079	2,009	5,424	3,415	-63.0	24,070
411 AMER LIB TRUSTEE ASSOC (ALTA)	4,069	215	917	702	-76.6	3,854
412 LIB & INF TECH ASSOC (LITA)	21,484	1,835	3,236	1,401	-43.3	19,649
413 ASSOC/LIB SERV TO CH (ALSC)	23,049	4,627	6,312	1,685	-26.7	18,422
414 YNG ADLT LIB SERV ASSN (VALSA)	18,099	2,408	3,428	1,020	-29.8	15,591
401 PUBLIC LIBRARY ASSOC (PLA)	30,300	0	7,576	7,576	-100.0	30,300
405 AMER ASSOC OF SCH LNS (AASL)	22,130	223	4,426	4,203	-95.0	21,907
406 ASSOC SPEC COOP LIB AGCY(ASCL)	2,967	0	742	742	-100.0	2,967
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	22,300	0	5,575	5,575	-100.0	22,300
409 LIB ADM & MGT ASSOC (LAMA)	19,224	0	4,808	4,808	-100.0	19,224
410 REF. & USER SERV.ASSN. (RUSA)	37,601	0	9,400	9,400	-100.0	37,601
411 AMER LIB TRUSTEE ASSOC (ALTA)	3,467	0	742	742	-100.0	3,467
412 LIB & INF TECH ASSOC (LITA)	17,210	0	4,303	4,303	-100.0	17,210
413 ASSOC/LIB SERV TO CH (ALSC)	23,948	0	5,987	5,987	-100.0	23,948
414 YNG ADLT LIB SERV ASSN (VALSA)	15,800	0	3,950	3,950	-100.0	15,800
401 PUBLIC LIBRARY ASSOC (PLA)	4,000	0	999	999	-100.0	4,000
403 ASSOC/COLL & RES LIBS (ACRL)	-7,016	0	7,971	7,971	-100.0	-7,016
404 CHOICE	1,879	0	-9,177	-9,177	-100.0	1,879
405 AMER ASSOC OF SCH LNS (AASL)	1,800	0	1,800	1,800	-100.0	1,800
406 ASSOC SPEC COOP LIB AGCY(ASCL)	150	0	0	0	N/A	150
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	2,250	0	470	470	-100.0	2,250
409 LIB ADM & MGT ASSOC (LAMA)	2,500	0	625	625	-100.0	2,500
410 REF. & USER SERV.ASSN. (RUSA)	2,300	0	150	150	-100.0	2,300
411 AMER LIB TRUSTEE ASSOC (ALTA)	500	0	0	0	N/A	500
412 LIB & INF TECH ASSOC (LITA)	1,200	0	0	0	N/A	1,200
413 ASSOC/LIB SERV TO CH (ALSC)	0	1,072	0	-1,072	N/A	-1,072
Overhead Recovered	-111,589	0	4,602	4,602	-100.0	-111,589
	1,138,323	215,032	224,014	8,982	-4.0	923,291

AMERICAN LIBRARY ASSOCIATION  
Summary of Expenses Compared to Budget  
Operating/Divisions Fund - 12  
For the Period Ending November 2006  
(Report 0235)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Income Taxes	81,252	12,351	12,351	0	0.0	68,901
Indirect Expenses	1,586,326	254,193	349,062	94,869	-27.2	1,332,133
Total Expenses	13,689,218	2,675,026	3,197,643	522,617	-16.3	11,014,192
Net Revenues	-1,514,615	-81,433	-641,693	560,260	-87.3	1,433,182
Beginning Fund Balance	0	10,612,679	0	10,612,679	N/A	10,612,679
Intra-Fund Transfers	0	-491,999	0	-491,999	N/A	-491,999
Ending Fund Balance	-1,514,615	10,039,247	-641,693	10,680,940	-1,664.5	11,553,862

AMERICAN LIBRARY ASSOCIATION  
Summary of Revenues and Expenses  
Compared to Budget  
Consolidated Fund (1-4)  
Year to Date Ending November 2006  
(Report FRCI)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
<b>Revenues</b>						
Dues	8,361,410	2,000,955	2,078,124	-77,169	-3.7	-6,360,455
Sale of Materials / Net Subscriptions	7,720,927	1,696,444	1,916,934	-220,490	-11.5	-6,024,483
Advertising / Net Meetings and Conferences	5,261,996	1,221,125	1,276,913	-55,788	-4.4	-4,040,871
Grants	6,305,037	1,255,918	1,540,355	-284,437	-18.5	-5,049,119
Interest / Dividends	10,710,115	406,786	385,868	20,918	5.4	-10,303,329
Endwmt Gain/Loss - Realized	3,816,107	547,263	974,691	-427,428	-43.9	-3,268,844
Endwmt Gain/Loss - Unrealized	1,501,648	331,395	309,779	21,616	7.0	-1,170,253
Miscellaneous	0	147,998	0	147,998	N/A	147,998
	980,561	1,523,584	244,494	1,279,090	523.2	543,023
	4,059,681	245,858	676,149	-430,291	-63.6	-3,813,823
<b>Total Revenues</b>	<b>48,717,482</b>	<b>9,377,326</b>	<b>9,403,307</b>	<b>-25,981</b>	<b>-0.3</b>	<b>-39,340,156</b>
<b>Expenses</b>						
Payroll and Related Expenses	19,904,916	4,413,559	4,901,591	488,032	-10.0	15,491,357
Outside Services	5,646,016	1,073,618	1,485,153	411,535	-27.7	4,572,398
Travel and Related Expenses	2,171,253	312,161	467,836	155,675	-33.3	1,859,092
Meetings and Conferences	6,430,109	601,758	602,564	806	-0.1	5,828,351
Publication-Related Expenses	6,385,281	1,153,001	1,567,300	414,299	-26.4	5,232,280
Operating Expenses	7,921,888	1,379,340	1,958,484	579,144	-29.6	6,542,548
<b>Direct Expenses</b>	<b>48,459,463</b>	<b>8,933,438</b>	<b>10,982,928</b>	<b>2,049,490</b>	<b>-18.7</b>	<b>39,526,025</b>
Taxes/Income	321,204	72,339	72,339	0	0.0	248,865
<b>Indirect Expenses</b>	<b>321,204</b>	<b>72,339</b>	<b>72,339</b>	<b>0</b>	<b>0.0</b>	<b>248,865</b>
<b>Total Expenses</b>	<b>48,780,667</b>	<b>9,005,777</b>	<b>11,055,267</b>	<b>2,049,490</b>	<b>-18.5</b>	<b>39,774,890</b>
<b>Net Revenue (Expense)</b>	<b>-63,185</b>	<b>371,550</b>	<b>-1,651,960</b>	<b>2,023,510</b>	<b>-122.5</b>	<b>434,735</b>

