

# Treasurer's Report to Council

- Membership Information Session -

FY 2017 YEAR-END FINANCIAL RESULTS  
TO  
ALA COUNCIL, EXECUTIVE BOARD, MEMBERSHIP  
AND  
THE PLANNING AND BUDGET ASSEMBLY

Presented by:  
Susan Hildreth – ALA Treasurer

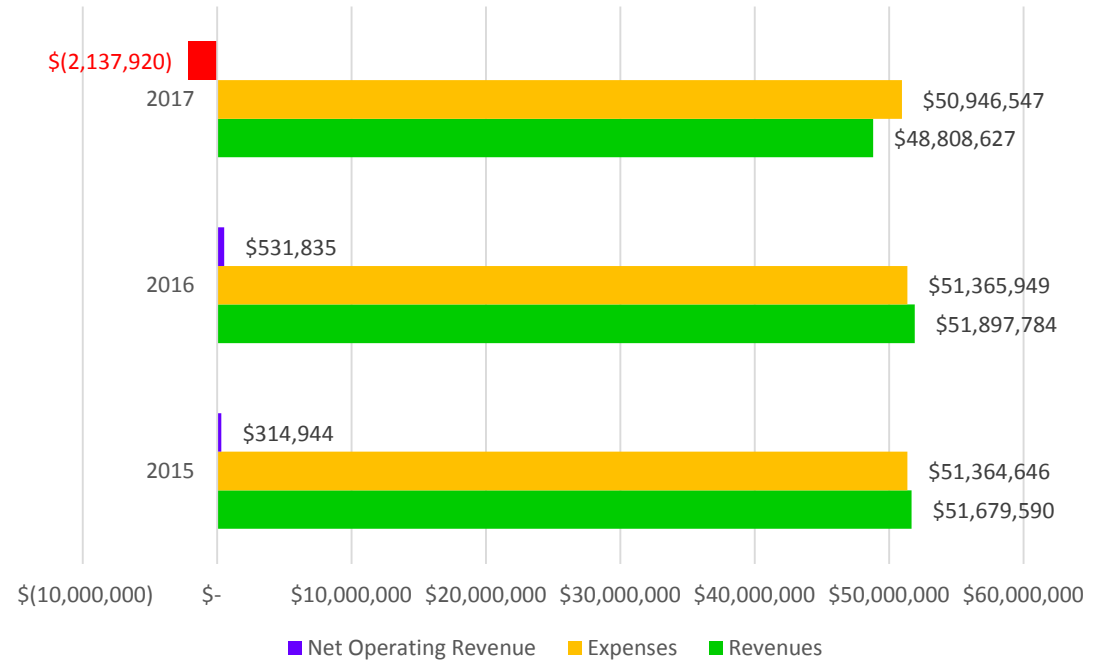
Saturday - February 11, 2018  
Sunday – February 12, 2018  
Denver, Co.

