

***Results of Operations***  
***April – FY 2014 Financials***

***2013-14 EBD #14.11***  
***2013-14 BARC #5.5***

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## April - FY 2014 Executive Summary

The April 2014 financial results represent eight months of activity, which were electronically issued to unit managers on May 20, 2014. This commentary highlights actual revenue and expense results as compared to the approved budget including highlights of key financial indicators.

The AED, Finance, with the assistance of the Controller, coordinates a summary of key highlights and report to the Executive Director and the Senior Management Group. The following financial summaries highlight variances against budget as well as year-to-date comparison of key indicators.

### I A. TOTAL ALA (ALL COMBINED FUNDS) Statement of Revenues and Expenses April 30, 2014

<b>TOTAL ALA (ALL COMBINED FUNDS)</b>	<b>Year-To-Date Actual April 30, 2014</b>	<b>Year-To-Date Budget April 30, 2014</b>	<b>Year-To-Date Variance April 30, 2014</b>	<b>Prior Year Actual April 30, 2013</b>	<b>Change FY14-FY13</b>
<b>Total Revenue</b>	31,166,902	32,428,253	(1,261,351)	29,366,892	1,800,010
<b>Total Expenses</b>	30,043,129	33,034,704	2,991,575	30,879,130	(836,001)
<b>Net Rev(Exp)</b>	1,123,773	(606,451)	1,730,224	(1,512,238)	2,636,011

#### Revenue

Total ALA revenue is \$1,261,351 less than FY14 year-to-date budget, \$1,800,010 more than April 2013.

#### Expenses

Total ALA expenses are \$2,991,575 less than year-to-date budget, \$836,001 less than April 2013.

#### Net Revenue and Expenses from Operations

Net Revenue at April 2014 is \$1,123,773 which is \$1,730,224 better than budget, \$2,636,011 better than April 2013 due to two National Conferences in FY14. Net revenues from operations excludes the Technology Reserve expenses of \$238,419 and net realized and unrealized gain of \$3,062,440 from investments.

**American Library Association**  
**Statement of Revenues and Expenses - Total ALA**  
**FORTHEPERIODENDING April 2014**

Schedule 1

	YTD	YTD	YTD	Variance	Variance	Annual Budget	Annual Projection	% Change
	Prior Year Actual	Actual	Budget		%			From
								Projection
<b>REVENUES</b>								
General Fund	15,385,166	15,719,344	16,856,781	-1,137,437	-7 %	28,821,439	27,668,089	43 %
Divisions	9,239,624	11,516,923	11,348,624	168,299	1 %	15,501,021	14,673,925	22 %
Round Tables	218,100	219,654	234,702	-15,048	-6 %	395,020	85,547	-157 %
Plant Fund				0	0 %			0 %
Grants and Awards (Restricted Fund)	4,073,894	3,045,841	3,293,580	-247,739	-8 %	4,853,993	2,504,669	-22 %
Longterm Investment Fund (Endowment Fund)	450,109	665,140	694,566	-29,426	-4 %	1,041,941	209,180	-218 %
<b>Total Revenues</b>	<b>29,366,892</b>	<b>31,166,902</b>	<b>32,428,253</b>	<b>-1,261,351</b>	<b>-4 %</b>	<b>50,613,414</b>	<b>45,141,411</b>	<b>31 %</b>
<b>EXPENSES</b>								
General Fund	17,605,385	16,563,759	17,832,134	1,268,375	7 %	28,821,439	27,508,421	40 %
Divisions	8,873,556	10,152,648	11,184,618	1,031,970	9 %	16,003,532	14,772,627	31 %
Round Tables	82,269	42,789	182,959	140,170	77 %	334,753	77,607	45 %
Plant Fund	0	-0	0	0	100 %	0	0	100 %
Grants and Awards (Restricted Fund)	4,073,894	3,045,841	3,293,580	247,739	8 %	4,853,993	2,594,633	-17 %
Long Term Investment (Endowment Fund)	244,026	238,094	541,413	303,319	56 %	890,232	450,639	47 %
<b>Total Expense</b>	<b>30,879,130</b>	<b>30,043,129</b>	<b>33,034,704</b>	<b>2,991,575</b>	<b>9 %</b>	<b>50,903,949</b>	<b>45,403,927</b>	<b>34 %</b>
<b>Excess of Revenues Over Expenses</b>	<b>-1,512,237</b>	<b>1,123,773</b>	<b>-606,451</b>	<b>1,730,224</b>	<b>285 %</b>	<b>-290,535</b>	<b>-262,517</b>	<b>-528 %</b>
2010 Initiatives	21,996			0	0 %			0 %
Post-Retirement Benefits				0	0 %			0 %
Technology Reserve	221,817	238,419	227,356	-11,063	-5 %	341,068	350,000	32 %
Impairment Good Will				0	0 %			0 %
Net Realized/Unrealized Gains - Bond Fund	-35,593	109,263		109,263	0 %			0 %
Net Realized/Unrealized Gains - LT Investments	2,587,556	2,871,497		2,871,497	100 %	99,387		0 %
Net Contributions/Withdrawals-LT Investments	47,437	81,680	1,548	80,132	5,176 %	7,570	85,609	5 %
<b>Net Revenues - Total ALA</b>	<b>843,350</b>	<b>3,947,794</b>	<b>-832,259</b>	<b>4,780,053</b>	<b>574 %</b>	<b>-524,646</b>	<b>-526,908</b>	<b>-849 %</b>

**I A. TOTAL ALA (ALL COMBINED FUNDS)**  
**Statement of Revenues and Expenses**  
**April 30, 2014**

<b>REVENUES BY FUND</b>	<b>Year-To-Date Actual April 30, 2014</b>	<b>Year-To-Date Budget April 30, 2014</b>	<b>Year-To-Date Variance April 30, 2014</b>	<b>Prior Year Actual April 30, 2013</b>	<b>Change FY14-FY13</b>
<b>General Fund</b>	15,719,344	16,856,781	(1,137,437)	15,385,166	334,178
<b>Division</b>	11,516,923	11,348,624	168,299	9,239,624	2,277,299
<b>Round Table</b>	219,654	234,702	(15,048)	218,100	1,554
<b>Grants and Awards</b>	3,045,841	3,293,580	(247,739)	4,073,894	(1,028,053)
<b>Long-Term Investment</b>	665,140	694,566	(29,426)	450,109	215,031
<b>Total</b>	<b>31,166,902</b>	<b>32,428,253</b>	<b>(1,261,351)</b>	<b>29,366,892</b>	<b>1,800,010</b>

**General Fund**

The General Fund revenue is \$1,137,437 less than budget due primarily to lower Editions, Graphics, Dues revenue, and Royalty revenue, offset by higher Booklist and American Libraries advertising revenue.

**Division**

Division revenue is \$168,299 more than budget due to strong ALSC Seals sales revenue, PLA National Conference revenue, offset by lower ACRL Dues and Books sales.

PLA generated \$3,165,766 and AASL generated \$1,243,146 in Meetings and Conference revenue in FY14.

**Grants and Awards**

Revenues and expenses are \$247,739 less than the budget due to timing of several grants.

Grants and Awards generated \$1,028,053 less than the FY2013 actual to date due to completion of several grants.

**Long-Term Investment**

Investment interest and dividends income is \$29,426 less than budget, \$215,031 more than April 2013 due to higher investment balance.

**I A TOTAL ALA (ALL COMBINED FUNDS)**  
**Statement of Revenues and Expenses**  
**April 30, 2014**

<b>EXPENSES BY FUND</b>	<b>Year-To-Date Actual April 30, 2014</b>	<b>Year-To-Date Budget April 30, 2014</b>	<b>Year-To-Date Variance April 30, 2014</b>	<b>Prior Year Actual April 30, 2013</b>	<b>Change FY14-FY13</b>	<b>Change FY14-FY13</b>
<b>General Fund</b>	16,563,759	17,832,134	1,268,375	7.1%	17,605,385	(1,041,626)
<b>Division</b>	10,152,648	11,184,618	1,031,970	9.2%	8,873,556	1,279,092
<b>Round Table</b>	42,789	182,959	140,170	76.6%	82,269	(39,480)
<b>Grants and Awards</b>	3,045,841	3,293,580	247,739	7.5%	4,073,894	(1,028,053)
<b>Long-Term Investment</b>	238,094	541,413	303,319	56.0%	244,026	(5,932)
<b>Total</b>	<b>30,043,129</b>	<b>33,034,704</b>	<b>2,991,575</b>	<b>9.1%</b>	<b>30,879,130</b>	<b>(836,001)</b>

**Total ALA (All Combined Funds)**

**General Fund**

The General Fund expenses are \$1,268,375 less than budget.

Publication related expenses are \$467,089 less than budget of which Editions spent less on lower projected sales, lower payroll related expenses, outside services expenses, and operating expenses.

Professional service fee is \$165,395 less than budget, postage expense is \$189,972 less than budget, depreciation expense is \$245,225 less than budget, audit fee is \$62,667 less than budget, and bank fee is \$199,827 more than budget.

**Division Fund**

Divisions are \$1,031,970 lower than budget mainly due lower payroll related expenses, publication related, entertainment expenses, and operating expenses.

**Long-Term Investment**

Long-Term Investment is \$303,319 less than budget due to timing of awards disbursement.

**I B. TOTAL ALA  
STATEMENT OF FINANCIAL POSITION  
April 30, 2014**

<b>TOTAL ALA</b>	<b>April 2014</b>	<b>April 2013</b>	<b>Change</b>	<b>Change %</b>
<b>Total Assets</b>	\$80,391,478	\$78,679,490	\$1,711,988	2.2%
<b>Total Liabilities</b>	\$45,618,756	\$47,230,294	(\$1,611,538)	-3.4%
<b>Net Assets</b>	\$34,772,722	\$31,449,196	\$3,323,526	10.6%

**Total Assets**

Total assets are \$1,711,988 higher than April 2013 due to higher value of the Long-Term investment, greater cash on hand, offset by the write down of Goodwill, Intangible Assets, and Capital Lease reclassification.

**Total Liabilities**

**(Includes current and non-current obligations)**

Total liabilities are \$1,611,538 less than April 2013 due to lower deferred conference revenue, lower long-term debt, and lower trade accounts payable.

**Net Asset Balance**

Total ALA Net Asset Balance is \$3,323,526 more than April 2013, totaling \$34,772,722.

**I B. TOTAL ALA  
STATEMENT OF FINANCIAL POSITION  
April 30, 2014**

<b>ASSETS</b>	<b>April 2014</b>	<b>April 2013</b>	<b>Change</b>	<b>Change %</b>
<b>Cash</b>	5,454,670	2,957,629	2,497,041	84.4%
<b>Short-Term Investment</b>	14,024,650	14,026,053	(1,403)	0.0%
<b>Accounts Receivable, Net</b>	3,182,466	3,128,031	54,435	1.7%
<b>Grants Receivable</b>	508,373	701,210	(192,837)	-27.5%
<b>Inventories, Net</b>	1,912,513	1,867,362	45,151	2.4%
<b>Prepays</b>	5,258,858	7,277,034	(2,018,176)	-27.7%
<b>Fixed Assets, Net</b>	12,657,954	13,451,578	(793,624)	-5.9%
<b>Long-Term Investment</b>	37,393,365	35,271,966	2,121,399	6.0%
<b>Total Assets</b>	<b>80,391,478</b>	<b>78,679,490</b>	<b>1,711,988</b>	<b>2.2%</b>

**Cash - Includes all ALA operating cash accounts**

Cash is \$2,497,041 higher compared to last year due to the two division conferences this year.

**Short-Term Investment**

The investment balance at April 2014 is \$14,024,650, \$14,026,053 at April 2013.

Total interest income earned is \$210,019 as of April 2014, and \$221,915 as of April 2013.

The Short-Term investment has a net of \$110,494 in realized/unrealized gain to date.

**Accounts Receivable, Net:**

**Trade Accounts Receivables and Miscellaneous receivables, net of reserves for bad debts.**

Net Accounts Receivable increased by \$54,435 due to timing of returned checks.

Total trade receivables increased by \$57,064 from \$3,365,708 to \$3,422,772.

### **Grants Receivable**

Grants Receivables are created where expenditures are incurred and exceeded the timing of receipts.

### **Inventories, Net**

**Purchased items on hand to be sold net of reserves-includes books and graphics.**

Net inventories increased by \$45,151 from \$1,867,362 to \$1,912,513.

The total reserves for bad debt increased by \$113,202.

### **Prepaid Expenses**

**Paid goods and services prior to the actual rendering of services and goods received, Goodwill and Intangible Assets.**

Prepays are lower compared to last year due to the write down of Goodwill and Intangible Assets, and amortization of Intangible Assets. The analysis of Goodwill and Intangible Assets has resulted \$500,000 write down of Goodwill from \$2,326,567 to \$1,826,567 and \$380,000 write down of Intangible Assets from \$4,250,000 to \$3,870,000.

The cumulative amortization expense of Intangible Assets is \$1,405,080.

### **Fixed Assets**

**Tangible assets used in business to be expensed over its useful life.**

Fixed Assets are lower than last year due to Capital Lease reclassification.

### **Long-Term Investment**

The Long-Term Investment increased by \$2,121,399 from \$35,271,966 at April 2013 to \$37,393,365 at April 2014 due strong market. The year-to-date interest earned on the Long-Term Investment is \$973,706.

The Endowment Fund has combined realized/unrealized gain of \$2,871,497 as of April 2014.



