

FY22 APRIL FINANCIAL PERFORMANCE REPORTS:

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ALA OFFICE AND MEMBER RELATIONS (AOMR)

FY22 Financial Commentary – *For Eight Months Ending April 2022* AOMR Departmental Overview and Summary

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

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

Unit Reports

Library and Information Resources Center (LIRC) (104)

Total Revenues Budgeted/Actual/Remaining:	\$ 0	\$ 0	\$ 0
Total Expenses Budgeted/Actual/Remaining:	\$ (316,325)	\$ (193,331)	\$ (120,644)
Contribution Margin:	\$ (316,325)	\$ (193,331)	\$ (120,644)

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

Office for Intellectual Freedom (OIF) (108)

Total Revenues Budgeted/Actual/Remaining:	\$ 45,000	\$ 183,178	\$ (138,178)
Total Expenses Budgeted/Actual/Remaining:	\$ (404,538)	\$ (253,309)	\$ (151,229)
Contribution Margin:	\$ (359,538)	\$ (70,131)	\$ (289,406) (72%)

As noted in the financial summary for January, 2022, OIF revenues are ahead of budgeted revenues for the third quarter due to receipt of an unbudgeted, \$100,000 donation to support ALA’s anti-censorship initiative, Unite Against Book Bans. In addition, OIF has received additional donations in excess of budget to support the United Against Book Bans initiative and OIF’s ongoing intellectual freedom programs.

Current direct operating expenses to date are \$253,309 versus budgeted expenses of \$277,648. OIF is receiving organizational support in the amount of \$72,924 to support staff.

Actual revenues remain ahead of budgeted revenues for Banned Books Week and the Journal of Intellectual Freedom. Actual expenses for both projects are below or at budget.

Future planned expenditures include design, production, and printing expenses associated with Banned Books Week products sold through the ALA Store. Due to staff vacancies, OIF will incur greater-than-budget expenditures for consultant services and contract staff positions that should be offset by savings in salaries and benefits. Unbudgeted expenses associated with the Unite Against Book Bans campaign may cause OIF’s budget to reflect expenses in excess of budget, though donated funds should offset these expenses by the fiscal year’s close.

While we anticipate that budgeted expenses will come in at or near budget, we remain cautious on projecting any excess revenues related to sales and subscriptions, due to the loss of sales of Banned Book Week materials, CE, and subscriptions due to reduced school and library budgets and variable economic conditions.

Office for Accreditation (OA) (112)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$ 88,829	\$ 87,353	\$ 1,476
Total Expenses TYD Budgeted/ Actual/ Remaining	\$ (164,269)	\$ (133,453)	\$ (30,816)
Contribution Margin:	\$ (75,440)	\$ (46,100)	\$ (29,340)

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

Public Programs Office (PPO) (115)

PPO-115 as of April 2022	Full Year Budget	Actual	YTD Budget	Variance	Variance %	Prior Year Actual	Remaining Current Budget
NET REV Gen Fund Admin	\$ (186,474.00)	\$ 143,742.00	\$ (122,286.00)	\$ 266,028.00	218%	\$ (148,815.00)	\$ 330,215.00
(4300) GRANTS	\$ 1,718,950.00	\$ 1,568,513.00	\$ 1,145,967.00	\$ 422,546.00	37%	\$ 2,516,914.00	\$ 150,437.00
(5911) IUT/OVERHEAD	\$ 190,807.00	\$ 187,495.00	\$ 127,204.00	\$ (60,291.00)	-47%	\$ 72,056.00	\$ 3,311.00
(4400) DONATIONS	\$ 10,000.00	\$ 30,085.00	\$ 6,667.00	\$ 23,418.00	351%	\$ 127,565.00	\$ (20,085.00)
(4420) INT/DIV	\$ 69,074.00	\$ 89,124.00	\$ 46,049.00	\$ 43,075.00	94%	\$ 49,512.00	\$ (20,050.00)

Due to an accounting error, PPO is over \$150,000 in the General Fund line and under in the Grants line. The error was identified and corrected for the May report and accurate numbers will be reflected in next quarter's board report.

Excluding the error, PPO remains better than budget in the General Fund due to NEH CARES funding, PPO's PPP loan apportionment and timing. PPO grants revenue and indirect cost recovery are also ahead of budget due to a banner year of fundraising. Many proposals were funded and some grants have been given above what we originally asked for. PPO donations are better than budget due to sponsorships, including funds to promote a humanities resource for libraries on the 20th anniversary of 9/11 and continued individual giving, including a generous individual donation. Interest/divs on the PPO's \$2 million Cultural Communities Fund are better than budget due to market conditions.

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

Total Revenues Budgeted/ Actual/ Remaining	\$ 14,125	\$ 17,448	\$ (3,323)
Total Expenses Budgeted/ Actual/ Remaining	\$ (394,529)	\$ (532,192)	\$ (926,721)
Contribution Margin:	\$ (380,404)	\$ (549,640)	\$ (930,044)

As of the close of April 2022, the Office for Diversity, Literacy and Outreach Services (ODLOS) is ahead of budget on year-to-date revenues and well below budget in year-to-date expenses

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

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

Total Revenues Budgeted/Actual/Remaining:	\$ 36,000	\$ 17,060	\$ 18,940
Total Expenses Budgeted/Actual/Remaining:	\$ (348,524)	\$ (161,449)	\$ (187,075)
Contribution Margin:	\$ (312,524)	\$ (144,389)	\$ (168,135)

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

Membership Relations & Services (MRS) (250)

Total Revenues Budgeted/Actual/Remaining:	\$ 28,000	\$ 41,470	\$ (12,670)
Total Expenses Budgeted/Actual/Remaining:	\$ (800,896)	\$ (306,870)	\$ (494,026)
Contribution Margin:	\$ (772,096)	\$ (265,400)	\$ (506,696)

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

Membership Dues Revenue – (591-9152)

Total Revenues Budgeted/Actual/Remaining:	\$ 4,405,792	\$ 3,077,519	\$ 1,328,273
Total Expenses Budgeted/Actual/Remaining:	\$ (105,000)	\$ (83,839)	\$ (21,161)
Contribution Margin:	\$ 4,300,792	\$ 2,993,680	\$ 1,307,112

The primary season to collect membership dues ended in early spring so we have a very good understanding of where we will end the fiscal year. We are projecting to end the year 4% over budget. We have also collected approximately 50% of our dues for FY23 which is on target. While we remain conservative about membership growth, we have followed our planned schedule for membership renewal communications for FY22 and have ongoing membership reinstatement and recruitment campaigns.

April 2022 Membership Statistics

Count of Personal (Individual) Members:	45,940
Count of Organizational Members:	5,098
Count of Corporate Members:	135
Total:	51,173

ALA membership counts ended eight months at 51,173 after growing 2.9% since the beginning of the fiscal year. This is a 1% increase from FY21 and a 10% decline from FY20. This remains a projected decline due to the challenges of the pandemic and we are pleased to see the start of a slow recovery.

