

FY22 JANUARY FINANCIAL PERFORMANCE REPORTS:

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ALA OFFICE AND MEMBER REALTIONS (AOMR)

The ALA Offices and Member Relations (AOMR) Department is made up of the following individual unit budgets: The AED Office; Membership Relations & Services (MRS); Office for Intellectual Freedom (OIF); Office for Diversity, Literacy & Outreach Services (ODLOS); Office for Accreditation (OA); Library and Information Resources Center (LIRC); Public Programs Office (PPO); and ALA Round Tables.

At a summary level, all but one unit is on track to meet, if not exceed, budget. The largest revenue driver within AOMR is membership dues revenue which is trending slightly ahead of budget.

Unit Reports

Library and Information Resources Center (LIRC) (104)

| | | | |
|---|--------------|--------------|--------------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 0 | \$ 0 | \$ 0 |
| Total Expenses Budgeted/Actual/Remaining: | \$ (316,325) | \$ (116,753) | \$ (199,571) |
| Contribution Margin: | \$ (316,325) | \$ (116,753) | \$ (199,571) |

The library is projected to run over budget due to continued high activity as a result of the headquarters move and increased services of the ALA Archives at the University of Illinois at Urbana-Champaign (UIUC).

Office for Intellectual Freedom (OIF) (108)

| | | | |
|---|--------------|--------------|---------------------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 45,000 | \$ 138,308 | \$ 93,308 |
| Total Expenses Budgeted/Actual/Remaining: | \$ (404,538) | \$ (31,206) | \$ (373,331) |
| Contribution Margin: | \$ (359,538) | \$ (107,102) | \$ (262,530) (169%) |

Overall revenues are ahead of budgeted revenues for the second quarter due to receipt of an unbudgeted, \$100,000 donation to support ALA’s anti-censorship initiative, Unite Against Book Bans. In addition, OIF has received donations in excess of budget to support the United Against Book Bans initiative and OIF’s ongoing intellectual freedom programs. Revenues for Banned Books Week and the Journal of Intellectual Freedom are at or ahead of budget.

Current direct operating expenses to date are \$103,561 versus budgeted expenses of \$176,761. Direct expenses are offset by organizational support in the amount of \$72,924, resulting in total direct expenses of \$31,206 at the close of January, 2022. Expenses for Banned Books Week and the Journal for Intellectual Freedom are also below budget at the quarter’s close.

Pending, planned expenditures during the third and fourth quarters will significantly alter OIF’s financial statement in the third and fourth quarters, including payments for consultant services and other expenses associated with the Unite Against Book Bans campaign. (These fees will be drawn from the \$100,000 donation in support of the campaign.) Planned expenditures in support of Banned Books Week will also occur during the third and fourth quarters. Nonetheless, we anticipate that budgeted expenses will come in at budget.

We remain cautious on projecting future revenues related to sales and subscriptions, due to the loss of sales of Banned Book Week materials, CE, and subscriptions due to reduced school and library budgets and the ongoing impact of pandemic and economic conditions.

Office for Accreditation (OA) (112)

| | | | |
|--|--------------|-------------|-------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$ 88,829 | \$ 82,603 | \$ 6,226 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$ (101,099) | \$ (78,794) | \$ (22,305) |
| Contribution Margin: | \$ (12,270) | \$ (3,809) | \$ (16,080) |

OA will end FY22 with less in expenses due to the inability to have the Committee travel in for meetings; revenue should come as projected.

Public Programs Office (PPO) (115)

| PPO-115 | Full Year Budget | Actual | YTD Budget | Variance | Variance % | Prior Year Actual |
|------------------------|------------------|-----------------|----------------|-----------------|------------|-------------------|
| NET REV Gen Fund Admin | \$ (186,474.00) | \$ (4,958.00) | \$ (75,206.00) | \$ 70,249.00 | 93% | \$ (72,185.00) |
| (4300) GRANTS | \$ 1,718,950.00 | \$ 3,071,707.00 | \$ 716,229.00 | \$ 2,355,478.00 | 329% | \$ 1,284,830.00 |
| (5911) IUT/OVERHEAD | \$ 190,807.00 | \$ 117,308.00 | \$ 79,503.00 | \$ (37,805.00) | -48% | \$ 72,056.00 |
| (4400) DONATIONS | \$ 10,000.00 | \$ 16,880.00 | \$ 4,167.00 | \$ 12,713.00 | 305% | \$ 127,240.00 |
| (4420) INT/DIV | \$ 69,074.00 | \$ 70,922.00 | \$ 28,781.00 | \$ 42,141.00 | 146% | \$ 36,998.00 |

PPO is better than budget in the General Fund due to NEH CARES grant funding, PPO's PPP loan apportionment and timing. We project approximately \$70,000 savings by FY end. PPO grants revenue and indirect cost recovery are ahead of budget due to a banner year of fundraising. Many proposals were funded and some grant funds have been awarded above what we originally asked for. We currently have 3 new grant proposals being considered by funders and 4 proposals in development, these may have some additional impacts. PPO donations are better than budget due to sponsorships and continued individual giving. Interest/divs on the PPO's \$2 million Cultural Communities Fund are better than budget due to market conditions.

Office for Diversity, Literacy & Outreach Services (ODLOS) (116)

| | | | |
|--|--------------|------------|--------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$ 14,125 | \$ 13,318 | \$ 807 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$ (394,529) | \$ 605,254 | \$ (999,794) |
| Contribution Margin: | \$ (390,404) | \$ 618,573 | \$ (998,977) |

As of the close of May 2022, the Office for Diversity, Literacy and Outreach Services (ODLOS) is ahead of budget on year-to-date revenues and well below budget in year-to-date expenses, giving us a variance of 58.88 % in net revenue and 59.01% expense.

Our revenues exceed budget owing due to a high demand for equity, diversity, and inclusion trainings for library audiences, and we continue to see growth in revenues from this work. Expenses for the fiscal year will be offset by a transfer of additional dollars from the Public Programs Office for advising and resources for their grant project *LTC Focus on Small and Rural Libraries*. Staff compensation and benefits has also decreased over time, allowing for funds related to employee packages to remain in the general fund.

AED - Offices & Member Relations (AOMR) (200)

| | | | |
|---|--------------|-------------|--------------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 36,000 | \$ 10,820 | \$ 25,180 |
| Total Expenses Budgeted/Actual/Remaining: | \$ (348,524) | \$ (73,700) | \$ (274,825) |
| Contribution Margin: | \$ (312,524) | \$ (62,800) | \$ (249,645) |

AOMR – AED is tracking ahead of budget. While revenue is down a bit, there will be realized savings with salaries and benefits.

Membership Relations & Services (MRS) (250)

| | | | |
|---|--------------|--------------|--------------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 28,000 | \$ 21,895 | \$ 6,905 |
| Total Expenses Budgeted/Actual/Remaining: | \$ (800,896) | \$ (101,731) | \$ (699,165) |
| Contribution Margin: | \$ (772,096) | \$ (79,836) | \$ (692,260) |

MRS is tracking ahead of budget. Membership affinity revenue is trending ahead of budget and we had various expense savings including salaries and benefits.

