

ALA American Library Association

Results of Operations

FY 2017 - Q1 (Sept.-Nov. 2016) Results

	Pages
I Total ALA	
A Statement of Revenues and Expenses	2-3
B Statement of Financial Position	4-5
 II General Fund	
A Statement of Revenues and Expenses by Department	6
 III Department Commentaries	7-12
A Advocacy and Member Relations	
B Publishing Department	
C Washington Office Financial Summary	
D Executive Office/Governance Office	
E Member Programs & Services	
 IV Division Statement of Revenues and Expenses	13-21
 V Round Table Statement of Revenues and Expenses	22

Executive Summary - 11/30/2016

I A. TOTAL ALA (ALL COMBINED FUNDS) State of Revenues and Expenses November 30, 2016

TOTAL ALA (ALL COMBINED FUNDS)	Fiscal Year Actual 11/30/16	Fiscal Year Budget 11/30/16	Fiscal Year Variance 11/30/16	Prior Year Actual 11/30/15	Actual 11/30/14	Difference FY16 - FY14
Total Revenues	8,309,982	9,437,625	(1,127,643)	10,253,620	8,987,163	(677,181)
Total Expenses	9,726,141	11,162,858	1,436,717	11,846,287	9,867,575	141,434
Net Rev(Exp)	(1,416,159)	(1,725,233)	309,074	(1,592,667)	(880,412)	(535,747)

Revenue

For the first 3 months of FY17, Total ALA Q1 revenues were \$8.3M versus budget of \$9.4M, an unfavorable variance of \$1.1M. Excluding grants, this represents an 8% difference from budgeted revenues. General Fund and Division revenues were lower than projected, partly due to timing of revenue.

Expenses

Total ALA Q1 expenditures were \$9.8M versus budget of \$11.3M, a favorable variance of \$1.4M. Excluding grants, this represents a 10% difference from budgeted expenditures. General Fund and Division expenditures were similarly lower than budgeted, partly due to timing of sales and also due to careful cost management.

Net Revenue and Expenses from Operations

Total ALA net expense was \$1.5M versus budget of \$1.8M, a favorable variance of \$309k, or 17% better than budget. Budget to actual variance for FY17 compared to FY16 was substantially better, with Q1 FY17 ending with a 17% favorable variance versus a 17% unfavorable variance of -10% for Q1 FY16.

REVENUES BY FUND	Fiscal Year Actual 11/30/16	Fiscal Year Budget 11/30/16	Fiscal Year Variance 11/30/16	Prior Year Actual 11/30/15	Actual 11/30/14	Difference FY16 - FY14
General Fund	4,538,021	4,879,582	(341,561)	4,997,235	4,947,533	(409,512)
Division	2,664,174	2,841,225	(177,051)	3,391,121	2,838,607	(174,433)
Round Table	67,891	97,673	(29,782)	68,489	52,455	15,436
Grants and Awards	926,585	1,426,930	(500,345)	1,836,546	838,751	87,834
Long-Term Investment	113,312	192,214	(78,902)	(39,771)	309,816	(196,504)
Total Revenues	8,309,983	9,437,624	(1,127,641)	10,253,620	8,987,162	(677,179)

EXPENSES BY FUND	Fiscal Year Actual 11/30/16	Fiscal Year Budget 11/30/16	Fiscal Year Variance 11/30/16	Prior Year Actual 11/30/15	Actual 11/30/14	Difference FY16 - FY14
General Fund	5,637,651	5,987,569	349,918	6,020,099	5,870,594	232,943
Division	2,847,577	3,470,845	623,268	3,739,325	3,061,838	214,261
Round Table	24,759	60,838	36,079	54,504	18,448	(6,311)
Plant Fund	0	0	0	0	0	0
Grants and Awards	926,585	1,426,928	500,343	1,844,046	839,430	(87,155)
Long-Term Investment	289,569	216,678	(72,891)	188,313	77,265	(212,304)
Total Expenses	9,726,141	11,162,858	1,436,717	11,846,287	9,867,575	141,434

NET REVENUES (EXPENSES)	Fiscal Year Actual 11/30/16	Fiscal Year Budget 11/30/16	Fiscal Year Variance 11/30/16	Prior Year Actual 11/30/15	Actual 11/30/14	Change FY16 - FY14
General Fund	(1,099,630)	(1,107,987)	8,357	(1,022,864)	(923,061)	(176,569)
Division	(183,403)	(629,620)	446,217	(348,204)	(223,231)	39,828
Round Table	43,132	36,835	6,297	13,985	34,007	9,125
Grants and Awards	0	2	(2)	(7,500)	(679)	679
Long-Term Investment	(176,257)	(24,464)	(151,793)	(228,084)	232,551	(408,808)
Total Net Revenues(Expenses)	(1,416,158)	(1,725,234)	309,076	(1,592,667)	(880,413)	(535,745)

I B. TOTAL ALA - Statement of Financial Position - November 30, 2016

TOTAL ALA	30-Nov-16	30-Nov-15	Change	Change %
Total Assets	\$74,305,754	\$77,467,418	(\$3,161,664)	-4.1%
Total Liabilities	\$46,346,638	\$46,938,905	(\$592,267)	-1.3%
Net Assets	\$27,959,116	\$30,528,513	(\$2,569,397)	-8.4%

ASSETS	30-Nov-16	30-Nov-15	Change	Change %
Cash	1,688,299	581,219	1,107,080	190.5%
Short-Term Investment	12,434,160	14,032,401	(1,598,241)	-11.4%
Accounts Receivable, Net	3,053,259	3,523,806	(470,547)	-13.4%
Grants Receivable	685,283	988,662	(303,379)	-30.7%
Inventories, Net	1,784,561	1,544,811	239,750	15.5%
Prepaid Expenses	904,839	2,122,493	(1,217,654)	-57.4%
APA Receivable	105,000	105,000	0	0.0%
Goodwill	1,826,567	1,826,567	0	0.0%
Intangible Assets, Net	1,315,575	1,744,248	(428,673)	-24.6%
Fixed Assets, Net	10,871,041	11,495,498	(624,457)	-5.4%
Long-Term Investment	39,638,542	39,504,086	134,456	0.3%
Due To/From	(1,373)	(1,373)	0	0.0%
Total Assets	74,305,753	77,467,418	(3,161,665)	-4.1%