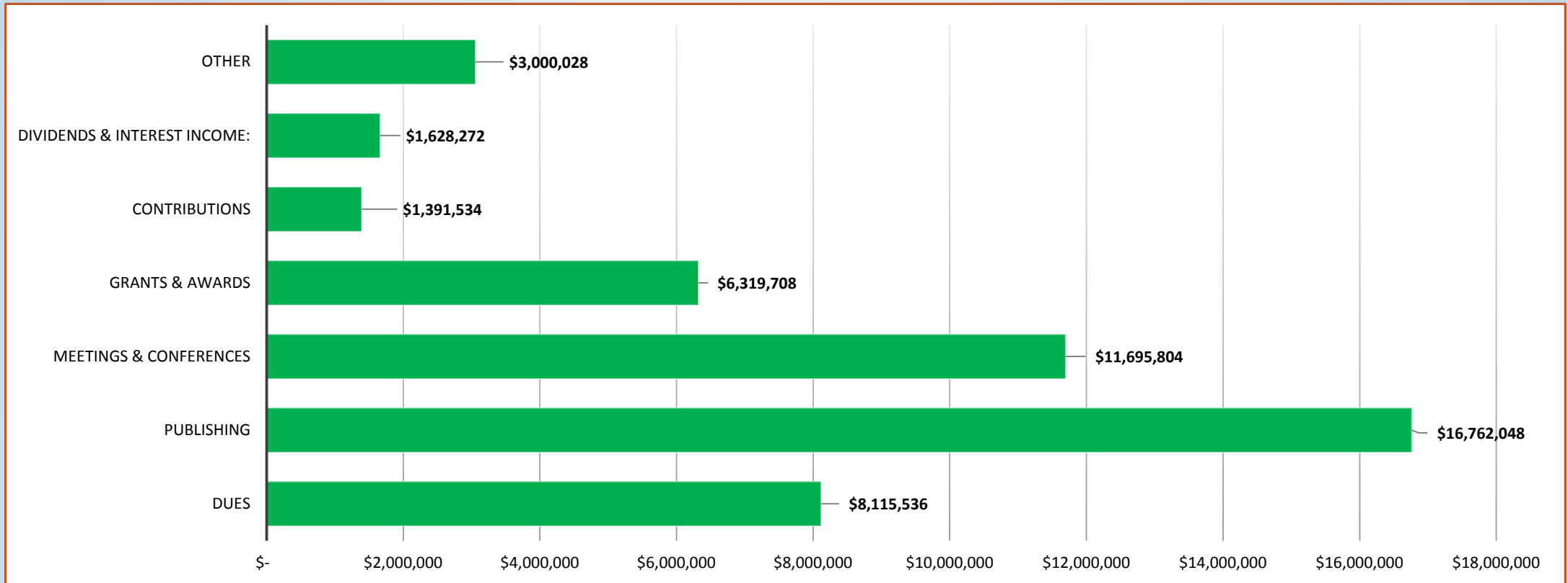
# How Did We Do?

- Total ALA -

FY 2017, FY 2016 AND FY 2015

	<u>2017</u>	<u>2016</u>	<u>2015</u>
<b>Revenues</b>	\$ 48,808,627	\$ 51,897,784	\$ 51,679,590
<b>Expenses</b>	\$ 50,946,547	\$ 51,365,949	\$ 51,364,646
<b>Net Operating Revenue(Expenses)</b>	\$ ( 2,137,920)	\$ 531,835	\$ 314,944





3

# Where Did Our Revenue Come From?

# General Fund Summary

---

	<u>2017</u>	<u>2016</u>	<u>2015</u>
<b>Revenues</b>	\$ 27,669,658	\$ 27,305,345	\$ 29,024,423
<b>Expenses</b>	<u>\$ 29,002,985</u>	<u>\$ 27,972,577</u>	<u>\$ 28,745,049</u>
<b>Net Revenue</b>	\$ (1,333,327)	\$ (667,232)	\$ 279,374

# General Fund Revenues

	<u>2017</u>	<u>2016</u>	<u>2015</u>
<b>Dues</b>	\$ 5,363,955	\$ 5,592,444	\$ 5,480,185
<b>Publishing</b>	\$ 11,491,870	\$ 12,167,044	\$ 12,978,793
<b>Meetings &amp; Conferences</b>	\$ 7,960,980	\$ 7,047,615	\$ 7,783,575
<b>Interest &amp; Dividends</b>	\$ 1,333,533	\$ 1,168,625	\$ 1,087,785
<b>Contributions</b>	\$ 213,089	\$ 190,020	\$ 238,228
<b>Miscellaneous</b>	<u>\$ 1,306,303</u>	<u>\$ 1,139,597</u>	<u>\$ 1,455,857</u>
<b>Total</b>	\$ 27,669,658	\$ 27,305,345	\$ 29,024,423

