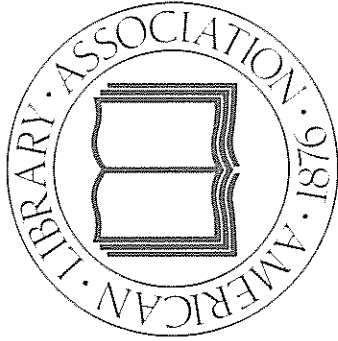


**Results of Operations**  
**April - FY 2006 Financials**



2006-07 EBD #14.0  
2005-06 BARC #5.9

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## **April FY 2006 Financials Executive Summary**

The April close results represent eight months of activity, which were electronically issued to unit managers on May 22. This commentary highlights actual revenue and expense results as compared to the approved budget including highlights of key financial indicators.

### **Highlights**

- Total ALA (all combined funds) revenue of \$28,952,160 is \$1,112,645 more than budget. The General Fund revenue of \$15,212,131 is \$400,111, 3% less than budget due to lower Publishing sales, primarily related to the timing of book sales and membership dues. General Fund revenue is projected to be \$575,000 less than budget for the year. Division revenues are 9%, \$927,108 more than budget and Grants and Awards are \$546,746 more than budget year-to-date. Long-Term Investment interest and dividends exceed budget by \$60,442, reaching \$447,722.
- Total ALA expenses of \$27,825,925 are 4%, \$1,278,536 less than budget. The General Fund expenses of \$16,255,216 are \$1,166,194, 7% less than budget. General Fund expenses are projected to be \$675,000 less than budget for the year. Divisions are \$459,377 less than budget. Grants and Awards are \$546,746 more than budget.
- Cash and short-term investments are \$17,980,700 compared to \$16,242,751 last year due to the division national conferences and membership renewals. The Long-Term Investment Fund is \$26,533,708 as compared to the \$24.3 million balance at August 2005. NOTE: As a result of a journal entry error in April 2006, both the Long-Term Investment Fund and related realized gains are understated by \$185,436. This will be corrected in May.
- Total assets are \$7,053,664, 13% more than April 2005 reaching \$60,278,736 due in part to the purchase of 1615 New Hampshire in Washington, DC.
- Total liabilities are \$2,510,817, 9% more than April 2005, totaling \$31,119,739.
- Total ALA net assets are \$4,542,847, 18% more than April last year, totaling \$29,158,997.

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

**OPERATING FUND**

General Fund

Total revenues of \$15,212,131 are \$400,111, 3% less than budget. Revenues are 3% or \$448,856 greater than FY 2005 at this time.

Publishing revenues are less than the budget by \$159,034 due primarily to ALA Editions, Graphics, ALA Techsource and Book Links. Note: The Publishing net revenue for April year-to-date is more than budget by \$334,002, reaching \$1,091,885. Dues income is less than budget by 6%, or \$218,526, totaling \$3,471,100. Personal (\$111,000) and organizational dues (\$239,000) are conservatively projected to be \$350,000 less than budget. Publishing is projecting revenues to be \$160,000 less than budget.

Total expenses of \$16,255,216 are \$1,166,194 or 7% less than budget. Member Programs and Services expenses are \$96,652 less than budget due primarily to Annual Conference (\$186,735 over budget) offset by Midwinter (\$218,553 under budget). Note: Communication expenses are \$58,478 less than budget and Publishing is \$493,036 less than budget. Business Expenses are \$191,481 less than budget due to timing of audit fees and insurance. Executive Board and Council committee expenses were \$170,058 less than budget. Salary savings for the year total \$963,868, of which savings (attrition) for the year were budgeted at \$611,009. Salary savings, before attrition, are projected at \$1.1 million for the year. Salary savings net of attrition are projected to be \$500,000. However, savings will be offset by professional services, which are projected to be \$500,000 over budget. Transportation and lodging expenses are \$74,054 less than budget and telephone and postage expenses were \$100,595 less than budget.

See General Fund projection (next page).

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

General Fund Year-End Projections

Variance to Budget ( ) = less than budget

<u>Revenue</u>	
Dues	(\$350,000)
Publishing	(\$160,000)
Mail list	(\$ 65,000)
	<u>(\$575,000)</u>
<u>Expense</u>	
Salary	\$(1,100,000)
Attrition	\$ 600,000
-Salary savings net	\$ (500,000)
Professional Services	\$ 500,000
Benefits	\$ 100,000
Blue Cross/Blue Shield Refund	\$ (170,000)
Taxes	\$ (100,000)
Overhead	\$ 120,000
Operating (telephone, postage, travel, supplies)	\$ (385,000)
Total Expenses	<u>\$ (675,000)</u>
Net Revenue	<u>\$ 100,000</u>

The General Fund should end the year with net revenues of at least \$100,000. The net revenue is a result of prepaying the CIPA/CDA loans both principle and interest. Publishing is projecting net revenue to exceed budget by \$285,000 and Midwinter net revenue may exceed budget by \$400,000. Until a better projection is available concerning Annual Conference, a conservative net revenue projection of \$100,000 is provided.

Round Tables

The Round Tables revenues of \$176,673 are \$21,540 less than budget due primarily to lower donations and registration fees. Expenses of \$77,363 are less than budget by \$76,458 due primarily to lower conference equipment and meal function expense.

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

Plant Fund

Depreciation expense of \$273,301 is \$45,219 under budget. The Plant Fund transfer is \$900,982, \$133,671 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

**MEMBER PROGRAMS & SERVICES**

Overall, MPS expects to end the year on or slightly better than budget. A strong AASL National Conference in the fall, followed by a strong PLA National Conference in March provide a boost. YALSA continues to turn in a strong performance without a small division subsidy. Conference Services expects to exceed 2006 Midwinter Meeting targeted net revenues by about \$200,000. HRDR reported a strong Midwinter Placement Center.

On the down side, salary/related savings are running behind FY2005's level as positions which had been open for an extended period are being filled. In some areas, particularly ITTS, contractual services are currently being used in lieu of filling positions. The 2006 Annual Conference will not meet its net revenue target – and the negative variance will be larger than the Midwinter Meeting positive variance. It is important to note that Management set aside FY2005 net assets to cushion a net revenue shortfall from the New Orleans conference.

**PUBLISHING SERVICES**

Total Revenues are \$159,034 less than budget. Total Expenses are \$493,036 less than budget. Net Revenues are \$334,002 more than budget. A significant revenue shortfall in ALA Editions, due mainly to the drop off in backlist sales of AACR2 and Information Power, will be largely offset by salary and production savings. Booklist magazine will be more that budget in subscription and display ad revenue, although this will be offset somewhat by a shortfall in Ancillary Products. Booklist Online launched in April so sales are just now getting underway. Book Links will be less than budget in subscription and advertising revenues. Net advertising revenues in American Libraries will be less than budget but largely offset by more than budget revenues from classifieds. Professional Services expenses for consultants in marketing will offset savings from open positions. Marketing production expenses have just been delayed because of open positions but will probably exceed budget by year-end in efforts to re-build sales and launch Booklist Online.

**April FY 2006 Financials**  
**Executive Summary -- continued**

Forecast: Total Revenues for the Department are expected to decline slightly by year-end. Expense savings will diminish somewhat but still largely offset the revenue shortfall. Year-end should be more than budget at the Contribution Margin level (Net Revenue plus General Overhead).

**COMMUNICATIONS AND MEMBER RELATIONS**

This spring saw ALA Membership appeals mailed out to over 30,000 potential members. These messages focused on either the type of work or type of library and each were customized to a particular division for relevancy. Have just completed the third round of telemarketing based reinstatements to recent drops and improved our effectiveness by 22%.

Overall renewals continue to be ahead of last year by ~10%. A student 'keep in touch' campaign was instituted to help provide continuity of contact information over the summer break and encourage upgrades to regular membership for graduates. A campaign acknowledging significant membership anniversaries was also instituted. A series of postcard mailings were sent to current organizational members highlighting benefits of membership, along with mailings to lapsed organizational members encouraging re-joins. A redesign of the member welcome kit, plus special covers for American Libraries for new, renewed, or about-to-lapse members, will be in place for the fall.

Personal and Organizational Dues continue to lag behind FY2006 Budget forecasts, but are ahead in real dollars against 2005 actual. Personal dues are 3.9% off budget but 1.7% ahead of prior year. Organizational dues are 10.5% off budget but flat against prior year. The current budget shortfall for those two lines after 8 periods is \$200k. Forecasting dues to the end of the year, it is likely that the budget will be off as much as \$350,000. Personal dues are projected to be \$111,000 less than budget and organizational dues are projected \$239,000 less than budget. Corporate dues are 7% ahead of budget and 6.6% ahead of prior year.

Direct Mail- An as yet unreimbursed charge to 5523 - Postage of \$34,000 has put this area temporarily over budget. This should be corrected before the close of June 2006. Otherwise, costs are being contained and budget will be met.

Member Relations- This area continues to be within budget with normal expenditures forecast through the end of the fiscal year.

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

**STAFF SUPPORT/OPERATIONS**

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

For the eight months ending April 2006 all units generated a variance of < \$62,936 > over budget. The annual budget for the Election process is \$206,500. With the total budget applied and all invoices processed, we are projecting a year-end variance or < \$32,580 > over budget for the Election Process. This variance is attributable to the new domain purchase (.Org), server modifications to accomplish the 48 hours blast of ballots to web voters, development of the Look-Up Application for Customer Service and an additional mailing of reminder postcards. For the 2007 Election process we are projecting a cost reduction of \$36,000 - \$40,000 due to previous items stated for the 2006 Election Process which burden the cost.

As previously documented the Depreciation F/E is < \$13,867 > over budget for unit 501. All other units reporting are within operational budget and we projecting 5% year-end result over-budget for all units and services reporting.

**GRANTS AND AWARDS (RESTRICTED FUND)**

Revenues and expenses of \$2,169,735 are \$546,746 more than the budget due to timing of several grants, most notably Rainbow Foundation/Lets Talk About It, \$100,444, NEH-We the People, \$348,856 more than budget and Library Champions, \$54,182, and IMLS Spectrum/New Voices New Vision, \$188,371, less than budget. Note: Grants and Awards generated 13% or \$256,903 more than the FY 2005 actual.

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

**SALARIES**

General Fund salaries through April are \$963,868 less than budget. This is \$352,859 more than the total years 5.5% salary attrition budget of \$611,009. In addition, temporary help is under budget by \$7,484 and overtime is under budget by \$1,967 year-to-date. Excess salary savings including temporary help and overtime is \$973,319, and the projected year-end goal is expected to reach \$1.1 million. Note: Professional services are over budget by \$434,620 year to date and projected to be \$500,000 over by year-end.

	FY 2006 April 2006	FY 2005 April 2005
Total General Fund Salaries	\$11,109,310	\$10,684,260
April YTD Budget	\$7,321,055	\$7,085,020
Actual Salaries-April YTD	6,357,187	6,393,686
Salary Savings To Date	\$963,868	\$691,334
Total Projected Salary Savings: 5.5% Attrition (FY 2006)	611,009	534,214
Salary Savings Remaining To Be Achieved	(352,859)	(157,120)
Wages-Temporary Help		
Budget	41,132	40,019
Actual	33,648	88,574
Variance (over) under Budget	7,484	(48,555)
Overtime Wages		
Budget	59,470	51,153
Actual	57,503	55,855
Variance (over) under Budget	1,967	(4,702)
Salary Savings Required Including Wages & Overtime	(\$362,310)	(\$103,863)





SECTION II  
SCHEDULE 1

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-TOTAL ALA

	YEAR TO DATE ACTUAL APRIL 30, 2005	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE BUDGET APRIL 30, 2006	VARIANCE	%	2006 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
GENERAL FUND	14,763,275	15,212,131	15,612,242	(400,111)	-3%	27,548,309	27,548,309	0.00%
DIVISIONS	7,808,503	10,945,899	10,018,791	927,108	9%	13,614,348	13,614,348	0.00%
ROUND TABLES	160,872	176,673	198,213	(21,540)	-11%	350,553	350,553	0.00%
PLANT FUND	0	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	1,912,832	2,169,735	1,622,989	546,746	34%	2,796,052	2,796,052	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	400,015	447,722	387,280	60,442	16%	580,989	580,989	0.00%
TOTAL REVENUES	25,045,497	28,952,160	27,839,515	1,112,645	4%	44,890,251	44,890,251	0.00%
GENERAL FUND	16,213,109	16,255,216	17,421,410	1,166,194	7%	27,478,609	27,478,609	0.00%
DIVISIONS	7,038,701	9,107,170	9,566,547	459,377	5%	13,688,470	13,688,470	0.00%
ROUND TABLES	81,340	77,363	153,821	76,458	50%	344,390	344,390	0.00%
PLANT FUND	217,083	12,730	2	(12,728)	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	1,912,832	2,169,735	1,622,989	(546,746)	-34%	2,796,052	2,796,052	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	181,789	203,711	339,692	135,981	40%	528,782	528,782	0.00%
TOTAL EXPENSES	25,644,854	27,825,925	29,104,461	1,278,536	4%	44,836,303	44,836,303	0.00%
EXCESS OF REVENUES OVER EXPENSES	(599,357)	1,126,235	(1,264,946)	2,391,181	189%	53,948	53,948	-0.00%
POST-RETIREMENT BENEFITS	0	0	0	0	-	-	-	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(202,155)	(256,768)	0	(256,768)	-	-	-	-
NET REALIZED/UNREALIZED GAINS-LT INVEST	1,393,076	1,427,499	533,388	894,111	168%	800,179	800,179	0.00%
NET CONTRIBUTIONS/WITHDRAWALS-LT INVEST	395,681	99,542	(41,134)	140,676	342%	(58,715)	(58,715)	-0.00%
NET REVENUES-TOTAL ALA	987,245	2,396,508	(772,692)	3,169,200	410%	795,412	795,412	0.00%

FOR ADDITIONAL DETAIL SEE SCHEDULES 7 AND 8.

