

YALSA Board of Directors Meeting
 ALA Midwinter Meeting, Atlanta
 January 20 – 24, 2017

Topic: Financial Update

Background: First quarter fiscal information for FY17 is provided below. The Board will want to review the information as part of an overall effort to ensure YALSA has the resources it needs to continue to provide services and support to members. This report does not reflect the new effort beginning with this fiscal year to track salaries and wages by specific project. ALA Finance will move that data into reports on a quarterly basis. Nick Buron and Beth Yoke have provided the following information for the Board’s consideration.

Action Required: Discussion



YALSA FINANCIAL OUTLOOK (excluding endowments)




November 2016




OPERATING BUDGET	Actual	Budgeted	Variance
Total Revenue	227,613	290,862	-63,249
Total Direct Expenses	168,536	218,744	50,208
Contribution Margin (what’s left over after you subtract cost from revenue)	50,183	76,628	-26,444
Overhead (what we contribute to ALA in return for services)	26,269	33,836	7,567
Tax	43	30	-13
Net Revenue	23,872	42,762	-18,890
Ending Net Asset Balance			

In accordance with not-for-profit best practices, YALSA’s fund balance needs to remain at or slightly above \$298,468 (6 months’ expenses), or above \$198,978 (4 months’ expenses) at a minimum.







Revenues: (blue = big 3 revenue streams)

	Revenue Stream	Performance	Commentary
	Dues	• Down 10% compared to budget	Membership for Nov. was 4,926, down 5% over Nov. 2015
	Events	• Symposium revenue is \$5,300 better than budget	Staff time hasn’t been accounted for yet in the symposium financials

	Sales	<ul style="list-style-type: none"> Self published books better than budget Subscriptions down 15% Bulk seal sales are down 	Royalties for products & books won't appear until Feb.
	CE	<ul style="list-style-type: none"> eCourses behind budget Institutes behind budget 	We were 8 people short of our goal for 20 students in the eCourse
	Ads	<ul style="list-style-type: none"> Ads for YALS are 24% ahead of budget Ads for the eNews are 72% ahead of budget 	
	donations	<ul style="list-style-type: none"> Donations for Nov. included \$3,224 raised at the symposium & \$3,100 raised for Giving Tuesday 	collected \$9,270.97 in Sept - Nov. (to meet the \$14,095 goal, an avg of \$1,175 per month is needed)

Expenses:

	Expense	Performance	Commentary
	YALS	9% better than budget	Due to postage, printing and mailing
	Board & Committees	Slightly better than budget	
	Wages	20% better than budget	Due to shifting CE position from staff to contract worker
	Events	34% better than budget	partly due to lower than expected AV costs at the symposium & the use of grant funds to support the program challenge
	Book publishing	Better than budget	Primarily due to delayed projects
	Recruitment	Better than budget	We off-set some expenses with grant funds

Key receivables: N/A

Total projected budget shortfall for FY17

The following expenses arose after the budget was finalized

Expense	Amount
1% raise to salaries/wages	\$3,348
Overhead increase	\$6,665
e-Learning platform	\$2,160
Salary adjustment for federal overtime law	\$5,879
TOTAL	\$18,052

Additionally, Best Buy reduced their Teen Tech Week Sponsorship from \$60,000 last year to \$30,000 this year.

Grants applied for this FY

Grant	Amount	Status
ASAE Innovation grant (to support advocacy work)	\$10,000	declined
IMLS Laura Bush 21 st Century Librarian Program (National Forum Grant)	\$100,000	in review
Carnegie Whitney Grant (to support publishing)	\$5,000	declined

Additional Resources

- Data Shows Non-Dues Revenue Key to Association Sustainability, <http://ow.ly/D2Zfp>
- Future of Library Services for and with Teens report, <http://ow.ly/D6XcT>
- YALSA Business Plan, <http://ow.ly/D3sVp> (.pdf)
- YALSA Organizational Plan, www.ala.org/yalsa/aboutyalsa/strategicplan