**I B. TOTAL ALA  
STATEMENT OF FINANCIAL POSITION  
April 30, 2014**

<b>LIABILITIES</b>	<b>April 2014</b>	<b>April 2013</b>	<b>Change</b>	<b>Change %</b>
<b>Current Portion, L-T Debt</b>	743,469	647,500	95,969	14.8%
<b>Accounts Payable</b>	2,256,544	2,837,957	(581,413)	-20.5%
<b>Accrued Payroll</b>	17,757,340	17,647,143	110,197	0.6%
<b>Deferred Membership</b>	4,635,829	4,738,816	(102,987)	-2.2%
<b>Deferred Subscriptions</b>	2,615,684	2,622,720	(7,036)	-0.3%
<b>Deferred Conferences</b>	5,403,532	6,156,834	(753,302)	-12.2%
<b>Grants and Awards</b>	3,165,093	2,552,694	612,399	24.0%
<b>Long-Term Debts</b>	9,041,266	10,026,630	(985,364)	-9.8%
<b>Total Liabilities</b>	<b>45,618,756</b>	<b>47,230,294</b>	<b>(1,611,538)</b>	<b>-3.4%</b>
<b>FUND BALANCE</b>	<b>34,772,722</b>	<b>31,449,196</b>	<b>3,323,526</b>	<b>10.6%</b>
<b>TOTAL LIAB./FUND BAL</b>	<b>80,391,478</b>	<b>78,679,490</b>	<b>1,711,988</b>	<b>2.2%</b>

**Current Portion of Long-Term Debts**

Includes current portion of JPMorgan Chase and Capital Lease payment.

**Accounts Payable**

There was a \$500,000 draw on the line of credit at April 2013 and \$100,000 Booklist refund was written off in FY13.

**Deferred Membership**

Money received in advance for membership to be recognized as revenue over time. This is a liability until earned.

**Deferred Subscription**

Money received in advance for subscription service to be recognized as revenue over subscription period. This is a liability until earned.

**Deferred Conference Revenue**

Money received in advance and to be recognized as revenue when the event takes place. This is a liability until event takes place. PLA deferred revenue at April 2013 was \$520,912 and generated \$3,165,766 in meetings and conferences revenue.

**Grants and Awards**

Grants deferred revenues are created when Grant receipts exceed the timing of Grant expenditures. Deferred revenue for Grants is \$612,399 higher than April 30, 2013.

**Long-Term Debts**

The Association has obtained a term loan from JP Morgan Chase in the amount of \$10,100,000 on July 2, 2012. The loan is to support the acquisition of Neal-Schuman Publishers, Inc., to refinance the Washington D.C. office series 2006 Bonds, refinance a term loan related to a commercial condo office in Connecticut, to fund a swap termination payment, and to fund certain costs of issuance. Schedule of principal payment and amortization schedule is attached. The first principal payment was made on July 1, 2013 in the amount of \$647,500. The next payment is due on July 1, 2014.

**American Library Association**  
**Statement of Revenues and Expenses - General Fund**  
**FORTHEPERIODENDING April 2014**

	YTD Prior Year Actual	YTD Actual	YTD Budget	Variance	Variance %	Annual Budget	Annual Projection	% Change from Projection
<b>REVENUES:</b>								
Publishing Services	8,446,137	8,537,581	9,408,369	-870,788	-9 %	13,732,093	13,012,371	34 %
Member Program & Services	2,667,370	2,868,453	2,964,495	-96,042	-3 %	8,222,614	8,072,217	64 %
Communications	3,721,762	3,734,656	3,852,269	-117,613	-3 %	5,787,531	5,642,569	34 %
Interest Income	451,149	466,429	559,283	-92,854	-17 %	840,539	740,000	37 %
Mail List Sales / Misc.	91,796	92,457	72,365	20,092	28 %	180,912	180,912	49 %
Executive Office	6,952	19,768	0	19,768	100 %	57,750	20,020	1 %
<b>TOTAL REVENUES</b>	<b>15,385,166</b>	<b>15,719,344</b>	<b>16,856,781</b>	<b>-1,137,437</b>	<b>-7 %</b>	<b>28,821,439</b>	<b>27,668,089</b>	<b>43 %</b>
<b>EXPENSES:</b>								
Publishing Services	8,424,016	7,866,951	8,618,369	751,418	9 %	12,791,919	12,072,197	35 %
Member Program & Services	5,827,365	5,705,185	6,062,107	356,922	6 %	11,621,582	11,309,270	50 %
Communications	1,887,125	1,938,764	1,950,196	11,432	1 %	2,868,325	2,943,101	34 %
Executive Office	2,841,777	2,718,822	2,871,737	152,915	5 %	4,321,386	4,232,204	36 %
Finance, Accounting & Staff Support Services	1,228,630	1,228,161	1,200,803	-27,358	-2 %	1,788,305	1,764,063	30 %
Overhead Recovered	-3,356,035	-3,511,039	-3,915,500	-404,461	-10 %	-6,136,743	-5,742,178	-39 %
Post Retire	0	0	0	0	0 %	0	0	0 %
General Administration	752,507	616,914	1,044,422	427,508	41 %	1,566,665	929,764	34 %
<b>TOTAL OPERATING EXPENSES</b>	<b>17,605,385</b>	<b>16,563,759</b>	<b>17,832,134</b>	<b>1,268,375</b>	<b>7 %</b>	<b>28,821,439</b>	<b>27,508,421</b>	<b>40 %</b>
<b>OPERATING NET REVENUES</b>	<b>-2,220,220</b>	<b>-844,414</b>	<b>-975,353</b>	<b>130,939</b>	<b>13 %</b>	<b>0</b>	<b>159,668</b>	<b>629 %</b>
<b>NON-OPERATING ACTIVITIES</b>								
Post Retirement Benefits	0	0	0	0	0 %	0	0	100 %
Strategic Initiatives	21,996	0	0	0	0 %	0	0	0 %
Impairment Goodwill	0	0	0	0	0 %			0 %
Technology Reserve	221,817	238,419	227,356	-11,063	-5 %	341,068	350,000	0 %
<b>Net Unrealized Gains/Losses</b>	<b>-35,593</b>	<b>109,263</b>	<b>0</b>	<b>-109,263</b>	<b>-100 %</b>	<b>0</b>	<b>0</b>	<b>100 %</b>
<b>TOTAL NON-OPERATING ACTIVITIES</b>	<b>279,406</b>	<b>129,156</b>	<b>227,356</b>	<b>98,200</b>	<b>43 %</b>	<b>341,068</b>	<b>350,000</b>	<b>-31 %</b>
				0				
<b>EXCESS REVENUES OVER EXPENSES</b>	<b>-2,499,625</b>	<b>-973,570</b>	<b>-1,202,709</b>	<b>229,139</b>	<b>19 %</b>	<b>-341,068</b>	<b>-190,332</b>	<b>0 %</b>

**II A General Fund  
Statement of Revenues and Expenses by Department  
April 2014**

<b>REVENUES</b>	<b>Year-To-Date Actual</b>	<b>Year-To-Date Budget</b>	<b>Year-To-Date Variance</b>	<b>Variance %</b>	<b>Prior Year Actual</b>	<b>Change FY14-FY13</b>
<b>Publishing Services</b>	8,537,581	9,408,369	(870,788)	-9.3%	8,446,137	91,444
<b>Member Programs &amp; Services</b>	2,868,453	2,964,495	(96,042)	-3.2%	2,667,370	201,083
<b>Communications</b>	3,734,656	3,852,269	(117,613)	-3.1%	3,721,762	12,894
<b>Interest Income</b>	466,429	559,283	(92,854)	-16.6%	451,149	15,280
<b>Mail List Sales</b>	92,457	72,365	20,092	27.8%	91,796	661
<b>Executive Office</b>	19,768	0	19,768	100.0%	6,952	12,816
<b>Total Revenues</b>	<b>15,719,344</b>	<b>16,856,781</b>	<b>(1,137,437)</b>	<b>-6.7%</b>	<b>15,385,166</b>	<b>334,178</b>

**Total General Fund**

Total General Fund revenues are \$1,137,437 less than budget, \$334,178 higher compared to April 2013.

**Publishing**

Publishing department includes ALA Editions, ALA TechSource, Neal Schuman, Booklist, American Libraries, RDA, and Graphics. Publishing revenues are \$870,788 less than budget due primarily to lower ALA Editions, Online sales, and Graphics sales, offset by strong RDA subscription revenue, and Booklist Advertising revenue. Publishing net revenue at April 2014 is \$119,370 less than budget, but \$648,509 better than April 2013.

**MPS**

MPS includes Conference Services, Office for Human Resources Development, OLOS, OIF, OA, and Diversity&OLOS. Revenue is \$96,042 lower than budget due to lower MW14 Exhibit booth sales.

**Communications:**

Communications includes Communications, AED, Library, ORS, IRO, PIO, Public Programs, Office for Library Advocacy, Membership Services, and Chapter Relations/Member Development. Revenue is \$117,613 less than budget due to lower dues income.

**Interest income**

Interest income is \$92,854 lower than budget, \$15,280 higher than April 2013.

**Executive Office**

Executive Office includes Executive Board, Washington Office, Office of Information Technology, and OGR.

**II A General Fund  
Statement of Revenues and Expenses by Department  
April 2014**

<b>EXPENSES</b>	<b>Year-To-Date Actual</b>	<b>Year-To-Date Budget</b>	<b>Year-To-Date Variance</b>	<b>Variance %</b>	<b>Prior Year Actual</b>	<b>Change FY14-FY13</b>
<b>Publishing Services</b>	7,866,951	8,618,369	751,418	8.7%	8,424,016	(557,065)
<b>Member Program and Services</b>	5,705,185	6,062,107	356,922	5.9%	5,827,365	(122,180)
<b>Communications</b>	1,938,764	1,950,196	11,432	0.6%	1,887,125	51,639
<b>Executive Office</b>	2,718,822	2,871,737	152,915	5.3%	2,841,777	(122,955)
<b>Finance/Accounting/Staff Supp</b>	1,228,161	1,200,803	(27,358)	-2.3%	1,228,630	(469)
<b>Overhead Recovered</b>	(3,511,039)	(3,915,500)	(404,461)	10.3%	(3,356,035)	(155,004)
<b>General Administration</b>	616,914	1,044,422	427,508	40.9%	752,507	(135,593)
<b>Total Expenses</b>	<b>16,563,759</b>	<b>17,832,134</b>	<b>1,268,375</b>	<b>7.1%</b>	<b>17,605,385</b>	<b>(1,041,626)</b>
<b>Operating Net Revenue</b>	<b>(844,415)</b>	<b>(975,353)</b>	<b>130,938</b>	<b>13.4%</b>	<b>(2,220,219)</b>	<b>1,375,804</b>

**Total General Fund**

Total expenses are \$1,268,375 less than budget, \$1,041,626 less than April 2013.

**Publishing**

Publishing expenses are \$751,418 less than budget due to lower payroll expense, publication expenses, postage expense, and amortization expense.

**MPS**

MPS is \$356,922 less than budget, mainly due to lower ITTS and Diversity expenses. ITTS depreciation expense is \$137,844 less than budget and salary expense for Diversity is \$120,991 less than budget.

**Executive Office**

Executive Office includes Standing Committees, Executive Board, Executive Office, Development office, Office, Washington Office, OITP, OGR, ALA Awards, and Human Resources.

**Overhead Recovered**

Overhead recovered is \$404,461 less than budget due to lower revenues.

**Operating Net Revenue**

The expenses exceed revenue by \$844,415 compared to the budget year-to-date of expenses to exceed revenue by \$975,353, which results in a \$130,938 variance.

**II B General Fund  
Statement of Revenues and Expenses by Activity  
April 2014**

<b>REVENUES</b>	<b>Year-To-Date Actual</b>	<b>Year-To-Date Budget</b>	<b>Year-To-Date Variance</b>	<b>Variance %</b>	<b>Prior Year Actual</b>	<b>Change FY14-FY13</b>
<b>Dues</b>	3,666,219	3,864,394	(198,175)	-5.1%	3,729,864	(63,645)
<b>Sales of Materials-Net</b>	3,495,574	4,245,795	(750,221)	-17.7%	3,503,567	(7,993)
<b>Other Book Sales</b>	184,470	481,079	(296,609)	-61.7%	196,253	(11,783)
<b>Subscriptions</b>	2,030,401	1,986,928	43,473	2.2%	1,793,506	236,895
<b>Advertising</b>	2,854,197	2,532,617	321,580	12.7%	2,872,688	(18,491)
<b>Meetings and Conferences</b>	2,211,004	2,270,900	(59,896)	-2.6%	2,034,371	176,633
<b>Grants and Awards</b>	0	1,848	(1,848)	-100.0%	0	0
<b>Misc. Revenue</b>	1,277,480	1,473,220	(195,740)	-13.3%	1,254,918	22,562
<b>Total Revenues</b>	<b>15,719,344</b>	<b>16,856,781</b>	<b>(1,137,437)</b>	<b>-6.7%</b>	<b>15,385,166</b>	<b>334,178</b>

**Dues**

**Includes personal, organizational, special, life members, and continuing members.**

Total Dues income is \$198,175 less than budget, \$63,645 less than April 2013. Personal dues income is \$2,831,046 which is \$123,954 less than budget. Organizational dues are \$750,900, which is \$57,100 less than budget.

Total number of personal members are 54,592.

**Sales of Materials-Net and Other Sales**

**Includes books, pamphlets, online sales, mail lists, ALA store, and miscellaneous sales at net of returns.**

Total sales of materials-net is \$750,221 less than budget.