Membership Dues Revenue – (591-9152)

| | | | |
|---|--------------|--------------|--------------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 4,505,792 | \$ 1,940,348 | \$ 2,565,444 |
| Total Expenses Budgeted/Actual/Remaining: | \$ (100,000) | \$ (33,604) | \$ (66,396) |
| Contribution Margin: | \$ 4,405,792 | \$ 1,906,744 | \$ 2,499,048 |

The primary season to collect membership dues ends in February so we have a very good understanding of where we will end the fiscal year. We are projecting to end the year 1-2% over budget. While we remain conservative about membership growth, we have followed our planned schedule for membership renewal communications for FY22 and have ongoing membership reinstatement and recruitment campaigns.

January 2022 Membership Statistics

| | |
|---|------------|
| Count of Personal (Individual) Members: | 45,253 |
| Count of Organizational Members: | 5,067 |
| Count of Corporate Members: | <u>139</u> |
| Total: | 50,459 |

ALA membership counts as of January are at 50,459 and have been growing slightly since the beginning of the year. This is a 3% decline from FY21 and a 12% decline from FY20. This was a projected decline due to the challenges of the pandemic.

We anticipate that these numbers will continue a slow climb into the summer with a focused membership strategy and resuming in person events such as PLA and Annual Conferences. However, with 2/3 of ALA members paying dues from their own pocket, ALA dues revenue remains sensitive to economic conditions including decades high inflation rates.

COMMUNICATIONS & MARKETING OFFICE (CMO)

| | Jan FY22 Budget | Jan FY22 Actual | Variance |
|-----------------|--------------------|--------------------|----------|
| Revenues | - | \$1,445 | \$1,445 |
| Expenses | \$207,571 | \$207,675 | (\$104) |
| Net | (\$207,571) | (\$206,230) | \$1,342 |

Summary:

The YTD budget has less than a 1% variance.

The year-end variance will grow based on staffing changes and consultant fees. In April 2022, three out of the six CMO staff resigned, including both staff assigned to media relations. The salary savings from those positions will be offset by two new, part-time staff: office director Kerry Ward, splitting time with Core, and communications specialist Raymond Garcia, splitting time with the Governance Office. In addition, a media consulting firm, Chappell Communications Group in Chicago, has been retained to assist with media relations and communication. Future CMO staffing/consulting assistance will be determined in Fall 2022.

DEVELOPMENT

The Development Office continues to identify, cultivate, and steward corporate, foundation and individual funders, process gifts, and support other ALA Units. For purposes of this report, “Contributed Income” is defined as grant or donation that does not “pass-through” as program or sub-grant support to external partners but rather is income which remains within the association and supports ALA’s bottom line.

Currently, Contributed Income generated or managed by Development stands at \$2,669,600 of the Pivot Strategy goal of \$3,085,000, or approximately 85%. Development is engaged in active conversations with several potential funders and believes reaching \$3,085,000 by the end of the fiscal year is feasible. The \$2,669,600 figure does not include Contributed Income generated by grants accruing to other units, other than a significant grant to PPO.

The \$2,669,600 figure also does not reflect planned gifts obtained during FY22, including approximately \$513,100 reported through the FreeWill platform, which allows members of the public to name ALA as a beneficiary of their estate.

Development notes a number of positive trends, as follows:

1. Development is delighted to have engaged Alford Consulting to conduct an assessment and development of a six-year, \$30,000,000 comprehensive campaign that will engage ALA members, library and information service partners and vendors, advocates and stakeholders, and the general public;
2. With a very strong foundation created by current members and leadership, the Philanthropic Advisory Group is poised to greatly increase its work towards building a culture of philanthropy;
3. Past and current funders appear to very pleased with ALA’s work and in many cases have indicated a desire for future collaborations; this is indicative of the high quality of work produced by ALA staff and volunteers, and results in a very high reputation for quality work;
4. Since September of 2021, four donors have approached ALA based on having learned of our work through popular media and having had no prior interaction with the association. This is a testimony to the growing recognition of ALA’s role as a leader in information access and a positive sign for the future;
5. Having achieved the Platinum GuideStar rating, Development has begun approaching Donor Advised Managers to raise their awareness of ALA; and
6. The number of donations related to issues, primarily intellectual freedom and EDI, demonstrate issue-related fundraising may be a productive area of Development focus.

HR & STAFF SUPPORT SERVICES

Human Resources

Staff Support Services

Office for Human Resource Development and Recruitment (HRDR)

FY22 Financial Commentary – January 2022

HR – Human Resources (506)

| | | | |
|---|-------------|-------------|-----------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 0 | \$ 0 | \$0 |
| Total Expenses Budgeted/Actual/Remaining: | \$780,159 | \$268,758 | \$511,401 |
| Net Revenue (Expense) Budgeted/Actual/Variance: | \$(780,159) | \$(268,758) | \$48,698 |

HR is running ahead of budget due to unexpected credits in attrition and reduced expenses in both travel and professional services.

Staff Support Services (501)

| | | | |
|---|-------------|------------|-----------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 0 | \$ 0 | \$0 |
| Total Expenses Budgeted/Actual/Remaining: | \$ 212,611 | \$46,762 | \$165,849 |
| Net Revenue (Expense) Budgeted/Actual/Variance: | \$(136,838) | \$(43,238) | \$12,373 |

Staff Support Services is running under budget due to a recent staff vacancy which resulted in reduced expenses in salaries and benefits.

Office for Human Resources Development & Recruitment (HRDR) (106)

| | | | |
|---|-------------|------------|-----------|
| Total Revenues Budgeted/Actual/Remaining: | \$ 56,350 | \$ 9,769 | \$46,581 |
| Total Expenses Budgeted/Actual/Remaining: | \$ 223,001 | \$81,240 | \$141,762 |
| Net Revenue (Expense) Budgeted/Actual/Variance: | \$(166,651) | \$(71,471) | \$(5,188) |

HRDR is slightly over budget due to slower than normal revenues and slightly elevated amounts in salaries. Also, its major source of revenue from the JobLIST Placement Center was affected by not having a face to face conference for Lib Learn X.

INFOMRATION TECHNOLOGY

| | | |
|---|-----------|-----------|
| Total Revenues Budgeted/Actual/Remaining: \$ 0 | \$0 | \$0 |
| Total Expenses Budgeted/Actual/Remaining: \$1,473,627 | \$951,273 | \$522,354 |
| Net (Expense) Budgeted/Actual/Variance: \$1,473,627 | \$951,273 | \$522,354 |

At the end of January, IT expenses were 35% or \$522,354 under budget.

Professional services and software maintenance were under budget due to timing issues.

IT resources are currently being used on:

- **iMIS Membership System Upgrade**
Working with vendor to set up web portals, Single Sign-on, and testing integrations after a successful upgrade in our test environment.
- **Drupal 9 Website Upgrade and Redesign**
Working with our vendor on a 20-24 month implementation. Have started meetings with internal and external stakeholders.
- **Continue with the final phase of implementation of eStore shopping cart integration with the new fulfillment Vendor Chicago Distribution Center (CDC)**
Scheduled 06/2022
- **Assist with the New Continuing Education Learning Management/eCommerce System**
Work with vendor to set up Face-to-Face events
- **Continue to upgrade Shibboleth Single Sign-On Software to the remaining websites**
1 more site completed
- **Clean up data in the iMIS membership database**
Some cleanup will happen as a result of the iMIS system upgrade above.