We anticipate that these numbers will continue a slow climb with a focused membership strategy and resuming in person events such as PLA and Annual Conferences. However, with 2/3 of ALA members paying dues from their own pocket, ALA dues revenue is sensitive to economic conditions. As of August 2022, the Consumer Price Index is 8.3% higher than last year.

CHAPTER RELATIONS OFFICE, INTERNATIONAL RELATIONS OFFICE, AND INTERNATIONAL RELATIONS ROUNDTABLE

Financial Summary April 2022

Chapter Relations Office (Unit 11-251) with the large contribution of \$590,405 from Mellon/Acton grants net asset balance in April was a positive \$523,067. Program Officer position became vacant in January and was upgraded to Program Manager and filled at the end of May. End of year net asset balance anticipated at a plus \$475,000.

International Relations Office (Unit 11-111) is showing \$9,150 better than budgeted through the month of April on year-to-date expenditures. Revenue was \$3,027 below budgeted year-to-date but total expenses were under \$11,489 year-to-date. Revenue may end FY22 \$3,000 below budget but with expenses also lower than anticipated IRO should be on budget at the end of the fiscal year.

International Relations Round Table (Unit 13-606) Revenue is \$902 ahead of budget through April. IRRT is slightly behind on membership dues, but the RT is in the process of developing a membership marketing strategy to increase its member numbers. Most IRRT's expenses occur around Annual Conference. Expect to end FY22 close to budget with a net positive revenue of around \$4,500.

COMMUNICATIONS & MARKETING OFFICE (CMO)

Operating result through April 2022 (Month 8 of FY22)

	April FY22 Budget	April FY22 Actual	Variance	Full Year Budget
Revenues	\$0	\$2,757	\$2,757	\$0
Expenses	\$336,958	\$411,617	(\$74,660)	\$512,977
Net	(\$336,958)	(\$408,861)	(\$71,903)	(\$512,977)

Summary:

The salary/benefit line is over budget by \$35,616. Grant funding, which is used to offset unit salaries, was not transferred into the operational budget as of this April report. When this occurs, actuals will likely be under budget, particularly with two former positions being staffed only part-time.

The professional services line is over budget by \$37,921, reflecting the need to contract with a consulting firm to manage some media and communication activities previously managed by a full-time staff member.

CONTINUING EDUCATION

Data from Period Ending April 30th, 2022

	FY22 Budget	FY22 Actual	Variance YTD Budget and Actual	Variance %	Remaining Amount
Total Revenues	720,210	368,027	-112,113	-23%	352,183
Total Expenses	754,846	137,144	364,100	-72%	617,702
Net Rev / (Expense)	-34,636	230,883	251,988	1194%	-265,519

Sales in FY22 lagged from the start of the fiscal year because of the delayed launch of the new eLearning site. Like other units across the association, CE had to push back several events that would have been scheduled earlier in the fiscal year to accommodate the site launch, which took place in November.

While the unit made progress toward closing the gap—we were at about 50% of sales budget after Q2 and finished April at about 72%—CE was not able to make the original budget numbers.

The slowdown in sales has been consistent across ALA units offering eLearning and may be due to decreasing library budgets driven by the economic slowdown of the past several years. The first year of the pandemic also drove eLearning sales dramatically and we saw revenues surge, but it appears some eLearning “fatigue” may have set in in subsequent years that has made these gains difficult to sustain.

Though our sales are below budget, there are several financial bright spots and reasons for optimism going forward.

Expenses are dramatically lower than originally anticipated. This is largely due to expense allocation changes that occurred after the new unit’s budget was initially written. A substantial portion of development costs for the new eLearning site were budgeted for CE and ended up being moved to IT. CE

was also able to achieve excellent savings in production costs and royalty expenses as well as on e-mail blasts.

Even with the slowdown in sales, CE has seen an increase in bulk sales, with over \$50,000 in sales coming from bulk and institutional purchases. CE's work also drove revenue for other units, as the centralization of the bulk purchase process allowed CE staff to push bulk customers toward purchases from offices and divisions. These bulk sales are a positive sign for the future, as ALA can build ongoing relationships with these customers that should continue to drive revenue in future years.

Sales of EDISJ events were strong throughout the year, notably the Antiracist Storytimes, First Amendment and Library Services and Privacy Audit events, which generated over \$20,000 in revenue.

Internal and external partnerships continued to be a strong source of revenue, with over \$15,000 generated through the unit's partnership with the Music Library Association and over \$25,000 through the partnership with San Jose State.

DEVELOPMENT

The Development Office continues to identify, cultivate, and steward corporate, foundation and individual funders, process gifts, and support other ALA Units. For purposes of this report, "Contributed Income" is defined as grant or donation funds that do not "pass-through" as program or sub-grant support to external partners but rather is income which remains within the association and supports ALA's bottom line. According to the Finance and Accounting Office, the Development Office exceeded its top line goal of \$3,085,000 in grants and contributions for FY 2022. This determination is based on performance figures through April, as well as an analysis of known contributions. This figure does not include Contributed Income generated by grants accruing to other units, other than a significant grant to PPO and does not reflect planned gifts obtained during FY22, sponsorships, or any source other than grants.

The Development Office has consulted with Finance and Accounting to identify how to deepen Contributed Income reporting to more accurately reflect contributions that remain within the association and supports ALA's bottom line. Currently, it is difficult to capture this information from across the association and from all units, as well as from the various contribution sources, such as individual giving, sponsorships and awards. The Development Office has benefited from Finance and Accounting's input in this effort and is truly grateful for F&A's wise counsel and diligence. Development will continue to revise how it determines and reports upon Contributed Income data.

Development notes a number of positive trends, as follows:

1. Development is delighted to be working with the Alford Consulting Group to conduct an assessment and development of a six-year, \$30,000,000 comprehensive campaign that will engage ALA members, library and information service partners and vendors, advocates and stakeholders, and the general public;

2. With a very strong foundation created by current members and leadership, the Philanthropic Advisory Group is poised to greatly increase its work towards building a culture of philanthropy in the coming year;
3. The Library Champion program remains strong with membership maintaining pre-pandemic levels;
4. Past and current funders appear to very pleased with ALA's work and in many cases have indicated a desire for future collaborations; this is indicative of the high quality of work produced by ALA staff and volunteers, and results in a very high reputation for quality work;
5. Development is pleased to welcome Tiffany Mack on a part-time basis, who has already begun planning for End-of-Year giving and Giving Tuesday;
6. Having achieved the Platinum GuideStar rating, Development is developing a strategy to approach individual Donor Advised Managers to raise their awareness of ALA.

