

**YALSA Board of Directors Meeting  
 ALA Midwinter Meeting, Seattle  
 January 19-24, 2007**

**Topic:** FY '06 Final Close Figures

**Background:** FY 06 was YALSA's second year without the small division subsidy. This year we did a good job of limiting expenses, but did fall short of our revenue goals. However, our revenues did increase over FY 05.

**Action Required:** Information

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Third Close, FY 2006 – YALSA (not including Morris or 48 accounts)

	Budgeted	Actual	Difference
Total Revenue:	419,690	372,575	(47,115)
Total Direct Expenses:	380,561	334,445	46,116
Contribution Margin: (what's left over after you subtract cost from revenue)	39,129	38,130	(999)
Overhead: (what we pay ALA for their services)	20,640	14,658	(5,982)
Tax:	400	0	400
<b>Net Revenue: Budgeted/Actual/Variance</b> (if the #'s in parentheses, it's negative)	<b>18,089</b>	<b>23,472</b>	<b>5,383</b>
Beginning/Actual/Ending Net Asset Balance	414,103	437,575	

YALSA ended its second fiscal year off ALA's small division subsidy with expenses coming in \$46,000 under budget, which allowed YALSA to see \$5,400 in net revenues over what was expected. The higher than anticipated net revenue is also due to the renegotiated deal with ALA Graphics for TRW products. In FY 06 YALSA took in \$15,000 (compared with \$6,001 in FY 05) from Graphics for TRW, \$2,500 as a one-time signing bonus and \$12,500 as advance royalties on '06 campaign products. Membership remained strong throughout FY06. At the end of the fiscal year it was 5,260, which is an 11% increase from this time last year. YALSA has now moved up to 4<sup>th</sup> in division size, surpassing RUSA. We are behind only ACRL, PLA and AASL in membership size.