05/23/2006

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

**ROUND TABLES**

The Round Tables revenues of \$176,673 are \$21,540 less than budget due to dues income, registration fees and donations. Expenses of \$77,363 are less than budget by \$76,458 due to conference related expenses and printing costs.

**PLANT FUND**

Depreciation expense of \$273,301 is \$45,219 under budget. The Plant Fund transfer is \$900,982, \$133,671 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

**GRANTS AND AWARDS**

Revenues and expenses of \$2,169,735 are \$546,746 more than the budget due to timing of several grants, most notably Rainbow Foundation/Lets Talk About It, \$100,444, NEH-We the People, \$348,846 more than budget and Library Champions, \$54,182, and IMLS Spectrum/New Voices New Vision, \$188,371 less than budget.

**LONG-TERM INVESTMENTS**

Endowment Fund revenues of \$447,722 consisting of interest and dividend income are \$60,442 more than the budget of \$387,280. Net realized/unrealized gains are \$1,427,499 as compared to budgeted gains of \$533,388. On a stand-alone basis, the Gulf Investment portfolio has realized gains of \$363,857 and unrealized losses of \$191,826. Note: The Gulf Investment manager has been relieved and is being replaced by Merrill Lynch as the large cap value manager. The Credit Suisse portfolio has year-to-date realized losses of \$56,287 and unrealized losses of \$232,384. The NFJ portfolio has year-to-date realized gains of \$100,742 and unrealized gains of \$149,037. The Lazard International portfolio has year-to-date realized gains of \$227,064 and unrealized gains of \$393,910. The Marsico portfolio has realized gains of \$69,583 and unrealized gains of \$198,402. The Alliance portfolio has realized gains of \$237,429 and unrealized gains of \$190,065. The EMA-Heitman portfolio has realized gains of \$66,255 and unrealized gains of \$88,360. Ariel has unrealized gains of \$8,728.

	<u>Realized</u>	<u>Unrealized</u>	<u>Net</u>
Gulf Investments	363,857	(191,826)	172,031
Credit Suisse	(56,287)	(232,384)	(288,671)
NFJ/Lord Abbott	100,742	149,037	249,779
Lazard Intl	227,064	393,910	620,974
Marsico/Seneca	69,583	198,402	267,985
Alliance/Laurel	237,429	190,065	427,494
Ema-Heitman	66,255	88,360	154,615
Ariel	0	8,728	8,728
	<u>\$1,008,643</u>	<u>\$604,292</u>	<u>\$1,612,935</u>
TOTAL			

Net contributions/withdrawals consists of donations and other revenues, offset by life member dues transfers. The resulting figure in effect represents the net capital addition (reduction) made to the Endowment Fund. At April 30, 2006, the net contribution of \$99,542 is \$140,676 more than the budgeted net withdrawal of \$41,134. Expenditures totaling \$203,711 are \$135,981 less than budget.

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

	MLJM GULF	CREDIT SUISSE	ALLIANZ (LORD)	NF/J	LAZARD INTL	MARSICCI/ SENECA	ALLIANCE/ LAUREL	EMA HEITMAN	ARIEL	TOTAL	%	YIELD
CASH	15,249	624,418	269,563	165,300	197,127	268,752	26,361	242,304	1,810,063	7%	3.62%	
GOVERNMENT SECURITIES		4,927,167							4,827,167	18%	4.85%	
CORPORATE SECURITIES	2,763,123	1,694,993	1,996,691	3,770,926	3,076,154	4,442,274	1,395,753		1,694,993	6%	5.32%	
EQUITIES									18,286,920	68%	1.89%	
TOTAL	2,718,371	7,246,576	2,266,254	3,937,227	4,175,200	4,711,026	1,422,104	242,304	26,719,144	100%		

Composite: 2.61%



AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-GENERAL FUND

SECTION II  
SCHEDULE 2

	YEAR TO DATE ACTUAL APRIL 30, 2005	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE BUDGET APRIL 30, 2006	VARIANCE	%	2006 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
PUBLISHING SERVICES	8,154,830	8,223,401	8,382,435	(159,034)	-2%	12,445,896	12,445,896	0.0%
MEMBERSHIP PROGRAMS & SERVICES	2,560,061	2,930,578	2,773,619	156,959	6%	8,499,223	8,499,223	0.0%
COMMUNICATIONS	3,473,664	3,515,662	3,711,060	(195,398)	-5%	5,578,000	5,578,000	0.0%
INTEREST INCOME	364,491	395,584	555,144	(159,560)	-29%	740,190	740,190	0.0%
MAIL LIST SALES	183,150	135,592	189,984	(54,392)	-29%	285,000	285,000	0.0%
EXECUTIVE OFFICE (NOTE 1)	27,079	11,314	0	11,314	-	0	0	-
<b>TOTAL REVENUES</b>	<b>14,763,275</b>	<b>15,212,131</b>	<b>15,612,242</b>	<b>(400,111)</b>	<b>-3%</b>	<b>27,548,309</b>	<b>27,548,309</b>	<b>0.0%</b>
EXPENSES:								
PUBLISHING SERVICES	6,386,727	7,131,516	7,624,552	493,036	6%	11,327,027	11,327,027	0.0%
MEMBERSHIP PROGRAMS & SERVICES	4,747,695	5,439,473	5,536,125	96,652	2%	10,343,524	10,343,524	0.0%
COMMUNICATIONS	1,740,628	1,796,293	1,854,771	58,478	3%	2,741,839	2,741,839	0.0%
EXECUTIVE OFFICE (NOTE 1)	3,820,274	3,139,944	3,295,512	155,568	5%	5,008,434	5,008,434	0.0%
FINANCE AND ACCOUNTING	767,931	775,719	833,227	57,508	7%	1,264,140	1,264,140	0.0%
OVERHEAD RECOVERED	(2,727,223)	(3,947,056)	(3,772,425)	174,631	5%	(6,299,725)	(6,299,725)	-0.0%
BUSINESS EXPENSE (NOTE 2)	687,306	287,307	478,768	191,481	40%	718,245	718,245	0.0%
GENERAL ADMINISTRATION-OTHER (NOTE 3)	493,227	367,764	180,806	(186,958)	-103%	432,396	432,396	0.0%
SUBSCRIPTION EQUIVALENT	296,544	363,274	355,401	(7,873)	-2%	389,038	389,038	0.0%
PLANT FUND TRANSFER	0	900,982	1,034,653	133,671	13%	1,553,691	1,553,691	0.0%
<b>TOTAL EXPENSES</b>	<b>16,213,109</b>	<b>16,255,216</b>	<b>17,421,410</b>	<b>1,166,194</b>	<b>7%</b>	<b>27,478,609</b>	<b>27,478,609</b>	<b>0.0%</b>
EXCESS OF REVENUES OVER EXPENSES	(1,449,834)	(1,043,085)	(1,809,168)	766,083	42%	69,700	69,700	0.0%
POST-RETIREMENT BENEFITS	0	0	0	0	-	0	0	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(202,155)	(256,768)	0	(256,768)	-	-	-	-
<b>NET REVENUES</b>	<b>(1,651,989)</b>	<b>(1,299,853)</b>	<b>(1,809,168)</b>	<b>509,315</b>	<b>28%</b>	<b>69,700</b>	<b>69,700</b>	<b>0.0%</b>

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

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

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

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

SECTION II  
SCHEDULE 2.1

UNIT	YEAR TO DATE ACTUAL APRIL 30, 2005	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE BUDGET APRIL 30, 2006	VARIANCE	%	2006 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
<b>REVENUES</b>								
101 COUNCIL	0	0	0	0	-	0	0	-
102 EXECUTIVE BOARD	0	2,000	0	2,000	-	0	0	-
103 EXECUTIVE OFFICE (9098)	0	0	0	0	-	0	0	-
114 DEVELOPMENT OFFICE	1,283	578	0	578	-	0	0	-
150 WASHINGTON OFFICE	0	719	0	719	-	0	0	-
151 OITP	315	0	0	0	-	0	0	-
152 OGR	100	0	0	0	-	0	0	-
591 DONATIONS (9111,9140,9100)	25,381	8,017	0	8,017	-	0	0	-
	27,079	11,314	0	11,314	-	0	0	-
<b>EXPENSES</b>								
101 COUNCIL	86,029	69,949	90,966	21,017	23%	127,272	127,272	0.0%
102 EXECUTIVE BOARD	160,316	147,178	296,219	149,041	50%	386,311	386,311	0.0%
103 EXECUTIVE OFFICE	416,536	427,966	435,632	7,666	2%	661,514	661,514	0.0%
114 DEVELOPMENT OFFICE	215,639	249,038	256,386	7,348	3%	388,860	388,860	0.0%
150 WASHINGTON OFFICE	782,151	564,015	627,689	63,674	10%	933,308	933,308	0.0%
151 OITP	294,436	312,112	272,478	(39,634)	-15%	414,231	414,231	0.0%
152 OGR	534,352	500,338	504,718	4,380	1%	809,577	809,577	0.0%
230 AWARDS PROGRAMS	1,269	612	623	11	-	7,571	7,571	0.0%
- OPERATIONS SUPPORT	950,478	496,963	429,848	(67,115)	-16%	703,506	703,506	0.0%
506 HUMAN RESOURCES	379,833	372,753	380,953	8,200	2%	576,264	576,264	0.0%
592 GENERAL FUND ALLOCAT (9152)	(765)	(980)	0	980	-	0	0	-
	3,820,274	3,139,944	3,295,512	155,568	5%	5,008,434	5,008,434	0.0%

05/23/2006

SECTION II  
SCHEDULE 2.3

AMERICAN LIBRARY ASSOCIATION  
SUPPORTING STATEMENT OF EXPENSES-STAFF SUPPORT SERVICES

EXPENSES UNIT	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2006	2ND	% CHANGE FROM BUDGET
	ACTUAL APRIL 30, 2005	ACTUAL APRIL 30, 2006	BUDGET APRIL 30, 2006			ANNUAL BUDGET	QUARTER PROJECTION	
501 STAFF SUPPORT/OFFICE SERVICES	361,598	404,594	301,834	(102,760)	-34%	504,044	504,044	0.0%
509 DISTRIBUTION CENTER	210,642	237,796	245,004	7,208	3%	371,502	371,502	0.0%
509 IUT/DISTRIBUTION	(109,866)	(113,653)	(106,656)	6,997	7%	(160,000)	(160,000)	-0.0%
510 REPROGRAPHICS CENTER	141,728	146,076	162,982	16,906	10%	247,960	247,960	0.0%
510 IUT/REPROGRAPHICS	(160,319)	(177,850)	(173,316)	4,534	3%	(260,000)	(260,000)	-0.0%
511 BUILDING MAINTENANCE	506,695	0	0	0	-	0	0	-
<b>TOTAL EXPENSES</b>	<b>950,478</b>	<b>496,963</b>	<b>429,848</b>	<b>(67,115)</b>	<b>-16%</b>	<b>703,506</b>	<b>703,506</b>	<b>0.0%</b>

05/23/2006



**American Library Association**  
**Schedule 2A – Commentary: Statement of Revenues and Expenses – General Fund**  
**April FY 2006 Financials**

**INTEREST  
INCOME**

Year-to-date interest on short-term investments is \$395,584, \$159,560 less than the budget of \$555,144. The actual average invested balance for the eight months ending April 30, 2006 was \$14,963,375 with a yield of 3.97%. In comparison, at April 30, 2005 the actual average invested balance was \$14,728,096 with a yield of 3.71%. As of April 30, 2006 the net realized/unrealized gain <loss> on the investment managed by Neuberger Berman was a net loss of \$256,768, as compared to the \$335,211 cumulative loss at August 31, 2005. The net year-to-date loss is comprised of \$123,505 of realized losses and \$133,263 of unrealized losses. According to the Association's investment policy, any realized and unrealized gains and losses at year-end becomes a component of the appropriated fund balance and as such is carried forward in the fund balance to subsequent fiscal years.

