



Results of Operations
November – FY 2010 Financials – 1st Quarter

2009-10 EBD #3.3
2009-10 BARC #5.4

	Page
I. OVERVIEW	
■ Executive Summary	1
II. STATEMENTS OF REVENUES AND EXPENSES	
Total ALA	
■ General Fund	9
- Communications and Member Relations	12
- Publishing Services	21
- Member Programs and Services	25
- Divisions	31
	35
III. BALANCE SHEET – ASSETS, LIABILITIES, NET ASSETS	43
IV. APPENDICES	46

November FY 2010 Executive Summary

The November results represent three months of activity, which were electronically issued to unit managers on December 22, 2009. This commentary highlights actual revenue and expense results as compared to the approved budget including highlights of key financial indicators.

The Management Group prepares a detailed analysis, which is transmitted to Accounting for review and inclusion in this commentary. This summary commentary represents the total ALA, the General Fund departments including: Publishing Services, Support Services, Communications/Member Relations and Member Programs and Services, as well as the Round Tables, Divisions, Grants and Awards and Long-Term Investments. The AED, Finance with the assistance of the Controller, coordinates a summary of key highlights and reports to the Executive Director and the Senior Management Group. The following financial summaries highlight variances against budget as well as year-to-year comparison of key indicators.

Highlights

- Total ALA (all combined funds) revenue of \$11,057,169 is \$665,477 more than budget. The General Fund revenue of \$4,743,900 is \$283,029 less than budget due primarily to Publishing. Division revenues are 53%, \$4,146,086 or \$1,433,780 more than budget due to the AASL conference and Awards \$1,902,743 is \$540,057 less than budget year-to-date. Investment interest and dividends are more than budget by \$61,811, reaching \$195,953 year-to-date.
- Total ALA expenses of \$11,444,480 are 9%, \$1,159,131 less than budget. The General Fund expenses of \$5,802,005 are \$729,049, 11 % less than budget. Divisions are \$164,838 more than budget. Grants and Awards are \$540,057 less than budget.
- Cash and short-term investments are \$18,456,744 as compared to \$19,253,041 last year. The Long-Term Investment Fund is \$29,032,554 as compared to the \$22,617,368 balance at November 2008.

**November FY 2010
Executive Summary – continued**

- *Total assets are \$8,549,092, 14% more than November 2008 reaching \$69,209,767 due in part to the higher value of the Long-Term Investments.*
- *Total liabilities are \$5,237,549, 14% more than November 2008, totaling \$41,791,446.*
- *Total ALA net assets are \$3,311,543, 14% more than November last year, totaling \$27,418,321 due primarily to the increase in long term investments.*

OPERATING FUND

General Fund

Total revenues of \$4,743,990 are \$283,029, 6% less than budget. Revenues are flat compared to the FY 2008 balance of \$4,764,801.

Publishing revenues are less than the budget by \$339,739 due primarily to Booklist, American Libraries, Online Resources and Graphics. Note: The Publishing net revenue for November year-to-date is less than budget by \$72,071, reaching \$279,329.

Dues income is less than budget by \$35,863, totaling \$1,468,737, which is \$41,236 greater than last year.

Interest income is greater than budget by \$58,926 reaching \$243,911 due to the 4.75% yield.

Midwinter revenue is expected to be \$200,000 - \$300,000 less than budget based on information currently available.

Total expenses of \$5,802,008 are \$729,049 or 11% less than budget. Member Programs and Services expenses are \$219,996 less than budget due primarily to Annual Conference (\$75,293 under budget), ITTS (\$6,955 over budget), Midwinter expenses (\$92,653 under budget) and OIF \$31,180 under budget. Note: 1) Midwinter expenses are still being processed. 2) Communication expenses are \$29,561 less than budget and Publishing is \$267,668 less than budget. Business Expenses are \$15,112 less than budget. Executive Board and Council committee expenses were \$5,502 more

than budget. Salary savings total \$199,063 of which savings (attrition) through November was budgeted at \$149,226. Note: Professional Services are \$47,834 over budget and temporary employees are \$22,027 under budget.

Currently, expenses exceed revenue by \$1,058,018, which is better than the \$1,504,038 budget by \$446,020 or 30%.

As a conservative and cautious approach to FY 2010, the following contingency plan is in place:

GENERAL FUND

Anticipated Shortfall:

Publishing (contribution margin loss)	(250,000)
Conference (contribution margin loss)	(500,000)
Due Adjustment (factored into revised budget)	(220,000)
Benefits Increase	(90,000)
Total Shortfall	(1,060,000)

Proposed Expenses Adjustments:

Unallocated Fund (allocated as offset to dues shortfall)	250,000
Furlough (decision to implement will be made in the spring)	260,000
Expense Reductions	250,000
Use of Reserves (if necessary)	300,000
Projected Offset	<u>1,060,000</u>

Projected Net Revenue 0

The anticipated shortfall and proposed expense adjustments will be updated for the spring meeting based on projections provided by each unit.

*November FY 2010
Executive Summary – continued*

MEMBER PROGRAMS AND SERVICES

MPS is, generally, performing well in the context of the current economic environment.

- Prior to the start of FY09, Conference Services revised the budgets for the Midwinter Meeting and Annual Conference slightly downward (3%), to reflect the likely impact of the broader economy on both conference-related revenues and expenses. As FY09 progressed, it became clear that was a necessary, prudent step. That conservative position was carried into the FY2010 budget. **Midwinter Meeting** registration is holding up well in the context of the stress on library budgets: While is it clearly lower than “normal” expectations for an east-coast conference, it is in line with the (revised) Denver projections and is at about 90% of the FY10 MW registration budget. In a “normal” environment, we would assume that on-site would result in making 100% of registration budget; that is not a reasonable assumption this year. Top-line revenue will not hit revised targets in key areas (registration, exhibit sales, advertising), which will also affect General Fund overhead recovery. Net revenue performance will, at this point, depend largely on expense savings, much harder to predict since there can be shifts on-site. Conference Services is not projecting that it will hit the net revenue target.
- It is too early to project **Annual Conference** performance. About 25% of the peak night hotel room is normal for this point. (The off-peak percentage is around 22% -- again, normal.) There are 3710 registrants for Annual Conference after week one of registration. That includes 2,388 “bundle” registrants. Note that the primary “pain point” in MW registration was in “bundle” sales – almost 1,000 lower than FY09; that “gap” will carry over to AC and must be made up in individual sales. There were over 1313 “new” registrations by the end of the first week. It is also very early on the exhibit sales side. Early indications are good in light of the economic environment.
- The **ITTS** budget will be extremely tight – particularly in the face of growing need to replace or substantially upgrade aging components and in consideration of member interest in increased/enhanced web services. ITTS is well beyond the point where service demand, from units across the Association, outstrip available resources.
- On the Division side, **AASL** turned in a very strong performance on the **AASL National Conference** (November 2009), with general registration, exhibits and donations all above budget. AASL membership increased in anticipation of the National Conference. **PLA** is poised for a strong **PLA National Conference** in March 2010; both registration and exhibit sales are currently keeping pace with the (successful) FY2008 national conference. PLA membership is beginning to trend upward in anticipation of the National Conference.
- This is a “spend-down” (non-national conference year) for **ACRL**, with an ACRL National Conference scheduled in FY2011.

**November FY 2010
Executive Summary – continued**

- Publication sales are strong, with **AASL**, **ACRL**, **ALSC** reporting strong sales and **PLA** reporting on budget. **LITA** is launching a new *LITA Guide* series at the Midwinter Meeting.
- Web-based continuing education is generally a strong area, with **ALCTS** and **ALSC** reporting strong registration.
- **ALSC** is reporting strong seals revenue.
- **ALTAFF** is still showing some transition stress, but expects to gain in the coming months.

In looking at performance to date, it is important to note that economic recovery for libraries generally lags behind the general economy. Overall, the situation has continued to degrade from FY 2009 to FY 2010 – and that pattern is, generally, expected to continue into FY2011. Nevertheless, performance to date does reflect (a) prudent planning, (b) the value that members attach to ALA and ALA/Division events, services and products, (c) the continuing, timely, shift to increased focus on both web-based and regional (f2f) delivery, and (d) significant focus across all units on expense reduction.

PUBLISHING SERVICES

Total Revenues for Publishing are \$2,800,847 or \$339,739 less than budget. Total Expenses are \$2,521,518 or \$267,668 less than budget. Net Revenues are \$279,329 or \$72,071 less than budget. Net Revenues for ALA Editions are \$88,995 more than budget in part due to the 1st quarter release of more frontlist titles than usual but also because of catalog production savings. Net Revenues for Booklist and Booklist Online are \$9,593 less than budget mainly because of an ongoing softness in the print advertising market, stressed subscription budgets in public libraries, and delayed recognition for subscription revenue resulting from a processing lag during a fulfillment company merger. Booklist Net Revenues are \$34,867 less than budget. Booklist Online Net Revenues are \$25,273 more than budget. American Libraries advertising revenues are still soft as well accounting for a shortfall of \$24,056 in the Subscription Equivalent. New online advertising revenues such as newsletters and webinars are being developed and proving successful. Net Revenues for the Online Resources imprint overall are \$41,304 less than budget. ALA TechSource is \$22,243 less than budget mainly because

**November FY 2010
Executive Summary – continued**

of a shortfall in the sale of individual issues. Net Revenues for the RDA project are \$37,181 more than budget in part because the amortization tracking process is not yet in line. Guide to Reference Net Revenues are \$18,120 more than budget. Net Revenues for ALA Graphics are \$125,930 less than budget mainly because Total Revenues are \$168,146 less than budget because of the impact of the economy on library budgets for promotional items. There is some upside here for the new DVD READ boxed set and the ongoing success of the Twilight series posters. Forecast: Total Revenues are expected to be affected by a lag in the economic recovery affecting library budgets and the transitions affecting the advertising plans of vendors. Scrutiny on expenses will continue. Overall, the Department is expecting to fall short of its Contribution Margin by about \$250,000 at year-end.

STAFF SUPPORT SERVICES

The Unit includes: Staff/Office Support Services, Distribution Center, Reprographics Center, Building Maintenance and Contractor services for Security and Janitorial services.

The total variance for all units reporting is (\$35,654). Staff Support Services is over budget, but this condition will diminish during the fiscal year. Distribution and Reprographics chargebacks will steadily increase. The Reprographics Center as previously stated in other reporting is becoming more difficult to break even, due to lack of demand.

In regard to capital funds, ALA is currently completing the build-out for the relocation for Conference Services 50 East-5 to 40 East-7. After the relocation, focus will be on the space vacated by Conference Services and prepare for the new occupancy.

In review of the FY 2009 Capital budget, ALA will only move forward on projects deemed necessary due to the current economic conditions.

*November FY 2010
Executive Summary – continued*

GRANTS AND AWARDS (RESTRICTED FUND)

Revenues and expenses of \$1,902,743 are \$540,057 less than the budget due to timing of several grants, most notably NEH Perfect Union, \$331,249, NEH Picturing America – 2, \$34,882, Public Programs Proposals, \$105,000, Verizon Libraries, Literacy and Gaming, \$25,325, Gates Fund Technology Access Study, \$101,525, Soros National Privacy, \$61,054, Gates Sustaining Library Symposium, \$44,955, Public Awareness Campaign, \$7,991, Fetzer, \$47,139, and Dollar General, \$66,123. Note: Grants and Awards generated 42% or \$1,359,637 less than the FY 2009 actual.

November FY 2010
Executive Summary – continued

SALARIES

General Fund salaries through November are \$199,063 less than budget. This is \$400,082 less than the total years 4.75% salary attrition budget of \$599,145. In addition, temporary help is over budget by \$8,724 and overtime is under budget by \$9,790 year-to-date. Excess salary savings including temporary help and overtime is \$200,129.

	FY 2010 November 2009	FY 2009 November 2008
Total General Fund Salaries	\$12,621,104	\$12,621,104
November YTD Budget	\$2,984,227	\$3,131,188
Actual Salaries-November YTD	2,785,164	2,650,876
Salary Savings To Date	\$199,063	\$480,312
Total Projected Salary Savings: 4.75% Attrition (FY 2010)	599,145	631,056
Salary Savings Remaining To Be Achieved	400,082	150,744
Wages-Temporary Help		
Budget	17,505	17,243
Actual	26,229	27,193
Variance (over) under Budget	(8,724)	(9,950)
Overtime Wages		
Budget	18,038	21,998
Actual	8,248	18,106
Variance (over) under Budget	9,790	3,892
Salary Savings Required Including Wages & Overtime	\$399,016	\$156,802

American Library Association
Schedule 1 - Statement of Revenues and Expenses - Total ALA

	YEAR TO DATE ACTUAL NOVEMBER 30, 2008	YEAR TO DATE ACTUAL NOVEMBER 30, 2009	YEAR TO DATE BUDGET NOVEMBER 30, 2009	VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
GENERAL FUND								
DIVISIONS	4,764,801	4,743,990	5,027,019	(283,029)	-6%	28,094,505	28,094,505	0.00%
ROUND TABLES	2,842,896	4,146,086	2,712,306	1,433,780	53%	16,068,801	16,068,801	0.00%
PLANT FUND	69,723	68,397	75,425	(7,028)	-9%	356,005	356,005	0.00%
GRANTS AND AWARDS (RESTRICTED FUND)	0	0	0	0	-	0	0	-
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	3,262,380	1,902,743	2,442,800	(540,057)	-22%	8,959,538	8,959,538	0.00%
	175,615	195,953	134,142	61,811	46%	536,572	536,572	0.00%
TOTAL REVENUES	11,115,415	11,057,169	10,391,692	665,477	6%	54,015,421	54,015,421	0.00%
GENERAL FUND								
DIVISIONS	6,093,979	5,802,008	6,531,057	729,049	11%	28,094,505	28,094,505	0.00%
ROUND TABLES	3,208,087	3,660,462	3,495,624	(164,838)	-5%	16,392,739	16,392,739	0.00%
PLANT FUND	16,010	12,352	37,613	25,261	67%	375,472	375,472	0.00%
GRANTS AND AWARDS (RESTRICTED FUND)	0	0	0	0	-	0	0	-
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	3,262,380	1,902,743	2,442,800	(540,057)	-22%	8,959,538	8,959,538	0.00%
	62,311	66,915	96,517	29,602	31%	603,482	603,482	0.00%
TOTAL EXPENSES	12,642,767	11,444,480	12,603,611	1,159,131	9%	54,425,736	54,425,736	0.00%
EXCESS OF REVENUES OVER EXPENSES	(1,527,352)	(387,311)	(2,211,919)	1,824,608	82%	(410,315)	(410,315)	0.00%
POST-RETIREMENT BENEFITS	0	0	0	0	-	-	-	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(95,610)	135,878	0	135,878	-	-	-	-
NET REALIZED/UNREALIZED GAINS-LT INVEST	(6,605,859)	1,910,700	191,343	1,719,357	899%	765,359	765,359	0.00%
NET CONTRIBUTIONS/WITHDRAWALS-LT INVEST	44,640	18,526	(12,190)	30,716	252%	(17,250)	(17,250)	-0.00%
NET REVENUES-TOTAL ALA	(8,184,181)	1,677,793	(2,032,766)	3,710,559	183%	337,794	337,794	0.00%

FOR ADDITIONAL DETAIL SEE SCHEDULES 7 AND 8.

