



Results of Operations
August – 3rd Close Unaudited FY 2005 Financials

2005-06 EBD #14.3
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August FY 2005 Financials – 3rd Close

Executive Summary

The August 3rd close results represent twelve months of activity, which were electronically issued to unit managers on October 18. 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 \$42,709,689 is \$334,530, 1% more than budget. The General Fund revenue of \$26,597,620 is \$1,141,224 less than budget due to lower Publishing sales, dues income and lower revenues for Midwinter and Annual Conference. Division revenues are 7%, \$801,365 more than budget and Grants and Awards are \$583,697 more than budget year-to-date. Long-Term Investment interest and dividends exceed budget by \$122,884, reaching \$636,433.*
- *Total ALA expenses of \$41,049,839 are 6% less than budget. The General Fund expenses of \$25,604,626 are \$2,064,518 less than budget. Divisions are \$1,145,203 less than budget. Grants and Awards are \$583,697 more than budget.*
- *Cash and short-term investments are \$16,790,247 compared to \$18,585,056 last year. The Long-Term Investment is \$24,258,429 as compared to the \$20.2 million balance in August 2004.*
- *Total assets are \$7,228,616, 14% more than August 2004 reaching \$57,732,084.*
- *Total liabilities are \$3,913,878, 15% more than August 2004, totaling \$30,828,687.*
- *Total ALA net assets are \$3,314,738, 14% more than August last year, totaling \$26,903,397.*

On July 17, 2004 the Association entered into a purchase agreement with Pacific House L.L.C. to acquire a 9,667 square foot office condominium located at 1615 New Hampshire, Washington, D.C. at a contracted cost of \$3,525,000. After a period of due diligence to obtain a survey, title reports, environmental reports and other information

August FY 2005 Financials – 3rd Close
Executive Summary – continued

the closing of the purchase took place on February 1, 2005. At the closing the Association paid \$287,020 to cover equity costs and other closing fees and applied a \$175,000 earnest money deposit toward the purchase. The source of the funds of \$1,500,000, was transferred from the endowment Future Fund. The funds, based on Executive Board action were transferred back to the Endowment in July 2005. The balance of the purchase price was financed by the proceeds from tax-exempt bonds, secured by a letter of credit from Bank of America, issued by the District of Columbia and loaned to the Association. The total of the bond issue amounted to \$3,175,000, which is repayable over a period of 30 years at an interest rate of 3.205%. The Association incurred \$172,642 in costs associated with the preparation and issuance of the bonds, all of which was capitalized as a part of the property purchase. General Fund operating cash was used to fund the construction and furnishing costs. The 1615 New Hampshire condo unit was occupied on August 12, 2005. Total build out and construction costs totaled \$834,000, furnishings and equipment totals \$129,835. The total value for the condo unit is \$4,777,000.

OPERATING FUND

General Fund

Total revenues of \$26,597,620 are \$1,141,224, 4% less than budget. Revenues are \$653,269, 3% more than FY 2004.

Publishing revenues are less than the budget by \$383,586 due to *American Libraries*, Book Links, Products and Promotions and ALA Techsource. Note: The Publishing net revenue for August year-to-date exceeded budget by \$584,825, reaching \$2,353,557. Dues income is less than budget by 5%, or \$274,415, totaling \$5,199,585. The Annual Conference revenues are \$97,551 less than budget.

Total expenses of \$25,604,626 are \$2,064,518 or 7.5% less than budget. Member Programs and Services expenses are \$591,884 less than budget due primarily to Annual Conference (\$152,829) and Midwinter (\$194,864). Note: Communication expenses are \$138,034 less than budget and Publishing is \$968,411 less than budget. Business Expenses are \$24,536 more than budget due to insurance, legal and bank fees. Executive Board and Council committee expenses were \$57,543 less budget. Salary savings for the year total \$1,018,346, of which savings for the year were

August FY 2005 Financials – 3rd Close
Executive Summary – continued

budgeted at \$534,214 resulting in net savings of \$484,132. Transportation and lodging expenses are \$218,245 less than budget and telephone and postage expenses were \$299,800 less than budget. General Fund net revenue was projected to be \$168,000. Due in part to the outstanding Publishing net revenue performance exceeding projections by \$342,625 and significant salary savings above projections, the General Fund realized net revenue of \$923,294.

Recap:

	<u>FY2005 Projections</u>	<u>FY 2005 Actual</u>	<u>FY 2005 Budget</u>	<u>Variance Projections vs. Actual</u>
Revenue	26,650,844	26,597,620	27,738,844	53,224
Expenses	26,482,844	25,604,626	27,669,144	878,218
Net	168,000	992,994	69,700	
Transfer from Reserve	0			
CIPA/CDA Payment	68,000	69,700	69,700	
Net	100,000	923,294	0	

Round Tables

The Round Tables revenues of \$318,644 are \$32,192 less than budget due primarily to lower donations and registration fees. Expenses of \$242,692 are less than budget by \$100,925 due primarily to lower conference equipment and meal function expense.

Plant Fund

Expenses of \$334,741 are \$8,032 more than budget due to higher depreciation expense.

August FY 2005 Financials – 3rd Close
Executive Summary – continued

COMMUNICATIONS AND MARKETING

Departmental net expenses are \$151,931 under budget for FY 2005. Salary-related expenses are \$76,046 under budget. Dues revenues are \$274,000 under budget. Membership has grown by 1,976 members (3.08%); the dues budget had projected a 5% growth in revenues. We entered this fiscal year with lower than anticipated deferred membership dues, and we have had 529 more drops than last year. ALA has recently changed direct mail marketing outsourced functions from MGI to the DM Group.

On August 31, 2005, ALA had 66,075 members, the official membership statistic for FY2005. This is the highest end-of-year in the history of ALA. This total is made up of 61,731 personal members, 4,065 organization members, and 279 corporate members. We have had 15,649 new and reinstated members since September 1, 2004, compared with 14,689 last year. 5,652 of the new and reinstated members are students and library support staff.

PUBLISHING SERVICES

Total Revenues are \$12,009,195, which is \$383,586 or 3% less than budget. Total Expenses are \$9,655,638, which is \$991,411 or 9% less than budget. Net Revenues are \$2,353,557, a new record, which is \$584,825 or 34% more than budget. Net Revenues are 20% of Total Revenues. Net advertising revenues in American Libraries are \$369,739 less than budget and represent the major component of the shortfall in Total Revenues. The major expense savings are coming from open positions--\$464,442, printing--\$314,337 (in large part due to lower costs from a new printer), and low product costs--\$175,971. Marketing expenses in ALA Editions and ALA Graphics combined are \$130,984 less than budget. ALA Editions Total Revenues are on budget due to strong backlist sales. Booklist/Ancillary Products is \$156,749 more than budget in large part because of strong license revenues (royalties), although advertising revenues are more than budget too. Book Links, American Libraries, ALA TechSource, and ALA Graphics are less than budget in Total Revenues. Even so, American Libraries classifieds are \$71,599 more than budget, ALA TechSource Net Revenues are \$34,236 or 72% more than budget, and ALA Graphics Net Revenues are \$188,966 more than budget (almost entirely due to open positions). The variance in Net Revenues offsets the shortfall in General Overhead. The contribution margin for the Department is \$536,087 more than budget.

August FY 2005 Financials – 3rd Close
Executive Summary – continued

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$12,009,194	\$12,392,781	(\$383,587)
Direct Expenses	\$7,632,062	\$8,430,504	\$798,442
Subscription Equivalent	(\$417,035)	(\$295,803)	\$121,232
Contribution Margin	\$4,794,167	\$4,258,080	\$536,087
Overhead	\$2,257,729	\$2,329,843	\$72,114
Taxes	\$160,205	\$160,205	\$0
Net Revenue(Loss)	\$2,376,233	\$1,768,032	\$608,201

MEMEBER PROGRAMS AND SERVICES

Collectively, MPS General Fund units (excluding Conference Services, but including ITTS) have a positive variance of \$163,618; Conference Services had a total positive variance of \$101,026. ACRL's National Conference in Minneapolis (April) broke previous ACRL records. Divisions are generally turning in strong performances, which most doing better than budget on a net basis.

GRANTS AND AWARDS (RESTRICTED FUND)

Revenues and expenses of \$3,545,804 are \$583,697 more than the budget due to timing of several grants, most notably Changing the Face of Medicine, \$185,343, Public Awareness Campaign, \$121,785 and Literacy Network Database, \$179,811, more than budget. Note: Grants and Awards generated 7% or \$222,974 over the FY 2004 actual.

August FY 2005 Financials – 3rd Close
Executive Summary – continued

SALARIES

General Fund salaries through August are \$1,018,346 less than budget. This is \$484,132 more than the total years 5% salary attrition budget of \$534,214. In addition, temporary help is over budget by \$88,670 and overtime is over budget by \$13,063 year-to-date. Excess salary savings including temporary help and overtime is \$916,613, which is \$382,399 more than the projected goal. Salaries related to the 1% individual incentive have been accrued totaling \$100,000.

	August 2005	August 2004
	-----	-----
Total General Fund Salaries	\$10,684,260	\$10,619,507
August YTD Budget	\$10,684,260	\$10,619,507
Actual Salaries-August YTD	9,665,914	10,135,532
	-----	-----
Salary Savings To Date	\$1,018,346	\$483,975
Total Projected Salary Savings: 5% Attrition (FY 2005)	534,214	530,982
Salary Savings Remaining To Be Achieved	(484,132)	47,007
Wages-Temporary Help		
Budget	61,671	59,484
Actual	150,341	120,533
	-----	-----
Variance (over) under Budget	(88,670)	(61,049)
Overtime Wages		
Budget	86,406	81,251
Actual	99,469	107,904
	-----	-----
Variance (over) under Budget	(13,063)	(26,653)
Salary Savings Required Including Wages & Overtime	(\$382,399)	\$134,709
	=====	=====
Excess salary savings	916,613	396,273

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF REVENUES AND EXPENSES-TOTAL ALA

SECTION II
SCHEDULE 1

	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
GENERAL FUND	25,944,351	26,597,620	27,738,844	(1,141,224)	-4%	27,738,844	26,650,844	-3.92%
DIVISIONS	12,912,021	11,611,188	10,809,823	801,365	7%	10,809,823	10,809,823	0.00%
ROUND TABLES	301,662	318,644	350,836	(32,192)	-9%	350,836	350,836	0.00%
PLANT FUND	0	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	3,322,830	3,545,804	2,962,107	583,697	20%	2,962,107	2,962,107	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	376,953	636,433	513,549	122,884	24%	513,549	513,549	0.00%
TOTAL REVENUES	42,857,817	42,709,689	42,375,159	334,530	1%	42,375,159	41,287,159	-2.57%
GENERAL FUND	25,795,806	25,604,626	27,669,144	2,064,518	7%	27,669,144	26,482,844	-4.29%
DIVISIONS	11,628,655	11,154,300	12,299,503	1,145,203	9%	12,299,503	12,299,503	0.00%
ROUND TABLES	245,167	242,692	343,617	100,925	29%	343,617	343,617	0.00%
PLANT FUND	0	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	3,322,829	3,545,804	2,962,107	(583,697)	-20%	2,962,107	2,962,107	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	646,627	502,417	469,309	(33,108)	-7%	469,309	469,309	0.00%
TOTAL EXPENSES	41,639,084	41,049,839	43,743,680	2,693,841	6%	43,743,680	42,557,380	-2.71%
EXCESS OF REVENUES OVER EXPENSES	1,218,733	1,659,850	(1,368,521)	3,028,371	221%	(1,368,521)	(1,270,221)	7.18%
POST-RETIREMENT BENEFITS	(1,296,000)	(1,588,000)	0	(1,588,000)	-	-	-	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(138,376)	(217,019)	0	(217,019)	-	-	-	-
NET REALIZED/UNREALIZED GAINS-LT INVEST	1,145,439	2,828,459	706,550	2,121,909	300%	706,550	706,550	0.00%
NET CONTRIBUTIONS/WITHDRAWALS-LT INVEST	1,436,572	590,493	(56,415)	646,908	1147%	(56,415)	(56,415)	-0.00%
NET REVENUES-TOTAL ALA	2,366,368	3,273,783	(718,386)	3,992,169	556%	(718,386)	(620,086)	-13.68%

FOR ADDITIONAL DETAIL SEE SCHEDULES 7 AND 8.

18-Oct-05

American Library Association

Schedule 1 – Commentary: Statement of Revenues and Expenses – Total ALA

August FY 2005 Financials – 3rd Close

ROUND TABLES

The Round Tables revenues of \$318,644 are \$32,192 less than budget due to dues income, registration fees and donations. Expenses of \$242,692 are less than budget by \$100,925 due to conference related expenses and printing costs.

PLANT FUND

Expenses of \$334,741 are \$8,032 less than budget. No issues to report.

**GRANTS AND
AWARDS**

Revenues and expenses of \$3,545,804 are \$583,697 more than the budget due to timing of several grants, most notably Changing the Face of Medicine, \$185,343, Public Awareness Campaign, \$121,785 and Literacy Network Database, \$179,811, more than budget.

**LONG-TERM
INVESTMENTS**

Endowment Fund revenues of \$636,433 consisting of interest and dividend income are \$122,884 more than the budget of \$513,549. Net realized/unrealized gains are \$2,828,459 as compared to budgeted gains of \$706,500. On a stand-alone basis, the Gulf Investment portfolio has realized gains of \$224,524 and unrealized gains of \$200,232. The Credit Suisse portfolio has year-to-date realized losses of \$1,542 and unrealized losses of \$18,636. The NFJ portfolio has year-to-date realized gains of \$235,720 and unrealized gains of \$223,142. The Lazard International portfolio has year-to-date realized gains of \$105,553 and unrealized gains of \$403,775. The Marsico portfolio has realized gains of \$76,056 and unrealized gains of \$311,225. The Alliance portfolio has realized gains of \$262,109 and unrealized gains of \$366,114. The EMA-Heitman portfolio has realized gains of \$461,235 and unrealized losses of \$49,795. Ariel has unrealized gains of \$28,747. Division transfers to the Endowment total \$494,998 for the fiscal year. Interest/Dividend transfer to the General Fund has been deferred. The amount available for transfer is \$172,000.