- **Continue to monitor revenue and membership goals**
Connect new dashboard system.

PPA/WASHINGTON OFFICE

Washington Office Operations (Unit 150) is shown as \$11,905 under budget for the month of January and \$27,000 under budget for year-to-date expenses. The decrease in travel related and non-contractual operational expenses since September 2021 accounts for the under budget status. Even as office operations slowly return to normal, the Washington Office still expects to end the fiscal year under budget.

Public Policy and Advocacy (Unit 151) is shown as \$31,462 over budget for the month of January and \$68,000 under budget on year-to-date expenditures. The overages in Outside Services and Travel Related expenses in January reflects the pickup in operational and contractual activity with the easement of meeting and travel restrictions. Even with more upcoming activities, the unit still expects to be within budget at the end of the fiscal year.

It is projected that the units combined total savings for this fiscal year will be close to \$80,000.

ALA PUBLISHING & MEDIA

| Department totals | FY22 performance report as of 1/31/2022 | \$ and % Variance Actual/Budget as of 1/31/22 | FY22 full-year budget |
|---|---|---|--------------------------------------|
| Total Revenues | \$3,644,153 | (\$238,696)/ -6% | \$9,343,937 |
| Total Expenses – before OH and taxes | \$2,047,712 | \$749,619/ 27% less than budget | \$7,073,225 (not including overhead) |
| Overhead paid | \$965,697 | \$63,257/ 6% less than budget | \$2,476,143 |
| Net revenue (Note: the lag between revenues and expenses being recorded skews this number throughout the year until final expenses are calculated and IUTs etc. are applied.) | \$657,418 | \$439,486/ 202% | \$181,895 |

- At the end of April 2022, revenues for the department as a whole were estimated at 3% below budget as opposed to the 6% shortfall recorded as of January 2022. This 3% is projected to hold through the end of FY22, with expenses projected at 4.5% below budget, for an overall projected net improvement of \$133,639.
- Units continue to focus on licensing opportunities and new channels for generating incremental revenue from digital platforms.
 - Editions/Neal-Schuman received its first royalty check (\$6,000) from a new contract with Gale/Cengage that allows people to purchase single chapters and collection content bundles, to build topic collections.
 - The *Booklist* agreement with Zinio, a technology company that hosts digital magazine content on Overdrive, Scribd, Amazon and other services, is already expanding reach and building new audiences for *Booklist*, *Book Links*, and *Booklist Reader*, with 2,802 average opens for Zinio/Overdrive-hosted digital editions recorded in Q3.
 - The [ALA Graphics giftshop at Spreadshirt](#) continues to generate royalty revenue for multiple units and ALA affiliates with no sunk cost. In Q3, two new partners were added—Gaming Round Table and Unite Against Books Bans—and in total 42 new designs were introduced across 186 products. The Baby Yoda READ® library card art was licensed to 6 additional libraries including a 25,000-card order from a New Jersey public library, and a [LeVar Burton READ t-shirt](#) was launched with licensing partner Out of Print.
- The Spring 50% off Sale on 400+ products ran April 12-June 3 and generated a total of more than \$31,000 for ALA Editions/ALA Neal-Schuman and ALA Graphics.
- Integration with the Chicago Distribution Center is mostly complete. The team continues to work with IT on the shopping cart integration, due to be completed by mid-June. eBook sales and fulfillment in FY23 will be more streamlined as ALA joins CDC's BiblioVault system, and we expect to lose less revenue to aggregator fees by taking advantage of CDC's revenue-sharing agreements.
- ALA Publishing & Media units look forward to the return of some key revenue-generation opportunities at the in-person 2022 Annual Conference, including advertising and product sales, and the promotional opportunities from programs and sessions based on our content and/or featuring authors, reviewers, and others.
- The global shortage of paper pulp and strikes in paper mills continue to disrupt the publishing industry with long delays, sudden price jumps, and substituted grades of paper. These supply-and-demand disruptions are resulting in higher costs and longer-than-usual print times, impacting budget and delivery of magazines, books, and catalogs. Postage rates are also increasing steeply. We continue to adjust print runs and paper and negotiate costs as possible.
- While book sales fell short of goals in early FY22, the gap has closed significantly since February with releases of key new titles and revisions, including both major textbooks and books supporting programs and services, many with a focus on serving diverse populations.
 - The cumulative total of books planned for FY22 is 46, plus 12-14 Facet (UK) titles.
 - Negotiations for several translations are underway with a Korean translation of 32 *Virtual, Augmented, and Mixed Reality Programs for Libraries* signed in April. ALA receives mostly one-time payments for these agreements.
 - Resolution of an Amazon purchase order issue led to more print-on-demand sales in Q3.
 - ALA receives royalties on products published collaboratively with trade publisher Sourcebooks, which markets and sells to the general public. A 17-month planner with

[ALA recommended reads](#) has seen strong initial sales, and an ALA/Sourcebooks Banned Books journal will be released in FY23 Q1.

- The high number of open jobs in the field has led to continued above-budget results for ALA JobLIST, a joint project between *American Libraries* and ACRL, with HRDR’s Placement Center participation. Classified ad revenue for JobLIST, managed in collaboration with ACRL, brought in almost \$145,500 in sales for American Libraries in Q3, leading to YTD revenue \$120,000 above budget. (Total receipts for the first three quarters of FY22 are \$734,907—106% greater than last year. With three months of receipts still to come, JobLIST has already exceeded its entire budget for the year, achieving its fourth best year overall out of its 16-year history.) More staff time has been required to process the increased number of ads.
- Advertising revenues remain strong for *Booklist* through Q3 and will likely end the year above budget; however, subscriptions continue to face industry pressure and slipped in Q3. Focus on expanding audiences and reaching library patrons is planned to boost subscriptions in FY23.
- A print version of the [patron-facing Booklist Reader](#) was mailed with the Annual Conference June issue of *Booklist*. *Booklist* is developing cost, pricing, and marketing plans for *Booklist Reader* in print, due to launch in FY23. Advertisers as well as subscribers are showing interest in this product. (Based on a survey conducted by *Booklist* staff, public libraries are interested in bulk print copies of *Booklist Reader* for library patrons.)
- Revenue generated from subscriptions to the global bibliographic standard [RDA: Resource Description and Access](#) are almost exactly on track with FY22 revenue goals, approximately \$15,000 ahead of the previous year’s pace. The popular and revenue-generating RDA Lab Series began a third run in April. Two new translations are planned for release in 2023, Hungarian and Arabic; new translations lead to increased commitment to subscribing in the related region(s). Accounting and Digital Reference are working together on RDA Fund and other reporting practices for RDA: Resource Description and Access.
- Webinar attendance for sponsored webinars (*Booklist* and *AL Live*) remains strong. One pressing concern related to engagement is to ensure that we maximize the number of people buying each book or other product we publish, and that the right audiences are receiving pertinent information at the appropriate time to make purchasing decisions.