HR & STAFF SUPPORT SERVICES

FY22 FINANCIAL COMMENTARY – APRIL 2022

HR – Human Resources (506)

Total Revenues Budgeted/Actual/Remaining:	\$ 0	\$ 0	\$ 0
Total Expenses Budgeted/Actual/Remaining:	\$ 780,159	\$ 492,116	\$ 288,043
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(780,159)	\$(492,116)	\$ 21,789

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

Staff Support Services (501)

Total Revenues Budgeted/Actual/Remaining:	\$ 0	\$ 0	\$ 0
Total Expenses Budgeted/Actual/Remaining:	\$ 136,838	\$ 68,583	\$ 68,255
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(136,838)	\$(68,583)	\$ 21,497

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

INFOMRATION TECHNOLOGY

Total Revenues Budgeted/Actual/Remaining:	\$ 0	\$ 0	\$ 0
Total Expenses Budgeted/Actual/Remaining:	\$ 2,372,643	\$ 1,700,795	\$ 671,847
Net (Expense) Budgeted/Actual/Variance:	\$ 2,372,643	\$ 1,700,795	\$ 671,847

At the end of January, IT expenses were 28% or \$671,847 under budget.

Professional services were under budget due to timing issues.

IT resources are currently being used on:

iMIS Membership System Upgrade

- Eliminates the need to install software on workstation machines for most staff because the software is browser enabled
- Has new capabilities and functionalities like a new in-person web-based event management
- Includes cutting edge tools for building new features on our web portals which drastically reduces development efforts
- Eliminates current technology debt on several fronts

Status:

- Launch date is scheduled for the weekend of November 4, 2022
- New web portal for members to update their information has been configured and tested
- New web portal for staff to maintain member information has been configured and tested
- Training for staff is underway

Drupal 9 ala.org Website Upgrade and Redesign

- New redesigned site must be launched at the end of November 2023
- Personas have been developed and shared. Feedback has been collected and results will be analyzed
- Round 1 of information architecture has been delivered and is under review
- Round 1 of Style Tiles has been delivered and is under review
- Drupal Content Types used to publish web content have been reviewed for relevancy and enhancements
- Usability Evaluation to gain member feedback will start this fall
- A Content Inventory is underway to archive information on the current website based on new guidelines

Continue to upgrade Shibboleth Single Sign-On Software to the remaining websites

- All remaining sites will be upgraded by October 31st

Assist Membership with the implementation of in-person events in iMIS after the upgrade.

- Work with vendor to set up in-person events

Clean up data in the iMIS membership database

- Some cleanup will happen as a result of the iMIS system upgrade above

Continue to monitor revenue and membership goals

- Connect new dashboard system.

Replace 1/3 of Staff Laptops

- Rollout is underway

Move Financial Systems to the Cloud

- GP Dynamics and Prophix Budgeting Systems

Cloud Feasibility Assessment Study

Automate processes in membership system

- Install and implement automation code

PPA/WASHINGTON OFFICE

Washington Office Operations (Unit 150) is shown as \$10,812 under budget for the month of April and \$104,625 under budget for year-to-date expenses. After backing out actual attrition (allocation for PPP and other ex-budget resources), the unit is \$51,538 under budget. The monthly under budget amount is attributed to the payment of both March and April invoices from the IT support company, designDATA, in March. The continued decrease in travel related and non-contractual operational expenses since September 2021 accounts for the overall under budget status of the office. Also, some travel and event expenses charged to Unit 151 could have charged in Unit 150 and transfers will be made at year-end if necessary. However, major facility repairs are being planned to take place this summer while the staff are off-site using these saved funds. Even as office operations slowly return to normal, the Washington Office still expects to end the fiscal year under budget.

Public Policy and Advocacy (Unit 151) is shown as \$27,185 over budget for the month of April and \$168,871 under budget on year-to-date expenditures. After backing out actual attrition (allocation for PPP and other ex-budget resources), the unit is \$53,462 under budget. The overages in Outside Services, Travel, and Meetings and Conferences categories in April reflects the pickup in advocacy and contractual activity associated with Congressional outreach and the ALA Policy Corps . Some expenses could or should be charged to Unit 150 and transfers will be made at year-end if necessary. Even with more upcoming activities, the unit still expects to be within budget at the end of the fiscal year.

ALA PUBLISHING & MEDIA

Department totals	FY22 performance report as of 4/30/2022	\$ and % Variance Actual/Budget as of 4/30/22	FY22 full-year budget
Total Revenues	\$6,100,800	(\$112,080)/-2% less than budget	\$9,343,937
Total Expenses – before OH and taxes	\$3,584,601	\$1,012,911/ 22% less than budget	\$7,073,225 (not including overhead)
Overhead paid	\$1,616,713	\$29,701/ 2% less than budget	\$2,476,143
Net revenue (Note: the lag between revenues and expenses being recorded skews this number throughout the year until final expenses are calculated and IUTs etc. are applied.)	\$950,357	\$723,186/ 318% better than budget	\$181,895

- At the end of April 2022, revenues for the department as a whole were 2% below budget, closing the gap from the 6% shortfall recorded three months earlier. Revenues are projected to be approximately 3% below budget by the end of FY22, with expenses projected to be 4.5% below budget, for a projected net improvement of \$133,639.
- The early FY22 gap in book sales which accounted for the greatest shortfall closed significantly with releases of key new titles and revisions, including both major textbooks and books supporting programs and services, many with a focus on serving diverse populations.
- Classified ad revenue for ALA JobLIST, managed in collaboration with ACRL (and HRDR as an ancillary partner), brought in almost \$129,000/unit in sales in Q4. Total receipts in FY22 totaled \$992,660—nearly \$430,000 (or 76%) greater than FY21. Given the hot job market, FY22 was a record-breaking year, beating the previous best (\$860,750 in FY17) by more than 15%. Significantly more staff time has been required to process the increased number of ads.
- *Booklist* advertising revenues were strong through Q4 and ended FY22 above budget; however, subscriptions continue to face industry pressure. *Booklist*'s webinar program continues to outperform projections, with topics related to book bans and book challenges increasingly well attended.
- Specific numbers from FY22 Q4 related to revenue:
 - Booklist: 7,714 avg. print subscribers (+478 from Q3) / 78 institutional digital subscriptions (+1 from Q3)/ Q4 webinars: 16,902 registrants for 16 webinars. FY22 cumulative 82,289 registrants for 74 webinars, \$573,250 in revenue.
 - ALA Editions/Neal-Schuman: 3,291 orders (+464 from Q3); 20,153 net units purchased (+3,377 from Q3)
 - ALA Graphics: 1,869 orders (+414 from Q3); 10,411 net units purchased (+902 from Q3) ALA Graphics orders in FY22 grew 156% over FY21 sales. The revenue surpassed budget

targets each month of Q4, helped in part by a significant military order in August. Q4 bookmark sales increased by 22% over Q3 with 1,233 more packs sold.

