

YALSA Board of Directors Meeting  
ALA Midwinter Meeting, Philadelphia  
January 11-16, 2008

**Topic:** FY07 Final Close Figures

**Background:** FY07 was YALSA's third year without the ALA small division subsidy. This year we did a good job of both limiting expenses and meeting our revenue goals. Looking ahead to 2008 it will be important to continue revenue growth in order to be able to support the expanded portfolio of programs and services YALSA offers its members. Dues revenue, while normally between 30-40% of YALSA's total revenue, might shrink in the wake of the second round of ALA's dues increase.

**Action Required:** Information

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YALSA Fiscal Commentary FY07 (Final Close figures)

**YALSA FINANCIAL OUTLOOK:**

August FY 2007 (not including Morris or 48 accounts)

	Actual	Budgeted	Variance
Total Revenue	513,016	507,890	5,126
Total Direct Expenses	427,450	459,461	(32,011)
Contribution Margin (what's left over after you subtract cost from revenue)	85,566	48,429	37,137
Overhead (what we contribute to ALA in return for services)	29,257	22,037	7,220