DIVISIONS

AMERICAN ASSOCIATION OF SCHOOL LIBRARIANS (AASL)

| | YTD Budget | YTD Actual | Variance YTD Budget and Actual | Variance % | Remaining Current Budget |
|------------------------|-------------|------------|--------------------------------|------------|--------------------------|
| Total Revenues | \$1,179,587 | \$896,956 | \$-282631 | -24% | \$664,074 |
| Expenses before OH/tax | \$777,913 | \$744,427 | \$-33,485 | -\$4% | \$444,278 |
| Contribution Margin | \$435,160 | \$119,044 | \$-316,116 | -73% | \$219,796 |
| Tax | 0 | 0 | 0 | 0% | 0 |

| | | | | | |
|-----------------------|-------------|-----------|------------|-------|-----------|
| Overhead | \$261,496 | \$189,231 | \$72,265 | 28% | \$73,191 |
| Total Expenses | \$1,005,923 | \$967,143 | \$38,780 | 4% | \$517,469 |
| Net Revenue (Expense) | \$172,664 | \$-70,187 | \$-243,851 | -140% | \$146,605 |

Total Revenues are below budget by 24% (actual \$896,956 vs budget \$1,179,587), reducing Overhead by 28% (\$189,231 vs budget \$261,496). Total expenses have been reduced by 4% (actual \$967,143 vs budget \$1,005,923).

AASL total dues revenue is 19% below budget (actual \$113,504 vs budget \$140,921). The January 2021 membership of 5,750 after the National Conference registration had opened is now 5,386 or -6.13% less in January 2022. The largest loss (-27.12%) is in student membership after a program with ALA to provide complimentary ALA/AASL student memberships ceased and was changed to only complimentary AASL membership when purchasing the *AASL National School Library Standards* that is published in conjunction with ALA editions with an agreement for shared revenue. AASL has also found that several involved members had membership lapse in 2020 or even more recently. This is apparent during the appointment process; most indicated that they were not aware their membership had lapsed and did rejoin after being contacted by AASL.

Revenue during a conference year is highly dependent on the division biennial conference. The 2021 AASL National Conference held in Salt Lake City in October was successful in many ways and the enthusiastic response from the profession will enable us to build towards a substantially larger conference in Tampa in the fall of 2023, but the 2021 conference has not met budget. During a pandemic environment there was an increase in registrations as vaccinations were approved but new variants in late summer led to cancellations while the expenses for basics such as contracts for facility and audiovisual remain the same. The exhibit revenue that is the foundation of any conference was less than budgeted due to vendor concerns about their fiscal year as well as any safety considerations for their staff. School librarians do continue to talk about the benefits of having met in-person with their peers. More than one exhibitor in Salt Lake City said they were 'grateful' that it was a live event and promised to be in Tampa. For fiscal accuracy note the performance reports released May 27th are through January but figures are in need of further reconciling for an October 2021 event i.e. our vendor indicates \$363,524 in registrations while the performance report says \$308,226 and exhibit registration in the performance report is \$380,100 while the registration vendor indicates \$322,950 (which may possibly be due to exhibitor cancellations as the Covid variant increased and will need to be checked.)

Additional revenue for FY22 was brought in through an agreement with Pokémon to create clubs in school libraries. The project required considerable staff time to establish learning connections, promote, and distribute materials to AASL members and was delayed due to pandemic conditions, but is now in place and has been renewed for another year. The project also provided administrative fees to ALA as well as developed a strong relationship with AASL staff that then led to a significant donor to ALA agreement.

AASL also signed an agreement with OverDrive Education to continue support for a second cohort of the *AASL School Leader Collaborative*, a two-year initiative. The initiative partners AASL with school administrators as essential decision makers for the staffing of school libraries and enabling the role of a school librarian in their school. The first cohort members also were keynote speakers in October for the general session at the AASL National Conference.

Total expenses were 4% below budget (actual \$967,143 vs \$1,005,923). A staff resignation in January is currently still vacant with some of those salary savings are offset by contracted services for copyediting.

Through an agreement with ALA Editions, AASL expense lines include an IUT for a negative expense for publications that is transferred in April and August. Although not yet included in AASL's actuals shown in the January performance report, ALA Editions indicated that our publications for the first half of the year had well exceeded budget projections for FY22. The National School Library Standards for Learners, School Librarians, and School Libraries (2018) continues to sell with strong numbers and four newly published AASL Standards related publications in FY22: the books *Include* and *Explore* in the Shared Foundations series, *Project-based Learning for Elementary Grades* and *Social and Emotional Learning for Picture Book Readers* in the AASL Standards-based Learning Series.

Overhead was 28% below budget (actual \$189,231 vs budget \$261,496). However, as with other conference revenue and expenses, there is reconciling still to be done i.e. the \$1,084 as Ticket Event Overhead in the performance report exceeds the \$1 per event for 238 tickets indicated in our registrations.

ASSOCIATION OF COLLEGE & RESEARCH LIBRARIES (ACRL)

The following report details ACRL's performance through January 31, 2022.

As a reminder, ACRL's budget is best considered on a two-year cycle due to the ACRL Conference in odd-numbered years. Expenses for the Conference are spread across two years which, typically, create deficits in even years and surpluses in odd years. Revenues deferred in even years are recognized in odd years upon the conclusion of the ACRL Conference. However, the pandemic has introduced uncertainty for budgeting for the near future.

Executive Summary

| ACRL | FY22 Q2 | FY22 Q2 | Var. |
|----------|-----------|-------------|-------------|
| Total | Actual | Budget | |
| Revenues | \$725,457 | \$697,934 | \$27,523 |
| Expenses | \$801,902 | \$1,137,553 | (\$335,651) |

| | | | |
|-----|------------|-------------|-----------|
| NET | (\$76,445) | (\$439,619) | \$363,174 |
|-----|------------|-------------|-----------|

ACRL's FY22 Q2 performance report from ALA shows a positive net, with revenue \$27,523 better than budgeted (this number will surely change as detailed below) and expenses \$335,651 less than budgeted, a difference of \$363,174. Part of the lower expenses is due to two unfilled staff positions, which have proven difficult to fill and which has put added pressure on staff.

ACRL Revenues

Revenue remains healthy for the second quarter, some \$27,523 (4%) better than budgeted.

C&RL News remains strong, \$78,476 ahead of budget. There are several reasons for this: Online product advertising revenue (vendor e-blasts, newsletter sponsorships, etc.) is better than expected and our share of ALA JobLIST revenue is far ahead of budget due to better-than-expected performance in the LIS job placement market (preliminary figures for Feb, Mar, and Apr also show strong performance). There is one issue of print ad sales revenue in Q2 and then the numbers in this line will decline due to the online-only transition, for which we budgeted.

Membership is down 6%, some \$13,640 less than the budgeted \$224,974 but part of this may be due to delays in reporting. We are some \$35,055 under the FY20 numbers but the decline has slowed and we hope that an in-person meeting in 2023 will boost membership.