# General Fund Expenses

	<u>2017</u>	<u>2016</u>	<u>2015</u>
<b>Payroll</b>	\$ 15,172,577	\$ 14,323,038	\$ 13,941,468
<b>Outside Services</b>	\$ 4,342,135	\$ 4,312,669	\$ 4,109,241
<b>Travel</b>	\$ 1,004,247	\$ 1,073,904	\$ 970,076
<b>Meetings &amp; Conferences</b>	\$ 3,830,480	\$ 3,896,371	\$ 4,044,220
<b>Publications</b>	\$ 2,079,003	\$ 2,261,921	\$ 2,379,129
<b>Operating &amp; Overhead</b>	\$ 2,324,084	\$ 1,744,278	\$ 2,406,458
<b>Interunit Transfers</b>	\$ 250,459	\$ 360,396	\$ 404,790
<b>Total Expenses</b>	<u>\$ 29,002,985</u>	<u>\$ 27,972,577</u>	<u>\$ 28,255,382</u>

# General Fund Net Revenue Sources – 2017

- and other support -

		<b>Overhead</b>	<b>Total</b>
	<b><u>Revenues</u></b>	<b><u>Support</u></b>	<b><u>Support</u></b>
<b>Interest &amp; Earnings</b>	\$ 1,333,533	\$ 0	\$ 1,333,533
<b>Membership Dues - Net</b>	\$ 5,363,955	\$ 0	\$ 5,363,955
<b>Publishing - Net</b>	\$ 479,990	\$ 2,909,300	\$ 3,389,290
<b>Meetings &amp; Conferences - Net</b>	\$ 752,015	\$ 2,482,732	\$ 3,234,747
<b>Other</b>	\$ 612,489	\$ 2,080,969*	\$ 2,693,458
<b>Total</b>	\$ 8,814,982	\$ 7,473,001	\$ 16,014,983

\*Overhead contribution from Divisions, Roundtables and Grants

# Publishing Revenues & Expenses – 2017

	<u>Revenues</u>	<u>Expenses</u>	<u>Overhead</u> <u>Contribution</u>	<u>Net</u> <u>Revenue</u>
<b>ALA Editions</b>	\$ 2,646,320	\$ 3,240,649	\$ 698,543	\$ (594,329)
<b>Booklist</b>	\$ 4,760,677	\$ 3,792,156	\$ 1,236,819	\$ 968,521
<b>Graphics</b>	\$ 697,649	\$ 767,301	\$ 184,094	\$ (69,652)
<b>Digital Resources</b>	\$ 1,188,547	\$ 1,143,957	\$ 324,087	\$ 44,590
<b>American Libraries</b>	\$ 934,513	\$ 934,513	\$ 247,038	\$ -
<b>E-Learning</b>	\$ 798,261	\$ 743,817	\$ 224,921	\$ -
<b>Publishing - AED</b>	\$ -	\$ (76,416)	\$ 0	\$ (76,416)
<b>Total</b>	\$ 11,025,967	\$ 10,545,977	\$ 2,909,300	\$ 272,714