FOR THE MONTH OF APRIL, 2006

INVESTMENT TYPE	AVG VALUE	MARKET VALUE	%	%	YIELD	INTEREST INCOME (MONTH)	INTEREST INCOME (YTD)
Money Market Funds		260,736	2%	1%	4.16%	963	6,140
Government Securities		8,073,379	71%	45%	4.19%	29,398	209,346
Corporate Bonds		3,090,936	27%	17%	5.17%	12,710	97,255
							0
Subtotal-Bond Fund	11,433,728	11,425,051	100%	64%	4.52%	43,071	312,740
Certificates of Deposit	0	0	0%	0%			0
Institutional Fund	94,681	94,832	1%	1%	4.18%	303	2,283
Money Market Funds	0	0	0%	0%	0.00%	0	0
Cash in Bank	7,031,817	6,447,400	36%	36%	4.36%	15,960	73,813
Other-DC Security Deposit	13,417	13,417	0%	0%			6,748
Endowment Transfer							0
Total Cash and Investments	18,573,642	17,980,700		100%		59,334	395,584
Readers Digest Interest		0				0	0
Net Cash and Investments		17,980,700				59,334	395,584

On an overall basis, the bond portfolio yield is 4.52%. The Readers Digest grants require that interest earned on unspent funds are credited to the grant balances.

MAIL LIST RENTAL

Mail list sales are 29%, \$54,392 less than budget. Mail list sales are projected to be \$65,000 less than budget as more electronic mail lists, as compared to mailing labels, are requested.

GOVERNANCE

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]: To date, expenditures are \$14,650 or approximately 41% of the FY06 Council administrative budget of \$35,675. No unusual expenses are anticipated for FY06.

Executive Board Administration [11-102-0000]: To date, expenditures are \$14,700 or approximately 30% of a total budget of \$48,295. There are currently no anticipated expenses that will bring this line over budget in this fiscal year.

Strategic Planning Activities [11-104-0104] To date there have been no expenditures in this project line.

Fall Board Meeting [11-102-0118]: After adjustments, expenses for the Fall Executive Board meeting total \$25,685 or 92% of the total budget of \$27,908. This project line will close at or slightly under budget for FY06.

Spring Board Meeting [11-102-0115]: After adjustments, expenses to date for the Spring Executive Board meeting total approximately \$19,100 or 78% of the total budget of \$24,358. This project line will close at or slightly under budget for FY06.

President: [11-102-0100] (Support) The April performance report shows approximately \$33,460 remaining budget from a total budget of \$66,475. A total of \$11,060 in estimated charges is to be applied to this budget line. Based on these outstanding debits, approximately \$22,400 or 34% remains in the Presidential Support budget. President Gorman has pledged a voluntary reduction of 3% to his presidential expenditures.

[11-102-0103] (Initiatives) To date, President Gorman has spent approximately \$20,100 of his Presidential Initiatives budget of \$97,000, leaving a remaining budget of \$76,900 or 79%. A total of approximately \$36,900 in estimated charges is to be applied to this budget. These charges are estimated costs associated with a webcast to be presented via the College of DuPage in early June and with a Forum on International Library Education to be held at the ALA Annual Conference. There is also an outstanding credit of \$425 to be applied to this budget line. Based on these outstanding debits and credits, approximately \$40,500 or 42% remains in the Presidential Initiative budget.

President-Elect: [11-102-0101](Support) The April performance report shows approximately \$30,430 or 55% remaining from a total budget of \$55,260. Approximately \$17,300 in charges as well as a \$1,000 credit are to be applied to this budget line. Several of the outstanding debits are estimated costs related to travel and lodging for guests at the 2006 Annual Conference. Based on these outstanding debits and credits, 26% of the 10-month *President-elect Support* budget, or \$14,120, remains.

[11-102-0113] (Advisory Committee) To date, expenditures to support President-elect Advisory Committee activities total approximately \$10,700 or 65% of the total budget of \$16,470. Approximately \$465 in outstanding charges is to be applied to this budget. Based on these outstanding debits, approximately \$5,282 or 32% of the President-elect Advisory Committee budget remains.

Executive Office [11-103-0000]: \$428,000 or approximately 65% of the FY06 Executive Office administrative budget of \$654,064 has been spent to date. No unusual expenses are anticipated for FY06.

## DEVELOPMENT OFFICE

Administration – For the month of April, the Development Office has come under in total budget. Anticipate being over budget in the professional services and temporary employee services fees which have consumed a major portion of the budget for this fiscal year. This will be offset by the savings in staff salaries and benefits.

Library Champions – Expect to meet budget for FY 2006. April performance reports indicate a \$54,181 or 46% remaining balance for expenditures. Outstanding debits for the redesign of the new Library Champions logo (estimated at \$3,600) and expenditures for Annual Conference should still bring us slightly below budget. To date, we have 39 Library Champion members including two new champions, Google and Sage Publications. Three of the 39 champions will not be renewing their corporate membership for FY 2007.

Corporate Relations Brochure – The April 2006 performance report shows approximate expenditures to be \$22,743 of the budgeted amount of \$34,070 or 67% of the total budget. Per Pat Martin, consultant to the Development Office and project manager, the anticipated cost of this project is \$52,956, which will bring the budget over for the entire project.

## HUMAN RESOURCES

Human Resources is under budget at this time; project that it will come in on budget. Overage continues with recruitment advertising; this line will likely be over budget. Reference materials is over due to the numerous legislative changes occurring. Due to increased recruitment, telephone usage has increased as well.

591 – Benefits Health insurance is over the budget of \$1,045,880, running approximately \$200,000 over budget. The increased hiring and new hires placing their dependents on our plan add to the increased costs.

On an annual basis, Blue Cross Blue Shield reviews claims utilization against premiums. For the period January to December 2005, the premiums exceeded claims utilization resulting in a surplus of \$215,771 for the PPO plan only. Medical and dental benefits are on a co-pay basis and 20% of the surplus is returned to ALA staff members to offset employee premium contributions.

101 – Orientation, Training & Leadership Development Monies allotted for the committee will be used at the 2006 annual conference. An orientation for incoming committee chairs and interns is scheduled at the 2006 annual conference.

WASHINGTON  
OFFICE

**Washington Office Administration** is \$6,689 under budget in expenditures for the month of April and is 10% under budget for year to date expenses. Expenditures thus far in the fiscal year have been within the planned budget. Although the April accounting reflects under budget expenditures, it is noted that a number of payments that were made in May have been reflected in this April report. The Washington Office expects to end the year under budget due primarily to savings in the salary line due to two prolonged staff vacancies this fiscal year.

**OGR** is \$31,563 over budget for the month of April and is 1% under budget for the year to date expenses. This month's overage is partly attributed to the payment of two large expenses (CEF membership of \$8,157 and contract payments totaling \$18,500) that were not originally planned for April. Again, a number of payments that were processed and paid during the month of May are actually reflected in the April report. OGR is projected to end the fiscal year under budget due to savings in the salary line.

**OITP** is \$3,774 under budget for the month of April and 15% over budget on year to date expenditures. The over budget amount for year to date expenditures associated with payment of contracted professional services will be offset by amounts from other Washington Office account lines.

OVERHEAD

At April 30, 2006, total overhead recovery of \$3,947,056, is \$174,631 more than the budget of \$3,772,425. The overhead recovery is more than budget in Public Programs, AASL, Booklist and Annual Conference, offset by less budget recoveries in ALA Editions, Midwinter, LITA and ALCTS.

BUSINESS  
EXPENSE

Expenses totaling \$287,307, are 40%, \$191,481 under budget due primarily to timing of the audit, depreciation, equipment rental and bank fees.

GENERAL  
ADMINISTRATION

This category consists of employee benefits expense, the Executive Director's Contingency Fund and several other accounts. The majority of the \$186,958 variance to budget relates to expenses in the employee benefits area and the Executive Director's Contingency Fund (due to the timing of budget vs. actual). Total benefits expense actually incurred is \$2,681,676 as compared to the budget of \$2,456,016. In addition, FICA taxes are \$3,593 over budget (monthly budget allocations are under review as this does not make sense) and health insurance is \$191,343 over budget.

SECTION II  
SCHEDULE 2.2

AMERICAN LIBRARY ASSOCIATION  
SUPPORTING STATEMENT OF REVENUES AND EXPENSES-COMMUNICATIONS

REVENUES UNIT	YEAR TO DATE ACTUAL APRIL 30, 2005	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE BUDGET APRIL 30, 2006	VARIANCE	%	2006 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
100 MANAGING DIRECTOR	18,450	11,085	16,100	(5,015)	-31%	35,000	35,000	0.0%
104 LIBRARY	500	0	0	0	-	0	0	-
109 ORS	0	0	0	0	-	0	0	-
111 INTERNATIONAL RELATIONS	13,261	15,500	0	15,500	-	0	0	-
113 PIO	15,806	10,401	4,000	6,401	160%	6,000	6,000	0.0%
115 PUBLIC PROGRAMS	2,800	1,476	0	1,476	-	0	0	-
250 CUSTOMER SERVICE	0	0	0	0	-	0	0	-
251 CHAPTER RELATIONS	5,980	6,100	1,334	4,766	357%	2,000	2,000	0.0%
591 MEMBERSHIP DEVELOPMENT	3,416,867	3,471,100	3,689,626	(218,526)	-6%	5,535,000	5,535,000	0.0%
<b>EXPENSES</b>	<b>3,473,664</b>	<b>3,515,662</b>	<b>3,711,060</b>	<b>(195,398)</b>	<b>-5%</b>	<b>5,578,000</b>	<b>5,578,000</b>	<b>0.0%</b>
100 MANAGING DIRECTOR	358,706	333,121	401,193	68,072	17%	577,417	577,417	0.0%
104 LIBRARY	214,912	214,127	220,105	5,978	3%	299,717	299,717	0.0%
109 ORS	99,209	129,805	124,378	(5,427)	-4%	188,393	188,393	0.0%
111 INTERNATIONAL RELATIONS	136,179	137,761	134,759	(3,002)	-2%	198,364	198,364	0.0%
113 PIO	415,836	425,124	420,815	(4,309)	-1%	639,249	639,249	0.0%
115 PUBLIC PROGRAMS	82,528	95,694	86,454	(9,240)	-11%	137,390	137,390	0.0%
250 CUSTOMER SERVICE	392,314	414,014	404,962	(9,052)	-2%	606,495	606,495	0.0%
251 CHAPTER RELATIONS	40,944	46,647	62,105	15,458	25%	94,814	94,814	0.0%
<b>NET REVENUES:</b>	<b>1,740,628</b>	<b>1,796,293</b>	<b>1,854,771</b>	<b>58,478</b>	<b>3%</b>	<b>2,741,839</b>	<b>2,741,839</b>	<b>0.0%</b>
100 MANAGING DIRECTOR	(340,256)	(322,036)	(385,093)	63,057	16%	(542,417)	(542,417)	-0.0%
104 LIBRARY	(214,412)	(214,127)	(220,105)	5,978	3%	(299,717)	(299,717)	-0.0%
109 ORS	(99,209)	(129,805)	(124,378)	(5,427)	-4%	(188,393)	(188,393)	-0.0%
111 INTERNATIONAL RELATIONS	(122,918)	(122,261)	(134,759)	12,498	9%	(198,364)	(198,364)	-0.0%
113 PIO	(400,030)	(414,723)	(416,815)	2,092	1%	(633,249)	(633,249)	-0.0%
115 PUBLIC PROGRAMS	(79,728)	(94,218)	(86,454)	(7,764)	-9%	(137,390)	(137,390)	-
250 CUSTOMER SERVICE	(392,314)	(414,014)	(404,962)	(9,052)	-2%	(606,495)	(606,495)	-0.0%
251 CHAPTER RELATIONS	(34,964)	(40,547)	(60,771)	20,224	33%	(92,814)	(92,814)	-0.0%
591 MEMBERSHIP DEVELOPMENT	3,416,867	3,471,100	3,689,626	(218,526)	-6%	5,535,000	5,535,000	0.0%
<b>TOTAL NET REVENUES</b>	<b>1,733,036</b>	<b>1,719,369</b>	<b>1,856,289</b>	<b>(136,920)</b>	<b>-7%</b>	<b>2,836,161</b>	<b>2,836,161</b>	<b>0.0%</b>

05/23/2006

**American Library Association**  
**Schedule 2B – Commentary: Statement of Revenues and Expenses – Communications & Member Relations**  
**April FY 2006 Financials**

**Office for Research and Statistics (ORS)**

The ORS overall expenditures are off by 3% due to incentive awards (\$4,999 wages, \$1,223 benefits) and 2% for attrition factor (\$4,925). The ORS budget is right on target, with expenditures at 66% of annual budget (even absorbing the attrition factor).