LIABILITIES	30-Nov-16	30-Nov-15	Change	Change %
Current Portion, L-T Debt	1,780,545	1,571,207	209,338	13.3%
Accounts Payable	1,710,564	3,532,603	(1,822,039)	-51.6%
Accrued Payroll	469,783	455,299	14,484	3.2%
Deferred Membership	3,586,024	4,028,282	(442,258)	-11.0%
Deferred Subscriptions	2,179,208	2,410,160	(230,952)	-9.6%
Deferred Conferences	4,532,912	5,462,206	(929,294)	-17.0%
Grants and Awards	5,644,403	3,226,539	2,417,864	74.9%
Line of Credit	1,000,000	0	1,000,000	100.0%
Long-Term Debts	3,200,000	4,529,604	(1,329,604)	-29.4%
Post-Retirement Benefits	22,243,200	21,723,006	520,194	2.4%
Total Liabilities	46,346,639	46,938,906	(592,267)	-1.3%
FUND BALANCE	27,959,116	30,528,513	(2,569,397)	-8.4%
TOTAL LIAB./FUND BAL	74,305,755	77,467,419	(3,161,664)	-4.1%

II A General Fund - Statement of Revenues and Expenses by Department - November 30, 2016

REVENUES	Year-To-Date Actual	Year-To-Date Budget	Year-To-Date Variance	Variance %	Prior Year Actual	Change FY16 - FY15
Publishing Services	2,764,027	2,998,359	(234,332)	-7.8%	3,018,301	(254,274)
Member Programs & Services	115,710	121,294	(5,584)	-4.6%	121,317	(5,607)
Advocacy and Member Relations	1,329,363	1,398,250	(68,887)	-4.9%	1,399,442	(70,079)
Interest Income	317,444	337,500	(20,056)	-5.9%	435,508	(118,064)
Mail List Sales	9,762	21,679	(11,917)	-55.0%	7,663	2,099
Executive Office	1,714	2,500	(786)	-31.4%	15,000	(13,286)
Total Revenues	4,538,020	4,879,582	(341,562)	-7.0%	4,997,231	(459,211)

REVENUES

Total General Fund

For the first 3 months of FY17, General Fund revenues were \$4.5M versus budget of \$4.8M, an unfavorable variance of \$341k or -7%. This represented 1.1% of total FY17 budgeted revenues. As described below and in the Detailed Commentary section (pp. 7-12), the difference from budget was due to a variety of factors.

Publishing

Q1 Publishing revenues were \$2.8M versus a budget of \$2.9M, an unfavorable variance of \$234k. While Sept. and Oct. financial results reflected operational performance from Q4 FY16, Nov. saw a large uptick relative to projected operational production and revenue generation. Publishing managers expect to make up this variance in future months due to increased marketing capacity and improved execution.

Member Programs and Services (MP&S)

MPS revenues were generally on target, with revenue related to the Midwinter Meeting, and associated expenses, recognized when the event takes place in late January.

Advocacy and Member Relations(A&MR) (formerly Communications):

A&MR revenues for Q1 were \$1.3M versus budget of \$1.4M, an unfavorable variance of \$69k or -5%. Total ALA membership as of November 30 was 56,993, a decrease of 1,599 (2.7%) from same time last year.

EXPENSES	Year-To-Date Actual	Year-To-Date Budget	Year-To-Date Variance	Variance %	Prior Year Actual	Change FY16 - FY15
Publishing Services	2,460,535	2,731,647	271,112	9.9%	3,197,280	736,745
Member Program and Services	1,288,532	1,418,666	130,134	9.2%	1,317,217	28,685
Advocacy and Member Relations	763,388	795,081	31,693	4.0%	703,164	(60,224)
Executive Office	1,163,737	1,176,870	13,133	1.1%	1,196,878	33,141
Finance/Accounting/Staff Supp	456,982	453,187	(3,795)	-0.8%	436,344	(20,638)
Overhead Recovered	(673,872)	(861,292)	(187,420)	21.8%	(1,107,663)	(433,791)
General Administration	178,349	273,412	95,063	34.8%	276,878	98,529
Total Expenses	5,637,651	5,987,571	349,920	5.8%	6,020,098	382,447

Operating Net Revenue	(1,099,631)	(1,107,989)	8,358		(1,022,867)	(76,764)
------------------------------	--------------------	--------------------	--------------	--	--------------------	-----------------

EXPENSES

Operating Net Revenue

Q1 Expenditures and Net Expense were \$5.8M and -\$1.2M, versus a budget of \$6.1M and -\$1.2M respectively. The lower expenditures were due to a mix of timing, lower production, and cost management. As a result, the General Fund was right on budget for Q1 FY17, which was an improvement from Q1 FY16, when actuals financial results for the period were \$245k, or 35%, worse than budget.

III. Department Commentary - November 30, 2016

Advocacy and Member Relations Department

The Advocacy and Member Relations Department is made up of the following units: The AED Office; Membership; Office for Library Advocacy; Chapter Relations Office; International Relations Office; Library and Archives; Office for Research and Statistics; Public Awareness Office; and the Public Programs Office.

Total department revenue was under budget by \$68,887. The department revenues of \$1,329,363 were primarily made up of membership dues, but also included about \$4,500 in the International Relations Office for the Sharjah International Book Fair librarian conference, and about \$6,000 in the Public Awareness on sales of Libraries Transform promotional items.

Membership dues were under budget by \$65,642. Dues revenue for personal members was under by about \$20,000, and organizational member dues were behind by \$24,000. The total ALA membership roster at the end of November stood at 56,993 members, down from 58,952 members last year, a decrease of 3.32%. Student memberships are down 5.5 % most likely due to lower enrollments in MLIS programs but the increase in the number of chapters participating in the joint student membership program is a good trend. Two years ago, 26 chapters participated in the program and now 41 chapters are participating. Nearly 1,000 regular members dropped in November and we are analyzing the data to determine possible causes. We know from our continuing survey of dropped members that reasons for non-renewing include retirements, lack of support from employers, change in personal circumstances, and cost of membership.

Membership in two divisions (ALSC and PLA) and seven round tables (EMIERT, GAMERT, GLBTRT, LEARNRT, RMRT, SRRT, and SUSTRT) was up in the first quarter.

Organizational members are down 3.26% overall. Within that category, Very Small and Small Libraries are down 7.34% and 4.02% respectively. While the number of Medium and Large Libraries is up, the number of Very Large Libraries is down. Some of the Very Large Libraries have moved into the Large Library category as their budget were reduced. There was a small drop (2.92%) in the number of group memberships of trustees and friends organizations. United for Libraries initiated these group memberships and in FY2016, they became ALA members.