Sales of books(net of returns) in total ALA Editions is \$2,741,081, which is \$878,470 less than budget.

Sales of Neal-Schuman titles(net of returns) is \$1,019,997, which is \$487,319 less than budget.

Graphic sales are \$681,798, which is \$164,420 less than budget.

**Advertising**

**Includes Gross and Classified advertising revenue at net of commissions for all General Fund units.**

Editions is \$96,013 more than budget, Booklist is \$131,846 more than budget, American Libraries is \$47,193 more than budget.

**Meetings and Conferences**

**Includes Registrations fees, Exhibit space rentals, and Meal functions for all General Fund units.**

**Miscellaneous Revenue**

**Miscellaneous income includes donations, interest/dividends, royalties, and miscellaneous fees.**

Booklist royalty revenue is \$108,996 less than budget. Interest income is \$92,854 less than budget.

Interest income includes a 5% draw from the Endowment, totaling \$298,932 as of April 2014.

**II B General Fund**  
**Statement of Revenues and Expenses by Activity**  
**April 2014**

<b>EXPENSES</b>	<b>Year-To-Date Actual</b>	<b>Year-To-Date Budget</b>	<b>Year-To-Date Variance</b>	<b>Variance %</b>	<b>Prior Year Actual</b>	<b>Change FY14-FY13</b>
<b>Payroll and Related</b>	9,172,019	9,276,770	104,751	1.1%	9,626,917	(454,898)
<b>Outside Services</b>	2,177,728	2,388,490	210,762	8.8%	2,184,131	(6,403)
<b>Travel and Related</b>	542,279	566,357	24,078	4.3%	597,634	(55,355)
<b>Meetings and Conferences</b>	1,368,784	1,295,730	(73,054)	-5.6%	1,282,908	85,876
<b>Publication Related</b>	1,670,281	2,137,370	467,089	21.9%	1,817,049	(146,768)
<b>Operating Expenses</b>	3,120,250	3,726,369	606,119	16.3%	3,286,948	(166,698)
<b>Total IUTs</b>	(729,243)	(804,931)	(75,688)	9.4%	(721,635)	(7,608)
<b>Total Expenses (1)</b>	<b>17,322,097</b>	<b>18,586,155</b>	<b>1,264,058</b>	<b>6.8%</b>	<b>18,073,952</b>	<b>(751,855)</b>
<b>Contrib Margin bef OH/Tax</b>	<b>(1,602,753)</b>	<b>(1,729,374)</b>	<b>(126,621)</b>	<b>7.3%</b>	<b>(2,688,786)</b>	<b>1,086,033</b>

**Salaries - General Fund**

General Fund salaries through April are \$6,808,026, which is \$354,774 less than budget. This is \$183,473 less than the than the total years 5% salary attrition budget of \$538,247. The temporary help is over budget by \$65,228, and overtime under budget by \$12,602. Salary savings including temporary help and overtime is \$236,099 less than the total year attrition budget.

**April 2014**

Projected salary savings	
5.0% attrition (FY2014)	538,247
YTD Budget - Salaries	7,162,800
YTD Actual - Salaries	6,808,026
Salary Savings To Date	354,774
Salary Savings less Attrition	(183,473)
YTD Budget - Temporary Help	70,512
YTD Actual - Temporary Help	135,740
Temporary Help Savings	(65,228)
YTD Budget - Overtime	38,508
YTD Actual - Overtime	25,906
Overtime Savings	12,602
Salary savings required	(236,099)

**Outside Services**

Outside services are \$210,762 less than budget due to lower repairs and maintenance, temporary employees, professional fees, audit fees, offset by higher bank fees. Bank fees are \$139,649 more than budget.

**Publication Related**

The publication expenses are \$467,089 less than budget of which Editions spent less on lower projected sales.

**Operating Expenses**

Operating expenses are \$606,119 less than budget. The major expense savings are:

Postage: \$189,972

Depreciation: \$245,225

Office supplies: \$57,199

**Net Revenue**

	FY 2014 April Actual	FY2014 YTD Budget	Variance
Contribution Margin	(1,602,753)	(1,729,374)	(126,621)
IUT- General Overhead	(1,760,414)	(1,765,087)	(4,673)
Total Expenses before Allocations	157,661	35,713	(121,948)
IUT Allocations	1,240,494	1,238,422	(2,072)
Total Expenses from Operations (1)	(362,259)	(490,952)	(128,693)
<b>Net Revenue/(Expenses)</b>	<b>(1,082,833)</b>	<b>(1,202,709)</b>	<b>(119,876)</b>

(1) Includes \$238,419 related to technology reserve expenses



**AMERICAN LIBRARY ASSOCIATION**  
**Publishing Supporting Statement of Revenues and Expenses**  
**For the Period Ending April 2014**

Schedule 3

	YTD Prior Year Actual	YTD Actual	YTD Budget	Variance	Variance %	Annual Budget	Annual Projection	% Change From Proj
<b>REVENUES</b>								
ALA EDITIONS\TECHSRCE	3,128,336	3,014,054	3,815,351	-801,297	-21 %	5,465,647	4,680,675	36 %
BOOKLIST	3,605,564	3,642,997	3,640,040	2,957	0 %	5,131,276	5,124,463	29 %
AMERICAN LIBRARIES	551,690	546,923	493,464	53,459	11 %	771,720	779,224	30 %
ALA DIGITAL REF	403,404	651,559	613,296	38,263	6 %	1,177,182	1,241,741	48 %
ALA GRAPHICS	757,143	682,048	846,218	-164,170	-19 %	1,186,268	1,186,268	43 %
<b>TOTAL REVENUES</b>	<b>8,446,137</b>	<b>8,537,581</b>	<b>9,408,369</b>	<b>-870,788</b>	<b>-9 %</b>	<b>13,732,093</b>	<b>13,012,371</b>	<b>34 %</b>
<b>EXPENSES</b>								
PUBLISHING/AED	0	16,412	-4,967	-21,379	-430 %	-72,597	-45,682	-136 %
ALA EDITIONS\TECHSRCE	3,600,836	3,332,973	3,879,838	546,865	14 %	5,699,159	5,078,485	34 %
BOOKLIST	2,613,027	2,505,240	2,619,269	114,029	4 %	3,896,089	3,918,665	36 %
AMERICAN LIBRARIES	766,431	772,609	823,978	51,369	6 %	1,271,524	1,318,360	41 %
AMERICAN LIBRARIES	-214,741	-225,686	-330,514	-104,828	-32 %	-499,804	-539,136	-58 %
ALA DIGITAL REF	912,856	906,572	872,532	-34,040	-4 %	1,407,395	1,386,485	35 %
ALA GRAPHICS	745,608	558,831	758,233	199,402	26 %	1,090,153	955,020	41 %
PRODUCTION SERVICE	0	0	0	0	0 %	0	0	0 %
<b>TOTAL EXPENSES</b>	<b>8,424,016</b>	<b>7,866,951</b>	<b>8,618,369</b>	<b>751,418</b>	<b>9 %</b>	<b>12,791,919</b>	<b>12,072,197</b>	<b>35 %</b>
<b>NET REVENUE</b>								
PUBLISHING MARKETING	0	0	0	0	0 %	0	0	0 %
PUBLISHING/AED	0	-16,412	4,967	-21,379	-430 %	72,597	45,682	136 %
ALA EDITIONS\TECHSRCE	-472,500	-318,919	-64,487	-254,432	-395 %	-233,512	-397,810	-20 %
BOOKLIST	992,538	1,137,757	1,020,771	116,986	11 %	1,235,187	1,205,798	6 %
AMERICAN LIBRARIES	-0	0	0	0	100 %	0	0	-100 %
ALA DIGITAL REF	-509,452	-255,012	-259,236	4,224	2 %	-230,213	-144,744	76 %
ALA GRAPHICS	11,535	123,217	87,985	35,232	40 %	96,115	231,248	47 %
<b>TOTAL NET REVENUES</b>	<b>22,121</b>	<b>670,630</b>	<b>790,000</b>	<b>-119,370</b>	<b>-15 %</b>	<b>940,174</b>	<b>940,174</b>	<b>29 %</b>

**STATEMENT OF REVENUES AND EXPENSES – PUBLISHING**  
**APRIL FY14 COMMENTARY**

**Department Summary** Total Revenues for the Department are \$870,788 less than budget. Total Expenses are \$645,483 less than budget. Net Revenues are \$119,370 less than budget. Net Revenues for ALA Editions are \$324,860 less than budget. Net Revenues for Neal-Schuman are \$17,091 less than budget. Net Revenues for Huron Street Press are \$9,026 more than budget, although budget is a loss of \$84,608. Net Revenues for ALA TechSource are \$79,314 more than budget. Net Revenues for Booklist Publications are \$116,986 more than budget. The Subscription Equivalent for American Libraries is \$104,828 better than budget. Net Revenues for ALA Digital Reference, where RDA resides, are \$4,224 more than budget. Guide to Reference \$50,376 less than budget, RDA is \$54,600 better than budget. Production Services is \$39,690 behind budget in its expense recovery. Net Revenues for ALA Graphics are \$35,232 more than budget.

Because parts of the budget were so off-base at the time the budgets were prepared at the beginning of the calendar year, a simpler indicator of year-end prospects might be a comparison to FY13 actual. This is mainly because upsides in some units are offsetting downsides in others. However, the details of those offsets are hard to describe simply and clearly, whereas the bottom line of the budget for the department captures all those complicated variances and is easier to grasp. For example, to make budget for the year, Net Revenues for the Department need to be 110% more than FY13 actual. Year-to-date, Net Revenues for the Department are \$670,630. Last year at this time Net Revenues were \$22,121. The difference between the two is \$648,509, which is an increase of 2932%.

Net Revenues for the book publishing units (ALA Editions -ALA Neal-Schuman-HSP-ALA TechSource) are 37% higher than last year. Net Revenues for Booklist are 15% higher than last year. Net Revenues for Guide to Reference are 17% higher than last year. Net Revenues for RDA are 56% higher than last year. Net Revenues for ALA Graphics are 967% higher than last year.

**ALA Editions**

Total Revenues are \$468,524 less than budget because the unit sales expectations were too optimistic in light of ongoing economic pressures on libraries. The year is picking up as delayed titles get published. The year is forecast to be about \$322,000 less than budget and about \$61,000 more than mid-year projection. Direct Expenses are \$30,282 less than budget. Additional expense savings will develop as a result of lower manufacturing and order fulfillment costs associated with the shortfall in sales. General Overhead expenses are \$113,382 less than budget. Net Revenues are \$324,860 less than budget. Yearend Net Revenues are forecast to be about \$232,700 less than budget and about \$43,000 less than projection.

ALA Neal-Schuman	Total Revenues are \$422,063 less than budget for the same reasons as ALA Editions: The expectations were too optimistic in light of ongoing economic pressures on libraries. Text book sales were off budget as well. Yearend Total Revenues are projected to be about \$320,000 less than budget and about \$158,769 more than projection. Direct Expenses are \$302,832 less than budget mainly because of sales-related expenses such as order processing and fulfillment. In addition, expense processing across the two imprints was not consistent with the budgets resulting in expenses for one imprint being charged to the other. Net Revenues are projected to be about \$128,000 less than budget.
Huron Street Press	Total Revenues are \$5,019 more than budget. Total Direct Expenses are \$5,220 less than budget. General Overhead expenses are \$1,214 more than budget. Net Revenues are \$9,026 better than budget, but the unit is budgeted for a loss of \$84,608 year to date. Total Revenues are forecast to be \$5,437 less than budget and \$534 more than projection. Net Revenues are budgeted to be a loss of \$123,305. The forecast is that the loss will be \$31,628, which will be \$91,377 better than budget and \$43,141 better than projection. Now in its third year, Huron Street Press continues to show a loss because unit sales have not reached or exceeded their breakeven points. At this point, operations in Huron Street Press are being suspended to minimize further losses.
ALA TechSource	Total Revenues are \$84,270 more than budget mainly because of the ongoing success of webinars and e-courses. Print subscriptions are \$16,516 less than budget but still expected to end the year with more than \$200,000 in revenues. Total Direct Expenses are \$15,438 less than budget. General Overhead Expenses are \$20,394 more than budget because they are taken as a percent of sales, which are more than budget. Net Revenues are \$79,314 more than budget and are expected to end the year \$135,660 more than budget..
Booklist Publications	Total Revenues for Booklist Publications are \$2,957 more than budget, though that will improve once timing differences for royalties (licensing revenue) are resolved. Gross advertising is \$146,034 more than budget; Advertising for electronic products continues to lead the way, in part because of Booklist webinars but especially because of Booklist Delivers e-blasts. Print has improved as well and will finish the year about \$20,000 better than budget; electronic ads should finish about \$125,000 better than budget. Subscription revenues are \$7,575 less than budget. Subscriptions will finish the year \$20,000 less than budget. Direct Expenses (i.e., before overhead) are \$114,745 less than budget. Overhead is \$716 less than budget. Net Revenues are \$1,137,757, which is \$116,986 more than budget. Total Revenues are forecast to be \$62,348 more than budget and \$69,161 more than projection. Net Revenues are forecast to be \$47,849 more than budget and \$77,238 more than projection.

