



*Results of Operations*  
*November – FY 2006 Financials*

2005-06 EBD #14.4  
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## **November FY 2006 Financials**

### **Executive Summary**

The November close results represent three months of activity, which were electronically issued to unit managers on January 9. 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 \$9,157,154 is \$348,701, 4% less than budget. The General Fund revenue of \$4,720,818 is \$428,931, 8% less than budget due to lower Publishing sales, primarily related to the timing of book sales and receipt of royalty payments. Division revenues are 7%, \$245,798 more than budget and Grants and Awards are \$166,889 less than budget year-to-date. Long-Term Investment interest and dividends exceed budget by \$20,440, reaching \$165,684.*
- *Total ALA expenses of \$8,729,393 are 17%, \$1,755,593 less than budget. The General Fund expenses of \$5,292,216 are \$842,079, 14% less than budget. Divisions are \$584,836 less than budget. Grants and Awards are \$166,889 less than budget.*
- *Cash and short-term investments are \$16,804,444 compared to \$19,402,524 last year. The Long-Term Investment is \$25,186,236 as compared to the \$20.2 million balance in November 2004.*
- *Total assets are \$4,609,882, 9% more than November 2004 reaching \$56,324,106 due to the purchase of 1615 New Hampshire in Washington, DC.*
- *Total liabilities are \$1,951,107, 7% less than November 2004, totaling \$25,730,102.*
- *Total ALA net assets are \$6,560,989, 27% more than November last year, totaling \$30,594,004.*

**November FY 2006 Financials**  
**Executive Summary – continued**

- ° *Based on 1<sup>st</sup> quarter performance, revenue is expected to reach budget levels in the General Fund. Areas to monitor throughout the year include dues income and advertising sales in American Libraries. Expenses are projected to also be on budget for the year. Midwinter expenses are projected to be on budget, however, buses may exceed budget.*

**OPERATING FUND**

General Fund

Total revenues of \$4,720,818 are \$428,931, 8% less than budget. Revenues are basically even with FY 2004 at this time.

Publishing revenues are less than the budget by \$377,308 due primarily to ALA Editions, Booklist and Book Links. Note: The Publishing net revenue for November year-to-date is less than budget by \$170,190, reaching \$368,392. Dues income is less than budget by 5%, or \$70,618, totaling \$1,313,130, however, the December renewals are showing strong activity.

Total expenses of \$5,292,216 are \$842,079 or 14% less than budget. Member Programs and Services expenses are \$197,450 less than budget due primarily to Midwinter and Annual Conference (\$83,636) and Midwinter (\$77,667). Note: Communication expenses are \$76,734 less than budget and Publishing is \$207,118 less than budget. Business Expenses are \$55,663 less than budget due to timing of audit fees and insurance. Executive Board and Council committee expenses were \$75,646 less than budget. Salary savings for the year total \$690,817, of which savings for the year were budgeted at \$611,009. Transportation and lodging expenses are \$48,905 less than budget and telephone and postage expenses were \$11,964 less than budget.

Over the last several months, staff analyzed the replacement costs of ALA facilities as part of the insurance coverage for FY 2006. Staff elected to place all insurance on a December to December premium payment cycle. As a result of the increase in property values, including the recent purchase of 1615 New Hampshire Avenue, the property insurance will increase \$12,583. Total estimated premiums are projected to be \$13,000 over budget.

**November FY 2006 Financials**  
**Executive Summary – continued**

Round Tables

The Round Tables revenues of \$46,282 are \$19,119 less than budget due primarily to lower donations and registration fees. Expenses of \$22,790 are less than budget by \$15,053 due primarily to lower conference equipment and meal function expense.

Plant Fund

Depreciation expense of \$81,016 is \$38,441 under budget. The Plant Fund transfer is \$280,553, \$107,137 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

**COMMUNICATIONS AND MARKETING**

Total revenue reached \$1,341,825, which is \$43,423, 3% less than budget. Dues income is \$1,313,130, which is \$70,618, 5% less than budget. Total membership is 67,241 increasing 1,616 as compared to August 2005. Division members total 63,834 increasing 810 and round tables total 15,234 increasing 567.

Total expenses are \$692,295, which is \$76,734, 10% less than budget.

**PUBLISHING SERVICES**

ALA Editions had an unusually bad November that seemed to be PBS related. Then, a very good December. In addition, there was a discrepancy of \$50,000 that may have gone from Graphics to Editions. In all, Editions is about \$100,000 less than budget through December and should continue to improve to budget.

Graphics is \$39,000 less than budget through December.

Booklist ads are \$106,000 more than budget through December.

Book Links is \$21,000 less than budget.

American Libraries is \$50,000 less than budget in display ads, \$20,000 more than budget in classifieds.

See no reason why the department wouldn't make budget by year-end.

**November FY 2006 Financials**  
**Executive Summary – continued**

**MEMEBER PROGRAMS AND SERVICES**

First quarter results often do not provide a clear picture of the year ahead. Acknowledging the unquestionable challenges in FY 2006, there are, however, some reasons to be guardedly optimistic, from the perspective of the MPS units.

- ALA Conference Services anticipates hitting net revenue targets for the San Antonio meeting. Registration is near its revenue target (96%) without on-site registration. Exhibit sales are fractionally over the 100% mark. Advertising sales are good, though donations are down slightly due to a late cancellation. Audio-visual should come in on budget, thanks to the cooperation of many.
- The Office for Intellectual Freedom is well ahead on its revenue budget, attributed primarily to a strong performance from Banned Books Week.
- Registration for PLA's National Conference in March 2006, is running well ahead of same-time registration for Seattle.
- AASL had a strong National Conference in Fall 2005.
- Both ACRL and ACRL/CHOICE have positive variances in net revenue at the end of the first quarter.

**STAFF SUPPORT SERVICES**

Units: Staff / Office Support Services, Distribution Center, Reprographics Center & Building Maintenance Contractor Services; Security & Janitorial Services.

For the three months ending November 2005 all units generated a variance of \$5,160 under budget. The annual budget for the Election Process is \$206,500. With the total budget applied and all invoicing processed, we are projecting a year-end variance of a <\$25,000> over budget for Election Process. All other units reporting are within operational budget and projecting a 2% year-end results less than budget, with the exception of the Election Process. Regarding the Election Process, the FY 2007 cost will be significantly reduced by \$36,000 to \$40,000.

**GRANTS AND AWARDS (RESTRICTED FUND)**

Revenues and expenses of \$412,065 are \$166,889 less than the budget due to timing of several grants, most notably IMLS Spectrum/New Voices New Vision, \$67,592, NEH-We the People, \$78,420 and Library Champions, \$40,002, less than budget. Note: Grants and Awards generated 49% or \$399,219 under the FY 2005 actual.

**November FY 2006 Financials**  
**Executive Summary – continued**

**SALARIES**

General Fund salaries through November are \$690,817 less than budget. This is \$79,808 more than the total years 5.5% salary attrition budget of \$611,009. In addition, temporary help is over budget by \$769 and overtime is under budget by \$2,164 year-to-date. Excess salary savings including temporary help and overtime is \$692,212, which is \$81,203 more than the projected goal.

