



Treasurer's Report

Membership/Council Information Session

Presented by:
Jim Neal - Treasurer

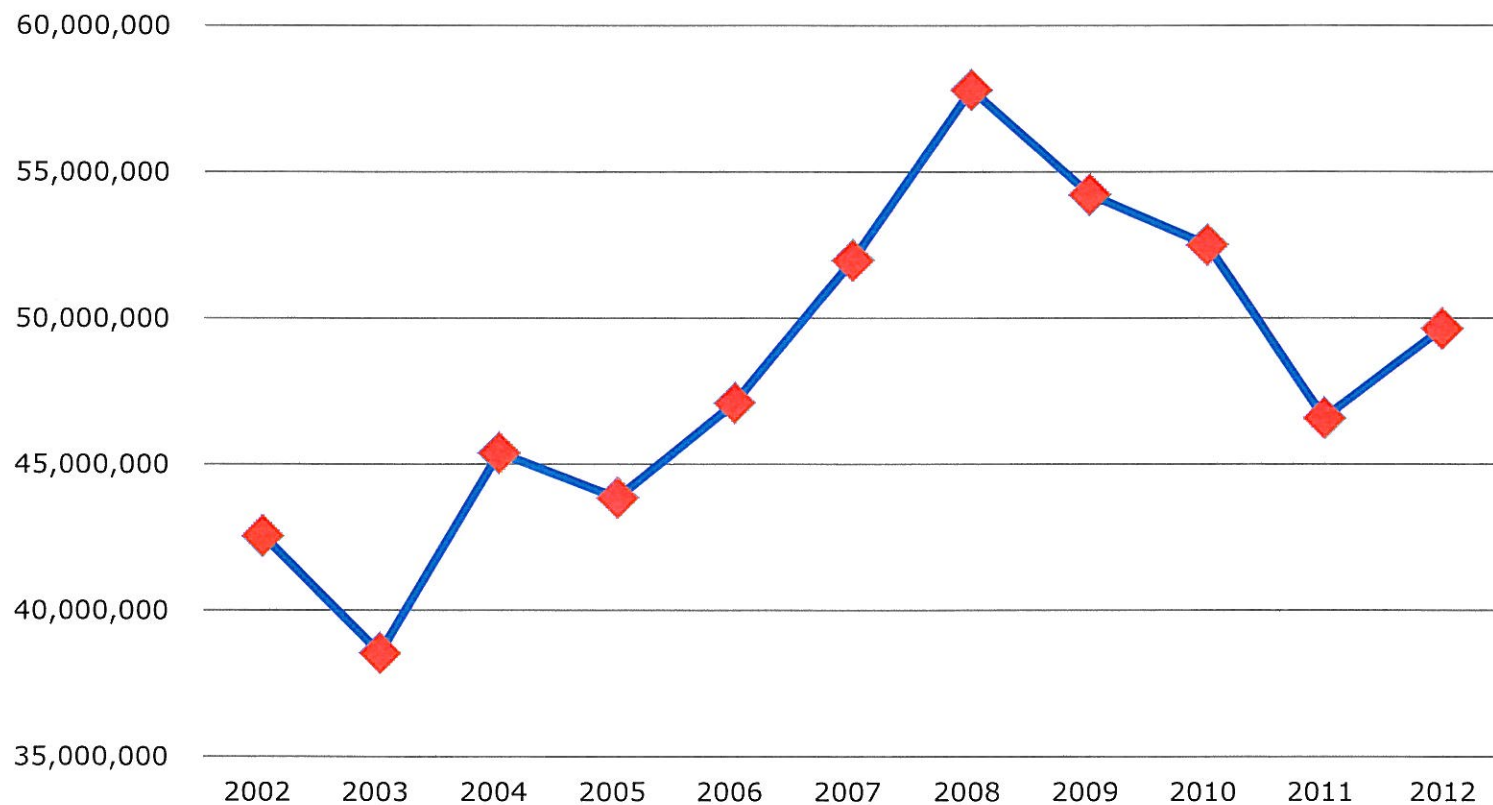
Saturday - January 26, 2013

ALA Total Revenues

\$49,636,817

			\$	%
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>Change</u>
Dues	\$ 8,621,239	\$ 8,656,789	\$ (35,550)	-0.4%
Publishing	\$ 16,730,427	\$ 15,615,132	\$ 1,220,864	7.1%
Meetings & Conferences	\$ 12,080,405	\$ 10,021,000	\$ 2,059,405	20.6%
Graphics	\$ 1,288,498	\$ 1,271,473	\$ 17,025	1.3%
Interest & Dividends	\$ 1,344,857	\$ 1,535,283	\$ (190,426)	-12.4%
Grants & Awards	\$ 5,750,398	\$ 5,352,123	\$ 398,275	7.4%
Contributions	\$ 1,189,183	\$ 1,449,608	\$ (260,425)	-18.0%
Miscellaneous	<u>\$ 2,631,810</u>	<u>\$ 2,680,212</u>	<u>\$ (48,402)</u>	<u>-1.8%</u>
Total	\$ 49,636,817	\$ 46,581,620	\$ 3,055,197	6.6%