	Realized	Unrealized	Net
	-----	-----	-----
Gulf Investments	224,524	200,232	424,756
Credit Suisse	(1,542)	(18,636)	(20,178)
NFJ/Lord Abbett	235,720	223,142	458,862
Lazard Intl	105,553	403,775	509,328
Marsico/Seneca	76,056	311,225	387,281
Alliance/Laurel	262,109	366,114	628,223
Ema-Heitman	461,235	(49,795)	411,440
Ariel	0	28,747	28,747
	-----	-----	-----
TOTAL	\$1,363,655	\$1,464,804	\$2,828,459
	=====	=====	=====

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 August 31, 2005, the net contribution of \$590,493 is \$646,908 more than the budgeted net withdrawal of \$56,415 due to donations to the Cultural Communities Fund, the Sophie Brodie Award (\$100,000) and the Sara Mitchell Estate (\$123,493). Expenditures totaling \$502,417 are \$33,108 more than budget.

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

	GULF	CREDIT SUISSE	NFJ/ LORD ABBETT	LAZARD INTL	MARSICO/ SENECA	ALLIANCE/ LAUREL	EMA HEITMAN	ARIEL	TOTAL	%	YIELD
CASH	286,827	688,297	144,946	167,457	199,331	209,265	113,410	233,579	2,043,112	8%	2.51%
GOVERNMENT SECURITIES		3,937,003							3,937,003	16%	4.81%
CORPORATE SECURITIES		1,853,068							1,853,068	8%	5.16%
EQUITIES	3,527,379		1,848,048	3,122,510	2,660,534	4,047,652	1,219,124		16,425,246	68%	1.80%
TOTAL	3,814,205	6,478,368	1,992,994	3,289,968	2,859,864	4,256,917	1,332,534	233,579	24,258,429	100%	
	=====	=====	=====	=====	=====	=====	=====	=====	=====		

Composite: 2.61%

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF REVENUES AND EXPENSES-GENERAL FUND

SECTION II
SCHEDULE 2

	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
PUBLISHING SERVICES	11,957,718	12,009,195	12,392,781	(383,586)	-3%	12,392,781	12,042,781	-2.8%
MEMBERSHIP PROGRAMS & SERVICES	7,693,306	8,401,682	8,728,890	(327,208)	-4%	8,728,890	8,408,890	-3.7%
COMMUNICATIONS	5,288,114	5,285,424	5,547,400	(261,976)	-5%	5,547,400	5,277,400	-4.9%
INTEREST INCOME	624,074	532,647	740,773	(208,126)	-28%	740,773	640,773	-13.5%
MAIL LIST SALES	259,438	306,926	280,000	26,926	10%	280,000	280,000	0.0%
EXECUTIVE OFFICE (NOTE 1)	121,701	61,746	49,000	12,746	26%	49,000	1,000	-98.0%
TOTAL REVENUES	25,944,351	26,597,620	27,738,844	(1,141,224)	-4%	27,738,844	26,650,844	-3.9%
EXPENSES:								
PUBLISHING SERVICES	9,976,604	9,655,638	10,624,049	968,411	9%	10,624,049	10,023,849	-5.6%
MEMBERSHIP PROGRAMS & SERVICES	10,064,099	9,513,484	10,105,368	591,884	6%	10,105,368	9,655,368	-4.5%
COMMUNICATIONS	2,549,022	2,629,103	2,767,137	138,034	5%	2,767,137	2,656,637	-4.0%
EXECUTIVE OFFICE (NOTE 1)	5,884,848	5,896,608	6,091,621	195,013	3%	6,091,621	5,926,021	-2.7%
FINANCE AND ACCOUNTING	1,201,745	1,177,476	1,213,311	35,835	3%	1,213,311	1,173,311	-3.3%
OVERHEAD RECOVERED	(5,554,390)	(5,118,740)	(5,098,779)	19,961	0%	(5,098,779)	(4,973,779)	-2.5%
BUSINESS EXPENSE (NOTE 2)	1,011,458	968,674	944,138	(24,536)	-3%	944,138	944,138	0.0%
GENERAL ADMINISTRATION-OTHER (NOTE 3)	(196,470)	130,607	399,787	269,180	67%	399,787	454,787	13.8%
SUBSCRIPTION EQUIVALENT	600,974	417,035	295,803	(121,232)	-41%	295,803	295,803	0.0%
PLANT FUND TRANSFER	257,916	334,741	326,709	(8,032)	-	326,709	326,709	0.0%
TOTAL EXPENSES	25,795,806	25,604,626	27,669,144	2,064,518	7%	27,669,144	26,482,844	-4.3%
EXCESS OF REVENUES OVER EXPENSES	148,545	992,994	69,700	923,294	1325%	69,700	168,000	141.0%
POST-RETIREMENT BENEFITS	(1,296,000)	(1,588,000)	0	(1,588,000)	-	-	-	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(138,376)	(217,019)	0	(217,019)	-	-	-	-
NET REVENUES	(1,285,831)	(812,025)	69,700	(881,725)	-1265%	69,700	168,000	141.0%

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.
10/24/2005

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

SECTION II
SCHEDULE 2.1

UNIT	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES								
101 COUNCIL	0	0	0	0	-	0	0	-
102 EXECUTIVE BOARD	2,210	0	0	0	-	0	0	-
103 EXECUTIVE OFFICE (9098)	0	0	0	0	-	0	0	-
114 DEVELOPMENT OFFICE	90,002	1,573	0	1,573	-	0	0	-
150 WASHINGTON OFFICE	159	3,862	48,000	(44,138)	-	48,000	0	-100.0%
151 OITP	3,063	315	0	315	-	0	0	-
152 OGR	500	600	0	600	-	0	0	-
591 DONATIONS (9111,9140,9100)	25,767	55,396	1,000	54,396	-	1,000	1,000	-
	121,701	61,746	49,000	12,746	-	49,000	1,000	-98.0%
EXPENSES								
101 COUNCIL	96,962	126,251	124,961	(1,290)	-1%	124,961	124,961	0.0%
102 EXECUTIVE BOARD	253,019	337,608	396,441	58,833	15%	396,441	346,441	-12.6%
103 EXECUTIVE OFFICE	613,348	651,110	654,064	2,954	0%	654,064	634,064	-3.1%
114 DEVELOPMENT OFFICE	382,992	310,620	397,769	87,149	22%	397,769	367,769	-7.5%
150 WASHINGTON OFFICE	1,226,416	1,202,843	1,280,453	77,610	6%	1,280,453	1,202,453	-6.1%
151 OITP	414,094	427,735	423,836	(3,899)	-1%	423,836	407,836	-3.8%
152 OGR	779,147	809,779	797,954	(11,825)	-1%	797,954	795,154	-0.4%
230 AWARDS PROGRAMS	8,269	9,037	8,571	(466)	-5%	8,571	8,571	0.0%
- OPERATIONS SUPPORT	1,525,876	1,422,516	1,443,819	21,303	1%	1,443,819	1,475,019	2.2%
506 HUMAN RESOURCES	584,725	587,863	563,753	(24,110)	-4%	563,753	563,753	0.0%
592 GENERAL FUND ALLOCAT (9152)	0	11,246	0	(11,246)	-	0	0	-
	5,884,848	5,896,608	6,091,621	195,013	3%	6,091,621	5,926,021	-2.7%

18-Oct-05

AMERICAN LIBRARY ASSOCIATION
SUPPORTING STATEMENT OF EXPENSES-STAFF SUPPORT SERVICES

SECTION II
SCHEDULE 2.3

EXPENSES	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
UNIT								
501 STAFF SUPPORT/OFFICE SERVICES	498,835	530,390	486,428	(43,962)	-9%	486,428	517,628	6.4%
509 DISTRIBUTION CENTER	359,202	358,523	387,602	29,079	8%	440,441	440,441	0.0%
509 IUT/DISTRIBUTION	(157,312)	(171,699)	(210,000)	(38,301)	-18%	(262,839)	(262,839)	-0.0%
510 REPROGRAPHICS CENTER	225,760	226,705	253,817	27,112	11%	378,907	378,907	0.0%
510 IUT/REPROGRAPHICS	(286,349)	(258,057)	(260,000)	(1,943)	-1%	(385,090)	(385,090)	-0.0%
511 BUILDING MAINTENANCE	885,740	736,654	785,972	49,318	6%	785,972	785,972	0.0%
TOTAL EXPENSES	1,525,876	1,422,516	1,443,819	21,303	1%	1,443,819	1,475,019	2.2%

18-Oct-05

American Library Association
Schedule 2A – Commentary: Statement of Revenues and Expenses – General Fund
August FY 2005 Financials – 3rd Close

INTEREST
INCOME

Year-to-date interest on short-term investments is \$532,647, \$208,126 less than the budget of \$740,773. Note: Interest/Dividends earned by the Endowment have not been transferred as budgeted. The actual average invested balance for the twelve months ending August 31, 2005 was \$13,660,223 with a yield of 3.93%. In comparison, at August 31, 2004 the actual average invested balance was \$14,793,387 with a yield of 3.29%. As of August 31, 2005 the net realized/unrealized gain <loss> on the investment managed by Neuberger Berman was a net loss of \$217,019, as compared to the \$118,192 cumulative loss at August 31, 2004. The net year-to-date loss is comprised of \$152,835 of realized losses and \$64,184 of unrealized losses. 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 AUGUST, 2005							
INVESTMENT TYPE	AVG VALUE	MARKET VALUE	%	%	YIELD	INTEREST INCOME (MONTH)	INTEREST INCOME (YTD)
Money Market Funds		400,281	4%	2%	2.83%	1,079	8,359
Government Securities		8,606,912	75%	51%	4.02%	38,993	350,335
Corporate Bonds		2,422,638	21%	14%	5.22%	16,973	126,429
						0	0
Subtotal-Bond Fund	11,374,840	11,429,831	100%	68%	4.26%	57,045	485,123
Certificates of Deposit	0	0		0%			0
Institutional Funds	92,581	92,699		1%	2.83%	236	45,481
Money Market Funds	0	0		0%		0	57
Cash in Bank	4,937,773	5,214,769		31%		37	6,830
Other-Industrial Securities	13,736	13,417		0%		0	0
Restricted Fund Adjustment						0	0
Endowment Transfer						0	0
Total Cash and Investments	16,418,929	16,750,716		100%		57,318	537,491
Next Book Interest		0				(4,844)	(4,844)
Net Cash and Investments		16,750,716				52,474	532,647
		=====				=====	=====

On an overall basis, the bond portfolio yield is 4.26%. The Readers Digest grants require that interest earned on unspent funds are credited to the grant balances.

MAIL LIST RENTAL

Mail list sales are 10%, \$26,926 more than budget.

GOVERNANCE

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

Council Administration: This project line will close under budget for FY05, with \$4,400 or 12.6% of the total \$34,800 Council administrative budget unspent.

Executive Board Administration: This project line will close under budget for FY05, with \$13,860 or 28% of the total \$49,140 Executive Board administrative budget unspent.

Fall Planning Retreat: This project line, which was budgeted at \$36,335, closed over budget by \$8,220 or 22.6%. Facilitator fees of \$14,000 were not in the project budget and are the source of the overage.

Fall Board Meeting: This project line will close under budget for FY05, with \$1,300 or 5.5% of the total \$23,558 budget unspent.

Spring Board Meeting: This project line will close under budget for FY05, with \$770 or 3.4% of the total \$22,508 budget unspent.

President [Carol Brey-Casiano]: 0100 Budget (Support) The presidential support budget will close under budget with \$4,450 [6.6%] of the total \$66,975 budget unspent.

0103 Budget (Initiatives) President Carol Brey-Casiano's presidential initiatives budget line will close under budget for FY05 with \$14,220 or 14.2% of the \$100,000 budget unspent.

President-Elect [Michael Gorman]: 0101 Budget (Support) President-elect Michael Gorman's president-elect support budget will close under budget for FY05 with \$12,400 [21.5%] of the total \$57,510 unspent. This includes President-elect Gorman's voluntary reduction of 6% [\$3,450] plus an additional \$8,950 in unspent funds.

0113 Budget (Advisory Committee) At the close of FY05, \$5,390 or 36.7% of the total \$14,670 allocation for President-elect Michael Gorman's advisory committee remains unspent. This includes President-elect Gorman's voluntary reduction of 6% [\$880] plus an additional \$4,500 in unspent funds.

0122 Incoming President's Expenses The budget line that provided support to 2005-2006 President Michael Gorman during the time period between his inauguration and the beginning of the new fiscal year on September 1 will close under budget, with \$2,235 or 23.4% of the \$9,555 budget unspent. This includes President-elect Gorman's voluntary reduction of 6% [\$573] plus an additional \$1,660 in unspent funds.

0123 Incoming President-elect's Expenses The budget line that provided support to 2005-2006 President-elect Leslie Burger during the time period between her inauguration and the beginning of the new fiscal year on September 1 will close under budget, with \$3295 or approximately 82% of the \$4,000 budget unspent.

Executive Office: The FY05 Executive Office administrative budget of \$654,064 will close over budget by \$2,140 or 3%. The source of the overage is an adjustment of \$7,000 to the Employee Benefits line [5010] posted after the 1st close.

WASHINGTON OFFICE

Washington Office Administration was \$18,044 under budget for the August 2005 3rd close and 9.39% under budget for year to date expenses. The Washington Office has ended the fiscal year with a savings of \$120,028.