- RDA: Resource Description & Access: 2,336 Toolkit subscribers (+54 from Q3). Price increases supported meeting FY22 revenue goals.
- ALA Publishing & Media units benefited both financially and strategically from the in-person 2022 Annual Conference, including advertising and product sales, promotional opportunities from programs and sessions based on our content and/or featuring authors and reviewers, and cultivating key relationships for future growth.
- Larger group conferences, workshops, events, and gatherings where we can capitalize on the need for multiple copies of books and other materials are resuming more consistently.
- There is a clear ongoing need and demand for resources related to EDISJ and to addressing the increase in book bans and challenges. Special promotions highlighting resources to help counter book bans are examples of Publishing & Media offering information in a timely way. Recent top-selling books point right at the issues facing libraries including intellectual freedom, trauma, and race. Banned Books Week designs (both new and backlist) were the best sellers of Q4 for ALA Graphics, with two Unite Against Book Bans designs also proving popular. Advertisers proactively choose to align themselves with providers of this priority and high-demand content.
- Units continue to focus on licensing opportunities and new channels for generating incremental revenue from digital platforms. Examples of royalties and licensing revenue earned on existing or repackaged content include:
 - ALA Editions/Neal-Schuman's recent contract with Gale/Cengage that allows people to purchase single chapters and collection content bundles, to build topic collections.
 - Integration with the Chicago Distribution Center whereby eBook sales and fulfillment, as well as print-on-demand, will become more streamlined and efficient as we join CDC's BiblioVault system. We expect to lose less revenue to aggregator fees by taking advantage of CDC's revenue-sharing agreements.
 - The *Booklist* agreement with Zinio, a technology company that hosts digital magazine content on Overdrive, Scribd, Amazon and other services, expanding reach and building new audiences for *Booklist*, *Book Links*, and *Booklist Reader*.
 - Out of Print licensing negotiations will include new products in FY23, building on successes such as the popular READ Star Wars products and the recent [LeVar Burton READ t-shirt](#).
 - Library card art such as the Baby Yoda cards introduced in FY22.
- We are seeing the incremental revenue impact of extending our markets as we repackage and repurpose content to reach and serve targeted audiences both within and beyond the library field and beyond the US, with examples such as the following:
 - The monthly [patron-facing Booklist Reader](#) will launch in print in January 2023. The print version will be available only to *Booklist* subscribers in an effort to boost subscriptions and address the general industry-wide downturn in that revenue stream. *Booklist Reader* offers selected *Booklist* content highlighting diverse voices and books and reaches new audiences with existing content. Advertisers are also showing early interest in the print version.
 - ALA Editions/ALA Neal-Schuman has seen an uptick in incremental revenue from translations (mostly one-time fee arrangements) and new distribution channels for digital content. The unit continues to grow the partnership with trade publisher (public-facing) Sourcebooks—several new projects in progress include a 2023-2024 reading

planner, following the success of the 2022-2023 planner. A Banned Books Reading Journal has launched with strong backorders.

- RDA: Resource Description and Access, an important building block in ALA's international presence and participation, continues to address global regional needs and to work with international translation partners, including for Arabic and Portuguese languages. Adding new translations offers subscription opportunities in the related region(s). A Spanish translation is under negotiation. Related books and CE offer additional revenue-generating possibilities.
 - The [ALA Graphics giftshop at Spreadshirt](#) generates royalty revenue for multiple units and ALA affiliates with no sunk cost, and continues to grow, reaching a general public customer base in addition to ALA's regular markets. Unite Against Book Bans and Banned Books merchandise have proved especially popular recently. Two new partners were recently added: Choice and Nate Powell, award-winning graphic novelist.
 - At least two more licenses are expected to be negotiated in 2023 as part of ALA Graphics ongoing licensing relationship with Out of Print Clothing, which also reaches a public audience. The popular READ® Star Wars products launch in Target stores late September 2022.
 - The global shortage of paper pulp and strikes in paper mills continue to disrupt the publishing industry with long delays, sudden price jumps, and substituted grades of paper. These supply-and-demand disruptions due to the are resulting in higher costs and longer-than-usual print times, impacting budget and delivery of magazines, books, and catalogs. Postage rates are also increasing steeply. We continue to adjust print runs and paper and negotiate costs as possible.
 - Working with a new ad sales rep, *American Libraries* is anticipating dynamic innovations in approaches to advertising, laying good groundwork for growth.
 - An ongoing focus for all units is ensuring that we maximize the number of people buying each book or other product we publish, that we target institutional subscriptions, and that the right audiences are receiving compelling information at the appropriate time to make purchasing decisions.
 - Major publishers (critical sources of revenue for advertising and sponsorship for *Booklist*) have found creative ways to build their own digital audiences through the pandemic and are less dependent on ALA channels to reach librarians. Face-to-face events are important for offering something they can't easily replace themselves. Finding creative and competitive approaches to sponsored virtual gatherings is a potential growth area for ALA.
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DIVISIONS

AMERICAN ASSOCIATION OF SCHOOL LIBRARIANS (AASL)

	YTD Budget	YTD Actual	Variance YTD Budget and Actual	Variance %	Remaining Current Budget
Total Revenues	\$1,337,277	\$1,024,183	\$-313,094	-23%	\$536,847
Expenses before OH/tax	\$919,465	\$938,101	\$-18,636	-\$2%	\$284,088
Contribution Margin	\$417,811	\$86,081	\$-331,730	-79%	\$252,759
Tax	0	0	0	0%	0
Overhead	\$261,893	\$189,687	\$72,206	28%	\$72,735
Total Expenses	\$1,181,358	\$1,127,789	\$53,570	5%	\$356,823
Net Revenue (Expense)	\$155,918	\$-103,606	\$-259,524	-166%	\$180,024

Total Revenues are below budget by 23% (actual \$1,024,183 vs budget \$1,337,277), reducing Overhead by 28% (\$189,687 vs budget \$261,893). Total expenses have been reduced by 5% (actual \$1,127,789 vs budget \$1,181,358).

The Net Revenue/Expense from Operations in the April performance report is below budget by 166% but the actual as given of \$-103,606 does not reflect two major revenue areas in the AASL FY22 budget YTD amount of \$155,918.

- The agreement between AASL and ALA Editions for the *National School Library Standards* and other publications labeled NSLS involves a transfer of funds from ALA Editions to AASL in April and August. This April performance report does not include the very recent transfer of \$55,875 for September-February sales. As a transfer between units, this amount is shown as a negative expense on the AASL performance report which would reduce the Actual Expenses to \$882,226 if this had been transferred in April.
- AASL held its biennial national conference in October 2021. The registration company report and the revenue amounts listed in the April report differ by \$102,637. Additionally, Overhead for Ticketed events was overcharged by some \$600. Although AASL recognizes that there will be expenses and some revenue related to the National Conference that will be reported in future performance reports, most of the registration revenue should have been received by April. ALA Finance is looking into this and an adjusted amount could significantly offset the negative Actual given in this report for the Net Revenue/Expense.

AASL is below the membership projections with total dues revenue 20% below budget (actual \$181,126 vs budget \$225,473). The April 2022 membership report shows a 3.42% loss (5,558 in April 2021; 5,368 in April 2022). AASL continues to find on a regular basis that an involved member has a lapsed

membership, often since 2020. The 2020 year had many school librarians facing the challenges of remote learning, and then 2021 facing the challenges for books in their libraries; many report that they do not remember a renewal notice or may have overlooked it. For those who have remained active in the work of the division an inquiry is made to them and the majority of those reached say they didn't realize it and then renew their membership. AASL does review more recent renewals, or lack thereof, but often a lapsed membership has been since 2020. The educational climate for school librarians has not improved with the 2022-23 school year and there are economic worries that may challenge a goal to increase membership, but AASL will continue efforts to support all school librarians as we strategically pursue that goal.