Membership promotion and recruitment plans for FY17 include joint ALA and division marketing, activities to increase student members, recruitment of organizational members and enhanced online membership management services.

Total department expenses in November were under budget by \$31,693. Two offices were over budget – International Relations Office (IFLA and Sharjah expenses) and Public Programs Office (timing on staff expenses for grant projects). All the other offices were close to or under budget.

Publishing Department

Publishing: Total Revenues are \$234,332 less than budget. Product sales are \$63,186 less than budget. Other Sales are \$21,507 less than budget. Subscriptions are \$46,570 less than budget. Net advertising is \$42,860 less than budget, and licensing revenues (royalties) are \$59,389 less than budget.

Direct expenses are \$140,523 better than budget. Indirect expenses before overhead are \$28,139 better than budget. Overhead is \$99,191 less than budget. The Subscription Equivalent is \$3,259 more than budget. Net revenue is \$36,780 more than budget.

ALA Editions: Total revenues were \$324,478, which is \$39,862 (14%) more than budget. ALA Editions total revenue came in ahead of budget for each of the three months in the first quarter. Total expenses are \$4,990 (1%) more than budget. Contribution margin was nearly exactly on budget (at just \$138 more than budgeted). Net revenue is \$34,872 (17%) better than budget.

Neal Schuman: Total revenues were \$324,304, which is \$86,482 (21%) less than budget. However, this represents an increase in total revenue of 29% over the first quarter of 2016 (which was \$251,519). The variation from budget in the first quarter looks to be mainly a result of a combination of low performance by the books produced in the fourth quarter of 2016 and the impact of those books in the first quarter of 2017. Total expenses for the first quarter were \$72,232 (15%) below budget. Contribution margin was \$16,616 below budget. Net revenue is \$14,250 (24%) less than budget. We do anticipate stronger performance by Neal Schuman in the remaining quarters as we will be producing more titles in this imprint than originally budgeted and have recently strengthened our sales/marketing capacity—especially in the academic market where Neal Schuman is strongest.

e-Learning: Total revenues are \$20,059 less than budget, due primarily to poor sales in October. However, strong sales in December and January will eliminate that deficit, and a full editorial calendar for the remainder of the fiscal year suggests that revenue will be on or above target at the end of FY17. Expenses (not counting overhead) are \$22,987 more than budget, due primarily to some seemingly inaccurate royalty postings that are under investigation. Overhead is \$4,865 less than the budget due to the revenue shortfall. Contribution margin is \$43,046 less than budget but will adjust with both stronger revenue performance to come and expense adjustments. Net revenue is \$38,180 less than budget.

Digital Reference: Total Revenues are \$21,248 less than budget. Despite this shortfall, we remain confident that we will meet budget targets for the year. This optimism is based on a 3% RDA Toolkit price increase that went into effect on January 1, 2017, and on anticipated new subscriptions related to the rollout of 2 new translations in the Toolkit and the announcement of new adoptions in Europe. Total Expenses are \$26,901 more than budget mainly because cost offsets have not been allocated over 12 months. Net Revenues are \$48,149 less than budget, but we are confident that we will meet budgetary targets for 2017.

ALA Graphics: Total revenues are \$34,807 less than budget. December sales were weak as well, further raising concern about overcoming the revenue deficit. We are now analyzing marketing initiatives and customer buying habits and will have a new marketing plan in place in Q2 to spur sales. Direct expenses are \$47,698 less than budget primarily due to the timing of invoices. Overhead is \$10,892 less than budget. Net expense is \$9,796, which is \$23,783 better than budget.

Booklist: Total Revenues for Booklist Publications are \$96,025 less than budget. Of that variance, \$59,865 is in licensing (royalties). In fact, the true variance is about \$10,000, as a \$50,000 payment budget for Q1 was not received until December. Advertising revenue is \$26,912 less than budget, owing to sluggish sales through December. Stronger sales in January and February and a robust calendar of forthcoming webinars should put us back on track by spring. Subscriptions are \$7,581 or 2 percent less than budget, a significant improvement over FY16, suggesting that our retention efforts are beginning to work. Expense savings thus far are largely the result of timing, though we do expect significant savings in all manufacturing areas (printing, binding, paper) based on revised page budgets. Net Revenues are \$9,916 more than budget. Contribution margin is \$21,926 less than budget but will improve with the January reports.

American Libraries: American Libraries includes *American Libraries* magazine and digital editions, *AL Direct* newsletter, *AL Live*, marketing/advertising, and production. Total revenues are \$15,835 less than budget, due to slow print advertising sales in Q1; classified ad sales, however, are \$4,327 better than budget. Total expenses (not including overhead) are \$254 better than budget. Overhead is \$7,731 less than budget, due to the shortfall in advertising sales. Subscription equivalent is \$3,259 more than budget.

Production Services: Production Services is a cost recovery unit and is currently \$39,176 more than budget in processing chargebacks (net revenue). The surplus is due to two factors: (1) Through December, Production Services is being reimbursed by other Publishing units for the advance purchase of email blocks from Informz; and (2) production for the fall 2016 issue of Law Library Journal fell behind schedule due to editorial delays and was not completed until early December, so those invoices are currently being processed. This will adjust to budget after invoices and payments are fully processed in the second quarter. All of Production Services' expense categories are either on or less than budget, except for web operating expenses, which were more than budget due to the migration to a new server host for the OJS journal site. Collected OJS fees (chargebacks) will account for these additional expenses over time.

Reprographics: Net revenue in Reprographics, also a chargeback unit, is currently \$16,301 ahead of budget, due to greater than anticipated business throughout ALA units in Q1.

Washington Office Financial Summary

Washington Office Operations is shown as \$15,154 over budget for the month of November and 5% over budget for year to date expenses due mainly to an accounting error and subsequent correction. A \$10,995 error was made in the reference materials charge line when an inter-unit transfer of \$3,665 was applied four times to the Washington Office instead of one. This \$10,995 expense is actually a correction to the mistake that was made in October. Additionally, the first payment on the cost of the Office 365 Migration for the Washington Office staff of \$7,268 is reflected in the November report. This expense, along with the final payment for the migration, which was originally planned and approved for FY2016 is expected to be transferred and covered within ALA's Technology funding budget this fiscal year. The Washington Office still expects to be within its planned budget at the end of the fiscal year.