Total ALA Revenues: 2002 - 2012

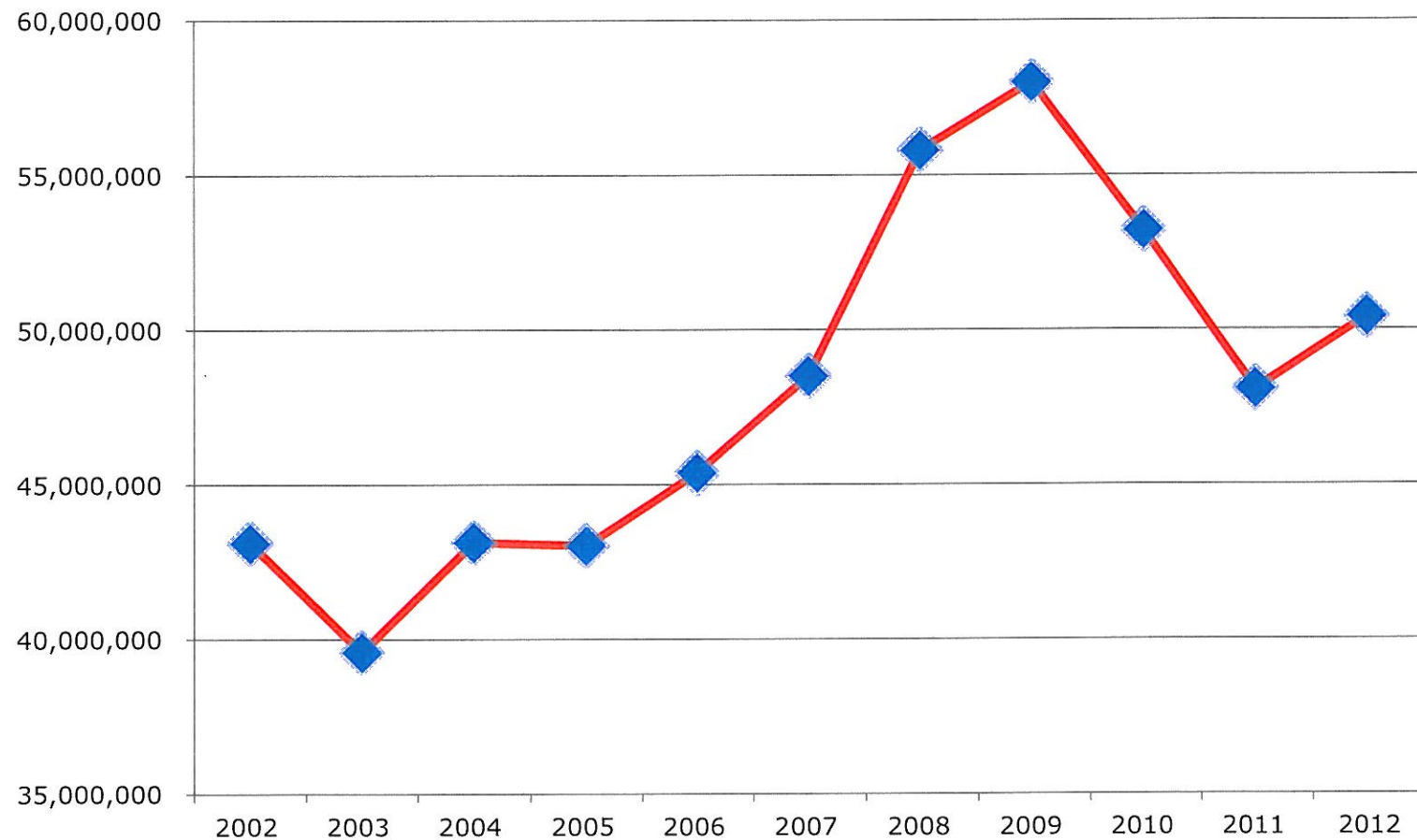


Total ALA Expenses

\$50,053,297

	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>Change</u>
Payroll	\$ 21,373,228	\$ 20,938,781	\$ 434,447	2.1%
Outside Services	\$ 7,608,159	\$ 6,687,090	\$ 921,069	13.8%
Travel	\$ 2,227,428	\$ 1,731,608	\$ 495,820	28.6%
Meetings & Conferences	\$ 6,355,523	\$ 6,258,656	\$ 96,867	1.5%
Publications	\$ 4,934,377	\$ 4,752,007	\$ 182,370	3.8%
Operating	<u>\$ 7,554,582</u>	<u>\$ 6,373,855</u>	<u>\$ 1,522,580</u>	<u>23.9%</u>
Total	\$ 50,053,297	\$ 46,741,997	\$ 3,311,300	7.1%

Total ALA Expenses: 2002 - 2012



Consolidated Statement of Position

Assets & Liabilities

	<u>2012</u>	<u>2011</u>	<u>Variance</u>	<u>% Change</u>
Assets	\$ 76,033,460	\$ 69,542,806	\$ 6,490,654	9.3%
Liabilities	<u>\$ 45,570,809</u>	<u>\$ 39,425,613</u>	<u>\$ 6,145,196</u>	<u>15.6%</u>
Net Assets	\$ 30,462,651	\$ 30,117,193	\$ 345,458	1.2%

Total ALA Assets

\$76,033,460

	<u>2012</u>	<u>2011</u>	<u>\$</u> <u>Change</u>	<u>%</u> <u>Change</u>
Cash & Investments	\$ 16,500,888	\$ 18,088,304	\$ (1,587,436)	(8.8%)
Accounts Receivables	\$ 3,291,339	\$ 2,847,129	\$ 442,210	15.6%
Inventory	\$ 1,817,155	\$ 1,214,071	\$ 603,084	49.7%
Prepaid Expenses	\$ 658,632	\$ 659,748	\$ (1,116)	(0.2%)
Grants Receivable	\$ 791,457	\$ 802,385	\$ (10,928)	(1.4%)
Property & Equipment	\$ 14,171,505	\$ 14,620,551	\$ (449,046)	(3.1%)
Goodwill	\$ 2,326,567	\$ 0	\$ 2,326,567	NA
Intangible Assets/Amortiz	\$ 3,915,121	\$ 0	\$ 3,915,121	NA
Long-Term Investments	<u>\$ 32,560,816</u>	<u>\$ 31,310,618</u>	<u>\$ 1,250,198</u>	<u>4.0%</u>
Total	\$ 76,033,460	\$ 69,542,806	\$ 6,490,654	9.3%

Total ALA Liabilities

\$45,570,809

	<u>2012</u>	<u>2011</u>	<u>\$</u> <u>Change</u>	<u>%</u> <u>Change</u>
Accounts Payable	\$ 4,399,578	\$ 3,256,913	\$ 1,142,665	35.1%
Accrued Liabilities	\$ 688,914	\$ 1,564,819	\$ (875,925)	(56.0%)
Deferred Revenue	\$ 12,546,756	\$ 12,875,606	\$ (328,850)	(2.6%)
Current LTD	\$ 647,500	\$ 215,945	\$ 431,555	199.9%
Current Capital Lease	\$ 223,816	\$ 253,923	\$ (30,107)	(11.9%)
Capital Lease	\$ 485,209	\$ 97,851	\$ 387,358	395.9%
Accrued Post Retirement	\$ 17,126,536	\$ 16,980,883	\$ 145,653	0.9%
Long-Term Debt	<u>\$ 9,452,500</u>	<u>\$ 4,179,673</u>	<u>\$ 5,272,827</u>	<u>126.2%</u>
Total	\$ 45,570,809	\$ 39,425,613	\$ 6,145,196	15.6%

Total ALA Net Asset Balance

\$30,462,651

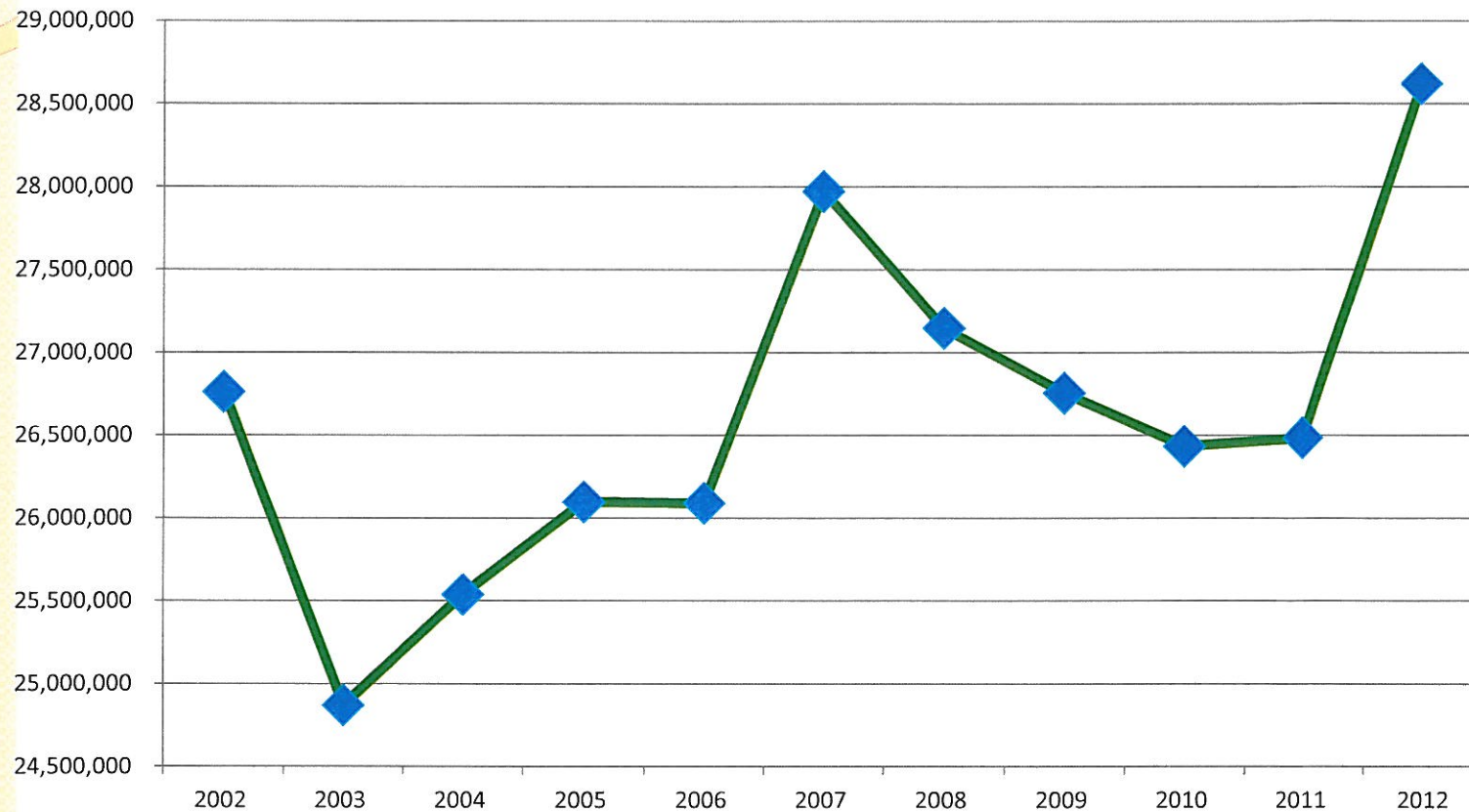
	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>
Net Assets \$	\$ 27,096,275	\$ 29,750,131	\$ 30,117,193	\$ 30,462,651