OGR was \$4,211 under budget for August 2005 3rd close and 1.48% over budget for the year to date expenses. Over expenditures were primarily in the salary and benefits area. Over budget total is \$11,224.

OITP was \$7,443 over budget for August 2005 3rd close and .78% over budget on year to date expenditures. Again, over expenditures are attributed to benefit adjustments. Over budget amount is \$3,318.

In spite of the over expenditures in the OGR and OITP financials, the total Washington Office commitment was to return \$100,000 at the end of the fiscal year. This has been met by a total return of \$105,000.

OVERHEAD

At August 31, 2005, total overhead recovery of \$5,118,740, is \$19,961 more than the budget of \$5,098,779. The overhead recovery is less than budget in Graphics, Midwinter, Annual Conference, *American Libraries* and Public Programs offset by over budget recoveries in Booklist, ACRL, CHOICE, ALSC and OLOS.

BUSINESS
EXPENSE

Expenses total \$968,674, are 3%, \$24,536 over budget due primarily to higher insurance and legal 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 \$269,180 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) offset by year-end adjustments lowering the expense for income taxes, \$103,684. In addition, FICA taxes are \$63,534 under budget and health insurance is \$110,623 over budget.

AMERICAN LIBRARY ASSOCIATION
SUPPORTING STATEMENT OF REVENUES AND EXPENSES-COMMUNICATIONS

SECTION II
SCHEDULE 2.2

REVENUES	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
UNIT								
100 MANAGING DIRECTOR	25,067	27,105	30,000	(2,895)	-10%	30,000	30,000	-
104 LIBRARY	0	0	0	0	-	0	0	-
109 ORS	24,503	500	0	500	-	0	0	-
111 INTERNATIONAL RELATIONS	36,878	14,661	0	14,661	-	0	0	-
113 PIO	14,447	17,208	7,000	10,208	146%	7,000	7,000	0.0%
115 PUBLIC PROGRAMS	23,913	19,300	35,000	(15,700)	-45%	35,000	35,000	0.0%
250 CUSTOMER SERVICE	1,774	0	0	0	-	0	0	-
251 CHAPTER RELATIONS	1,860	7,065	1,400	5,665	-	1,400	1,400	0.0%
591 MEMBERSHIP DEVELOPMENT	5,159,672	5,199,585	5,474,000	(274,415)	-5%	5,474,000	5,204,000	-4.9%
EXPENSES	5,288,114	5,285,424	5,547,400	(261,976)	-5%	5,547,400	5,277,400	-4.9%
100 MANAGING DIRECTOR	262,407	507,614	583,313	75,699	13%	583,313	544,713	-6.6%
104 LIBRARY	270,474	291,469	294,457	2,988	1%	294,457	289,457	-1.7%
109 ORS	95,912	179,484	184,155	4,671	3%	184,155	175,455	-4.7%
111 INTERNATIONAL RELATIONS	205,668	204,269	196,449	(7,820)	-4%	196,449	188,749	-3.9%
113 PIO	531,801	626,372	628,487	2,115	0%	628,487	608,487	-3.2%
115 PUBLIC PROGRAMS	140,269	132,946	170,430	37,484	22%	170,430	168,230	-1.3%
250 CUSTOMER SERVICE	961,560	612,287	615,713	3,426	1%	615,713	591,013	-4.0%
251 CHAPTER RELATIONS	80,931	74,662	94,133	19,471	21%	94,133	90,533	-3.8%
	2,549,022	2,629,103	2,767,137	138,034	5%	2,767,137	2,656,637	-4.0%
NET REVENUES:								
100 MANAGING DIRECTOR	(237,340)	(480,509)	(553,313)	72,804	13%	(553,313)	(514,713)	-7.0%
104 LIBRARY	(270,474)	(291,469)	(294,457)	2,988	1%	(294,457)	(289,457)	-1.7%
109 ORS	(71,409)	(178,984)	(184,155)	5,171	3%	(184,155)	(175,455)	-4.7%
111 INTERNATIONAL RELATIONS	(168,790)	(189,608)	(196,449)	6,841	3%	(196,449)	(188,749)	-3.9%
113 PIO	(517,354)	(609,164)	(621,487)	12,323	2%	(621,487)	(601,487)	-3.2%
115 PUBLIC PROGRAMS	(116,356)	(113,646)	(135,430)	21,784	16%	(135,430)	(133,230)	-
250 CUSTOMER SERVICE	(959,786)	(612,287)	(615,713)	3,426	1%	(615,713)	(591,013)	-4.0%
251 CHAPTER RELATIONS	(79,071)	(67,597)	(92,733)	25,136	27%	(92,733)	(89,133)	-3.9%
591 MEMBERSHIP DEVELOPMENT	5,159,672	5,199,585	5,474,000	(274,415)	-5%	5,474,000	5,204,000	-4.9%
TOTAL NET REVENUES	2,739,092	2,656,321	2,780,263	(123,942)	-4%	2,780,263	2,620,763	-5.7%

18-Oct-05

American Library Association

Schedule 2B – Commentary: Statement of Revenues and Expenses – Communications & Marketing

August FY 2005 Financials – 3rd Close

Departmental net expenses are \$151,931 under budget for FY 2005. Salary-related expenses are \$76,046 under budget. Dues revenues are \$274,000 under budget. Membership has grown by 1,976 members (3.08%); the dues budget had projected a 5% growth in revenues. We entered this fiscal year with lower than anticipated deferred membership dues, and we have had 529 more drops than last year. ALA has recently changed direct mail marketing outsourced functions from MGI to the DM Group.

On August 31, 2005, ALA had 66,075 members, the official membership statistic for FY2005. This is the highest end-of-year in the history of ALA. This total is made up of 61,731 personal members, 4,065 organization members, and 279 corporate members. We have had 15,649 new and reinstated members since September 1, 2004, compared with 14,689 last year. 5,652 of the new and reinstated members are students and library support staff.

Office of the AED

This budget includes the Handbook of Organization and Membership Marketing. Net expenses are \$72,804 (13%) under budget, with savings in salary and marketing lines. The Handbook project is \$7,878 over budget and ends the year with total expenses of \$38,000.

LIBRARY

The Library, at the end of August, was 1.03%, or \$3,038 under spent, missing the target 4% by 3%. The largest negative variances remains in Professional Services, due to shifting to an online form of a standing order and one database charge deferred from fy04.

Despite underspending the materials project by over \$14,500, the Library was not able to adjust for the requisite savings in the Archives budget (\$1,772), as well as elsewhere.

It should be pointed out that about 93% of the Library budget is encumbered early in the year, making in course adjustments difficult, if not impossible.

Public Information Office

PIO is \$12,000 under budget (2%) in net expenses. A major variance is in conference equipment rental. Another major variance is in temporary employees. This is a result of increased media relations related to library funding.

The Campaign for America's Libraries

The original Campaign budget was \$350,000, but was scaled back to \$300,000 in September. Total expenses are \$292,000.

Member and Customer Service Center

The Center's budget is 1% under spent rather than the projected 3%. This is a result of not charging Conference Services for registration services and of the late (early August) implementation of dues manager.

I anticipate that in the coming year, we will see reductions in the areas of postage, mail service-outside, and now that we are just about fully staffed, temporary employees. I also hope to see reductions in areas of telephone and reprographics center as well. By offering individuals the ability to renew online, we hope that this will eliminate the need for membership inquiry phone calls, and less printing of materials as we move to a more electronic age.

Public Programs Office

General Fund net revenue/(expense) variance is \$21,784 or (16%). Restricted fund overhead is ahead of budget by \$25,922. CCF endowment fund net asset balance is \$371,366.

Note: Restricted Fund (grant) expenditures are ahead of budget by \$180,133 or 20% (almost \$1.1 million compared to budgeted \$900,000.) Total revenues for unit are \$1.3 million including CCF, royalties, and other miscellaneous revenue. This is an all-time high, with \$1.2 being highest in past.

International Relations Office

IRO was \$14,661 over revenue mainly due to a contribution from the remaining IFLA 2001 National Organizing Committee Funds, which was sent as a donation to the (FAIFE) Office of IFLA. Net revenue/expenses was \$6,841 or 3.5%. Net revenue/expenses was a little lower than expected due to higher expenses for the IFLA Conference in Oslo.

Chapter Relations Office

CRO was \$5,665 ahead on revenue due to the Membership Preconference in Chicago. Net revenue/expenses are under budget by \$25,136 (27%) due to revenue from the preconference and savings in temporary salaries and travel costs.

Office for Research and Statistics

Summary

ORS closed under budget by approximately 4.9%. With all staffing costs reassigned, ORS ended the year with approximately \$9,048 remaining in 11-109 after the salary hold back and carrying the project award balance forward (\$8,750).

There are sufficient funds in ORS if we need to cover the over expenditure by CORS (equipment at conference).

Salary expenditures (5000, 5002, 5005)

The third close reflects all salary expense transfers, leaving a balance of approximately \$11,035.

Awards

Bank fees and low interest rates continue to erode projected revenue generation for ORS and RT awards funds. I still have concern about the Fyan award spending account. We did not achieve the estimated interest/dividend and have a loss of \$1,965 in the spending account. We begin FY06 with a \$2,900 deficit in the spending account. My concern that we would have to move money from principal to spending to cover the award has been realized as a result of the unachieved interest/dividends.

The Baber award spending account is doing better, but still had an interest/dividend loss of \$32. Overall, the spending account is ahead about \$500.

Salary Survey project

A final invoice for the 2004 study was received by ORS in May and was reflected in the June expense report. Expenses are managed by ORS, and revenue was transferred to ALA/APA. A first invoice for \$14,718 was processed August 31, 2005. The second, and final invoice for \$14,717 was received October 6, 2005 and will be held until accurate data are received from LRC.

CORS

CORS is over-expended due to unanticipated Annual Conference equipment costs of \$1,170. This can be covered by the savings in ORS. It is clear that the \$1,010 allocated to CORS is insufficient to conduct one conference program each year and the CORS budget needs to be increased to cover conference equipment costs.

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF REVENUES AND EXPENSES-PUBLISHING

SECTION II
SCHEDULE 3

	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
=====								
ALA EDITIONS	3,263,076	2,985,854	2,985,556	298	0%	2,985,556	2,920,556	-2.2%
BOOKLIST	4,391,643	4,864,456	4,707,707	156,749	3%	4,707,707	4,757,707	1.1%
BOOKLINKS	656,344	620,340	693,093	(72,753)	-10%	693,093	628,093	-9.4%
AMERICAN LIBRARIES	1,169,427	1,136,039	1,431,187	(295,148)	-21%	1,431,187	1,231,187	-14.0%
ALA TECHSOURCE	494,435	453,090	537,738	(84,648)	-16%	537,738	467,738	-13.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	1,982,793	1,949,416	2,037,500	(88,084)	-4%	2,037,500	2,037,500	0.0%
TOTAL REVENUES	11,957,718	12,009,195	12,392,781	(383,586)	-3%	12,392,781	12,042,781	-2.8%
EXPENSES:								
=====								
ALA EDITIONS	2,720,180	2,565,363	2,760,809	195,446	7%	2,760,809	2,678,589	-3.0%
BOOKLIST	3,442,984	3,386,642	3,416,677	30,035	1%	3,416,677	3,416,077	-0.0%
BOOKLINKS	639,701	628,503	687,300	58,797	9%	687,300	633,080	-7.9%
AMERICAN LIBRARIES	1,770,401	1,553,074	1,726,990	173,916	10%	1,726,990	1,604,390	-7.1%
SUBSCRIPTION EQUIVALENT	(600,974)	(417,035)	(295,803)	121,232	41%	(295,803)	(373,203)	26.2%
ALA TECHSOURCE	433,667	371,812	490,696	118,884	24%	490,696	427,536	-12.9%
PRODUCTS AND PROMOTIONS (GRAPHICS)	1,625,507	1,567,856	1,844,906	277,050	15%	1,844,906	1,644,906	-10.8%
MARKETING	0	25,021	0	(25,021)	-	0	0	-
MARKETING ALLOCATION	0	0	0	0	-	0	0	-
UNALLOCATED SUPPORT UNITS	(54,862)	(25,598)	(7,526)	18,072	240%	(7,526)	(7,526)	-0.0%
TOTAL EXPENSES	9,976,604	9,655,638	10,624,049	968,411	9%	10,624,049	10,023,849	-5.6%
NET REVENUES	1,981,114	2,353,557	1,768,732	584,825	33%	1,768,732	2,018,932	14.1%
=====								

NET REVENUES								
=====								
ALA EDITIONS	542,896	420,491	224,747	195,744	87%	224,747	241,967	7.7%
BOOKLIST	948,659	1,477,814	1,291,030	186,784	14%	1,291,030	1,341,630	3.9%
BOOKLINKS	16,643	(8,163)	5,793	(13,956)	-241%	5,793	(4,987)	186.1%
AMERICAN LIBRARIES	0	0	0	0	-	0	0	-
ALA TECHSOURCE	60,768	81,278	47,042	34,236	73%	47,042	40,202	-14.5%
PRODUCTS AND PROMOTIONS (GRAPHICS)	357,286	381,560	192,594	188,966	98%	192,594	392,594	103.8%
MARKETING	0	(25,021)	0	(25,021)	-	0	0	-
UNALLOCATED SUPPORT UNITS	54,862	25,598	7,526	18,072	-240%	7,526	7,526	0.0%
TOTAL NET REVENUES	1,981,114	2,353,557	1,768,732	584,825	33%	1,768,732	2,018,932	14.1%
=====								

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.