01/05/2010

American Library Association
Schedule 1 – Commentary: Statement of Revenues and Expenses – Total ALA
November FY 2010

ROUND TABLES

The Round Tables revenues of \$68,397 are \$7,028 less than budget due to lower miscellaneous sales and donations. Expenses of \$12,352 are less than budget by \$25,261 due to conference related expenses.

PLANT FUND

Depreciation expense of \$126,564 is \$17,540 under budget. The Plant Fund transfer is \$368,870, \$62,640 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

GRANTS AND AWARDS

Revenues and expenses of \$1,902,743 are \$540,057 less than the budget due to timing of several grants, most notably NEH Perfect Union – 1, \$331,249, NEH Picturing America – 2, \$34,882, Public Programs Proposals, \$105,000, Gates Funding Technology Access Study, \$101,525, Soros National Privacy, \$61,054, Gates Sustaining Library Symposium, \$44,955, Verizon Libraries, Literacy and Gaming, \$25,325, Public Awareness Campaign, \$7,991, Fetzer, \$47,139, and Dollar General, \$66,123.

LONG-TERM INVESTMENTS

Endowment Fund revenues of \$195,953 consisting of interest and dividend income are \$61,811 more than the budget of \$134,142. Net realized/unrealized losses are \$1,910,700 as compared to budgeted gains of \$191,343. On a stand-alone basis, the EMA TEF/Blackrock Investment portfolio has realized losses of \$382 and unrealized gains of \$5,819. The Pimco portfolio has year-to-date realized gains of \$30,838 and unrealized gains of \$274,378. The NFJ portfolio has year-to-date realized gains of \$29,510 and unrealized gains of \$274,378. The NFJ portfolio has year-to-date realized gains of \$29,510 and unrealized gains of \$2,545. The International Value/Lazard International portfolio has year-to-date realized gains of \$293,172 and unrealized gains of \$129,404. The Marsico portfolio has year-to-date realized gains of \$163,467 and unrealized gains of \$227,040. The Alliance portfolio has year-to-date realized gains of \$89,505 and unrealized gains of \$201,329. The EMA-Heitman portfolio has realized gains of \$38,511 and unrealized gains of \$42,808. The Lord Abbott Convertible Portfolio has realized gains of \$20,337 and unrealized gains of \$30,733. The Invesco Reit has unrealized gains of \$21,884 and unrealized gains of \$48,337. The Blackrock SRI portfolio has realized gains of \$17,937 and unrealized losses of \$19,376. The UMA IDP LCV has realized gains of \$3,226 and unrealized gains of \$137,359. Ariel has realized gains of \$117,937 and unrealized gains of \$22,319.

	Realized	Unrealized	Net
EMA TEF/Blackrock	(382)	5,819	5,437
Pimco	30,838	274,378	305,216
NFJ	29,510	2,545	32,055
IDP International Value/Lazard Intl	293,172	129,404	422,576
Marsico	163,467	227,040	390,507
Alliance	89,505	201,329	290,834
EMA-Heitman	38,511	42,808	81,319
Lord Abbott Convert	20,337	30,733	51,070
Invesco Reit	21,884	48,337	70,221
UMA IDP Lcv	3,226	137,359	140,585
Blackrock-SRI	117,937	(19,376)	98,561
Ariel	0	22,319	22,319
TOTAL	\$608,005	\$1,102,695	\$1,770,115

Net contributions/withdrawals consists of donations and other revenues, offset by life member dues transfers. The resulting figure in effect represents the net capital addition (reduction) made to the Endowment Fund. At November 30, 2009, the net contribution of \$18,526 is \$30,716 more than the budgeted net withdrawal of \$12,190. Expenditures totaling \$66,915 are \$29,602 less than budget.

The current annualized yield on Endowment Fund investments is as follows:

	EMA TEF	PIMCO	ALLIANZ	NE/J	IDP INTER VAL	MARSICO/	ALLIANCE/	EMA	LORD ABBETT	INVESCO	BLACKROCK	IDP LARGE	ARIEL	TOTAL	%	YIELD
	BLACKROCK	CREDIT SUISSE	ALLIANZ (LORD)	LAZARD INTL	SENECA	LAUREL	HEITMAN	CONVERT	REIT	SRI	CAP VALUE					
CASH	2,194	284,160	100,927	32,279	102,007	211,982	26,006	40,949	29,427	3,302	58,170	233,955	1,125,339	4%	0.32%	
GOVERNMENT SECURITIES	1,999,879	5,042,383	1,123,780	3,155,094	19,308	3,488,845	973,041	40,942	861,091	219,683	48,577	936,329	7,060,939	24%	3.30%	
CORPORATE SECURITIES		3,418,998			3,311,715			693,576			2,573,871				26%	1.11%
EQUITIES	2,002,173	8,745,541	1,224,707	3,187,373	3,433,031	3,700,807	999,047	775,467	890,518	222,986	3,616,948	233,955	13,245,603	46%	2.22%	
TOTAL														29,032,554	100%	

Composite: 2.12%

**American Library Association
Schedule 2A - Statement of Revenues and Expenses - General Fund**

	YEAR TO DATE ACTUAL NOVEMBER 30, 2008	YEAR TO DATE ACTUAL NOVEMBER 30, 2009	YEAR TO DATE BUDGET NOVEMBER 30, 2009	VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
PUBLISHING SERVICES								
MEMBERSHIP PROGRAMS & SERVICES	2,895,966	2,800,847	3,140,586	(339,739)	-11%	11,434,734	11,434,734	0.0%
COMMUNICATIONS	163,156	194,138	142,359	51,779	36%	9,547,615	9,547,615	0.0%
INTEREST INCOME	1,438,342	1,489,412	1,512,481	(23,069)	-2%	6,097,220	6,097,220	0.0%
MAIL LIST SALES	222,025	243,911	184,985	58,926	32%	739,936	739,936	0.0%
EXECUTIVE OFFICE (NOTE 1)	44,977	10,557	46,608	(36,051)	-77%	275,000	275,000	0.0%
	335	5,125	0	5,125	-	0	0	0.0%
TOTAL REVENUES	4,764,801	4,743,950	5,027,019	(283,029)	-6%	28,094,505	28,094,505	0.0%
EXPENSES:								
PUBLISHING SERVICES								
MEMBERSHIP PROGRAMS & SERVICES	3,047,312	2,521,518	2,789,186	267,668	10%	10,311,273	10,311,273	0.0%
COMMUNICATIONS	1,402,210	1,394,345	1,614,341	219,996	14%	12,356,332	12,356,332	0.0%
EXECUTIVE OFFICE (NOTE 1)	798,441	780,629	821,466	40,837	5%	3,123,621	3,123,621	0.0%
FINANCE AND ACCOUNTING	1,228,054	1,274,359	1,303,920	29,561	2%	5,113,702	5,113,702	0.0%
OVERHEAD RECOVERED	371,388	351,515	346,053	(5,462)	-2%	1,397,495	1,397,495	0.0%
BUSINESS EXPENSE (NOTE 2)	(1,294,180)	(1,487,993)	(1,231,265)	256,728	21%	(7,710,108)	(7,710,108)	-0.0%
GENERAL ADMINISTRATION-OTHER (NOTE 3)	91,489	202,553	217,665	15,112	7%	838,187	838,187	0.0%
SUBSCRIPTION EQUIVALENT	(72,681)	205,158	71,183	(133,975)	-188%	319,000	319,000	0.0%
PLANT FUND TRANSFER	107,954	191,054	166,998	(24,056)	-14%	618,596	618,596	0.0%
	413,992	368,870	431,510	62,640	-	1,726,407	1,726,407	0.0%
TOTAL EXPENSES	6,093,979	5,802,008	6,531,057	729,049	11%	28,094,505	28,094,505	0.0%
EXCESS OF REVENUES OVER EXPENSES	(1,329,178)	(1,058,018)	(1,504,038)	446,020	30%	0	0	-
POST-RETIREMENT BENEFITS	0	0	0	0	-	0	0	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(95,610)	135,878	0	135,878	-	-	-	-
NET REVENUES	(1,424,788)	(922,140)	(1,504,038)	581,898	39%	0	0	-

NOTE 1: EXECUTIVE OFFICE INCLUDES THE EXECUTIVE OFFICE, EXECUTIVE BOARD, COUNCIL INTERNATIONAL RELATIONS, OPERATIONS SUPPORT, AWARDS, THE DEVELOPMENT OFFICE, AND HUMAN RESOURCES.
 NOTE 2: BUSINESS EXPENSE INCLUDES LEGAL FEES, AUDIT FEES, BANK SERVICE FEES, INSURANCE, TELEPHONE, DEPRECIATION, MAINTENANCE AGREEMENTS AND OTHER MINOR ACCOUNTS.
 NOTE 3: GENERAL ADMINISTRATION-OTHER INCLUDES NET BENEFIT EXPENSE, THE EXECUTIVE DIRECTOR'S CONTINGENCY AND OTHER MINOR EXPENSES.

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.
 01/05/2010

AMERICAN LIBRARY ASSOCIATION
SUPPORTING STATEMENT OF REVENUES AND EXPENSES-EXECUTIVE OFFICE

SECTION II
SCHEDULE 2.1

UNIT	YEAR TO DATE ACTUAL NOVEMBER 30, 2008	YEAR TO DATE ACTUAL NOVEMBER 30, 2009	YEAR TO DATE BUDGET NOVEMBER 30, 2009	VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES								
101 COUNCIL	0	0	0	0	-	0	0	-
102 EXECUTIVE BOARD	0	5,000	0	5,000	-	0	0	-
103 EXECUTIVE OFFICE (9098)	0	0	0	0	-	0	0	-
114 DEVELOPMENT OFFICE	335	0	0	0	-	0	0	-
150 WASHINGTON OFFICE	(35)	0	0	0	-	0	0	-
151 OITP	0	125	0	125	-	0	0	-
152 OGR	0	0	0	0	-	0	0	-
591 DONATIONS (9111,9140,9100)	35	0	0	0	-	0	0	-
	335	5,125	0	5,125	-	0	0	-
EXPENSES								
101 COUNCIL	27,213	37,904	40,743	2,839	7%	175,360	175,360	0.0%
102 EXECUTIVE BOARD	50,522	122,194	113,853	(8,341)	-7%	378,853	378,853	0.0%
103 EXECUTIVE OFFICE	177,992	178,760	171,321	(7,439)	-4%	687,495	687,495	0.0%
114 DEVELOPMENT OFFICE	72,943	88,226	92,360	4,134	4%	376,332	376,332	0.0%
150 WASHINGTON OFFICE	235,405	261,995	263,806	1,811	1%	1,019,861	1,019,861	0.0%
151 OITP	127,126	71,619	115,216	43,597	38%	448,537	448,537	0.0%
152 OGR	192,960	171,158	188,271	27,113	14%	845,996	845,996	0.0%
230 AWARDS PROGRAMS	304	78	286	208	73%	7,344	7,344	0.0%
- OPERATIONS SUPPORT	227,124	185,510	149,856	(35,654)	-24%	527,152	527,152	0.0%
506 HUMAN RESOURCES	116,465	156,918	153,912	(3,006)	-2%	646,772	646,772	0.0%
592 GENERAL FUND ALLOCAT (9152)	0	(3)	4,296	4,299	-	0	0	-
	1,228,054	1,274,359	1,303,920	29,561	2%	5,113,702	5,113,702	0.0%

01/05/2010

SECTION II
SCHEDULE 2.3

AMERICAN LIBRARY ASSOCIATION
SUPPORTING STATEMENT OF EXPENSES-STAFF SUPPORT SERVICES

EXPENSES UNIT	YEAR TO DATE ACTUAL NOVEMBER 30, 2008	YEAR TO DATE ACTUAL NOVEMBER 30, 2009	YEAR TO DATE BUDGET NOVEMBER 30, 2009	VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
501 STAFF SUPPORT/OFFICE SERVICES	145,248	129,916	123,164	(6,752)	-5%	418,177	418,177	0.0%
509 DISTRIBUTION CENTER	109,356	76,568	79,010	2,442	3%	318,013	318,013	0.0%
509 IUT/DISTRIBUTION	(31,772)	(31,772)	(41,999)	(10,227)	-24%	(168,000)	(168,000)	-0.0%
510 REPROGRAPHICS CENTER	48,905	55,411	49,681	(5,730)	-12%	198,962	198,962	0.0%
510 IUT/REPROGRAPHICS	(44,613)	(44,613)	(60,000)	(15,387)	-26%	(240,000)	(240,000)	-0.0%
511 BUILDING MAINTENANCE	0	0	0	0	-	0	0	-
TOTAL EXPENSES	227,124	185,510	149,856	(35,654)	-24%	527,152	527,152	0.0%

01/05/2010

American Library Association
Schedule 2A – Commentary: Statement of Revenues and Expenses – General Fund
November FY 2010

INTEREST
INCOME

Year-to-date interest on short-term investments is \$243,911, \$58,926 more than the budget of \$184,985. The actual average invested balance for the three months ending November 30, 2009 was \$15,315,651 with a yield of 5.75%. In comparison, at November 30, 2008 the actual average invested balance was \$15,271,640 with a yield of 4.43%. As of November 30, 2009 the net realized/unrealized gain <loss> on the investment managed by Neuberger Berman was a net gain of \$135,878, as compared to the \$95,761 cumulative gain at August 31, 2009. The net year-to-date gain is comprised of \$12,441 of realized gains and \$123,437 of unrealized gains. According to the Association's investment policy, any realized and unrealized gains and losses at year-end becomes a component of the appropriated fund balance and as such is carried forward in the fund balance to subsequent fiscal years.