Additional savings to the ORS budget will occur at the close of the Fiscal Year through expense recovery transfers from ORS Admin to NCES-ALS, and LHRT, LRRT and Standards Committee for staff overtime and miscellaneous expenses estimated at \$14,000 and NCES-ALS overhead of \$3,223, for a total expense recovery of \$17,223 (approximately 9% of the ORS annual operating budget).

ALA also is benefiting from overhead charged to the IMLS Networks study. The total overhead recovered in FY2006 is \$9,854.

Baber award will not be made in 2006 (no worthy applicants), and the Fyan award will be made in the full amount (\$10,000).

Salary expenditures (5000, 5002, 5005) - The ORS salary and benefits accounts remain over-expended by approximately 11% due to incentive awards. Anticipate no salary savings in FY06, and the salary attrition factor will be covered through revenue brought into ORS by expense transfers from NCES-ALS and the IMLS Networks grant, LHRT, LRRT and the Standards Committee overtime expenses.

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

Program Awards (5306) - \$8,750 was carried forward from FY05 to cover expenses contracted for in FY05 and expended in FY06 (RSL personal services contract and survey printing and postage expenses- \$3,500 and \$730).

Project design is underway for the 2006 study, a research project on linguistically isolated individuals using public libraries. Fortunate to have received the World Book Award for this project. Will request that funds held for this project be carried forward to the FY07 budget to cover any unforeseen expenses beyond the World Book Award amount.

The 2005 public library funding study is complete and the Gates Foundation will fund future studies in this area (FY2007-2009). An additional study was undertaken in March 2006 to develop a baseline of national diversity figures for the profession (Decision Demographics, Inc.). That study concluded in May 2006.

Remaining FY06 program award funds are estimated at \$9,500 and a request will be made to carry these funds forward to supplement the \$15,000 requested for FY07 (for a total program award allocation in FY07 of \$24,500).

Awards - Baber award will not be made in 2006 (no worthy applicants), and the Fyan award will be made in the full amount (\$10,000). The Baber and Fyan spending accounts have insufficient funds to make awards unless funds are transferred from principal to spending. The 2006 Fyan

Award will be paid from principal, and both the Baber and Fyan awards will be suspended until 2008 or longer due to insufficient funds. Staff will notify the ALA Awards Committee.

Salary Survey project - The FY06 surveys are in development. The last invoice to UIUC for FY05 work has been processed for payment. An outstanding invoice from 2003 was paid from Hodges account. A duplicate payment on the final invoice for the 2005 survey was made due to a record keeping issue. This is being resolved.

Revenue - No revenue for this reporting period. At the end of the fiscal year ALA will benefit from overhead charged to the NCES-ALS project and the IMLS Networks study. The total overhead recovered in FY2006 is \$12,807. Additional revenue will come from an unanticipated project completed in May 2006 for the Gates Foundation in an amount of \$4,832 (\$3,900 wages and \$932 overhead). This will be invoiced and received before the close of the fiscal year.

#### Public Information Office (PIO)

The PIO budget of \$633,000 through April 2006: \$2,092, 1% better than budget. Expect PIO to spend the remaining budget as planned.

The Campaign for America's Libraries budget of \$300,000 through April 2006: \$175,000 with cost of preparing a conference video, media relations for the baseball partnership, New Orleans conference cost, replenishing Campaign supplies, etc., expect at this point, to spend close to the \$300,000. Will continue to monitor this matter.

#### International Relations Office (IRO)

IRO is \$15,500 over budget in revenue due to a donation that was presented to IFLA to support an international information literacy program that was part of the World Summit on the Information Society. Net revenue/expenses are \$12,498 or 9% better than budget. Expect to end the year on budget.

#### Chapter Relations Office (CRO)

CRO is \$4,766 over budget in revenue due to Worldbook grant funds for a Leadership Toolkit. Net revenue/expenses are \$20,224 or 33% under budget due to delays in expenses incurred by temporary employee and grant. Expect to end the year on budget.

#### HQ Library

The Library, at the end of April, was 3%, or \$5,978 underspent. The largest negative variance was in Professional Services, or contractual arrangements for Library support functions, and the largest positive variance in Supplies (or book purchases).

For Professional Services, there were larger than anticipated price increases in two electronic reference tools. Thus, the variance will remain through the year, but will not increase, as all the subscription fees are paid. With the KMS implementation well underway, collection development activities will begin again, with the book budget used to purchase items previously identified.



Operating Supplies is underspent, which is likely a timing issue, in terms of when the various update volumes are shipped.

It should be pointed out that about 90% of the Library budget is committed--for salaries, subscription payments, or services fees, making any significant in course adjustments difficult, if not impossible.

**Member and Customer Services (MACS)**

Expenses are under budget for the month of April, however overall expenses are \$9,051, or 2% over budget YTD. The areas of constant concern, and where we have limited control are the following:

1. IUT/Telephone - Have asked for a review of what charges are currently being billed. Based on preliminary information, believe MACS is not being billed properly. Further review and discussion will be conducted in July.
2. IUT/Registration - Will receive some additional funds for small meetings that are currently being handled, however the majority of staff is used for processing of Midwinter and Annual Conference, where is payment is not received through IUT.
3. Mail and Collation services for mailing of renewals. Over budget in this area in part due to not enough funds allocated for mailing of renewals. Will be reviewing our currently renewal process with staff to determine cost saving measures.

Will continue to review and monitor charges for the remainder of the fiscal year. Hopefully will be able to bring costs in line over the next few months.

**Public Programs Office (PPO)**

General Fund net revenue/(expense) variance is (\$7,765) or 7%, due to incentive payments, no attrition, and mischarged items that are being corrected. Restricted fund grants are ahead of budget by \$520,357 and overhead is ahead of budget by \$103,341 due to new projects. Year-end projection: The operating budget will end year on budget, with adjustments made to balance incentive payments and attrition. The grants budget will likely end year at \$1.5 million, ahead of budget by \$500,000, with overhead at \$275,000 ahead of budget by \$100,000.

SECTION II  
SCHEDULE 3

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-PUBLISHING

	YEAR TO DATE ACTUAL APRIL 30, 2005	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE BUDGET APRIL 30, 2006	VARIANCE	%	2006 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
ALA EDITIONS	2,007,179	1,844,255	2,102,789	(258,534)	-12%	3,204,958	3,204,958	0.0%
BOOKLIST	3,315,177	3,565,833	3,313,377	252,256	8%	4,765,512	4,765,512	0.0%
BOOKLINKS	419,219	419,201	447,585	(28,384)	-6%	682,782	682,782	0.0%
AMERICAN LIBRARIES	792,434	809,882	823,620	(13,738)	-2%	1,280,906	1,280,906	0.0%
ALA TECHSOURCE	302,638	254,725	321,728	(67,003)	-21%	482,738	482,738	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	1,318,183	1,329,705	1,373,336	(43,631)	-3%	2,029,000	2,029,000	0.0%
TOTAL REVENUES	8,154,830	8,223,401	8,382,435	(159,034)	-2%	12,445,896	12,445,896	0.0%
EXPENSES:								
ALA EDITIONS	1,693,276	1,656,197	1,987,875	331,678	17%	3,014,406	3,014,406	0.0%
BOOKLIST	2,229,639	2,720,111	2,626,215	(93,896)	-4%	3,896,780	3,896,780	0.0%
BOOKLINKS	337,402	483,671	504,478	20,807	4%	738,231	738,231	0.0%
AMERICAN LIBRARIES	1,088,978	1,173,156	1,179,021	5,865	0%	1,669,944	1,669,944	0.0%
SUBSCRIPTION EQUIVALENT	(296,544)	(363,274)	7,873	(363,274)	2%	(389,038)	(389,038)	-0.0%
ALA TECHSOURCE	247,068	251,249	309,990	58,741	19%	466,924	466,924	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	989,224	1,259,066	1,345,181	86,115	6%	1,958,285	1,958,285	0.0%
MARKETING	0	39,265	0	(39,265)	-	0	0	-
MARKETING ALLOCATION	0	0	0	0	-	0	0	-
UNALLOCATED SUPPORT UNITS	97,684	(87,925)	27,193	115,118	423%	(28,505)	(28,505)	-0.0%
TOTAL EXPENSES	6,386,727	7,131,516	7,624,552	493,036	6%	11,327,027	11,327,027	0.0%
NET REVENUES	1,768,103	1,091,885	757,883	334,002	44%	1,118,869	1,118,869	0.0%
NET REVENUES								
ALA EDITIONS	313,903	188,058	114,914	73,144	64%	190,552	190,552	0.0%
BOOKLIST	1,085,538	845,522	687,162	158,360	23%	868,732	868,732	0.0%
BOOKLINKS	81,817	(64,470)	(56,893)	(7,577)	-13%	(55,449)	(55,449)	0.0%
AMERICAN LIBRARIES	0	0	0	0	-	0	0	-
ALA TECHSOURCE	55,570	3,476	11,738	(8,262)	-70%	15,814	15,814	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	328,959	70,639	28,155	42,484	151%	70,715	70,715	0.0%
MARKETING	0	(39,265)	0	(39,265)	-	0	0	-
UNALLOCATED SUPPORT UNITS	(97,684)	87,925	(27,193)	115,118	423%	28,505	28,505	0.0%
TOTAL NET REVENUES	1,768,103	1,091,885	757,883	334,002	44%	1,118,869	1,118,869	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.

**SCHEDULE 3 - American Library Association**  
**COMMENTARY: STATEMENT OF REVENUES AND EXPENSES - PUBLISHING**  
**APRIL FY 2006 FINANCIALS**

**ALA Editions.** Total Revenues are \$258,534 less than budget. Front list is on track to meet budget. The Total Revenue shortfall is driven primarily by shortfall in backlist sales due to drop off in AACR2 and Information Power sales. Total Expenses are \$331,678 less than budget. Payroll Related expenses are \$55,420 less than budget. Marketing expense are \$114,844 less than budget because of timing factors. General Overhead is \$36,910 less than budget because of less than budget Total Revenues. Net Revenues are \$73,144 more than budget.

Forecast: Backlist sales will probably continue to decline but educational sales of AACR2, which are not dependent on updates, should still hold up. Salary and production-related expenses will offset the revenue shortfall. Net Revenues should be close to or more than budget.

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$2,923,000	\$3,204,958	(\$281,958)
Direct Expenses	\$2,066,055	\$2,312,520	\$246,465
Contribution Margin	\$856,945	\$892,438	(\$35,493)
Overhead	\$640,137	\$701,886	\$61,749
Taxes	\$0	\$0	\$0
Net Revenue (Loss)	\$216,808	\$190,552	\$26,256

**Booklist and Booklist Online.** Total Revenues are \$281,162 more than budget. Subscription revenues are \$98,621 more than budget due in part to a price increase and a direct mail circulation campaign. Net Advertising revenues are \$191,606 more than budget. Royalty revenue is \$13,343 more than budget. Booklist Online revenue is budgeted for \$47,000 but didn't launch when scheduled so may come in less than budget. Response has been favorable and prospects are strong. Total Expenses are \$42,270 more than budget. Payroll Related expenses are \$22,584 more than budget. Editorial expenses are \$5,473 less than budget. Production expenses are \$37,158 more than budget because of variances in recording postage expenses that will correct over time. Marketing expenses are \$76,135 less than budget because of delays in direct mail subscription and publicity campaigns. General Overhead is \$74,486 more than budget because of more than budget revenues. Net Revenues are \$238,892 more than budget.

**Ancillary Products.** Total Revenues are \$28,906 less than budget primarily because titles were delayed to focus attention on the Booklist Online launch. Book sales are \$28,169 less than budget. Mailing List rentals are \$1,713 less than budget. Misc. Sales (review copy sales) revenue is \$1,594 less than budget. Editorial expenses are \$827 more than budget. Production expenses are \$40,263 more than budget, but only because expenses need to be transferred to Booklist Online. Marketing expenses are \$10,535 more than budget in part because salary entries belonging in Book Links

were charged here. General Overhead is \$3,437 less than budget because of less than budget revenues. Net revenues are \$80,531 less than budget.

Forecast: Subscriptions growth should increase. Ad sales may subside a bit. Royalty/license revenues should hold or increase. Booklist Online revenues may be a little less than budget. Expenses will be about on or slightly more than budget. Ancillary Products will only have one title this year and so revenues will come in less than budget for the year, offsetting the Booklist magazine variances.