American Libraries	Total revenues are \$53,459 more than budget. Total Expenses are \$64,307 less than budget. General Overhead expense is \$12,938 more than budget. The subscription equivalent is therefore \$117,766 better than budget. Subscriptions Revenue is \$7,120 or 19% more than budget. Display Ads are \$7,186 or 2% less than budget but gaining momentum and should meet budget by year end. Classified ads are \$54,379 or 37% more than budget and should continue to exceed budget by year end. Total Revenues are forecast to come in about \$22,504 more than budget and \$15,000 more than projection. Direct expenses are forecast to be \$34,954 more than budget and \$5,216 less than projection. General Overhead is forecast to be \$5,738 more than budget and \$3,825 less than projection. The Subscription Equivalent will be about \$18,188 more than budget and \$21,144 less than projection.
ALA Digital Reference	Total Revenues are \$38,263 more than budget. Total Direct Expenses are \$24,781 more than budget. General Overhead expenses are \$9,259 more than budget. Net Revenue/Expense, which is still an "expense," is \$4,224 better than budget. Total Revenues for Guide to Reference are \$39,053 less than budget in part because two print titles missed their budgeted publication dates. Total Direct Expenses are \$27,826 more than budget because of an incorrect payroll allocation. General Overhead Expense is \$7,274 less than budget because of the revenue shortfall. Net Revenue/Expense, which is still an expense, is \$50,376 worse than budget. Guide to Reference Total Revenues are forecast to be \$58,478 less than budget and \$47,715 less than projection. Net Revenues are forecast to be \$81,420 less than budget and \$81,983 less than projection. Total Revenues for RDA are \$68,316 more than budget. Total Direct Expenses are \$2,817 less than budget. General Overhead Expense is \$16,533 more than budget. Net Revenue/Expense, which is still an expense, is \$54,600 better than budget. New subscribers continue to grow and the renewal rate is holding up. Total Revenues are forecast to be \$81,767 more than budget and \$6,457 more than projection. Net Revenues are forecast to be \$130,397 better than budget and \$45,491 better than projection.
ALA Graphics	Total Revenues are \$164,170 less than budget largely because of shifts in the product release schedule. Total Direct Expenses are \$159,639 less than budget. Payroll Related expenses are \$86,054 less than budget because of open positions. Publication Related expenses are \$68,047 less than budget mainly because of reduced catalog costs, lower order processing costs, and lower cost of sales as a result of lower unit sales. General Overhead Expense is \$39,763 less than budget because of the revenue shortfall. Net Revenues are \$35,232 more than budget. Total Revenues are forecast to be \$189,736 less than budget and \$189,736 less than projection (which was budget). Net Revenues are forecast to be \$64,378 more than budget but \$70,755 less than projection.
Production Services	Expense charge backs to units for the services of Production Service staff is \$39,690 behind schedule but forecast to be on budget by yearend.

FY14 Projection:

<u>Publishing Department Unit</u>	<u>Total Revenue Forecast</u>	<u>Total Revenue Projection</u>	<u>Variance</u>	<u>Net Revenue Forecast</u>	<u>Net Revenue Projection</u>	<u>Variance</u>	<u>Subs Equip Forecast</u>	<u>Subs Equip Projection</u>	<u>Var</u>
ALA Editions	\$1,989,807	\$1,928,803	\$61,004	\$95,226	\$138,686	(\$43,460)			
ALA Neal Schuman	\$1,968,553	\$1,809,784	\$158,769	(\$708,032)	(\$738,761)	\$30,729			
Huron Street Press	\$77,185	\$76,651	\$534	(\$31,628)	(\$74,769)	\$43,141			
ALA TechSource	\$936,296	\$865,437	\$70,859	\$277,316	\$277,034	\$282			
Booklist	\$5,193,624	\$5,124,463	\$69,161	\$1,283,036	\$1,205,798	\$77,238			
American Libraries	\$794,224	\$779,224	\$15,000	\$0	\$0	\$0	(\$517,992)	(\$539,136)	\$21,144
Guide to Reference	\$107,415	\$155,133	(\$47,718)	(\$100,894)	(\$18,911)	(\$81,983)			
RDA	\$1,093,065	\$1,086,608	\$6,457	(\$80,342)	(\$125,833)	\$45,491			
ALA Graphics	\$996,532	\$1,186,268	(\$189,736)	\$160,493	\$231,248	(\$70,755)			
Production Services	\$0	\$0	\$0	\$47,327	\$47,327	\$0			
Publishing Committee	\$0	\$0	\$0	(\$1,645)	(\$1,645)	\$0			
Department	\$13,156,701	\$13,012,371	\$144,330	\$940,857	\$940,174	\$683			

**AMERICAN LIBRARY ASSOCIATION**  
**Member Programs & Services Statement of Revenues and Expenses**  
**For the Period Ending April 2014**

Schedule 4

	YTD Prior Year Actual	YTD Actual	YTD Budget	Variance	Variance %	Annual Budget	Annual Projection	% Change from Projection
<b>REVENUES</b>								
ANNUAL CONFERENCE	11,249	26,820	0	26,820	100 %	5,055,111	5,105,111	99 %
MIDWINTER CONFERENCE	2,481,078	2,657,343	2,804,025	-146,682	-5 %	2,804,025	2,630,015	-1 %
OFFICE FOR HUMAN RESOURCE DEVELOPMENT	3,795	10,243	6,922	3,321	48 %	41,500	43,725	77 %
OFF/LIB OUTREACH SERV (OLOS)	4,587	114	0	114	100 %	0	0	-100 %
OFF/INTELLECTUAL FREEDOM (OIF)	103,519	96,824	83,558	13,266	16 %	241,006	216,100	55 %
OFFICE FOR ACCREDITATION (OA)	63,123	66,546	60,372	6,174	10 %	64,372	66,296	0 %
DIVERSITY	20	10,563	9,618	945	10 %	16,600	10,970	4 %
<b>TOTAL REVENUES</b>	<b>2,667,370</b>	<b>2,868,453</b>	<b>2,964,495</b>	<b>-96,042</b>	<b>-3 %</b>	<b>8,222,614</b>	<b>8,072,217</b>	<b>64 %</b>
<b>EXPENSES</b>								
ANNUAL CONFERENCE	450,119	503,888	582,438	78,550	13 %	4,660,340	4,671,962	89 %
MIDWINTER CONFERENCE	2,469,768	2,594,794	2,585,554	-9,240	0 %	2,614,591	2,606,538	0 %
INFO & TELECOMM. SYSTEMS	1,644,676	1,439,996	1,626,765	186,769	11 %	2,441,964	2,226,808	35 %
OFFICE FOR HUMAN RESOURCE DEVELOPMENT	221,800	241,507	246,648	5,141	2 %	383,979	380,363	37 %
OFF/LIB OUTREACH SERV (OLOS)	93,025	81,382	0	-81,382	-100 %	0	0	-100 %
OFF/INTELLECTUAL FREEDOM (OIF)	455,445	393,618	447,171	53,553	12 %	640,133	654,943	40 %
OFFICE FOR ACCREDITATION (OA)	178,942	176,998	162,204	-14,794	-9 %	243,428	252,541	30 %
DIVERSITY	120,791	132,678	283,963	151,285	53 %	441,426	330,720	60 %
MEMBER/PROGRAM & SERVICES/AED	192,801	140,323	127,364	-12,959	-10 %	195,721	185,394	24 %
<b>TOTAL EXPENSES</b>	<b>5,827,365</b>	<b>5,705,185</b>	<b>6,062,107</b>	<b>356,922</b>	<b>6 %</b>	<b>11,621,582</b>	<b>11,309,270</b>	<b>50 %</b>
<b>NET REVENUES</b>								
ANNUAL CONFERENCE	-438,870	-477,067	-582,438	105,371	18 %	394,771	433,149	210 %
MIDWINTER CONFERENCE	11,310	62,548	218,471	-155,923	-71 %	189,434	23,477	-166 %
INFO & TELECOMM. SYSTEMS	-1,644,676	-1,439,996	-1,626,765	186,769	11 %	-2,441,964	-2,226,808	-35 %
OFFICE FOR HUMAN RESOURCE DEVELOPMENT	-218,005	-231,264	-239,726	8,462	4 %	-342,479	-336,638	-31 %
OFF/LIB OUTREACH SERV (OLOS)	-88,438	-81,268	0	-81,268	-100 %	0	0	100 %
OFF/INTELLECTUAL FREEDOM (OIF)	-351,926	-296,794	-363,613	66,819	18 %	-399,127	-438,843	-32 %
OFFICE FOR ACCREDITATION (OA)	-115,819	-110,453	-101,832	-8,621	-8 %	-179,056	-186,245	-41 %
DIVERSITY	-120,771	-122,115	-274,345	152,230	55 %	-424,826	-319,750	-62 %
MEMBER/PROGRAM & SERVICES/AED	-192,801	-140,323	-127,364	-12,959	-10 %	-195,721	-185,394	-24 %
<b>TOTAL NET REVENUES</b>	<b>-3,159,995</b>	<b>-2,836,732</b>	<b>-3,097,612</b>	<b>260,880</b>	<b>8 %</b>	<b>-3,398,968</b>	<b>-3,237,053</b>	<b>-12 %</b>

**ALA Member Programs and Services: Monthly Financial Report  
June 6, 2014 (based on April 2014 monthly financials)**

Summary:

The April 2014 financials still show some timing issues – and many of those will persist until the budget closes, since some transfers and allocations are made at that time. It is, nevertheless, possible to see some signs of strengthening budgets in the results.

- A relatively aggressive budget was set for the 2014 Midwinter Meeting (Philadelphia) based on past history with that site. On a net basis, despite weather-related problems and a very difficult labor environment, the Midwinter Meeting produced net revenue (\$62,548 against a budgeted net revenue target of \$218,471). With gross revenues of \$2,657,343, compared to a gross revenue target of \$2,804,025, the Midwinter Meeting returned overhead of \$643,077 against budgeted overhead of \$678,574.
- With little experience with the site and widely varied messages from potential attendees and exhibitors, ALA Conference Services built a conservative budget for the 2014 Annual Conference, using the 2012 Annual in Anaheim as a base. At this point, all indications are that the revenue target will be exceeded, with registration revenue already ahead of budget and exhibits and advertising at or slightly ahead of target. On the expense side, there will be the usual mix of pluses and minuses. On a net basis, the 2014 Annual Conference is expected to be better than budget.
- ALA program offices are generally doing better than budget – generally lower expenses, with some revenue improvements. HRDR receive an unanticipated donation in support of the Emerging Leaders program.
- Looking at ALA Divisions, AASL (Fall 2013 - Hartford) and PLA (Spring 2014 - Indianapolis) both produced successful conferences; some expenses are still being processed.
- CE, particularly web-based continuing education, continues to be a major factor in division budgets, with ALCTS, LLAMA, LITA, RUSA all turning in strong performances.
- ALSC is having a strong year, with very strong revenue from seals, both physical seals and licensed images.
- The ALSC/PLA Every Child Ready to Read (ECRR) project continues to be very successful. A Spanish language product was launched in March 2014.
- Dues revenue is generally running relatively close to budget, with some divisions slightly over and some slightly under.
- Donations have been a positive area, with ALCTS, LITA and YALSA reporting YTD results better than budget.
- ACRL's CHOICE is reporting a strong performance by *Resources for College Libraries*.

**ALA General Fund Unit in MPS:**

**ALA Conference Services:**

**ALA Midwinter:**

The 2014 Midwinter Meeting ended positive – but under target. It was negatively affected by (a) severe weather, which discouraged on-site registration, and (b) the labor structure in Philadelphia, which impacted a range of expense areas. The Midwinter Meeting ended with a net revenue of \$62,548 against a net target of \$218,471. Gross revenues were \$2,657,343 compared to targeted gross revenues of \$2,804,025 -- \$146,682 (5.23%) under budget. The major negative differences were in registration revenue and exhibit space sales, both off 7% from target. Advertising did 5% better than budget and meeting room rental (miscellaneous revenue), while a relatively small budget area, was well ahead of target.

On the expense side, expenses before overhead were \$1,926,014 compared to a budget of \$1,882,038. The major factor was the cost of AV, which came in at \$480,251 compared to a budget of \$273,750 – a combination of structural issues, including the Philadelphia union labor structure. Conference Services is addressing those issues in advance of any future Philadelphia conference. Several related areas were also over, including conference equipment, exhibits (electrical, etc.). On the other side of the equation, the efforts of Conference Services staff to bring the budget in under difficult circumstances are seen in the combination of under-budget performances in salaries/related, overtime, temporary assistance and professional services. Security Services came in under budget, as did special transportation (buses) and facilities rental.

General Overhead is assessed on gross revenue. The ALA Midwinter Meeting returned \$643,077 in Overhead, compared to a budget of \$678,574. Overhead dollars recovered by the association are expended across the ALA General Fund, including both administrative and program offices.

**ALA Annual Conference\*:**

(Note, this commentary is based on internal data in ALA Conference Services. Annual Conferences revenues are not recognized until the event is held. Annual Conference expenses are paid as incurred – and many will be paid following the Las Vegas event.)

Revenue:

As of the end of May, Annual Conference is on track to exceed revenue targets.\* Current registration revenue is at 106% of budget, \$1,846,145 compared to budget of \$1,759,701. Attendance marketing will continue, but it is anticipated that on-site registrations will be below average due to the lack of local drive-in audience. With approximately 3 weeks left to sell, exhibit revenue slightly exceeds budget at \$2,558,275 compared to \$2,550,000. 96% of exhibit space revenue is collected. Advertising and sponsorship revenue currently at \$412,969 also exceeds budget of



\$401,000. There are still a few sponsorships available to sell and advertising on-site and post-show issues of Cognotes. The only area of revenue that may fall short is commissions earned from hotel room sales. Although the current total number of nights sold, 30,015, is close to the total sold in 2013 in Chicago, 31,825, the average room rate is much lower, negatively impacting commissions earned. It is hard to project the impact at this point, but it could be \$30,000. Projected total revenue may exceed budget by \$100,000.