The AASL National Conference held in October in Salt Lake City was successful in many ways but did not meet the anticipated budget for revenue. A late summer surge in a Covid variant and economic concerns led to fewer exhibitors than expected, although those who were there were highly supportive of an in-person event. AASL is currently planning for the next National Conference to be held October 19-21 in Tampa.

Total expenses were 4% below budget (actual \$1,127,789 vs \$1,181,358). A staff resignation in January is currently still vacant with some of those salary savings offset by contracted services for copyediting. The continuing vacancy does impact the AASL plans for professional development and conference planning and the related potential revenue for the next fiscal year.

The amount received as a negative expense from ALA Editions for September through February sales of the *National School Library Standards for Learners, School Librarians, and School Libraries* (2018) met the amount as had been budgeted for the entire year which by the end of the fiscal year should benefit both ALA Editions and AASL budgets. AASL also continues to develop ancillary publications in conjunction with ALA Editions.

Overhead was 28% below budget (actual \$189,687 vs budget \$261,893).

ASSOCIATION OF COLLEGE & RESEARCH LIBRARIES (ACRL)

REVENUE

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Membership Dues:</u>	\$336,998	\$359,958	-6%	\$348,280

Personal dues are ahead of budget by 6% but organizational dues are not yet reported, which reflects the -6% variance. With an expected YTD Budget of \$41,237 for organizational dues, overall dues are slightly ahead of budget.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Sales (Books)</u>	\$151,189	\$151,640	0%	\$136,105

FY22 will be a strong year for books, with some 20 titles published. This strength is reflected in the actuals being approximately \$15,000 better than the prior year's actuals.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Sales (Online, etc.)</u>	\$101,743	\$159,544	-36%	\$135,272

The new Continuing Education platform presented some challenges as regards pricing. The standardized pricing model that was implemented earlier in FY22, resulted in significantly less revenue and it is hoped that revenue will recover in the second half of FY22.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Advertising</u>	\$403,414	\$271,759	48%	\$185,687

Advertising remains a bright spot, even though *C&RL News'* transition to an online serial in January 2022 was seen as potentially having a major impact on ad sales. This revenue reflects the team's hard work.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Total Revenue</u>	\$1,222,110	\$1,162,619	5%	\$2,449,818

Total revenue remains ahead of budgeted projections. The comparison to the prior year is instructive since much of that revenue can be attributed to the biennial meeting held in 2021.

Beginning Net Assets: \$3,268,666. ALA continues to track net asset balances. This current number represents a \$786,333 improvement over FY21, a reflection of staff cuts, and other savings measures.

EXPENSES

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Payroll</u>	\$834,918	\$1,037,856	20%	\$857,400

ACRL is down two positions, which reflects part of the 21% budget variance (likewise, the PPP loan). This is not sustainable, and we hope to fill those positions in FY23. Note that actuals are significantly down from the prior year, even with the hiring of the new director.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Outside Services</u>	\$127,170	\$169,616	25%	\$130,283

Much of this has to do with web and database support for Benchmark and Project Outcome (expenses shared with PLA). Bank service charges alone account for over \$13,000 in expense.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Travel & Related</u>	\$9,520	\$30,816	69%	\$3,548

The significant savings arise from not having the traditional 3-day Strategic Planning and Orientation Session (SPOS) that was planned for the board in FY22, due to the ongoing pandemic. We held a mini SPOS at the Annual Conference (1 day), which did allow some for some board strengthening.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Meetings & Conf.</u>	\$67,122	\$176,560	62%	\$360,051

With LLX going virtual, expenses such as facilities rental, conference equipment rental, meal functions, honoraria were minimal. The ongoing pause for the awards program resulted in significant savings in that category, as well. The largest category, Program Allocation (\$43,433 actual) includes funding for external liaisons and dues for SPARC and the Open Access Working Group.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Pub. related Expense</u>	\$154,546	\$213,196	28%	\$194,307

Web operating expenses were higher than expected but those costs were more than offset with savings in cost of sales, order fulfillment, and other categories.

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Operating Expenses</u>	\$24,503	\$49,485	50%	\$41,225

Insurance (\$7000) has not yet hit the books. We saw savings in royalty expenses (ca. \$8,000).

	Actual	YTD Budget	Variance %	Prior Year Actual
<u>Total Expenses</u>	<u>\$1,321,167</u>	<u>\$1,770,312</u>	25%	<u>\$1,988,720</u>

Total expenses are well ahead (25%) of budgeted projections through April 2022.

Choice Performance Comments FY22 through April 2022

Choice's overall financial performance through April of FY22 remains well ahead of budget, with net operating income of \$53,225 on revenues of \$1,437,148 and expenses of \$1,383,923 including an overhead contribution of \$209,559.

CHOICE 404	Budget (Year)	Budget YTD	Actual YTD	Var	% Budget	Prior YTD	Var	% Prior
Beginning Net Assets			2,924,245			2,587,461	336,784	13.02%
TOTAL REVENUES	2,246,444	1,358,679	1,437,148	78,469	5.8%	2,390,901	(953,753)	-39.89%
Total Expenses before OH/Taxes	2,142,494	1,411,448	1,174,364	237,084	16.8%	1,974,072	799,708	40.51%
Contribution Margin	103,950	(52,769)	262,784	315,553	-598.0%	416,829	(154,045)	-36.96%
Overhead	297,655	167,059	190,422	(23,363)	-14.0%	298,491	108,069	36.21%
Allocations (575 Main St)	16,240	9,473	19,137	(9,664)	-102.0%	25,285	6,148	24.31%
Tax	0	0	0	0	#DIV/0!	0	0	#DIV/0!
TOTAL EXPENSES	2,456,389	1,587,980	1,383,923	204,057	12.9%	2,297,848	913,925	39.77%
Net Revenue/(Expense) from Ops	(209,945)	(229,301)	53,225	282,526	123.2%	93,053	(39,828)	42.80%

Subscriptions

Subscriptions to Choice’s print products—*Choice* magazine, and *Reviews on Cards*—are about \$3,000 behind budget while *Choice Reviews* is almost \$2,000 ahead of budget. We are no longer accepting renewals for *ccAdvisor* in anticipation of sunsetting this product by the end of 2022. *Resources for College Libraries* subscription revenue is behind budget by \$17K.

Royalties

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

Advertising and Sponsored Content

All of Choice’s advertising channels have performed well this year and are ahead of budget by \$108K. Advertiser interest in webinars remains particularly strong and is driving a lot of this budget surplus.

Expenses

On the expense side, we are \$204K better than budget: \$153K of that PPP allocations and the remaining \$51K due to continued cost cutting and penny pinching. Our Outside Services expenses, which includes copy editing, are on budget, but we expect this cost to rise (and payroll to fall) over the course of FY22. Our copy editor retired in December and we plan on relying more on our freelance copy editor for the foreseeable future.