INVESTMENT TYPE	FOR THE MONTH OF NOVEMBER, 2009				YIELD	INTEREST INCOME (MONTH)	INTEREST INCOME (YTD)
	AVG VALUE	MARKET VALUE	%	%			
Money Market Funds	563,894	4%	3%	0.40%	182	569	
Government Securities	10,096,181	67%	55%	3.86%	34,125	106,659	
Corporate Bonds	4,439,139	29%	24%	4.51%	36,121	112,895	
						0	
Subtotal-Bond Fund	15,012,963	100%	82%	3.92%	70,428	220,123	
Certificates of Deposit	0	0	0%	0.00%	0	0	
Institutional Fund	30,432	30,516	0%	0.40%	20	38	
Money Market Funds	0	0	0%	0.00%	0	0	
Cash in Bank	3,012,101	3,308,552	18%	0.00%	7	16	
Other-Industrial Securities	18,463	18,463	0%	0.00%	0	0	
B of A Swap Agreement					0	0	
Endowment Transfer					3,726	23,734	
Total Cash and Investments	18,073,959	18,456,745	100%		74,180	243,911	
Readers Digest Interest		0			0	0	
Net Cash and Investments		18,456,745			74,180	243,911	

On an overall basis, the bond portfolio yield is 3.92%. The Gates Foundation requires that interest earned on unspent funds are credited to the grant balances.

MAIL LIST RENTAL

Mail list sales are 77%, \$36,051 less than budget. Mail list sales were projected to be less than budget as more electronic mail lists, as compared to mailing labels, are requested.

OVERHEAD

At November 30, 2009, total overhead recovery of \$1,487,993, is \$256,728 more than the budget of \$1,231,265. The overhead recovery is more than budget in AASL and ACRL, offset by less budget recoveries in American Libraries, LITA, Public Programs (Restricted Fund) and Graphics.

EXECUTIVE OFFICE/
GOVERNANCE

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 November 2009 approximately \$8,163 or 20% of the FY10 adjusted Council administrative budget of \$40,194 has been spent to date. No unusual expenses are anticipated for this budget.

Executive Board Administration [11-102-0000]: To date, expenditures are approximately \$6,427 or 19% of a total adjusted budget of \$34,524. We will be watching this line carefully to ensure that this line does not go over budget in this fiscal year.

Fall Board Meeting [11-102-0118]: Recorded expenses for the Fall Executive Board meeting, held in Chicago on October 22-24, total \$16,545 or approximately 62% of the total adjusted budget of \$26,807. No additional expenses are anticipated for this budget line.

President: [11-102-0100] (Support) As of November 30, 2009, approximately \$50,653 remains from a total budget of \$66,475. This budget was not adjusted to reflect the 3% budget reductions. A total of \$1,650 in actual and estimated outstanding charges is to be applied to this budget line. Based on these outstanding debits, approximately \$49,003 (74%) of the Presidential Support budget remains. No unusual expenses are anticipated for the remainder of FY10.

0103 Budget (Initiatives) During her presidency thus far, Camila Alire has spent approximately \$11,023 of her Presidential Initiatives budget of \$100,000, leaving a remaining budget of \$88,977. A total of approximately \$23,235 in unposted and estimated charges are to be applied to this budget. Based on these outstanding debits, approximately \$65,742 or 66% remains in the Presidential Initiatives budget. Additionally, President Alire received a donation from Neal-Schuman Publishers to be used on her initiatives in the amount of \$5,000. This budget was also not subjected to the 3% reduction.

President-Elect: [11-102-0101] (Support) As of November 30, 2009, \$43,032 remains from a total budget of \$60,260. A total of \$3,122 in unposted charges are to be applied to this budget. Based on these outstanding debits, approximately \$39,910 or 66% of the President-elect Support budget remains.

[11-102-0113] (Advisory Committee) As of November 30, 2009, a balance of \$11,351 remains from the total allocation of \$15,570. A total of \$532 in unposted charges are to be applied to this budget. Based on these outstanding debits, \$10,789 or 69% of the President-elect Advisory Committee budget remains.

Neither of the President-elect budgets were affected by the 3% reduction that was applied to other budgets.

Executive Office [11-103-0000]: \$178,760 or approximately 26% of the adjusted FY10 Executive Office administrative budget of \$687,495 has been spent to date. No unusual expenses are anticipated for the remainder of FY10.

Human Resources

Staff Recruitment & Relocation (5030) is reflecting a positive variance. However, all expenses for two senior level recruiting initiatives are not reflected, the Director, OIF and Executive Director, PLA.

OIF & PLA

Relocation expenses

Approved/incurred not submitted \$ 5,000

House hunting

Expenses incurred not submitted Unknown

Telephone Interviews-OIF

8 interviews, write-ups, analyses, 3 hrs each \$ 8,050

Expenses – Final Interviews OIF

Board Members expenses incurred, Hotel/airfare not represented in Report estimated \$ 3,000

Telephone Interviews-PLA

11 interviews, write-ups, analyses 3 hrs each \$12,500

Expenses incurred, not reflected \$25,650

In looking forward, additional estimated expenses such as background checks, testing, etc. for this line are projected to be \$2,000. It is projected that this budget line (5030) will be over the budget of \$30,000.

Professional Services (5510). This line is under budget. These are three major initiatives coming up this year where consultants/legal advisors' expenses will be incurred. Projected to be within budget.
Advertising Space (5411). Annual budget \$20,000. Projected to be within budget.
Miscellaneous Expenses (5599). It is projected to be within budget.

Benefits

Healthcare: Projected 2009-2010 premiums \$2,494,500. Healthcare continues to be a major expense, not only for ALA, but other organizations as well.

This year negotiations took into account increased plan utilization and the economy's impact on ALA and staff. ALA did not make any changes to the level of plan benefits. This resulted in some aggressive negotiation efforts which enabled ALA to reduce initial renewal rates. This next year ALA will take a hard look at cost saving initiatives.

Basic Life, AD&D/LTD: 2009-2010 Projected Premiums \$111,900.

These plans had not been negotiated nor put out for bid in over 10 years. Received bids from eight carriers who are "A" companies plus Standard and Hartford our current carriers. Prudential offered the best plan including increased LTD benefits; monthly benefit amounts increased to \$10,000 from \$4,000. Overall with the new contract will see a projected savings of \$106,500 for FY2010; \$8,875 per month. The strategy was that these savings would help to offset increases to our overall benefit budget.

Medicare D – Refund

<u>Payments:</u>	<u>Adm Exp.</u>	<u>Net Refund</u>
September 2009	\$679	\$1,260
October 2009	660	1,227
November 2009	743	1,379
Total as of November 2009		\$3,866

Blue Cross Blue Shield Settlement/Refund

The projection for the BCBS refund will be similar to that received for the 2008 plan year, \$80,000.

We are aware there are some major claims that will be carried over, which will have an impact on refund calculations; continuous monitoring/review of claims and premiums will be done.

WASHINGTON
OFFICE

Washington Office Administration is \$265 under budget for the month of November and is 1% under budget for year to date expenses. Expenditures thus far have been as planned with the current budget restraints in mind.

OGR is \$6,981 under budget for the month of November and is 14% under budget for the year to date.

OITP is \$11,158 under budget for the month of November and 38% under budget on year to date expenditures.

BUSINESS
EXPENSE

Expenses totaling \$202,553, are 7%, \$15,112 under budget due primarily to equipment lease expense.

GENERAL
ADMINISTRATION

This category consists of employee benefits expense, the Executive Director's Contingency Fund and several other accounts. The majority of the \$133,975 variance to budget relates to expenses in the employee benefits area and the Executive Director's Contingency Fund (due to the timing of budget vs. actual). Total benefits expense actually incurred is \$1,194,093 as compared to the budget of 1,165,454. Charges to units are \$103,492 more than the budget. In addition, FICA taxes are \$25,357 under budget, TIAA-CREF is \$15,807 under budget and health insurance is \$98,881 over budget.

American Library Association
Schedule 2B - Statement of Revenues and Expenses - Communications & Member Relations

REVENUES	YEAR TO DATE ACTUAL NOVEMBER 30, 2008	YEAR TO DATE ACTUAL NOVEMBER 30, 2009	YEAR TO DATE BUDGET NOVEMBER 30, 2009	VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
UNIT								
100 MANAGING DIRECTOR	4,695	10,841	0	10,841	-	30,000	30,000	0.0%
104 LIBRARY	0	0	0	0	-	0	0	-
109 ORS	0	7,023	2,630	4,393	167%	10,520	10,520	-
111 INTERNATIONAL RELATIONS	2,837	(64)	0	(64)	-	0	0	-
113 PIO	0	0	5,251	(5,251)	-100%	21,000	21,000	0.0%
115 PUBLIC PROGRAMS	0	600	0	600	-	0	0	-
120 LIBRARY ADVOCACY	400	2,275	0	2,275	-	14,800	14,800	-
250 CUSTOMER SERVICE	2,919	0	0	0	-	2,500	2,500	0.0%
251 CHAPTER RELATIONS	(10)	0	0	0	-	6,018,400	6,018,400	0.0%
591 MEMBERSHIP DEVELOPMENT	1,427,501	1,468,737	1,504,600	(35,863)	-2%	6,097,220	6,097,220	0.0%
EXPENSES	1,438,342	1,489,412	1,512,481	(23,069)	-2%	6,097,220	6,097,220	0.0%
100 MANAGING DIRECTOR	167,242	147,147	145,520	(1,627)	-1%	594,657	594,657	0.0%
104 LIBRARY	124,757	125,932	126,155	223	0%	372,204	372,204	0.0%
109 ORS	45,448	34,609	65,398	30,789	47%	262,347	262,347	0.0%
111 INTERNATIONAL RELATIONS	64,850	55,659	60,795	5,136	8%	217,009	217,009	0.0%
113 PIO	129,089	146,201	150,778	4,577	3%	605,491	605,491	0.0%
115 PUBLIC PROGRAMS	40,102	39,300	38,514	(786)	-2%	154,536	154,536	0.0%
120 LIBRARY ADVOCACY	41,987	49,467	48,983	484	1%	202,779	202,779	0.0%
250 CUSTOMER SERVICE	162,679	138,762	140,139	1,377	1%	553,516	553,516	0.0%
251 CHAPTER RELATIONS	22,287	43,552	45,184	1,632	4%	161,082	161,082	0.0%
NET REVENUES:	798,441	780,629	821,466	41,805	5%	3,123,621	3,123,621	0.0%
100 MANAGING DIRECTOR	(162,547)	(136,306)	(145,520)	9,214	6%	(564,657)	(564,657)	-0.0%
104 LIBRARY	(124,757)	(125,932)	(126,155)	223	0%	(372,204)	(372,204)	-0.0%
109 ORS	(45,448)	(27,586)	(62,768)	35,182	56%	(251,827)	(251,827)	-0.0%
111 INTERNATIONAL RELATIONS	(62,013)	(55,723)	(60,795)	5,072	8%	(217,009)	(217,009)	-0.0%
113 PIO	(129,089)	(146,201)	(145,527)	(674)	-0%	(584,491)	(584,491)	-0.0%
115 PUBLIC PROGRAMS	(40,102)	(38,700)	(38,514)	(186)	-0%	(154,536)	(154,536)	-
120 LIBRARY ADVOCACY	(41,587)	(47,192)	(48,983)	1,791	4%	(202,779)	(202,779)	-
250 CUSTOMER SERVICE	(159,760)	(138,762)	(140,139)	1,377	1%	(538,716)	(538,716)	-0.0%
251 CHAPTER RELATIONS	(22,297)	(43,552)	(45,184)	1,632	4%	(158,582)	(158,582)	-0.0%
591 MEMBERSHIP DEVELOPMENT	1,427,501	1,468,737	1,504,600	(35,863)	-2%	6,018,400	6,018,400	0.0%
TOTAL NET REVENUES	639,901	708,783	691,015	17,768	3%	2,973,599	2,973,599	0.0%

American Library Association
Schedule 2B – Commentary: Statement of Revenues and Expenses – Communications & Member Relations
November FY 2010

The Communications and Member Relations Department is made up of the following units: The AED Office, which includes the ALA Handbook of Organization; 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

Expenses are very close to budget. In FY10, the administrative assistant position is unfunded and it will remain vacant throughout the year. The *Handbook of Organization* will be completely electronic this year, <http://www.ala.org/ala/aboutala/governance/handbook/index.cfm> saving ALA approximately \$38,000.

Membership Development

Membership dues revenue at almost \$1.47 million is under budget by 2% or about \$36,000. Total revenue is \$41,000 more than last year. Overall ALA membership in November 2009 stood at 62,865 – down 2,013 members – a 3.10% decrease from November 2008 (64,878 members). When the errors are removed due to the database clean up project, this reflects an actual year-to-year decline of about 1%. Five roundtables and one division had membership increases, while ten divisions and twelve roundtables had decreases. The director of membership development is working with units on recruitment and retention campaigns planned for next quarter.

Within the various categories of membership, personal membership dues are almost exactly on budget; organizational memberships are under budget by \$30,000; and corporate memberships are under by \$3,000.

Office for Library Advocacy

Revenues are ahead of budget due to a donation, and expenses are almost exactly on budget. More than sixty people have registered for the Midwinter Advocacy Institute. The institute is budgeted on a cost recovery basis.

Chapter Relations Office

Expenses are slightly under budget due to timing.

International Relations Office

Expenses are about \$5,000 under budget due to timing of expenses. Expenses in the international book fair budget are expected to be about \$5,000 under budget.