OGR is \$8,472 under budget for the month of November and is 16% under budget for the year to date expenses. This under budget status is due primarily to a staff vacancy which is being filled in January 2017. Most expenses are less than projected thus far this fiscal year.

OITP is shown as \$6,855 over budget for the month of November and is 9% over budget on year to date expenditures. A \$2,022 contract expense was recorded twice during November and will be corrected with the December report. A planned contract payment was made sooner than allocated, but otherwise OITP is within its planned budget.

ALA Executive Office/Governance Office

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

Council Administration [11-101-0000]: As of November 2016 approximately \$7,118 or 16% of the FY17 Council administrative budget of \$44,843 has been spent. No unusual expenses are anticipated for this budget.

Executive Board Administration [11-102-0000]: The report ending November 2016 reflects expenditures of approximately \$6,224 leaving \$20,151 unspent. We do not anticipate any unusual expenditures for this budget.

Fall Board Meeting [11-102-0118]: Recorded expenses for the Fall Executive Board meeting, held in Chicago on October 21-23, total \$20,495 of the \$22,230 budget. There may still be a few expenses outstanding, but we should not exceed the budget this year.

President: [11-102-0100] (Support): Approximately \$52,970 remains from a total budget of \$61,475. This includes anticipated and unposted expenditures.

0103 Budget (Initiatives): During her presidency thus far, Julie Todaro has spent or earmarked approximately \$29,075 of her Presidential Initiatives budget of \$75,000, leaving a remaining budget of \$45,925.

President-Elect: [11-102-0101] (Support) \$47,141 of the president-elect support budget remains from a total budget of \$55,260. This takes into account unposted expenditures.

[11-102-0113] (Advisory Committee) President-elect James Neal has spent approximately \$15,733 of his \$16,070 advisory committee budget. This reflects the cost of his advisory committee meeting which was held in Chicago on October 22-23, 2016.

Planning & Evaluation [11-102-0104]: This budget line shows that \$8,153 or approximately 74%, of the total budget of \$11,000 remains as of November 30, 2016.

Executive Office [11-103-0000]: \$193,713 or approximately 26% of the FY17 Executive Office administrative budget of \$744,419 has been spent to date.

Election Processing [11-103-9000]: \$47,869 or approximately 43% of the Election Processing budget of \$112,075 has been spent to date.

ALA Member Programs & Services

Departmental Summary

For MPS, with many revenue and expense lines tied to conferences, this is very early in the fiscal year. Some early trends and results are worth noting, however.

- The Midwinter Meeting (Atlanta) will fall short of its revenue target but should contribute in excess of \$500,000 in overhead to the ALA General Fund.
- ACRL appears to be well on its way to a successful conference (March 2017); results will appear in the 3rd quarter.
- LITA and YALSA both held successful – both programmatically and financially -- face-to-face events in November.
- PLA began FY2017 with commitments of \$13.6 million in grant funding for 7 multi-year grant initiatives – and exceptional performance.
- The first quarter showed mixed results for Choice, with new product/sales initiatives beginning to show results, offset by below budget performance in print advertising and loss of one major license agreement.
- Dues revenue is, generally, lagging budget, with most Divisions reporting shortfalls in that area. ALSC, ASCLA and PLA are running ahead of budget on dues.
- General Fund Offices (Accreditation, Diversity/Literacy/Outreach, Human Resource Development/Recruitment, Intellectual Freedom) are generally operating slightly under budget, for a variety of reasons. ALA/OIF will be looking at its budgetary relationship to the Freedom to Read Foundation, which may lead to some future adjustments. Accreditation is slightly over budget on revenues.
- This is a non-conference year for both AASL and PLA.
- LITA's 50th Anniversary fundraising campaign got off to a strong start late in 2016; the results will show up in the 2nd quarter report.

Conference Services: ALA Midwinter Meeting (MW)

The ALA Midwinter Meeting in Atlanta is, overall, running flat to the 2016 Midwinter in Boston. As of January 6, paid registration was 3709 compared to 4236 in Boston (4152 for 2015 in Chicago); total registration (including exhibitors) is 7083, compared to 8092 in 2016 and 8290 in 2015. Registration is at 74% of budget (\$791,047 compared to a budget of \$1,065,275); on a budget-to-budget basis, this is slightly ahead of Boston. There will be one more registration update prior to onsite registration.

Exhibit sales as of early January are \$1,252,825 (slightly ahead of Boston) against a budget of \$1,378,250. Advertising and sponsorship are at \$325,297 and will end close to budget. Registration and exhibit sales will continue to increase – but will end under budget.

On the expense side, several areas will be reduced to partially off-set the anticipated shortfall in revenue: shuttle buses, security, temps, general session AV, program book printing and registration supplies. Other areas will be over budget: internet connections, general contractor, and housing. Note that adjustments needed to accommodate both the March on Saturday and a 5k run on Sunday – both affecting the conference “campus” – will have an effect on expenses.

The 2016 Midwinter Meeting was not budgeted to make a positive net revenue but was budgeted to return \$780,717 in overhead contribution to the ALA General Fund. (The 2017 Midwinter was initially budgeted with revenues flat to expenses, including overhead, but recalculation of the overhead led to a budgeted negative net revenue.) The MW Meeting will achieve a substantial part of its budgeted overhead contribution.

Conference Services: ALA Annual Conference (AC)

It is too early to report on ALA Annual Conference performance. Annual Conference registration opens at the beginning of February and reporting will begin with the 2nd Quarter Report. The Chicago conference is budgeted to make a net revenue of \$781,717, with an overhead contribution to the ALA General Fund of \$1,757,692.

Information Technology and Telecommunications Services (ITTS)

The ITTS budget is under by \$149,914 or 20% as of November, 2016. There is a salary savings due to the time required to hire a new eStore Systems Project Manager (December), as well as a new and still open position. Professional services and depreciation expenses are low due to timing issues.

Office for Accreditation (OA)

OA is 3% ahead of budget on revenue – but 34% over budget for the quarter on expenses. This is a timing issue which will self-correct as expenses for fall 2016 reviews are billed back to the various LIS programs reviewed.

Office for Diversity, Literacy and Outreach (ODLOS)

ODLOS is doing better than budget on the expense side (5%), which appears to be largely a timing issue. On the revenue side, they are lagging the (small) budget -- \$26 against a budget of \$1000. Major investments come later in the fiscal year.

