

**Board of Directors Meeting  
ALA Midwinter Meeting, San Diego  
January 7 – 11, 2011**

**Topic:** FY10 Final Close Figures

**Background:** The 2010 fiscal year ended August 31st. As anticipated, the recession continues to have a significant impact on YALSA’s revenues.

**Action Required:** Information

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**YALSA FINANCIAL OUTLOOK:**

**End of FY10 at final close** (not including Morris or 48 accounts)

	<b>Actual</b>	<b>Budgeted</b>	<b>Variance</b>
Total Revenue	500,669	617,311	(116,641)
Total Direct Expenses	556,978	602,634	45,655
Contributi revenue)	(56,309)	14,677	

YALS and governance support. YALSA did incur some expenses toward the YA Literature Symposium in FY10; however, no revenues, including registration, will be realized for this event until after the first quarter of FY11. YALSA is less than budgeted on anticipated overhead to ALA. Compared to recent years: expenses were 9.5% under budget in FY08, 6% under budget in FY09 and 6.5% under budget in FY10.

### **Issues**

Areas of major concern are e-courses, sponsorships and ALA Graphics products, as these revenues came in far behind budget. Slightly off budget were the Edwards Luncheon and Midwinter institute and event. As projected, YALSA will end the fiscal year well behind initial projected revenues and will not see positive net revenue. This resulted in a spend down year on YAL in accordance with best practices in the not-for-profit

financial situation is sound.

### **Implications for FY11**

Net revenue for FY10 is off significantly from projections. Even though expenses came in under budget, the savings was not enough to offset the reduced revenue from ticketed events at conferences, e-learning, dues, products and sponsorships. So far this trend has continued in FY11. If it goes unaddressed by the YALSA leadership, YALSA may see its net asset balance shrink to an unhealthy level. Therefore, it is critical for YALSA leaders to work together with staff now to create, implement and regularly monitor a plan to ensure that revenues for FY11 stay closer to projections than in FY10. One possible course of action is to establish a Board ad-

Officer and Executive Director serve on the group. Another option is to assign this task to the Executive Committee.