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$5,007,812	\$4,765,512	\$242,300
Direct Expenses	\$2,622,125	\$2,650,693	\$28,568
Contribution Margin	\$2,385,687	\$2,114,819	\$270,868
Overhead	\$1,096,711	\$1,043,647	(\$53,064)
Taxes	\$202,440	\$202,440	\$0
Net Revenue (Loss)	\$1,086,536	\$868,732	\$217,804

**Book Links.** Total Revenues are \$28,384 less than budget. Subscription Revenues are \$3,743 less than budget. Net advertising revenues are \$8,402 less than budget. Total Expenses are \$20,807 less than budget. Salary Related expenses are \$10,584 more than budget. Production expenses are \$1,834 less than budget in part because of savings on 4-color printing at the new printer. Paper and Postage are also less than budget, but most likely because of recording discrepancies. Marketing expense is \$2,794 less than budget because of delayed direct mail promotions. Net revenues are \$7,577 less than budget.

Forecast: Revenue shortfall will continue. Expenses include direct mail circulation campaigns that are directed to FY07 growth and so will not generate savings to offset the revenue shortfall.

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$640,782	\$682,782	(\$42,000)
Direct Expenses	\$576,706	\$575,582	(\$1,124)
Contribution Margin	\$64,076	\$107,200	(\$43,124)
Overhead	\$140,331	\$149,529	\$9,198
Taxes	\$13,120	\$13,120	\$0
Net Revenue (Loss)	(\$89,375)	(\$55,449)	(\$33,926)

**American Libraries.** Total Revenues are \$13,738 less than budget. Subscription revenues are \$2,412 less than budget. Net advertising revenues are \$85,458 less than budget. Classified ad revenues are \$73,420 more than budget. Ad sales

will continue to decline and classified ads will continue to increase. Royalties are \$1,126 less than budget. Total Direct Expenses are \$5,865 less than budget. The Subscription Equivalent is \$7,873 more than budget.

Forecast: A shortfall in display ad sales will be largely offset by more than budget classified ad revenues. Some production savings because of the contract with the new printer, which produces particular benefits for 4-color printing. Marketing expenses for JobLIST are not yet complete. Expect the Subscription Equivalent to be about \$4,500 more than budget.

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$1,255,906	\$1,280,906	(\$25,000)
Direct Expenses	\$1,374,426	\$1,389,426	\$15,000
Subscription Equivalent	(\$393,563)	(\$389,038)	\$4,525
Contribution Margin	\$275,043	\$280,518	(\$5,475)
Overhead	\$275,043	\$280,518	\$5,475
Taxes	\$0	\$0	\$0
Net Revenue (Loss)	\$0	\$0	\$0

**ALA TechSource.** Total revenues are \$67,003 less than budget. Because of open positions, no circulation marketing has been initiated until recently. Likewise no ad sales took place. Total expenses are \$58,741 less than budget. Production expenses are \$24,951 less than budget because of timing differences in part but also because more work is being done in-house. Marketing expenses are \$24,960 less than budget. General Overhead is \$12,879 less than budget because of less than budget revenues. Several other lines were more than budget by small amounts. Net Revenues are \$8,262 less than budget.

Forecast: New subscription development plans should increase year-end prospects but revenues will still be less than budget. In this transition year, significant strides in positioning the unit in the blogosphere with good prospects for revenue impact in FY07 / FY08. Expenses will be close to budget because of work needed on the website and e-commerce module.

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$426,773	\$482,738	(\$55,965)
Direct Expenses	\$355,816	\$361,204	\$5,388
Contribution Margin	\$70,957	\$121,534	(\$50,577)
Overhead	\$93,463	\$105,720	\$12,257
Taxes	\$0	\$0	\$0
Net Revenue (Loss)	(\$22,506)	\$15,814	(\$38,320)

**ALA Graphics.** Total Revenues are \$43,631 less than budget primarily because the product development position was vacant until January and there is a backlog of new product introductions. Total Expenses are \$86,116 less than budget primarily because Cost of Goods Sold is \$47,766 less than budget because of the impact of sales of digital products, which have low product costs, and Postage is \$31,410 less than budget because of fewer orders. Additional savings in marketing are timing related. Net Revenues are \$42,484 more than budget.

Forecast: Total Revenues are slightly less than budget year-to-date but are expected to pick up with the July/August catalog, which will carry the Teen Read Week product. Forecast for year-end is to meet the Total Revenue budget. Net Revenues should be in the neighborhood of \$100,000 more than budget because of expense savings from open positions and order fulfillment activity.

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$2,029,000	\$2,029,000	\$0
Direct Expenses	\$1,402,133	\$1,513,934	\$111,801
Contribution Margin	\$626,867	\$515,066	\$111,801
Overhead	\$444,351	\$444,351	\$0
Taxes	\$0	\$0	\$0
Net Revenue (Loss)	\$182,516	\$70,715	\$111,801

**Production Services:** Expense recovery for all projects is \$115,118 better than budget almost exclusively because of misdirected allocations of salaries that will be corrected in subsequent reports.

Forecast: Expense Recovery is ahead of schedule overall, and unbudgeted projects will result in a net revenue gain but not at current level.

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$0	\$0	\$0
Direct Expenses	(\$30,601)	(\$28,505)	(\$2,096)
Contribution Margin	\$30,601	\$28,505	\$2,096
Overhead	\$0	\$0	\$0
Taxes	\$0	\$0	\$0
Net Revenue (Loss)	\$30,601	\$28,505	\$2,096

**Department Summary.** Total Revenues are \$159,034 less than budget. Total Expenses are \$493,036 less than budget. Net Revenues are \$334,002 more than budget. A significant revenue shortfall in ALA Editions, due mainly to the drop off in backlist sales of AACR2 and Information Power, will be largely offset by salary and production savings. Booklist magazine

will be more than budget in subscription and display ad revenue, although this will be offset somewhat by a shortfall in Ancillary Products. Booklist Online launched in April so sales are just now getting underway. Book Links will be less than budget in subscription and advertising revenues. Net advertising revenues in American Libraries will be less than budget but largely offset by more than budget revenues from classifieds. Professional Services expenses for consultants in marketing will offset savings from open positions. Marketing production expenses have just been delayed because of open positions but will probably exceed budget by year-end in efforts to re-build sales and launch Booklist Online.

Forecast: Total Revenues for the Department are expected to continue to decline slightly by year-end. Expense savings will diminish somewhat but still largely offset the revenue shortfall. Year-end should be more than budget at the Contribution Margin level (Net Revenue plus General Overhead).

Year-end Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$12,283,273	\$12,445,896	(\$162,623)
Direct Expenses	\$8,366,660	\$8,774,854	\$408,194
Subscription Equivalent	(\$393,563)	(\$389,038)	\$4,525
Contribution Margin	\$4,310,176	\$4,060,080	\$250,096
Overhead	\$2,690,037	\$2,725,651	\$35,614
Taxes	\$215,560	\$215,560	\$0
Net Revenue (Loss)	\$1,404,579	\$1,118,869	\$285,710

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

	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2006	2ND	% CHANGE
	ACTUAL	ACTUAL	BUDGET			ANNUAL	QUARTER	
	APRIL 30, 2005	APRIL 30, 2006	APRIL 30, 2006			BUDGET	PROJECTION	BUDGET
REVENUES:								
CONFERENCE-ANNUAL	49,094	173,214	0	173,214	-	5,554,260	5,554,260	0.0%
CONFERENCE-MIDWINTER	2,277,094	2,506,296	2,513,675	(7,379)	-0%	2,545,675	2,545,675	0.0%
OFHRD&R	20,215	32,578	26,922	5,656	21%	53,500	53,500	0.0%
OLOS	3,892	8,744	1,150	7,594	660%	2,100	2,100	0.0%
OIF	149,407	149,258	157,253	(7,995)	-5%	250,950	250,950	0.0%
OA	52,522	57,428	56,163	1,265	2%	61,163	61,163	0.0%
DIVERSITY	7,837	3,060	10,956	(7,896)	-72%	16,575	16,575	0.0%
SENIOR AED/MISC AWARDS	0	0	7,500	(7,500)	-	15,000	15,000	0.0%
TOTAL REVENUES	2,560,061	2,930,578	2,773,619	156,959	6%	8,499,223	8,499,223	0.0%
EXPENSES:								
CONFERENCE-ANNUAL	584,968	975,304	788,569	(186,735)	-24%	4,241,042	4,241,042	0.0%
CONFERENCE-MIDWINTER	1,839,522	2,013,689	2,232,242	218,553	10%	2,261,764	2,261,764	0.0%
ITTS	1,181,073	1,182,964	1,170,631	(12,333)	-1%	1,767,393	1,767,393	0.0%
OFHRD&R	211,934	198,691	220,459	21,768	10%	343,673	343,673	0.0%
OLOS	166,317	184,633	203,844	19,211	9%	311,700	311,700	0.0%
OIF	367,614	436,371	406,418	(29,953)	-7%	637,420	637,420	0.0%
OA	173,393	218,152	234,173	16,021	7%	349,888	349,888	0.0%
DIVERSITY	111,066	105,165	131,379	26,214	20%	199,820	199,820	0.0%
SENIOR AED	111,808	124,504	148,410	23,906	16%	230,824	230,824	0.0%
TOTAL EXPENSES	4,747,695	5,439,473	5,536,125	96,652	2%	10,343,524	10,343,524	0.0%
NET REVENUES	(2,187,634)	(2,508,895)	(2,762,506)	253,611	9%	(1,844,301)	(1,844,301)	-0.0%
NET REVENUES:								
CONFERENCE-ANNUAL	(535,874)	(802,090)	(788,569)	(13,521)	-2%	1,313,218	1,313,218	0.0%
CONFERENCE-MIDWINTER	437,572	492,607	281,433	211,174	75%	283,911	283,911	0.0%
ITTS	(1,181,073)	(1,182,964)	(1,170,631)	(12,333)	-1%	(1,767,393)	(1,767,393)	-0.0%
OFHRD&R	(191,719)	(166,113)	(193,537)	27,424	14%	(290,173)	(290,173)	-0.0%
OLOS	(162,425)	(175,889)	(202,694)	26,805	13%	(309,600)	(309,600)	-0.0%
OIF	(218,207)	(287,113)	(249,165)	(37,948)	-15%	(386,470)	(386,470)	-0.0%
OA	(120,871)	(160,724)	(178,010)	17,286	10%	(288,725)	(288,725)	-0.0%
DIVERSITY	(103,229)	(102,105)	(120,423)	18,318	15%	(183,245)	(183,245)	-0.0%
AED	(111,808)	(124,504)	(140,910)	16,406	12%	(215,824)	(215,824)	0.0%
TOTAL NET REVENUES	(2,187,634)	(2,508,895)	(2,762,506)	253,611	9%	(1,844,301)	(1,844,301)	-0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.  
 05/23/2006



**American Library Association  
Schedule 4 – Statement of Revenues and Expenses – Member Programs & Services  
April FY 2006 Financials**

Overall, MPS expects to end the year on or slightly better than budget. A strong AASL National Conference in the fall, followed by a strong PLA National Conference in March provide a boost. YALSA continues to turn in a strong performance without a small division subsidy. Conference Services expects to exceed 2006 Midwinter Meeting targeted net revenues by about \$200,000. HRDR reported a strong Midwinter Placement Center.

On the down side, salary/related savings are running behind FY2005's level as positions which had been open for an extended period are being filled. In some areas, particularly ITTS, contractual services are currently being used in lieu of filling positions. The 2006 Annual Conference will not meet its net revenue target – and the negative variance will be larger than the Midwinter Meeting positive variance. It is important to note that Management budgeted FY2005 net assets to cushion a net revenue shortfall from the New Orleans conference.

**MPS General Fund:**

**Conference Services: Midwinter Meeting**

\*(note that commentary is based on latter figures)

Total Revenues Budgeted/Actual/Remaining:	\$2,513,675	\$2,506,296	\$ 39,379
Total Direct Expenses Budgeted/Actual/Remaining:	\$1,674,739	\$1,466,203	\$ 238,058
Contribution Margin Budgeted/Actual/Remaining:	\$ 838,936	\$1,040,093	\$ (198,679)
Overhead Budgeted/Actual/Remaining:	\$ 557,503	\$ 547,486	\$ 10,017
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ 281,433	\$ 492,607	\$ 208,696

Most Midwinter Meeting bills have not been paid. The Midwinter Meeting exceeded net revenue expectations. The April report does not reflect a final commission payment of \$94,000. This meeting should be "closed out" by the May financial report.