ASSOCIATION FOR LIBRARY SERVICE TO CHILDREN (ALSC)

	YTD Budget	YTD Actual	Variance b/n YTD Budget and Actual	Variance %	Remaining Current Budget
TOTAL REVENUES	1,094,231	1,650,810	556,580	51%	-215,967
Total Expenses before OH and tax	-686,491	-626,357	60,133	9%	481,268
Contribution Margin	-407,740	-1,024,454	616,713	151%	-697,235
Overhead	-125,487	-200,596	-75,109	-60%	-45,801

Tax	0	0	0	0%	0
TOTAL EXPENSES	-826,954	-811,978	-14,796	-2%	435,467

	YTD Budgeted	YTD Actual	Variance	Variance %
Net Revenue (Expense)	282,253	823,857	541,604	192%

Overall, net revenue for the first eight months of fiscal year 2022 posted at \$823,857 which is 192% ahead of budget putting us into a positive position at this point in the fiscal year.

Total revenues posted 51% or \$556,580 ahead of budget. The FY22 budgeted dues revenues were adjusted to reflect a 3% increase in revenue over FY21 and in support of ALA Pivot Strategy goals. Dues revenue is performing on target with 0% variance. Physical seals sales are ahead of budget by \$168,023 or 35%, and digital licensing fees are ahead of budget by 93% or \$374,064. Online CE net revenue/expense is over budget by \$3,329 largely due to strong interest in spring course offerings. *Children and Libraries* subscriptions are tracking below budget by 15% or (\$742), and ad revenue is currently under budget by 37% or (\$2,697). Non-serial publications revenue is under budget by (\$3,563). The release of the early literacy brochure has been delayed due to staff capacity and the Newbery Practitioner’s Guide launches in June 2022 rather than April. Revenues should pick up by the end of this fiscal year. ECRR toolkit sales are tracking well ahead of budget by \$20,213 due to a statewide bulk purchase. The Día project is under budget by (\$668) or -73% in revenues due to the lower-than-expected sale of new products that were launched in the ALA Gift shop in spring 2021.

Total expenses across ALSC’s operating budget, including overhead and tax were over budget by -2% or -\$14,976, largely due to higher than budgeted overhead expenses as a result of higher seals sales. Administrative expenses are under budget by 20% or \$78,002 due to lower-than-expected permanent staffing. Service to Member expenses are under budget by \$45,492 or 73%. Annual Conference expenses are expected to begin accruing in Q3 and Q4 but Service to Member expenses should remain under budget due to the shift to a virtual 2022 LibLearnX and continued reduction to travel as a result of COVID. Total expenses for the seals project are over budget by -43% or (\$125,493) as a result of higher than budgeted overhead due to higher seals sales. Online CE expenses are under budget by (\$248) or 4%. *Children and Libraries* expenses are slightly under budget by \$1,664 or 4% variance. Every Child Ready to Read expenses are over budget by (\$5,019) due to order process fulfillment and overhead from the large bulk sale. Expenses in the Día project are under budget by \$82% or \$1,360 but will come closer to alignment in May or June with professional service and graphic design fees.

CORE

Operating result through April 2022 (Month 8 of FY22)

	April FY22 Budget	April FY22 Actual	Variance	Full Year Budget
Revenues	\$384,928	\$524,200	(\$139,272)	\$909,800
Expenses	\$396,999	\$520,549	(\$123,550)	\$922,969
Net	\$16,010	\$32,234	(\$15,722)	(\$13,169)

Note: I am only providing a brief summary of division finances and noting any large variances. Though ALA finance staff continue working diligently to bring financial reporting current, the most recent report is from April, and it's not a valuable use of time to develop a detailed analysis of five month old financial data. ALA hopes to bring reporting current in Fall 2022.

Summary:

Both YTD revenue and expense are well under budget, resulting in a YTD negative variance of (\$15,722), compared to budget. Note that beginning in mid-April, so barely reflected on this report, the executive director began splitting time/salary with the ALA Communications and Marketing Office. This arrangement continues to the present. The FY22 year-end result (August) will show a positive variance in the salary line.

Offsetting salary savings are two areas of revenue concern: membership and continuing education, both noted below. The continuing variance in membership revenue, reflective of a declining membership, is the biggest threat to the Core project. The need to increase membership through a laser focus on value, is an ongoing priority of member leaders and staff. Webinar revenue is the largest variance in YTD actuals for two main reasons: fewer webinars than planned and lower than anticipated registration. CE staff project that the variance will improve by fiscal year end but will not make budget.

Member Services/Dues

	YTD Budget	YTD Actual	Variance	Full Year Budget
Revenues	\$272,800	\$218,092	(\$54,708)	\$412,700
Expenses	\$8,781	\$5,936	\$2,846	\$15,797
Net	\$264,069	\$212,156	(\$51,863)	\$396,903

Webinars

	YTD Budget	YTD Actual	Variance	Full Year Budget
Revenues	\$99,333	\$26,559	(\$72,755)	\$149,000
Expenses	\$30,822	\$7,788	\$2,846	\$46,233
Net	\$68,511	\$18,771	(\$68,511)	\$102,767

PUBLIC LIBRARY ASSOCIATION (PLA)

FY22 Operating Budget as of April 2022

GENERAL FUND (12-401) <i>Including Conference</i>	April 2022 YTD Budget	April 2022 YTD Actual	April 2022 Variance
Total Revenues	\$3,700,000	\$3,378,510	(\$321,490)
Total Expenses before OH and tax	(\$1,854,523)	(\$1,843,523)	\$10,584
Overhead and Tax	(\$781,503)	(\$756,789)	\$24,714
	YTD Budget	YTD Actual	Variance
Net Revenue (Expense)	\$1,063,974	\$777,782	(\$286,192)
FY22 Beginning Net Asset Balance			
\$4,506,979			

As of April 2022, PLA is on budget with actual expenses of \$1,843,939 compared to \$1,854,523 in budgeted expenses. Revenues are 9% underbudget at 3,378,510, resulting in a net deficit of \$286,192. This deficit is due in part to lagging conference revenue but is on track to meet budget in FY22Q3 and Q4 through unrealized conference and non-conference revenue.

The rest of PLA's operating budget through April evidence stretched capacity due national conference production, as well as staff attrition. These conditions have meant delays in some non-conference revenue generation while staff continues to scrupulously monitor expenses and find cost savings.

