

**Board of Directors Meeting  
 ALA Midwinter Meeting, Dallas  
 January 20 – 24, 2012**

**Topic:** FY11 Final Close Figures

**Background:** The 2011 fiscal year ended August 31<sup>st</sup>, 2011. A summary report of YALSA’s finances is provided below.

**Action Required:** Information

**END OF FY11 at third close** (not including Morris or 48 accounts) 303,559\*

**Actual Budgeted Variance**

		683,416	79,909
Contribution Margin (what’s left over after you subtract cost from revenue)	(33,461)	46,920	(80,381)
Overhead (what we contribute to ALA in return for services)	39,363	62,773	23,409
Tax	293	293	0

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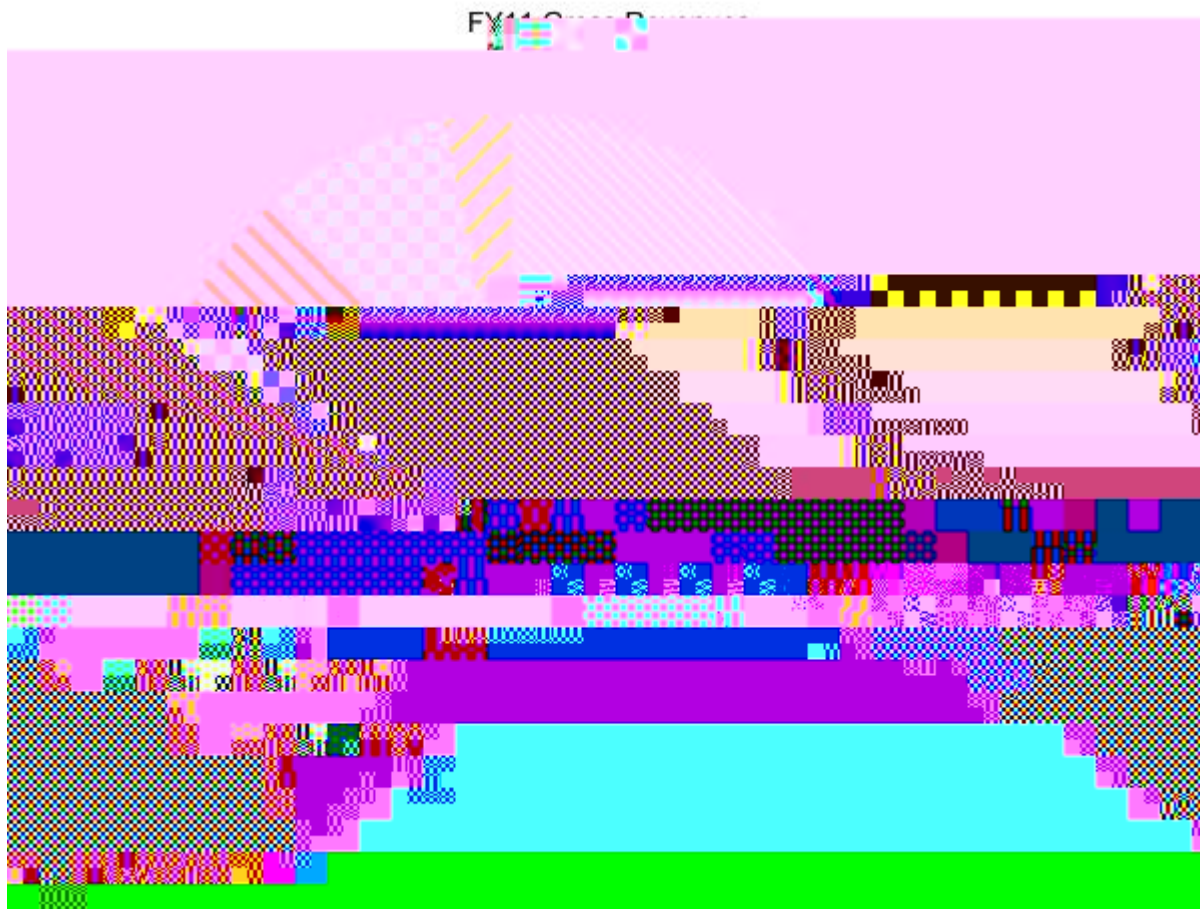
\*In accordance with best practices in the not-for-profit sector, YALSA’s fund balance needs to remain at or slightly above \$305,208 (6 months’ expenses) ideally, or above \$203,472 (4 months’ expenses) at a minimum.

August 31 marked the end of the 2011 fiscal year. YALSA’s revenue-generating products and services ended the year as a mixed bag, with some of them doing well and others underperforming. Overall, revenues ran 22% behind projections.