#### Expenses:

Most Annual Conference expenses are expected to be at or below budget. The major areas of security, temporary staff, printing, general contractor, and staff hotel are expected to be below budget. Staff air travel is expected to be over budget (\$10,000) as rates from Chicago have increased from \$70-\$100 per ticket. Convention Center rental is over budget (\$13,000) as it was necessary to rent additional meeting rooms to accommodate ALA's needs. Even with the additional space, the number of rooms in the Center is short of the number ALA usually receives in a convention center. This is impacting other services. Internet service will exceed budget by almost \$20,000 mainly due to providing upgraded service to Council and the Executive Office in the LVH Hotel. Shuttle Bus services will also slightly exceed budget by approximately \$5,000. Audio Visual services will exceed budget due to the amount of service needed in hotels, program session recordings and Opening General Session. We are still awaiting cost estimates from AV service providers.

\*Note: the 2014 Conference budget included revenue and off-setting expenses of approximately \$203,000 for the Virtual Conference and Scholarship Bash at Annual Conference. Both of these events were cancelled.

#### **ITTS**

At the end of April 2014, ITTS expenses are 11.48% or \$186,769 under budget. Salaries are higher than normal due to severance packages for two staff. Professional services are low due to timing issues. Depreciation expenses are lower than expected due to equipment and software recognition. Professional services are being used on managed services to supply us consultants with a wide range of expertise.

#### **HRDR**

As of the April financial reports, HRDR is ahead of budget on revenue -- \$10,243 compared to a YTD budget of \$6,922. Expenses before overhead and allocations are slightly under budget (\$241,507 compared to a budget of \$246,648). Net revenues for HRDR are also slightly better than budget at -\$231,264 compared to a YTD budget of -\$239,726.

#### **OA**

OA is running \$6,174 ahead on revenue (fees for late reports and applications) and should end the year about the same. The Office is running over on expenses by \$14,794, especially for lodging, meals and transportation costs-- looking for savings in those areas. The net for OA is currently -\$110,453 compared to a YTD budget of \$101,832.

**OFD-OLOS**

OFD/OLOS is significantly under budget in salary/benefits due to the vacant Literacy Officer position; that position is currently being filled. OFD/OLOS will end the year better than budget.

**OIF**

Across all projects, OIF is at or slightly below budget. Our administrative expenses are still slightly ahead of budget (4.85%) but do not reflect the pending contribution from The Freedom to Read Foundation that will provide 25% of Barbara Jones' salary and benefits and 60% of Jonathan Kelley's salary **and** benefits. In addition, OIF will not fill the vacant Assistant Director position until September 1, 2014, the beginning of the new fiscal year.

Sales for the new Banned Books Week campaign are gradually coming online as new products are made available in the ALA catalog; initial revenue results are encouraging. The new edition of the Banned Books Week Resource Guide is in press and is expected to make its debut at the ALA Annual Meeting in Las Vegas. *The Newsletter on Intellectual Freedom* (NIF) remains a concern but is still supporting its expenses while the redesign takes place. We are working closely with Graphics to manage our production, warehousing and royalty costs, which appear to be within budget for FY2014 but will need to be closely monitored to realize projected revenues.

In FY2015, we anticipate greater revenues due to the publication of the ninth edition of the Intellectual Freedom manual and a new "Teaching Banned Books" title by Pat Scales, the completion of the NIF redesign, and ongoing sales of Banned Books Week materials.

**MPS SAED**

The SAED Office is ahead of budget, primarily related to (a) expenses from the October 2013 Division Leadership meeting which have not yet been transferred to the various Divisions and (b) unbudgeted expenses related to an accreditation appeal at the beginning of the fiscal year.

**ALA Divisions (MPS Department)****AASL**

AASL will not see much change from this point on in the year with the finances closing on our National Conference. While the National Conference was very successful in attendance numbers it did close approximately \$75,000 under budgeted net revenue due in large part due to decreased exhibit sales and sponsorships. AASL continues to contain costs through unfilled positions and bring in revenues through a bump in membership numbers (6% increase from April 2013) and new publications. Having budgeted for an approximate \$90,000 loss for the year AASL is now projecting closer to \$12,000 which will help as we enter a non National Conference year in 2015.

## **ACRL**

FY14 continues to be a challenging year for ACRL. Although this is a “spend down” year for the ACRL 2015 Conference, several revenue areas are underperforming. Under spending budgeted amounts is so far helping the net deficit be less than budgeted but the underperformance continues to be an issue.

Overall ACRL's net is \$54,225 less than budgeted (-\$285,058 actual compared to -\$339,283 budgeted) with revenues at 16.82% below budget (an improvement over the January 23% below budget with \$1,193,272 actual compared to \$1,434,560 budgeted). Expense savings of \$295,513 or 16.66% below budget contributed to the better than budgeted net.

Digging deeper ACRL dues are now 13.3% below budget at \$437,854 actual compared to \$505,103 budgeted and membership numbers are 4.3% below FY13 (11,430 vs. 11,944). We expect membership to decline in a non-ACRL Conference year, but the 4% decline is troubling.

With the exception of online ad sales which are 70.2% better than budget (\$67,980 actual vs. \$39,942 budgeted) and classified ads (\$202,226 actual vs. \$190,436 budgeted) publications revenues are below budget or flat. Print advertising continues to struggle with sales 24.68% below budget (\$89,356 actual vs. \$118,632 budget). Book sales are 43% under budget (\$109,413 actual vs. \$191,784 budget). WebCE is now \$33,148 or 40% below budget, although a transfer for ACRL's share of the ACRL/CHOICE Webinars will offset the deficit by \$17,000. Webinars continue to be a very competitive market. Expenses savings were seen in salaries, professional services, speaker honoraria, printing, design, and programmatic expenses (some of which are related to timing).

As of this writing we project the actual net will be about at budget with expense savings offsetting the below budget performance in revenues. The planned deficit is -\$574,629 and as the projection is a few thousand dollars more.

## **ACRL - CHOICE**

Through 30 April, Choice reported net income of -\$137,170 on revenues of \$1,949,605 and expenses of \$2,086,775. Revenue was favorable to budget by \$63,249, or 3.35%, while cost-containment measures yielded an additional \$97,860 on the expense side, so that year-to-date Choice net revenue is \$154,735 ahead of budget and \$63,787 better than this time a year ago. Subscriptions to *Choice* in print are tracking to budget, or 5.2% below this time a year ago, but *Choice Reviews Online* continues to underperform, lagging budget by 10.5% year to date. A strong performance by *Resources for College Libraries* has fortified both the subscription and licensing lines.

Looking ahead to the end of the year, we project that total revenue will come in at \$2,935,965, \$119,092 (3.9%) below budget. Major contributors to the shortfall will be CRO subscriptions, which will depress overall subscription revenues by \$78,391, and licensing, where a \$57,000 miss in *Choice reviews* will be partially offset by a better-than-predicted performance for RCL licenses. Ad sales, bolstered by a strong finish for digital ads, are forecast to come in \$4,000 better than budget, and webinars will finish their first full year on target, with 60% of FY15 budget already booked. Expenses will better budget by \$116,433, coming in at \$3,138,491, for total year-end net revenues of -\$202,526, missing budget (-\$199,867) by a mere \$2,659.

## ALCTS

### REVENUE:

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Revenue is \$37,548 under budget or 10%. Personal dues revenue is lagging budget by 7.3% but only 3% below FY13. Registration fees have increased but not enough to compensate for previous deficits. They are now under budget by 16% but even with FY13. The lack of CE at Midwinter and in December, January and February is causing the deficit. Webinar and web course revenue are close to or slightly over budget YTD. Book sales are close to the budget. LRTS revenue is down 18% from budget and 11% below FY13. Subscription drops in January and slow renewals have depressed a recovery. Donations are over budget by 43%. Revenue shortfalls against budget in dues, registration fees, and subscriptions are the reason revenue is well below budgeted amount. Compared with FY13 revenue is slightly under those levels \$8,700, 2.6%

### EXPENSES:

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In general, expenses are under budget by \$25,452 or 7.3%. Due to salary adjustments, personnel expenses (salaries and benefits) are over budget by 7.6%. All other expenses are well within tolerated ranges against budget. Overhead is still running below budget by 15%, but only \$3,663.

### OVERALL:

Revenue stands at \$328,673 against \$366,221 budgeted for FY14 and compared to \$337,333 for FY13.

Direct expenses stand at \$280,081 against \$294,482 budgeted for FY14 and compared to \$284,816 for FY13.

Total expenses, including taxes and overhead, stand at \$322,521 against \$347,973 for FY14 and compared to \$332,299 for FY13.

### PROJECTION:

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Through April, one of our chief indicators, dues, stands below budget by \$11,000 and about \$4,600 below FY13. Dues will be closer to the projected amount of \$215,000. CE and pre-conference revenue will be crucial again this year to maintain a healthy net positive balance in the budget. The lack of a good attendance for the MW Symposium, no virtual MW Symposium, and no webinars in December and January and free webinars in February created strain on the revenue. CE revenue was good through the spring and will continue through the summer as more offerings are presented. ALCTS has two virtual pre-conferences and three in-person pre-conferences which will help counter the lack of good showing for MW. The virtual pre-conference registrations are slow at this point. The pre-conferences have good but not spectacular numbers. Book sales are doing well and have held now through April. LRTS subscriptions have fallen further behind over the year, now down 18% from budget and will not recover even to the projected FY14 \$52,000. Donations through April are very good and will improve. ALCTS introduced a new personal fundraising effort in April and results are very good at this point. Budgeted overhead will be below at the end of FY14 but not by much, maybe 10%.

## **ALSC**

Eight months into FY 2014, ALSC continues to perform with revenues ahead of budget and expenses slightly over budget. Total revenues are ahead by about 58%. Dues continue to perform ahead of budget by almost 6%; permission fees for use of the seal images are now ahead of budget by 127%; physical seals sales are ahead of budget at 62%. Every Child Ready to Read product sales are running slightly ahead of budget at 11%. The Spanish curriculum launched in March and orders are trickling in. Online continuing education registration is under budget by 35%. As previously mentioned, course offerings were reduced this spring and there has been a lack in submissions for new webinar proposals. Summer courses are lined up to begin in July. The revenue shortfall is also offset by CE expenses coming in under budget by 70%. CE net revenue is \$11,593. *Children and Libraries* is running 42% ahead of budget in total revenues. Ads are a \$5,000 ahead of budget, but in reality revenue is only \$1,000 ahead as \$4,000 was budgeted to post in May. Royalties are \$830 ahead of budget. Subscriptions are under by 14% (\$930) and commissions are over budget (due to increased ad revenue) by 54%. National Institute registration is accruing, but will not post until FY 15. The pace report indicates we are well ahead of registration then we were during the last Institute (152 5/30/14 compared to 73 6/14/2012). Banquet table and individual ticket sales have been steady. We budgeted for Anaheim numbers (800) and are ahead at 940 guests (66 tables/280 individuals).

Total expenses before overhead and taxes are over budget by almost 3%. The main reason we are over budget are due to seals production costs (43% over), including seals printing, unbudgeted royalties to Graphics and fulfillment costs to the warehouse. Areas where we remain under budget include salary and benefits from open staff positions earlier in the fiscal year; transportation and lodging; ECRR expenses are under budget by 60%. National Institute expenses are under budget by about 10% as printing and mailing of the registration brochure came in under budget. CAL expenses are running over budget by 6% due to higher than anticipated professional service costs associated with indexing the 2013 volume year. Also, printing costs are ahead of budget by 67% due to unbudgeted costs associated with converting CAL to a digital publication are posting here and slightly higher than budgeted printing costs as we wait for an accrual to be deducted from the spring issue. Dia expenses are under budget as the Dollar General grant supported some activity, and not needing to reprint materials due to leftover supplies from fiscal year 2013. We expect expenses to come in under budget for the remainder of the year.

## **ASCLA**

Dues are slightly ahead of last year, but about \$1,000 under the FY14 target. Revenue budgeted for book sales (\$17,000) will not be realized because the book will not be completed until FY2015. Online CE sales are running behind target for this year and behind FY13 performance, but additional webinars are planned before the end of the fiscal year. Midwinter pre-conferences met their revenue targets, but an Annual Conference preconference was cancelled due to low registration.

On the expense side, publication expenses are under budget as a result of the delay in publication noted above. Most expenses are on target. ASCLA anticipates breaking even, with some possibility of a small surplus.

## **LITA**

Total revenues as of April 2014 equal \$284,051; total expenses equal \$259,252; net equals \$24,799. Revenues are lower than budgeted for dues and registrations; revenues are higher than budgeted for the job site, donations, and royalties.

## **LLAMA**

LLAMA revenues YTD are \$176,016. LLAMA is projecting year-end revenues of \$264,750 against a budget target of \$253,350. Dues are expected to be at or slightly better than budget. Revenue from education (webinars, institutes, conference-related events) is strong and expected to run well ahead of budget.

On the expense side, expenses at year-end are projected to be less than budget. Overhead returned to ALA is expected to be slightly over budget (\$12,700 compared to a budget of \$11,229). LLAMA anticipates a year-end net revenue better than budget, with \$9,000 in net revenue projected against a budget target of -\$13,215.