# Meetings & Conferences

## Revenues and Expenses - 2017

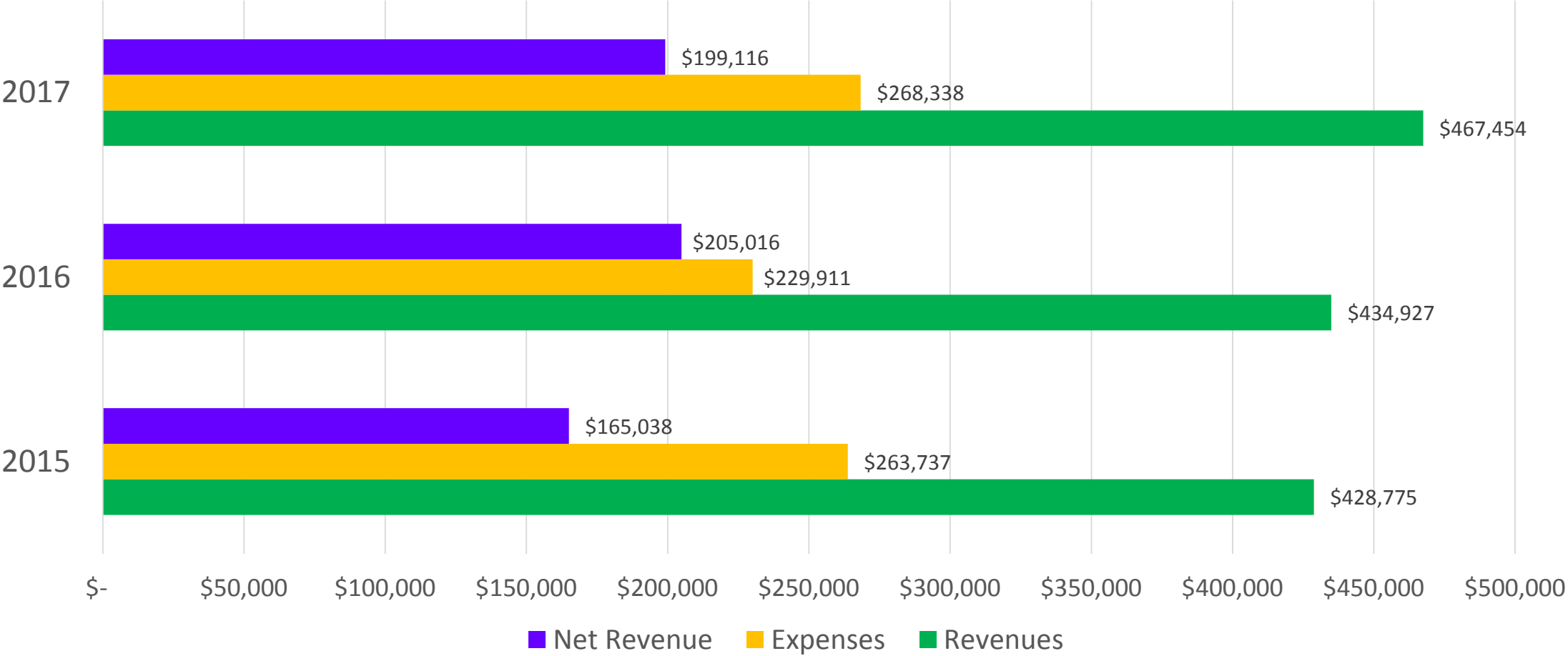
	<u>Revenues</u>	<u>Expenses</u>	<u>Overhead Contribution*</u>	<u>Net Revenue</u>
<b>Annual Conference</b>	\$ 6,660,599	\$ 5,828,583	\$ 1,758,398	\$ 832,016
<b>Midwinter Meeting</b>	\$ 2,743,689	\$ 2,823,690	\$ 724,334	\$ (80,001)
<b>Total</b>	\$ 8,349,976	\$ 8,304,105	\$ 2,482,732	\$ 752,015

\*Overhead contributed to the General Fund

# Division Revenues and Expenses— 2017



# Roundtable Revenues and Expenses— 2017



# Total ALA Assets, Liabilities & Net Assets – 2017

	<u>2017</u>	<u>2016</u>	<u>2015</u>
<b>Assets</b>	\$ 72,513,440	\$ 75,727,502	\$ 77,572,339
<b>Liabilities</b>	<u>\$ 32,622,113</u>	<u>\$ 45,343,837</u>	<u>\$ 46,034,318</u>
<b>Net Assets</b>	<u>\$ 39,891,327</u>	<u>\$ 30,383,665</u>	<u>\$ 31,538,021</u>

# Preparing for FY 19 and Beyond



# Strategy to Address FY 19 and Beyond

---

- Leverage strong balance sheet to fund investments that will generate revenue and reduce operating expenses
  - Endowment loan
  - ALA line of credit
  - Bank debt supported by value of buildings/other assets

# Strategy to Address for FY 19 and Beyond

---

- Consider the best use of the ALA Headquarters
  - Commission analysis of best use of building
  - Consider how to provide most efficient and modern staff work environment
- Take advantage of all opportunities to streamline the organization and workflow
- New Business Development Committee revitalized

Thank you for your support