

**Fund 12/Unit 414: YALSA All Projects**

**American Library Association**  
Performance Report  
For the Twelve Months Ending August 31, 2006

August			ACCOUNT# / DESCRIPTION	TOTAL ANNUAL BUDGET	YEAR TO DATE				PRIOR YEAR ACTUAL	REMAINING CURRENT BUDGET	
ACTUAL	BUDGET	PRIOR YEAR ACTUAL			ACTUAL	BUDGET	VARIANCE	VARIANCE %			
\$0.00	\$0.00	\$0.00	3000	FUND BALANCE	\$0.00	\$414,102.64	\$0.00	\$414,102.64	100.00%	\$429,232.64	(\$414,102.64)
\$0.00	\$0.00	\$0.00		BEGINNING NET ASSETS	\$0.00	\$414,102.64	\$0.00	\$414,102.64	100.00%	\$429,232.64	(\$414,102.64)
13,160.08	10,258.00	11,996.03	4000	DUES/PERSONAL	123,000.00	151,919.47	123,000.00	28,919.47	23.51%	138,001.85	(28,919.47)
0.00	38.00	0.00	4001	DUES/ORGANIZATIONAL	500.00	0.00	500.00	(500.00)	(100.00%)	0.00	500.00
0.00	12.00	0.00	4002	DUES/SPECIAL	100.00	0.00	100.00	(100.00)	(100.00%)	0.00	100.00
(170.00)	38.00	(134.00)	4003	DUES/LIFE MEMBERS-CURRENT	500.00	1,095.00	500.00	595.00	119.00%	1,125.00	(595.00)
(198.00)	87.00	(168.00)	4004	DUES/CNTNING MBRS & DIV TRFR	1,000.00	495.00	1,000.00	(505.00)	(50.50%)	510.00	505.00
969.93	4,170.00	706.23	4100	SALES/BOOKS	50,000.00	4,758.06	50,000.00	(45,241.94)	(90.48%)	5,353.92	45,241.94
0.00	815.00	0.00	4103	SALES - ONLINE	9,750.00	0.00	9,750.00	(9,750.00)	(100.00%)	0.00	9,750.00
980.00	60.00	400.00	4109	SALES/MISC	240.00	32,870.00	240.00	32,630.00	13,595.83%	24,556.00	(32,630.00)
1,037.65	2,500.00	836.30	4110	SUBSCRIPTIONS	10,000.00	11,174.27	10,000.00	1,174.27	11.74%	9,885.87	(1,174.27)
0.00	5,000.00	14,531.00	4140	ADVERTISING/GROSS	20,000.00	15,286.75	20,000.00	(4,713.25)	(23.57%)	22,085.50	4,713.25
1,325.00	0.00	(29,860.00)	4200	REGISTRATION FEES	35,000.00	48,355.00	35,000.00	13,355.00	38.16%	32,930.00	(13,355.00)
3,958.00	0.00	29,900.00	4220	MEAL FUNCTIONS	25,250.00	29,854.00	25,250.00	4,604.00	18.23%	29,900.00	(4,604.00)
3,500.00	20,087.00	12,000.00	4400	DONATIONS/HONORARIA	78,000.00	19,210.47	78,000.00	(58,789.53)	(75.37%)	19,387.00	58,789.53
28,537.37	4,770.00	4,714.00	4421	ROYALTIES	25,850.00	41,777.67	25,850.00	15,927.67	61.62%	13,386.04	(15,927.67)
2,250.00	8,918.00	0.00	4430	MISCELLANEOUS FEES	49,000.00	18,996.00	49,000.00	(30,004.00)	(61.23%)	0.00	30,004.00
0.00	(38.00)	(25.20)	4601	RETURNS/CREDITS	(500.00)	(159.60)	(500.00)	340.40	(68.08%)	(3,830.80)	(340.40)
0.00	(1,500.00)	0.00	4611	COMMISSION/SALES REP	(6,000.00)	(3,057.35)	(6,000.00)	2,942.65	(49.04%)	(4,386.10)	(2,942.65)
0.00	(500.00)	0.00	4612	COMMISSION/ADVERTISING AGENCY	(2,000.00)	0.00	(2,000.00)	2,000.00	(100.00%)	0.00	(2,000.00)
55,350.03	54,715.00	44,896.36		TOTAL REVENUES	419,690.00	372,574.74	419,690.00	(47,115.26)	(11.23%)	288,904.28	47,115.26
12,735.50	12,831.00	13,959.26	5000	SALARIES & WAGES	145,635.00	145,337.46	145,635.00	297.54	0.20%	135,077.01	297.54
0.00	0.00	0.00	5001	WAGES/TEMPORARY EMPLOYEES	0.00	0.00	0.00	0.00	0.00%	360.00	0.00
0.00	0.00	0.00	5002	OVERTIME WAGES	1,500.00	1,611.91	1,500.00	(111.91)	(7.46%)	1,317.36	(111.91)
361.18	0.00	474.89	5009	ACCRUED VACATION WAGES	0.00	361.18	0.00	(361.18)	(100.00%)	474.89	(361.18)