- Administration: Spending on administrative costs (staff, board management), at \$417,019 is below budget (13% variance), largely due to staff attrition.
 - Service to Members: Dues revenue is 17% ahead of budget, with \$363,919 collected against a budget of \$311,667. The conference year membership "bump" is reflected in these revenues.
 - PLA publications comprise three budgets:
 - *Public Libraries* magazine is on budget with a \$46K planned deficit, despite low advertising sales and a down trend in extra subscription sales. PLA will start FY23 with a shift in advertising representation with PL in an effort to shift this free member benefit publication toward breaking even.
 - Every Child Ready to Read (ECRR) revenue budgeted at \$3K, came in at \$22,333. This upswing in revenue is due to a couple of large state library agency purchases; This gain, minus expenses (\$4,631) and overhead on sales (\$2,959), places the PLA-ALSC product on firm ground, netting \$14,743 to date.
 - Publications: PLA publications (products available through the ALA online store) are notably overbudget with only \$1,643 in recorded sales (against a budgeted \$8K), and \$15K of expense incurred in the design and printing of *Strategic Planning for Public Libraries*. Pandemic-related delays in the release of both the strategic planning title and the PLA Early Literacy Calendar mean that sales revenue will be realized later in the year.
 - PLA Web CE revenue lagged behind budget with modest revenues of \$13,597. FY22 Q4 Web CE revenue will bring this budget in line before the end of the fiscal year. Due to staffing shortages, PLA suspended production of new paid Web CE in order to focus on the production of the PLA 2022 National Conference, including the expanded Virtual Conference
 - The new Benchmark Data Platform, which was not projected as a significant revenue generator in FY22, has in April, already generated almost \$18K in subscription sales.
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RUSA

RUSA FY2022 April	Actual	Budgeted	Variance	FY2021
Total revenues	\$216,983	\$220,500	\$(3,517) -2%	\$205,982
Total expenses	\$145,697	\$194,563	\$48,866 25%	\$201,744
Net revenue	\$71,286	\$25,937	\$45,349	\$4,238

SUMMARY

Through April RUSA is tracking ahead of budget by \$45,349.

Revenues were slightly below budget by -\$3,517 (-2%). Expenses were under budget by \$48,866 (+25%). RUSA's YTD Net Revenue is \$71,286, against a budget of \$25,937. This variance can mostly be explained by the 2021 calendar year grant funds from Mellon being applied to 1Q FY22 rather than spread in both FY21 and FY22 as originally intended.

Revenue:

YTD revenue is \$216,983 against a budget of \$220,500 resulting in a negative variance to budget of -2%.

Membership revenue totaled \$90,879 which was 11% below budget of \$101,933. Continuing Education revenue was \$81,038 against a budget of \$67,200 which represented a 21% positive variance to budget.

Membership and Continuing Education are RUSA's two largest revenue streams and through April made up approximately 79% of RUSA's total revenue.

Expenses:

YTD expenses are \$145,697 against a budget of \$194,563, resulting in a positive variance to budget of 25%.

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

RUSA's largest expense of Payroll & Related Expenses is under budget by \$26,107 or 18%. During FY22 RUSA staff departures reduced staff by the equivalent of 1 FTE. Other RUSA primary expense lines are projected to end the fiscal year either on or under budget.

UNITED FOR LIBRARIES

	Full Year Budget	Actual (4/30/22)	YTD Budget	Variance
Revenue	383,100	152,446	207,067	-54,621
Expenses	374,432	169,811	254,504	84,693
Net	8,668	-17,365	-47,438	30,072

United Ahead of Budgeted Net Revenue / (Expense) for Period Ending April 30, 2022

Overall United is tracking better than budget for overall Net Revenue / (Expense) for FY22 as of April 30, 2022. Revenues are behind budget, with the major revenue categories noted below.

REVENUE	Full Year Budget	Actual (4/30/22)	YTD Budget	Variance
Membership	55,000	34,877	36,667	-1,790
Webinars/eLearning	105,000	15,896	35,000	-19,104
Subscriptions	85,500	45,138	57,000	-11,862
Donations	72,100	41,883	48,067	-6,184

Webinars/eLearning – this category includes revenue from statewide purchases of training. The New Hampshire State Library mistakenly sent a payment for \$22,800 to PBD in Atlanta in January 2022. The payment was reissued and will show on a later month. The (\$19,104) is offset by the \$22,800 misdirected payment.

Subscriptions – this category includes both self-paying “group membership” and statewide group memberships. Catch-up accruals will show in later months for the Nebraska and Michigan payments not yet closed in iMIS as of April, which offsets the (-11,862).

Donations – Included in the \$57,000 YTD Budget is \$38,000 billed for March/April but not yet received as of April 30. The \$38,000 has been verified received at ALA and will reflect on future months offsetting the (6,184).

Young Adult Library Services Association (YALSA)

FY 22 Ending April 2022	FY22 Budget As of April 2022		FY 22 Actual as of April 2022	Variance	Variance%
Total Revenue	581,927		326,947	-71,830	-18%
Total Expenses Before OH and Taxes	547,688		338,793	29,165	8%
Contribution Margin	34,239		-11,845	-42,666	-138%
Tax & Overhead	35,053		26,351	-2,234	-9%
Total Expenses	582,741		365,144	26,931	7%
Net Revenue (Expense)	-814		-38,197	-44,899	-670%

Total revenues as of the quarter performance report were below YTD budget. The YTD budget total is 398,377 and the quarter performance total 326,947 as of April 2022.

Revenue for YALSA total membership dues total for the quarter as 107,763 with 134,894 YTD budget with -20% variance. There are a total of 193 organizational members, 15 corporate members, and 3196 personal memberships. The overall total membership as of April 2022 is 3404.

Total expenses for the Quarter as of April 2022 were below the budget YTD with a 7% variance. Expenses for the quarter were 365,144 and budgeted YTD 392,074.

Round Table Summaries

There are 19 individual Round Tables for FY22 and details on their financials are below. At a summary level, nearly every group incurred expenses at the 2022 ALA Annual Conference through Round Table programming and events so the majority of FY22 expenses are not reflected yet. From a revenue perspective, membership counts and dues have been increasing across most Round Tables.

EMIERT (613)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$173,100/\$289,017/\$10,633
Total Expenses TYD Budgeted/ Actual/ Remaining	\$132,258/\$107,872/\$151,102
Net Revenue (Expense) Budgeted/ Actual/ Variance	\$40,482/\$181,145/\$149,303

EMIERT is on track with dues. Expenses will be incurred after ALA Annual Conference. FY2023 their net asset balance will decrease because CSK will no longer be a part of EMIERT and is becoming their own Round Table.

FMRT (617)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$2,200/\$3,696/- \$396
Total Expenses TYD Budgeted/ Actual/ Remaining	\$2,153/\$981/\$2,249
Net Revenue (Expense) Budgeted/ Actual/ Variance	\$47/\$2,715/2,668

FMRT is ahead on membership dues and they will incur expenses after ALA Annual Conference.

GAMERT (616)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$4,333 / \$4,618 / \$1,882
Total Expenses TYD Budgeted/ Actual/ Remaining	\$4,333 / \$1,709 / \$4,666
Net Revenue (Expense) Budgeted/ Actual/ Variance	\$-0 / \$2,910 / \$2,910

GameRT's revenue is on target – their monthly webinars and expanded social media engagement via Discord and Twitch has maintained their visibility and kept membership steady with a slight growth. Their spending will hit in the June or July budget reports due to ALA Annual Conference expenses. This year they've invested in communication and marketing by working with a designer for a new logo, paying for a Canva Pro account, and continuing their Zoom license.