	FY 2006 November 2005	FY 2005 November 2004
Total General Fund Salaries	\$11,109,310	\$10,684,260
November YTD Budget	\$2,766,675	\$2,651,935
Actual Salaries-November YTD	2,075,858	2,380,215
Salary Savings To Date	\$690,817	\$271,720
Total Projected Salary Savings: 5.5% Attrition (FY 2006)	611,009	534,214
Salary Savings Remaining To Be Achieved	(79,808)	262,494
Wages-Temporary Help		
Budget	16,093	15,300
Actual	16,862	45,694
Variance (over) under Budget	(769)	(30,394)
Overtime Wages		
Budget	14,121	17,655
Actual	11,957	11,152
Variance (over) under Budget	2,164	6,503
Salary Savings Required Including Wages & Overtime	(\$81,203)	\$286,385



**American Library Association**  
**Schedule 1 - Statement of Revenues and Expenses - Total ALA**

	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
GENERAL FUND	4,745,306	4,720,818	5,149,749	(428,931)	-8%	27,548,309	27,548,309	0.00%
DIVISIONS	2,210,862	3,812,305	3,566,507	245,798	7%	13,614,348	13,614,348	0.00%
ROUND TABLES	46,366	46,282	65,401	(19,119)	-29%	350,553	350,553	0.00%
PLANT FUND	0	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	811,284	412,065	578,954	(166,889)	-29%	2,796,052	2,796,052	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	155,078	165,684	145,244	20,440	14%	580,989	580,989	0.00%
<b>TOTAL REVENUES</b>	<b>7,968,896</b>	<b>9,157,154</b>	<b>9,505,855</b>	<b>(348,701)</b>	<b>-4%</b>	<b>44,890,251</b>	<b>44,890,251</b>	<b>0.00%</b>
GENERAL FUND	5,607,807	5,292,216	6,134,295	842,079	14%	27,478,609	27,478,609	0.00%
DIVISIONS	2,443,804	3,034,467	3,619,303	584,836	16%	13,688,470	13,688,470	0.00%
ROUND TABLES	22,462	22,790	37,843	15,053	40%	344,390	344,390	0.00%
PLANT FUND	81,016	(3,567)	0	3,567	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	811,284	412,065	578,954	166,889	29%	2,796,052	2,796,052	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	42,429	(28,578)	114,591	143,169	125%	528,782	528,782	0.00%
<b>TOTAL EXPENSES</b>	<b>9,008,802</b>	<b>8,729,393</b>	<b>10,484,986</b>	<b>1,755,593</b>	<b>17%</b>	<b>44,836,303</b>	<b>44,836,303</b>	<b>0.00%</b>
EXCESS OF REVENUES OVER EXPENSES	(1,039,906)	427,761	(979,131)	1,406,892	144%	53,948	53,948	-0.00%
POST-RETIREMENT BENEFITS	0	0	0	0	-	-	-	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(108,245)	(146,645)	0	(146,645)	-	-	-	-
NET REALIZED/UNREALIZED GAINS-LT INVEST	1,486,383	318,822	200,040	118,782	59%	800,179	800,179	0.00%
NET CONTRIBUTIONS/WITHDRAWALS-LT INVEST	108,114	50,123	(15,428)	65,551	425%	(58,715)	(58,715)	-0.00%
<b>NET REVENUES-TOTAL ALA</b>	<b>446,346</b>	<b>650,061</b>	<b>(794,519)</b>	<b>1,444,580</b>	<b>182%</b>	<b>795,412</b>	<b>795,412</b>	<b>0.00%</b>

FOR ADDITIONAL DETAIL SEE SCHEDULES 7 AND 8.

01/12/2006



American Library Association  
Schedule 1 – Commentary: Statement of Revenues and Expenses – Total ALA  
November FY 2006 Financials

ROUND TABLES

The Round Tables revenues of \$46,282 are \$19,119 less than budget due to dues income, registration fees and donations. Expenses of \$22,790 are less than budget by \$15,053 due to conference related expenses and printing costs.

PLANT FUND

Depreciation expense of \$81,016 is \$38,441 under budget. The Plant Fund transfer is \$280,553, \$107,137 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

GRANTS AND AWARDS

Revenues and expenses of \$412,065 are \$166,889 less than the budget due to timing of several grants, most notably IMLS Spectrum/New Voices New Vision, \$67,592, NEH-We the People, \$78,420 and Library Champions, \$40,002, less than budget.

LONG-TERM INVESTMENTS

Endowment Fund revenues of \$165,684 consisting of interest and dividend income are \$20,440 more than the budget of \$145,244. Net realized/unrealized gains are \$318,822 as compared to budgeted gains of \$200,040. On a stand-alone basis, the Gulf Investment portfolio has realized gains of \$142,530 and unrealized losses of \$180,800. The Credit Suisse portfolio has year-to-date realized losses of \$17,350 and unrealized losses of \$173,505. The NFJ portfolio has year-to-date realized gains of \$25,326 and unrealized losses of \$20,911. The Lazard International portfolio has year-to-date realized gains of \$28,457 and unrealized gains of \$17,265. The Marsico portfolio has realized gains of \$4,262 and unrealized gains of \$148,572. The Alliance portfolio has realized gains of \$55,027 and unrealized gains of \$251,490. The EMA-Heitman portfolio has realized gains of \$21,973 and unrealized gains of \$12,178. Ariel has unrealized gains of \$4,308.

INVESTMENT TYPE	AVG VALUE	MARKET VALUE	%	%	YIELD	INTEREST INCOME (MONTH)	INTEREST INCOME (YTD)
Money Market Funds		73,298	1%	1%	3.60%	1,282	2,810
Government Securities		8,690,930	76%	62%	4.05%	38,622	84,670
Corporate Bonds		2,637,408	23%	19%	5.24%	15,618	34,239
							0
Subtotal-Bond Fund	11,365,473	11,401,636	100%	81%	4.37%	55,522	121,719
Certificates of Deposit	0	0		0%	0.00%	0	0
Institutional Fund	93,216	93,346		1%	3.41%	261	797
Money Market Funds	0	0		0%	0.00%	0	0
Cash in Bank	3,467,474	2,564,563		18%		16,692	16,759
Other-DC Security Deposit	13,417	13,417		0%		6,748	6,748
Endowment Transfer		0					0
Total Cash and Investments	14,939,580	14,072,962		100%		79,223	146,023
Readers Digest Interest		0				0	0
Net Cash and Investments		14,072,962				79,223	146,023

Net contributions/withdrawals consists of donations and other revenues, offset by life member dues transfers. The resulting figure in effect represents the net capital addition (reduction) made to the Endowment Fund. At November 30, 2005, the net contribution of \$50,123 is \$65,551 more than the budgeted net withdrawal of \$15,428. Expenditures totaling (\$28,578) are \$143,169 less 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	128,699	360,322	181,352	141,963	194,472	197,176	15,677	233,579	1,453,238	6%	2.85%
GOVERNMENT SECURITIES		4,968,981							4,968,981	20%	4.42%
CORPORATE SECURITIES		1,397,356							1,397,356	6%	5.22%
EQUITIES	3,658,607		1,826,027	3,201,737	3,069,566	4,341,545	1,269,180		17,366,662	69%	1.70%
TOTAL	3,787,307	6,726,659	2,007,378	3,343,699	3,264,038	4,538,720	1,284,856	233,579	25,186,236	100%	

Composite: 2.50%



**American Library Association**  
**Schedule 2A - Statement of Revenues and Expenses - General Fund**

	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
PUBLISHING SERVICES	3,208,125	3,002,780	3,380,088	(377,308)	-11%	12,445,896	12,445,896	0.0%
MEMBERSHIP PROGRAMS & SERVICES	54,537	215,074	128,114	86,960	68%	8,499,223	8,499,223	0.0%
COMMUNICATIONS	1,320,759	1,341,825	1,385,248	(43,423)	-3%	5,578,000	5,578,000	0.0%
INTEREST INCOME	138,673	146,023	185,048	(39,025)	-21%	740,190	740,190	0.0%
MAIL LIST SALES	19,930	11,392	71,251	(59,859)	-84%	285,000	285,000	0.0%
EXECUTIVE OFFICE (NOTE 1)	3,282	3,724	0	3,724	-	0	0	-
TOTAL REVENUES	4,745,306	4,720,818	5,149,749	(428,931)	-8%	27,548,309	27,548,309	0.0%
EXPENSES:								
PUBLISHING SERVICES	2,394,200	2,634,388	2,841,506	207,118	7%	11,327,027	11,327,027	0.0%
MEMBERSHIP PROGRAMS & SERVICES	1,214,387	1,183,695	1,381,145	197,450	14%	10,343,524	10,343,524	0.0%
COMMUNICATIONS	710,651	692,295	769,029	76,734	10%	2,741,839	2,741,839	0.0%
EXECUTIVE OFFICE (NOTE 1)	1,433,763	1,176,230	1,239,222	62,992	5%	5,008,434	5,008,434	0.0%
FINANCE AND ACCOUNTING	286,654	261,947	314,364	52,417	17%	1,264,140	1,264,140	0.0%
OVERHEAD RECOVERED	(831,047)	(1,195,423)	(1,176,922)	18,501	2%	(6,299,725)	(6,299,725)	-0.0%
BUSINESS EXPENSE (NOTE 2)	170,600	123,900	179,563	55,663	31%	718,245	718,245	0.0%
GENERAL ADMINISTRATION-OTHER (NOTE 3)	109,803	22,363	67,809	45,446	67%	432,396	432,396	0.0%
SUBSCRIPTION EQUIVALENT	118,796	112,268	130,889	18,621	14%	389,038	389,038	0.0%
PLANT FUND TRANSFER	0	280,553	387,690	107,137	-	1,553,691	1,553,691	0.0%
TOTAL EXPENSES	5,607,807	5,292,216	6,134,295	842,079	14%	27,478,609	27,478,609	0.0%
EXCESS OF REVENUES OVER EXPENSES	(862,501)	(571,398)	(984,546)	413,148	42%	69,700	69,700	0.0%
POST-RETIREMENT BENEFITS	0	0	0	0	-	0	0	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(108,245)	(146,645)	0	(146,645)	-	-	-	-
NET REVENUES	(970,746)	(718,043)	(984,546)	266,503	27%	69,700	69,700	0.0%