## **PLA**

### Revenues

Overall PLA revenues are 4% over budget (actual \$3,802,643 vs. budget \$3,657,093). Dues are 13% over budget and PLA conference is also 13% over budget. This is offset by lower than budgeted webinar registration, publications, donations and advertising. Between May and August, PLA will need to bring in \$340,000 in revenue to make budget. Preconference and PLA Bootcamp revenue will not be posted till later in the summer but given that conference registration is in, we may be challenged to meet budget on the revenue side.

### Expenses

Expenses (actual \$2,578,623) are 10% under budget (budget \$2,882,883). This includes overhead of \$743,523 (vs. budget of \$690,980). There are salary/benefit savings due to grant funds offsetting a portion of PLA salary costs. In FY14, PLA is managing two IMLS grants and one Gates Foundation grant. Additionally, not all PLA conference bills have been posted. Expenses will even out by the close of FY14 when all conference bills are finalized and grant funding ends.

## **RUSA**

RUSA revenues are ahead of the YTD target (\$393,083) by \$13,600, though about \$2,000 this point last year. On the expense side, RUSA is \$67,000 under their YTD budget of \$553,563 and about \$75,000 ahead of this point last year.

## **UNITED**

United for Libraries is on target to end fy2014 in the black even with reduced small division subsidy. Revenues are coming in at a higher than anticipated rate come from the statewide subscriptions to our "Trustee Academy". Currently, United has fourteen state subscribers and a number of additional inquiries from other state agencies. We continue to receive additional revenue from consulting services via the Neal-Schuman Foundation grants.

The Board of United for Libraries is concerned, however, about the drop in individual membership and are addressing it in two ways: active work to provide academic development officers with sufficient tools and resources to entice them to join, and working directly with library directors to provide them a new series of short webinars about creating effective boards of trustees that they can view with their trustees.

On the expenditure side, we are below projections by about \$10,000.

## **YALSA**

YALSA is currently ahead of budget on a net basis, with April results showing a net revenue of \$171,497 against a YTD budget of -\$41,393. Overhead recovery to ALA is slightly under budget, at \$13,286 compared to a budget of \$15,343.

On the revenue side, YALSA dues are close to budget. Book sales are running about 16% ahead of budget, but online CE is lagging behind. Subscription revenue is on target and advertising is ahead of target, with \$23,566 in revenue compared to a YTD budget of \$16,555. Donations show a significant improvement to budget, with \$117,240 against a budget target of \$22,836. YALSA expenses before overhead are slightly ahead of budget -- \$407,888 compared to a budgeted \$386,407.

**AMERICAN LIBRARY ASSOCIATION**  
**Communications Supporting Statement of Revenues and Expenses**  
**For the Period Ending April 2014**

Schedule 5

UNIT	YTD Prior Year Actual	YTD Actual	YTD Budget	Variance	%	Annual Budget	Annual Projection	% Change From Proj
<b>REVENUES</b>								
(100) COMMUNICATIONS, AED	17,851	7,127	24,000	-16,873	-70 %	36,000	9,000	21 %
(104) LIBRARY	260	0	0	0	0 %	0	250	100 %
(109) ORS	1,168	155	0	155	100 %	1,800	1,800	91 %
(111) INTERNATIONAL RELATIONS OFFICE	3,399	1,332	0	1,332	100 %	0	20,000	93 %
(113) PIO	352	306	2,000	-1,694	-85 %	3,000	3,000	90 %
(115) PUBLIC PROGRAMS	-0	107,500	0	107,500	100 %	0	107,500	0 %
(120) OFFICE FOR LIBRARY ADVOCACY	1,841	145	0	145	100 %	0	125	-16 %
(250) MEMBERSHIP SERVICES	7,311	0	0	0	0 %	0	0	0 %
(251) CHAP.RELATIONS/MEMB.DEVELOPMNT	4,170	5,745	1,875	3,870	206 %	3,750	7,200	20 %
(591) MEMBERSHIP DEVELOPMENT	3,685,411	3,612,346	3,824,394	-212,048	-6 %	5,742,981	5,493,694	34 %
<b>TOTAL REVENUES</b>	<b>3,721,762</b>	<b>3,734,656</b>	<b>3,852,269</b>	<b>-117,613</b>	<b>-3 %</b>	<b>5,787,531</b>	<b>5,642,569</b>	<b>34 %</b>
<b>EXPENSES</b>								
(100) COMMUNICATIONS, AED	384,814	381,026	390,040	9,014	2 %	581,294	559,175	32 %
(104) LIBRARY	230,792	247,998	265,347	17,349	7 %	384,595	387,803	36 %
(109) ORS	119,451	131,026	132,966	1,940	1 %	199,796	170,705	23 %
(111) INTERNATIONAL RELATIONS OFFICE	143,245	142,362	144,779	2,417	2 %	211,571	220,828	36 %
(113) PIO	339,504	299,767	324,044	24,277	7 %	486,613	444,113	33 %
(115) PUBLIC PROGRAMS	104,816	213,668	103,465	-110,203	-107 %	155,469	315,391	32 %
(120) OFFICE FOR LIBRARY ADVOCACY	125,189	129,256	154,380	25,124	16 %	231,878	226,297	43 %
(250) MEMBERSHIP SERVICES	372,260	303,396	314,206	10,810	3 %	462,354	467,286	35 %
(251) CHAP.RELATIONS/MEMB.DEVELOPMNT	67,054	90,265	120,969	30,704	25 %	154,755	151,503	40 %
<b>TOTAL EXPENDITURES</b>	<b>1,887,125</b>	<b>1,938,764</b>	<b>1,950,196</b>	<b>11,432</b>	<b>1 %</b>	<b>2,868,325</b>	<b>2,943,101</b>	<b>34 %</b>
<b>NET REVENUES</b>								
(100) COMMUNICATIONS, AED	-366,964	-373,899	-366,040	-7,859	-2 %	-545,294	-550,175	-32 %
(104) LIBRARY	-230,532	-247,998	-265,347	17,349	7 %	-384,595	-387,553	-36 %
(109) ORS	-118,283	-130,871	-132,966	2,095	2 %	-197,996	-168,905	-23 %
(111) INTERNATIONAL RELATIONS OFFICE	-139,846	-141,030	-144,779	3,749	3 %	-211,571	-200,828	-30 %
(113) PIO	-339,152	-299,461	-322,044	22,583	7 %	-483,613	-441,113	-32 %
(115) PUBLIC PROGRAMS	-104,816	-106,168	-103,465	-2,703	-3 %	-155,469	-207,891	-49 %
(120) OFFICE FOR LIBRARY ADVOCACY	-123,348	-129,111	-154,380	25,269	16 %	-231,878	-226,172	-43 %
(250) MEMBERSHIP SERVICES	-364,949	-303,396	-314,206	10,810	3 %	-462,354	-467,286	-35 %
(251) CHAP.RELATIONS/MEMB.DEVELOPMNT	-62,884	-84,520	-119,094	34,574	29 %	-151,005	-144,303	-41 %
(591) MEMBERSHIP DEVELOPMENT	3,685,411	3,612,346	3,824,394	-212,048	-6 %	5,742,981	5,493,694	34 %
<b>TOTAL NET REVENUES</b>	<b>1,834,637</b>	<b>1,795,891</b>	<b>1,902,073</b>	<b>-106,182</b>	<b>-6 %</b>	<b>2,919,206</b>	<b>2,699,468</b>	<b>33 %</b>



## **Communications and Member Relations Department**

April 2014 Report

The Communications and Member Relations Department is made up of the following units: The AED Office and Membership Development; Office for Library Advocacy; Chapter Relations Office; International Relations Office; Library; Member and Customer Services; Office for Research and Statistics; Public Information Office; and the Public Programs Office.

### **AED Office and Membership Development**

Membership dues revenue is about \$3.6 million and \$212,000 worse than budget. Based on year-to-date FY14 results, it is anticipated that dues revenue will continue to lag. The shortfall is driven by personal member dues, which are now about \$124,000 under budget. Members are taking longer to pay, responding to 3<sup>rd</sup> /4<sup>th</sup> dues notices rather than those sent earlier. Organizational members are also under budget by about \$57,000. Taking into account the FY14 dues adjustment (approximately \$80,000) it is expected that dues revenue will fall \$256,000 below the FY14 budget. Membership Development net revenue is about \$8,000 less than budget. Most of this is due to the drop in affinity revenue with the lost of long-time programs with Fed-Ex and Bank of America, which have discontinued their affinity programs. While expenses are being controlled, it is important to note that sending a larger number of 3<sup>rd</sup> and 4<sup>th</sup> dues notices increases mailing and postage costs, utilizing budget dollars that normally support member recruitment. As of April, total ALA membership was 57,223. This is 345 fewer members than the April 2013 count. In April 2014, three divisions and five round tables had membership increases compared to April 2013.

### **Office for Library Advocacy (OLA)**

Net revenue is about \$25,000 better than budget due to timing, primarily in the use of professional services.

### **Chapter Relations Office (CRO)**

Net revenue is about \$35,000 better than budget due to delay in receiving the next invoice for the Capwiz software.

### **International Relations Office (IRO)**

Net revenue is about \$4,000 better than budget due to timing on some expenses. IRO expects to receive a \$14,000 payment from the Sharjah Book Fair to support the services ALA will be providing.

### **Library**

Net revenue is about \$17,000 better than budget due to timing on contracts for professional services. The biggest variance is with the Archives contract, with the ALA Institutional Repository increment yet to be billed.

**Member and Customer Services (MACS)**

Net revenue is about \$11,000 better than budget due to a delay in using temporary help. Revenue received for processing registrations is under budget, but revenue for subscriptions processing is slightly ahead of budget.

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

Net revenue is about \$2,000 better than budget.

**Public Information Office (PIO) and the Campaign for America's Libraries**

Net revenue is about \$23,000 better than budget due to timing for professional services. Expenses for the Campaign for America's Libraries are on budget.

**Public Programs Office**

Net revenue for the PPO administrative project is close to budget. Grant overhead is under budget by about \$44,000 due to timing. The Cultural Communities Fund has a net asset balance of nearly \$2 million.

**American Library Association**  
**Supporting Statement of Revenues and Expenses - Executive Office**  
**For the Period Ending April 2014**

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Schedule 6

UNIT	YTD Prior Year Actual	YTD Actual	YTD Budget	Variance	%	Annual Budget	Annual Projection	% Change From Proj
<b>REVENUES</b>								
(102) EXECUTIVE BOARD	0	15,000	0	15,000	100 %	57,750	15,000	0 %
(150) WASHINGTON OFFICE	32	158	0	158	100 %	0	0	-100 %
(151) OFFICE OF INFORMATION TECHNOLOGY	0	0	0	0	0 %	0	0	0 %
(152) OGR	6,920	4,610	0	4,610	100 %	0	5,020	8 %
<b>TOTAL REVENUES</b>	<b>6,952</b>	<b>19,768</b>	<b>0</b>	<b>19,768</b>	<b>100 %</b>	<b>57,750</b>	<b>20,020</b>	<b>1 %</b>
<b>EXPENSES</b>								
(101) STANDING COMMITTEES	78,600	56,384	36,428	-19,956	-55 %	58,225	38,292	-47 %
(102) EXECUTIVE BOARD	143,133	149,019	255,390	106,371	42 %	389,655	275,197	46 %
(103) EXECUTIVE OFFICE	585,003	544,943	542,235	-2,708	0 %	801,480	843,248	35 %
(114) DEVELOPMENT OFFICE	217,013	203,890	221,148	17,258	8 %	332,280	324,959	37 %
(150) WASHINGTON OFFICE	617,501	641,476	633,805	-7,671	-1 %	943,310	941,060	32 %
(151) OFFICE OF INFORMATION TECHNOLOGY	315,450	368,784	351,613	-17,171	-5 %	527,324	541,962	32 %
(152) OGR	459,302	380,167	418,271	38,104	9 %	643,294	633,388	40 %
(230) ALA AWARDS	871	111	858	747	87 %	7,344	0	-100 %
(506) HUMAN RESOURCES	424,903	374,049	411,989	37,940	9 %	618,474	634,098	41 %
<b>TOTAL EXPENSES</b>	<b>2,841,777</b>	<b>2,718,822</b>	<b>2,871,737</b>	<b>152,915</b>	<b>5 %</b>	<b>4,321,386</b>	<b>4,232,204</b>	<b>36 %</b>
<b>NET REVENUES</b>								
(101) STANDING COMMITTEES	-78,600	-56,384	-36,428	-19,956	-55 %	-58,225	-38,292	47 %
(102) EXECUTIVE BOARD	-143,133	-134,019	-255,390	121,371	48 %	-331,905	-260,197	-48 %
(103) EXECUTIVE OFFICE	-585,003	-544,943	-542,235	-2,708	0 %	-801,480	-843,248	-35 %
(114) DEVELOPMENT OFFICE	-217,013	-203,890	-221,148	17,258	8 %	-332,280	-324,959	-37 %
(150) WASHINGTON OFFICE	-617,469	-641,318	-633,805	-7,513	-1 %	-943,310	-941,060	-32 %
(151) OFFICE OF INFORMATION TECHNOLOGY	-315,450	-368,784	-351,613	-17,171	-5 %	-527,324	-541,962	-32 %
(152) OGR	-452,382	-375,557	-418,271	42,714	10 %	-643,294	-628,368	-40 %
(230) ALA AWARDS	-871	-111	-858	747	87 %	-7,344	0	100 %
(506) HUMAN RESOURCES	-424,903	-374,049	-411,989	37,940	9 %	-618,474	-634,098	-41 %
<b>TOTAL NET REVENUE</b>	<b>-2,834,825</b>	<b>-2,699,053</b>	<b>-2,871,737</b>	<b>172,684</b>	<b>6 %</b>	<b>-4,263,636</b>	<b>-4,212,184</b>	<b>-36 %</b>

## **ALA Executive Office/Governance Office 3<sup>rd</sup> Quarter 2014**

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

**Council Administration [11-101-0000]:** As of April 2014 approximately \$28,789 or 70% of the FY14 Council administrative budget of \$40,912 has been spent. No unusual expenses are anticipated for this budget.