10/24/2005

SCHEDULE 3 - American Library Association
COMMENTARY: STATEMENT OF REVENUES AND EXPENSES - PUBLISHING
AUGUST FY 2005 FINANCIALS

PUBLISHING

ALA Editions. Total Revenues are \$298 more than budget. Front list revenue is less than budget because the number of new titles is less than budget. In anticipation of this shortfall, marketing shifted its emphasis to backlist titles, which ended the year more than budget and offset the frontlist shortfall.

Total Expenses are \$195,446 or 9% less than budget. The great majority of that variance comes from Payroll Related Expenses, which are \$151,729 less than budget due to open positions. Net Revenues were \$195,744, or 87% more than budget. Net Revenues are 14.1% of Total Revenues. In short, the exceptional Net Revenue performance comes largely from not filling open positions, which ultimately affects productivity, which is partially evident in the front list title shortfall. This shortfall will affect the potential of backlist contribution in the future.

Other major variances include the following. Staff Development is \$10,391 less than budget. Distribution expenses are \$8,356 less than budget. Cost of Sales is \$64,730 less than budget. Marketing is \$41,676 less than budget. Royalty expense is \$25,167 more than budget. This is due largely to the distribution agreement for *Complete Copyright*, which has a high royalty in return for the "author" (the Washington Office OITP) assuming all product costs. The upshot of this is that Cost of Sales is less than budget and Royalties is more than budget. Product cost amortization is \$109,790 less than budget. IUT Misc, which represents the allocation of the AED office expenses, is \$15,371 less than budget.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$2,985,854	\$2,985,556	\$298
Direct Expenses	\$2,004,023	\$2,199,524	\$195,501
Contribution Margin	\$981,831	\$786,032	\$195,799
Overhead	\$561,341	\$561,285	(\$56)
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$420,490	\$224,747	\$195,743

Booklist magazine. Total Revenues for the magazine are \$207,605 or 4% more than budget. Subscription revenues are \$25,847, or 1%, less than budget. Net Advertising revenues are \$73,463, or 4%, more than budget. Royalty revenue is \$158,617, or 19%, more than budget. Total Expenses are \$58,931, or 2%, less than budget. Payroll Related expenses are \$26,400 more than budget because of the attrition factor, temporary employee and overtime expenses, and unbudgeted benefits expense. Business Meetings is \$19,954 more than budget in part because of events related to Booklist's 100th anniversary. Production-related expenses are \$7,166 more than budget, Advertising Space expenses are \$6,508 more than budget, Supplies are \$2,708 more than budget, Reference Materials are \$6,098 more than budget, Distribution Center expenses are \$6,900 more than budget, and Reproduction Center expenses are \$1,720 more than budget. Most of these variances are due to the ongoing promotion of the 100-year anniversary of the magazine. General Overhead is \$39,029 more than budget because Total Revenues are more than budget. On the other hand, Advertising Production costs are \$4,438 less than budget. Order Processing/Fulfillment expenses are \$2,746 less than budget in that subscription/circulation revenue is less than budget. Equipment Rental is \$10,043 less than budget. Postage is \$15,593 less than budget because a credit that should have been applied in FY04 was instead applied in FY05. IUT telephone is \$7,402 less than budget. IUT Misc, which represents the allocation of the AED office expenses, is \$23,602 less than

budget mainly because AED expenses are less than budget. Net Revenues are \$148,674, or 12%, more than budget. Net Revenues are 30% of Total Revenues.

Ancillary Products. Total Revenues are \$50,856 less than budget primarily because book publication dates were delayed. Book sales are \$63,691 less than budget. Mailing List rentals are \$6,547 less than budget because of timing differences. Misc. Sales (review copy sales) revenue is \$19,283 more than budget because of a change in vendor, resulting in more frequent shipments with a higher yield. Total expenses are \$88,966 less than budget because manufacturing expenses have not been incurred. In addition, this unit was originally budgeted for payroll related expenses that have not been incurred. Net Revenues are \$38,110 more than budget.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$4,864,456	\$4,707,707	\$156,749
Direct Expenses	\$2,324,063	\$2,383,568	\$59,505
Contribution Margin	\$2,540,393	\$2,324,139	\$216,254
Overhead	\$914,518	\$885,049	(\$29,469)
Taxes	\$148,060	\$148,060	\$0
Net Revenue(Loss)	\$1,477,815	\$1,291,030	\$186,785

Book Links. Total Revenues are \$72,753 or 10% less than budget. Subscription Revenues are \$46,392 or 10% less than budget. Net advertising revenues are \$26,783, or 11%, less than budget. Total Expenses are \$58,797 less than budget. Payroll-related expenses are \$15,988 more than budget. Printing expenses are \$4,859 less than budget because of lower prices at the new printer. Advertising Production costs are \$4,110 less than budget there were no expenses. Cost of Sales expense, which is the accumulation of deferred and current direct mail expenses, is \$37,150 less than budget. IUT Misc, or the allocation for AED expenses, is \$3,568 less than budget. General Overhead is \$13,677 less than budget. Net revenues are \$13,956 less than budget.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$620,340	\$693,093	(\$72,753)
Direct Expenses	\$499,734	\$544,854	\$45,120
Contribution Margin	\$120,606	\$148,239	(\$27,633)
Overhead	\$116,624	\$130,301	\$13,677
Taxes	\$12,145	\$12,145	\$0
Net Revenue(Loss)	(\$8,163)	\$5,793	(\$13,956)

American Libraries. Total Revenues are \$295,148 or 21% less than budget. Subscription revenues are slightly more than budget. Net advertising revenues are \$369,739 or 41% less than budget. Classified ad revenues are \$71,599 or 18% more than budget. Royalties are \$3,110 more than budget. Direct Expenses are \$118,428 or 8.1% less than budget due largely to production efficiencies. Printing expenses, for example, are \$56,211 or 29% less than budget because of lower prices at the new printer. Likewise, because of changes in the manufacturing process, Pre-press expenses, which are now provided by the printer, are \$102,705 less than budget. The cost of paper, on the other hand, is \$26,921 or 17% more than budget. And Binding is \$9,461 more than budget in part because of several inserts and special bindings. Total manufacturing expenses are \$122,534 less than budget. Editorial/Proofreading expenses are \$9,425 less than budget. Professional Services for outside writers and designers is \$12,198 less than budget because of a reduction in the number of manuscripts acquired and design services used. Advertising Production is \$12,000 less than budget because there were

no expenses. Postage is \$29,026 less than budget because the budget was correlated to the membership budget. Mail Service is \$15,050 more than budget because of the number of special mailings in FY05. Payroll Related expenses are \$17,941 more than budget because of the attrition factor and the overtime impact of the non-exempt reclassification. Temporary Employees expense is \$6,654 more than budget because of open positions. Equipment/Repairs is \$2,552 more than budget. Inter-unit charge backs for division ads are \$16,975 less than budget because of less activity. Exhibit expenses are \$3,500 more than budget. Staff Development is \$7,701 less than budget. IUT/CPU is \$4,000 less than budget because there were no charges. IUT Telephone is \$2,106 less than budget. And IUT Misc, the allocation for AED expenses, is \$7,367 less than budget. General Overhead expense is \$55,487 less than budget as a result of less than budget revenues. Despite significant efforts to reduce expenses, the major shortfall in display advertising revenue generates a variance in the Subscription Equivalent of \$121,231 more than budget.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$1,136,039	\$1,431,187	(\$295,148)
Direct Expenses	\$1,339,498	\$1,457,927	\$118,429
Subscription Equivalent	(\$417,034)	(\$295,803)	\$121,231
Contribution Margin	\$213,575	\$269,063	(\$55,488)
Overhead	\$213,575	\$269,063	\$55,488
Taxes	\$0	\$0	\$0
Net Revenue (Loss)	\$0	\$0	\$0

ALA TechSource. Total revenues are \$84,648 or 16% less than budget. The revenue shortfall is still due, in part, to subscribers lost after the RoweCom default. However, because of open positions, no marketing of any sort was done in FY05 for any of the publications or product offerings. Sales/Books is \$5,675 less than budget. Subscriptions revenue is \$68,878 less than budget. Net Advertising revenue is \$11,088 less than budget. Total expenses are \$118,884 less than budget. Direct expenses are \$102,970 less than budget primarily because of payroll and promotion savings. Professional Services is \$47,255 less than budget, but this is offset by Editorial/Proofreading, which is \$24,499 more than budget. Charges intended for Professional Services have been charged to Editorial/Proofreading. Production-related expenses are \$11,963 less than budget. Promotion expenses are \$33,491 less than budget. General Overhead is \$15,914 less than budget due to less than budget revenues. Net Revenues are \$34,236 or 73% more than budget and 18% of Total Revenues. Despite the lack of any kind of promotion, circulation for both print publications increased in recognition of the value of the editorial content directions. At year end, the editor launched a blog that is being well-received by the targeted reader community.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$453,090	\$537,738	(\$84,648)
Direct Expenses	\$286,631	\$389,601	\$102,970
Contribution Margin	\$166,459	\$148,137	\$18,322
Overhead	\$85,181	\$101,095	\$15,914
Taxes	\$0	\$0	\$0
Net Revenue (Loss)	\$81,278	\$47,042	\$34,236

ALA Graphics. Total Revenues are \$88,084 or 4% less than budget. Total Direct Expenses are \$260,490, or 18% less than budget. Payroll-related expenses are \$135,407 less than budget because of open positions. Temporary employee expenses are \$21,400 more than budget and Professional Services is \$17,022 more than budget for this reason as well --

recourse to outside help to cover vacancies. Transportation and Lodging expenses are \$5,023 less than budget. Production related expenses are \$41,720 less than budget. Order Processing is \$60,304 less than budget in part because of lower than budget sales. Postage is \$10,826 more than budget. Shipping & Handling recovery is \$40,687 less than budget, in part because the average revenue per order is less than budget. Order Processing/Fulfillment in total is \$8,761 less than budget. As a percent of sales, it is 12% of sales, which is better than the budget of 13%. Cost of Sales is \$74,091 less than budget largely because of the low cost and the success of the digital product. As a percent of sales, Cost of Sales is 16% compared to a budget of 20%. Marketing expenses are \$89,328 or 23% less than budget due in part to savings generated by designing the catalogs in-house. General Overhead is \$16,560 less than budget because of less than budget Revenues. Net Revenues are \$188,966 more than budget and 20% of Total Revenues.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$1,949,416	\$2,037,500	(\$88,084)
Direct Expenses	\$1,201,366	\$1,461,856	\$260,490
Contribution Margin	\$748,050	\$575,644	\$172,406
Overhead	\$366,490	\$383,050	\$16,560
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$381,560	\$192,594	\$188,966

Production Services: Expense recovery for all projects is \$18,072 more than budget. In Admin, Payroll related expenses are \$24,515 more than budget due to unbudgeted promotions and the attrition factor. Transportation is \$1,848 more than budget due to printing plant trips relating to the printing contract review. Equipment & Software Minor is \$1,803 less than budget and Equipment rental is \$4,245 less than budget. Prepress (Journal copyediting, composition and proofreading) is \$17,040 more than budget. Likewise, expense recovery for Service Publications, which consists of non-journal projects, is 27,863 more than budget. Activity in both categories was larger than expected and budgeted. The AALL law journal is \$4,576 more than budget. DTTP is \$3,323 less than budget.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$0	\$0	\$0
Direct Expenses	(\$25,598)	(\$7,526)	(\$18,072)
Contribution Margin	\$25,598	\$7,526	\$18,072
Overhead	\$0	\$0	\$0
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$25,598	\$7,526	\$18,072

Department Summary. Total Revenues are \$12,009,195, which is \$383,586 or 3% less than budget. Total Expenses are \$9,655,638, which is \$991,411 or 9% less than budget. Net Revenues are \$2,353,557, a new record, which is \$584,825 or 34% more than budget. Net Revenues are 20% of Total Revenues. Net advertising revenues in American Libraries are \$369,739 less than budget and represent the major component of the shortfall in Total Revenues. The major expense savings are coming from open positions--\$464,442, printing--\$314,337 (in large part due to lower costs from a new printer), and low product costs--\$175,971. Marketing expenses in ALA Editions and ALA Graphics combined are \$130,984 less than budget. ALA Editions Total Revenues are on budget due to strong backlist sales. Booklist/Ancillary Products is \$156,749 more than budget in large part because of strong license revenues (royalties), although advertising revenues are more than budget too. Book Links, American Libraries, ALA TechSource, and ALA Graphics are less than budget in Total Revenues. Even so, American Libraries classifieds are \$71,599 more than budget, ALA TechSource Net Revenues are

\$34,236 or 72% more than budget, and ALA Graphics Net Revenues are \$188,966 more than budget (almost entirely due to open positions). The variance in Net Revenues offsets the shortfall in General Overhead. The contribution margin for the Department is \$536,087 more than budget.