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.  
01/12/2006

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

SECTION II  
SCHEDULE 2.1

UNIT	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
<b>REVENUES</b>								
101 COUNCIL	0	0	0	0	-	0	0	-
102 EXECUTIVE BOARD	0	0	0	0	-	0	0	-
103 EXECUTIVE OFFICE (9098)	0	0	0	0	-	0	0	-
114 DEVELOPMENT OFFICE	215	135	0	135	-	0	0	-
150 WASHINGTON OFFICE	0	0	0	0	-	0	0	-
151 OITP	0	0	0	0	-	0	0	-
152 OGR	100	0	0	0	-	0	0	-
591 DONATIONS (9111,9140,9100)	2,967	3,589	0	3,589	-	0	0	-
	3,282	3,724	0	3,724	-	0	0	-
<b>EXPENSES</b>								
101 COUNCIL	19,818	26,478	38,064	11,586	30%	127,272	127,272	0.0%
102 EXECUTIVE BOARD	83,350	66,243	130,303	64,060	49%	386,311	386,311	0.0%
103 EXECUTIVE OFFICE	148,349	146,491	163,010	16,519	10%	661,514	661,514	0.0%
114 DEVELOPMENT OFFICE	83,793	69,104	95,406	26,302	28%	388,880	388,880	0.0%
150 WASHINGTON OFFICE	294,917	242,820	256,958	14,138	6%	933,308	933,308	0.0%
151 OITP	105,950	137,986	101,238	(36,748)	-36%	414,231	414,231	0.0%
152 OGR	173,986	151,348	190,799	39,451	21%	809,577	809,577	0.0%
230 AWARDS PROGRAMS	151	13	0	(13)	-	7,571	7,571	0.0%
- OPERATIONS SUPPORT	368,562	216,996	119,777	(97,219)	-81%	703,506	703,506	0.0%
506 HUMAN RESOURCES	154,887	119,112	143,667	24,555	17%	576,264	576,264	0.0%
592 GENERAL FUND ALLOCAT (9152)	0	(361)	0	361	-	0	0	-
	1,433,763	1,176,230	1,239,222	62,992	5%	5,008,434	5,008,434	0.0%

01/11/2006

AMERICAN LIBRARY ASSOCIATION  
SUPPORTING STATEMENT OF EXPENSES-STAFF SUPPORT SERVICES

SECTION II  
SCHEDULE 2.3

EXPENSES	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
UNIT								
501 STAFF SUPPORT/OFFICE SERVICES	160,253	172,761	72,626	(100,135)	-138%	504,044	504,044	0.0%
509 DISTRIBUTION CENTER	111,395	95,699	92,718	(2,981)	-3%	371,502	371,502	0.0%
509 IUT/DISTRIBUTION	(44,099)	(49,150)	(40,000)	9,150	23%	(160,000)	(160,000)	-0.0%
510 REPROGRAPHICS CENTER	45,643	50,994	59,433	8,439	14%	247,960	247,960	0.0%
510 IUT/REPROGRAPHICS	(54,096)	(53,308)	(65,000)	(11,692)	-18%	(260,000)	(260,000)	-0.0%
511 BUILDING MAINTENANCE	149,466	0	0	0	-	0	0	-
TOTAL EXPENSES	368,562	216,996	119,777	(97,219)	-81%	703,506	703,506	0.0%

01/11/2006

American Library Association

Schedule 2A – Commentary: Statement of Revenues and Expenses – General Fund

November FY 2006 Financials

INTEREST  
INCOME

Year-to-date interest on short-term investments is \$146,023, \$39,025 less than the budget of \$185,048.

The actual average invested balance for the three months ending November 30, 2005 was \$14,903,318 with a yield of 3.92%. In comparison, at November 30, 2004 the actual average invested balance was \$16,335,366 with a yield of 3.40%. As of November 30, 2005 the net realized/unrealized gain <loss> on the investment managed by Neuberger Berman was a net loss of \$146,645, as compared to the \$335,211 cumulative loss at August 31, 2005. The net year-to-date loss is comprised of \$32,577 of realized losses and \$153,668 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.

	Realized	Unrealized	Net
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Gulf Investments	142,530	(180,800)	(38,270)
Credit Suisse	(17,350)	(173,505)	(190,855)
NFJ/Lord Abbett	25,326	(20,911)	4,415
Lazard Intl	28,457	17,265	45,722
Marsico/Seneca	4,262	148,572	152,834
Alliance/Laurel	55,027	251,490	306,517
Ema-Heitman	21,973	12,178	34,151
Ariel	0	4,308	4,308
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TOTAL	\$260,225	\$58,597	\$318,822
	=====	=====	=====

On an overall basis, the bond portfolio yield is 4.37%. The Readers Digest grants require that interest earned on unspent funds are credited to the grant balances.

MAIL LIST RENTAL

Mail list sales are 84%, \$59,859 less than budget.

WASHINGTON  
OFFICE

**Washington Office Administration** is \$31,393 under budget for the month of November and is 11% under budget for year to date expenses. This is due primarily to a \$22,000 payment for our new Vocus congressional database being made in October that we expected to pay out in November. Even though vendors and other billing agencies were notified about our change of address, we are still receiving invoices that are being forwarded from our old address. This is affecting, somewhat, the timing of some bill payments which will be reflected in the monthly budget figures for at least the next few months.

**OGR** is \$28,970 under budget for the month of November and is 21% under budget for the year to date. The expected payment of a quarterly legal fee in November will be reflected in the December financials.

**OITP** is \$4,488 over budget for the month of November and 36% over budget on year to date expenditures. This overage is in the professional services account line and is attributed to the signing and payment of new contracts. Higher contract fees were paid in the early part of the fiscal than was planned. Remaining payments are expected to be within planned budget.

OVERHEAD

At November 30, 2005, total overhead recovery of \$1,195,423, is \$18,501 more than the budget of \$1,176,922. The overhead recovery is more than budget in Graphics, AASL and Annual Conference, offset by less budget recoveries in ALA Editions, ALSC and ALCTS.

BUSINESS  
EXPENSE

Expenses total \$123,900, are 31%, \$55,663 under budget due primarily to lower audit, depreciation 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 \$45,446 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). While total benefits expense actually incurred is \$930,644 as compared to the budget of \$864,779, the variance is increased by lower than budgeted benefit charges to ALA units, \$816,078 actual as compared to the budget of \$864,779. In addition, FICA taxes are \$34,981 under budget and health insurance is \$143,375 over budget.