Licensed workshop (RoadShow) revenues remain below budget, due mainly to the suspension of in-person RoadShows, but there has been increased activity here and budgeted revenues for RoadShows are spread evenly across the fiscal year, as workshops may be requested at any time and there is not usually a specific timeframe where requests are heaviest. We also expect the virtual Rare Books and Manuscripts Section meeting in June to come in on budget, which is a relief since that meeting required a late pivot from in person to virtual.

Advisory services' revenue \$5,907 below YTD budget is a timing issue. Per projections, revenue for FY22 will exceed budget.

We identified more than \$23,000 in missing revenue for non-serial publications in the performance reports. Once that has been allocated properly, non-serial pubs will be ahead of budget in total revenues through January. Preliminary sales reports and payments from distributors for institutional ebook sales through Q3 indicate that non-serial publications will close the fiscal year at or above budget.

ACRL Expenses

ACRL expenses are 30% below budget.

- Although membership revenue was 6% below budget, expenses were much lower than projected, as decreased membership revenue will conversely have decreased service fees.
- The lack of an in-person meeting at LLX saved over \$13,000 in board expenses alone.
- Expenses for non-periodical publications were approximately 65% under budget, much of which can be attributed to a large inventory adjustment credit in our expenses, which was likely due to accounting correcting overages due to the warehouse move to Chicago Distribution Center.
- ACRL's Budget and Finance Committee Task Force looked at the budget with an EDI lens and made a recommendation in Jan 2022 that ACRL commit some \$150K to EDI efforts across the

Association in FY23. Since EDI is embedded across many organizational activities, we believe that goal will be easily achieved.

ACRL Net revenue

Per the performance reports, ACRL ended January 2022 with a net of (\$76,445), which is 83% better than the budgeted amount of (\$439,619).

ACRL LTIs

ACRL's long-term investments ended in Jan 2022 at \$5,063,130, an amount that will undoubtedly decrease once further reports are received for the quarter.

ACRL Operating Reserves

A total of \$3,291,278 with a mandated reserve of \$841,982.

ALA Pivot Strategy Goals

Looking at ACRL's current performance and plans in relation to ALA priorities, we share a few important data points:

- ALA's five-year financial plan aims to reduce spending on personnel in relation to revenue. ACRL Salaries/benefits must be no more than 45 percent of expenses, and total administrative costs no more than 60 percent of the total operating budget, not including Choice. ACRL's FY23 budgeted salaries are 24% of the average of the last two-years of expenses.
- An ALA tactical goal per the pivot strategy is for 10% contributed revenue. ACRL looks forward to continuing to explore appropriate foundations to approach, with help and guidance from ALA institutional advancement.
- Another ALA tactical goal is 15% market share in FY22. ACRL market penetration has been above 34% for 16 years. We look forward to continuing ACRL's new member onboarding program to increase engagement and retention, in coordination with ALA's new engagement plan.
- We are fortunate to have dedicated members elected or appointed to volunteer in over 1,200 positions across ACRL. With an ACRL membership of 8,515 (as of Dec 2022), the ratio of 1 position for approximately every 7 members means there are many engagement opportunities available. Without the time and energy of member volunteers, ACRL would not be able to accomplish nearly as much for the good of the profession.

Choice Performance Comments

FY22 Q1

Choice's overall financial performance through January of FY22 remains ahead of budget, with net operating income of \$165,049 on revenues of \$996,465 and expenses of \$831,416. Advertiser interest in sponsored content programs and better than expected performance in subscriptions has helped us exceed revenue projections by \$173K. Through careful management of expenses and some staff retirements in Q1 Choice is \$181K better than budget on spending. We received \$153K in Paycheck Protection Program (PPP) money in FY22. Removing the PPP allocations from our operating budget

(putting it “below the line”) reveals that Choice is 12K better than budget. Choice fully expects to meet revenue and expense projections for the remainder of FY22.

| CHOICE 404 | | | | | | | | |
|--------------------------------|---------------|------------|------------|-----------|----------|-----------|-----------|----------|
| | Jan-22 | | | | | | | |
| | Budget (Year) | Budget YTD | Actual YTD | Var | % Budget | Prior YTD | Var | % Prior |
| Beginning Net Assets | | | 2,924,245 | | | 2,571,980 | 352,265 | 13.70% |
| TOTAL REVENUES | 2,246,444 | 823,343 | 996,465 | 173,122 | 21.0% | 1,120,610 | (124,145) | -11.08% |
| Total Expenses before OH/Taxes | 2,142,494 | 895,144 | 687,682 | 207,461 | 23.2% | 802,816 | 802,816 | 100.00% |
| Contribution Margin | 103,950 | (71,801) | 308,783 | 380,583 | -530.1% | 317,794 | (9,011) | -2.84% |
| Overhead | 297,655 | 110,879 | 132,058 | (21,179) | -19.1% | 83,177 | (48,881) | -58.77% |
| Allocations (575 Main St) | 16,240 | 6,767 | 11,676 | (4,910) | -72.6% | 6,321 | (5,355) | -84.72% |
| Tax | 0 | 0 | 0 | 0 | | 0 | 0 | |
| TOTAL EXPENSES | 2,456,389 | 1,012,789 | 831,416 | 181,372 | 17.9% | 892,314 | 60,897 | 6.82% |
| Net Revenue/(Expense) from Ops | (209,945) | (189,446) | 165,049 | 354,494 | 187.1% | 228,296 | (63,248) | 27.70% |
| PPP allocation (5005) | 0 | 0 | (153,043) | (153,043) | | 322,388 | (475,431) | -147.47% |
| CCA writedown | | | | | | | | |
| Net Revenue/(Expense) | (209,945) | (189,446) | 12,006 | 201,451 | -106.3% | 550,684 | (538,679) | -97.82% |
| Ending Net Asset Balance | | | 2,936,251 | 2,936,251 | #DIV/0! | 3,122,664 | (186,413) | -5.97% |

Subscriptions

Subscriptions to Choice’s print products—*Choice* magazine, and *Reviews on Cards*—are \$33K better than budget while *Choice Reviews* is close to budget. We are no longer accepting renewals for *ccAdvisor* in anticipation of sunsetting this product by the end of 2022. *Resources for College Libraries* subscription revenue outperformed budget by \$15K.

Royalties

Licensing (royalty) income is ahead of budget, due to timing. We negotiated a two-year extension of our agreement with ProQuest’s ebook platform and we expect to meet our revenue goal of \$455K for FY22.

Advertising and Sponsored Content

Choice magazine and *Choice Reviews* advertising revenue track close to budget while sponsored content is behind budget. Overall, advertising revenue, driven by webinars, is \$60K better than budget. This is \$86K less than FY22, but there is still ample time in the year to close this gap.

Expenses

On the expense side, we are \$225K better than budget—\$153K of that PPP allocations. Our Outside Services expenses, which includes copy editing, are on budget, but we expect this cost to rise (and payroll to fall) over the course of FY22. Our copy editor retired in December and we plan on relying more on our freelance copy editor for the foreseeable future.