7,258.63	3,228.00	5,317.82	5010	EMPLOYEE BENEFITS	36,634.00	40,161.70	36,634.00	(3,527.70)	(9.63%)	34,637.82	(3,527.70)
0.00	2.00	0.00	5016	PROFESSIONAL MEMBERSHIPS	35.00	35.00	35.00	0.00	0.00%	35.00	0.00
0.00	183.00	0.00	5031	STAFF DEVELOPMENT	2,185.00	0.00	2,185.00	2,185.00	100.00%	0.00	2,185.00
2,404.00	3,293.00	0.00	5110	PROFESSIONAL SERVICES	32,500.00	5,858.82	32,500.00	26,641.18	81.97%	2,815.00	26,641.18
357.00	0.00	0.00	5122	BANK S/C	1,030.00	4,606.51	1,030.00	(3,576.51)	(347.23%)	0.00	(3,576.51)
0.00	19.00	0.00	5140	EQUIP/FURN REPAIRS	250.00	0.00	250.00	250.00	100.00%	155.27	250.00
45.61	102.00	41.11	5150	MESSANGER SERVICE	1,275.00	1,384.04	1,275.00	(109.04)	(8.55%)	799.96	(109.04)
0.00	49.00	0.00	5151	DUPLICATION/OUTSIDE	850.00	0.00	850.00	850.00	100.00%	850.00	0.00
(323.60)	288.00	296.00	5210	TRANSPORTATION	6,300.00	5,265.45	6,300.00	1,034.55	16.42%	2,358.92	1,034.55
620.73	212.00	76.42	5212	LODGING & MEALS	6,350.00	8,602.00	6,350.00	(2,252.00)	(35.46%)	4,539.52	(2,252.00)
0.00	0.00	0.00	5216	BUSINESS MEETINGS	1,250.00	0.00	1,250.00	1,250.00	100.00%	1,662.62	1,250.00
0.00	0.00	2,220.59	5301	CONFERENCE EQUIPMENT RENT	2,750.00	2,550.41	2,750.00	199.59	7.26%	6,438.57	199.59
(1,333.00)	63.00	12,331.13	5302	MEAL FUNCTIONS	28,250.00	28,217.21	28,250.00	32.79	0.12%	28,227.06	32.79
0.00	63.00	115.35	5303	EXHIBITS	800.00	398.73	800.00	401.27	50.16%	165.35	401.27
0.00	0.00	245.00	5304	SPEAKER/GUEST EXPENSE	750.00	448.26	750.00	301.74	40.23%	1,230.72	301.74
0.00	334.00	0.00	5305	SPEAKER/GUEST HONORARIUM	4,600.00	500.00	4,600.00	4,100.00	89.13%	0.00	4,100.00
0.00	0.00	0.00	5306	AWARDS	400.00	0.00	400.00	400.00	100.00%	0.00	400.00
0.00	0.00	(1,500.00)	5350	PROGRAM ALLOCATION	(1,500.00)	(1,500.00)	(1,500.00)	0.00	0.00%	(1,500.00)	0.00
0.00	63.00	0.00	5400	EDITORIAL/PROOFREADING/OUTSIDE	600.00	250.00	600.00	350.00	58.33%	0.00	350.00
0.00	1,250.00	0.00	5401	TYPESETTING/COMPOSITION-OUTSD	7,100.00	2,000.00	7,100.00	5,100.00	71.83%	1,099.00	5,100.00
(398.98)	3,719.00	4,489.80	5402	PRINTING-OUTSIDE	25,538.00	28,927.55	25,538.00	(3,389.55)	(13.27%)	22,102.28	(3,389.55)
0.00	10.00	0.00	5403	BINDING-OUTSIDE	40.00	0.00	40.00	40.00	100.00%	0.00	40.00
350.00	745.00	0.00	5404	DESIGN SERVICE-OUTSIDE	5,800.00	3,361.87	5,800.00	2,438.13	42.04%	1,191.40	2,438.13
155.60	508.00	421.64	5410	MAIL SERVICE-OUTSIDE	3,045.00	3,165.30	3,045.00	(120.30)	(3.95%)	3,076.08	(120.30)
0.00	61.00	0.00	5411	ADVERTISING/SPACE	550.00	0.00	550.00	550.00	100.00%	720.00	550.00
0.00	3,337.00	1,280.35	5414	SUPPLIES/PRODUCTION	13,345.00	5,238.67	13,345.00	8,106.33	60.74%	4,620.40	8,106.33
0.00	0.00	(180.00)	5415	PRE-PRESS/PHOTOGRAPHIC SERVICE	200.00	430.00	200.00	(230.00)	(115.00%)	938.50	(230.00)
0.00	25.00	0.00	5416	ADVERTISING PRODUCTION COST	300.00	0.00	300.00	300.00	100.00%	0.00	300.00
0.00	30.00	60.00	5420	COPYRIGHT FEES	320.00	60.00	320.00	260.00	81.25%	60.00	260.00
515.69	413.00	301.78	5433	ORDER PROCESSING/FULFILLMENT	2,000.00	3,389.43	2,000.00	(1,389.43)	(69.47%)	2,350.62	(1,389.43)