Library

Expenses are slightly under budget. The Library 5110 line (Professional Services) is budgeted to cover contractual arrangements with the University of Illinois at Urbana Archives Department, OCLC, Lexis/Nexis, EBSCO and the H.W. Wilson Company, not outside contractors of the usual sort.

Member and Customer Services (MACS)

Expenses are close to budget. MACS is providing registration processing for the PLA National Conference as well as a number of division online courses.

Office for Research and Statistics

The administrative project is under budget by about \$28,000 due to salary transfers to other projects for work completed on grant projects. In FY10, ORS will be administering Year I of the extension to the Gates Foundation Public Library Internet and Funding Study (PLFTAS). Approximately \$30,000 of salary offsets due to grant work will be available to reduce ALA's overall expenses.

Public Information Office and the Campaign for America's Libraries

PIO expenses are slightly under budget. PIO expects to end the fiscal year \$10,000 under budget. Expenses for the Campaign for America's Libraries are about \$8,000 over budget due to timing issues.

Public Programs Office

The administrative project net is close to budget. Grant spending in the restricted fund is behind budget by about 47% or \$281,000 due to timing issues. Indirect costs are less than budget by .15% or \$8,300, again due to timing. The Cultural Communities Fund net asset balance is \$1.54 million.

**American Library Association
Schedule 3 - Statement of Revenues and Expenses - Publishing Services**

	YEAR TO DATE ACTUAL NOVEMBER 30, 2008	YEAR TO DATE ACTUAL NOVEMBER 30, 2009	YEAR TO DATE BUDGET NOVEMBER 30, 2009	VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
ALA EDITIONS BOOKLIST	491,882	717,631	711,270	6,361	1%	2,718,219	2,718,219	0.0%
BOOKLINKS	1,195,809	1,251,122	1,325,599	(74,477)	-6%	5,056,474	5,056,474	0.0%
AMERICAN LIBRARIES	283,105	228,509	299,354	(70,845)	-24%	1,069,184	1,069,184	0.0%
ON-LINE RESOURCES	161,995	118,518	151,150	(32,632)	-22%	606,928	606,928	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	625,433	485,067	653,213	(168,146)	-26%	1,983,929	1,983,929	0.0%
TOTAL REVENUES	2,895,966	2,800,847	3,140,586	(339,739)	-11%	11,434,734	11,434,734	0.0%
EXPENSES:								
ALA EDITIONS BOOKLIST	587,146	600,447	683,081	82,634	12%	2,509,152	2,509,152	0.0%
BOOKLINKS	1,086,630	1,054,121	1,119,005	64,884	6%	4,330,066	4,330,066	0.0%
AMERICAN LIBRARIES	391,059	419,563	466,352	46,789	10%	1,687,780	1,687,780	0.0%
SUBSCRIPTION EQUIVALENT	(107,954)	(191,054)	(166,998)	24,056	14%	(618,596)	(618,596)	-0.0%
ON-LINE RESOURCES	374,659	197,645	188,973	(8,672)	-5%	819,990	819,990	0.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	477,270	416,623	458,839	42,216	9%	1,708,680	1,708,680	0.0%
MARKETING	0	0	0	0	-	0	0	-
MARKETING ALLOCATION	0	0	0	0	-	0	0	-
UNALLOCATED SUPPORT UNITS	72,080	24,173	39,934	15,761	39%	(125,799)	(125,799)	-0.0%
TOTAL EXPENSES	3,047,312	2,521,518	2,789,186	267,668	10%	10,311,273	10,311,273	0.0%
NET REVENUES	(151,346)	279,329	351,400	(72,071)	-21%	1,123,461	1,123,461	0.0%
NET REVENUES								
ALA EDITIONS BOOKLIST	(95,264)	117,184	28,189	88,995	316%	209,067	209,067	0.0%
BOOKLINKS	109,179	197,001	206,594	(9,593)	-5%	726,408	726,408	0.0%
AMERICAN LIBRARIES	(28,660)	0	0	0	-	0	0	-
ON-LINE RESOURCES	0	0	0	0	-	0	0	-
PRODUCTS AND PROMOTIONS (GRAPHICS)	(212,664)	(79,127)	(37,823)	(41,304)	-109%	(213,062)	(213,062)	-0.0%
MARKETING	148,163	68,444	194,374	(125,930)	-65%	275,249	275,249	0.0%
UNALLOCATED SUPPORT UNITS	0	0	0	0	-	0	0	-
TOTAL NET REVENUES	(72,080)	(24,173)	(39,934)	15,761	39%	125,799	125,799	0.0%
TOTAL NET REVENUES	(151,346)	279,329	351,400	(72,071)	-21%	1,123,461	1,123,461	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.

SCHEDULE 3 - American Library Association
COMMENTARY: STATEMENT OF REVENUES AND EXPENSES - PUBLISHING
NOVEMBER FY2010 FINANCIALS

Department Summary Total Revenues for Publishing are \$2,800,847 or \$339,739 less than budget. Total Expenses are \$2,521,518 or \$267,668 less than budget. Net Revenues are \$279,329 or \$72,071 less than budget. Net Revenues for ALA Editions are \$88,995 more than budget in part due to the 1st quarter release of more frontlist titles than usual but also because of catalog production savings. Net Revenues for Booklist Online are \$9,593 less than budget mainly because of an ongoing softness in the print advertising market, stressed subscription budgets in public libraries, and delayed recognition for subscription revenue resulting from a processing lag during a fulfillment company merger. Booklist Net Revenues are \$34,867 less than budget. Booklist Online Net Revenues are \$25,273 more than budget. American Libraries advertising revenues are still soft as well accounting for a shortfall of \$24,056 in the Subscription Equivalent. New online advertising avenues such as newsletters and webinars are being developed and proving successful. Net Revenues for the Online Resources imprint overall are \$41,304 less than budget. ALA TechSource is \$22,243 less than budget mainly because of a shortfall in the sale of individual issues. Net Revenues for the RDA project are \$37,181 more than budget in part because the amortization tracking process is not yet in line. Guide to Reference Net Revenues are \$18,120 more than budget. Net Revenues for ALA Graphics are \$125,930 less than budget mainly because Total Revenues are \$168,146 less than budget because of the impact of the economy on library budgets for promotional items. There is some upside here for the new DVD READ boxed set and the ongoing success of the Twilight series posters. Forecast: Total Revenues are expected to be affected by a lag in the economic recovery affecting library budgets and the transitions affecting the advertising plans of vendors. Scrutiny on expenses will continue. Overall, the Department is expecting to fall short of its Contribution Margin by about \$250,000 at year-end.

ALA Editions

Total Revenues are \$6,361 more than budget. Total Expenses are \$82,634 less than budget. Net Revenues are \$88,995 more than budget. There were small savings in both Editorial and Production expenses. Cost of Sales is \$2,946 less than budget despite greater than expected revenues. The Fall catalog was released in August but budgeted for September. As a result, it was charged to FY09 resulting in \$76,148 in manufacturing and postage savings against budget. The frontlist is coming out sooner than last year, resulting in \$225,749 more in Total Revenue than last year at this time. With this strong start, ALA Editions has good prospects for meeting budget.

Booklist Publications

Total Revenues for Booklist Publications are \$74,477 less than budget mainly because of the as yet unrelieved downturn in advertising revenues. Subscriptions are being affected too. Total Expenses, however, are \$64,884 less than budget. Net Revenues are therefore \$9,593 less than budget.

Booklist magazine. Total Revenues for Booklist magazine are \$82,847 less than budget. Total Expenses are \$47,980 less than budget. Net Revenues are \$34,867 less than budget. Subscription revenues are \$50,247 less than budget due mainly to the economic situation in libraries and to the necessity to discount rates. Year-end forecast for subscriptions is \$150,000 less than budget. Net Advertising revenues are \$37,926 (6.5%) less than budget. Year-end forecast is \$75,000 less than budget, though prospects for improvement later in 2010 may change that. Licensing revenues (Royalties) are \$4,738 more

than budget and should end the year on budget. Salaries are running \$7,559 less than budget but not all production salaries are being properly allocated yet. Editorial expenses are running under budget (5400 and 5406) because of streamlined workflow, fewer features, and more reviews being done by staff. Manufacturing expenses (printing, binding, etc.) are running less than budget because of page cuts, but the amounts are overstated because one printing bill is not included.

Booklist Online. Total Revenues are \$8,370 more than budget. Total Expenses are \$16,904 less than budget. Net Revenues are \$25,274 more than budget. Subscription revenues are \$3,878 less than budget because there is one issue's worth of revenue that has not yet been booked. On average, each issue is earning from \$500-\$1,500 more than budget, so the forecast is that BOL subscriptions will end the year about \$7,500 more than budget. Net advertising revenues are \$12,299 more than budget mainly because of the development of new electronic advertising opportunities, including newsletters and, more recently, webinars. Another new venture, Booklist Delivers (in which we e-mail an advertiser's promotion to our customer list), begins in calendar 2010, and will earn \$4,000 per sale (two have been sold so far for this fiscal year). Together, BOL and other electronic ads should mean that net advertising in this project comes in at \$50,000 better than budget. Editorial expenses are \$1,047 less than budget mainly because more is being done in-house. Web development and maintenance costs, which appear in lines 5430 and 5532, are currently \$6,881 less than budget and should finish the year at \$24,000 less than budget.

American Libraries

Total Revenues are \$70,845 less than budget. Net revenues for display advertising are \$24,946 less than budget. Classifieds are \$32,698 less than budget. Royalties are \$14,066 less than budget, most likely because of timing factors. Direct Expenses are \$29,787 less than budget and General Overhead is \$17,002 less than budget. The Subscription Equivalent is \$24,056 more than budget. Expense savings are coming from economies in editorial and production areas. Professional Services is \$15,505 less than budget. Review Service is \$6,225 less than budget. Supplies Production (paper) is 3,915 less than budget. Postage is \$4,357 less than budget.

ALA Online Resources ALA Online Resources comprises print products that have been or are being converted to online products and so are in transition. The products are *Library Technology Reports*, *Smart Libraries Newsletter*, *The ALATechSource Web*, *Guide to Reference*, and *Resource Description and Access (RDA)*. Total revenues are \$32,632 less than budget. Total expenses are \$8,672 more than budget. Net Revenues are \$41,304 less than budget. Some of the shortfall is due to timing issues for ALA TechSource revenue.

LTR Revenues are \$16,467 less than budget. Direct (operating) Expenses are \$3,151 more than budget. General Overhead is \$3,952 less than budget. Net Revenues are \$15,666 less than budget. Single copy sales are \$10,576 less than budget mainly due to timing issues in recording revenue from MetaPress and the ALA Store. The shortfall should be approximately \$2,000. Subscriptions revenue is \$6,089, or 8 percent, less than budget. As with all the other publications, circulation is being affected by the pressure on library periodicals budgets.

SLN. Revenues (from subscriptions predominantly) are \$1,933 less than budget. Direct (operating) Expenses are \$3,232 less than budget. General Overhead is \$471 less than budget because of the revenue shortfall. Net Revenues are \$1,740 more than budget.

TechSource Web. Total Revenues are \$471 less than budget. Direct (operating) Expenses are \$17,807 more than budget mainly due to MetaPress charges, which should adjust over time. General Overhead is \$14,966 less than budget. Net Revenues are \$7,012 less than budget. ALA TechSource Web includes subscribers to the online versions of LTR, SLN and the TechSource Blog. Subscriptions revenue for the site is now \$724 or 9% more than the budget for the year. Net Revenues are \$18,164 less than budget.

Guide to Reference. Total Revenues are \$13,729 less than budget. Total Expenses are \$32,274 less than budget, due mainly to timing. Net Revenues are \$24,527 more than budget but will likely adjust more to budget over time. Revenue buildup has been slow because as a subscription product the full year's price is only realized on a monthly basis. Professional Services is \$5,205 or 87% more than budget to emphasize sales in critical early months. Editorial expenses are \$27,646 less than budget due to timing issues in outside editor payments.

RDA. RDA is a project in development for release in FY11 and so has no revenue. However, there are expenses incurred in advance of publication that are not being charged to the cost of the product, such as payroll and marketing. Total Expenses are \$37,180 more than budget mainly because an amortization expense of \$24,980 that was not expected to be expensed. This is under review.

Overall, year-end results are expected to be about \$75,000 less than budget at the Contribution Margin level.

ALA Graphics

Total Revenues are \$168,146 less than budget. Total Expenses are \$42,216 less than budget. Net Revenues are \$125,930 less than budget. Revenues have been affected by the impact of the economy on library spending on promotional items. Production expenses are \$6,130 more than budget mainly due to significant cost of developing the new READ DVD. Direct Expenses in Marketing are \$8,599 less than budget. Postage is \$9,100 less than budget due to cleaner house lists/removing duplicates. Order Processing/Fulfillment is \$20,396 more than budget due to a timing issue (purchase of shipping supplies) and as a result of an incorrect expense allocation for BBW. Credit of \$9,064.26 expected to show in January. Cost of Sales is \$17,652 less than budget because of lower sales but also because of a favorable product mix of high margin posters and initial strong sales of high margin products such as the new READ DVD and continuing sales of READ CD Box Set. Actual cost of sales is 10% of sales whereas it was budgeted for 14% of sales. Miscellaneous expense, which is where shipping and handling recovery charges are recorded as an expense offset, is higher than expected because of incorrect allocation for BBW products, but the ratio for shipping recovery will still be 2% better than budget after the adjustment is made in January. The correct recovery amount is \$64,949. Shipping and Handling Rates for small orders are not as effective in recovering actual costs as the rates for large orders. General Overhead expense is \$40,355 less than budget because of less than budget revenues. Year-end forecast is expected to come in less than budget. Expense savings will help, but the Contribution Margin is expected to be \$150,000 less than budget.

Production Services

Expense recovery for all projects is \$15,761 more than budget. Most of this is timing related and expected to change in the course of the year. Given changes expected in division journal production, Production Services is expected to come in about \$25,000 less than budget.