Office for Human Resource Development and Recruitment (HRDR)

Overall, the unit is doing much better than anticipated in the first quarter, with a positive \$24,874 variance. Revenues are slightly higher than projected due to residuals from the Salary Survey which will later be transferred out. Salary expenses are down due to savings related to a staff sabbatical leave during the Fall. Travel related expenses are up due to timing issues of professional development conferences held in the Fall. CEU income from internal units continues to be down.

Office for Intellectual Freedom (OIF)

Overall, OIF is performing better than budget. Revenues are below budget, primarily related to shortfall in subscriptions for the Journal of Intellectual Freedom; OIF will continue to watch the Journal performance closely, to determine future directions or viability. The shortfall in royalties may be a timing issue. On the expense side, the picture is mixed, but better than budget overall.

Senior Associate Executive Director Office (SAED)

The SAED Office is slightly below budget on revenues (\$8100 against a \$9000 budget) from courses. Overall, expenses are running 15% under budget; in most cases, this is a timing issue.

IV Division - Statement of Revenues & Expenses - November 30, 2016

TOTAL DIVISIONS	Year-To-Date Actual	Year-To-Date Budget	Year-To-Date Variance	Prior Year Actual	FY14 Actual	Difference FY16-FY15	Beginning Net Asset Balance	Ending Net Asset Balance
Total Revenue	2,664,174	2,841,225	(177,051)	3,391,121	2,838,607	(726,947)		
Total Expenses	2,847,577	3,470,845	623,268	3,739,325	3,061,838	891,748		
Net Rev(Exp)	(183,403)	(629,620)	446,217	(348,204)	(223,231)	164,801	15,103,236	14,919,833
NET REVENUES								
PLA	102,481	(275,139)	377,620	(275,720)	(12,374)	378,201	3,464,583	3,567,064
ACRL	(199,274)	(110,498)	(88,776)	(126,201)	(136,931)	(73,073)	4,389,385	4,190,111
CHOICE	(17,391)	(60,899)	43,508	(169,777)	41,736	152,386	2,648,059	2,630,668
AASL	(210,603)	(108,988)	(101,615)	119,188	(62,056)	(329,791)	757,638	547,035
ASCLA	(8,048)	(2,387)	(5,661)	4,460	(5,738)	(12,508)	136,447	128,399
ALCTS	67,106	5,391	61,715	19,648	(2,695)	47,458	219,866	286,972
LLAMA	12,463	(11,835)	24,298	(3,229)	2,739	15,692	195,479	207,942
RUSA	(13,617)	(23,164)	9,547	2,459	(12,234)	(16,076)	382,110	368,493
UFL	(51,080)	(9,466)	(41,614)	(46,284)	(65,972)	(4,796)	(193,175)	(244,255)
LITA	80,884	(6,272)	87,156	75,753	49,326	5,131	407,081	487,965
ALSC	28,885	(69,125)	98,010	49,743	64,130	(20,858)	2,461,926	2,490,811
YALSA	24,790	42,762	(17,972)	1,757	(83,163)	23,033	233,835	258,625
TOTAL	(183,404)	(629,620)	446,216	(348,203)	(223,232)	164,799	15,103,234	14,919,830

Divisions

American Association of School Librarians (AASL)

FY17 is a non-conference year for AASL as work continues for anticipated increased revenue in the next fiscal year. The new standards to be published with ALA Publishing are scheduled for release in the fall of 2017 in conjunction with the launch of related professional development at the AASL National Conference in Phoenix. AASL activities with a more immediate financial impact during the first Quarter of FY17 have been largely focused on advocacy for the language for effective school library programs in the Every Student Succeeds Act (ESSA). AASL provided 30 ESSA state workshops in 60 days and continues to offer customized workshops to state affiliates in their state. The workshops, developed in collaboration with the ALA Office for Library Advocacy and the ALA Washington Office, highlight opportunities in the ESSA language for school librarians and school libraries in the implementation of state and local plans. Presented nationwide by AASL leaders, workshops were funded in part by anticipated travel funds budgeted for members of the AASL Board of Directors and supported with a \$15,000 matching funds donation from Follett School Solutions.

Association for Library Collections & Technical Services (ALCTS)

REVENUE: Overall, revenue is at \$178,718, \$63,287 or 55% over budget. Personal dues revenue is lagging budget by 4%, holding the trend steady. Registration fees are ahead of budget by 152%, due to additional an extremely popular webinar series on linked data and additional seats being added to webcourses. Book sales are 63% behind budget, no new titles were put out by ALCTS Publishing in the last year. We did publish titles with ALA Editions and will be receiving additional royalties mid-year. LRTS subscription revenue is lagging 12% behind budget. None of the donations pledged for MW 2017 have been posted, we're expecting \$7,000 in sponsorships for MW events.

EXPENSES: Personnel expenses are on budget and LRTS expenses are on target. Expenses before overhead are below budget at \$95,686, just about even with FY16 at \$95,724. Total expenses, including overhead and taxes, are about \$2,000 over budget, but overhead is \$9,000 over budget due to increased registration revenue.

OVERALL: We did very well with CE registrations in Q1, and will unlikely be able to match this success in the near future. Dues revenue is under budget, and continues to decline a steady rate of about 4%. LRTS subscriptions continue to drop after the move to e-only in calendar 2015, January 2017 will likely lead to another large loss of subscribers. CE revenue is over budget, due to a popular webinar series on a hot topic. Overall, net is positive at \$66,508, which is a large improvement over the FY16 Q1 net of \$19,648 and well beyond budget expectations.

Association of College & Research Libraries (including CHOICE) (ACRL)

Total revenues are \$461,645 against a first quarter budget of \$537,976 or 14% and \$76,331 below budget. These results are a mix of underperforming revenue streams and timing.

- Dues are performing 3% under budget at \$157,971 versus a budget of \$162,901.
- Classified advertising is 8% more than budget at \$99,643.
- Sales of books are down 29% or \$25,848 less than a budget of \$89,750 in the first quarter, yet, we had approximately the same number of new titles as first quarter FY16. We are investigating with ALA why no orders from Baker & Taylor were received in FY17 in contrast to first quarter FY16, where we had substantial sales.
- Advertising is mixed with online advertising generally doing better than budget and print advertising 25% or \$10,918 below budget.
- The ACRL/CHOICE sponsored webinar program is doing well (see specifics in the CHOICE section)

Expenses are just about on budget at just 1% over the first quarter budget, with total expenses of \$656,648 versus a budget of \$648,474. Some areas are above budget and others below; much of this is timing in the first quarter. At the end of November ACRL's net was -\$195,003 against a budgeted net of \$110,498 or 76% below budget. The first quarter presents some uncertainty and we will carefully monitor expenses against budget as the second quarter continues.