**American Library Association**  
**Schedule 2B - Statement of Revenues and Expenses – Communications & Marketing Department**

REVENUES	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
UNIT								
100 MANAGING DIRECTOR	8,725	8,695	0	8,695	-	35,000	35,000	0.0%
104 LIBRARY	0	0	0	0	-	0	0	-
109 ORS	8,906	0	0	0	-	0	0	-
111 INTERNATIONAL RELATIONS	12,261	15,000	0	15,000	-	0	0	-
113 PIO	600	0	1,500	(1,500)	-100%	6,000	6,000	0.0%
115 PUBLIC PROGRAMS	1,656	0	0	0	-	0	0	-
250 CUSTOMER SERVICE	0	0	0	0	-	0	0	-
251 CHAPTER RELATIONS	5,000	5,000	0	5,000	-	2,000	2,000	0.0%
591 MEMBERSHIP DEVELOPMENT	1,283,611	1,313,130	1,383,748	(70,618)	-5%	5,535,000	5,535,000	0.0%
EXPENSES	1,320,759	1,341,825	1,385,248	(43,423)	-3%	5,578,000	5,578,000	0.0%
100 MANAGING DIRECTOR	170,046	154,052	178,121	24,069	14%	577,417	577,417	0.0%
104 LIBRARY	105,675	118,777	126,904	8,127	6%	299,717	299,717	0.0%
109 ORS	32,631	33,994	46,950	12,956	28%	188,393	188,393	0.0%
111 INTERNATIONAL RELATIONS	68,169	68,237	56,717	(11,520)	-20%	198,364	198,364	0.0%
113 PIO	151,182	132,140	158,572	26,432	17%	639,249	639,249	0.0%
115 PUBLIC PROGRAMS	32,846	34,183	31,669	(2,514)	-8%	137,390	137,390	0.0%
250 CUSTOMER SERVICE	132,079	134,031	149,394	15,363	10%	606,495	606,495	0.0%
251 CHAPTER RELATIONS	18,023	16,881	20,702	3,821	18%	94,814	94,814	0.0%
	710,651	692,295	769,029	76,734	10%	2,741,839	2,741,839	0.0%
*****								
NET REVENUES:								
=====								
100 MANAGING DIRECTOR	(161,321)	(145,357)	(178,121)	32,764	18%	(542,417)	(542,417)	-0.0%
104 LIBRARY	(105,675)	(118,777)	(126,904)	8,127	6%	(299,717)	(299,717)	-0.0%
109 ORS	(23,725)	(33,994)	(46,950)	12,956	28%	(188,393)	(188,393)	-0.0%
111 INTERNATIONAL RELATIONS	(55,908)	(53,237)	(56,717)	3,480	6%	(198,364)	(198,364)	-0.0%
113 PIO	(150,582)	(132,140)	(157,072)	24,932	16%	(633,249)	(633,249)	-0.0%
115 PUBLIC PROGRAMS	(31,190)	(34,183)	(31,669)	(2,514)	-8%	(137,390)	(137,390)	-
250 CUSTOMER SERVICE	(132,079)	(134,031)	(149,394)	15,363	10%	(606,495)	(606,495)	-0.0%
251 CHAPTER RELATIONS	(13,023)	(11,881)	(20,702)	8,821	43%	(92,814)	(92,814)	-0.0%
591 MEMBERSHIP DEVELOPMENT	1,283,611	1,313,130	1,383,748	(70,618)	-5%	5,535,000	5,535,000	0.0%
TOTAL NET REVENUES	610,108	649,530	616,219	33,311	5%	2,836,161	2,836,161	0.0%
=====								

01/11/2006

American Library Association

Schedule 2B – Commentary: Statement of Revenues and Expenses – Communications & Marketing  
November FY 2006 Financials

Library

The Library, at the end of the first quarter FY06, was 6%, or \$8,127 underspent. The largest negative variances are in Professional Services and Operating Supplies, which in the Library are standing orders for reference materials.

For Professional Services, there were larger than anticipated price increases in two electronic reference tools, and four months' worth of OPAC support fees were charged in September. Thus, the variance will remain through the year, but will not increase, as all the subscription fees are paid.

Operating Supplies is underspent, which is likely a timing issue, in terms of when the various update volumes are shipped. (Several large invoices were signed in December.)

It should be pointed out that already 87% of the Library budget is committed--for salaries, subscription payments, or services fees, making any significant in course adjustments difficult, if not impossible.

Public Information Office

PIO actual expenses through November is \$132,140 against a budget of \$158,572. Most likely conference costs will reduce the \$26,432 positive variance. In the next months the departmental expenses will reflect the planned budget.

Campaign for America's Libraries annual budget is \$300,000. Through November, the Campaign has spent \$56,000, \$19,000 less than budget. Expect that gap to close due to conference and other initiatives in the next two months.

Office for Research and Statistics

Salary expenditures (5000, 5002, 5005) ORS anticipates no salary savings in FY06, and is concerned about the Salary/Attrition Factor. There is no anticipated vacancy, so the only place to recover this is through expense transfers from ORS to NCES-ALS. This will only appear at the end of FY06.

Staff Development (5031) The unit anticipates fully spending down the staff development account to attend and present a paper at the Depository Library Conference in April 2006 (Seattle, WA) and for software training.

Program Awards (5306) The funds carried forward issue is under review by Accounting, but appears to be present in the November report (was not present in the September or October reports).

Awards - Baber The award remains under-funded, with only \$412.75 in the spending account (the award is \$3,000). The Fyan spending account has a little more than \$4,600 and needs \$10,000 to make an award. As was raised in FY05, significantly reduced interest and dividends to the principal accounts are impacting the spending accounts. In both cases, awards can only be made by moving money from principal to spending accounts. We need to work with the finance staff to develop a plan.

The Baber and Fyan spending accounts have insufficient funds to make awards unless funds are transferred from principal to spending. Will need to follow up on this after the MW meeting in San Antonio. The Awards files are incomplete on how to deal with such a matter with these spending accounts.

Salary Survey Project The FY06 surveys are in development. The last invoice to UIUC for FY05 work has been processed for payment.

Revenue No revenue for this reporting period.

#### **Public Programs Office**

November budget commentary PPO: General Fund net revenue/(expense) variance is (\$2,514) or 8%, due to mischarged items that will be reversed in December. Restricted fund overhead is behind budget by \$9,390 due to timing. CCF endowment fund net asset balance will be updated in December (estimate \$375,000).

#### **Member and Customer Service**

Currently the MACS Department expenses are less than budget by 10%. Current expenses total \$134,031 compared to the budget of \$149,394. Savings are, in part, due to salary savings with one open position, which we are looking to fill in the near future.

Mail Service charge and postage will even out in the near future. This time period encompasses major membership renewal. It is hoped that there will be a decrease in the number of printed renewals as individuals become more familiar with the online renewal process.

#### **International Relations Office**

IRO is \$15,000 over budget in revenue due to a donation that was presented to IFLA to support an international information literacy program that was part of the World Summit on the Information Society. Net revenue/expenses are \$3,480 or 6% under budget.

#### **Chapter Relations Office**

CRO is \$5,000 over budget in revenue due to Worldbook grant funds for a Leadership Toolkit. Through November net revenue/expenses are \$3,822 or 18% under budget.