Year-end Summary	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$12,009,194	\$12,392,781	(\$383,587)
Direct Expenses	\$7,632,062	\$8,430,504	\$798,442
Subscription Equivalent	(\$417,035)	(\$295,803)	\$121,232
Contribution Margin	\$4,794,167	\$4,258,080	\$536,087
Overhead	\$2,257,729	\$2,329,843	\$72,114
Taxes	\$160,205	\$160,205	\$0
Net Revenue(Loss)	\$2,376,233	\$1,768,032	\$608,201

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

SECTION II

	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
CONFERENCE-ANNUAL	4,881,576	5,743,909	5,841,460	(97,551)	-2%	5,841,460	5,671,460	-2.9%
CONFERENCE-MIDWINTER	2,424,293	2,278,634	2,407,750	(129,116)	-5%	2,407,750	2,257,750	-6.2%
OFHRD&R	52,283	58,836	63,500	(4,664)	-7%	63,500	63,500	0.0%
OLOS	12,055	9,920	33,350	(23,430)	-70%	33,350	33,350	0.0%
OIF	244,678	246,260	310,680	(64,420)	-21%	310,680	310,680	0.0%
OA	56,233	59,522	55,000	4,522	8%	55,000	55,000	0.0%
DIVERSITY	21,033	4,601	2,150	2,451	114%	2,150	2,150	-
SENIOR AED/MISC AWARDS	1,155	0	15,000	(15,000)	-100%	15,000	15,000	-
TOTAL REVENUES	7,693,306	8,401,682	8,728,890	(327,208)	-4%	8,728,890	8,408,890	-3.7%
EXPENSES:								
CONFERENCE-ANNUAL	3,899,423	4,033,087	4,185,916	152,829	4%	4,185,916	3,985,916	-4.8%
CONFERENCE-MIDWINTER	2,152,038	1,860,317	2,035,181	174,864	9%	2,035,181	1,875,181	-7.9%
ITTS	2,039,246	1,782,160	1,807,193	25,033	1%	1,807,193	1,792,193	-0.8%
OFHRD&R	344,951	321,522	347,357	25,835	7%	347,357	342,357	-1.4%
OLOS	329,397	274,072	310,218	36,146	12%	310,218	305,218	-1.6%
OIF	624,691	634,217	693,466	59,249	9%	693,466	673,466	-2.9%
OA	304,083	252,560	327,893	75,333	23%	327,893	312,893	-4.6%
DIVERSITY	190,355	174,932	167,412	(7,520)	-4%	167,412	162,412	-3.0%
SENIOR AED	179,915	180,617	230,732	50,115	22%	230,732	205,732	-10.8%
TOTAL EXPENSES	10,064,099	9,513,484	10,105,368	591,884	6%	10,105,368	9,655,368	-4.5%
NET REVENUES	(2,370,793)	(1,111,802)	(1,376,478)	264,676	19%	(1,376,478)	(1,246,478)	-9.4%
NET REVENUES:								
CONFERENCE-ANNUAL	982,153	1,710,822	1,655,544	55,278	3%	1,655,544	1,685,544	1.8%
CONFERENCE-MIDWINTER	272,255	418,317	372,569	45,748	12%	372,569	382,569	2.7%
ITTS	(2,039,246)	(1,782,160)	(1,807,193)	25,033	1%	(1,807,193)	(1,792,193)	-0.8%
OFHRD&R	(292,668)	(262,686)	(283,857)	21,171	7%	(283,857)	(278,857)	-1.8%
OLOS	(317,342)	(264,152)	(276,868)	12,716	5%	(276,868)	(271,868)	-1.8%
OIF	(380,013)	(387,957)	(382,786)	(5,171)	-1%	(382,786)	(362,786)	-5.2%
OA	(247,850)	(193,038)	(272,893)	79,855	29%	(272,893)	(257,893)	-5.5%
DIVERSITY	(169,322)	(170,331)	(165,262)	(5,069)	-3%	(165,262)	(160,262)	-3.0%
AED	(178,760)	(180,617)	(215,732)	35,115	16%	(215,732)	(190,732)	11.6%
TOTAL NET REVENUES	(2,370,793)	(1,111,802)	(1,376,478)	264,676	19%	(1,376,478)	(1,246,478)	-9.4%

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.
18-Oct-05

***American Library Association
Schedule 4 – Statement of Revenues and Expenses – Member Programs & Services
August FY 2005 Financials – 3rd Close***

Department Summary:

Collectively, MPS General Fund units (excluding Conference Services, but including ITTS) have a positive variance of \$163,618; Conference Services had a total positive variance of \$101,026. ACRL's National Conference in Minneapolis (April) broke previous ACRL records. Divisions are generally turning in strong performances, which most doing better than budget on a net basis.

MPS General Fund

Conference Services: Midwinter Meeting

The 2005 Midwinter Meeting has been closed. The 2005 Midwinter Meeting was a very successful conference – as expected with a northeast location. There were 10,028 in attendance, with total participation of 13,232. Income was slightly under budget due to decreased advertising sales and reduced exhibit space. ALA had outgrown the Hynes since it was booked, but, since the new BCEC still lacked sufficient nearby hotel space and infrastructure, it remained the best option. It proved to be a popular location with attendees, who appreciated the convention center, hotels and shopping under one roof – with the Boston Public Library across the street.

Expenses were well controlled. Audio-visual, computer rental/internet connections, professional services (interpreters) and postage were over budget – but busing was under budget due to the number of “walking hotels” in the block. Also under budget were exhibit expenses (smaller hall), facilities rental, printing and entertainment. The 2005 Midwinter Meeting returned \$45,748 more than its budgeted net revenue to support ALA services and programs.

Conference Services: Annual Conference

Like Boston, Chicago is a very expensive city in which to do conferences and meetings. The labor rates are very high, as are other costs like food and beverage, shuttle busing and Internet connections. Early financial reports indicated that the Annual Conference would hit the budgeted net revenue target; in fact, with assistance from groups across the Association, it exceeded the net revenue target by \$55,278. In particular, it is worth noting that collaborative work between Conference Services, ALA Divisions and other groups resulted in an audio-visual line under budget – for the first time in many years.

Areas where expenses were under budget included facilities rental, lodging and meals, exhibits, some promotion activities (services provided by The Chicago Convention and Tourism Bureau) and honoraria (public officials do not accept honoraria). Offsetting that, there were expense areas over budget – computer expenses, food functions, temporary help, printing and design. Busing was also over budget, since additional buses were added and buses ran at “peak” all day, rather than 4 hours/day as in some other cities; some busing expenses are expected to be offset by McCormick Place.

On the revenue side, registration was very strong. Advertising exceeded budget – and exhibits sales were very close to hitting an aggressive target. Donations revenue was down slightly.

Overall, strong member and exhibitor participation, hard work from Conference Services staff, and collaboration across the Association produced a successful annual conference and produced a net revenue \$85,840 over target.

ITTS

Total Expenses Budgeted /Actual /Remaining: \$1,807,193/\$1,782,160/\$25,033
Revenue (Expense) Budgeted/Actual/Variance: \$(1,807,193)/\$(1,782,160)/\$25,003

At the end of August 2005, ITTS expenses are 1.39% under budget.

ITTS needed to come in under budget by \$15,000, and we exceeded that goal by \$10,000. Professional services were high but were offset by salary savings from two open positions. Software maintenance costs were slightly lower due to the fact that we retired some of our older equipment. Depreciation expenses were slightly lower due to some equipment being fully depreciated.

Office for Accreditation

OA operated under budget throughout the fiscal year due to the continuing vacancy in the Director position and delay of printing expenditures to FY2006. The Director vacancy was filled internally in the middle of the 3rd Quarter (April), but created a vacancy in the assistant director position, since filled internally through promotion of the program officer. Prior to promotion, the program officer was on unpaid (educational) leave for four pay periods, starting late in the 3rd Quarter. Recruitment is under way for the program officer position. Revenue was over budget as a result of additional application, pre-candidacy and candidacy fees.

Office for Diversity

OFD had a financially successful year, bringing in donations and speaker fees to provide seed funding for creation of a planned doctoral support program. The third close variance reflects changes in the wage and benefits budget – with other budget lines generally underspent.

Office for Human Resource Development & Recruitment

HRDR ended the year in a better position than anticipated. Placement ended with a net revenue of \$9,871, due in large part to lower than expected costs from the Chicago conference. There were \$10,144 in salary savings in the HRDR administrative project, from a vacant position due to an early retirement. The Scholarships project was slightly over budget (\$3,041) due to the decision not to transfer scholarship administration costs from endowment funds. The Recruitment project was slightly underspent.

Office for Intellectual Freedom

OIF finished the fiscal year close to its net expense budget, largely as a result of the strong performance of Banned Books Week. On a net basis, BBW was 173% better than budget – on a net basis. *Newsletter on Intellectual Freedom* closed behind on both revenue and expenses – and ahead of budget (49%) on a net basis. Lawyers for Libraries was significantly behind on both revenues and expenses, completing the fiscal year \$10,000 below budgeted net revenue. Some salary expense is still to be transferred from OIF to FTRF, to cover a part-time FTRF employee.

SAED Office – Member Programs & Services

Revenue was budgeted in project 0329, in anticipation of a pre-Midwinter and Annual Conference Civic Forums training. No events were scheduled, so no expenses have been incurred in that project, and no revenue will be received.

Project 1040 (web-ce) is being used to cover production of *Knowledge and Networking*, the quarterly catalog of ALA continuing education delivered with American Libraries. Costs were partially reimbursed by the Executive Director's contingency. Participating divisions and offices also provided partial reimbursement, on the basis of space used.

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

SECTION II
SCHEDULE 5
PAGE 1

		YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES									
401	PLA	3,648,261	1,087,007	1,285,830	(198,823)	-15%	1,285,830	1,285,830	0.0%
403	ACRL	1,767,667	3,613,278	2,670,496	942,782	35%	2,670,496	2,670,496	0.0%
404	CHOICE	2,516,971	2,742,389	2,511,700	230,689	9%	2,511,700	2,511,700	0.0%
405	AASL	1,876,106	585,191	676,680	(91,489)	-14%	676,680	676,680	0.0%
406	ASCLA	56,715	62,393	70,840	(8,447)	-12%	70,840	70,840	0.0%
407	ALCTS	466,577	449,089	557,625	(108,536)	-19%	557,625	557,625	0.0%
409	LAMA	338,016	484,678	553,760	(69,082)	-12%	553,760	553,760	0.0%
410	RUSA	382,287	453,494	399,240	54,254	14%	399,240	399,240	0.0%
411	ALTA	80,957	91,207	122,580	(31,373)	-26%	122,580	122,580	0.0%
412	LITA	535,353	546,151	647,265	(101,114)	-16%	647,265	647,265	0.0%
413	ALSC	936,068	1,207,407	884,217	323,190	37%	884,217	884,217	0.0%
414	YALSA	307,043	288,904	429,590	(140,686)	-33%	429,590	429,590	0.0%
TOTAL REVENUES		12,912,021	11,611,188	10,809,823	801,365	7%	10,809,823	10,809,823	0.0%
EXPENSES									
401	PLA	3,051,246	1,804,737	2,006,100	201,363	10%	2,006,100	2,006,100	0.0%
403	ACRL	1,963,221	2,775,690	2,902,460	126,770	4%	2,902,460	2,902,460	0.0%
404	CHOICE	2,256,965	2,394,263	2,494,050	99,787	4%	2,494,050	2,494,050	0.0%
405	AASL	1,377,580	1,065,250	1,306,706	241,456	18%	1,306,706	1,306,706	0.0%
406	ASCLA	57,044	55,889	65,711	9,822	15%	65,711	65,711	0.0%
407	ALCTS	522,204	468,012	522,886	54,874	10%	522,886	522,886	0.0%
409	LAMA	371,354	423,228	545,179	121,951	22%	545,179	545,179	0.0%
410	RUSA	391,718	377,931	389,529	11,598	3%	389,529	389,529	0.0%
411	ALTA	80,610	99,207	116,592	17,385	15%	116,592	116,592	0.0%
412	LITA	516,916	465,684	605,715	140,031	23%	605,715	605,715	0.0%
413	ALSC	830,966	920,009	929,728	9,719	1%	929,728	929,728	0.0%
414	YALSA	208,831	304,400	414,847	110,447	27%	414,847	414,847	0.0%
TOTAL EXPENSES		11,628,655	11,154,300	12,299,503	1,145,203	9%	12,299,503	12,299,503	0.0%
NET REVENUES		1,283,366	456,888	(1,489,680)	1,946,568	131%	(1,489,680)	(1,489,680)	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

SECTION II
SCHEDULE 5
PAGE 2

	YEAR TO DATE ACTUAL AUGUST 31, 2004	YEAR TO DATE ACTUAL AUGUST 31, 2005	YEAR TO DATE BUDGET AUGUST 31, 2005	VARIANCE	%	2005 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
NET REVENUES								
=====								
401 PLA	597,015	(717,730)	(720,270)	2,540	0%	(720,270)	(720,270)	0.0%
403 ACRL	(195,554)	837,588	(231,964)	1,069,552	461%	(231,964)	(231,964)	-0.0%
404 CHOICE	260,006	348,126	17,650	330,476	1872%	17,650	17,650	0.0%
405 AASL	498,526	(480,059)	(630,026)	149,967	24%	(630,026)	(630,026)	0.0%
406 ASCLA	(329)	6,504	5,129	1,375	27%	5,129	5,129	0.0%
407 ALCTS	(55,627)	(18,923)	34,739	(53,662)	-154%	34,739	34,739	-0.0%
409 LAMA	(33,338)	61,450	8,581	52,869	616%	8,581	8,581	0.0%
410 RUSA	(9,431)	75,563	9,711	65,852	678%	9,711	9,711	0.0%
411 ALTA	347	(8,000)	5,988	(13,988)	-234%	5,988	5,988	0.0%
412 LITA	18,437	80,467	41,550	38,917	94%	41,550	41,550	0.0%
413 ALSC	105,102	287,398	(45,511)	332,909	731%	(45,511)	(45,511)	0.0%
414 YALSA	98,212	(15,496)	14,743	(30,239)	-205%	14,743	14,743	0.0%
416 LITA/LAMA NAT'L CONF	0	0	0	0	-	-	-	-
TOTAL NET REVENUES	1,283,366	456,888	(1,489,680)	1,946,568	131%	(1,489,680)	(1,489,680)	0.0%
=====								

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

18-Oct-05

American Library Association
Schedule 5 – Statement of Revenues and Expenses – Divisions
August FY 2005 Financials – 3rd Close

Unit Summaries – Divisions

American Association of School Librarians (AASL)

AASL finished the year as predicted. Revenue shortfalls in dues, advertising and some CE projects were consistent throughout the year. Expenses from deferred projects were the primary factor in lower than budgeted expenses. Salary savings from open positions early in the fiscal year also accounted for some of the savings.