**Executive Board Administration [11-102-0000]:** The report ending April 2014 reflects expenditures of approximately \$24,381 or 99.6% of a total budget of \$24,465. It is certain that this budget will be overspent primarily due to unbudgeted travel for the Immediate Past President, a two-day Executive Board retreat just prior to Midwinter, and an Executive Committee meeting in New York City.

### **Spring Board Meeting [11-102-0115]:**

Recorded expenses for the Spring Executive Board meeting, held in Chicago on April 11-13, total \$9,644; however, not all expenses have been received and recorded as of the end of April.

### **Fall Board Meeting [11-102-0118]:**

Recorded expenses for the Fall Executive Board meeting, held in Chicago on October 25-27, total \$22,967. This is approximately 96% of the total budget of \$23,978.

### **President: [11-102-0100] (Support)**

Approximately \$34,345 remains from a total budget of \$60,475. This includes anticipated and unposted expenditures.

### **0103 Budget (Initiatives)**

During her presidency thus far, Barbara Stripling has spent or earmarked approximately \$79,526 of her Presidential Initiatives budget of \$85,000, leaving a remaining budget of \$5,474. We are in the process of reconciling the IMLS grant expenditures related to the Summit on the Future of Libraries that took place May 2-3, and anticipate that there will be a substantial amount that will come out of this budget; however, this budget is not in danger of being over spent.

**President-Elect: [11-102-0101] (Support)**

\$28,365 of the president-elect support budget remains from a total budget of \$55,260. This takes into account unposted expenditures.

**[11-102-0113] (Advisory Committee)**

President-elect Courtney Young has spent approximately \$4,888 of her \$15,570 advisory committee budget.

**Planning & Evaluation [11-102-0104]:**

This budget line shows that \$10,701, or approximately 59%, of the total budget of \$18,000 remains as of February 28, 2014.

**ALA Leadership Institute [11-102-0124]:**

The second offering of the ALA Leadership Institute will take place August 10-14, 2014, again at the Eaglewood Resort in Itasca, IL. We were very pleased to receive a \$15,000 contribution from Innovative Interfaces for the next three years. Application deadline for individuals interested in participating in the 2014 Institute is April 25. Participants in this year's Institute will be asked to pay \$1,200 which will partially cover lodging, all meals, materials, and a free one-year membership to the Library Leadership & Management Association (LLAMA).

**Executive Office [11-103-0000]:**

\$494,252 or approximately 71% of the FY14 Executive Office administrative budget of \$691,630 has been spent as of April 30. It is likely that most of this budget will be expended at the close of the fiscal year.

**Election Processing [11-103-9000]:**

As of April 30, \$50,692 or approximately 48% of the Election Processing budget of \$109,850 has been spent to date. The bulk of the expenses associated with this budget pertain to our contract with SBS which was reduced by \$15,600 for each of the next three years (through 2016).

## Washington Office

**Administration** is \$15,568 over budget for the month of April and is 0.84% over budget for year to date expenses due to the payment in April of a missed network support payment for the month of March. Additionally, 3 months of coffee maker rental invoices were paid during the month of April after upgrade of machine was done in January and invoices were adjusted accordingly. Other expenditures have been as projected with expected overtures in transportation and depreciation. All other expenses have been as expected.

**OGR** is \$9,427 under budget for the month of April and is 9.11% under budget for the year to date. Expenditures have been as projected thus far with some salary savings. May expenses for the National Library Legislative Day event will bring expenditures close to planned budget.

**OITP** is \$797 over budget for the month of April and is 7.64% over budget on year to date expenditures. The over budget variance is associated with the payment this fiscal year of a hotel meeting invoice from the previous fiscal year. Expense adjustments will be made to cover this overage. Other expenses are within projected budget.

**AMERICAN LIBRARY ASSOCIATION**  
**Staff Support Services Supporting Statement of Expenses**  
**For the Period Ending April 2014**

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Schedule 7

UNIT	YTD Prior Year Actual	YTD Actual	YTD Budget	Budget - Actual Variance	%	Annual Budget	Annual Projection	% Change From Proj
<b>EXPENSES</b>								
STAFF SUPPORT SERV/OFFICE SERV	125,854	129,515	129,251	-264	0 %	194,226	189,524	0 %
DISTRIBUTION CENTER	161,153	178,546	171,399	-7,147	-4 %	257,285	295,635	32 %
DISTRIBUTION CENTER	-61,263	-84,610	-73,326	11,284	15 %	-110,000	-120,000	40 %
REPROGRAPHICS CENTER	129,205	9,329		-9,329	-100 %			-29 %
REPROGRAPHICS CENTER	-111,780	0		0	0 %			-100 %
<b>TOTAL EXPENSES</b>	<b>243,169</b>	<b>232,779</b>	<b>227,324</b>	<b>-5,455</b>	<b>-2 %</b>	<b>341,511</b>	<b>365,159</b>	<b>0 %</b>

## **Financial Commentary April 2014**

### **Unit 501 STAFF SUPPORT SERVICES and Unit 505 DISTRIBUTION**

Staff Support and Distribution combined are within budget at this time with a projected deficit of approximately \$25,000 due to an unfunded severance package.

### **Unit 511 BUILDING OPERATIONS**

Building Operations is \$45,000 over budget at this time due to excessive utility usage. This was caused by the severe winter weather.



**AMERICAN LIBRARY ASSOCIATION**  
**Divisions Statement of Revenues and Expenses**  
**For the Period Ending April 2014**

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Schedule 8

	YTD Prior Year Actual	YTD Actual	YTD Budget	Variance	Variance %	Annual Budget	Annual Projection	% Change from Proj
<b>REVENUES</b>								
PUBLIC LIBRARY ASSOC (PLA)	558,213	3,802,643	3,657,093	145,550	4 %	3,997,194	3,867,913	2 %
ASSOC/COLL & RES LIBS (ACRL)	3,700,546	1,193,272	1,434,560	-241,288	-17 %	2,349,623	2,166,899	45 %
CHOICE	1,820,484	1,949,605	1,886,356	63,249	3 %	3,055,057	2,935,964	34 %
AMER ASSOC OF SCH LNS (AASL)	459,411	1,756,773	1,849,834	-93,061	-5 %	2,088,380	1,844,870	5 %
ASSOC SPEC COOP LIB AGCY(ASCLA)	57,469	72,824	94,044	-21,220	-23 %	136,900	97,700	25 %
ASSN/LIB CLLN/TECH SERV(ALCTS)	337,333	328,673	366,221	-37,548	-10 %	600,263	514,532	36 %
LIB LDRSHIP AND MGT ASSOC (LLAMA)	141,445	176,016	153,264	22,752	15 %	253,350	262,475	33 %
REF. & USER SERV.ASSN.(RUSA)	259,882	257,739	244,126	13,613	6 %	393,083	377,913	32 %
United For Libraries	218,443	250,076	329,946	-79,870	-24 %	467,130	450,980	45 %
LIB & INF TECH ASSOC (LITA)	287,585	284,051	322,306	-38,255	-12 %	456,366	414,501	31 %
ASSOC/LIB SERV TO CH (ALSC)	911,591	1,030,570	650,379	380,191	58 %	1,105,535	1,225,605	16 %
YNG ADLT LIB SERV ASSN (YALSA)	487,223	414,680	360,495	54,185	15 %	598,140	514,573	19 %
<b>TOTAL REVENUES</b>	<b>9,239,624</b>	<b>11,516,923</b>	<b>11,348,624</b>	<b>168,299</b>	<b>1 %</b>	<b>15,501,021</b>	<b>14,673,925</b>	<b>22 %</b>
<b>EXPENSES</b>								
PUBLIC LIBRARY ASSOC (PLA)	822,157	2,578,623	2,882,883	304,260	11 %	3,491,254	3,233,946	20 %
ASSOC/COLL & RES LIBS (ACRL)	2,882,312	1,478,330	1,773,843	295,513	17 %	2,924,252	2,743,043	46 %
CHOICE	2,021,441	2,086,775	2,178,261	91,486	4 %	3,254,924	3,138,498	34 %
AMER ASSOC OF SCH LNS (AASL)	707,941	1,490,643	1,681,178	190,535	11 %	2,119,373	1,785,586	17 %
ASSOC SPEC COOP LIB AGCY(ASCLA)	45,858	60,806	95,823	35,017	37 %	141,701	123,484	51 %
ASSN/LIB CLLN/TECH SERV(ALCTS)	332,299	322,521	347,973	25,452	7 %	590,777	585,845	45 %
LIB LDRSHIP AND MGT ASSOC (LLAMA)	146,176	157,652	163,044	5,392	3 %	266,565	254,800	38 %
REF. & USER SERV.ASSN.(RUSA)	199,135	274,578	341,744	67,166	20 %	553,563	478,577	43 %
United For Libraries	257,469	285,876	309,295	23,419	8 %	478,712	446,824	36 %
LIB & INF TECH ASSOC (LITA)	265,054	259,252	324,621	65,369	20 %	454,522	396,669	35 %
ASSOC/LIB SERV TO CH (ALSC)	695,643	736,280	684,065	-52,215	-8 %	1,134,203	1,171,755	37 %
YNG ADLT LIB SERV ASSN (YALSA)	498,071	421,312	401,888	-19,424	-5 %	593,686	413,600	-2 %
<b>TOTAL EXPENSES</b>	<b>8,873,556</b>	<b>10,152,648</b>	<b>11,184,618</b>	<b>1,031,970</b>	<b>9 %</b>	<b>16,003,532</b>	<b>14,772,627</b>	<b>31 %</b>
<b>NET REVENUES</b>								
PUBLIC LIBRARY ASSOC (PLA)	-263,944	1,224,020	774,210	449,810	58 %	505,940	633,967	-93 %
ASSOC/COLL & RES LIBS (ACRL)	818,234	-285,058	-339,283	54,225	16 %	-574,629	-576,144	-51 %
CHOICE	-200,957	-137,170	-291,905	154,735	53 %	-199,867	-202,534	-32 %
AMER ASSOC OF SCH LNS (AASL)	-248,530	266,130	168,656	97,474	58 %	-30,993	59,284	-349 %
ASSOC SPEC COOP LIB AGCY(ASCLA)	11,611	12,018	-1,779	13,797	776 %	-4,801	-25,784	-147 %
ASSN/LIB CLLN/TECH SERV(ALCTS)	5,034	6,152	18,248	-12,096	-66 %	9,486	-71,313	-109 %
LIB LDRSHIP AND MGT ASSOC (LLAMA)	-4,731	18,364	-9,780	28,144	288 %	-13,215	7,675	-139 %
REF. & USER SERV.ASSN.(RUSA)	60,747	-16,839	-97,618	80,779	83 %	-160,480	-100,664	-83 %
United For Libraries	-39,026	-35,800	20,651	-56,451	-273 %	-11,582	4,156	961 %
LIB & INF TECH ASSOC (LITA)	22,531	24,799	-2,315	27,114	1,171 %	1,844	17,832	-39 %
ASSOC/LIB SERV TO CH (ALSC)	215,948	294,290	-33,686	327,976	974 %	-28,668	53,850	-446 %
YNG ADLT LIB SERV ASSN (YALSA)	-10,849	-6,632	-41,393	34,761	84 %	4,454	100,973	107 %
<b>TOTAL NET REVENUES</b>	<b>366,068</b>	<b>1,364,275</b>	<b>164,006</b>	<b>1,200,269</b>	<b>732 %</b>	<b>-502,511</b>	<b>-98,702</b>	<b>-1,482 %</b>

**III Division**  
**Statement of Revenues and Expenses**  
**April 2014**

<b>TOTAL DIVISIONS</b>	<b>Year-To-Date Actual</b>	<b>Year-To-Date Budget</b>	<b>Year-To-Date Variance</b>	<b>Prior Year Actual</b>	<b>Change FY14-FY13</b>	<b>Beginning Fund Balance</b>	<b>Ending Fund Balance</b>
<b>Total Revenue</b>	11,516,923	11,348,624	168,299	9,239,624	2,277,299		
<b>Total Expenses</b>	10,152,648	11,184,618	1,031,970	8,873,556	1,279,092		
<b>Net Rev(Exp)</b>	1,364,275	164,006	1,200,269	366,068	998,207	13,733,548	15,097,823

**Net Revenues**

PLA	1,224,020	774,210	449,810	(263,944)	1,487,964	1,769,722	2,993,742
ACRL	(285,058)	(339,283)	54,225	818,234	(1,103,292)	4,647,434	4,362,376
CHOICE	(137,170)	(291,905)	154,735	(200,957)	63,787	3,049,671	2,912,501
AASL	266,130	168,656	97,474	(248,530)	514,660	872,726	1,138,856
ASCLA	12,018	(1,779)	13,797	11,611	407	96,539	108,557
ALCTS	6,152	18,248	(12,096)	5,034	1,118	320,756	326,908
LLAMA	18,364	(9,780)	28,144	(4,731)	23,095	179,052	197,416
RUSA	(16,839)	(97,618)	80,779	60,747	(77,586)	595,168	578,329
UFL	(35,800)	20,651	(56,451)	(39,026)	3,226	(171,834)	(207,634)
LITA	24,799	(2,315)	27,114	22,531	2,268	432,541	457,341
ALSC	294,290	(33,686)	327,976	215,948	78,342	1,763,644	2,057,935
YALSA	(6,632)	(41,393)	34,761	(10,849)	4,217	178,129	171,497
<b>TOTAL</b>	1,364,275	164,006	1,200,269	366,068	998,207	13,733,548	15,097,823

**PLA**

PLA National Conference revenue is \$363,711 more than budget, offset by donation revenue of \$149,577 less than budget. Expenses are less than budget by \$356,803 due to salary savings, lower travel expenses, and lower operating expenses.