ACRL's Long Term Investments (LTI) showed a net loss of of \$34,083 at the end of the first quarter. ALA Finance has not yet updated the reports with the beginning and ending value of the LTIs; more detailed information will be available in the next report.

Note: Some of ACRL's conference-related revenues (3rd quarter) were mistakenly budgeted to appear in the first quarter, which is artificially exaggerating the difference between budgeted and YTD performance. If this had not been budgeted incorrectly, the variance in revenues would be just \$13,331. Clearly, this will smooth out in the 3rd quarter, when ACRL conference revenues are booked.

Choice FY16 YTD Performance Comments

On paper, the first quarter ended with Choice net income of -\$156,572, unfavorable to budget by \$105,808, with revenues of \$637,760, expenses of \$783,585, and net endowment losses (including unrealized losses) of \$10,747. These figures, however, underreport actual Q1 revenue by at least \$141,428, representing two payments from ProQuest. Adjusting for these timing issues, Choice net income should be closer to -\$15,144, \$35,620 better than budget and an improvement of \$138,485 over prior year.

Through the first quarter, revenue for the newly launched *Choice Reviews* is up 5% year over year, although lagging budget by almost \$15,000. A pilot telemarketing program has been underway since October, offering free trials and/or special pricing to print and lapsed subscribers, an effort that is slowly gaining traction. Magazine subscriptions are off by a predictable degree—7.5% vs. prior year on a circulation decline of 9%. Meanwhile, the Choice-ACRL webinar program is off to another strong start. Revenue through Q1 is running ahead of last year by some \$9,500. More impressive are the out months. As of this writing, gross webinar revenue and bookings through the end of the fiscal year already stand at \$122,000, almost 75% of budget. We have strong confidence in our ability to meet or exceed our gross target (\$165,000) and thus to net the Choice budgeted share of \$99,000, or 60% of gross.

Missing from the performance report are a combined \$86,798 from ProQuest for RCL and Choice licensing for the third calendar quarter of 2016. After adjusting for timing, royalties are \$182,767, an improvement of \$21,694 to budget. But if licensing revenue is holding up through the first quarter, the coming three quarters will be decidedly less favorable, owing largely to the loss of a \$108,000 license with ProQuest for the use of RCL content in their LMS product Intota. Because of the difference between contract and fiscal years, only half of that, \$54,000, will hit the FY17 budget, but the full amount will be forfeit in FY18.

On the advertising front, placements in *Choice Reviews* are running ahead of budget by \$5,790 and are virtually flat to prior year, but as is the case with webinars, the coming months are showing vigorous growth. Bookings through February already stand at 132% of last year and continue strong through the spring. Only print (magazine) advertising is lagging, finishing the quarter \$4,228 below budget but \$26,240 behind last year at this time, a drop of some 20%. With gross bookings through February standing at 85% of prior year, it appears that this trend will continue through the remainder of the fiscal.

Elsewhere, *Resources for College Libraries* also did better than is shown on the performance reports. Actual revenue includes \$9,038 for reimbursement of editorial costs, \$45,592 for RCL subscriptions, and \$27,000 in RCL licensing for the third calendar quarter of 2016. Adding these back, RCL Q1 revenue is actually \$81,630, a shortfall of \$11,598 to budget.

For the period, expenses beat budget by \$59,681, aided by improvements in payroll (unfilled positions) and in publication-related expenses, largely on account of:

- Better controls on copy, editorial, and design costs
- New fulfillment service, with greater automation
- Reduced webinar costs associated with the migration of production in-house at Choice

The first quarter thus closes on a mixed note, with the new product and sales initiatives beginning to take effect, offset by the disappointing performance of print advertising and the coming loss of the ProQuest license for RCL. Nonetheless, there is reason for cautious optimism as new initiatives begin to come on line later this year.

Association for Library Service to Children (ALSC)

	YTD Budget	YTD Actual	Variance b/n YTD Budget and Actual	Variance %	Remaining Current Budget
Total Revenues	308,785	267,735	-41,051	-13%	1,114,780
Total Expenses before OH and tax	343,611	209,645	133,966	39%	1,042,662
Contribution Margin	-334,826	58,090	92,916	267%	72,118
Overhead	34,229	29,433	4,796	14%	122,717
Tax	70	70	0	0	210
	Budgeted	Actual	Variance	Variance %	
Net Revenue (Expense)	-22,012	28,587	-69,125	141%	

Beginning Net Asset Balance	Ending Net Asset Balance	Net Revenue	% Increase
Not yet available on November report. Should be \$2,461,926 based on final FY16 close.	\$ Not yet available on November report.	\$28,587	

Overall, net revenue for the first quarter was \$28,587 which was 141% ahead of budget.

Total first quarter revenues posted under budget by 13% or \$41,000. Dues revenue is performing ahead of budget by 2%. Seals sales are performing just ahead of budget (\$30,000), but digital licensing revenue is 78% under budget (\$47,000). I have an inquiry in to ALA Publishing to see if there is any insight on how publishers are reporting fees. Online CE revenue is under budget by \$2,000 or 25%. Registration is down which is likely tied to less new offerings (repeating existing classes). We're also seeing a surge in registrations for the free webinars, so those participants are likely not purchasing archived versions. The Education Committee is putting together a webinar around becoming an ALSC instructor. It will compare the differences between online courses and webinars, walk through the proposal process, and provide tips/tricks to getting your proposal accepted. The committee is also putting out a CE needs assessment next week to identify what members are looking in order to help the committee recruit new instructors and offer relevant topics. Virtual Institute registration revenues were lower than anticipated (-\$16,000 or 23%), but feedback on the new event was very positive. Registration revenue for the mini-Institute won't post until January, but is looking on track. Children and Libraries subscriptions are tracking ahead of budget by 9\$ or \$200. Ad revenue is currently under budget by 40% (\$2,000). We expect CAL ad revenues to come closer to budget with the winter issue in January, however, ad sales for the blog and ALSC update email are down. Unfortunately, sales seem to have tapered off for Every Child Ready to Read. As of November, only \$352 in revenues have posted (95% under budget or -\$7,600). I do have a query into publishing as the cumulative Sept-Dec report shows a lot more revenue, so there may be some issue with the 50/50 revenue/expense split with PLA. It has been six years since the 2nd edition launched and we are also in the final year of the IMLS research grant. A new module that will train caregivers in the ECRR practices will launch this fiscal year and should prove a welcome addition to the market.