Association for Library Collections & Technical Services (ALCTS)

Revenue: Revenue shortfall was due to: budgeted for 12 months of increased dues and subscription revenue when only 8 months actually realized (total discrepancy = \$12,400 for dues, \$4,800 for subscriptions). Also subscriptions fell by 78 net for additional lost revenue. Dues held. Registration fees were well below expectations: fewer CE offerings and the Midwinter workshop offerings were well below expectations (two half day instead of two full day). Book sales and royalty revenue were good as was donations. Also, endowment spending account interest will be transferred to the operating account - \$1,714. Advertising was once again below but better than the previous year.

Expenses: In most cases expenses were uniformly below budget. Salary savings from the open position did not materialize at the four month level due to temporary help. Outside editorial and printing expenses were higher due to a staffing shortage. Expenses were also incurred for a staff search. LRTS expenses were in line with budget as were other projects. Some publishing expenses were incurred in advance of revenue from the projects, which will be seen in FY06. Had a variety of accruals in wages, etc.

Re-Cap: CE is the next major project to be scrutinized, since in-person CE had a net loss of \$10,000. However the web course had net revenue of \$10,000 so ALCTS broke even on CE. However, revenue was budgeted for these two lines to about \$15,000-18,000. As was expected, the dues increase covered the office (0000) expenses and the subscription increase (despite losing subscriptions) covered the LRTS expenses. As mentioned bringing CE in line is the FY06 main task.

Outlook: Despite losing \$18,819 (soon minus \$3,200 from the endowment, the amount is not far from expected. This is most notably the result of lost revenue in the CE and Midwinter workshop projects. If those would have made budget, the shortfall would have been a positive.

Association for Library Service to Children (ALSC)

Revenue of Award seals have exceeded budget. Dues revenue ran ahead of budget for FY2005. The ALSC journal *Children and Libraries* performed well, with advertising sales ahead of budget and expenses under budget. Subscriptions were under budget by about 12%. Friends of ALSC donations have exceeded budgeted revenue. The revenue/expenses from Newbery/Caldecott/Wilder Banquet came in ahead of budget. The ALSC Preconference just missed breaking even. Expenses for meal functions were higher than anticipated and went over budget by 3%. The Preconference revenue (\$30,080) was actually less than reported last month (\$132,165) as the Banquet revenue was accidentally booked there. Royalties were under anticipated revenue all year, with no clear reason why. The split of PLS/ALSC Early Literacy project revenues has been recognized for FY 2005. ALSC portion of revenues was ahead of ALSC's overall expenses for FY 2005.

Overall, expenses were kept under control and the revenue was strong. A transfer from the net asset balance for a total of \$15,000 has been made to the Belpré (\$5,000), Wilder (\$5,000) and Arbuthnot (\$5,000) endowments.

Association for Library Trustees & Advocates (ALTA)

Some expense reduction, as well as \$2,300 in interest, should be reflected on the final close – for a final FY05 loss of (\$5,000). A \$2,000 decrease in membership revenue, loss of \$2,600 budget revenue for a preconference, combined with overtime in excess of budget and significant a-v costs all combined to negatively impact the ALTA budget. A \$1,200 donation for some 2005 Annual Conference food/beverage cost is still due – and will be reflected in FY2006. Event success and a staff vacancy helped offset declining membership revenues.

Association of College & Research Libraries (ACRL)

ACRL's revenues of \$3,613,278 are 35% above projections. Revenue from this year's National Conference brought a healthy increase to the bottom line. Revenues are slightly ahead of budget for membership dues and ACRL membership stands at a near-record high of 13,118, which is up 8% from August 2004. ACRL's other professional development programs all exceeded budgeted revenues. Both classified and product ads for *C&RL News* finished ahead of budget helped in part by the record-breaking ACRL National Conference.

Total expenses are \$2,775,690 and are 4% below budget, due in part to more than \$100,000 in salary savings as two budgeted positions were vacant for the year (the Scholarly Communications/Government Relations Specialist and the program coordinator to the associate director) and another was not filled until July (the part-time administrative assistant). The final Unrelated Business Income Tax (UBIT) amount has not yet been determined for ACRL's serial publications and could still affect the final expenses for those budgets either positively or negatively. Several other small charges are still being investigated so the numbers presented here are expected to change slightly.

ACRL CHOICE

CHOICE total FY 2005 revenues were \$2,742,389, a new CHOICE record. This was \$230,689 (9%) better than budget and \$225,419 (9%) better than last year. Total expenses were \$2,394,263. This is \$99,787 (4%) less than budget but \$137,298 (6%) more than last year as CHOICE ramped up its investment in product development and filled several vacant positions. Net revenues were \$348,127, which is \$330,476 (1,872%) better than budget and \$88,120 (33%) better than last year's net of \$260,006. All of CHOICE's major revenue sources exceeded budget. Print subscriptions were \$1,118,452, some \$50,012 (4%) better than budget. Electronic subscription revenues were \$279,007, which exceeded budget by \$42,807 (17%). Print ad net revenues were \$794,750, which was \$36,726 (4%) better than budget and \$29,947 (3%) better than last year. Online net ad revenues were \$9,777, a modest increment over last year in dollar terms (\$5,698) but a significant percentage increase (139%). Finally, licensing revenues were \$480,861, a new CHOICE record that was also \$85,153 (21%) better than budget and \$104,296 (27%) better than last year. Thanks to better than anticipated revenues coupled with below budget growth in expenses, CHOICE enjoyed a highly successful year in 2005.

Association of Specialized & Cooperative Library Agencies (ASCLA)

Both revenues and expenses ended the year under budget. Revenues were less than expected because of low publications activity. Expenses were under budget due to a staff vacancy. On a net basis, as predicted, ASCLA finished slightly better than budget.

Library Administration & Management Association (LAMA)

LAMA had a strongly positive year. Ending net revenue is over \$61,000; this is an almost \$95,000 difference from the end of FY2004, which had an ending net expense of over \$33,000. Primary factors in this turn-around are: reduction of FTE from 3 to 2, increased dues revenue, increased net revenue from continuing education, and revenue from a new monograph publication. Once final close adjustments are made, LAMA's net assets going into FY2006 will be about \$106,000.

Library & Information Technology Association (LITA)

The LITA National Forum was very successful as was one of the Midwinter Workshops. LITA offered three pre-conferences in Chicago that combined netted more than budgeted. Salary/related expenses reflect a continued vacancy, as the result of the early retirement program.

Public Library Association (PLA)

Overall, PLA revenues and expenses off set each other. This was the first year of our two-year conference planning cycle. As such it was a spend down year. PLA planned on spending down \$720,270 from net assets and the actual expense was \$717,720; which was \$2,550 better than plan. Expenses were under budget and will continue to be under budget until several vacant positions are filled. PLA did make the scheduled \$250,000 endowment contribution from net assets, which is noted as an intra-fund transfer at the beginning of our All Projects Report. Overall, PLA performed as expected.

Reference & User Services Association (RUSA)

Revenue was better than budget, particularly in registration fees, Web CE, and donations. Expenses were under budget because of a staff vacancy. The RUSA long-term investment account now stands at \$295,290.

Young Adult Library Services Association (YALSA)

YALSA's net asset balance stayed mostly flat for FY 05. Membership remains a reliable revenue source, but the number of student memberships tempers gains in this area. (Nearly 1 in 4 members are student members.) The most recent statistics available are for August and total membership is 4,734, which is up nearly 11% from this time last year. YALSA added 83 members between July and August, which is likely due to the Teen Read Week promotion. YALSA must be aggressive in FY 06 in developing and implementing new revenue streams in order to stay fiscally healthy.

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF FINANCIAL POSITION-TOTAL ALA

SECTION III
SCHEDULE 6

	ACTUAL AUGUST 31, 2004	ACTUAL AUGUST 31, 2005	VARIANCE	%
ASSETS	50,503,468	57,732,084	7,228,616	14%
LIABILITIES	26,914,809	30,828,687	3,913,878	15%
NET ASSETS	23,588,659	26,903,397	3,314,738	14%
TOTAL LIABILITIES AND NET ASSETS	50,503,468	57,732,084	7,228,616	14%

FOR ADDITIONAL DETAIL SEE SCHEDULE 12

18-Oct-05

American Library Association
Schedule 6 – Commentary: Balance Sheet - Total ALA
August FY 2005 Financials – 3rd Close

ASSETS

At August 31, 2005, total assets of \$57,732,084 are \$7,228,615 more than the total at August 31, 2004. This is a result of increases in long-term investments (D), property, plant and equipment and (B) net accounts receivable offset by decreases in cash and short-term investments (A) and inventories (C).

A. Cash and Short-Term Investments: Cash and short-term investments of \$16,790,247 at August 31, 2005 are \$1,811,638 lower than at August 31, 2004.

	<u>YTD</u> <u>AVG. BALANCE</u>	<u>YTD</u> <u>INTEREST INCOME</u>	<u>YTD</u> <u>YIELD</u>
FY 2004	\$14,793,387	\$624,074	3.29%
FY 2005	\$13,660,223	\$532,647	3.93%

The FY 2005 yield is higher and year-to-date interest income is lower than FY 2004. See Schedule 2 explanation for additional investment information.

B. Net Accounts Receivable: Net accounts receivable of \$5,404,733 at August 31, 2005 are \$976,993 higher than the balance of \$4,427,740 at August 31, 2004. The increase is the result of a higher balance in iMIS billings, mainly advertising and a lower reserve for bad debts. At August 31, 2005, total trade receivables were \$2,961,546 as compared to \$1,943,418 in FY 2004. Reserves for bad debt decreased \$203,654.

C. Inventories: While net inventories decreased by \$47,249, the gross inventory balance decreased by \$33,480 to \$1,704,757 at August 31, 2005 from \$1,738,237 at August 31, 2004. ALA Editions finished goods has a \$117,773 decrease and Graphics has a \$50,904 increase. ALA Editions work-in-progress has an decrease of \$26,458. On a net basis, the reserves have increased \$13,769 at August 31, 2005.

D. Endowment Investments: Long-term endowment investments of \$24,258,429 at August 31, 2005 are \$4,064,583 higher than at August 31, 2004, primarily as a result of market conditions.

E. Property, Plant and Equipment: Property, plant and equipment, net of depreciation of \$8,861,159 at August 31, 2005 is \$4,879,925 higher than at August 31, 2004 mainly as a result of the purchase of the DC property.

LIABILITIES

At August 31, 2005, total liabilities of \$30,828,687 are \$3,913,878 higher than total liabilities at August 31, 2004 primarily due to increases in (B) deferred revenues – grants and awards, D) deferred revenues – membership dues and deferred revenues (A) meetings and conferences offset by a decrease in (E) deferred revenues - subscriptions and (C) accounts payable.

A. Deferred Revenues - Meetings and Conferences: At August 31, 2005, deferred revenues for meetings and conferences totaled \$4,406,134 as compared to \$1,989,586 at August 31, 2004. At August 31, 2005 deferred revenues consisted of Annual Conference, \$900,512, Midwinter, \$709,125, PLA National Conference (March 2006), \$540,292 and AASL National Conference (October 2005), \$1,396,736. At August 31, 2004, Midwinter deposits were \$616,006, Annual Conference, \$333,125, PLA National Conference, \$203,400, ACRL deposits are \$237,613, and AASL (October 2005) deposits are \$366,114.

B. Deferred Revenues – Grants: Deferred revenues for Grants and Awards at August 31, 2005 are \$2,460,943 as compared to \$2,417,185 at August 31, 2004. In August 2005, the following grants had significant deferred revenues, Frankenstein exhibit, \$38,120, Nextbook, \$202,610, MacArthur Credibility, \$20,598, Library Champions, \$15,017, 21st Century Fund, \$236,199, Literacy Network Database, \$243,659, and the Scholarship Bash, \$397,632. In August 2004, major grants included MacArthur III, \$144,385, the Scholarship Bash, \$278,491, Library Champions, \$168,418, CIPA Defense Fund, \$19,257, Edlinc, \$10,846, and Literacy Network Database, \$423,470.

C. Accounts Payable: At August 31, 2005, accounts payable totaled \$14,748,625 as compared to \$1,626,376 at August 31, 2004. The decrease of \$1,877,750 reflects the accrual of payroll related expenses, mainly for post-retirement benefits offset by the income tax liability related to the sale of Huron Plaza.

D. Deferred Revenues - Membership Dues: Deferred revenues for membership dues at August 31, 2005 are \$3,577,941 as compared to \$3,411,433 at August 31, 2004.

E. Deferred Revenues – Subscriptions: Deferred revenues for subscriptions at August 31, 2005 are \$2,460,043 as compared to \$2,470,230 at August 31, 2004. The decrease of \$10,186 is mainly an increase in Book Links (\$56,516), LTR (\$28,856), CHOICE (\$5,372), and ROC (\$176,588), offset by a decrease in Booklist (\$84,231), American Libraries (\$3,163).