ASSOCIATION FOR LIBRARY SERVICE TO CHILDREN (ALSC)

| | YTD Budget | YTD Actual | Variance b/n YTD Budget and Actual | Variance % | Remaining Current Budget |
|----------------------------------|------------|------------|------------------------------------|------------|--------------------------|
| TOTAL REVENUES | 584,412 | 825,379 | 240,967 | 41% | 767,801 |
| Total Expenses before OH and tax | -464,142 | -391,930 | 72,213 | 16% | 892,957 |
| Contribution Margin | 120,270 | 433,450 | 313,180 | 260% | -125,156 |
| Overhead | 61,767 | 83,559 | -21,792 | -35% | 71,236 |
| Tax | 0 | 0 | 0 | 0% | 0 |
| TOTAL EXPENSES | -525,909 | -475,489 | 50,420 | 10% | 964,193 |

| | YTD Budgeted | YTD Actual | Variance | Variance % |
|------------------------------|--------------|------------|----------|------------|
| Net Revenue (Expense) | 58,503 | 114,105 | 55,602 | 95% |

Overall, net revenue for the first five months of fiscal year 2022 posted at \$114,105 which is 95% ahead of budget putting us into a positive position at this point in the fiscal year.

Total revenues posted 41% or \$240,967 ahead of budget. The FY22 budgeted dues revenues were adjusted to reflect a 3% increase in revenue over FY21 and in support of ALA Pivot Strategy goals. As of May 2022, ALSC's membership numbers show an increase of 1.8% from the prior year. Dues revenue is performing on target at with 0% variance. Physical seals sales are ahead of budget by \$115,155 or 54%, and digital licensing fees are ahead of budget by 14% or \$31,449. Online CE revenue is over budget by \$7,671 largely due to strong interest in winter course offerings. *Children and Libraries* subscriptions are tracking below budget by 16% (\$512), and ad revenue is currently under budget by 59% or (\$2,825). Non-serial publications revenue is under budget by (\$2125). The release of the early literacy brochure has been delayed due to staff capacity and the Newbery Practitioner's Guide launches in June 2022 rather than April. Revenues should pick up by the end of this fiscal year. ECRR toolkit sales are tracking well ahead of budget by \$11,935 due to a statewide bulk purchase. The Día project is under budget by (\$299) or 72% in revenues due to the lower-than-expected sale of new products in support of the 25th anniversary that were launched in the ALA Gift shop.

On the expense side, total expenses, including overhead and tax were under budget by 10% or \$50,420. Administrative costs are under budget by 18% or \$39,899 due to lower than expected permanent staffing. Service to Member expenses are under budget by \$32,585 or 80%. Annual Conference expenses are expected to begin accruing in Q3 and Q4 but Service to Member expenses will remain under budget due to the shift to a virtual 2022 LibLearnX and continued reduction to travel due to COVID. Total expenses for the seals project are over budget by 22% or (\$37,830). Online CE expenses are over budget by (\$134) or 4%. *Children and Libraries* expenses are roughly on target with budget with 0% variance. Every Child Ready to Read expenses are over budget by (\$3,342) due to order process fulfillment and overhead from the large bulk sale. Expenses in the Día project are under budget by \$92% or \$920 but will come closer to alignment in May or June with professional service and graphic design fees.

CORE

| | Jan FY22 Budget | Jan FY22 Actual | Variance |
|-----------------|----------------------------|----------------------------|-----------------|
| Revenues | \$322,625 | \$234,224 | (\$88,401) |
| Expenses | \$306,615 | \$201,99 | \$104,625 |
| Net | \$16,010 | \$32,234 | \$16,224 |

Summary:

Both YTD revenue and expense are well under budget, resulting in a YTD positive variance of \$16,224. However, beneath that result are two areas of revenue concern: membership and continuing education, both detailed below. The continuing variance in membership revenue, reflective of a declining membership, is the biggest threat to the Core project. The need to increase membership through a laser focus on value, is an ongoing priority of member leaders and staff. Webinar revenue is the largest variance in YTD actuals for two main reasons: fewer webinars than planned and lower than anticipated registration. CE staff project that the variance will improve by fiscal year end but will not make budget.

Key Budget Areas

Note that projects with little or no revenue/expense are not shown.

ALA Overhead

Revenue: N/A

Expense: \$18,357 Budget \$12,018 Actual **\$(35,540) Variance**

Note: With webinar and course revenue well under budget, overhead paid to ALA on CE revenue is also well under budget.

Administration/Operations

Revenue: N/A

Expense: \$232,125 Budget \$157,575 Actual \$74,551 Variance

Note: Administration has large variance due to final installment of Covid PPP funding of \$65,167 reported as a credit. There will be additional payroll variance at year-end due to Core director serving part-time as director of ALA Communications and Marketing Office.

Advocacy (including Preservation Week and Preservation in Action)

Revenue: \$0 Budget \$2,515 Actual \$2,515 Variance

Expense: \$5,000 Budget \$0 Actual \$5,000 Variance

Note: Preservation related expenses were not fully recorded in January.

Awards and Scholarships

Revenue: \$9,625 Budget \$0 Actual (\$9,625) Variance

Expense: \$1,500 Budget \$0 Actual \$1,500 Variance

Note: The number of awards is limited, so both fundraising and expense will be far lower than originally budgeted.

Endowment

Revenue: \$0 Budget \$1,338 Actual \$1,338 Variance

Journals/Subscriptions

Revenue: \$1,250 Budget \$5,656 Actual \$4,406 Variance

Expense: \$7,000 Budget \$8,470 Actual (\$1,470) Variance

Note: The revenue variance is due to subscription revenue for LRTS, which was originally planned to be open access in FY22. Instead, that will be an FY23 project. Expense, mostly for LRTS production, is in line with budget.

Member Services/Dues

Revenue: \$170,500 Budget \$137,977 Actual (\$32,523) Variance

Expense: \$5,395 Budget \$1,586 Actual \$2,163 Variance

Note: The continuing variance in membership revenue, reflective of a declining membership, is the biggest threat to the Core project. The need to increase membership through a laser focus on value, is an ongoing priority of member leaders and staff.

Publications

Revenue: \$4,167 Budget \$3,891 Actual (\$276) Variance

Expense: \$2,339 Budget \$3,366 Actual (\$1,057) Variance

Web Courses

Revenue: \$75,000 Budget \$64,235 Actual (\$10,765) Variance

Expense: \$33,992 Budget \$22,028 Actual \$11,964 Variance

Note: Web course production and registration has improved over FY22. In addition, as of January, the CE team has three staff, as originally anticipated. Lower registration is balanced by lower expense.

Webinars

Revenue: \$62,083 Budget \$18,104 Actual **(\$43,979) Variance**
Expense: \$19,264 Budget \$5,766 Actual **(\$13,498) Variance**

Note: Webinar revenue is the largest variance in YTD actuals for two main reasons: fewer webinars than planned in the first five months of the fiscal year, and lower than anticipated registration for those that were offered. CE staff project that the variance will improve by fiscal year end but will not make budget.