17.50	211.00	0.00	5500	SUPPLIES/OPERATING	2,650.00	2,853.82	2,650.00	(203.82)	(7.69%)	2,079.68	(203.82)
0.00	38.00	0.00	5501	EQUIPMENT & SOFTWARE/MINOR	500.00	616.88	500.00	(116.88)	(23.38%)	600.94	(116.88)
0.00	21.00	0.00	5502	REFERENCE MATERIAL/PERIODICALS	200.00	58.96	200.00	141.04	70.52%	185.83	141.04
0.00	13.00	0.00	5510	INSURANCE	200.00	0.00	200.00	200.00	100.00%	0.00	200.00
0.00	190.00	0.00	5520	EQUIPMENT RENTAL/LEASE	2,250.00	0.00	2,250.00	2,250.00	100.00%	137.56	2,250.00
0.00	86.00	0.00	5522	TELEPHONE/FAX	1,000.00	229.02	1,000.00	770.98	77.10%	549.83	770.98
17.91	1,717.00	694.82	5523	POSTAGE/E-MAIL	7,326.00	7,516.19	7,326.00	(190.19)	(2.60%)	5,451.91	(190.19)

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August			ACCOUNT# / DESCRIPTION	TOTAL ANNUAL BUDGET	YEAR TO DATE				PRIOR YEAR ACTUAL	REMAINING CURRENT BUDGET	
ACTUAL	BUDGET	PRIOR YEAR ACTUAL			ACTUAL	BUDGET	VARIANCE	VARIANCE %			
\$831.75	\$14.00	\$46.55	5530	DEPRECIATION F/E	\$179.00	\$995.63	\$179.00	(\$816.63)	(456.22%)	\$558.39	(\$816.63)
(862.00)	42.00	21.00	5543	BAD DEBT EXPENSE	200.00	(704.00)	200.00	904.00	452.00%	200.00	904.00
0.00	13.00	1,999.00	5550	PROMOTION	200.00	0.00	200.00	200.00	100.00%	1,999.00	200.00
(1,316.83)	185.00	(1,229.53)	5599	MISC EXPENSE	2,025.00	(822.20)	2,025.00	2,847.20	140.60%	(1,138.34)	2,847.20
0.00	687.00	686.25	5901	IUT/CPU	2,745.00	3,945.00	2,745.00	(1,200.00)	(43.72%)	2,745.00	(1,200.00)
135.00	339.00	56.25	5902	IUT/DATA PROC	1,660.00	303.75	1,660.00	1,356.25	81.70%	258.75	1,356.25
101.84	100.00	74.09	5903	IUT/SUBS PROC	400.00	1,182.94	400.00	(782.94)	(195.74%)	874.51	(782.94)
33.39	238.00	24.26	5905	IUT/TELEPHONE	2,375.00	294.86	2,375.00	2,080.14	87.58%	505.93	2,080.14
22.00	22.00	6.00	5906	IUT/ORDER BILLING	94.00	94.00	94.00	0.00	0.00%	94.00	0.00
125.90	301.00	230.59	5909	IUT/DIST CTR	3,600.00	1,010.22	3,600.00	2,589.78	71.94%	930.13	2,589.78
389.46	518.00	1,185.84	5910	IUT/REPRO CTR	6,425.00	8,737.96	6,425.00	(2,312.96)	(36.00%)	7,525.22	(2,312.96)
0.00	1,042.00	1,086.80	5912	IUT/CPU PAPER	4,174.00	4,524.64	4,174.00	(350.64)	(8.40%)	3,673.12	(350.64)
0.00	2,769.00	2,989.50	5913	IUT/PREPRESS	11,076.00	12,945.61	11,076.00	(1,869.61)	(16.88%)	12,277.50	(1,869.61)
0.00	0.00	0.00	5999	IUT/MISC	600.00	0.00	600.00	600.00	100.00%	0.00	600.00
22,244.28	39,374.00	47,822.56		TOTAL DIRECT EXPENSES	380,561.00	334,444.78	380,561.00	46,116.22	12.12%	294,462.31	46,116.22
33,105.75	15,341.00	(2,926.20)		CONTRIBUTION MARGIN	39,129.00	38,129.96	39,129.00	(999.04)	(2.55%)	(5,558.03)	999.04
(6,142.99)	1,801.00	(3,784.35)	5911	OVERHEAD	20,640.00	14,657.98	20,640.00	5,982.02	28.98%	9,571.54	5,982.02
(300.00)	100.00	(363.00)	5600	TAX	400.00	0.00	400.00	400.00	100.00%	0.00	400.00
15,801.29	41,275.00	43,675.21		TOTAL EXPENSES	401,601.00	349,102.76	401,601.00	52,498.24	13.07%	304,033.85	52,498.24
39,548.74	13,440.00	1,221.15		NET REVENUE/(EXPENSE)	18,089.00	23,471.98	18,089.00	5,382.98	29.76%	(15,129.57)	(5,382.98)
\$0.00	\$0.00	\$0.00		ENDING NET ASSET BALANCE	\$0.00	\$437,574.62	\$0.00	(\$437,574.62)	(100.00%)	\$414,103.07	(\$437,574.62)