APPENDICES - STATEMENTS OF REVENUES AND EXPENSES

AMERICAN LILY ASSOCIATION
Summary of Revenues and Expenses
Compared to Budget
Consolidated Fund (1-4)
Year to Date Ending Aug 2005
(Report FRCI)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	8,068,897	7,815,846	8,068,897	-253,051	-3.1	-253,051
Sale of Materials / Net	6,878,173	6,906,362	6,878,173	28,189	0.4	28,189
Subscriptions	4,746,632	4,653,850	4,746,632	-92,782	-2.0	-92,782
Advertising / Net	5,830,913	5,601,703	5,830,913	-229,210	-3.9	-229,210
Meetings and Conferences	9,462,382	9,794,557	9,462,382	332,175	3.5	332,175
Grants	2,280,087	3,342,726	2,280,087	1,062,639	46.6	1,062,639
Interest / Dividends	1,254,322	1,169,080	1,254,322	-85,242	-6.8	-85,242
Endwmt Gain/Loss - Realized	0	1,210,820	0	1,210,820	N/A	1,210,820
Endwmt Gain/Loss - Unrealized	706,550	1,400,620	706,550	694,070	98.2	694,070
Miscellaneous	3,797,338	4,016,107	3,797,338	218,769	5.8	218,769
Total Revenues	43,025,294	45,911,671	43,025,294	2,886,377	6.7	2,886,377
Expenses						
Payroll and Related Expenses	18,012,185	17,143,387	18,012,185	868,798	-4.8	868,798
Outside Services	4,426,408	5,101,960	4,426,408	-675,552	15.3	-675,552
Travel and Related Expenses	1,814,705	1,825,515	1,814,705	-10,810	0.6	-10,810
Meetings and Conferences	5,530,398	5,140,674	5,530,398	389,724	-7.0	389,724
Publication-Related Expenses	6,036,066	5,414,669	6,036,066	621,397	-10.3	621,397
Operating Expenses	7,696,540	7,887,294	7,696,540	-190,754	2.5	-190,754
Direct Expenses	43,516,302	42,513,500	43,516,302	1,002,802	-2.3	1,002,802
Inter-Unit Transfers	0	-48	0	48	N/A	48
Taxes/Income	227,378	123,694	227,378	103,684	-45.6	103,684
Indirect Expenses	227,378	123,646	227,378	103,732	-45.6	103,732
Total Expenses	43,743,680	42,637,146	43,743,680	1,106,534	-2.5	1,106,534
Net Revenue (Expense)	-718,386	3,274,525	-718,386	3,992,911	-555.8	3,992,911

AMERICAN LIAISON ASSOCIATION
Summary of Revenues and Expenses
Consolidated (Funds 1-4) / By Fund
For the Period Ending Aug 2005
(Report 8888)

	Operating Fund (1)	Plant Fund (2)	Restricted Fund (4)	Endowment Fund (3)	Total All Funds
Revenues:					
Dues	7,824,240	0	0	-8,394	7,815,846
Book Sales/Net	5,137,766	0	0	0	5,137,766
Graphics Sales	15,569	0	0	0	15,569
Other Sales	1,725,632	0	27,126	269	1,753,027
Subscriptions	4,653,850	0	0	0	4,653,850
Advertising/Net	5,601,703	0	0	0	5,601,703
Meetings and Conferences	9,701,487	0	93,070	0	9,794,557
Grants, Contracts & Awards	0	0	3,342,726	0	3,342,726
Interest and Dividends	532,647	0	0	636,433	1,169,080
Endmnt Gain/Loss - Realized	-152,835	0	0	1,363,655	1,210,820
Endmnt Gain/Loss - Unrealized	-64,184	0	0	1,464,804	1,400,620
Miscellaneous	3,334,606	0	82,883	598,618	4,016,107
Total Revenues	38,310,482	0	3,545,804	4,055,385	45,911,671
Expenses:					
Payroll and Related Expenses	16,664,808	0	478,579	0	17,143,387
Outside Services	4,165,411	0	745,794	190,755	5,101,960
Travel-Related Expense	1,471,893	0	350,143	3,479	1,825,515
Meetings and Conferences	4,445,201	0	416,176	279,296	5,140,674
Publication-Related Expense	1,969,890	0	13,730	123	1,983,743
Continued	3,350,421	0	77,742	2,764	3,430,926
Operating Exp (5030-1, 5500)	736,409	0	231,647	0	968,057
Operating Expenses (5040-99)	5,762,862	333,999	796,745	25,631	6,919,237
Subtotal/Operating Expenses	6,499,271	333,999	1,028,393	25,631	7,887,294
Direct Expenses	38,566,895	333,999	3,110,558	502,047	42,513,500
Inter-Unit Transfers (5900-08)	-7,649	0	7,599	50	0
Inter-Unit Trfrs (5909, 10, 12, 13)	-19,158	0	18,791	320	-48
Inter-Unit Trfr (5940-42, 98-99)	-26,000	0	26,000	0	0
Subtotal/Inter-Unit Trfrs	-52,807	0	52,389	370	-48
Overhead Recovered	-382,857	0	382,857	0	0
Income Taxes	123,694	0	0	0	123,694
Indirect Expenses	-311,970	0	435,247	370	123,646
Total Expenses	38,254,925	333,999	3,545,804	502,417	42,637,146
Net Revenues	55,557	-333,999	0	3,552,968	3,274,525
Beginning Fund Balance	434,269	-0	1,235	23,193,396	23,628,900
Intra-Fund Transfers	-844,489	334,741	0	509,748	0
Ending Fund Balance	-354,663	742	1,235	27,256,111	26,903,425

AMERICAN LIBRARY ASSOCIATION
Summary of Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending Aug 2005
(Report 0044)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	5,490,000	5,219,137	5,490,000	-270,863	-4.9	-270,863
Sale of Materials/Net	5,475,884	5,368,105	5,475,884	-107,779	-2.0	-107,779
Subscriptions	2,923,600	2,766,203	2,923,600	-157,397	-5.4	-157,397
Advertising/Net	4,519,192	4,132,530	4,519,192	-386,662	-8.6	-386,662
Meetings and Conferences	6,811,110	6,783,659	6,811,110	-27,451	-0.4	-27,451
Grants, Contracts & Awards	10,000	0	10,000	-10,000	-100.0	-10,000
Interest and Dividends	740,773	532,647	740,773	-208,126	-28.1	-208,126
Endwmnt Gain/Loss - Realized	0	-152,835	0	-152,835	N/A	-152,835
Endwmnt Gain/Loss - Unrealized	0	-64,184	0	-64,184	N/A	-64,184
Miscellaneous	1,768,285	1,795,388	1,768,285	27,103	1.5	27,103
Total Revenues	27,738,844	26,380,650	27,738,844	-1,358,194	-4.9	-1,358,194

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending Aug 2005
(Report 0045)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	27,738,844	26,380,650	27,738,844	-1,358,194	-4.9	-1,358,194
Expenses						
Payroll and Related Expenses	12,969,667	14,071,486	12,969,667	-1,101,819	8.5	-1,101,819
Outside Services	2,924,612	3,180,273	2,924,612	-255,661	8.7	-255,661
Travel-Related Expenses	1,158,357	916,182	1,158,357	242,175	-20.9	242,175
Meetings and Conferences	2,741,610	2,661,463	2,741,610	80,147	-2.9	80,147
Publication-Related Expenses	4,201,158	3,809,123	4,201,158	392,036	-9.3	392,036
Operating Expenses	4,790,943	3,837,460	4,790,943	953,483	-19.9	953,483
Direct Expenses	28,786,347	28,475,986	28,786,347	310,361	-1.1	310,361
Inter-Unit Transfers	-59,323	-324,567	-59,323	265,244	447.1	265,244
Overhead Recovered	-1,218,085	-1,350,006	-1,218,085	131,921	10.8	131,921
Income Taxes	160,205	56,521	160,205	103,684	-64.7	103,684
Indirect Expenses	-1,117,203	-1,618,052	-1,117,203	500,849	44.8	500,849
Total Expenses	27,669,144	26,857,934	27,669,144	811,210	-2.9	811,210
Net Revenues	69,700	-477,284	69,700	-546,984	-784.8	-546,984

AMERICAN LIBRARY ASSOCIATION
Departmental Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending Aug 2005
(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
Revenues								
Interest/Dividends	52,474	61,785	532,647	740,773	-208,126	-28.1	740,773	208,126
Mail List Sales/Rental	36,329	23,352	306,926	280,000	26,926	9.6	280,000	-26,926
Membership Dues:								
Personal	326,481	351,445	3,869,398	4,054,000	-184,602	-4.6	4,054,000	184,602
Organizational	103,315	111,500	1,218,034	1,305,000	-86,966	-6.7	1,305,000	86,966
Special	8,283	7,400	92,799	85,000	7,799	9.2	85,000	-7,799
Life Members-Current	12,890	4,333	44,067	52,000	-7,933	-15.3	52,000	7,933
Cont Mbrs & Division Trfrs	2,590	-500	-5,161	-6,000	839	-14.0	-6,000	-839
Misc/Over & Short Items	6,661	-1,334	-19,552	-16,000	-3,552	22.2	-16,000	3,552
Subtotal/Membership Dues	460,220	472,844	5,199,585	5,474,000	-274,415	-5.0	5,474,000	274,415
Executive Office								
International Relations	-12,000	0	14,661	0	14,661	N/A	0	-14,661
Washington Office	3,788	48,000	3,862	48,000	-44,138	-92.0	48,000	44,138
OITP	0	0	315	0	315	N/A	0	-315
OGR	0	0	600	0	600	N/A	0	-600
Development Office	120	0	1,573	0	1,573	N/A	0	-1,573
Subtotal/Executive Office	-8,092	48,000	21,011	48,000	-26,989	-56.2	48,000	26,989
Memb/ Prog. & Services								
Memb. Prog & Services/AED	0	0	0	15,000	-15,000	-100.0	15,000	15,000
OLPR	38,099	14,662	58,836	63,500	-4,664	-7.3	63,500	4,664
OLOS	2,381	2,768	9,920	33,350	-23,430	-70.3	33,350	23,430
OIF	46,048	50,619	246,260	310,680	-64,420	-20.7	310,680	64,420
Office for Accreditation	2,000	0	59,522	55,000	4,522	8.2	55,000	-4,522
ALA Awards	6	87	770	1,000	-230	-23.0	1,000	230
Misc. Awards	27,463	0	54,626	0	54,626	N/A	0	-54,626
Diversity	-10,815	178	4,601	2,150	2,451	114.0	2,150	-2,451
Conference:								
Midwinter	-30,809	0	2,278,634	2,407,750	-129,116	-5.4	2,407,750	129,116
Annual	60,691	17,325	5,743,909	5,841,460	-97,551	-1.7	5,841,460	97,551
Subtotal/Conference	29,882	17,325	8,022,543	8,249,210	-226,667	-2.7	8,249,210	226,667
Subtotal/Memb. Prog & Services	135,064	85,639	8,457,078	8,729,890	-272,812	-3.1	8,729,890	272,812

AMERICAN LIBRARY ASSOCIATION
Departmental Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending Aug 2005
(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
Publishing Services								
ALA Editions	261,471	325,078	2,985,854	2,985,556	298	0.0	2,985,556	-298
Booklist	638,765	468,175	4,864,456	4,707,707	156,749	3.3	4,707,707	-156,749
Booklinks	75,186	81,040	620,340	693,093	-72,753	-10.5	693,093	72,753
American Libraries	89,951	126,161	1,136,039	1,431,187	-295,148	-20.6	1,431,187	295,148
TechSource ALA	37,549	45,801	453,090	537,738	-84,648	-15.7	537,738	84,648
Products & Promotions	224,591	159,656	1,949,416	2,037,500	-88,084	-4.3	2,037,500	88,084
Subtotal/Publishing Serv.	1,327,513	1,205,911	12,009,194	12,392,781	-383,587	-3.1	12,392,781	383,587
Communications								
Chapter Relations	-5,000	700	7,065	1,400	5,665	404.6	1,400	-5,665
Communications/AED	289	9,000	27,105	30,000	-2,895	-9.7	30,000	2,895
Library & Research Center	0	0	500	0	500	N/A	0	-500
PIO	627	625	17,208	7,000	10,208	145.8	7,000	-10,208
Public Programs	5,000	2,915	19,300	35,000	-15,700	-44.9	35,000	15,700
Subtotal/Communications	916	13,240	71,178	73,400	-2,222	-3.0	73,400	2,222
Total Revenues from Operations	2,004,424	1,910,771	26,597,618	27,738,844	-1,141,226	-4.1	27,738,844	1,141,226
Unrealized Gain/Loss	51,560	0	-64,184	0	-64,184	N/A	0	64,184
Realized Gain/Loss	-2,690	0	-152,835	0	-152,835	N/A	0	152,835
Total Revenues	2,053,294	1,910,771	26,380,600	27,738,844	-1,358,244	-4.9	27,738,844	1,358,244

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending Aug 2005
(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	2,053,294	1,910,771	26,380,650	27,738,844	-1,358,194	-4.9	27,738,844	1,358,194
Expenses								
Member Programs & Services								
OLPR	40,919	43,979	321,522	347,357	25,835	-7.4	347,357	25,835
OLOS	34,592	30,121	274,072	310,218	36,146	-11.7	310,218	36,146
OIF	65,920	64,312	634,217	693,466	59,249	-8.5	693,466	59,249
Office for Accreditation	28,269	22,745	252,560	327,893	75,333	-23.0	327,893	75,333
Diversity	1,176	-16,295	174,932	167,412	-7,520	4.5	167,412	-7,520
Memb. Prog & Services/ AE	-21,864	23,530	180,617	230,732	50,115	-21.7	230,732	50,115
ALA Awards	-450	194	9,037	8,571	-466	5.4	8,571	-466
ITTS	172,929	152,287	1,782,160	1,807,193	25,033	-1.4	1,807,193	25,033
Conference:								
Midwinter	7,178	4,647	1,860,317	2,035,181	174,864	-8.6	2,035,181	174,864
Annual	548,340	405,649	4,033,087	4,185,916	152,829	-3.7	4,185,916	152,829
Subtotal/Conference	555,518	410,296	5,893,405	6,221,097	327,692	-5.3	6,221,097	327,692
Sub-Total/Memb. Prog. & Ser	877,010	731,169	9,522,523	10,113,939	591,416	-5.8	10,113,939	591,416
Publishing Services								
ALA Editions	231,675	320,906	2,565,363	2,760,809	195,446	-7.1	2,760,809	195,446
Booklist	389,437	301,541	3,386,642	3,416,677	30,035	-0.9	3,416,677	30,035
Booklinks	178,562	54,579	628,503	687,300	58,797	-8.6	687,300	58,797
American Libraries	89,951	126,161	1,136,039	1,431,187	295,148	-20.6	1,431,187	295,148
TechSource ALA	32,547	51,215	371,812	490,696	118,884	-24.2	490,696	118,884
Products & Promotions	288,490	173,761	1,567,856	1,844,906	277,050	-15.0	1,844,906	277,050
CPU	-40,649	-27,786	16,233	50,974	34,741	-68.2	50,974	34,741
CPU Allocation	-4,376	-7,306	-41,831	-58,500	-16,669	-28.5	-58,500	-16,669
Marketing	25,010	0	25,021	0	-25,021	N/A	0	-25,021
Subtotal/Publ Services	1,190,648	993,071	9,655,638	10,624,049	968,411	-9.1	10,624,049	968,411