American Library Association
Schedule 4 - Statement of Revenues and Expenses - Member Programs & Services

REVENUES:	YEAR TO DATE ACTUAL NOVEMBER 30, 2008	YEAR TO DATE ACTUAL NOVEMBER 30, 2009	YEAR TO DATE BUDGET NOVEMBER 30, 2009	VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
CONFERENCE-ANNUAL	(20,645)	12,326	6,225	6,101	98%	6,347,700	6,347,700	0.0%
CONFERENCE-MIDWINTER	(5,300)	18,894	0	18,894	-	2,659,000	2,659,000	0.0%
OFHRD&R	2,754	400	252	148	59%	66,250	66,250	0.0%
OLOS	103	2,329	901	1,428	158%	5,600	5,600	0.0%
OIF	129,219	93,124	111,981	(18,857)	-17%	375,140	375,140	0.0%
OA	57,025	57,025	23,000	34,025	148%	63,025	63,025	0.0%
DIVERSITY	0	10,040	0	10,040	-	23,400	23,400	0.0%
SENIOR AED/MISC AWARDS	0	0	0	0	-	7,500	7,500	0.0%
TOTAL REVENUES	163,156	194,138	142,359	51,779	36%	9,547,615	9,547,615	0.0%
EXPENSES:								
CONFERENCE-ANNUAL	98,981	119,300	194,593	75,293	39%	5,162,890	5,162,890	0.0%
CONFERENCE-MIDWINTER	224,333	224,030	316,683	92,653	29%	2,601,484	2,601,484	0.0%
ITTS	578,006	591,746	584,791	(6,955)	-1%	2,343,776	2,343,776	0.0%
OFHRD&R	77,470	82,745	78,962	(3,783)	-5%	397,090	397,090	0.0%
OLOS	74,273	46,562	71,876	25,314	35%	311,252	311,252	0.0%
OIF	153,325	136,469	167,649	31,180	19%	758,500	758,500	0.0%
OA	101,628	87,356	89,475	2,119	2%	302,096	302,096	0.0%
DIVERSITY	40,394	53,624	45,941	(7,683)	-17%	234,159	234,159	0.0%
SENIOR AED	53,800	52,513	64,371	11,858	18%	245,085	245,085	0.0%
TOTAL EXPENSES	1,402,210	1,394,345	1,614,341	219,996	14%	12,356,332	12,356,332	0.0%
NET REVENUES	(1,239,054)	(1,200,207)	(1,471,982)	271,775	18%	(2,808,717)	(2,808,717)	-0.0%
NET REVENUES:								
CONFERENCE-ANNUAL	(119,626)	(106,974)	(188,368)	81,394	43%	1,184,810	1,184,810	0.0%
CONFERENCE-MIDWINTER	(229,633)	(205,136)	(316,683)	111,547	35%	57,516	57,516	0.0%
ITTS	(578,006)	(591,746)	(584,791)	(6,955)	-1%	(2,343,776)	(2,343,776)	-0.0%
OFHRD&R	(74,170)	(82,345)	(78,710)	(3,635)	-5%	(330,840)	(330,840)	-0.0%
OLOS	(24,106)	(44,233)	(70,975)	26,742	38%	(305,652)	(305,652)	-0.0%
OIF	(44,603)	(43,345)	(55,668)	12,323	22%	(383,360)	(383,360)	-0.0%
OA	(40,394)	(30,331)	(66,475)	36,144	54%	(239,071)	(239,071)	-0.0%
DIVERSITY	(53,800)	(43,584)	(45,941)	2,357	5%	(210,759)	(210,759)	-0.0%
AED		(52,513)	(64,371)	11,858	18%	(237,585)	(237,585)	0.0%
TOTAL NET REVENUES	(1,239,054)	(1,200,207)	(1,471,982)	271,775	18%	(2,808,717)	(2,808,717)	-0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.
01/05/2010

*American Library Association
Schedule 4 – Statement of Revenues and Expenses – Member Programs & Services
November FY 2010*

Conference Services

Midwinter Meeting*

There are more in-kind sponsors this year than last year. Sponsorship revenue is about \$10,000 behind last year.

Expenses

As usual, because of the highly distributed nature of the meeting, on-site decisions and other issues, it is extremely difficult to project expenses more tightly than budget. ALA is at risk of attrition penalties in two hotels; ALA will not know what can be negotiated until well after the event. Busing will be over budget, but there is \$55,000 from Gale to offset. One issue at this site is that only three (relatively small) hotels are walkable (no busing). There are some remaining issues related to convention center costs. Most expenses seem well within budget and costs are being cut wherever possible.

The Midwinter Meeting is budgeted to contribute \$638,160 in overhead and \$57,517 in net revenue to the support of the ALA. Any shortfall in gross revenues will affect overhead. At this point, Conference Services is not projecting that it will make the \$57,517 in net revenue.

Annual Conference

Annual Conference commentary will be included following the Midwinter Meeting. It is too early to speculate, but no significant problems are apparent at this point. The shortfall in "bundle" registration sales prior to the Midwinter Meeting registration sales will clearly affect Annual Conference, but, with Annual Conference registration open only one week, it is too early to project the outcome.

ITTS

At the end of November 2009, ITTS expenses are 1% over budget. Professional services were offset by salary savings due to several open positions. The salary savings are being used on managed services to supply us consultants with a range of expertise. Software maintenance costs were slightly lower due to timing issues.

Other General Fund Units:

AED

Travel/related lines appear under-spent, primarily because expenses have not been processed. In general, expenditures are in line with reduced (-3%) budget.

Office for Human Resource Development & Recruitment (HRDR)

It's early in the fiscal year with little activity. The exceptions are in salaries/benefits, equipment and telephone charges. A slight variance of about 5% exists year to date.

Office for Accreditation (OA)

OA is showing a positive variance as annual fee payments have come in earlier than anticipated. By next quarter close, all FY10 revenue (fall review billings) should be in and OA should be on budget with expenses.

Office for Diversity

The Office for Diversity budget variances are limited to salary dollars. It is important to note that one staff person is partially grant funded, and the salary for this individual is transferred at year end, hence the office will carry this overage throughout the year, but it will be corrected at end of year. All other revenues and expenses appear to be in line with budget.

OIF

OIF is showing significant savings due to the vacancy of the Director position, which is now filled. Banned Books Week sales were soft in Fall 2009 and OIF has already held a planning meeting with some exciting ideas on how to turn that around in 2010. The *Newsletter on Intellectual Freedom* has not been promoted for many years now and the sales reflect that. However, the revenues/expenses are still closely balanced and we will be making some significant decisions on the newsletter in 2010 to make sure it does not drain the budget.

The new *Intellectual Freedom Manual* will appear in Spring 2010 and we are fairly certain this will generate significant income as an essential reference tool for so many libraries and organizations.

OLOS

OLOS budget variances occur largely in salary. OLOS has had salary savings from an empty Director position and three months without a Communications Specialist. Moving forward, salary savings should decrease as the Communications Specialist position is now filled. Additionally most of the Director savings have been reallocated to other projects or through budget reduction. All other revenues and expenditures appear to be in line with budget projections.

American Library Association
Schedule 5 - Statement of Revenues and Expenses - Divisions

REVENUES	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2010	1ST	% CHANGE
	ACTUAL	ACTUAL	BUDGET					
	NOVEMBER 30, 2008	NOVEMBER 30, 2009	NOVEMBER 30, 2009			BUDGET	PROJECTION	BUDGET
401 PLA	255,868	276,680	297,663	(20,983)	-7%	4,201,777	4,201,777	0.0%
403 ACRL	363,711	469,771	447,771	22,000	5%	2,210,999	2,210,999	0.0%
404 CHOICE	1,011,210	767,054	838,334	(71,280)	-9%	3,133,247	3,133,247	0.0%
405 AASL	229,860	1,826,938	230,893	1,596,045	691%	2,487,570	2,487,570	0.0%
406 ASCLA	9,616	11,809	13,354	(1,545)	-12%	70,300	70,300	0.0%
407 ALCTS	98,115	108,749	96,841	11,908	12%	509,795	509,795	0.0%
409 LAMA	62,864	70,068	81,150	(11,082)	-14%	367,660	367,660	0.0%
410 RUSA	101,646	82,227	84,838	(2,611)	-3%	429,680	429,680	0.0%
411 ALTA	14,574	45,166	128,367	(83,201)	-65%	576,605	576,605	0.0%
412 LITA	207,855	167,236	225,526	(58,290)	-26%	533,415	533,415	0.0%
413 ALSC	269,041	230,558	142,721	87,837	62%	930,442	930,442	0.0%
414 YALSA	218,536	89,830	124,848	(35,018)	-26%	617,311	617,311	0.0%
TOTAL REVENUES	2,842,896	4,146,086	2,712,306	1,433,780	53%	16,068,801	16,068,801	0.0%
EXPENSES								
401 PLA	396,910	422,258	581,782	159,524	27%	3,468,168	3,468,168	0.0%
403 ACRL	584,034	506,572	659,048	152,476	23%	2,842,261	2,842,261	0.0%
404 CHOICE	957,011	746,735	861,506	114,771	13%	3,436,792	3,436,792	0.0%
405 AASL	390,534	1,081,776	409,927	(671,849)	-164%	2,513,756	2,513,756	0.0%
406 ASCLA	27,676	25,378	19,784	(5,594)	-28%	101,036	101,036	0.0%
407 ALCTS	89,166	90,134	104,085	13,951	13%	507,742	507,742	0.0%
409 LAMA	56,054	72,474	79,013	6,539	8%	382,519	382,519	0.0%
410 RUSA	76,216	82,335	90,626	8,291	9%	443,885	443,885	0.0%
411 ALTA	24,366	155,655	144,999	(10,656)	-7%	528,017	528,017	0.0%
412 LITA	174,000	156,188	203,584	47,396	23%	553,864	553,864	0.0%
413 ALSC	269,807	194,798	193,269	(1,529)	-1%	988,952	988,952	0.0%
414 YALSA	162,313	126,159	148,001	21,842	15%	625,747	625,747	0.0%
TOTAL EXPENSES	3,208,087	3,660,462	3,495,624	(164,838)	-5%	16,392,739	16,392,739	0.0%
NET REVENUES	(365,191)	485,624	(783,318)	1,268,942	162%	(323,938)	(323,938)	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

01/05/2010

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

SECTION II
SCHEDULE 5
PAGE 2

NET REVENUES	YEAR TO DATE		YEAR TO DATE		VARIANCE	%	2010 ANNUAL BUDGET	1ST QUARTER PROJECTION	% CHANGE FROM BUDGET
	ACTUAL	NOVEMBER 30, 2008	ACTUAL	NOVEMBER 30, 2009					
401 PLA	(141,042)	(145,578)	(284,119)	138,541	49%	733,609	733,609	-0.0%	
403 ACRJ	(220,323)	(36,801)	(211,277)	174,476	83%	(631,262)	(631,262)	-0.0%	
404 CHOICE	54,199	20,319	(23,172)	43,491	188%	(303,545)	(303,545)	-0.0%	
405 AASL	(160,674)	745,162	(179,034)	924,196	516%	(26,186)	(26,186)	0.0%	
406 ASCLA	(18,060)	(13,569)	(6,430)	(7,139)	-111%	(30,736)	(30,736)	-0.0%	
407 ALCTS	8,949	18,615	(7,244)	25,859	357%	2,053	2,053	-0.0%	
409 LAMA	6,810	(2,406)	2,137	(4,543)	-213%	(14,859)	(14,859)	-0.0%	
410 RUSA	25,430	(108)	(5,788)	5,680	98%	(14,205)	(14,205)	-0.0%	
411 ALTA	(9,792)	(110,489)	(16,632)	(93,857)	-564%	48,588	48,588	0.0%	
412 LITA	33,855	11,048	21,942	(10,894)	-50%	(20,449)	(20,449)	-0.0%	
413 ALSC	(766)	35,760	(50,548)	86,308	171%	(58,510)	(58,510)	0.0%	
414 YALSA	56,223	(36,329)	(23,153)	(13,176)	-57%	(8,436)	(8,436)	-0.0%	
416 LITALAMA NAT'L CONF	0	0	0	0	-				
TOTAL NET REVENUES	(365,191)	485,624	(783,318)	1,268,942	162%	(323,938)	(323,938)	0.0%	

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

01/05/2010

*American Library Association
Schedule 5 – Statement of Revenues and Expenses – Divisions
November FY 2010*

American Association of School Libraries

Although the second quarter results will provide a fuller picture (i.e. all expenses from national conference settled), the current snapshot captures the AASL national conference revenues. All in all, the conference was extremely successful --- as measured by the yardstick of the current financial climate. The conference exceeded budget on exhibits and on donations. Although the conference exceeded budget on general registration, AASL fell short on pre-conference registrations but were better than budget on tours and author events. Publication sales continue to be strong --- bringing in revenue almost triple the budget. Dues revenue is just slightly under budget --- the result of the strong recruitment effort around the Charlotte conference. Despite this bump, AASL has experienced a significant drop in membership over the past three years and will continue to monitor this trend carefully. The star laggards from FY09 are holding on to their place with lower than anticipated revenue from journal advertising as well as for online courses. On the expense side, almost all expenses for the national conference were at or slightly under budget. AASL will continue to experience some slight salary savings from two unfilled positions despite some expenses being shifted to temporary and professional services. Given that the national conference is our major source of non-dues revenue and given the fall timing, AASL can project with confidence that it is well on the way to meeting its net revenue projections for the year. (Note: The significant budget variance is a timing issue. The overhead on the AASL National was budgeted for December, but because AASL and Finance staff were able to expedite the processing, it occurred in November.)

Association of College and Research Libraries (ACRL)

ACRL's total revenues of \$469,771 are currently better than budget by \$22,000 or 5%. Dues revenues are lower than budgeted by \$7,419 or 4%. This is a trend that will be closely monitored; at this time ACRL is estimating that it will be about \$30,000 under budget in dues.

ACRL non-periodical publications continue to sell well with revenues \$35,233 or 79% better than budget in the first quarter. Revenue from ACRL's Web CE course offerings came in \$1,391 or 3% below budget due to lower enrollment than budgeted. There is a surfeit of offerings in this arena and revenues are likely suffering due to the competition. Product advertising is ahead of the conservative budget but classified advertising continues to decline.

Total ACRL expenses are \$506,572 and are \$152,476 or 23% below budget. Much of this variance is due to timing although about \$30,000 was saved on National Conference and Fall Board and Executive Committee meetings. The net revenues are better than budget primarily because of timing and this is not projected to continue through year end. For example, printing expenses have not been charged for the last journal issues but the ad and subscriptions revenues were recognized.