General Fund Revenues

\$27,245,834

		<u>2012</u>	<u>2011</u>	\$ <u>Change</u>	% <u>Change</u>
Dues	\$	5,770,610	\$ 5,829,512	\$ (58,902)	-1.0%
Publishing	\$	11,203,274	\$ 9,990,757	\$ 1,212,517	12.1%
Meetings & Conferences	\$	6,620,033	\$ 6,357,200	\$ 262,833	4.1%
Graphics	\$	1,288,498	\$ 1,271,473	\$ 17,025	1.3%
Interest & Dividends	\$	751,945	\$ 851,496	\$ (99,551)	-11.7%
Contributions	\$	220,128	\$ 274,129	\$ (54,001)	-19.7%
Miscellaneous	\$	<u>1,391,346</u>	<u>\$ 1,472,601</u>	<u>\$ (81,255)</u>	<u>-5.5%</u>
Total	\$	27,245,834	\$ 26,047,168	\$ 1,198,666	4.6%

General Fund Revenues: 2002 - 2012

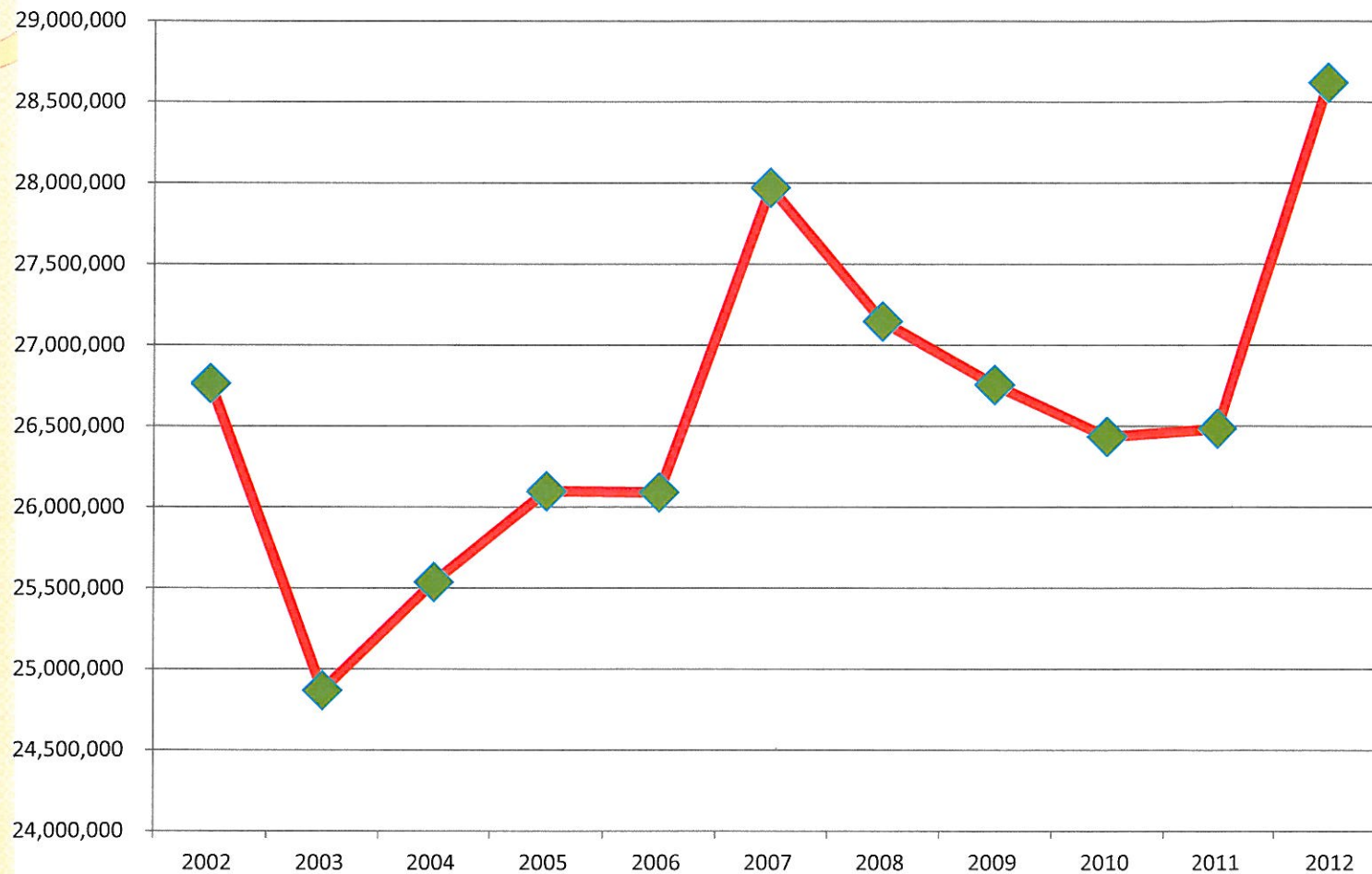


General Fund Expenses

\$28,618,064

			\$	%
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>Change</u>
Payroll	\$ 14,450,708	\$ 14,049,935	\$ 400,773	2.9%
Outside Services	\$ 3,905,377	\$ 3,692,949	\$ 212,428	5.8%
Travel	\$ 1,077,738	\$ 961,876	\$ 115,862	12.0%
Meet & Conferences	\$ 2,983,257	\$ 2,976,411	\$ 6,846	0.2%
Publications	\$ 3,346,024	\$ 2,907,461	\$ 438,563	15.1%
Operating	\$ 2,416,351	\$ 1,701,934	\$ 714,417	42.0%
Transfers	<u>\$ 438,609</u>	<u>\$ 193,669</u>	<u>\$ 244,940</u>	<u>126.5%</u>
Total	\$ 28,618,064	\$ 26,484,235	\$ 2,133,829	8.1%