GNCRT 621

Total Revenues YTD Budgeted/ Actual/ Remaining	\$8,867 / \$7,718 / \$5,582
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Total Expenses TYD Budgeted/ Actual/ Remaining \$5,933 / \$1,643 / \$7,257

Net Revenue (Expense) Budgeted/ Actual/ Variance \$2,933 / \$6,075 / \$3,142

GNCRT's revenue is slightly down due to some delays in getting new merchandise launched with the ALA Gift Shop and expected sponsorship donations that are due to come in July or August. New merchandise launched in late May / early June, so revenues should pick up with those reports. Similarly, larger expenses centered around ALA Annual Conference, so the bulk of their spending should hit in the June and July budget reports.

GODORT (604)

Total Revenues YTD Budgeted/ Actual/ Remaining \$7,944/\$8,695/\$3,221

Total Expenses TYD Budgeted/ Actual/ Remaining \$7,917/\$12,444/-\$569

Net Revenue (Expense) Budgeted/ Actual/ Variance \$27/-\$3,749/-\$3,776

GODORT is where they should be on membership dues revenue. They are celebrating their 50th Anniversary this year so their expenses will be more than in previous years. They had a huge award celebration at ALA Annual Conference. They will hold programs and pay for speaker expenses.

IFRT (605)

Total Revenues YTD Budgeted/ Actual/ Remaining \$8,733/\$10,838/\$2,262

Total Expenses TYD Budgeted/ Actual/ Remaining \$8,733/\$1,448/ \$11,652

Net Revenue (Expense) Budgeted/ Actual/ Variance -\$0/ \$9,390/-\$9,390

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

IRRT (606)

Total Revenues YTD Budgeted/ Actual/ Remaining \$5,667/ \$6,539/ \$4,431

Total Expenses TYD Budgeted/ Actual/ Remaining \$6,383/\$1,740/\$7,835

Net Revenue (Expense) Budgeted/ Actual/ Variance \$-717/\$4,829/\$-3,404

IRRT expenses include sponsoring an Emerging Leader, a Zoom license in order to host meetings for each committee, and ALA Annual Conference expenses.

LEARNRT (614)

Total Revenues YTD Budgeted/ Actual/ Remaining \$5,067/\$6,019/\$1,581

Total Expenses TYD Budgeted/ Actual/ Remaining \$4,533/\$1,051/\$5,749

Net Revenue (Expense) Budgeted/ Actual/ Variance \$533/\$4,968/\$4,435

LEARNRT is ahead on membership. Minimal expenses will occur after ALA Annual Conference.

LHRT (601)

Total Revenues YTD Budgeted/ Actual/ Remaining \$5,800/\$7,206/\$1,494

Total Expenses TYD Budgeted/ Actual/ Remaining \$593/\$5,920/\$720

Net Revenue (Expense) Budgeted/ Actual/ Variance \$5,207/\$1,286/ \$-3,920

LHRT is above in royalties. Expenses will occur after ALA Annual Conference for award winners and honorarium payments. They have a publication with Penn State that causes the bulk of their expenses.

LIRT (612)

Total Revenues YTD Budgeted/ Actual/ Remaining \$ 16,667/\$14,821/\$10,179

Total Expenses TYD Budgeted/ Actual/ Remaining \$ 16,547/\$10,425/\$26,570

Net Revenue (Expense) Budgeted/ Actual/ Variance \$ 120/\$4,397/\$4,277

LIRT expenses will come in after ALA Annual Conference. They will be celebrating their 75th Anniversary. They also donated to Spectrum.

LRRT (608)

Total Revenues YTD Budgeted/ Actual/ Remaining \$ 6,000/ \$5,835/\$3,165

Total Expenses TYD Budgeted/ Actual/ Remaining \$ 5,967/\$781/\$8,169

Net Revenue (Expense) Budgeted/ Actual/ Variance \$33/\$5,054/\$5,021

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

LSSIRT (618)

Total Revenues YTD Budgeted/ Actual/ Remaining \$2,467/\$2,658/\$1,042

Total Expenses TYD Budgeted/ Actual/ Remaining \$2,380/ \$342/ \$3,228

Net Revenue (Expense) Budgeted/ Actual/ Variance \$87/ \$2,315/\$2,229

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

MAGIRT (609)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$ 4,533/\$ 3,700/\$ 3,100
Total Expenses TYD Budgeted/ Actual/ Remaining	\$ 4,293/\$518/\$5,922
Net Revenue (Expense) Budgeted/ Actual/ Variance	\$ 240/\$3,183/\$2,943

MAGIRT is on target for membership. Donations are down. Expenses incurred after ALA Annual Conference for Awards Dinner and Recipients.

NMRT (607)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$9,495/ \$10,331/\$3,912
Total Expenses TYD Budgeted/ Actual/ Remaining	\$8.949/\$2,563/ \$10,860
Net Revenue (Expense) Budgeted/ Actual/ Variance	\$547/ \$7,768/\$7,221

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

RMRT (615)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$4,000/ \$4,258/\$1,742
Total Expenses TYD Budgeted/ Actual/ Remaining	\$3,333/ \$549/\$4,451
Net Revenue (Expense) Budgeted/ Actual/ Variance	\$667/ \$3,709/\$3,043

RMRT membership is on track. Donations will be coming in after ALA Annual Conference. RMRT expenses will incur after ALA Annual Conference for their speaker expenses and program.

RRT (619)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$24,067/ \$29,871/ \$7,729
Total Expenses TYD Budgeted/ Actual/ Remaining	\$23,280/ \$60,631/ \$22,841
Net Revenue (Expense) Budgeted/ Actual/ Variance	\$1,787/ \$30,490/ \$32,276

RRT is on track with dues. They are ahead in royalties. Many expenses will come after ALA Annual Conference.

SORT (611)

Total Revenues YTD Budgeted/ Actual/ Remaining	\$ 333/\$433/\$67
Total Expenses TYD Budgeted/ Actual/ Remaining	\$33/\$56/- \$6

Net Revenue (Expense) Budgeted/ Actual/ Variance \$300/\$ 377/\$77

SORT only pays for overhead; they don't spend any other money as they are not currently providing any benefits to their members. LSSIRT will be merging with SORT in FY23.

SRRT (619)

Total Revenues YTD Budgeted/ Actual/ Remaining \$16,493/ \$9,129/ \$11,611

Total Expenses TYD Budgeted/ Actual/ Remaining \$10,572/ \$5,152/ \$15,420

Net Revenue (Expense) Budgeted/ Actual/ Variance \$5,921/\$3,977/ \$1,944

SRRT is on track with dues. Fund were paid to the ALA Archives. More expenses will be incurred after ALA Annual Conference.

SUSTAINRT 620

Total Revenues YTD Budgeted/ Actual/ Remaining \$2,467/ \$3,982/ \$-282

Total Expenses TYD Budgeted/ Actual/ Remaining \$2,447/ \$539/\$3,131

Net Revenue (Expense) Budgeted/ Actual/ Variance \$20/ \$3,443/\$3,413

SustainRT is ahead on dues. They have not spent much money; however, you will see a change when expenses from ALA Annual Conference and awards are expensed.