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending Aug 2005
(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
Executive Office								
Standing Committees	8,413	8,947	126,251	124,961	-1,290	1.0	124,961	-1,290
Development Office	23,081	36,924	310,620	397,769	87,149	-21.9	397,769	87,149
Executive Board	67,751	11,527	337,608	396,441	58,833	-14.8	396,441	58,833
Executive Office	86,664	56,545	651,110	654,064	2,954	-0.5	654,064	2,954
International Relations	25,471	16,574	204,269	196,449	-7,820	4.0	196,449	-7,820
Washington Office	135,103	110,041	1,202,843	1,280,453	77,610	-6.1	1,280,453	77,610
O I T	43,295	35,852	427,735	423,836	-3,899	0.9	423,836	-3,899
OGR	64,955	69,165	809,779	797,954	-11,825	1.5	797,954	-11,825
Human Resources	56,659	47,003	587,863	563,753	-24,110	4.3	563,753	-24,110
Subtotal/Executive Office	511,392	392,578	4,658,077	4,835,680	177,603	-3.7	4,835,680	177,603
Accounting	62,506	66,075	682,160	722,546	40,386	-5.6	722,546	40,386
Finance	11,334	10,984	107,374	107,986	612	-0.6	107,986	612
Finance - AED	39,660	34,957	387,942	382,779	-5,163	1.3	382,779	-5,163
Subtotal/Acct-Finance-AED	113,500	112,016	1,177,476	1,213,311	35,835	-3.0	1,213,311	35,835
Communications								
Library	17,009	23,374	291,469	294,457	2,988	-1.0	294,457	2,988
Public Pol. & Prog./AED	36,898	31,364	507,614	583,313	75,699	-13.0	583,313	75,699
Libr. & Research Center	31,312	15,965	179,484	184,155	4,671	-2.5	184,155	4,671
P I O	60,812	58,701	626,372	628,487	2,115	-0.3	628,487	2,115
Public Programs	17,815	14,187	132,946	170,430	37,484	-22.0	170,430	37,484
Customer Service	57,835	54,052	612,287	615,713	3,426	-0.6	615,713	3,426
Chapter Relations	8,021	12,941	74,662	94,133	19,471	-20.7	94,133	19,471
Subtotal/Communications Off	229,702	210,584	2,424,835	2,570,688	145,853	-5.7	2,570,688	145,853

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending Aug 2005
(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	43,960	75,891	530,390	486,428	-43,962	9.0	486,428	-43,962
Distribution Center	54,339	16,046	186,824	177,602	-9,222	5.2	177,602	-9,222
Reprographics	-7,872	1,896	-31,352	-6,183	25,169	407.1	-6,183	25,169
Building Maintenance	47,515	67,406	736,654	785,972	49,318	-6.3	785,972	49,318
Subtotal/Staff Supp. Serv.	137,942	161,239	1,422,516	1,443,819	21,303	-1.5	1,443,819	21,303
General Administration	1,293,856	543,486	3,109,960	1,639,728	-1,470,232	89.7	1,639,728	-1,470,232
Gnl Fnd Allocations/Ovrhd	-521,805	-17,000	-5,113,091	-4,772,070	341,021	7.1	-4,772,070	341,021
Total Expenses	3,832,245	3,127,143	26,857,934	27,669,144	811,210	-2.9	27,669,144	811,210
Revenues from Operations	-1,778,951	-1,216,372	-477,284	69,700	-546,984	-784.8	69,700	546,984

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	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	2,503,221	2,445,445	2,503,221	-57,776	-2.3	-57,776
Sale of Materials/Net	1,305,689	1,456,786	1,305,689	151,097	11.6	151,097
Subscriptions	1,808,207	1,875,347	1,808,207	67,140	3.7	67,140
Advertising/Net	1,302,201	1,454,020	1,302,201	151,819	11.7	151,819
Meetings and Conferences	2,493,672	2,858,682	2,493,672	365,010	14.6	365,010
Grants, Contracts & Awards	1,500	0	1,500	-1,500	-100.0	-1,500
Miscellaneous	1,395,333	1,520,909	1,395,333	125,576	9.0	125,576
Total Revenues	10,809,823	11,611,189	10,809,823	801,366	7.4	801,366

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending Aug 2005
(Report 0235)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	10,809,823	11,611,189	10,809,823	801,366	7.4	801,366
Expenses						
Payroll and Related Expenses	4,715,698	4,179,132	4,715,698	536,566	-11.4	536,566
Outside Services	1,053,871	974,671	1,053,871	79,200	-7.5	79,200
Travel-Related Expenses	517,287	553,925	517,287	-36,638	7.1	-36,638
Meetings and Conferences	1,876,703	1,659,426	1,876,703	217,277	-11.6	217,277
Publication-Related Expenses	1,649,166	1,462,354	1,649,166	186,812	-11.3	186,812
Operating Expenses	1,203,602	1,046,379	1,203,602	157,223	-13.1	157,223
Direct Expenses	11,016,327	9,875,887	11,016,327	1,140,440	-10.4	1,140,440
Inter-Unit Transfers						
401 PUBLIC LIBRARY ASSOC (PLA)	51,997	48,584	51,997	3,413	-6.6	3,413
403 ASSOC/COLL & RES LIBS (ACRL)	49,859	37,605	49,859	12,254	-24.6	12,254
404 CHOICE	-18,955	-20,295	-18,955	1,340	7.1	1,340
405 AMER ASSOC OF SCH LNS (AASL)	54,566	31,486	54,566	23,080	-42.3	23,080
406 ASSOC SPEC COOP LIB AGCY(ASCL)	5,944	3,111	5,944	2,833	-47.7	2,833
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	31,049	20,273	31,049	10,776	-34.7	10,776
409 LIB ADM & MGT ASSOC (LAMA)	17,781	11,116	17,781	6,665	-37.5	6,665
410 REF. & USER SERV.ASSN.(RUSA)	17,636	17,693	17,636	-57	0.3	-57
411 AMER LIB TRUSTEE ASSOC (ALTA)	4,444	3,363	4,444	1,081	-24.3	1,081
412 LIB & INF TECH ASSOC (LITA)	24,874	11,031	24,874	13,843	-55.7	13,843
413 ASSOC/LIB SERV TO CH (ALSC)	25,564	19,445	25,564	6,119	-23.9	6,119
414 YNG ADLT LIB SERV ASSN (YALSA)	18,949	12,934	18,949	6,015	-31.7	6,015
401 PUBLIC LIBRARY ASSOC (PLA)	31,315	28,735	31,315	2,580	-8.2	2,580
405 AMER ASSOC OF SCH LNS (AASL)	25,076	22,823	25,076	2,253	-9.0	2,253
406 ASSOC SPEC COOP LIB AGCY(ASCL)	2,967	2,588	2,967	379	-12.8	379
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	22,300	22,813	22,300	-513	2.3	-513
409 LIB ADM & MGT ASSOC (LAMA)	16,230	16,269	16,230	-39	0.2	-39
410 REF. & USER SERV.ASSN.(RUSA)	28,088	26,537	28,088	1,551	-5.5	1,551
411 AMER LIB TRUSTEE ASSOC (ALTA)	3,467	2,689	3,467	778	-22.5	778
412 LIB & INF TECH ASSOC (LITA)	17,210	17,146	17,210	64	-0.4	64
413 ASSOC/LIB SERV TO CH (ALSC)	23,948	18,683	23,948	5,265	-22.0	5,265
414 YNG ADLT LIB SERV ASSN (YALSA)	15,250	15,951	15,250	-701	4.6	-701
401 PUBLIC LIBRARY ASSOC (PLA)	9,600	10,329	9,600	-729	7.6	-729
403 ASSOC/COLL & RES LIBS (ACRL)	-8,837	30,639	-8,837	-39,476	-446.7	-39,476
404 CHOICE	7,313	-25,469	7,313	32,782	-448.3	32,782
405 AMER ASSOC OF SCH LNS (AASL)	0	1,771	0	-1,771	N/A	-1,771
406 ASSOC SPEC COOP LIB AGCY(ASCL)	0	75	0	-75	N/A	-75
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	4,050	2,725	4,050	1,325	-32.7	1,325
409 LIB ADM & MGT ASSOC (LAMA)	2,100	979	2,100	1,121	-53.4	1,121
410 REF. & USER SERV.ASSN.(RUSA)	750	1,450	750	-700	93.3	-700
411 AMER LIB TRUSTEE ASSOC (ALTA)	500	0	500	500	-100.0	500
412 LIB & INF TECH ASSOC (LITA)	1,200	1,200	1,200	0	0.0	0
413 ASSOC/LIB SERV TO CH (ALSC)	0	1,292	0	-1,292	N/A	-1,292
Overhead Recovered	-132,332	-135,507	-132,332	3,175	2.4	3,175
	862,100	951,176	862,100	-89,076	10.3	-89,076

AMERICAN LULU ASSOCIATION
Summary of Expenses Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending Aug 2005
(Report 0235)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Income Taxes	67,173	67,173	67,173	0	0.0	0
Indirect Expenses	1,283,176	1,278,412	1,283,176	4,764	-0.4	4,764
Total Expenses	12,299,503	11,154,300	12,299,503	1,145,203	-9.3	1,145,203
Net Revenues	-1,489,680	456,889	-1,489,680	1,946,569	-130.7	1,946,569
Beginning Fund Balance	0	8,884,074	0	8,884,074	N/A	8,884,074
Intra-Fund Transfers	0	-459,749	0	-459,749	N/A	-459,749
Ending Fund Balance	-1,489,680	8,881,214	-1,489,680	10,370,894	-696.2	10,370,894

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AMERICAN LIBRARY ASSOCIATION
Consolidated Balance Sheet By Fund (1-4)
Aug 2005
(Report 0007)

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	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
ASSETS					
CURRENT ASSETS:					
Cash	5,254,300	0	0	0	5,254,300
Short Term Investments	11,535,947	0	0	0	11,535,947
Accounts Receivable, Gross	5,591,665	33,799	0	74,780	5,700,244
Less: Reserves	-295,511	0	0	0	-295,511
Accounts Receivable, Net	5,296,154	33,799	0	74,780	5,404,733
Grants Receivable	0	0	580,149	0	580,149
Inventories Gross	1,704,757	0	0	0	1,704,757
Less: Reserves	-384,827	0	0	0	-384,827
Inventories, Net	1,319,930	0	0	0	1,319,930
Prepaid Exps & Other A/R	517,134	0	0	0	517,134
TOTAL CURRENT ASSETS	23,923,465	33,799	580,149	74,780	24,612,194
PROPERTY, PLANT & EQUIPMENT					
Furniture & Equipment	0	10,137,315	0	0	10,137,315
Buildings & Improvements	0	7,780,222	0	2,273,249	10,053,471
Land	0	1,717,248	0	703,350	2,420,597
Property, Plant & Equipment Gross	0	19,634,784	0	2,976,598	22,611,383
Less: Accum Depreciation	0	-12,842,083	0	-908,141	-13,750,224
Property, Plant & Equipment, Net	0	6,792,702	0	2,068,457	8,861,159
Investments	0	0	0	24,258,429	24,258,429
Due From (To) Other Funds	881,213	-3,649,483	1,878,740	889,832	302

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AMERICAN LIBRARY ASSOCIATION
Consolidated Balance Sheet By Fund (1-4)
Aug 2005
(Report 0007)

Page

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
TOTAL ASSETS	24,804,678	3,177,018	2,458,890	27,291,498	57,732,084
LIABILITIES AND FUND BALANCES					
CURRENT LIABILITIES:					
Current Portion, Lng Trm Debt	0	0	0	0	0
Accounts Payable	4,698,574	1,276	0	0	4,699,850
Accrued Operating Expenses	46,365	0	0	0	46,365
Accrued Income Tax	152,848	0	0	35,387	188,235
Accrued Payroll Expenses	9,814,176	0	0	0	9,814,176
SUB-TOTAL / PAYABLES	14,711,963	1,276	0	35,387	14,748,625
DEFERRED REVENUES					
Membership Dues	3,577,941	0	0	0	3,577,941
Subscriptions	2,460,043	0	0	0	2,460,043
Meetings & Conferences	4,406,134	0	0	0	4,406,134
Grants & Awards	3,289	0	2,457,654	0	2,460,943
Sub-Total/Deferred Revenues	10,447,407	0	2,457,654	0	12,905,061
TOTAL CURRENT LIABILITES	25,159,370	1,276	2,457,654	35,387	27,653,687
DC Properties LT Bond	0	3,175,000	0	0	3,175,000
TOTAL LIABILITIES	25,159,370	3,176,276	2,457,654	35,387	30,828,687
Fund Balance	-354,663	742	1,235	27,256,111	26,903,425
TOTAL LIABILITIES/FUND BALANCE	24,804,706	3,177,018	2,458,890	27,291,498	57,732,112