General Fund Expenses: 2002 - 2012



General Fund Summary Revenues & Expenses

	<u>2012</u>	<u>2011</u>	<u>Variance</u>	<u>% Change</u>
Revenues	\$ 27,245,834	\$ 26,047,168	\$ 1,198,666	4.6%
Expenses	<u>\$ 28,618,064</u>	<u>\$ 26,484,235</u>	<u>\$ 2,133,830</u>	<u>8.1%</u>
Net Revenue	\$ (1,372,230)	\$ (437,067)	\$ (935,163)	214.0%



General Fund Net Asset Usage

Beginning Net Asset Balance	\$ 1,428,293
FY 2012 Net Loss	\$ (1,372,230)
Ending Net Asset Balance	\$ 56,063
Budgeted 2013 Net Revenue	<u>\$ 291,771</u>
Budgeted Ending Net Asset Balance	\$ 347,834

Division Results - Revenues

	<u>2012</u>	<u>2011</u>	\$	%
			<u>Change</u>	<u>Change</u>
Dues	\$ 2,675,339	\$ 2,650,905	\$ 24,434	0.9%
Publishing	\$ 5,318,568	\$ 5,400,863	\$ (82,295)	-1.5%
Meetings and Conferences	\$ 5,341,535	\$ 3,592,348	\$ 1,749,187	48.7%
Contributions	\$ 776,923	\$ 839,179	\$ (62,256)	-7.4%
Miscellaneous	<u>\$ 1,225,181</u>	<u>\$ 1,196,940</u>	<u>\$ 28,241</u>	<u>2.4%</u>
Total	<u>\$ 15,337,546</u>	<u>\$ 13,680,235</u>	<u>\$ 1,657,311</u>	<u>12.1%</u>

Division Results - Expenses

	<u>2012</u>	<u>2011</u>	\$	%
			<u>Change</u>	<u>Change</u>
Payroll	\$ 5,329,751	\$ 5,280,221	\$ 49,530	0.9%
Outside Services	\$ 1,535,364	\$ 1,309,206	\$ 226,158	17.3%
Travel	\$ 764,969	\$ 415,387	\$ 349,582	84.2%
Meetings and Conferences	\$ 2,000,197	\$ 2,007,018	(\$ 6,821)	-0.3%
Publications	\$ 1,360,263	\$ 1,619,005	(\$ 258,742)	-16.0%
Operating	\$ 1,105,875	\$ 1,076,712	(\$ 147,383)	-12.0%
Interunit Transfers	\$ 217,401	\$ 343,426	(\$ 126,025)	-36.7%
Overhead	<u>\$ 1,982,298</u>	<u>\$ 1,597,304</u>	<u>\$ 384,994</u>	<u>24.1%</u>
Total	<u>\$ 14,296,118</u>	<u>\$ 13,648,279</u>	<u>\$ 647,839</u>	<u>4.8%</u>

Division Summary

Revenues & Expenses

	<u>2012</u>	<u>2011</u>	<u>Variance</u>	<u>% Change</u>
Revenues	\$ 15,337,546	\$ 13,680,235	\$ 1,657,311	12.1%
Expenses	<u>\$ 14,296,118</u>	<u>\$ 13,648,279</u>	<u>\$ 647,839</u>	<u>4.8%</u>
Net Revenue	\$ 1,041,428	\$ 31,956	\$ 1,009,472	3,158.9%

Roundtables Summary

Revenues & Expenses

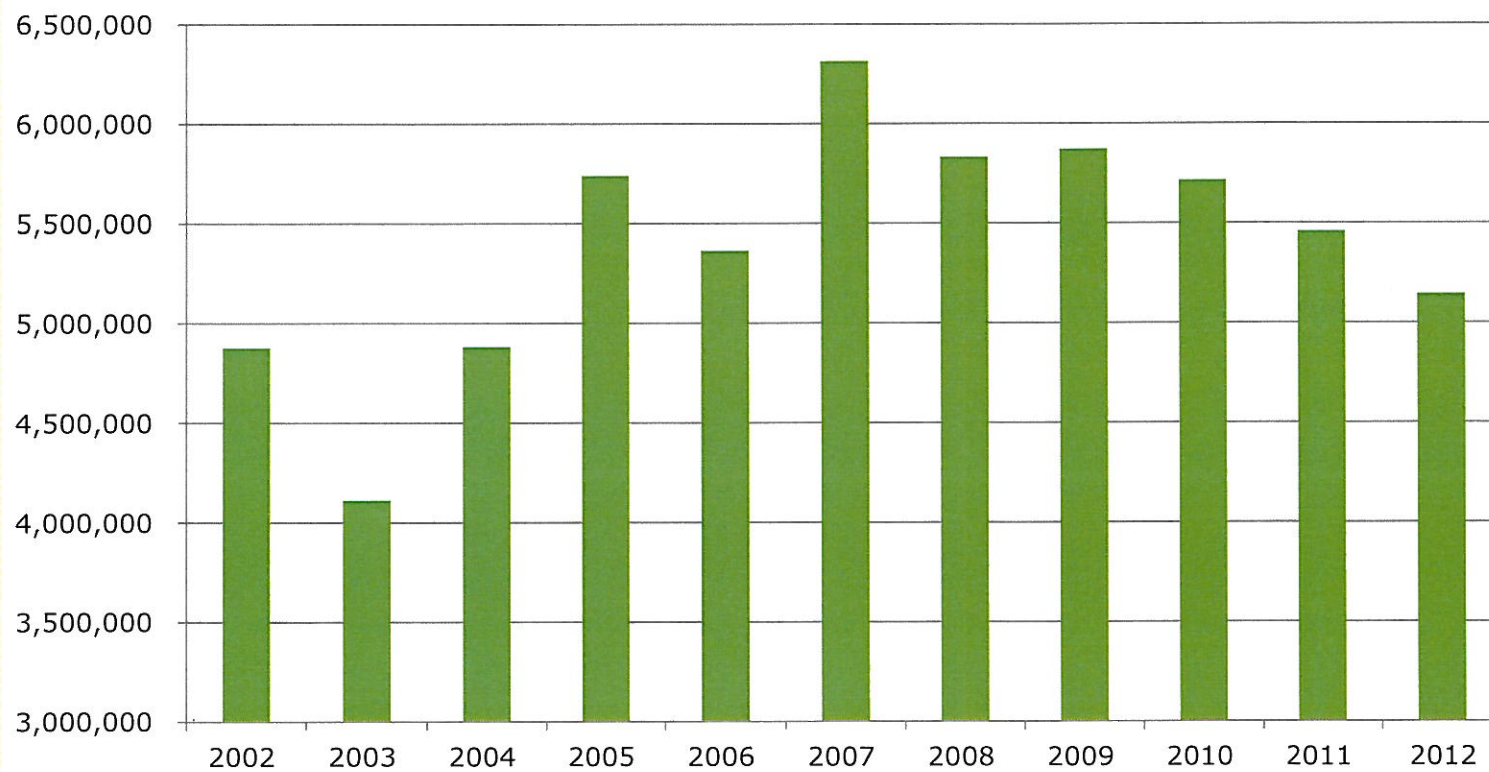
		<u>2012</u>	<u>2011</u>	<u>Variance</u>	<u>% Change</u>
Revenues	\$	350,582	\$ 350,139	\$ 443	0.1%
Expenses	\$	<u>238,695</u>	<u>\$ 224,750</u>	<u>\$ 13,945</u>	<u>6.2%</u>
Net Revenue	\$	111,887	\$ 125,389	\$ (13,502)	-10.8%