While it is very early to project year-end results, at this time ACRL expects to end the year close to the budgeted deficit. Staff will do whatever can be reasonably done to reduce expenses and increase revenues.

ACRL/CHOICE

CHOICE total revenues through November are \$767,054, which is \$71,280 (8%) below budget. Total expenses, however, are also below budget by \$114,771 (13%) resulting in net revenues of \$20,319, which is \$43,491 (187%) better than budget. Subscription revenues are currently \$372,840, which is \$7,809 (2%) below budget and 2% below last year. At \$239,996, print ad revenues are somewhat unexpectedly running ahead of budget by \$32,143 (15%). Online ad revenues, however, are \$13,663, which is \$2,738 (16%) below budget while licensing revenues (exclusive of RCL) are essentially on budget at \$129,526. RCL revenues are \$88,957 below budget, primarily due to late receipt of royalties. Expenses, including Liberty Square, are currently running below budget, a trend we expect to continue. Current projections suggest that CHOICE will better its net revenue budget but have difficulty making its total revenue target. Subscriptions, online ad sales, and RCL are all likely to come in below budget with only licensing and print ad sales currently on target to make or exceed 2010 goals. Overall, CHOICE's best possible 2010 outcome currently appears to be a break-even year. A modest deficit is a more likely outcome, however.

Association for Library Collections & Technical Services (ALCTS)

Revenue: Overall, revenue is up by about \$12,000 or 12% due to better than expected number and registrations for CE offerings. Personal dues revenue is running below budget by 5%. LRTS revenue is up by 4% or about \$650. Registration fees as mentioned are double the budget. Book sales are down from budget by 22%, \$1,225. Donations are high due to a carryover from FY09 when a sponsor check, \$3,000 didn't arrive until early November and was credited to FY10.

Expenses: Most expense lines are within a small range of the budget with a few exceptions and they are mostly under budget. The Fall Exec Comm meeting was less expensive, bank fees were below, PBD charges were below and miscellaneous was well below. Coupled with a credit for the second half of the Library support staff stipend for being a test site, the expense budget is running about 15% below or \$15,000 so far.

Early signs: Personal dues revenue is the biggest concern this year. After a drop in members of over 7% in FY09 and the decline in revenue in the first Q FY10, dues will most likely not achieve the budgeted levels. Book sales which has been a good revenue producer in the last couple of years suffers from an aging inventory. However, new publications are being developed and this line should show signs of improvement in the spring. LRTS subscriptions remain a watch area even with the increase in the first quarter. Overall, LRTS subs were down in FY09. Registrations for the Midwinter Symposia are nearly at budget and should be by Midwinter. ALCTS has a strong pre-conference lineup for Annual. CE revenue should remain strong through the spring with the sessions scheduled and at least two new web courses to be offered. The continued strength of the webinars will help make up for lack of dues revenues.

Association for Library Service to Children (ALSC)

ALSC is higher than budget on revenues and below budget on expenses, partially due to revenue that posted after the FY09 close for the Newbery-Caldecott-Wilder Banquet (\$11,000) and higher than budgeted revenue earned from seals sales. There were additional savings in salaries and benefits from the open Deputy Director position which was filled at the end of November. We will continue to see a small amount of savings with the Administrative Assistant position that became open in November. Other notable points to make:

- Unfortunately, while ALSC is showing growth (according to the November YTD memberships statistics), dues revenue is below budget by 5%.

- Seals revenue is almost \$61,000 more this year than at this point in time in FY 09, and is also well ahead of net. Sales have been steady due to a number of fall release reprints and the "Where the Wild Things Are" movie. The current processing shows that ALSC will have collected almost all the revenue that has been invoiced through December, so it is anticipated that revenue will come close to or under budget for the December and January reports. Revenues are expected to realign closer to budget in the spring after the orders process for the 2010 awards.
- The two fall online continuing education courses performed well (97% and 100% fill rates). ALSC offered one less course than expected and therefore revenue was under budget. Expenses came in under budget. Winter courses will begin in February and we are offering an extra course during that session. Registration is currently open and is doing well. It is anticipated that YTD target revenues and expenses post in March/April will be on track.
- Non-Serial publications revenue is performing well due to the redesigned Born to Read brochure that was released in July.
- ALSC budgeted conservatively for Every Child Ready to Read since this year since it will be updating the materials to launch next fiscal year. Revenues were under budget by (29%) and expenses came in just under budget.
- The 2010 National Institute will be held next fiscal year in September. Expenses will continue post this year, with revenue from registration posting next year.

Association for Library Trustees, Advocates, Friends & Foundations (ALTAFF)

The ALTAFF budget expenses greatly outpaced revenues in the first quarter; however, there are a number of mitigating circumstances that affect first quarter revenues:

- The reporting from ALA Member/Customer Services for ALTAFF subscriptions ("affiliates" – Friends Groups, Boards of Trustees) – consistently lags approximately one month behind the reporting month.
- Approximately 65% of ALTAFF subscriptions are renewed in December and again, because of the lag, will not show up until February 2010.
- Corporate sponsorship revenues, which typically make up about \$100,000 of the ALTAFF budget, generally come in between January and March of each year and are, therefore, not reflected in the first quarter.
- In partnership with ALA Membership Development, ALTAFF has recently implemented a direct mail campaign going out to approximately 9,200 public librarians in January and February of this year. Revenues from this campaign will be reflected in 2nd and 3rd quarter reports.
- Expenses are tracking as we expect.

Association of Specialized & Cooperative Library Agencies (ASCLA)

ASCLA revenues are coming in generally on pace. Registration fees are up due to the successful pre-conferences/institutes. Total expenses are coming in slightly lower compared to the same time last year.

Library Leadership, Administration & Management Division (LLAMA)

Like most divisions, dues are a major concern and will likely continue downward as library/member budgets are challenged. Other issues: one MW institute cancelled due to low registration. Most other revenue/expenses are close to budget. Launch of webinars contributed to the bottom line.

Library and Information Technology Association (LITA)

Overall, LITA revenues are below target while expenses are lower than budgeted as well. The LITA National Forum was a great programmatic success again this year. Registration was low due to the economy and the location (Salt Lake City). One Midwinter Workshop is attracting more participants than usual. LITA will have three excellent pre-conferences planned for Annual as well. A new subset of the LITA Guides, *Tech Set*, is launching at Midwinter and we plan on continued sales of the last three most recent guides which are still available.

Public Library Association (PLA)

Overall PLA revenues are 7% under budget and expenses are 29% under budget. Revenue is off primarily as a result of lower than budgeted membership dues; however, membership is picking up as registration for the 2010 PLA National Conference continues (memberships typically increase due to the national conference). Expenses are under budget due primarily to timing issues and salary/benefit savings related to two vacant positions. Revenues and expenses for the National Conference are not yet realized; registration for the conference is trending at the same pace as the 2008 national conference. Exhibit sales are also keeping pace with 2008. If these trends hold up, the national conference will make budget. PLA Bootcamp held in October in Seattle did not make budget due to lower than anticipated registration. PLA e-learning is under budget; existing courses are being evaluated and a new marketing plan is being developed. The PLA publications program and *Public Libraries* magazine are on budget.

Gates Grant - Budget for the Gates advocacy training project, *Turning the Page*, is on target. The project was divided into three rounds, each round serving specific states. Round 1 was completed in the spring of 2008; Round 2 was completed in November of 2008; and Round 3 is underway and will conclude with a final training event for 200 PLA members at the 13th PLA National in Portland. To date, almost 3,000 grantees have attended a *Turning the Page* conference. The grant will expire on May 31, 2010. Overhead is recovered based on project expenses; in FY10, budget for overhead ALA will recover is \$307,739.

Reference and User Services Association (RUSA)

- Membership dues are budgeted to maintain current levels.
- The budget for RUSQ has been kept essentially at the FY2009 level with adjustments for inflation and per instructions from ALA Production Services. Dollars were allocated for use of web-based database for peer review and online submission application use (\$8,000).
- The budget includes revenue and expenses for a genealogy workshop at Midwinter and Annual and for 3 additional pre-conferences at ALA Annual.
- Revenues and expenses have been budgeted for at least three Web CE courses.
- Funding to support one Emerging Leader at \$1,000 was included.
- \$2,000 was allocated for a new program of reference grants.
- An additional \$7,000 may be allocated to new projects proposed by RUSA committees if approved by RUSA Board in Anaheim. These dollars will come from the RUSA endowment spending account.
- Other traditional member benefits and services like awards, online newsletter; governance; program support (for programs at ALA Annual) have been budgeted at FY09 level plus inflation.

Young Adult Library Services Association (YALSA)

YALSA finished the first quarter of the fiscal year lagging slightly behind budgeted revenues; however, this isn't necessarily a cause for concern because the first quarter of the fiscal year is not normally a time when most of YALSA's revenue generating activities takes place.

Revenues: Revenues for Midwinter ticketed events will not likely appear until the February or March financial reports. Ad sales and licensed institutes are on target so far this fiscal year. Revenues for Teen Read Week products, while not yet realized, will be significantly lower than last year, due to weak product sales. TRW sponsorships were also down for the 2009 campaign. YALSA closed the first quarter of the fiscal year slightly behind budget for dues, but this gap could close in the second quarter because December and January are strong months for renewing dues. In the fall of 2009 ALA implemented an effort to clean up the member data base and remove duplicate records, records for deceased individuals, etc. About 2,000 bad records were removed, which has impacted membership statistics across the association, including YALSA. As of November, YALSA's membership stood at 5,414, which is down 2.8% over this time last year. It's uncertain how much of the change is due to the database clean-up and how much is due to members choosing not to renew their dues. YALSA did add 96 new members in November, so that is a positive sign.

Expenses: Expenses are under budget overall, and staff will work to keep this trend going throughout the fiscal year to make up for lower than budgeted revenues. Expenses were slightly over budget for member promotion and retention, but this should improve due to the November launch of the revised handouts and materials procedures and web presence at www.ala.org/yalsa/handouts. Overhead contributions to ALA are on target so far this fiscal year.

Long Term Investments: The transfer of \$25,000 from the general fund to the Leadership Endowment was made in November. The Morris Endowment appears to have turned a corner and yielded a positive return for the first quarter of FY10.

American Library Association
Schedule 6 - Balance Sheet - Assets, Liabilities, Net Assets

	ACTUAL NOVEMBER 30, 2008	ACTUAL NOVEMBER 30, 2009	VARIANCE	%
ASSETS	60,660,675	69,209,767	8,549,092	14%
LIABILITIES	36,553,897	41,791,446	5,237,549	14%
NET ASSETS	24,106,778	27,418,321	3,311,543	14%
TOTAL LIABILITIES AND NET ASSETS	60,660,675	69,209,767	8,549,092	14%

FOR ADDITIONAL DETAIL SEE SCHEDULE 12

01/05/2010

American Library Association
 Schedule 6 – Commentary: Balance Sheet - Total ALA
 November FY 2010

ASSETS

At November 30, 2009, total assets of \$69,209,767 are \$8,549,092 more than the total at November 30, 2009. This is a result of increases in property, plant and equipment (E), inventories (C), long-term investments (D) and net accounts receivable (B), offset by a decrease in cash and short-term investments (A).

A. Cash and Short-Term Investments: Cash and short-term investments of \$18,456,744 at November 30, 2009 are \$796,297 lower than at November 30, 2008.

	YTD	YTD	YTD
	<u>AVG. BALANCE</u>	<u>INTEREST INCOME</u>	<u>YIELD</u>
FY 2009	\$15,271,640	\$222,025	4.43%
FY 2010	\$15,315,651	\$243,911	5.75%

See Schedule 2 explanation for additional investment information.

B. Net Accounts Receivable: Net accounts receivable of \$3,488,598 at November 30, 2009 are \$79,986 higher than the balance of \$3,408,612 at November 30, 2008. The increase is the result of a higher balance in PBD billings, mainly books and graphics related sales and iMIS billings and a lower reserve for bad debts (which increases net accounts receivable). At November 30, 2009, total trade receivables were \$2,147,599 as compared to \$1,946,243 in FY 2009. Reserves for bad debt decreased \$13,261.

C. Inventories: While net inventories increased by \$270,408, the gross inventory balance increased by \$274,564 to \$1,689,242 at November 30, 2009 from \$1,414,678 at November 30, 2008. ALA Editions finished goods has a \$95,552 increase and Graphics has a \$33,667 increase. ALA Editions work-in-progress has an increase of \$72,163. On a net basis, the reserves have increased \$4,156 at November 30, 2009.

D. Endowment Investments: Long-term endowment investments of \$29,032,554 at November 30, 2009 are \$6,415,187 higher than at November 30, 2008, primarily as a result of market conditions.

E. Property, Plant and Equipment: Property, plant and equipment, net of depreciation of \$13,498,337 at November 30, 2009 is \$2,148,723 higher than at November 30, 2008 mainly as a result of additions between 2010 and 2009.

LIABILITIES

At November 30, 2009, total liabilities of \$41,791,446 are \$5,237,549 more than total liabilities at November 30, 2008 primarily due to increases in (C) accounts payable, and (D) deferred revenues - membership dues, offset by a decrease in (A) deferred revenues meetings and conferences (E) deferred revenues - subscriptions, and (B) deferred revenues - grants and awards.

A. Deferred Revenues - Meetings and Conferences: At November 30, 2009, deferred revenues for meetings and conferences totaled \$5,227,496 as compared to \$5,925,648 at November 30, 2008. At November 30, 2009 deferred revenues consisted of Midwinter, \$1,721,232, Annual Conference, \$386,025, PLA, \$1,839,931, and ACRL, \$296,646. At November 30, 2008, AASL deposits are \$441,479, PLA deposits are \$811,997, ACRL deposits are \$1,008,157, Annual Conference, \$27,075 and Midwinter, \$2,369,882.