**CHOICE**

Revenue is \$63,249 more than budget due to higher royalty revenue and subscription revenue, offset by lower advertising revenue. Payroll related expenses are \$183,489 less than budget and professional fees are \$82,948 more than budget.

**ALSC**

Total revenue is \$327,976 more than budget due to strong seals sales which exceeds the budget by \$229,516, and miscellaneous revenue is \$108,990 more than budget.

**AMERICAN LIBRARY ASSOCIATION**  
**Roundtable Statement of Revenues and Expenses**  
**For the Month Period April 2014**

	YTD Prior Year Actual	YTD Actual	YTD Budget	Variance	Variance %	Annual Budget	Annual Projection	% Change from Proj
REVENUES								
(600) SYSTEM ASSIGNED PYE-CLOSE	0	0	0	0	0 %	0	0	0 %
(601) LIBRARY HISTORY RND TBL (LHRT)	5,577	5,278	3,912	1,366	35 %	5,867	5,867	10 %
(602) EXHIBITS ROUND TABLE (ERT)	5,458	5,297	6,346	-1,049	-17 %	9,515	0	-100 %
(603) FAFLRT	3,300	7,978	4,978	3,000	60 %	8,285	8,285	4 %
(604) GOVT DOCUMNTS RND TBL (GODORT)	29,543	30,024	25,796	4,228	16 %	50,300	50,300	40 %
(605) INT FREEDOM ROUND TABLE (IFRT)	11,189	10,354	16,662	-6,308	-38 %	25,000	0	-100 %
(606) INTL RELATIONS RND TBL (IRRT)	6,534	7,922	7,546	376	5 %	12,225	11,600	32 %
(607) NEW MEMBERS ROUND TABLE (NMRT)	11,609	10,559	16,232	-5,673	-35 %	24,350	0	-100 %
(608) LIB RESEARCH RND TBL (LRRT)	5,575	5,795	20,606	-14,811	-72 %	30,913	5,995	3 %
(609) MAP/GEOGRAPHY RND TBL (MAGIRT)	7,037	7,209	8,075	-866	-11 %	12,125	0	-100 %
(610) SOCIAL RSPNS ROUND TBL (SRRT)	5,936	6,032	7,459	-1,427	-19 %	11,340	0	-100 %
(611) STAFF ORG ROUND TABLE (SORT)	356	336	1,672	-1,336	-80 %	2,500	0	-100 %
(612) LIB INSTRUCTION RND TBL (LIRT)	15,400	15,329	16,332	-1,003	-6 %	24,500	0	-100 %
(613) ETHNC MTL INF EXCH R/T(EMIERT)	80,949	74,281	58,591	15,690	27 %	113,850	0	-100 %
(614) CONT LIB ED NT/EX R/T(CLENERT)	4,968	5,099	16,774	-11,675	-70 %	25,150	0	-100 %
(615) RETIRED MEMBERS RND TBL (RMRT)	2,062	3,338	1,666	1,672	100 %	3,500	0	-100 %
(616) GGRT	1,824	2,242	1,336	906	68 %	2,000	3,500	36 %
(617) VIDEO ROUND TABLE (VRT)	2,350	2,154	3,999	-1,845	-46 %	6,150	0	-100 %
(618) SUPPORT STAFF INTERESTS R/T	2,617	5,074	4,132	942	23 %	6,450	0	-100 %
(619) GLBTRT	15,816	14,948	11,252	3,696	33 %	19,000	0	-100 %
(620) SRT	0	405	1,336	-931	-70 %	2,000	0	-100 %
<b>TOTAL REVENUES</b>	<b>218,100</b>	<b>219,654</b>	<b>234,702</b>	<b>-15,048</b>	<b>-6 %</b>	<b>395,020</b>	<b>85,547</b>	<b>-157 %</b>

EXPENSES

(600) SYSTEM ASSIGNED PYE-CLOSE	0	0	0	0	0 %	0	0	0 %
(601) LIBRARY HISTORY RND TBL (LHRT)	866	617	3,906	3,289	84 %	5,867	5,867	89 %
(602) EXHIBITS ROUND TABLE (ERT)	4,694	4,070	5,202	1,132	22 %	6,082	0	-100 %
(603) FAFLRT	8,827	432	523	91	17 %	7,520	7,440	94 %
(604) GOVT DOCUMNTS RND TBL (GODORT)	17,042	9,011	20,730	11,719	57 %	48,775	48,775	82 %
(605) INT FREEDOM ROUND TABLE (IFRT)	10,954	3,264	16,630	13,366	80 %	24,953	0	-100 %
(606) INTL RELATIONS RND TBL (IRRT)	1,343	811	3,416	2,605	76 %	8,475	7,545	89 %
(607) NEW MEMBERS ROUND TABLE (NMRT)	3,039	2,280	13,234	10,954	83 %	19,850	0	-100 %
(608) LIB RESEARCH RND TBL (LRRT)	720	837	18,044	17,207	95 %	27,078	5,995	86 %
(609) MAP/GEOGRAPHY RND TBL (MAGIRT)	1,699	1,208	6,130	4,922	80 %	11,393	0	-100 %
(610) SOCIAL RSPNS ROUND TBL (SRRT)	904	2,116	5,850	3,734	64 %	11,335	0	-100 %
(611) STAFF ORG ROUND TABLE (SORT)	72	85	952	867	91 %	1,425	0	-100 %
(612) LIB INSTRUCTION RND TBL (LIRT)	1,586	3,116	13,538	10,422	77 %	22,400	0	-100 %
(613) ETHNC MTL INF EXCH R/T(EMIERT)	22,590	8,494	40,682	32,188	79 %	81,035	0	-100 %
(614) CONT LIB ED NT/EX R/T(CLENERT)	2,369	1,358	15,414	14,056	91 %	23,165	0	-100 %
(615) RETIRED MEMBERS RND TBL (RMRT)	255	477	663	186	28 %	1,000	0	-100 %
(616) GGRT	250	503	1,436	933	65 %	2,000	1,985	75 %
(617) VIDEO ROUND TABLE (VRT)	2,586	370	3,227	2,857	89 %	6,150	0	-100 %
(618) SUPPORT STAFF INTERESTS R/T	302	279	3,685	3,406	92 %	6,450	0	-100 %
(619) GLBTRT	2,170	3,391	9,599	6,208	65 %	18,850	0	-100 %
(620) SRT	0	70	98	28	29 %	950	0	-100 %
<b>TOTAL EXPENSES</b>	<b>82,269</b>	<b>42,789</b>	<b>182,959</b>	<b>140,170</b>	<b>77 %</b>	<b>334,753</b>	<b>77,607</b>	<b>45 %</b>

NET REVENUES

(600) SYSTEM ASSIGNED PYE-CLOSE	0	0	0	0	0 %	0	0	0 %
(601) LIBRARY HISTORY RND TBL (LHRT)	4,712	4,661	6	4,655	77,587 %	0	0	-100 %
(602) EXHIBITS ROUND TABLE (ERT)	764	1,227	1,144	83	7 %	3,433	0	-100 %
(603) FAFLRT	-5,527.47	7,545.65	4,455.00	3,091	69 %	765.00	845.00	-793 %
(604) GOVT DOCUMNTS RND TBL (GODORT)	12,501.58	21,013.27	5,066.00	15,947	315 %	1,525.00	1,525.00	-1,278 %
(605) INT FREEDOM ROUND TABLE (IFRT)	235.03	7,090.17	32.00	7,058	22,057 %	47.00	.00	-100 %
(606) INTL RELATIONS RND TBL (IRRT)	5,190.81	7,111.32	4,130.00	2,981	72 %	3,750.00	4,055.00	-75 %
(607) NEW MEMBERS ROUND TABLE (NMRT)	8,569.07	8,278.60	2,998.00	5,281	176 %	4,500.00	.00	-100 %
(608) LIB RESEARCH RND TBL (LRRT)	4,855.06	4,958.28	2,562.00	2,396	94 %	3,835.00	.00	-100 %
(609) MAP/GEOGRAPHY RND TBL (MAGIRT)	5,338.23	6,001.32	1,945.00	4,056	209 %	732.00	.00	-100 %
(610) SOCIAL RSPNS ROUND TBL (SRRT)	5,032.00	3,915.74	1,609.00	2,307	143 %	5.00	.00	-100 %

(611) STAFF ORG ROUND TABLE (SORT)	284.08	251.70	720.00	-468	-65 %	1,075.00	.00	-100 %
(612) LIB INSTRUCTION RND TBL (LIRT)	13,813.93	12,212.35	2,794.00	9,418	337 %	2,100.00	.00	-100 %
(613) ETHNC MTL INF EXCH R/T(EMIERT)	58,358.57	65,786.81	17,909.00	47,878	267 %	32,815.00	.00	-100 %
(614) CONT LIB ED NT/EX R/T(CLENERT)	2,598.96	3,741.12	1,360.00	2,381	175 %	1,985.00	.00	-100 %
(615) RETIRED MEMBERS RND TBL (RMRT)	1,806.76	2,861.19	1,003.00	1,858	185 %	2,500.00	.00	-100 %
(616) GGRT	1,574.27	1,738.84	-100.00	1,839	1,839 %	.00	1,515.00	-15 %
(617) VIDEO ROUND TABLE (VRT)	-235.99	1,783.56	772.00	1,012	131 %	.00	.00	-100 %
(618) SUPPORT STAFF INTERESTS R/T	2,314.81	4,795.07	447.00	4,348	973 %	.00	.00	-100 %
(619) GLBTRT	13,646.11	11,556.93	1,653.00	9,904	599 %	150.00	.00	-100 %
(620) SRT	.00	335.71	1,238.00	-902	-73 %	1,050.00	.00	-100 %
<b>TOTAL NET REVENUES</b>	<b>135,831</b>	<b>176,866</b>	<b>51,743</b>	<b>125,123</b>	<b>242 %</b>	<b>60,267</b>	<b>7,940</b>	<b>-193 %</b>

**IV Round Table  
Statement of Revenues and Expenses  
April 2014**

<b>TOTAL ROUNDTABLES</b>	<b>Year-To-Date Actual</b>	<b>Year-To-Date Budget</b>	<b>Year-To-Date Variance</b>	<b>Prior Year Actual</b>	<b>Change FY14-FY13</b>	<b>Beginning Fund Balance</b>	<b>Ending Fund Balance</b>
<b>Total Revenue</b>	219,654	234,702	(15,048)	218,100	1,554		
<b>Total Expenses</b>	42,789	182,959	140,170	82,269	(39,480)		
<b>Net Rev(Exp)</b>	176,865	51,743	125,122	135,831	41,034	1,329,450	1,506,315

**Net Revenues**

LHRT	4,661	6	4,655	4,711	(50)	48,071	52,732
ERT	1,227	1,144	83	764	463	30,456	31,683
FAFLRT	7,546	4,455	3,091	(5,527)	13,073	8,679	16,225
GODORT	21,013	5,066	15,947	12,502	8,512	117,893	138,907
IFRT	7,090	32	7,058	235	6,855	70,783	77,873
IRRT	7,111	4,130	2,981	5,191	1,921	15,511	22,623
NMRT	8,279	2,998	5,281	8,569	(290)	79,126	87,405
LRRT	4,958	2,562	2,396	4,855	103	54,185	59,143
MAGIRT	6,001	1,945	4,056	5,338	663	34,916	40,917
SRRT	3,916	1,609	2,307	5,032	(1,116)	59,398	63,314
SORT	252	720	(468)	284	(32)	20,100	20,351
LIRT	12,212	2,794	9,418	13,814	(1,602)	130,759	142,971
EMIERT	65,787	17,909	47,878	58,359	7,428	472,156	537,943
CLENERT	3,741	1,360	2,381	2,599	1,142	98,393	102,135
RMRT	2,861	1,003	1,858	1,807	1,054	4,727	7,588
GGRT	1,739	(100)	1,839	1,574	165	8,905	10,644
VRT	1,784	772	1,012	(236)	2,020	22,400	24,184
SSIRT	4,795	447	4,348	2,315	2,480	30,745	35,540
GLBTRT	11,557	1,653	9,904	13,646	(2,089)	22,245	33,802
SRT	336	1,238	(902)	0	336	0	336
<b>TOTAL</b>	<b>176,866</b>	<b>51,743</b>	<b>125,123</b>	<b>135,831</b>	<b>41,035</b>	<b>1,329,450</b>	<b>1,506,315</b>

**GODORT**

Printing expense is \$8,200 less than budget and postage expense is \$2,500 under budget.

**EMIERT**

The variance in net revenue is due to the timing difference in budgeted expenses against the actuals.