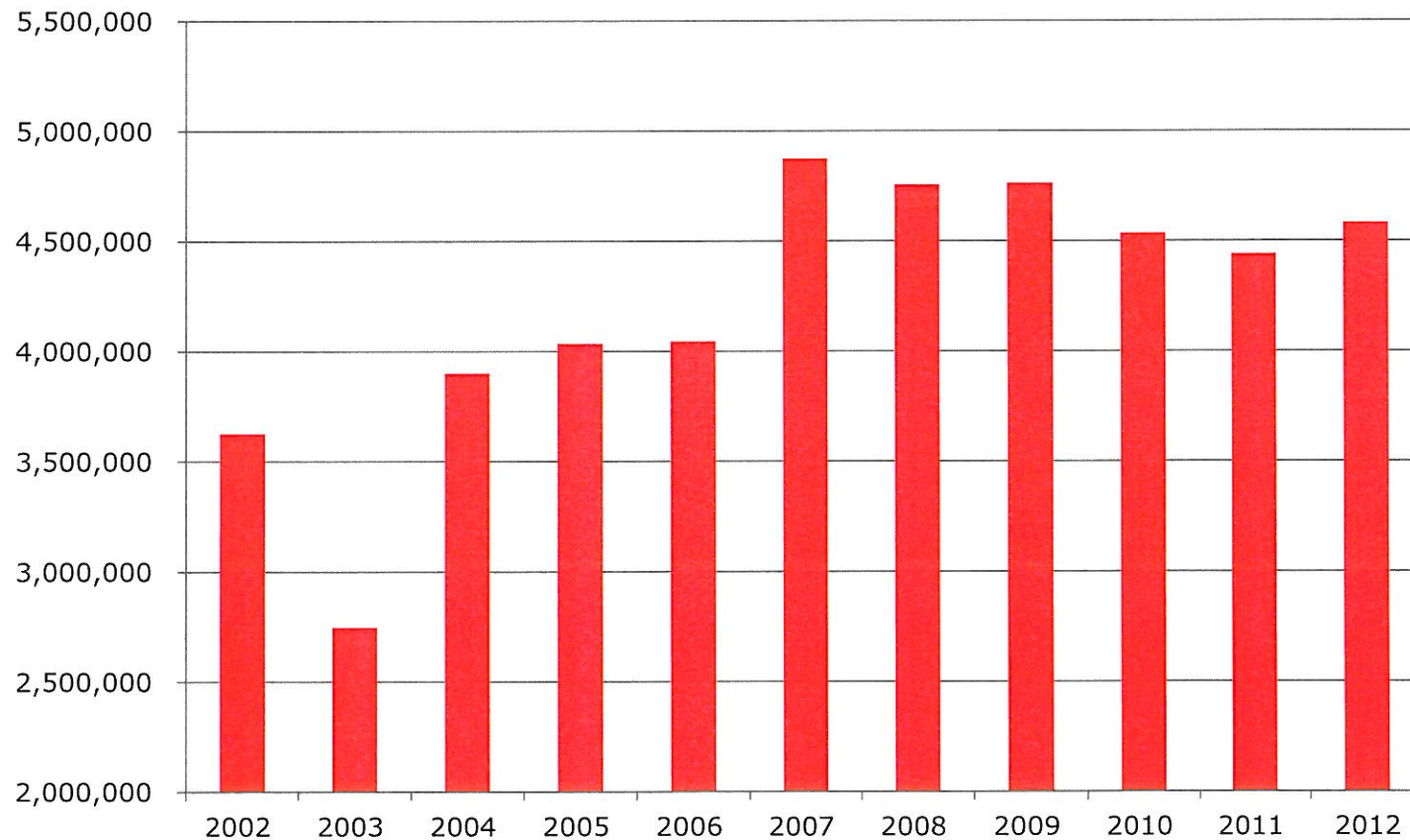
Rethinking of Annual Conference and the Midwinter Meeting