B. Deferred Revenues - Grants: Deferred revenues for Grants and Awards at November 30, 2009 are \$4,729,311 as compared to \$4,759,145 at November 30, 2008. In November 2009, the following grants had significant deferred revenues, Literacy Network Database, \$243,659, Dollar General, \$539,859, Verizon Literacy Gaming, \$70,602, Soros National Privacy, \$110,873, MacArthur Digital Copyright, \$173,989, Carnegie I Love My Librarian, \$77,686, Gates General OPS, \$24,706, Library Champions, \$25,390, 21st Century Fund, \$187,174, Gates Technology Access Study, \$976,128, NASD, \$149,106, and the Scholarship Bash, \$283,435. In November 2008, major grants included Gates General OPS, \$147,283, Gates Technology Access Study, \$1,095,324, the Scholarship Bash, \$260,440, Library Champions, \$134,765, NASD, \$78,039, 21st Century Fund, \$182,857, Dollar General, \$586,641, MacArthur Digital Copyright, \$191,478, and Literacy Network Database, \$243,659.

C. Accounts Payable: At November 30, 2009, accounts payable totaled \$19,741,514 as compared to \$15,833,042 at November 30, 2008. The increase of \$3,809,472 reflects the accrual of payroll related expenses, mainly \$4,504,980 for post-retirement benefits, and payables for operations.

D. Deferred Revenues - Membership Dues: Deferred revenues for membership dues at November 30, 2009 are \$4,280,052 as compared to \$4,021,372 at November 30, 2008.

E. Deferred Revenues - Subscriptions: Deferred revenues for subscriptions at November 30, 2009 are \$2,853,909 as compared to \$3,072,690 at November 30, 2008. The decrease of \$218,781 is mainly a decrease in Booklist (\$311,848), CHOICE, (\$10,413), and Online Resources (\$21,382) offset by an increase in American Libraries (\$33,950) and Reviews on Cards (\$35,701).

APPENDICES - STATEMENTS OF REVENUES AND EXPENSES

AMERICAN LIBRARY ASSOCIATION
Summary of Revenues and Expenses
Compared to Budget
Consolidated Fund (1-4)
Year to Date Ending Per 003-FY2010
(Report FRC1)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	9,244,588	2,208,922	2,307,816	-98,894	-4.3	-7,035,666
Sale of Materials / Net	7,562,892	1,949,286	2,044,893	-95,607	-4.7	-5,613,606
Subscriptions	5,061,856	1,180,574	1,311,671	-131,097	-10.0	-3,881,282
Advertising / Net	5,152,402	1,071,515	1,220,923	-149,408	-12.2	-4,080,887
Meetings and Conferences	13,065,342	1,745,052	228,039	1,517,013	665.2	-11,320,290
Grants	8,169,503	1,890,229	2,281,295	-391,066	-17.1	-6,279,274
Interest / Dividends	1,277,274	439,864	319,319	120,545	37.8	-837,410
Endwmt Gain/Loss - Realized	0	820,446	0	820,446	N/A	820,446
Endwmt Gain/Loss - Unrealized	765,359	1,226,132	191,343	1,034,789	540.8	460,773
Miscellaneous	4,464,314	590,254	665,546	-75,292	-11.3	-3,874,060
Total Revenues	54,763,530	13,122,274	10,570,845	2,551,429	24.1	-41,641,256
Expenses						
Payroll and Related Expenses	22,076,286	5,339,932	5,563,221	223,289	-4.0	16,736,354
Outside Services	6,561,408	1,732,103	1,706,595	-25,508	1.5	4,829,305
Travel and Related Expenses	3,646,660	870,887	860,974	-9,913	1.2	2,775,773
Meetings and Conferences	7,141,904	793,038	638,042	-154,996	24.3	6,348,866
Publication-Related Expenses	5,887,080	1,073,895	1,454,567	380,672	-26.2	4,813,185
Operating Expenses	9,031,770	1,616,229	2,361,817	745,588	-31.6	7,415,541
Direct Expenses	54,345,108	11,426,085	12,585,216	1,159,131	-9.2	42,919,023
Inter-Unit Transfers	0	1	0	-1	N/A	-1
Overhead Recovered	-2	0	0	0	N/A	-2
Taxes/Income	80,630	18,395	18,395	0	0.0	62,235
Indirect Expenses	80,628	18,396	18,395	-1	0.0	62,232
Total Expenses	54,425,736	11,444,481	12,603,611	1,159,130	-9.2	42,981,255
Net Revenue (Expense)	337,794	1,677,793	-2,032,766	3,710,559	-182.5	1,339,999

AMERICAN LIBRARY ASSOCIATION
Summary of Revenues and Expenses
Consolidated (Funds 1-4) / By Fund
For the Period Ending Per 003-FY2010
(Report 8888)

	Operating Fund (1)	Plant Fund (2)	Restricted Fund (4)	Endowment Fund (3)	Total All Funds
Revenues:					
Dues	2,220,227	0	0	-11,305	2,208,922
Book Sales/Net	1,650,668	0	409	0	1,651,078
Other Sales	295,338	0	0	2,870	298,208
Subscriptions	1,180,574	0	0	0	1,180,574
Advertising/Net	1,071,515	0	0	0	1,071,515
Meetings and Conferences	1,732,947	0	12,105	0	1,745,052
Grants, Contracts & Awards	0	0	1,890,229	0	1,890,229
Interest and Dividends	243,911	0	0	195,953	439,864
Endwmt Gain/Loss - Realized	12,441	0	0	808,005	820,446
Endwmt Gain/Loss - Unrealized	123,437	0	0	1,102,695	1,226,132
Miscellaneous	563,293	0	0	26,961	590,254
Total Revenues	9,094,352	0	1,902,743	2,125,179	13,122,274
Expenses:					
Payroll and Related Expenses	5,000,515	0	339,417	0	5,339,932
Outside Services	1,313,099	34,303	322,259	62,441	1,732,103
Travel-Related Expense	328,910	0	541,977	0	870,887
Meetings and Conferences	535,551	0	253,374	4,113	793,038
Publication-Related Expense	435,435	0	456	0	435,891
Continued	558,292	0	79,713	0	638,005
Operating Exp (5030-1, 5500)	187,758	0	18,342	0	206,099
Operating Expenses (5040-99)	1,156,520	169,464	84,146	0	1,410,130
Subtotal/Operating Expenses	1,344,278	169,464	102,488	0	1,616,229
Direct Expenses	9,516,080	203,767	1,639,683	66,554	11,426,085
Inter-Unit Transfers (5900-08)	-184,906	184,591	315	0	0
Inter-Unit Trfrs (5909, 10, 12, 13)	-4,550	0	4,191	361	1
Inter-Unit Trfr (5940-42, 98-99)	373,635	-388,358	14,723	0	0
Subtotal/Inter-Unit Trfrs	184,178	-203,767	19,229	361	1
Overhead Recovered	-243,831	0	243,831	0	0
Income Taxes	18,395	0	0	0	18,395
Indirect Expenses	-41,258	-203,767	263,060	361	18,396
Total Expenses	9,474,822	0	1,902,743	66,915	11,444,481
Net Revenues	-380,471	0	0	2,058,264	1,677,793
Beginning Fund Balance	-3,652,355	-0	0	29,390,872	25,738,516
Ending Fund Balance	-4,032,826	-0	0	31,449,135	27,416,309

AMERICAN LIBRARY ASSOCIATION
Summary of Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending Per 003-FY2010
(Report 0044)

Revenues	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Dues	6,078,400	1,482,222	1,519,600	-37,378	-2.5	-4,596,178
Sale of Materials/Net	5,379,754	1,296,586	1,553,322	-256,736	-16.5	-4,083,168
Subscriptions	2,763,884	688,193	738,576	-50,383	-6.8	-2,075,691
Advertising/Net	3,814,296	716,107	841,760	-125,653	-14.9	-3,098,189
Meetings and Conferences	7,570,800	33,503	2,926	30,577	1,045.0	-7,537,297
Interest and Dividends	739,936	243,911	184,985	58,926	31.9	-496,025
Endwmt Gain/Loss - Realized	0	12,441	0	12,441	N/A	12,441
Endwmt Gain/Loss - Unrealized	0	123,437	0	123,437	N/A	123,437
Miscellaneous	1,747,435	283,468	185,850	97,618	52.5	-1,463,967
Total Revenues	28,094,505	4,879,868	5,027,019	-147,151	-2.9	-23,214,637

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending Per 003-FY2010
(Report 0045)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	28,094,505	4,879,868	5,027,019	-147,151	-2.9	23,214,637
Expenses						
Payroll and Related Expenses	14,766,583	3,705,174	3,685,567	-19,607	0.5	11,061,409
Outside Services	3,427,141	917,073	886,961	-30,112	3.4	2,510,068
Travel-Related Expenses	1,248,188	166,985	223,836	56,851	-25.4	1,081,203
Meetings and Conferences	3,303,382	58,161	59,078	917	-1.6	3,245,221
Publication-Related Expenses	3,432,317	617,440	836,912	219,472	-26.2	2,814,877
Operating Expenses	4,213,958	1,031,177	1,159,844	128,667	-11.1	3,182,781
Direct Expenses	30,391,569	6,496,010	6,852,198	356,188	-5.2	23,895,559
Inter-Unit Transfers	457,594	103,891	138,219	34,328	-24.8	353,703
Overhead Recovered	-2,804,163	-810,267	-476,030	334,237	70.2	-1,993,896
Income Taxes	49,505	12,374	12,374	0	0.0	37,131
Indirect Expenses	-2,297,064	-694,001	-325,437	368,564	113.3	-1,603,063
Total Expenses	28,094,505	5,802,009	6,526,761	724,752	-11.1	22,292,496
Net Revenues	0	-922,140	-1,499,742	577,602	-38.5	-922,140

AMERICAN LIBRARY ASSOCIATION
Departmental Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending Per 003-FY2010
(Report 0054)

Revenues	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Interest/Dividends	74,180	61,711	243,911	184,985	58,926	31.9	739,936	496,025
Mail List Sales/Rental	0	23,204	10,557	46,608	-36,051	-77.3	275,000	264,443
Membership Dues:								
Personal	396,128	392,814	1,177,093	1,177,500	-407	-0.0	4,710,000	3,532,907
Organizational	90,629	100,497	271,989	301,251	-29,262	-9.7	1,205,000	933,011
Special	8,527	9,841	26,999	29,499	-2,800	-9.5	118,000	91,301
Life Members-Current	2,794	4,170	8,376	12,500	-4,124	-33.0	50,000	41,624
Cont Mbrs & Division Trfrs	-646	-384	-1,934	-1,150	-784	68.2	-4,600	-2,666
Misc/Over & Short Items	-3,519	-5,004	-13,485	-15,000	1,515	-10.1	-60,000	-46,515
Subtotal/Membership Dues	493,913	501,934	1,468,737	1,504,600	-35,863	-2.4	6,018,400	4,549,663
Executive Office								
Executive Board	0	0	5,000	0	5,000	N/A	0	-5,000
International Relations	0	0	-64	0	-64	N/A	0	64
OITP	0	0	125	0	125	N/A	0	-125
Subtotal/Executive Office	0	0	5,061	0	5,061	N/A	0	-5,061
Memb/ Prog. & Services								
Memb. Prog & Services/AED	0	0	0	0	0	N/A	7,500	7,500
OLPR	800	84	400	252	148	58.7	66,250	65,850
OLOS	2,039	467	2,329	901	1,428	158.5	5,600	3,271
OIF	8,272	8,607	93,124	111,981	-18,857	-16.8	375,140	282,016
Office for Accreditation	1,000	23,000	57,025	23,000	34,025	147.9	63,025	6,000
Diversity	7,000	0	10,040	0	10,040	N/A	23,400	13,360
Conference:								
Midwinter	5,521	0	18,894	0	18,894	N/A	2,659,000	2,640,106
Annual	-12,041	2,107	12,326	6,225	6,101	98.0	6,347,700	6,335,374
Subtotal/Conference	-6,520	2,107	31,220	6,225	24,995	401.5	9,006,700	8,975,480
Subtotal/Memb. Prog & Services	12,591	34,265	194,138	142,359	51,779	36.4	9,547,615	9,353,477

AMERICAN LIBRARY ASSOCIATION
Departmental Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending Per 003-FY2010
(Report 0054)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Publishing Services								
ALA Editions	192,024	239,090	717,631	711,270	6,361	0.9	2,718,219	2,000,588
Booklist	421,410	397,048	1,251,122	1,325,599	-74,477	-5.6	5,056,474	3,805,352
American Libraries	53,192	103,560	228,509	299,354	-70,845	-23.7	1,069,184	840,675
ALA TechSource	41,508	48,834	118,518	151,150	-32,632	-21.6	606,928	488,410
ALA Graphics	143,126	157,624	485,067	653,213	-168,146	-25.7	1,983,929	1,498,862
Subtotal/Publishing Serv.	851,260	946,156	2,800,847	3,140,586	-339,739	-10.8	11,434,734	8,633,887
Communications								
Customer Service	0	0	0	0	0	N/A	14,800	14,800
Chapter Relations	0	0	0	0	0	N/A	2,500	2,500
Communications/AED	7,067	0	10,841	0	10,841	N/A	30,000	19,159
Library & Research Center	7,023	878	7,023	2,630	4,393	167.0	10,520	3,498
PIO	0	2,085	0	5,251	-5,251	-100.0	21,000	21,000
Public Programs	0	0	600	0	600	N/A	0	-600
Library Advocacy	0	0	2,275	0	2,275	N/A	0	-2,275
Subtotal/Communications	14,090	2,963	20,739	7,881	12,858	163.1	78,820	58,081
Total Revenues from Operations	1,446,034	1,570,233	4,743,990	5,027,019	-283,029	-5.6	28,094,505	23,350,515
Unrealized Gain/Loss	137,950	0	123,437	0	123,437	N/A	0	-123,437
Realized Gain/Loss	4,924	0	12,441	0	12,441	N/A	0	-12,441
Total Revenues	1,588,908	1,570,233	4,879,868	5,027,019	-147,151	-2.9	28,094,505	23,214,637