- Advertising is slightly down (\$6,953) from budget. Budgeted revenue was \$220,000; actual was \$213,047 – a negative variance of \$6,953.
  - Registration exceeded target; this is related less to the number of attendees than to the pattern of registration – a higher percentage of full conference registrations – 66% in San Antonio, compared to 58% in Boston in 2005. Budgeted revenue was \$690,950; actual was \$724,134 – a positive variance of \$33,184.
  - Conference Services records show exhibits revenue marginally over budget – but figures are still being reconciled. Traffic on the show floor was generally strong, including attendance at the Opening Reception on Friday. Exhibitors contributed an additional \$.50/square foot (overhead exempt) to subsidize the Opening Reception, Monday morning breakfast and Technical Showcases.
- Conference Services is currently showing total revenues of \$2,506,296, compared with a budget of \$2,513,675.  
On the expense side, most expenses – except Bank Fees – are under budget. Transportation costs exceeded budget, related to both the number of staff attending and the lateness of reservations. AV was over budget by \$17,000, primarily due to labor charges. Internet connections were also

slightly over budget. Other expenses were under budget, except for salaries/benefits, which are on target. By the time the meeting "closes out," Conference Services expects to end about \$200,000 over budgeted net revenue.

**Conference Services: Annual Conference**

Total Revenues Budgeted/Actual/Remaining:	\$ 0	\$ 173,214	\$ 5,381,046
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 788,569	\$ 962,700	\$ 2,061,959
Contribution Margin Budgeted/Actual/Remaining:	\$ (788,569)	\$ (789,486)	\$ 3,319,087
Overhead Budgeted/Actual/Remaining:	\$ 0	\$ 12,604	\$ 1,203,779
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (788,569)	\$ (802,090)	\$ (13,521)

Registration income is down significantly. There are two factors: (1) Pre-registration is running about 1,000 behind Orlando registration (the budget target). (2) On December 15, ALA announced that it would offer complimentary registration to ALA or Chapter members in zones impacted by Katrina and Rita; by the May 19 deadline, 425 ALA or Chapter members had signed up to receive the complimentary registrations. As of June 2, actual registration income is \$1,153,380, against a budget of \$1,938,985. On-site registration revenue should be about \$200,000, which would place the final registration revenue total about \$600,000 under budget. On the Exhibits side, the revenue budget is \$2,803,750; as of the beginning of June, Conference Services figures show us at about 90% of budget -- \$2,526,489. Concerns about registration impact exhibits. At the same time, advertising is strong -- currently at \$320,853 against a budget of \$240,000. Other revenue areas cannot be projected yet.

Looking at expenses, Katrina's impact on availability a labor is resulting in higher labor costs. This will affect areas such as security and audiovisual.

Balancing out revenue and expenses, the 2006 Annual Conference will not make budgeted net revenue. The extent of the negative variance is still difficult to predict -- but will be larger than the Midwinter Meeting's positive variance. Note that approximately \$200,000 in FY2005 year-end revenues were set aside to cushion the anticipated impact of the New Orleans conference.

**ITTS**

Total Revenues Budgeted/Actual/Remaining:	\$0	\$0	\$0
Total Expenses Budgeted/Actual/Remaining:	\$1,170,631	\$1,182,964	\$ 584,429
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(1,170,631)	\$(1,182,964)	\$ (12,333)

At the end of April 2006, ITTS expenses are 1.05% over budget. Professional services were high due to consultants hired for training. A new fulltime trainer was hired in February. Other professional services costs have been offset by salary savings from two open positions. Software maintenance costs were slightly lower due to firming issues.

**Office for Accreditation**

Total Revenues Budgeted/Actual/Remaining:	\$ 56,163	\$ 57,428	\$ 3,736
Total Expenses Budgeted/Actual/Remaining:	\$ 234,173	\$ 218,152	\$ 131,736
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(178,010)	\$(160,724)	\$ 17,286

Office for Accreditation is ahead on revenue and behind on expenses, primarily due to salary savings from unfilled positions early in the fiscal year. The Assistant Director will be on unpaid leave May 30-August 4, which will result in additional salary savings.

**Office for Diversity**

Total Revenues Budgeted/Actual/Remaining:	\$ 10,956	\$ 3,060	\$ 13,515
Total Expenses Budgeted/Actual/Remaining:	\$ 131,379	\$ 105,165	\$ 90,455
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(120,423)	\$ (102,105)	\$ 18,318

OFD remains behind on overall expenses as Annual Conference approaches. Revenues are off as the Diversity Leadership Conference was postponed to 2007.

**Office for Human Resource Development & Recruitment**

Total Revenues Budgeted/Actual/Remaining:	\$ 26,922	\$ 32,578	\$ 20,922
Total Expenses Budgeted/Actual/Remaining:	\$ 220,459	\$ 198,691	\$ 144,982
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(193,537)	\$ (166,112)	\$ 27,425

HRDR is running ahead of budget on revenues, primarily related to Midwinter Placement activity. Extra costs related to setup issues in San Antonio are still being negotiated. Most HRDR expenses are in line with expectations. Staff Development is marginally ahead of budget. HRDR had salary savings in the early part of the year, but that position has been filled.

**Office for Intellectual Freedom**

Total Revenues Budgeted/Actual/Remaining:	\$ 157,253	\$ 149,258	\$ 101,692
Total Expenses Budgeted/Actual/Remaining:	\$ 406,418	\$ 436,373	\$ 201,049
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(249,165)	\$ (287,113)	\$ (37,946)

OIF is over budget on a net basis. Part of this is structural – reimbursements which are received late in the fiscal year. At this point, Banned Books Week is running slightly behind budget. This may be largely timing as activity related to the Fall 2005 BBW is over and new BBW materials have not yet been released. BBW will be included in the ALA Graphics catalog and Online Store for the first time. The “wrap” with *American Libraries*, highly-successful in FY2005, will be repeated this year. While *Newsletter on Intellectual Freedom* is behind on revenue, it is also behind on expenses. OIF has had some salary savings; the vacant position is currently being filled. Lawyers for Libraries is ahead on both revenue and expenses.

**Office for Literacy and Outreach Services**

Total Revenues Budgeted/Actual/Remaining:	\$ 1,150	\$ 8,744	\$ (6,644)
Total Expenses Budgeted/Actual/Remaining:	\$ 203,844	\$ 184,633	\$ 127,067
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(202,694)	\$ (175,888)	\$ 26,806

OLOS is under budget primarily due to salary/related savings from an unfilled part-time position. Recruitment is under way for that position. Travel-related expenses are slightly over budget at this point, as is conference equipment rental.

**SAED Office – Member Programs & Services**

Total Revenues Budgeted/ Actual/Remaining:	\$ 7,500	\$ 0	\$ 15,000
Total Expenses Budgeted/Actual/Remaining:	\$ 148,410	\$ 124,504	\$ 106,320
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (140,910)	\$ (124,504)	\$ 16,406

The SAED budget is slightly under budget at this point; most expense lines will catch up during the latter part of the year. Projected revenue will not materialize due to pre-conferences delayed to FY2007; related expenses are also not being incurred. Cost shares related to both staff development and *Knowledge & Networking* are not reflected but will be processed prior to year-end.



SECTION II  
SCHEDULE 5  
PAGE 1

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

REVENUES	YEAR TO DATE ACTUAL APRIL 30, 2005	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE BUDGET APRIL 30, 2006	VARIANCE	%	2006 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
401 PLA	744,367	3,827,960	3,388,123	439,837	13%	3,758,955	3,758,955	0.0%
403 ACRL	2,791,091	1,187,715	1,113,874	73,841	7%	1,864,611	1,864,611	0.0%
404 CHOICE	1,853,285	1,890,178	1,842,417	47,761	3%	2,732,504	2,732,504	0.0%
405 AASL	414,477	2,022,024	1,686,298	335,726	20%	1,836,928	1,836,928	0.0%
406 ASCLA	34,715	44,266	38,076	6,190	16%	69,555	69,555	0.0%
407 ALCTS	245,080	242,698	347,384	(104,686)	-30%	578,060	578,060	0.0%
409 LAMA	330,224	201,618	211,052	(9,434)	-4%	375,633	375,633	0.0%
410 RUSA	239,679	255,115	245,076	10,039	4%	422,606	422,606	0.0%
411 ALTA	48,631	44,461	53,308	(8,847)	-17%	111,955	111,955	0.0%
412 LITA	363,588	384,338	394,797	(10,459)	-3%	573,752	573,752	0.0%
413 ALSC	597,562	627,853	501,344	126,509	25%	870,099	870,099	0.0%
414 YALSA	145,804	217,673	197,042	20,631	10%	419,690	419,690	0.0%
<b>TOTAL REVENUES</b>	<b>7,808,503</b>	<b>10,945,899</b>	<b>10,018,791</b>	<b>927,108</b>	<b>9%</b>	<b>13,614,348</b>	<b>13,614,348</b>	<b>0.0%</b>

401 PLA	1,170,972	3,135,686	2,834,194	(301,492)	-11%	3,516,341	3,516,341	0.0%
403 ACRL	1,804,697	1,126,678	1,458,094	331,416	23%	2,379,833	2,379,833	0.0%
404 CHOICE	1,555,625	1,687,102	1,715,715	28,613	2%	2,602,315	2,602,315	0.0%
405 AASL	710,715	1,317,865	1,542,999	225,134	15%	1,867,664	1,867,664	0.0%
406 ASCLA	63,797	65,664	73,829	8,165	11%	64,079	64,079	0.0%
407 ALCTS	252,993	270,371	330,883	59,912	18%	558,886	558,886	0.0%
409 LAMA	278,373	181,298	200,665	19,367	10%	365,624	365,624	0.0%
410 RUSA	202,298	186,949	209,569	22,620	11%	360,035	360,035	0.0%
411 ALTA	101,267	106,027	112,488	6,461	6%	101,597	101,597	0.0%
412 LITA	290,323	303,960	368,805	64,845	18%	569,680	569,680	0.0%
413 ALSC	440,312	515,325	493,177	(22,148)	-4%	900,815	900,815	0.0%
414 YALSA	167,329	209,645	226,129	16,484	7%	401,601	401,601	0.0%
<b>TOTAL EXPENSES</b>	<b>7,038,701</b>	<b>9,107,170</b>	<b>9,566,547</b>	<b>459,377</b>	<b>5%</b>	<b>13,688,470</b>	<b>13,688,470</b>	<b>0.0%</b>
<b>NET REVENUES</b>	<b>769,802</b>	<b>1,838,729</b>	<b>452,244</b>	<b>1,386,485</b>	<b>307%</b>	<b>(74,122)</b>	<b>(74,122)</b>	<b>0.0%</b>

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

SECTION II  
SCHEDULE 5  
PAGE 2

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

NET REVENUES	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2006	2ND	% CHANGE
	ACTUAL	ACTUAL	BUDGET			ANNUAL	QUARTER	
	APRIL 30, 2005	APRIL 30, 2006	APRIL 30, 2006			BUDGET	PROJECTION	FROM
								BUDGET
401 PLA	(426,605)	692,274	553,929	138,345	25%	242,614	242,614	-0.0%
403 ACRIL	986,394	61,037	(344,220)	405,257	118%	(515,222)	(515,222)	-0.0%
404 CHOICE	297,660	203,076	126,702	76,374	60%	130,189	130,189	0.0%
405 AASL	(296,238)	704,159	143,299	560,860	391%	(30,736)	(30,736)	0.0%
406 ASCLA	(29,082)	(21,398)	(35,753)	14,355	40%	5,476	5,476	0.0%
407 ALCTS	(7,913)	(28,273)	16,501	(44,774)	-271%	19,174	19,174	-0.0%
409 LAMA	51,851	20,320	10,387	9,933	96%	10,009	10,009	0.0%
410 RUSA	37,381	68,166	35,507	32,659	92%	62,571	62,571	0.0%
411 ALTA	(52,636)	(61,566)	(59,180)	(2,386)	-4%	10,358	10,358	0.0%
412 LITA	73,265	80,378	25,992	54,386	209%	4,072	4,072	0.0%
413 ALSC	157,250	112,528	8,167	104,361	1278%	(30,716)	(30,716)	0.0%
414 YALSA	(21,525)	8,028	(29,087)	37,115	128%	18,089	18,089	0.0%
416 LITA/LAMA NAT'L CONF	0	0	0	0	-	-	-	-
TOTAL NET REVENUES	769,802	1,838,729	452,244	1,386,485	307%	(74,122)	(74,122)	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

05/23/2006

**American Library Association**  
**Schedule 5 – Statement of Revenues and Expenses – Divisions**  
**April FY 2006 Financials**

**American Association of School Librarians (AASL)**

Total Revenues Budgeted/Actual/Remaining:	\$ 1,686,298	\$ 2,022,024	\$ 185,096
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 1,273,719	\$ 982,150	\$ 615,342
Contribution Margin Budgeted/Actual/Remaining:	\$ 412,579	\$ 1,039,874	\$ (430,246)
Overhead Budgeted/Actual/Remaining:	\$ 267,428	\$ 333,863	\$ (65,951)
Tax Budgeted/Actual/Remaining:	\$ 1,852	\$ 1,852	\$ 408
Net Revenue (Expense) Budgeted/Actual/Variance	\$ 143,299	\$ 704,159	\$ 560,860
Beginning/Ending Net Asset Balance	\$ 1,029,943	\$ 1,734,101	\$

As is typical for a national conference year, there is little variance in results after the national conference reconciliation is complete. AASL should finish the year with a healthy fund balance. Other than the monthly allocation of dues, revenues that will be realized for the year are pretty much accrued. AASL continues to realize salary savings from open positions and unrealized projects – online CE and publishing – reflect neither expenses or revenues.