**Revenues**

Revenues were better than budgeted for self-





**Dues (\$209,044):** includes student, retiree, regular, organizational, corporate, and lifetime memberships for approximately 5,400 members

**Sales (\$71,527):** includes award seals, subscriptions to *YALS*, self published books

**Meetings (\$147,551):** ticketed events at Midwinter and Annual, as well as registration and ticketed events for the YA Lit Symposium

**Donations (\$53,328):** Corporate sponsorships, promotional partnerships, Friends of YALSA and Leadership Endowment

**Royalties (\$19,670):** includes books published with Neal-Schuman and ALA Editions, TRW products, TTW products and other products sold through ALA Graphics (pamphlets, bookmarks)

**Continuing Education (\$37,674):** includes regional licensed institutes, webinars and e-courses

**Grants (\$53,328):** Dollar General funds for 2011 summer reading & Carnegie Publishing

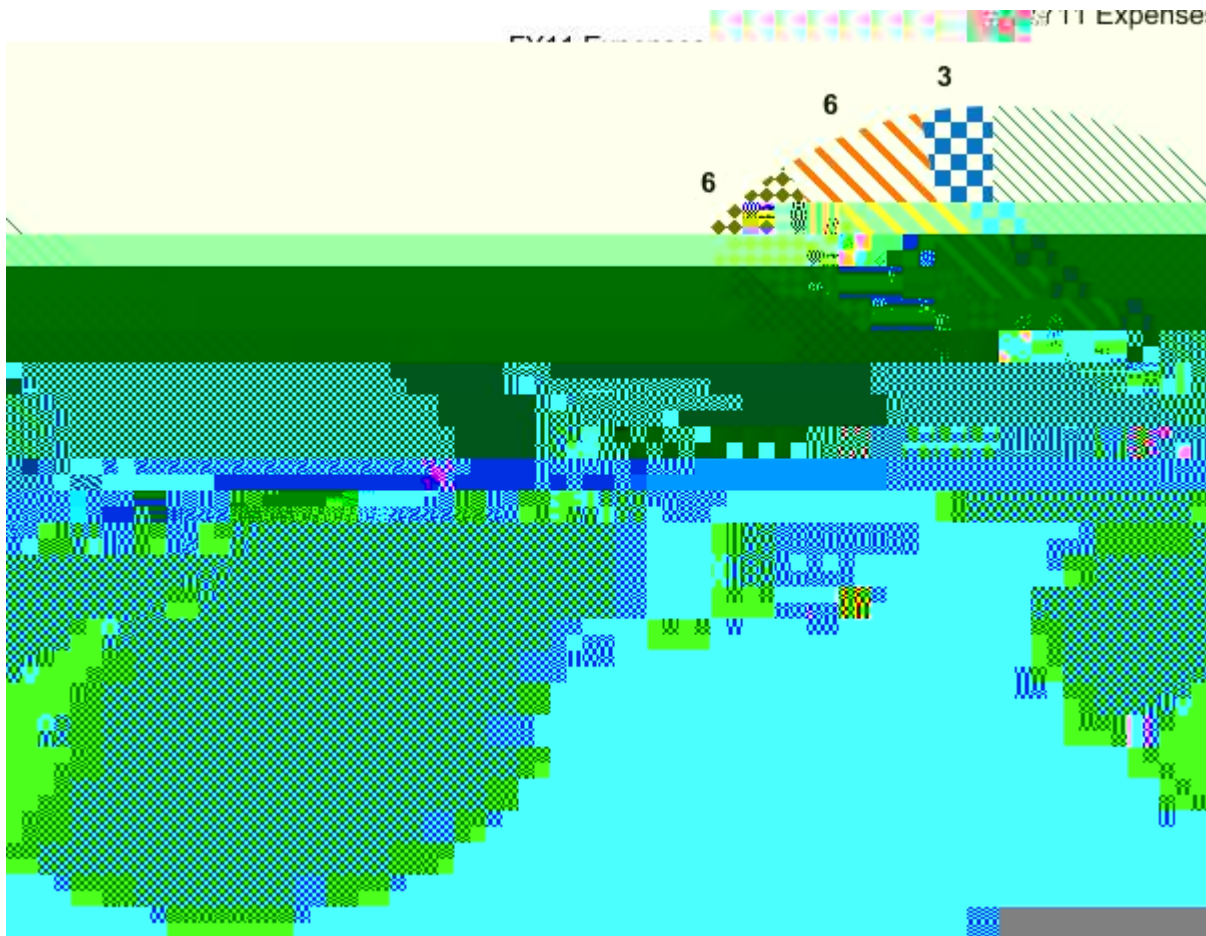
**Interest/Dividends/Gains (\$52,861):** Leadership and Morris endowments

**Advertising\* (\$18,530):** ads in *YALS*, symposium program and *YALSA E-News*

\*YALSA's only taxable income

## Expenses

YALS expenses and all CE expenses were under budget. Staff salaries were slightly higher than budgeted, due to the salary increase for the Web Services Manager position. Staff benefits were 16% over budget, due to increased health insurance costs. Expenses for membership retention and promotion were 12% under budget. Expenses for governance and committee support were 14% over budget. Publishing expenses remained over budget due to higher than anticipated editing and proofreading costs.



**Staff (\$362,909):** salary, benefits and professional developm

**CE related (\$13,100):** registration fee, Adobe subscription, facilitator/presenter honorarium, presenter travel expenses

**Meetings (\$58,673):** meals, equipment, speaker honorariums, A/V equipment, transportation, awards and exhibits for Midwinter, Annual and the YA Lit Symposium

**General Operations (\$44,491):** supplies, postage, computer equipment, furniture, photocopying, telecommunications, bank fees etc.

**Overhead (\$39,363):** a percentage of certain revenues (e.g. royalties from outside publications) YALSA pays to ALA in return for services such as office space & furniture, legal services, PIO, ITTS, ALA Library, etc. The percentage varies based on type of revenue from about 11% to 25%.

**Outside Services (\$19,701):** web developer, editors' stipends, strategic planning consultant, etc.