PUBLIC LIBRARY ASSOCIATION (PLA)

FY22 Operating Budget as of January 2022

| GENERAL FUND (12-401) <i>Including Conference</i> | January 2022 YTD Budget | January 2022 YTD Actual | January 2022 Variance |
|---|--|--|--|
| Total Revenues | \$270,000 | \$309,110 | \$39,110 |
| Total Expenses before OH and tax | (\$587,453) | (\$459,838) | \$127,615 |
| Overhead and Tax | (\$8,458) | (\$10,176) | (\$1,718) |
| | | | |
| | YTD Budget | YTD Actual | Variance |
| Net Revenue (Expense) | (\$325,911) | (\$160,904) | \$165,007 |
| FY22 Beginning Net Asset Balance | | | |
| \$4,506,979 | | | |

Operating Budget: As of January 2022, PLA has actual expenses of \$459,838 compared to budgeted expenses of \$587,453, coming in 20% under budget. This is generally due to staff attrition and timing of conference expenses. Although FY22 is a conference year (with a budgeted net of \$851,748) January is budgeted to a deficit. Conference revenue will be realized largely in FY22 Q3.

- Spending on administrative costs (staff, board management) is below budget (21% variance), **Operating Budget:** As of January 2022, PLA has actual expenses of \$459,838 compared to budgeted expenses of \$587,453, coming in 20% under budget. Although FY22 is a conference year (with a budgeted net of \$851,748) January is budgeted to a deficit. Conference revenue will be realized largely in FY22 Q3. The results are generally due to staff attrition, timing of conference expenses, and stronger than publication sales.

- Spending on administrative costs (staff, board management) is below budget (21% variance), due to open positions.
- Dues revenue is 12% ahead of budget, with \$217,670 collected against a budget of \$194,792. Dues expenses, mostly promotional, are behind due to delayed conference registration opening.
- PLA Web CE revenue lagged behind budget. Due to staffing shortages, PLA suspended production of new paid Web CE in order to focus on the production of the PLA 2022 National Conference, including the expanded Virtual Conference.
- PLA publications comprise three budgets:
 - *Public Libraries* magazine: Continuing with the pandemic practice of publishing a number of *Public Libraries* editions digitally rather than in print contributes to its lower than budgeted expenses of \$33,926 (over a budgeted \$45,604).
 - Every Child Ready to Read (ECRR) revenue budgeted at \$2K, came in at \$13,593. The dramatic upswing in revenue was due to large state library agency purchases; This gain, minus expenses (\$3,734) and overhead on sales (\$1,082), places the PLA-ALSC product on firm ground, netting \$5,974 to date.
 - PLA publications (products available through the ALA online store) are notably overbudget with only \$24 in recorded sales (against a budgeted \$8K), and \$15K incurred in the design and printing of *Strategic Planning for Public Libraries*. Pandemic-related delays in the release of both the strategic planning title and the PLA Early Literacy Calendar mean that sales revenue will be realized later in the year.
- By January 2022, PLA had budgeted to spend \$190,218 on conference expenses, including conference promotion, site visits, vendor deposits and speaker fees. Pandemic related delays (travel restrictions presenting site visits, venue, and speaker negotiations, etc.) are the primary reason for the 30% lower than budgeted expenses of only \$134,305. Most conference expenses and revenues will be realized by mid/late FY22.

RUSA

Financial results through January 2022

| RUSA FY2022 Jan | Actual | Budgeted | Variance | FY2021 |
|-----------------|-----------|-----------|-----------------|-----------|
| Total revenues | \$136,287 | \$128,188 | \$8,100 6% | \$111,052 |
| Total expenses | \$40,130 | \$114,506 | \$74,377 65% | \$130,067 |
| Net revenue | \$96,157 | \$13,681 | \$82,476 | -\$19,016 |

SUMMARY

Through January RUSA is tracking ahead of budget by \$82,476.

Revenues were ahead of budget by \$8,100 (+6%). Expenses were also under budget by \$74,377 (+65%). RUSA's YTD Net Revenue is \$96,157, against a budget of \$13,681. This variance is most entirely due to the 2021 calendar year grant funds from Mellon being applied to 1Q FY22 rather than spread in both FY21 and FY22 as originally intended.

Revenue:

YTD revenue is \$136,287 against a budget of \$128,188 resulting in a positive variance to budget of 6%.

Membership revenue totaled \$56,718 which was 11% below budget of \$63,708. Continuing Education revenue was \$47,650 against a budget of \$42,000 which represented a 13% positive variance to budget.

Membership and Continuing Education are RUSA's two largest revenue streams and through January made up approximately 76% of RUSA's total revenue.

Expenses:

YTD expenses are \$40,130 against a budget of \$114,506, resulting in a positive variance to budget of 65%.

The expense variance can be explained by the full distribution of the Mellon grant in FY22 as mentioned above.

Most all RUSA primary expense lines are currently on or under budget and project to be so through the end of the fiscal year.

UNITED FOR LIBRARIES

| | Full Year Budget | Actual (1/31/22) | YTD Budget | Variance |
|----------|------------------|------------------|------------|----------|
| Revenue | 388,165 | 109,258 | 109,652 | -394 |
| Expenses | 386,450 | 102,013 | 160,004 | 57,597 |
| Net | 1,715 | -4,403 | -50,352 | 45,949 |

United Ahead of Budgeted Net Revenue / (Expense) for Period Ending January 31, 2022

Overall United is tracking better than budget for overall Net Revenue / (Expense) for FY22 as of the January 31, 2022, reports. Slightly ahead in revenue vs. budget, and well below budget for expenses, of which 50% of that is PPP offset.

With several new statewide training accounts in this fiscal year, United is on track to exceed full year budgeted revenue. Due to loss of 0.8 FTE employee in January, United will show additional payroll/benefit savings in the remaining months of FY22.

Revenue

- Revenue is tracking close to budget.
- Some categories ahead of budget, particularly eLearning, both in single webinar/training sales and in statewide training sales.
- Subscriptions (group members) is behind budget due to statewide group membership payments not yet closed in iMIS for the January 31 period.

Expenses

- Expenses are tracking well below budget, with approximately half of the variance due to Payroll Protection Plan (PPP) offset of (27,093).
- United's 0.8 FTE staff member departed in January, so payroll and benefits will begin to show savings from February through August reports. The position will not be filled until FY23.

Membership Changes & Impact on FY22 and FY23 Budgets

At its May 6, 2022, meeting, the United board approved the following bold changes to fast-track conversion of current self-join groups to personal ALA/United membership:

- Immediately cease accepting new group members as of May 6, 2022.
- Conversion of self-join groups to begin with November 2022 expirations.