**American Library Association**  
**Schedule 3 - Statement of Revenues and Expenses - Publishing Services**

	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
=====								
ALA EDITIONS	728,097	611,592	832,520	(220,928)	-27%	3,204,958	3,204,958	0.0%
BOOKLIST	1,382,586	1,206,508	1,336,307	(129,799)	-10%	4,765,512	4,765,512	0.0%
BOOKLINKS	168,639	149,192	186,961	(37,769)	-20%	682,782	682,782	0.0%
AMERICAN LIBRARIES	262,887	307,884	308,861	(977)	-0%	1,280,906	1,280,906	0.0%
ALA TECHSOURCE	119,152	109,676	119,689	(10,013)	-8%	482,738	482,738	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	546,764	617,928	595,750	22,178	4%	2,029,000	2,029,000	0.0%
TOTAL REVENUES	3,208,125	3,002,780	3,380,088	(377,308)	-11%	12,445,896	12,445,896	0.0%
EXPENSES:								
=====								
ALA EDITIONS	618,663	614,632	687,255	72,623	11%	3,014,406	3,014,406	0.0%
BOOKLIST	836,509	968,034	989,427	21,393	2%	3,896,780	3,896,780	0.0%
BOOKLINKS	156,844	145,037	178,084	33,047	19%	738,231	738,231	0.0%
AMERICAN LIBRARIES	381,683	420,152	439,750	19,598	4%	1,669,944	1,669,944	0.0%
SUBSCRIPTION EQUIVALENT	(118,796)	(112,268)	(130,889)	(18,621)	-14%	(389,038)	(389,038)	-0.0%
ALA TECHSOURCE	89,837	95,403	119,348	23,945	20%	466,924	466,924	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	370,870	463,775	508,374	44,599	9%	1,958,285	1,958,285	0.0%
MARKETING	0	31,304	0	(31,304)	-	0	0	-
MARKETING ALLOCATION	0	0	0	0	-	0	0	-
UNALLOCATED SUPPORT UNITS	58,590	8,319	50,157	41,838	83%	(28,505)	(28,505)	-0.0%
TOTAL EXPENSES	2,394,200	2,634,388	2,841,506	207,118	7%	11,327,027	11,327,027	0.0%
NET REVENUES	813,925	368,392	538,582	(170,190)	-32%	1,118,869	1,118,869	0.0%
=====								
*****								
NET REVENUES								
=====								
ALA EDITIONS	109,434	(3,040)	145,265	(148,305)	-102%	190,552	190,552	0.0%
BOOKLIST	546,077	238,474	346,880	(108,406)	-31%	868,732	868,732	0.0%
BOOKLINKS	11,795	4,155	8,877	(4,722)	-53%	(55,449)	(55,449)	0.0%
AMERICAN LIBRARIES	0	0	0	0	-	0	0	-
ALA TECHSOURCE	29,315	14,273	341	13,932	4086%	15,814	15,814	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	175,894	154,153	87,376	66,777	76%	70,715	70,715	0.0%
MARKETING	0	(31,304)	0	(31,304)	-	0	0	-
UNALLOCATED SUPPORT UNITS	(58,590)	(8,319)	(50,157)	41,838	83%	28,505	28,505	0.0%
TOTAL NET REVENUES	813,925	368,392	538,582	(170,190)	-32%	1,118,869	1,118,869	0.0%
=====								

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.

01/12/2006

**American Library Association**  
**Schedule 4 - Statement of Revenues and Expenses - Member Programs & Services**

	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
=====								
CONFERENCE-ANNUAL	(43,363)	102,150	0	102,150	-	5,554,260	5,554,260	0.0%
CONFERENCE-MIDWINTER	(47,728)	(15,330)	0	(15,330)	-	2,545,675	2,545,675	0.0%
OFHRD&R	1,112	208	252	(44)	-17%	53,500	53,500	0.0%
OLOS	0	5,914	150	5,764	3843%	2,100	2,100	0.0%
OIF	93,944	69,126	75,716	(6,590)	-9%	250,950	250,950	0.0%
OA	50,272	52,163	49,163	3,000	6%	61,163	61,163	0.0%
DIVERSITY	300	843	2,833	(1,990)	-70%	16,575	16,575	0.0%
SENIOR AED/MISC AWARDS	0	0	0	0	-	15,000	15,000	0.0%
TOTAL REVENUES	54,537	215,074	128,114	86,960	68%	8,499,223	8,499,223	0.0%
EXPENSES:								
=====								
CONFERENCE-ANNUAL	51,947	111,764	195,400	83,636	43%	4,241,042	4,241,042	0.0%
CONFERENCE-MIDWINTER	235,332	189,345	267,012	77,667	29%	2,261,764	2,261,764	0.0%
ITTS	517,666	440,826	440,900	74	0%	1,767,393	1,767,393	0.0%
OFHRD&R	73,034	56,226	75,535	19,309	26%	343,673	343,673	0.0%
OLOS	59,967	60,343	73,764	13,421	18%	311,700	311,700	0.0%
OIF	134,025	171,988	152,652	(19,336)	-13%	637,420	637,420	0.0%
OA	55,648	67,367	81,912	14,545	18%	349,888	349,888	0.0%
DIVERSITY	39,139	38,005	46,146	8,141	18%	199,820	199,820	0.0%
SENIOR AED	47,629	47,831	47,824	(7)	-0%	230,824	230,824	0.0%
TOTAL EXPENSES	1,214,387	1,183,695	1,381,145	197,450	14%	10,343,524	10,343,524	0.0%
NET REVENUES	(1,159,850)	(968,621)	(1,253,031)	284,410	23%	(1,844,301)	(1,844,301)	-0.0%
=====								
*****								
NET REVENUES:								
=====								
CONFERENCE-ANNUAL	(95,310)	(9,614)	(195,400)	185,786	95%	1,313,218	1,313,218	0.0%
CONFERENCE-MIDWINTER	(283,060)	(204,675)	(267,012)	62,337	23%	283,911	283,911	0.0%
ITTS	(517,666)	(440,826)	(440,900)	74	0%	(1,767,393)	(1,767,393)	-0.0%
OFHRD&R	(71,922)	(56,018)	(75,283)	19,265	26%	(290,173)	(290,173)	-0.0%
OLOS	(59,967)	(54,429)	(73,614)	19,185	26%	(309,600)	(309,600)	-0.0%
OIF	(40,081)	(102,862)	(76,936)	(25,926)	-34%	(386,470)	(386,470)	-0.0%
OA	(5,376)	(15,204)	(32,749)	17,545	54%	(288,725)	(288,725)	-0.0%
DIVERSITY	(38,839)	(37,162)	(43,313)	6,151	14%	(183,245)	(183,245)	-0.0%
AED	(47,629)	(47,831)	(47,824)	(7)	-0%	(215,824)	(215,824)	0.0%
TOTAL NET REVENUES	(1,159,850)	(968,621)	(1,253,031)	284,410	23%	(1,844,301)	(1,844,301)	-0.0%
=====								

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.

01/12/2006

**American Library Association**  
**Schedule 5 - Statement of Revenues and Expenses - Divisions**

REVENUES		YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
=====									
401	PLA	179,502	252,733	241,493	11,240	5%	3,758,955	3,758,955	0.0%
403	ACRL	307,791	394,595	402,324	(7,729)	-2%	1,864,611	1,864,611	0.0%
404	CHOICE	719,519	693,877	687,449	6,428	1%	2,732,504	2,732,504	0.0%
405	AASL	189,673	1,802,763	1,420,871	381,892	27%	1,836,928	1,836,928	0.0%
406	ASCLA	12,834	14,884	12,250	2,634	22%	69,555	69,555	0.0%
407	ALCTS	96,563	103,416	138,516	(35,100)	-25%	578,060	578,060	0.0%
409	LAMA	158,833	77,655	84,060	(6,405)	-8%	375,633	375,633	0.0%
410	RUSA	77,162	94,008	85,213	8,795	10%	422,606	422,606	0.0%
411	ALTA	14,495	15,617	18,249	(2,632)	-14%	111,955	111,955	0.0%
412	LITA	220,646	223,939	223,228	711	0%	573,752	573,752	0.0%
413	ALSC	187,213	81,761	182,271	(100,510)	-55%	870,099	870,099	0.0%
414	YALSA	46,631	57,057	70,583	(13,526)	-19%	419,690	419,690	0.0%
TOTAL REVENUES		2,210,862	3,812,305	3,566,507	245,798	7%	13,614,348	13,614,348	0.0%
=====									
EXPENSES									
=====									
401	PLA	410,299	441,079	583,629	142,550	24%	3,516,341	3,516,341	0.0%
403	ACRL	420,357	356,827	531,314	174,487	33%	2,379,833	2,379,833	0.0%
404	CHOICE	569,115	598,213	639,607	41,394	6%	2,602,315	2,602,315	0.0%
405	AASL	286,584	924,918	1,051,356	126,438	12%	1,867,664	1,867,664	0.0%
406	ASCLA	23,999	27,384	26,103	(1,281)	-5%	64,079	64,079	0.0%
407	ALCTS	102,319	90,563	129,752	39,189	30%	558,886	558,886	0.0%
409	LAMA	115,639	60,739	77,733	16,994	22%	365,624	365,624	0.0%
410	RUSA	82,819	69,679	77,830	8,151	10%	360,035	360,035	0.0%
411	ALTA	37,807	36,760	41,952	5,192	12%	101,597	101,597	0.0%
412	LITA	161,106	167,004	191,813	24,809	13%	569,680	569,680	0.0%
413	ALSC	181,395	199,322	174,962	(24,360)	-14%	900,815	900,815	0.0%
414	YALSA	52,365	61,979	93,252	31,273	34%	401,601	401,601	0.0%
TOTAL EXPENSES		2,443,804	3,034,467	3,619,303	584,836	16%	13,688,470	13,688,470	0.0%
NET REVENUES		(232,942)	777,838	(52,796)	830,634	1573%	(74,122)	(74,122)	0.0%
=====									