**Association for Library Collections & Technical Services (ALCTS)**

Total Revenues Budgeted/Actual/Remaining:	\$ 347,384	\$ 242,698	\$ 335,362
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 302,573	\$ 250,320	\$ 258,062
Contribution Margin Budgeted/Actual/Remaining:	\$ 44,811	\$ (7,623)	\$ 77,300
Overhead Budgeted/Actual/Remaining:	\$ 28,190	\$ 20,531	\$ 29,812
Tax Budgeted/Actual/Remaining:	\$ 120	\$ 120	\$ 40
Net Revenue (Expense) Budgeted/Actual/Variance	\$ 16,501	\$ (28,274)	\$ (44,775)
Beginning/Ending Net Asset Balance:	\$ 155,462	\$ 127,188	\$

Revenue is below budget due to a number of circumstances: subscription income (running \$7,000 below); a much lower CE attendance than budgeted, moving workshops budgeted for April to May, and an error in accounting deferring revenue in the workshop project (4470) that was earned in November to May (showing a sizable negative figure in the registration line - \$19,384). Book sales continue strong. Dues revenue is close.

Expenses are somewhat skewed since part of an award expense was charged in April but the sponsor donation will not be posted until June. More postage for LRTS was posted. Other expenses not unusual.

Overhead charges were posted for the budgeted revenue not the actual revenue: a difference of roughly \$7,000.



Notes:

New Orleans pre-conference revenue is well below previous years. This is of some concern. May CE revenue will be good and reflect that which was budgeted for April. The corrected registration should show up in May as well as a corrected overhead figure. Allowing for the error and the overhead charge, ALCTS is break even through April.

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

Total Revenues Budgeted/Actual/Remaining	\$ 501,344	\$ 627,852	\$ 242,246
Total Direct Expenses Budgeted/Actual/Remaining	\$ 448,337	\$ 461,852	\$ 366,629
Contribution Margin Budgeted/Actual/Remaining	\$ 53,007	\$ 166,000	\$ (124,383)
Overhead Budgeted/Actual/Remaining	\$ 44,743	\$ 53,376	\$ 18,668
Tax Budgeted/Actual/Remaining	\$ 97	\$ 97	\$ 193
Net Revenue (Expense) Budgeted/Actual/Variance	\$ 8,167	\$ 112,527	\$ 104,360
Beginning/Ending Net Asset Balance	\$1,026,754	\$ 1,139,281	

Awards seals net revenue is running ahead of budget. *Children and Libraries* advertising and subscription revenues are ahead of budget. Net revenue for the ALSC/PLA Every Child Ready to Read project is ahead of budget. Dues revenue is ahead of budget; coupled with expenses under budget in the "Service to Members" project. Two areas to check on are "Professional Services" and "Printing-Outside;" those expenses are running higher than budget and it is important to be sure expenses aren't being coded to the 5400 "Services to Members" project rather than a specific project, such as Dia/Kellogg Grant or the ALSC Campaign.

**Registration for the ALSC Preconference at Annual in New Orleans is drastically under budget: with 35 registered and an expected 30**

complementary registrations for speakers, staff, breakout session leaders, etc. The ALSC Board had voted to give organizational support from the Morris Endowment and the ALSC operating budget, so the shortfall here will be anywhere between \$1500 and \$5000. We are concerned that the ALA volunteer days, while a good idea, are drawing away Preconference registrants. In addition, ALSC was not "on the list" for inclusion in the most recent Knowledge & Networking, which really hurt our efforts to get the word out about the Preconference.

Registration for the Newbery-Caldecott Banquet is healthy. Currently 60 tables and nearly 300 single tickets reserved already. It does not look like those figures had posted by the time the April financial report ran.

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

Total Revenues Budgeted/Actual/Remaining:	\$ 53,308	\$ 44,461	\$ 67,494
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 112,456	\$ 106,014	\$ (8,709)
Contribution Margin Budgeted/Actual/Remaining:	\$ (59,148)	\$ (61,553)	\$ 76,203
Overhead Budgeted/Actual/Remaining:	\$ 32	\$ 13	\$ 4,279
Tax Budgeted/Actual/Remaining:	\$ 0	\$ 0	\$ 0
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (59,180)	\$ (61,566)	\$ (2,386)
Beginning/Ending Net Asset Balance:	\$ (3,987)	\$ (65,553)	

Dues are below budget, but close to FY2005. Membership is likely to finish very near the total for FY2005. The ALTA Gala in New Orleans has the potential to generate significant revenue for ALTA, due to a strong expectation of vendor support. A year-end profit-loss of +/- 1-3,000 will be determined by final membership numbers, cost controls and special event income.

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

Total Revenues Budgeted /Actual/Remaining:	\$1,113,874	\$1,187,715	\$676,896
Total Direct Expenses Budgeted /Actual/Remaining:	\$1,411,763	\$1,080,607	\$1,160,447
Contribution Margin Budgeted /Actual/Remaining:	\$(297,889)	\$107,108	\$(483,551)
Overhead Budgeted /Actual/Remaining:	\$46,331	\$46,071	\$64,590
Tax Budgeted /Actual/Remaining:	\$0	\$0	\$28,118
Net Revenue (Expense) Budgeted /Actual/ <u>Variance</u> :	\$(344,220)	\$61,037	<b>\$405,257</b>
Beginning / Ending Net Asset Balance:	\$2,659,626	\$2,720,663	

ACRL's revenues of \$1,187,715 are 7% above projections. Membership dues revenues are at budget thus far with the number of members staying. Book sales are 5% ahead of budget following the release of a number of new titles late in FY 2005; cost of sales continue to be higher than budgeted, reducing the overall net. Classified ad revenues for C&RL News continue to run more than 20% ahead of budget for the year-to-date. Product ads are mixed with ads for the journal 18% below budget and ads for C&RL News on budget. Web CE is currently 18% ahead of budget, but that is partially a timing issue. Total expenses are \$1,126,464 and are 23% below budget, due in part to timing, to the delay of some projects, and a staff position that was vacant much of the year.

**ACRL/CHOICE**

Total Revenues Budgeted /Actual/Remaining:	\$1,842,417	\$1,890,178	\$842,326
Total Direct Expenses Budgeted /Actual/Remaining:	\$1,486,383	\$1,464,243	\$797,263
Contribution Margin Budgeted /Actual/Remaining:	\$356,034	\$425,935	\$45,063
Overhead Budgeted /Actual/Remaining:	\$202,055	\$195,582	\$103,627
Tax Budgeted /Actual/Remaining:	\$27,277	\$27,277	\$14,323
Net Revenue (Expense) Budgeted /Actual/ <u>Variance</u> :	\$126,702	\$203,076	<b>\$76,374</b>
Beginning / Ending Net Asset Balance:	\$1,770,193	\$1,973,270	

Through April, CHOICE revenues are \$1,890,178. This is \$47,761 (3%) above budget and \$36,893 (2%) better than last year. Total expenses are \$1,687,102. This is \$28,613 (2%) less than budget but \$131,477 (9%) more than last year. Net revenues are \$203,076, which is \$76,374 (60%) better than budget but \$94,584 (32%) less than last year. CHOICE subscriptions are \$39,090 (4%) better than budget while net ad revenues are \$18,623 (3%) less than budget—but \$15,285 (3%) better than last year. Licensing revenues are \$10,834 (5%) more than budget although \$703 less than last year. For 2006, CHOICE is now projecting a better than budget year.

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

Total Revenues Budgeted /Actual/Remaining:	\$38,076	\$44,266	\$25,289
Total Direct Expenses Budgeted /Actual/Remaining:	\$73,349	\$64,634	\$(2,795)
Contribution Margin Budgeted /Actual/Remaining:	\$(35,273)	\$(20,368)	\$28,084
Overhead Budgeted /Actual/Remaining:	\$480	\$1,030	\$1,210
Tax Budgeted /Actual/Remaining:	\$	\$	\$
Net Revenue (Expense) Budgeted /Actual/Variance:	\$(35,753)	\$(21,398)	\$14,355
Beginning / Ending Net Asset Balance:	\$64,884	\$43,486	\$

Revenues are over budget because of publication sales. (A new book was published in July.) Expenses are under budget because membership recruitment efforts have been delayed.

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

Total Revenues Budgeted/Actual/Remaining:	\$211,052	\$201,618	\$174,015
Total Direct Expenses Budgeted/Actual/Remaining:	\$193,237	\$175,111	\$170,671
Contribution Margin Budgeted/Actual/Remaining:	\$ 17,815	\$ 26,507	\$ 3,344
Overhead Budgeted/Actual/Remaining:	\$ 7,404	\$ 6,163	\$ 13,631
Tax Budgeted/Actual/Remaining:	\$ 24	\$ 24	\$ 24
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ 10,387	\$ 20,320	\$ 9,933
Beginning/End Net Asset Balance:	\$108,653	\$128,974	\$

LAMA ended April with a slight net revenue. It is anticipated for the remainder of the year that revenue will continue below budget, so it will be important to hold down expenses. As a counterbalance, all three LAMA pre-conferences scheduled for New Orleans are expected to create net revenue, and expect to launch the first Web course in July. LAMA anticipates ending the fiscal year with net revenue over \$8,000.

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

Total Revenues Budgeted /Actual/Remaining:	\$ 394,797	\$ 384,338	\$ 189,414
Total Direct Expenses Budgeted /Actual/Remaining:	\$ 322,002	\$ 269,488	\$ 239,087
Contribution Margin Budgeted /Actual/Remaining:	\$ 72,795	\$ 114,849	\$ (49,673)
Overhead Budgeted /Actual/Remaining:	\$ 46,439	\$ 34,107	\$ 26,397
Tax Budgeted /Actual/Remaining:	\$ 364	\$ 364	\$ 236
Net Revenue (Expense) Budgeted /Actual/Variance:	\$ 25,992	\$ 80,379	\$ 54,387
Beginning / Ending Net Asset Balance:	\$ 447,783	\$ 528,161	\$

The annual LITA National Forum and Midwinter Workshops were very successful. Book sales and advertising are not what had been planned. The consistent drop in membership due to the LITA dues increase last year has lightened. There are salary/related savings due to a vacant position, currently being filled.

### Public Library Association (PLA)

Total Revenues Budgeted/Actual/Remaining:	\$3,388,123	\$3,827,960	\$ (69,005)
Total Direct Expenses Budgeted/Actual/Remaining:	\$2,251,468	\$2,554,367	\$ 350,090
Contribution Margin Budgeted/Actual/Remaining:	\$1,136,655	\$1,273,592	\$ (427,094)
Overhead Budgeted/Actual/Remaining:	\$ 581,836	\$ 580,428	\$ 21,675
Tax Budgeted/Actual/Remaining:	\$ 890	\$ 890	\$ 890
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ 553,929	\$ 692,274	\$ 138,345
Beginning/Ending Net Asset Balance:	\$ 950,404	\$1,642,678	

PLA revenues continue to be ahead of budget due to the programmatic and financial success of the National Conference. It is premature to project final conference revenues as refunds have not yet been processed and bills are still being paid. As a result of ALA extending complimentary registration to the New Orleans Annual Conference, PLA was also asked to extend this same courtesy to the disaster relief areas. The PLA Board approved this action and refunds are being processed. Pass through monies for the Massachusetts Library Association's preconference as well as the Public Programs Office preconference to support the Cultural Community Endowment have not yet been paid to them; this will also impact the conference net revenue.

Currently, PLA has 3.5 open positions and resulting salary savings are somewhat mitigated by professional service fees for work that has been contracted out due to the number of vacant positions as well as higher commissions paid for exceeding sales targets for exhibit space. The searches for the Communications Manager and Marketing Specialist were reactivated. PLA lost the finalists for the Communications Manager position during the reference check process; the candidate accepted another job offer. The job has been reposted on the local chapter of ASAE job board as well as other venues. PLA promoted an internal staffer to the Marketing Specialist position. PLA has contracted with their current Conference Manager through the execution of the next National Conference, and as a result will not be filling the Meetings and Special Events position at this time. There is also a .5 FTE administrative assistant vacancy. Overall, PLA is performing as expected.

