

**YALSA Executive Committee Meeting
April 17, 2013, Via Conference Call**

Topic: Refinements to Draft FY14 Budget

Background: The Executive Director turned in a draft budget to ALA in February and presented it to ALA senior management in March. Additional fiscal reports for FY13 can help inform the budget for FY14, as will the election results and further knowledge about the status of the awards seal vendor and e-publication platform. The Executive Committee will want to review and discuss.

Action Required: Discussion

Questions to explore

- Does the budget adequately support the priorities as outlined in the strategic and action plans?
 - Advocacy-related activities seem to be underrepresented in the budget; however, the small projected net revenue is not adequate for funding anything additional. Where would funds likely come from for advocacy activities (as mentioned in document #5)?
 - FOY funds are currently being used to support \$16,000 worth of member grants, awards and stipends. Could those funds be redirected to advocacy efforts if sponsors were obtained for the member awards?
- Are the estimated revenues and expenses on target to the best of our knowledge based on FY13 reports?
 - Are there opportunities to cut expenses? If so, where?
 - Are there opportunities to see more net revenue? If so, where?
- Are any current or developing environmental factors in play that may impact the budget? If so, what are they and what will their impact be?
- Has any key initiative, issue or project been omitted from the budget?
- Are any key initiatives, issues or projects currently in the budget likely to sunset between now and the start of FY14?
- Other?

Draft FY14 Budget

Project	Proposed Gross Revenues	Proposed Expenses	Net	Strategic Plan Support	Notes
Membership	246,565	12,750	233,815	<ul style="list-style-type: none"> • Goal 4: member recruitment & retention 	If any new sections are created, that could add revenue
Midwinter	3,900	0	3,900	<ul style="list-style-type: none"> • Goal 2: research • Goal 4: member recruitment & retention • Goal 5: capacity building 	Cost of the Morris & Nonfiction event is offset by Morris Endowment
Annual Pre-Conference	9,675	3,891	5,784	<ul style="list-style-type: none"> • Goal 3: continuous learning 	Attendance at ticketed events is estimated based on 2012 registration in Anaheim. Anecdotal evidence suggests that attendance in Las Vegas may be smaller than in other venues.
Edwards Lunch	11,750	6,500	5,250	<ul style="list-style-type: none"> • Goal 5: capacity building 	
Printz Reception	11,500	4,000	7,500	<ul style="list-style-type: none"> • Goal 5: capacity building 	
YA Author Coffee Klatch	7,520	4,170	3,080	<ul style="list-style-type: none"> • Goal 5: capacity building 	
YA Lit Symposium	10,000	0	10,000	<ul style="list-style-type: none"> • Goal 2: research • Goal 3: continuous learning • Goal 4: member recruitment & retention • Goal 5: capacity building 	Revenue indicated is from projected sponsorships
Books	22,050	15,730	6,320	<ul style="list-style-type: none"> • Goal 3: continuous learning 	
YALS	36,600	47,305	-10,705	<ul style="list-style-type: none"> • Goal 3: continuous learning 	Moving to an e-platform & the ad rep RFP could impact expenses & revenues

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Curriculum Kits	42,500	13,243	28,957	<ul style="list-style-type: none"> • Goal 3: continuous learning 	Since kits didn't go on sale until 4/13, these numbers are loose estimates
E-courses	10,125	4,975	5,150	<ul style="list-style-type: none"> • Goal 3: continuous learning 	
Webinars	16,000	6,196	9,804	<ul style="list-style-type: none"> • Goal 3: continuous learning 	
Licensed Institutes	13,500	7,159	6,341	<ul style="list-style-type: none"> • Goal 3: continuous learning 	
TRW	56,800	37,977	18,823	<ul style="list-style-type: none"> • Goal 1: advocacy & activism 	
TTW	12,200	1,650	10,550	<ul style="list-style-type: none"> • Goal 1: advocacy & activism 	
Award Seals	70,750	20,107	50,993	<ul style="list-style-type: none"> • Goal 5: capacity building 	In late FY13 YALSA will move its seal production & distribution to a new vendor. How this will impact sales is not yet known.
Friends of YALSA	19,300	16,000	3,330	<ul style="list-style-type: none"> • Goal 4: member recruitment & retention 	
E-publications	4,600	8,190	-3,590	<ul style="list-style-type: none"> • Goal 2: Research • Goal 3: continuous learning • Goal 5: member recruitment & retention 	Moving to an e-platform & the ad rep RFP could impact expenses & revenues
Governance & committee support	0	20,475	-20,475	<ul style="list-style-type: none"> • Goal 5: member recruitment & retention 	
Admin (salaries, benefits, equipment, supplies)	0	405,489	-405,489	<ul style="list-style-type: none"> • All goals 	Per ALA, there is no budgeted salary increase for FY14. Benefits are calculated at 32.5% of salary (as opposed to 30% in FY13 & 28% in FY12)
Endowments	29,972	0	29,972		<ul style="list-style-type: none"> • About \$1,500 of that is interest from the

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					<p>Leadership Endowment & the rest is from Morris</p> <ul style="list-style-type: none"> • If/when the MAE Trust is moved to ALA/YALSA, these numbers will change
Grants	13,440	12,000	1,440		<ul style="list-style-type: none"> • Of the current grants, only the IMLS grant extends into FY14 & that's just for 2 months • YALSA could be awarded another round of funding from Dollar General for FY14 • When not impacted by federal regulation, YALSA strives to get a 12% admin/overhead rate on grants
TOTAL	648,747	648,107	640		

For FY14 overhead will be calculated at 24.2% (as opposed to 25.5% in FY13)