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

01/11/2006



AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

SECTION II  
SCHEDULE 5  
PAGE 2

NET REVENUES	YEAR TO DATE ACTUAL NOVEMBER 30, 2004	YEAR TO DATE ACTUAL NOVEMBER 30, 2005	YEAR TO DATE BUDGET NOVEMBER 30, 2005	VARIANCE	%	2006 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
=====								
401 PLA	(230,797)	(188,346)	(342,136)	153,790	45%	242,614	242,614	-0.0%
403 ACRL	(112,566)	37,768	(128,990)	166,758	129%	(515,222)	(515,222)	-0.0%
404 CHOICE	150,404	95,664	47,842	47,822	100%	130,189	130,189	0.0%
405 AASL	(96,911)	877,845	369,515	508,330	138%	(30,736)	(30,736)	0.0%
406 ASCLA	(11,165)	(12,500)	(13,853)	1,353	10%	5,476	5,476	0.0%
407 ALCTS	(5,756)	12,853	8,764	4,089	47%	19,174	19,174	-0.0%
409 LAMA	43,194	16,916	6,327	10,589	167%	10,009	10,009	0.0%
410 RUSA	(5,657)	24,329	7,383	16,946	230%	62,571	62,571	0.0%
411 ALTA	(23,312)	(21,143)	(23,703)	2,560	11%	10,358	10,358	0.0%
412 LITA	59,540	56,935	31,415	25,520	81%	4,072	4,072	0.0%
413 ALSC	5,818	(117,561)	7,309	(124,870)	-1708%	(30,716)	(30,716)	0.0%
414 YALSA	(5,734)	(4,922)	(22,669)	17,747	78%	18,089	18,089	0.0%
416 LITA/LAMA NAT'L CONF	0	0	0	0	-	-	-	-
TOTAL NET REVENUES	(232,942)	777,838	(52,796)	830,634	1573%	(74,122)	(74,122)	0.0%
=====								

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

01/11/2006

American Library Association  
Schedule 6 - Balance Sheet - Assets, Liabilities, Net Assets

	ACTUAL NOVEMBER 30, 2004	ACTUAL NOVEMBER 30, 2005	VARIANCE	%
ASSETS	51,714,224	56,324,106	4,609,882	9%
LIABILITIES	27,681,209	25,730,102	(1,951,107)	-7%
NET ASSETS	24,033,015	30,594,004	6,560,989	27%
TOTAL LIABILITIES AND NET ASSETS	51,714,224	56,324,106	4,609,882	9%

FOR ADDITIONAL DETAIL SEE SCHEDULE 12

01/12/2006

**American Library Association**  
**Schedule 6 – Commentary: Balance Sheet - Total ALA**  
**November FY 2006 Financials**

**ASSETS**

At November 30, 2005, total assets of \$56,324,106 are \$4,609,882 more than the total at November 30, 2004. This is a result of increases in long-term investments (D), and property, plant and equipment (E), offset by decreases in cash and short-term investments (A), net accounts receivable (B) and inventories (C).

A. Cash and Short-Term Investments: Cash and short-term investments of \$16,804,444 at November 30, 2005 are \$2,598,081 lower than at November 30, 2004.

	<u>YTD</u> <u>AVG. BALANCE</u>	<u>YTD</u> <u>INTEREST INCOME</u>	<u>YTD</u> <u>YIELD</u>
FY 2005	\$16,335,366	\$138,673	3.40%
FY 2006	\$14,903,318	\$146,023	3.92%

The FY 2006 yield and year-to-date interest income is higher than FY 2005. See Schedule 2 explanation for additional investment information.

B. Net Accounts Receivable: Net accounts receivable of \$3,517,074 at November 30, 2005 are \$689,996 lower than the balance of \$4,207,070 at November 30, 2004. The decrease is the result of a lower balance in PBD billings, mainly book sales offset by a lower reserve for bad debts. At November 30, 2005, total trade receivables were \$2,665,977 as compared to \$2,426,157 in FY 2004. Reserves for bad debt decreased \$179,787.

C. Inventories: While net inventories decreased by \$68,469, the gross inventory balance decreased by \$52,625 to \$1,648,630 at November 30, 2005 from \$1,701,255 at November 30, 2004. ALA Editions finished goods has a \$72,537 decrease and Graphics has a \$46,015 increase. ALA Editions work-in-progress has a decrease of \$2,696. On a net basis, the reserves have increased \$15,844 at November 30, 2005.

D. Endowment Investments: Long-term endowment investments of \$25,186,236 at November 30, 2005 are \$2,950,833 higher than at November 30, 2004, primarily as a result of market conditions.

E. Property, Plant and Equipment: Property, plant and equipment, net of depreciation of \$8,445,067 at November 30, 2005 is \$4,639,318 higher than at November 30, 2004 mainly as a result of the purchase of the DC property.

## LIABILITIES

At November 30, 2005, total liabilities of \$28,905,102 are \$1,223,893 higher than total liabilities at November 30, 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 November 30, 2005, deferred revenues for meetings and conferences totaled \$4,651,004 as compared to \$3,371,900 at November 30, 2004. At November 30, 2005 deferred revenues consisted of Annual Conference, \$1,554,042, Midwinter, \$1,358,980, PLA National Conference (March 2006), \$1,521,931 and ACRL National Conference (April 2007), \$161,355. At November 30, 2004, Midwinter deposits were \$1,656,025, Annual Conference, \$601,965, PLA National Conference, \$287,315, ACRL deposits are \$448,040, and AASL (October 2005) deposits are \$337,154.

B. Deferred Revenues – Grants: Deferred revenues for Grants and Awards at November 30, 2005 are \$2,195,212 as compared to \$2,132,094 at November 30, 2004. In November 2005, the following grants had significant deferred revenues, Frankenstein exhibit, \$38,301, Nextbook, \$165,745, MacArthur Credibility, \$20,213, Library Champions, \$33,497, 21<sup>st</sup> Century Fund, \$233,550, Literacy Network Database, \$243,659, and the Scholarship Bash, \$397,584. In November 2004, major grants included MacArthur III, \$64,363, the Scholarship Bash, \$276,012, Library Champions, \$20,585, CIPA Defense Fund, \$19,540, Edlinc, \$10,846, and Literacy Network Database, \$376,364.

C. Accounts Payable: At November 30, 2005, accounts payable totaled \$12,722,080 as compared to \$16,129,046 at November 30, 2004. The decrease of \$3,406,966 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 November 30, 2005 are \$3,250,216 as compared to \$3,062,955 at November 30, 2004.

E. Deferred Revenues – Subscriptions: Deferred revenues for subscriptions at November 30, 2005 are \$2,911,590 as compared to \$2,985,215 at November 30, 2004. The decrease of \$73,625 is mainly an increase in Book Links (\$70,886) and American Libraries, (\$5,044), offset by a decrease in Booklist (\$55,525), LTR (\$39,169), CHOICE (\$44,007) and ROC (\$9,996).