On the expense side, total expenses were 37% under budget (\$138,762). Administrative costs are under budget by \$31,000 due to cost savings in salary and benefits due to unfilled positions (permanent FT and intern). Service to members is under budget by \$10,000 or 26% Transportation, lodging and meals is under budget by about \$10,000. Promotion and exhibits is over budget by \$2,000 as conference and booth giveaway items were replenished. Expenses for seals production and fulfillment are currently 83% under budget (\$90,000), but that will track closer in the December and January budgets as we receive production invoices from our vendor for the large orders we placed for in preparation for MW2017. Online CE expenses are under budget by 52% (\$2,800) since courses have been repeated and there aren't start-up expenses. The Institute expenses are over budget by 8%. Audio-visual expenses that should have posted in FY 16, due to the cancellation, actually posted in FY 17.

Association of Specialized & Cooperative Library Agencies

Dues: Slightly over target for projection for this time of year by \$200 or 2%. Actual: \$11369 (Nov. 2016) compared to \$11022 (Nov. 2015).

Pre-conferences and Institutes: One institute was planned for Midwinter, but was cancelled due to low registration.

Travel Program: River Cruise to Amsterdam did not make goal. It wasn't cancelled but we will receive less income – only 4 people signed up.

Web CE: Under projection for this time of year by \$4500 or -60%. Actual revenue is \$2986 (Nov. 2016) compared to \$7847 (Nov. 2015).

Total Revenue: Total revenue is under projection for this time of year by \$11500 or -44%. Actual: \$14569 (Nov. 2016) compared to \$19000 (Nov. 2015).

Total Expenses: Total expenses are 21% (\$5880) under projection for this time of year: actual= \$22617; projection of where we should be for this time of year = \$28497.

Summary: ASCLA has a planned deficit (\$8000) budget this year and we are on target to meet it. Our online CE program is on hiatus for 6-8 weeks until we do some cleanup and tweaking of the processes and systems, so this may affect our revenue.

Library and Information Technology Association (LITA)

LITA Budget	Actual	Budgeted	Variance	FY2016 Q1
Total revenues	\$159,984	\$147,466	12518 (8%)	\$177,947
Total expenses	\$79,100*	\$153,738	-\$74,638 (49%)	\$102,194
Net revenue	\$80,884*	(\$6,272)	\$87,156 (1390%)	\$75,753

* Does not include expenses from the November Forum, which is why the variance is so high. These expenses were processed in December.

Estimating actual revenue and expenses based on an approximation of Forum data:

- Total Revenue: \$166,000
- Total Expenses: \$163,000
- Net Revenue: \$3,000

SUMMARY

In general, revenue is up 8% over projections, but this amount is still less than it was at this time last year because of fewer dues, a decrease in course registrations, and slightly lower Forum registration. Expenses in general are down overall, with the exception of Forum where they increased a bit.

FORUM

Forum registration exceeded projections by 13% at \$103,993 (264 registrants). This is down slightly from last year's total registration figure of \$111,022 (274 registrants). Sponsorship was also down from last year by \$2,750 (\$4,000 this year).

One of the reasons we chose Fort Worth as the location was a promised rebate from the City based on the number of hotel rooms booked by our attendees. Although not reflected in this report, we received a check for \$3,060 in early January, which helps account for our overall net revenue estimate.

Forum expenses were up slightly from last year, with higher catering costs (due in part to the 50th anniversary celebration reception) and higher AV costs (up \$3,000 from last year).

Job SITE

Our job ads service continues to outperform expectations with revenue of \$6,537 during the first quarter. This is \$2,200 above projections and \$2,500 over revenue at this time last year.

Online Learning

Revenue from web courses is down sharply by \$4,000 (64%). The good news is that webinars helped pick up some of the slack with revenue of \$10,260, almost double projections, although this figure is \$4,000 less than it was at this time last year.

50th Anniversary Fundraising Campaign

Although fundraising numbers are not reflected in this budget snapshot, our campaign is off to a promising start having raised \$4,000 during the last six weeks of 2016.

Library Leadership and Management Association (LLAMA)

	YTD Budget	YTD Actual	YTD Variance
Revenue	\$52,638	\$67,406	\$14,768
Expenses (ex. Overhead)	\$62,865	\$51,888	(\$10,977)
Overhead	\$1,608	\$3,054	\$1,446
Total Net Revenue (Expense)		(\$11,835)	\$12,464
Net Asset Balance	\$183,645	\$207,944	

Summary

Total Revenue: LLAMA total revenue is 128% of budget at \$67,406, almost \$20,000 better than FY2016. The large variance is due to increasing webinar sales, a number of which were moved from FY2016 into first quarter FY2017. Personal/organizational dues are 5% better than budget and close to FY2016.

Direct Expense: LLAMA direct expense is 83% of budget at \$51,888. Most of the variance is in the Product Development budget, which hasn't yet been utilized. Admin expense is also slightly below budget.

Net Revenue: Net Revenue is \$12,464, or approximately \$33,000 better than budget and \$15,000 better than FY2016.

Looking Ahead: Two MW Institutes are being presented, one more than budgeted. With current registration, both should be near break-even. Product development will ramp up in the spring as the continuing education program takes shape under the recently approved division reorganization.

Public Library Association (PLA)

FY17 Summary

PLA begins FY17 with a fund balance of over \$3.4 million, due to consistently positive results of the PLA Conferences in even years. In terms of PLA's **general fund projects**, FY17 does not include Conference revenue, so PLA anticipates ending FY17 with a net loss of \$758,681. Given the growth of PLA activity and staff, this continues a trend of higher net losses for PLA in non-Conference years (FY15 net loss was \$638,000; FY13 net loss was \$359,000; FY11 net loss was \$140,000). **Grant funding** to PLA has substantially increased, however, and PLA began FY17 with commitments of \$13.6 million in funding for 7 multi-year grant initiatives.