### Reference & User Services Association (RUSA)

Total Revenues Budgeted /Actual/Remaining:	\$245,076	\$255,115	\$167,491
Total Direct Expenses Budgeted /Actual/Remaining:	\$200,752	\$177,956	\$168,342
Contribution Margin Budgeted /Actual/Remaining:	\$44,324	\$77,159	\$(851)
Overhead Budgeted /Actual/Remaining:	\$8,220	\$8,396	\$4,547
Tax Budgeted /Actual/Remaining:	\$597	\$597	\$197
Net Revenue (Expense) Budgeted /Actual/Variance:	\$35,507	\$68,166	\$32,659
Beginning / Ending Net Asset Balance:	\$341,367	\$409,533	

Revenues are over budget. Dues, Web CE sales and donations are ahead of budget, but advertising and subscriptions are lagging. Expenses are slightly under budget because of RUSQ production delays.

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

Total Revenues Budgeted/Actual/Remaining:	\$ 197,042	\$ 217,673	\$( 202,017)
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 217,999	\$ 200,558	\$ 180,003
Contribution Margin Budgeted/Actual/Remaining:	\$ (20,957)	\$ 17,115	\$( 22,014)
Overhead Budgeted/Actual/Remaining:	\$ 7,930	\$ 8,887	\$ 11,753
Tax Budgeted/Actual/Remaining:	\$ 200	\$ 200	\$ 200
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (29,087)	\$ 8,028	\$ 37,115
Beginning/Ending Net Asset Balance:	\$ 414,103	\$ 422,131	

Revenue saw a jump in March, mainly from publishing revenues, and YALSA's net balance remains at a healthy level. In the next few months, revenues from the Annual Conference and TRW partners should help continue the upward trend. YALSA continues to focus on controlling costs and pursuing new revenue-generating projects. Membership has remained strong. At the end of March 2006, YALSA membership was 5,080, an 11% increase from the end of March 2005.

SECTION III  
SCHEDULE 6

AMERICAN LIBRARY ASSOCIATION  
STATEMENT OF FINANCIAL POSITION-TOTAL ALA

	ACTUAL APRIL 30, 2005	ACTUAL APRIL 30, 2006	VARIANCE	%
ASSETS	53,225,072	60,278,736	7,053,664	13%
LIABILITIES	28,608,922	31,119,739	2,510,817	9%
NET ASSETS	24,616,150	29,158,997	4,542,847	18%
TOTAL LIABILITIES AND NET ASSETS	53,225,072	60,278,736	7,053,664	13%

FOR ADDITIONAL DETAIL SEE SCHEDULE 12

05/23/2006

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

**ASSETS**

At April 30, 2006, total assets of \$60,278,736 are \$7,053,664 more than the total at April 30, 2005. This is a result of increases in long-term investments (D), property, plant and equipment (E), and cash and short-term investments (A), offset by a decrease in net accounts receivable (B) and inventories (C).

A. Cash and Short-Term Investments: Cash and short-term investments of \$17,980,700 at April 30, 2006 are \$1,737,949 higher than at April 30, 2005.

	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
	<u>AVG. BALANCE</u>	<u>INTEREST INCOME</u>	<u>YIELD</u>
FY 2005	\$14,728,096	\$364,491	3.71%
FY 2006	\$14,963,375	\$395,584	3.97%

See Schedule 2 explanation for additional investment information.

B. Net Accounts Receivable: Net accounts receivable of \$4,250,559 at April 30, 2006 are \$330,090 lower than the balance of \$4,580,649 at April 30, 2005. The decrease is the result of a lower balance in PBD billings, mainly books and graphics related sales offset by a lower reserve for bad debts. At April 30, 2006, total trade receivables were \$2,587,163 as compared to \$3,100,336 in FY 2005. Reserves for bad debt decreased \$206,234.

C. Inventories: While net inventories decreased by \$35,035, the gross inventory balance increased by \$41,336 to \$1,699,247 at April 30, 2006 from \$1,657,912 at April 30, 2005. ALA Editions finished goods has a \$53,840 decrease and Graphics has a \$56,176 increase. ALA Editions work-in-progress has an increase of \$72,958. On a net basis, the reserves have increased \$76,371 at April 30, 2006.

D. Endowment Investments: Long-term endowment investments of \$26,533,708 at April 30, 2006 are \$4,488,671 higher than at April 30, 2005, primarily as a result of market conditions.

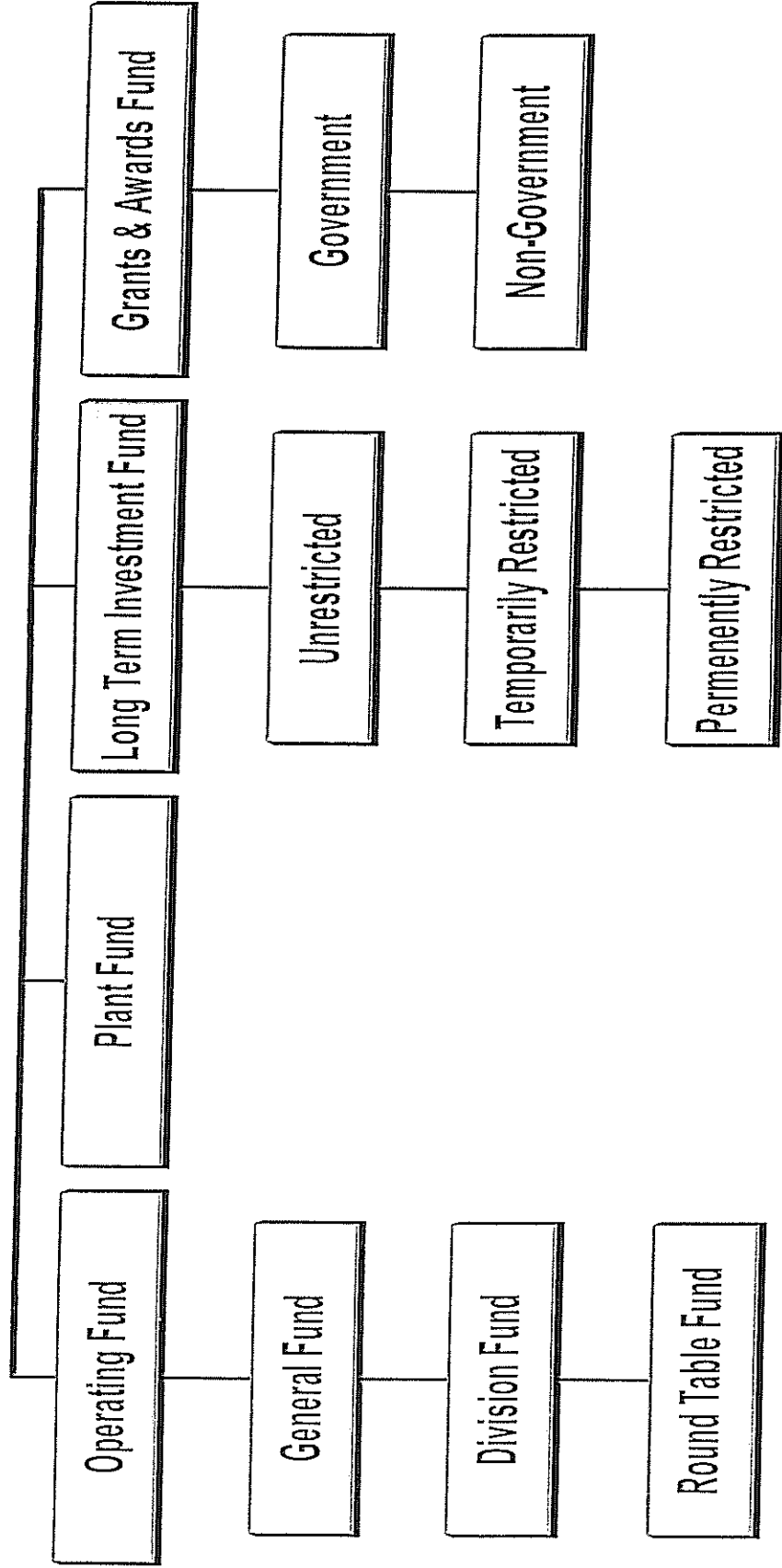
E. Property, Plant and Equipment: Property, plant and equipment, net of depreciation of \$8,634,935 at April 30, 2006 is \$850,056 higher than at April 30, 2005 mainly as a result of the purchase of the DC property.

## LIABILITIES

- At April 30, 2006, total liabilities of \$31,119,739 are \$2,510,817 higher than total liabilities at April 30, 2005 primarily due to increases in (B) deferred revenues – grants and awards, (C) accounts payable and (E) deferred revenues – subscriptions offset by a decrease in (A) deferred revenues meetings and conferences and (D) deferred revenues – membership dues.
- A. Deferred Revenues - Meetings and Conferences: At April 30, 2006, deferred revenues for meetings and conferences totaled \$4,990,886 as compared to \$5,243,935 at April 30, 2005. At April 30, 2006 deferred revenues consisted of Annual Conference, \$3,258,513, AASL National Conference (October 2007), \$367,642, Midwinter, \$774,131 and ACRL National Conference (April 2007), \$388,191. At April 30, 2005, Annual Conference deposits were \$3,979,321, PLA deposits are \$308,365, ACRL deposits are \$113,718, and AASL Fall Forum (October 2006) deposits are \$524,380.
- B. Deferred Revenues – Grants: Deferred revenues for Grants and Awards at April 30, 2006 are \$3,180,391 as compared to \$2,571,176 at April 30, 2005. In April 2006, the following grants had significant deferred revenues, Frankenstein exhibit, \$38,171, Library Literacy Assessment, \$163,145, Ford Foundation, \$130,657, Dollar General, \$800,000 and Kellogg 2006, \$100,000, Library Champions, \$63,226, 21<sup>st</sup> Century Fund, \$188,346, Literacy Network Database, \$243,659, and the Scholarship Bash, \$349,122. In April 2005, major grants included MacArthur III, \$11,032, the Scholarship Bash, \$273,257, Library Champions, \$119,531, CIPA Defense Fund, \$20,219, 21<sup>st</sup> Century Fund, \$263,329, Nextbook, \$56,228, MacArthur Credibility, \$92,210, Edlinc, \$25,690, and Literacy Network Database, \$376,364.
- C. Accounts Payable: At April 30, 2006, accounts payable totaled \$12,833,390 as compared to \$10,681,893 at April 30, 2005. The increase of \$2,151,496 reflects the accrual of payroll related expenses, mainly for post-retirement benefits.
- D. Deferred Revenues - Membership Dues: Deferred revenues for membership dues at April 30, 2006 are \$4,294,353 as compared to \$4,324,701 at April 30, 2005.
- E. Deferred Revenues – Subscriptions: Deferred revenues for subscriptions at April 30, 2006 are \$2,645,720 as compared to \$2,612,217 at April 30, 2005. The increase of \$33,503 is mainly an increase in American Libraries, (\$8,531), ROC (\$29,652), Booklist (\$15,043), and LTR (\$8,465) offset by a decrease in CHOICE (\$11,346) and Book Links (\$11,342).



# ALA Fund Structure



# American Library Association Organizational Chart

Council/Executive Board  
Executive Director  
Development Office  
Human Resources  
International Relations  
Governance

<p>Senior Associate Executive Director <u>Member Programs &amp; Services</u></p> <p>~Conference Services</p> <p>~Divisions: AASL ALCTS ALSC ALTA ACRL ASCLA LAMA LITA PLA RUSA YALSA</p> <p>~Information Technology</p> <p>~Offices: Accreditation Diversity Human Resource Development &amp; Recruitment Intellectual Freedom Literacy &amp; Outreach Services</p>	<p>Associate Executive Director <u>Communications &amp; Marketing</u></p> <p>~Chapter Relations</p> <p>~Customer Service</p> <p>~Library</p> <p>~Public Information Office</p> <p>~Public Programs</p> <p>~Research &amp; Statistics</p>	<p>Associate Executive Director <u>Finance</u></p> <p>~Accounting</p> <p>~Budget</p> <p>~Payroll</p> <p>~Accounts Receivable</p> <p>~Accounts Payable</p> <p>~Finance</p> <p>~Operations &amp; Staff Support</p>
	<p>Associate Executive Director <u>Publishing Services</u></p> <p>~ALA Editions</p> <p>~American Libraries</p> <p>~Booklist</p> <p>~Production Services</p> <p>~Graphics</p> <p>~ALA TechSource</p>	<p>Associate Executive Director <u>Washington Office</u></p> <p>~Government Relations</p> <p>~Office for Information Technology Policy</p>