*Where have We Been and How
Will We Move Forward?*

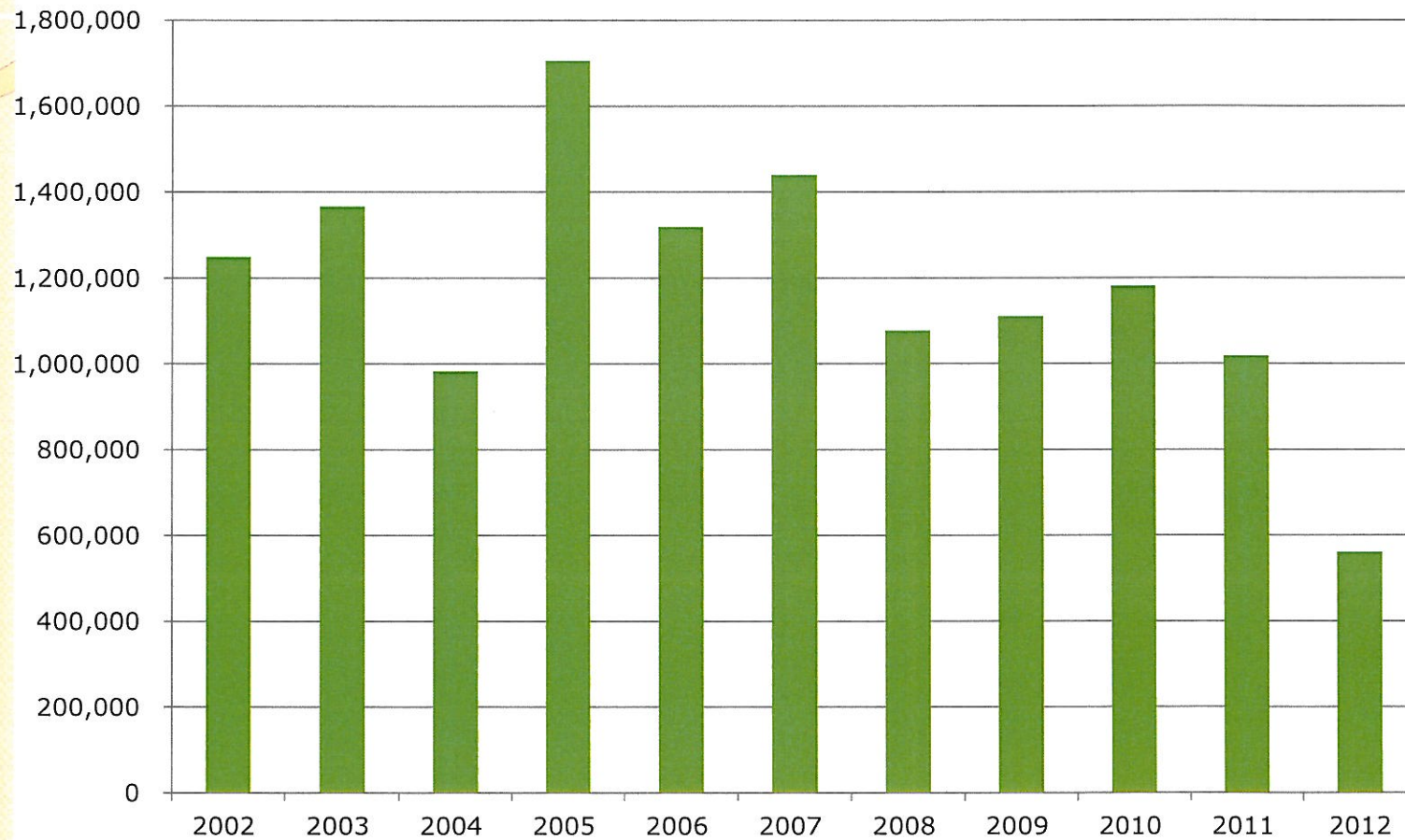
Annual Conference Revenues



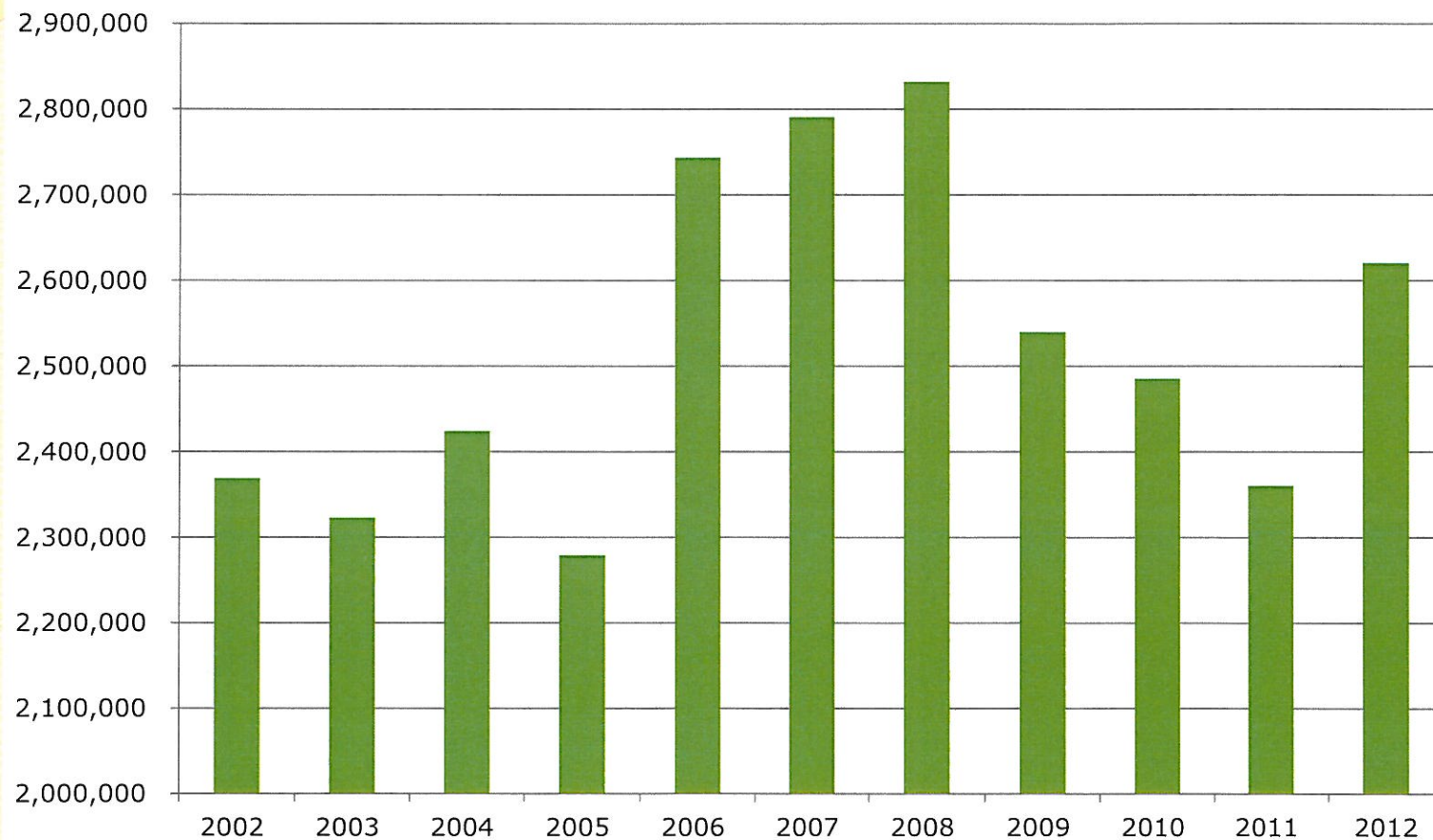
Annual Conference Expenses



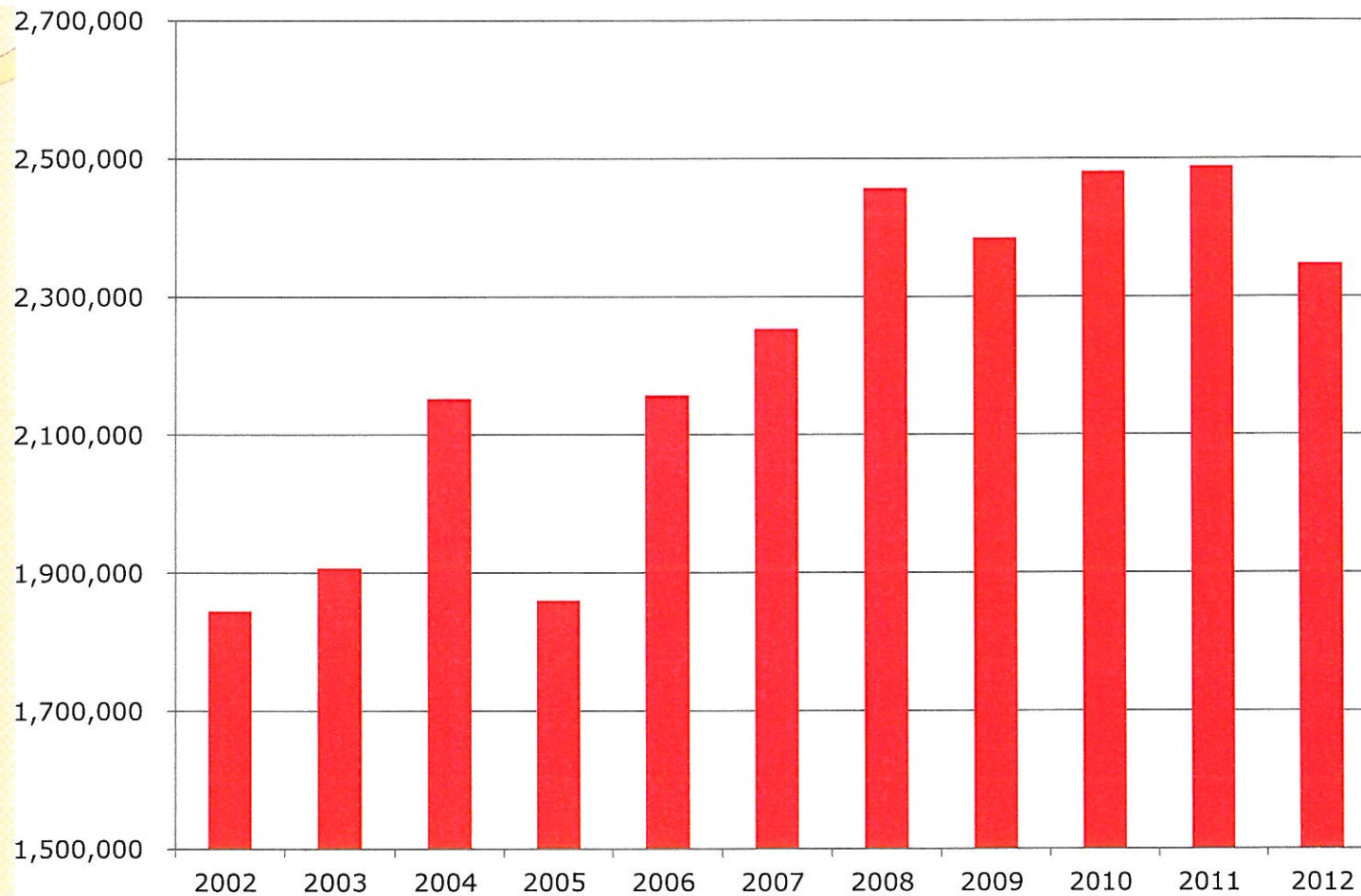
Annual Conference Net Revenue



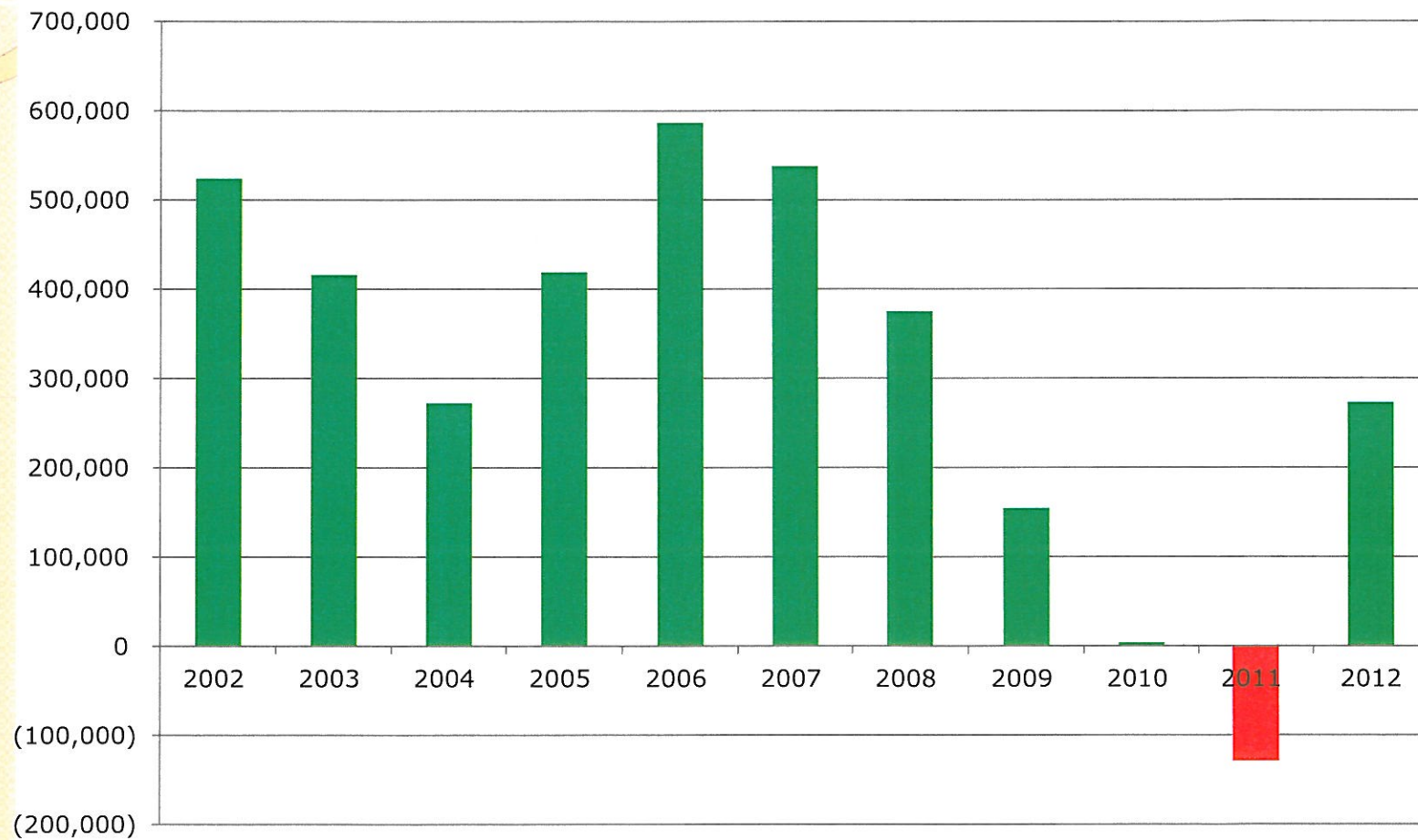
Midwinter Meeting Revenues



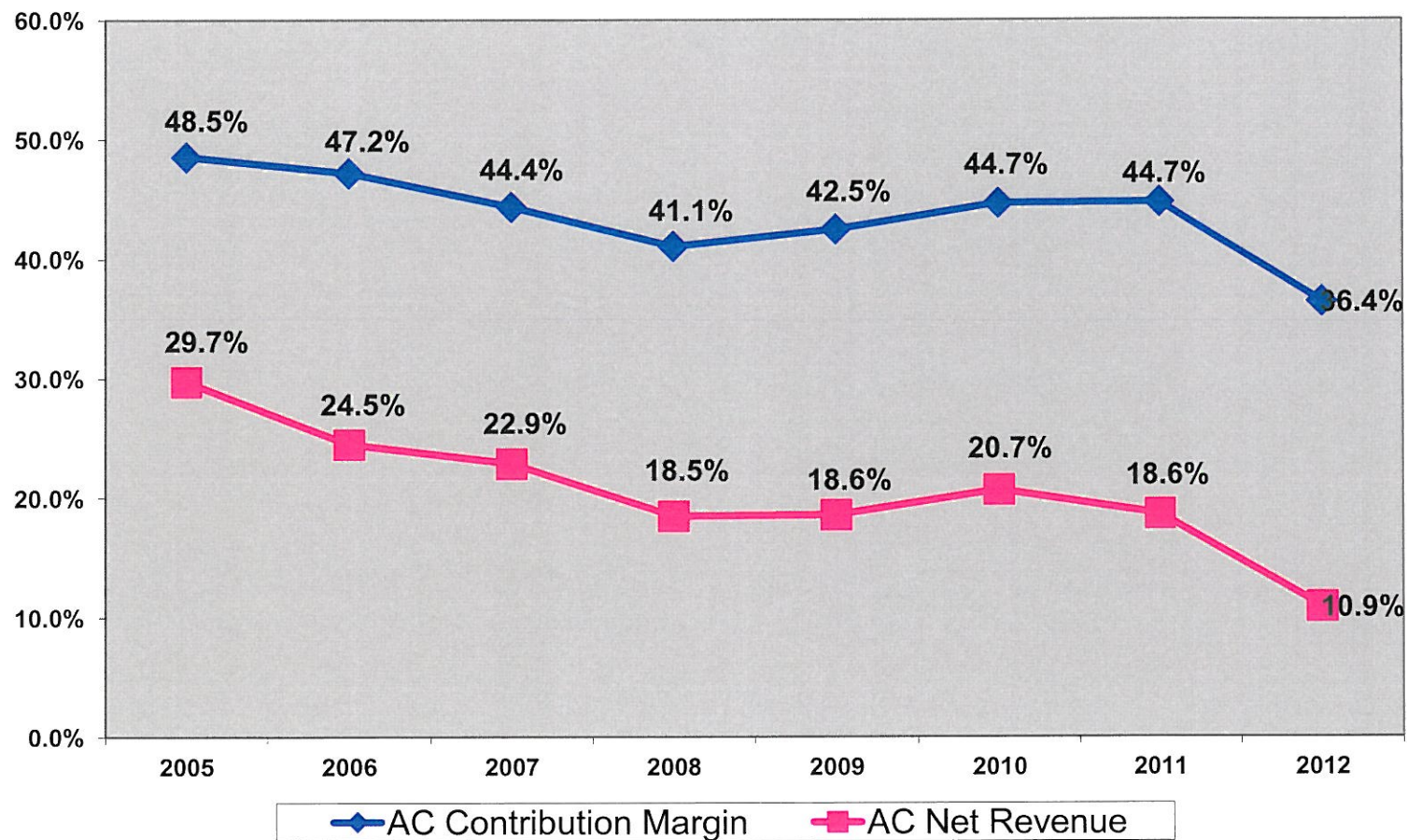
Midwinter Meeting Expenses



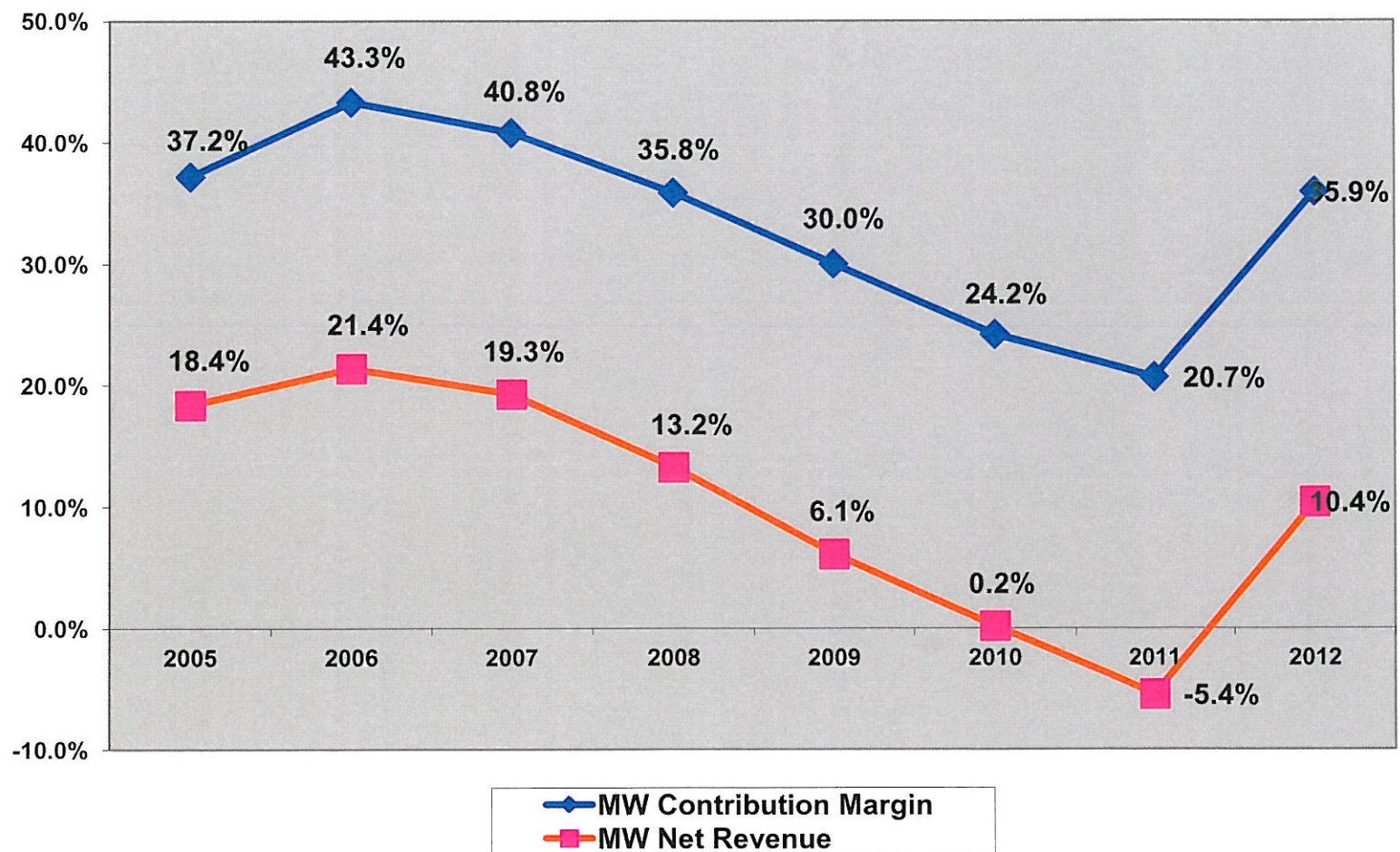
Midwinter Meeting Net Results



Annual Conference Contribution and Net Revenue Margins



Midwinter Meeting Contribution Margin and Net Revenue



Member Support Services

- Supported by Overhead -

	2012	2011	\$ Change	% Change
Communications	\$2,762,524	\$2,805,913	\$ (43,389)	-1.5%
Member Offices & Support	\$4,177,020	\$4,260,658	\$ (83,638)	-2.0%
