

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

**Topic:** FY12 Update

**Background:** FY12 began September 1, 2011. As of Jan. 6th, fiscal reports are available through November and an overview is provided below. The Board may want to discuss the continued impact of the recession on association revenues and any proactive steps that might be taken to ensure YALSA remains fiscally healthy. If December fiscal reports become available before Jan. 19<sup>th</sup>, additional information may be provided on site.

**Action Required:** Discussion

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***YALSA FINANCIAL OUTLOOK:***

Through November 2011 (excluding endowments)

	Actual	Budgeted	Variance
Total Revenue	84,349	102,750	-18,401
Total Direct Expenses	128,441	134,745	6,304
Contribution Margin (what's left over after you subtract cost from revenue)	-44,092	-31,995	12,097

**YALSA Board of Directors – Midwinter 2012  
FY12 Update**

- Dues are behind 11%. As of the end of Nov., membership stood at 5,277, which is 2.1% down from last year. One factor negatively impacting dues could be the fact that both PLA and YALSA implemented a dues increase in FY12. 1,237 YALSA members are also members of PLA.
- CE is a mixed bag, with e-courses performing better than budgeted but other CE behind budget.
- Ad sales are only slightly behind budget, but subscriptions for ~~XX~~ are 32% behind budget.
- Bulk seal sales are just ahead of budget.

**Expenses:**

Overall expenses are lower than budgeted, including for ~~XX~~ . Expenses for membership recruitment are slightly higher than budgeted.

**Key receivables:**

- Registration for the Midwinter Institute
- TTW sponsorship from Tutor.com
- Royalties from book and product sales are only realize-15(A3(en)-2(ng)1o)4(1)-2()-6()-2(hnd Y)-8(A