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending Per 003-FY2010
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Total Revenues	1,588,908	1,570,233	4,879,868	5,027,019	-147,151	-2.9	28,094,505	23,214,637
Expenses								
Member Programs & Services								
OLPR	26,831	25,552	82,745	78,962	-3,783	4.8	397,090	314,345
OLOS	15,267	23,460	46,562	71,876	25,314	-35.2	311,252	264,690
OIF	40,613	60,426	136,469	167,649	31,180	-18.6	758,500	622,031
Office for Accreditation	33,910	32,341	87,356	89,475	2,119	-2.4	302,096	214,740
Diversity	19,321	14,779	53,624	45,941	-7,683	16.7	234,159	180,535
Memb. Prog & Services/ AE	14,938	25,430	52,513	64,371	11,858	-18.4	245,085	192,572
ALA Awards	0	96	78	286	208	-72.7	7,344	7,266
ITTS	221,579	191,925	591,746	584,791	-6,955	1.2	2,343,776	1,752,030
Conference:								
Midwinter	97,297	147,617	224,030	316,683	92,653	-29.3	2,601,484	2,377,454
Annual	11,425	5,950	119,300	194,593	75,293	-38.7	5,162,890	5,043,590
Subtotal/Conference	108,722	153,567	343,330	511,276	167,946	-32.8	7,764,374	7,421,044
Sub-Total/Memb. Prog. & Ser	481,180	527,576	1,394,424	1,614,627	220,203	-13.6	12,363,676	10,969,252
Publishing Services								
Publishing	-141,812	0	0	0	0	N/A	0	0
ALA Editions	245,446	221,899	600,447	683,081	82,634	-12.1	2,509,152	1,908,705
Booklist	374,924	359,994	1,054,121	1,119,005	64,884	-5.8	4,330,066	3,275,945
American Libraries	53,192	103,560	228,509	299,354	70,845	-23.7	1,069,184	840,675
TechSource ALA	99,218	70,785	197,645	188,973	-8,672	4.6	819,990	622,345
ALA Graphics	111,008	132,234	416,623	458,839	42,216	-9.2	1,708,680	1,292,057
Prod Services	23,584	25,465	24,173	39,934	15,761	-39.5	-125,799	-149,972
Subtotal/Publ Services	765,560	913,937	2,521,518	2,789,186	267,668	-9.6	10,311,273	7,789,755

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending Per 003-FY2010
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Executive Office								
Standing Committees	9,745	14,760	37,904	40,743	2,839	-7.0	175,360	137,456
Development Office	27,981	36,015	88,226	92,360	4,134	-4.5	376,332	288,106
Executive Board	37,340	30,493	122,194	113,853	-8,341	7.3	378,853	256,659
Executive Office	58,174	55,651	178,760	171,321	-7,439	4.3	687,495	508,735
International Relations	26,034	26,496	55,659	60,795	5,136	-8.4	217,009	161,350
Washington Office	79,275	79,539	261,995	263,806	1,811	-0.7	1,019,861	757,866
O I T	23,982	35,139	71,619	115,216	43,597	-37.8	448,537	376,918
OGR	53,905	60,886	171,158	198,271	27,113	-13.7	845,996	674,838
Human Resources	53,916	46,189	156,918	153,912	-3,006	2.0	646,772	489,854
Subtotal/Executive Office	370,352	385,168	1,144,432	1,210,277	65,845	-5.4	4,796,215	3,651,783
Accounting								
Finance	74,529	72,728	220,932	217,910	-3,022	1.4	872,029	651,097
Finance - AED	9,638	9,637	28,480	28,629	149	-0.5	116,795	88,315
Finance	33,215	31,834	102,103	99,514	-2,589	2.6	408,671	306,568
Subtotal/Acct-Finance-AED	117,382	114,199	351,515	346,053	-5,462	1.6	1,397,495	1,045,980
Communications								
Library								
Public Pol. & Prog./AED	24,139	24,676	125,932	126,155	223	-0.2	372,204	246,272
Libr. & Research Center	32,937	50,606	147,147	145,520	-1,627	1.1	594,657	447,510
P I O	12,660	21,294	34,609	65,398	30,789	-47.1	262,347	227,738
Public Programs	53,414	54,542	146,201	150,778	4,577	-3.0	605,491	459,290
Library Advocacy	13,060	12,508	39,300	38,514	-786	2.0	154,536	115,236
Customer Service	14,690	20,877	49,467	48,983	-484	1.0	202,779	153,312
Chapter Relations	45,243	45,474	138,762	140,139	1,377	-1.0	553,516	414,754
Chapter Relations	6,021	6,139	43,552	45,184	1,632	-3.6	161,082	117,530
Subtotal/Communications Off	202,165	236,116	724,968	760,671	35,703	-4.7	2,906,612	2,181,644

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - II
For the Period Ending Per 003-FY2010
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Staff Support Services	23,278	23,282	129,916	123,164	-6,752	5.5	418,177	288,261
Staff Supp. Serv/Off. Ser	32,208	12,059	44,796	37,011	-7,785	21.0	150,013	105,217
Distribution Center	2,970	-3,603	10,798	-10,319	-21,117	-204.6	-41,038	-51,836
Reprographics								
Subtotal/Staff Supp. Serv.	58,455	31,738	185,510	149,856	-35,654	23.8	527,152	341,642
General Administration	119,110	130,903	598,765	455,846	-142,919	31.4	1,775,783	1,177,018
Gnl Fnd Allocations/Ovrhd	-538,473	-250,339	-1,119,123	-799,755	319,368	39.9	-5,983,701	-4,864,578
Total Expenses	1,575,732	2,089,298	5,802,009	6,526,761	724,752	-11.1	28,094,505	22,292,496
Revenues from Operations	13,176	-519,065	-922,140	-1,499,742	577,602	-38.5	0	922,140

AMERICAN LIBRARY ASSOCIATION
Summary of Revenue Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending Per 003-FY2010
(Report 0234)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	3,059,836	693,821	761,681	-67,860	-8.9	-2,366,015
Sale of Materials/Net Subscriptions	2,078,238	643,184	472,217	170,967	36.2	-1,435,054
Advertising/Net Meetings and Conferences	2,287,182	490,101	570,368	-80,267	-14.1	-1,797,081
Grants, Contracts & Awards	1,330,606	354,137	377,288	-23,151	-6.1	-976,469
Miscellaneous	5,341,234	1,685,007	219,545	1,465,462	667.5	-3,656,227
	2,100	0	840	-840	-100.0	-2,100
	1,969,605	279,836	310,367	-30,531	-9.8	-1,689,769
Total Revenues	16,068,801	4,146,086	2,712,306	1,433,780	52.9	-11,922,715

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending Per 003-FY2010
(Report 0235)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	16,068,801	4,146,086	2,712,306	1,433,780	52.9	-11,922,715
Expenses						
Payroll and Related Expenses	5,926,630	1,294,291	1,499,950	205,659	-13.7	4,632,339
Outside Services	1,426,321	395,247	320,677	-74,570	23.3	1,031,074
Travel-Related Expenses	895,585	161,926	184,007	22,081	-12.0	733,659
Meetings and Conferences	2,179,709	477,598	259,888	-217,710	83.8	1,702,111
Publication-Related Expenses	1,875,510	373,881	482,601	108,720	-22.5	1,501,629
Operating Expenses	1,521,143	311,312	392,909	81,597	-20.8	1,209,831
Direct Expenses	13,824,898	3,014,253	3,140,032	125,779	-4.0	10,810,645
Inter-Unit Transfers						
401 PUBLIC LIBRARY ASSOC (PLA)	48,017	4,611	9,270	4,659	-50.3	43,406
403 ASSOC/COLL & RES LIBS (ACRL)	50,390	5,621	10,153	4,532	-44.6	44,769
404 CHOICE	-24,060	-2,102	-6,015	-3,913	-65.1	-21,958
405 AMER ASSOC OF SCH LNS (AASL)	52,515	4,100	9,740	5,640	-57.9	48,415
406 ASSOC SPEC COOP LIB AGCY(ASCL)	2,950	59	735	676	-92.0	2,891
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	16,359	2,633	3,393	760	-22.4	13,726
409 LIB ADM & MGT ASSOC (LAMA)	13,415	1,235	2,636	1,401	-53.2	12,180
410 REF.& USER SERV.ASSN.(RUSA)	20,673	2,895	5,166	2,271	-44.0	17,778
411 AMER LIB TRUSTEE ASSOC (ALTAF)	8,333	578	2,083	1,505	-72.2	7,755
412 LIB & INF TECH ASSOC (LITA)	17,358	2,165	3,084	919	-29.8	15,193
413 ASSOC/LIB SERV TO CH (ALSC)	13,071	2,365	2,435	70	-2.9	10,706
414 YNG ADLT LIB SERV ASSN (YALSA)	14,654	6,052	3,072	-2,980	97.0	8,602
401 PUBLIC LIBRARY ASSOC (PLA)	34,283	5,006	5,485	479	-8.7	29,277
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	20,413	4,892	5,103	211	-4.1	15,521
409 LIB ADM & MGT ASSOC (LAMA)	22,776	5,263	5,696	433	-7.6	17,513
410 REF.& USER SERV.ASSN.(RUSA)	32,045	8,204	8,013	-191	2.4	23,841
412 LIB & INF TECH ASSOC (LITA)	17,224	4,190	4,306	116	-2.7	13,034
413 ASSOC/LIB SERV TO CH (ALSC)	13,540	0	0	0	N/A	13,540
401 PUBLIC LIBRARY ASSOC (PLA)	16,008	-2,076	1,502	3,578	-238.2	18,084
403 ASSOC/COLL & RES LIBS (ACRL)	17,112	2,592	3,306	714	-21.6	14,520
404 CHOICE	-7,831	0	-1,958	-1,958	-100.0	-7,831
406 ASSOC SPEC COOP LIB AGCY(ASCL)	150	0	37	37	-100.0	150
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	1,500	0	510	510	-100.0	1,500
409 LIB ADM & MGT ASSOC (LAMA)	2,000	0	501	501	-100.0	2,000
410 REF.& USER SERV.ASSN.(RUSA)	1,000	0	252	252	-100.0	1,000
412 LIB & INF TECH ASSOC (LITA)	240	0	0	0	N/A	240
413 ASSOC/LIB SERV TO CH (ALSC)	0	243	0	-243	N/A	-243
414 YNG ADLT LIB SERV ASSN (YALSA)	700	153	231	78	-33.8	547
Overhead Recovered	235,319	19,488	52,917	33,429	-63.2	215,831
Income Taxes	1,896,562	562,019	217,918	-344,101	157.9	1,334,543
	31,125	6,021	6,021	0	0.0	25,104
Indirect Expenses	2,567,841	646,208	355,592	-290,616	81.7	1,921,633
Total Expenses	16,392,739	3,660,461	3,495,624	-164,837	4.7	12,732,278

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending Per 003-FY2010
(Report 0235)

Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
-323,938	485,625	-783,318	1,268,943	-162.0	809,563
0	11,359,764	0	11,359,764	N/A	11,359,764
-323,938	11,845,390	-783,318	12,628,708	-1,612.2	12,169,328

Net Revenues
Beginning Fund Balance
Ending Fund Balance

AMERICAN LIBRARY ASSOCIATION
Consolidated Balance Sheet By Fund (1-4)
Per 003-FY2010
(Report 0007)

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
ASSETS					
CURRENT ASSETS:					
Cash	3,308,552	0	0	0	3,308,552
Short Term Investments	15,148,193	0	0	0	15,148,193
Accounts Receivable, Gross	3,694,740	0	0	96,995	3,791,735
Less: Reserves	-303,137	0	0	0	-303,137
Accounts Receivable, Net	3,391,603	0	0	96,995	3,488,598
Grants Receivable	0	0	2,846,943	0	2,846,943
Inventories Gross	1,689,242	0	0	0	1,689,242
Less: Reserves	-452,630	0	0	0	-452,630
Inventories, Net	1,236,611	0	0	0	1,236,611
Prepaid Exps & Other A/R	649,678	0	0	0	649,678
TOTAL CURRENT ASSETS	23,734,637	0	2,846,943	96,995	26,678,574
PROPERTY, PLANT & EQUIPMENT					
Furniture & Equipment	0	16,319,183	0	0	16,319,183
Buildings & Improvements	0	10,540,424	0	2,273,249	12,813,673
Land	0	2,443,394	0	703,350	3,146,743
Property, Plant & Equipment Gross	0	29,303,001	0	2,976,598	32,279,599
Less: Accum Depreciation	0	-17,873,121	0	-908,141	-18,781,262
Property, Plant & Equipment, Net	0	11,429,879	0	2,068,457	13,498,337
Investments	0	0	0	29,032,554	29,032,554
Due From (To) Other Funds	4,264,597	-6,397,792	1,882,368	251,129	302
TOTAL ASSETS	27,999,234	5,032,087	4,729,311	31,449,135	69,209,767

AMERICAN LIBRARY ASSOCIATION
Consolidated Balance Sheet By Fund (1-4)
Per 003-FY2010
(Report 0007)

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
LIABILITIES AND FUND BALANCES					
CURRENT LIABILITIES:					
Current Portion, Lng Trm Debt	0	53,428	0	0	53,428
Accounts Payable	2,900,640	1,276	0	0	2,901,916
Accrued Operating Expenses	0	18,219	0	0	18,219
Accrued Income Tax	-3,102	0	0	0	-3,102
Accrued Payroll Expenses	16,771,053	0	0	0	16,771,053
SUB-TOTAL / PAYABLES	19,668,591	72,923	0	0	19,741,514
DEFERRED REVENUES					
Membership Dues	4,280,052	0	0	0	4,280,052
Subscriptions	2,853,909	0	0	0	2,853,909
Meetings & Conferences	5,227,496	0	0	0	5,227,496
Grants & Awards	0	0	4,729,311	0	4,729,311
Sub-Total/Deferred Revenues	12,361,457	0	4,729,311	0	17,090,768
TOTAL CURRENT LIABILITIES	32,030,048	72,923	4,729,311	0	36,832,281
DC Properties LT Bond	0	4,757,972	0	0	4,757,972
Fair Value of Interest Rate Swap	0	201,193	0	0	201,193
TOTAL LIABILITIES	32,030,048	5,032,088	4,729,311	0	41,791,446
Fund Balance	-4,032,826	-0	0	31,449,135	27,416,309
TOTAL LIABILITIES/FUND BALANCE	27,997,222	5,032,087	4,729,311	31,449,135	69,207,755