FY17 General Fund Status

As of the first quarter of FY17, PLA general fund revenues are about 33% higher than budgeted, and expenses are 49% lower than budgeted. These are primarily due to timing, and no significant variances are expected by year end.

General Fund FY17 Opening Fund Balance	\$3,457,211*			
	TOTAL BUDGET FY17	BUDGET First Quarter FY17	ACTUAL First Quarter FY17	VARIANCE To Date
Revenue	\$1,176,282	\$212,385	\$283,782	\$71,397
Expenses	(\$1,860,892)	(\$462,665)	(\$232,739)	\$229,872
Overhead	(\$74,071)	(\$23,485)	(\$8,392)	\$15,093
SUBTOTAL EXPENSES	(\$1,934,963)	(\$486,150)	(\$241,185)	\$244,965
NET	(\$758,681)	(\$273,765)	\$42,597	
Closing Fund Balance (Proj)	\$2,698,530			

* projected; final net asset balances were not available from Finance as of 1/4/17

FY17 Grant Project Status

PLA is managing two IMLS grants and five Gates Foundation grants in FY17. The most recent additions were the legacy grant (\$10,805,701, FY16-FY26) and African Leadership Training Institute grant (\$1,000,000, FY17-FY20), both from the Gates Foundation. As of the first quarter of FY17, expenses are about 26% lower than anticipated due to general delays in initiating activity for these two new grants, including hiring staff.

Grant ProjectsTotal Committed as of FY17

\$13,658,387

	TOTAL BUDGET FY17	BUDGET First Quarter FY17	ACTUAL First Quarter FY17	VARIANCE To Date
Revenue	\$2,258,180	\$606,592	\$442,763	(\$163,829)
Expenses	(\$1,993,113)	(\$539,583)	(\$398,838)	(\$140,745)
Overhead	(\$265,067)	(\$67,009)	(\$43,925)	(\$23,083)
SUBTOTAL EXPENSES	(\$2,258,180)	(\$606,592)	(\$442,763)	(\$163,828)
Carryover Grant Funding**	\$11,400,207			

** representing funds committed for 7 initiatives with end dates varying from FY18 to FY26

Reference & User Services Association

Dues: Dues are behind where they should be according to projection by -3 % or \$1357. Actual: \$41993 (Nov. 2016) compared to \$44595 (Nov. 2015).

Web CE: On target for this time of year. Actual is \$28044, about 1% under where we should be to meet projections. Last year same time was \$28239.

Total Revenue: Under where we should be for this time of year, according to projections by -26% or \$26,500. Actual = \$75238 compared to last year same time: \$90202.

Total Expenses: Under projection for where we should be by this time of year by -29% or \$35700.

Summary: RUSA has a planned deficit this year. Their budget is on track to stay under projections for expenses at this time. Revenue is falling short, at this time, though. If this continues, our deficit will be about the same as projected (\$86300). Conference expenses will be monitored closely to make sure we stay within budget and to further reduce the deficit. The online CE program is on hiatus for 6-8 weeks until we do some cleanup and tweaking of the processes and systems, so this may affect our revenue.

United for Libraries (UNITED)

As always, revenues lag far behind expenditure every year because two high revenue areas generally are realized spring and summer (corporate sponsorship, events, event sponsorship). United for Libraries has received two unexpected consulting opportunities which will bring in an additional \$5,000. Expenses are currently running under budget and that gap will grow because Sally Reed's retirement will leave one month of her salary unexpended. The Board has established a corporate task force to bring in new sponsors and a special task force to promote statewide purchases to every state library in the country.

Young Adult Library Services Association

Revenue: YALSA is running slightly under budget. Dues are down 10% compared to budget, with membership for November 2016 down 5% compared to November 2015. Revenue from YALSA's successful Symposium (November 2016) is \$5,300 better than budget, before staff time. Publishing performance is mixed, with self-published books doing better than budget and subscriptions down 15%. Bulk seals sales are also down. Royalties from products and books will not appear until the February results are published. CE revenue is below budget, but advertising is well ahead of budget. Overall, revenue is \$227,613 against a budget of \$290,862.

Expenses: YALSA is also running under budget on expenses -- \$168,536 against a budget of \$218,744. Notably, the Events budget was 34% better than budget, primarily due to lower than expected AV costs at the Symposium, as well as use of grant funds to support the program challenge.

V Round Table - Statement of Revenues and Expenses - November 30, 2016

TOTAL ROUNDTABLES	Year-To-Date Actual	Year-To-Date Budget	Year-To-Date Variance	Prior Year Actual	Difference FY16-FY15	Beginning Net Asset Balance	Ending Net Asset Balance
Total Revenue	67,891	97,673	(29,782)	68,489	(598)		
Total Expenses	24,759	60,838	36,079	54,504	(29,745)		
Net Rev(Exp)	43,132	36,835	6,297	13,985	29,147	1,766,001	1,809,133

NET REVENUES

LHRT	1,523	0	1,523	1,590	(67)	58,703	60,226
ERT	137	320	(183)	(1,015)	1,152	21,441	21,578
FAFLRT	781	801	(20)	795	(14)	14,669	15,450
GODORT	(1,144)	1,874	(3,018)	(215)	(929)	137,594	136,450
IFRT	3,194	12	3,182	3,038	156	84,193	87,387
IRRT	3,530	875	2,655	1,575	1,955	37,030	40,560
NMRT	3,088	1,095	1,993	3,314	(226)	108,335	111,423
LRRT	1,957	34	1,923	1,866	91	75,296	77,253
MAGIRT	1,479	0	1,479	2,958	(1,479)	53,025	54,504
SRRT	1,860	2,174	(314)	1,804	56	69,158	71,018
SORT	111	245	(134)	112	(1)	23,174	23,285
LIRT	4,806	1,606	3,200	(15,209)	20,015	156,095	160,901
EMIERT	9,365	21,479	(12,114)	15,510	(6,145)	698,373	707,738
LEARNRT	1,473	911	562	1,322	151	104,253	105,726
RMRT	901	750	151	857	44	14,642	15,543
GAMERT	1,017	0	1,017	697	320	9,690	10,707
VRT	704	8	696	624	80	24,643	25,347
SSIRT	643	34	609	631	12	40,841	41,484
GLBTRT	7,297	4,293	3,004	(6,682)	13,979	30,979	38,276
SRT	412	325	87	411	1	3,867	4,279
TOTAL	43,134	36,836	6,298	13,983	29,151	1,766,001	1,809,135