## **APPENDICES - STATEMENTS OF REVENUES AND EXPENSES**

AMERICAN LIBRARY ASSOCIATION  
Summary of Revenues and Expenses  
Compared to Budget  
Consolidated Fund (1-4)  
Year to Date Ending Nov 2005  
(Report FRC1)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	8,162,368	2,003,732	2,035,312	-31,580	-1.6	-6,158,636
Sale of Materials / Net	7,244,270	1,548,454	1,958,424	-409,970	-20.9	-5,695,816
Subscriptions	4,757,387	1,199,752	1,201,993	-2,241	-0.2	-3,557,635
Advertising / Net	5,821,915	1,591,348	1,335,200	256,148	19.2	-4,230,567
Meetings and Conferences	11,897,667	1,792,939	1,501,449	291,490	19.4	-10,104,728
Grants	2,130,246	412,270	527,110	-114,840	-21.8	-1,717,976
Interest / Dividends	1,321,179	313,476	330,292	-16,816	-5.1	-1,007,703
Endowment Gain/Loss - Realized	0	227,648	0	227,648	N/A	227,648
Endowment Gain/Loss - Unrealized	800,179	-55,471	200,040	-255,511	-127.7	-855,650
Miscellaneous	3,496,504	345,667	600,648	-254,981	-42.5	-3,150,837
Total Revenues	45,631,715	9,379,816	9,690,468	-310,652	-3.2	-36,251,899
Expenses						
Payroll and Related Expenses	18,680,819	3,937,603	4,660,877	723,274	-15.5	14,743,216
Outside Services	4,792,923	1,409,062	1,244,623	-164,439	13.2	3,383,861
Travel and Related Expenses	2,229,965	366,989	445,182	78,193	-17.6	1,862,976
Meetings and Conferences	5,831,516	332,590	823,645	491,055	-59.6	5,498,926
Publication-Related Expenses	5,888,353	1,337,144	1,377,107	39,963	-2.9	4,551,209
Operating Expenses	7,185,709	1,297,572	1,884,109	586,537	-31.1	5,888,137
Direct Expenses	44,609,285	8,680,961	10,435,543	1,754,582	-16.8	35,928,324
Inter-Unit Transfers	0	-650	0	650	N/A	650
Taxes/Income	227,018	49,444	49,444	0	0.0	177,574
Indirect Expenses	227,018	48,794	49,444	650	-1.3	178,224
Total Expenses	44,836,303	8,729,755	10,484,987	1,755,232	-16.7	36,106,548
Net Revenue (Expense)	795,412	650,061	-794,519	1,444,580	-181.8	-145,351

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

	Operating Fund (1)	Plant Fund (2)	Restricted Fund (4)	Endowment Fund (3)	Total All Funds
Revenues:					
Dues	2,009,986	0	0	-6,254	2,003,732
Book Sales/Net	1,351,780	0	0	0	1,351,780
Graphics Sales	2,531	0	0	0	2,531
Other Sales	194,143	0	0	0	194,143
Subscriptions	1,199,752	0	0	0	1,199,752
Advertising/Net	1,591,348	0	0	0	1,591,348
Meetings and Conferences	1,792,939	0	0	0	1,792,939
Grants, Contracts & Awards	0	0	412,270	0	412,270
Interest and Dividends	147,792	0	0	165,684	313,476
Endowment Gain/Loss - Realized	-32,577	0	0	260,225	227,648
Endowment Gain/Loss - Unrealized	-114,068	0	0	58,597	-55,471
Miscellaneous	289,496	0	-205	56,377	345,667
Total Revenues	8,433,122	0	412,065	534,629	9,379,816
Expenses:					
Payroll and Related Expenses	3,830,303	0	107,301	0	3,937,603
Outside Services	1,255,763	1,730	102,040	49,528	1,409,062
Travel-Related Expense	336,065	0	30,925	0	366,989
Meetings and Conferences	388,731	0	22,939	-79,080	332,590
Publication-Related Expense	554,009	0	1,434	0	555,443
Continued	772,153	0	8,748	800	781,701
Operating Exp (5030-1, 5500)	178,778	0	9,389	0	188,167
Operating Expenses (5040-99)	940,625	88,805	79,975	0	1,109,405
Subtotal/Operating Expenses	1,119,403	88,805	89,364	0	1,297,572
Direct Expenses	8,256,427	90,535	362,750	-28,751	8,680,961
Inter-Unit Transfers (5900-08)	-194,571	194,526	45	0	0
Inter-Unit Trfrs (5909, 10, 12, 13)	-3,778	0	3,604	173	0
Inter-Unit Trfr (5940-42, 98-99)	275,803	-280,553	4,100	0	-650
Subtotal/Inter-Unit Trfrs	77,455	-86,027	7,749	173	-650
Overhead Recovered	-41,566	0	41,566	0	0
Income Taxes	49,444	0	0	0	49,444
Indirect Expenses	85,333	-86,027	49,315	173	48,794
Total Expenses	8,341,760	4,508	412,065	-28,578	8,729,755
Net Revenues	91,362	-4,508	0	563,207	650,061
Beginning Fund Balance	-511,779	-0	0	27,280,721	26,768,942
Intra-Fund Transfers	-3,200	0	0	3,200	0
Ending Fund Balance	-423,616	-4,508	0	27,847,128	27,419,003

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

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	5,551,000	1,324,531	1,387,748	-63,217	-4.6	-4,226,469
Sale of Materials/Net	5,658,493	1,289,765	1,556,702	-266,937	-17.1	-4,368,728
Subscriptions	2,850,572	699,955	712,644	-12,689	-1.8	-2,150,617
Advertising/Net	4,338,016	1,154,836	1,017,234	137,602	13.5	-3,183,180
Meetings and Conferences	6,860,320	-30,245	2,100	-32,345	-1,540.2	-6,890,565
Interest and Dividends	740,190	147,783	185,048	-37,265	-20.1	-592,407
Endwamt Gain/Loss - Realized	0	-32,577	0	-32,577	N/A	-32,577
Endwamt Gain/Loss - Unrealized	0	-114,068	0	-114,068	N/A	-114,068
Miscellaneous	1,549,718	134,553	288,273	-153,720	-53.3	-1,415,165
Total Revenues	27,548,309	4,574,534	5,149,749	-575,215	-11.2	-22,973,775



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

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	27,548,309	4,574,534	5,149,749	-575,215	-11.2	-22,973,775
Expenses						
Payroll and Related Expenses	13,445,120	2,844,436	3,333,010	488,574	-14.7	10,600,684
Outside Services	3,030,028	919,151	768,756	-150,395	19.6	2,110,877
Travel-Related Expenses	1,220,997	159,857	208,737	48,880	-23.4	1,061,140
Meetings and Conferences	2,800,601	64,019	137,272	73,253	-53.4	2,736,582
Publication-Related Expenses	4,076,479	941,336	932,940	-8,396	0.9	3,135,143
Operating Expenses	4,249,556	847,773	1,161,003	313,230	-27.0	3,401,783
Direct Expenses	28,822,781	5,776,572	6,541,718	765,146	-11.7	23,046,209
Inter-Unit Transfers	305,048	31,947	50,348	18,401	-36.5	273,101
Overhead Recovered	-1,800,188	-553,682	-495,511	58,171	11.7	-1,246,506
Income Taxes	150,968	37,740	37,740	0	0.0	113,228
Indirect Expenses	-1,344,172	-483,995	-407,423	76,572	18.8	-860,178
Total Expenses	27,478,609	5,292,577	6,134,295	841,718	-13.7	22,186,032
Net Revenues	69,700	-718,043	-984,546	266,503	-27.1	-787,743

AMERICAN LIBRARY ASSOCIATION  
Summary of Revenue Compared to Budget  
Operating/Divisions Fund - 12  
For the Period Ending Nov 2005  
(Report 0234)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	2,535,565	642,537	628,614	13,923	2.2	-1,893,028
Sale of Materials/Net	1,486,897	258,430	383,121	-124,691	-32.5	-1,228,467
Subscriptions	1,891,880	497,132	485,633	11,499	2.4	-1,394,748
Advertising/Net	1,475,479	436,242	315,862	120,380	38.1	-1,039,237
Meetings and Conferences	4,888,747	1,823,294	1,498,848	324,446	21.6	-3,065,453
Grants, Contracts & Awards	1,500	0	0	0	N/A	-1,500
Interest and Dividends	0	9	0	9	N/A	9
Miscellaneous	1,334,280	154,663	254,429	-99,766	-39.2	-1,179,617
Total Revenues	13,614,348	3,812,306	3,566,507	245,799	6.9	-9,802,042