United is working closely with Melissa Walling and MRS staff. Just now in the beginning stages of implementing these changes, the following are anticipated areas of budget impact/influence:

- Subscription revenue for the remainder of FY22 will see a slight decrease as we are no longer accepting new group memberships as of May 6, 2022.
 - The conversion of statewide group members to statewide training will begin with the smallest states and continue over multiple years. This will transition revenue from subscriptions (4110) to webinars/CE (4105).
 - Personal dues (4000) anticipated to increase in the remainder of FY22 due to (1) sunset of group membership option (4110), and (2) addition of BoardSource member benefits rolling out to personal members bringing in new division members.
 - Personal dues (4000) and organizational dues anticipated to increase in FY23 due to (1) approved increase for FY23 United division dues, (2) addition of BoardSource member benefits, and (3) clear, defined member value proposition within statewide training partner states.
-

Young Adult Library Services Association (YALSA)

| FY 22 Ending May 2022 | FY22 Budget Quarter 2 | FY22 Actual Quarter 2 | Variance | Variance % |
|---------------------------------------|--------------------------|--------------------------|----------|------------|
| Total Revenues | \$283,280 | \$268,710 | -14,571 | -5% |
| Total Expenses Before OH and Taxes | \$240,417 | \$233,310 | 7,107 | 3% |
| Contribution Margin | \$42,863 | \$35,400 | -7,464 | -17% |
| Tax & Overhead | \$15,916 | \$19,058 | -3,143 | -20% |
| Total Expenses | \$256,333 | \$252,368 | 3,964 | 2% |
| Net Revenue (Expense) | \$26,948 | \$35,678 | 8,730 | 32% |

Total revenues as of the quarter performance report were below YTD budget. The YTD budget total is \$283,280 and the quarter performance total \$268,710 as of January 2022.

Revenue for YALSA total Membership Dues total for the quarter as 54,247 with \$84,309 YTD budget with -36% variance. There are a total of 192 organizational members, 15 corporate members consistent from the prior year 2021, and 3206 personal memberships. The overall total membership January 2022 is 3413.

Total expenses for the Quarter as of January 2022 were below the Budget YTD with a 2% variance. Expenses for the quarter were \$252,368 and Budgeted YTD \$256,333.

Round Table Summaries

There are 19 individual Round Tables for FY22. In addition to the below, four additional Round Tables are not included in this report: EMIERT, IRRT, RRT, and SRRT. At a summary level, a lot of Round Tables will incur expenses at the upcoming Annual Conference and membership counts have been increasing across most Round Tables.

FMRT (617)

| | |
|--|-------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$1,375 \$2,260/\$1,040 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$1,346/\$797/\$2,433 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$29 / \$1,462/1,433 |

FMRT will incur expenses after Annual Conference.

GAMERT (616)

| | |
|--|-----------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$2,700 / \$2,834 / \$3,666 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$2,708/ \$1,312 / \$5,063 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$0/ \$1,522 / \$1,522 |

GAMERT has continued to its virtual programming, expanding to include sessions and streaming projects on Discord and Twitch as well as Zoom. This has helped them remain on target with their dues revenue. They've opted to partner with RUSA to host a Trivia Competition at ALA Annual as ticketed event rather than a preconference, so the difference in the price may impact their final revenue slightly. Most of their expenses will be focused around ALA Annual and will be reflected in later budget reports, although the limited in-person activities should still keep their expenses slightly under budget.

GNCRT (621)

| | |
|--|-----------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$5,542 / \$4,774 / \$8,526 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$3,708/ \$1,008 / \$7,892 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$1,833/ \$3,766 / \$1,933 |

GNCRT has kept up its virtual programming and strong social media presence and added a new committee – Preparing For and Addressing Challenges to Comics in the Library Committee – and I

believe that these examples as well as improved communication with members and strong recruitment messages have helped them to continue to grow their membership and meet their dues revenue expectations. They have also worked with ALA Graphics on an updated line of branded merchandise and have a publisher sponsors for their ticketed event at ALA Annual so should be on track to meet their budgeted revenue. Their expenses are also more focused on ALA Annual, so are not yet reflected in the January budget report but are expected to be within budget.

GODORT (604)

| | |
|--|--------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$4,965/\$5,574/\$6,342 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$4,948/\$8,130/\$3,745 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$17/-/\$2,556/-/\$2,574 |

GODORT is celebrating their 50th Anniversary this year so their expenses will be more than in previous years.

IFRT (605)

| | |
|--|-------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$5,458/\$6,574/\$6,526 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$5,458/\$877/ \$12,223 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | -\$0/ \$5,697/\$5,697 |

The actual total expenses are much lower than the YTD Budget because the award and conference expenses haven't been charged yet.

LEARNRT (614)

| | |
|--|-------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$3,167/\$3,678/\$3,922 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$2,833/\$752/\$6,048 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$333/\$2,927/\$2,593 |

LEARNRT expenses will occur after Annual Conference.

LHRT (601)

| | |
|--|--------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$3,625/\$5,039/\$3,661 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$321/\$5,309/\$1,331 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$3,304/\$-270/ \$-3,574 |

LHRT is above in royalties. Expenses will occur after Annual for award winners and honorarium payments.

LIRT (612)

| | |
|--|----------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$ 10,417/\$9,159/\$15,841 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$ 10,342/\$9,171/\$27,824 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$ 75/\$-12/\$-87 |

LIRT expenses will come in after Annual Conference. They will be celebrating their 75th Anniversary.

LRRT (608)

| | |
|--|----------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$ 3,750/ \$ 3,613/\$5,387 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$ 3,729/\$ 481/\$8,469 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$ 21/\$3,132/\$3,111 |

LHRT will incur most expenses after Annual for Awards Dinner and Recipients.

LSSIRT (618)

| | |
|--|-------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$1,542/\$1,663/\$2,037 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$1,488/ \$209/ \$3,361 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$54/ \$1,454/\$1,400 |

LSSIRT expenses will occur after Annual Conference. LSSIRT will be merging with SORT in FY23

MAGIRT (609)

| | |
|--|----------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$ 2,833/\$ 2,220/\$ 4,580 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$ 2,683/\$345/\$6,095 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$ 150/\$1,874/\$1,724 |

MAGIRT will incur most expenses after Annual for Awards Dinner and Recipients.

NMRT (607)

| | |
|--|---------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$5,935/ \$6,604/\$7,639 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$5,593/\$1,064/ \$12,359 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$342/ \$5,540/\$5,198 |

NMRT is on target, expenses and revenue will occur later in the FY. Dues are slightly ahead of schedule.

RMRT (615)

| | |
|--|--------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$2,500/ \$2,647/\$3.353 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$2,083/ \$353/\$4,617 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$417/ \$2,294/\$1,877 |

RMRT expenses will incur after Annual Conference.

SORT (611)

| | |
|--|--------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$ 208/\$270/\$231 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$21/\$34/\$16 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$188/\$ 235/\$48 |

SORT only pays for overhead; they don't spend any other money. They will be merging with LSSIRT in FY23.

SUSTAINRT (620)

| | |
|--|---------------------------|
| Total Revenues YTD Budgeted/ Actual/ Remaining | \$1,542/ \$2,389/ \$1,311 |
| Total Expenses TYD Budgeted/ Actual/ Remaining | \$1,529/ \$330/\$3,340 |
| Net Revenue (Expense) Budgeted/ Actual/ Variance | \$12/ \$2,060/\$2,047 |

SustainRT expenses will occur after Annual Conference.