Executive Office & Governance	\$1,612,867	\$1,509,027	\$ 103,840	6.9%
General & Administrative*	\$1,054,843	\$1,009,692	\$ 45,151	4.5%
Total	\$9,607,254	\$9,585,290	\$ 21,964	0.2%

*Includes overhead recovery of \$7,619,154 and \$7,024,506 respectively, which reduces expenses.

ALA's Publishing Program

- ❑ Creating e-books for all new Neal-Schuman publications
- ❑ Systematically creating e-books versions for selected backlist titles
- ❑ Utilizing Neal-Schuman authors in ALA publishing webinars and e-courses
- ❑ Expansion of Huron Street Press

Global Strategy

- ❑ ALA is a global institution with a well deserved and growing reputation
- ❑ International member involvement has grown steadily
- ❑ International registration has increased significantly in recent years
- ❑ Since 2008 international revenues have increased by 43.7% to \$1.9 million
- ❑ Two region-specific pilot programs are in development

Global Strategy (con't)

- ❑ Continue emphasis on attendance and participation at ALA national conferences
- ❑ Highlight the benefits of Online CE
- ❑ Partnering with Combined Book Exhibit, ALA is extending its reach at book fairs and exhibits in a variety of countries
- ❑ Broaden the marketing base for ALA's publishing suite of products
 - Books
 - Advertising
 - Online CE, Webinars etc.
- ❑ Market the value of attending Division conferences, institutes and forums



Online Education Strategy

- ❑ Plans for a national online training program
- ❑ Reach out to international members
- ❑ Developing pilot CE training relationships/partnerships with international association, societies and libraries



Are there any Questions?