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

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	13,614,348	3,812,306	3,566,507	245,799	6.9	-9,802,042
Expenses						
Payroll and Related Expenses	4,806,421	985,832	1,220,572	234,740	-19.2	3,820,589
Outside Services	1,210,727	335,752	328,107	-7,645	2.3	874,975
Travel-Related Expenses	783,582	176,208	203,527	27,319	-13.4	607,374
Meetings and Conferences	2,082,050	335,765	580,884	245,119	-42.2	1,746,285
Publication-Related Expenses	1,590,449	368,731	400,889	32,158	-8.0	1,221,718
Operating Expenses	1,182,148	271,148	320,415	49,267	-15.4	911,000
Direct Expenses	11,655,377	2,473,435	3,054,394	580,959	-19.0	9,181,942
Inter-Unit Transfers						
401 PUBLIC LIBRARY ASSOC (PLA)	75,187	5,949	9,483	3,534	-37.3	69,238
403 ASSOC/COLL & RES LIBS (ACRL)	52,207	4,998	11,251	6,253	-55.6	47,209
404 CHOICE	-23,325	-2,706	-5,832	-3,126	-53.6	-20,619
405 AMER ASSOC OF SCH LNS (AASL)	57,838	5,926	19,349	13,423	-69.4	51,912
406 ASSOC SPEC COOP LIB AGCY (ASCL)	3,019	225	394	169	-42.9	2,794
407 ASSN/LIB CLLN/TECH SERV (ALCTS)	33,249	5,118	8,375	3,257	-38.9	28,131
409 LIB ADM & MGT ASSOC (LAMA)	14,526	1,388	2,824	1,436	-50.8	13,138
410 REF. & USER SERV. ASSN. (RUSA)	16,976	2,138	3,780	1,642	-43.4	14,838
411 AMER LIB TRUSTEE ASSOC (ALTA)	4,069	668	865	197	-22.8	3,401
412 LIB & INF TECH ASSOC (LITA)	21,224	2,738	3,141	403	-12.8	18,486
413 ASSOC/LIB SERV TO CH (ALSC)	24,674	2,700	4,643	1,943	-41.8	21,974
414 YNG ADLT LIB SERV ASSN (YALSA)	17,299	1,544	4,066	2,522	-62.0	15,755
401 PUBLIC LIBRARY ASSOC (PLA)	31,315	0	0	0	N/A	31,315
405 AMER ASSOC OF SCH LNS (AASL)	24,176	3,383	4,767	1,384	-29.0	20,793
406 ASSOC SPEC COOP LIB AGCY (ASCL)	3,828	828	957	129	-13.5	3,000
407 ASSN/LIB CLLN/TECH SERV (ALCTS)	22,300	0	5,575	5,575	-100.0	22,300
409 LIB ADM & MGT ASSOC (LAMA)	18,230	0	4,559	4,559	-100.0	18,230
410 REF. & USER SERV. ASSN. (RUSA)	28,088	0	7,022	7,022	-100.0	28,088
411 AMER LIB TRUSTEE ASSOC (ALTA)	3,467	495	867	372	-43.0	2,972
412 LIB & INF TECH ASSOC (LITA)	17,210	4,170	4,303	133	-3.1	13,040
413 ASSOC/LIB SERV TO CH (ALSC)	23,948	0	597	597	-100.0	23,948
414 YNG ADLT LIB SERV ASSN (YALSA)	15,250	0	3,813	3,813	-100.0	15,250
401 PUBLIC LIBRARY ASSOC (PLA)	50,600	0	0	0	N/A	50,600
403 ASSOC/COLL & RES LIBS (ACRL)	-10,359	1,200	8,943	7,743	-86.6	-11,559
404 CHOICE	10,006	0	-8,691	-8,691	-100.0	10,006
405 AMER ASSOC OF SCH LNS (AASL)	26,000	0	26,000	26,000	-100.0	26,000
406 ASSOC SPEC COOP LIB AGCY (ASCL)	150	0	0	0	N/A	150
407 ASSN/LIB CLLN/TECH SERV (ALCTS)	5,300	590	1,651	1,061	-64.3	4,710
409 LIB ADM & MGT ASSOC (LAMA)	850	0	174	174	-100.0	850
410 REF. & USER SERV. ASSN. (RUSA)	750	0	225	225	-100.0	750
411 AMER LIB TRUSTEE ASSOC (ALTA)	500	0	0	0	N/A	500
412 LIB & INF TECH ASSOC (LITA)	1,200	150	0	-150	N/A	1,050
	-135,396	0	1,115	1,115	-100.0	-135,396
Overhead Recovered	1,522,687	507,825	428,989	-78,836	18.4	1,014,862
Income Taxes	76,050	11,704	11,704	0	0.0	64,346

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

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Indirect Expenses	2,033,093	561,032	564,909	3,877	-0.7	1,472,061
Total Expenses	13,688,470	3,034,467	3,619,303	584,836	-16.2	10,654,003
Net Revenues	-74,122	777,840	-52,796	830,636	-1,573.3	851,962
Beginning Fund Balance	0	8,972,528	0	8,972,528	N/A	8,972,528
Ending Fund Balance	-74,122	9,750,368	-52,796	9,803,164	-18,568.0	9,824,490

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

Page 1

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
<hr/>					
ASSETS					
CURRENT ASSETS:					
Cash	5,311,836	0	0	0	5,311,836
Short Term Investments	11,492,608	0	0	0	11,492,608
Accounts Receivable, Gross	3,747,825	33,799	0	85,900	3,867,524
Less: Reserves	-350,450	0	0	0	-350,450
Accounts Receivable, Net	3,397,375	33,799	0	85,900	3,517,074
Grants Receivable	0	0	626,748	0	626,748
Inventories Gross	1,648,630	0	0	0	1,648,630
Less: Reserves	-404,053	0	0	0	-404,053
Inventories, Net	1,244,577	0	0	0	1,244,577
Prepaid Exps & Other A/R	499,658	0	0	0	499,658
TOTAL CURRENT ASSETS	21,946,053	33,799	626,748	85,900	22,692,500
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PROPERTY, PLANT & EQUIPMENT					
Furniture & Equipment	0	10,061,844	0	0	10,061,844
Buildings & Improvements	0	7,693,960	0	2,273,249	9,967,209
Land	0	1,717,248	0	703,350	2,420,597
Property, Plant & Equipment Gross	0	19,473,051	0	2,976,598	22,449,649
Less: Accum Depreciation	0	-13,096,441	0	-908,141	-14,004,582

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

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	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
Property, Plant & Equipment, Net	0	6,376,610	0	2,068,457	8,445,067
Investments	0	0	0	25,186,236	25,186,236
Due From (To) Other Funds	1,169,627	-3,238,641	1,562,781	506,534	302
TOTAL ASSETS	23,115,681	3,171,768	2,189,529	27,847,128	56,324,106
LIABILITIES AND FUND BALANCES					
CURRENT LIABILITIES:					
Current Portion, Lng Trm Debt	0	0	0	0	0
Accounts Payable	2,700,424	1,276	0	0	2,701,700
Accrued Operating Expenses	3,473	0	0	0	3,473
Accrued Income Tax	86,714	0	0	0	86,714
Accrued Payroll Expenses	9,930,193	0	0	0	9,930,193
SUB-TOTAL / PAYABLES	12,720,804	1,276	0	0	12,722,080
DEFERRED REVENUES					
Membership Dues	3,250,216	0	0	0	3,250,216
Subscriptions	2,911,590	0	0	0	2,911,590
Meetings & Conferences	4,651,004	0	0	0	4,651,004
Grants & Awards	5,683	0	2,189,529	0	2,195,212
Sub-Total/Deferred Revenues	10,818,493	0	2,189,529	0	13,008,022
TOTAL CURRENT LIABILITES	23,539,297	1,276	2,189,529	0	25,730,102
DC Properties LT Bond	0	3,175,000	0	0	3,175,000

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

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	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
TOTAL LIABILITIES	23,539,297	3,176,276	2,189,529	0	28,905,102
Fund Balance	-423,616	-4,508	0	27,847,128	27,419,003
TOTAL LIABILITIES/FUND BALANCE	23,115,681	3,171,768	2,189,529	27,847,128	56,324,106

