

PLA FY22 Budget - Revenue and Expenses

~~Draft 1, March 5, 2021~~ Draft 2, April 27, 2021

The first scenario uses all LOW revenue projections, which was required by ALA leadership.

The second scenario uses a combination of LOW and MID revenue projection. This has been entered as PLA's second draft, due in May 2021.

GEN FUND PROJECTS	FY22 Revenue Low	FY22 Expenses	Net/Loss
0 Admin	\$0	\$772,464	(\$772,464)
3000 Service to Members	\$375,000	\$94,150	\$280,850
3007 Regional CE/Bootcamp	\$0	\$0	\$0
3011 PLA Leadership	\$0	\$0	\$0
3020 Partners	\$6,000	\$18,650	(\$12,650)
3026 AC Preconferences	\$0	\$0	\$0
3030 Public Libraries	\$30,000	\$112,450	(\$82,450)
3040 Web CE	\$15,000	\$9,800	\$5,200
3058 Publications	\$15,000	\$0	\$15,000
3072 Family Engagement	\$0	\$0	\$0
3073 Equity Diversity Inclusion	\$0	\$0	\$0
3120 ECRR	\$5,000	\$0	\$5,000
3171 PO Regional Training	\$0	\$0	\$0
3172 PLDS-includes PMTF	\$0	\$0	\$0
3185 III Cost Share (IMLS)	\$0	\$0	\$0
3188 DigitalLearn	\$0	\$40,000	(\$40,000)
TOTALS	\$446,000	\$1,047,514	(\$601,514)

FY22 Revenue Low/Mid	FY22 Expenses	Net/Loss
\$0	\$771,392	(\$771,392)
\$467,500	\$94,150	\$373,350
\$0	\$0	\$0
\$0	\$0	\$0
\$18,000	\$18,650	(\$650)
\$0	\$0	\$0
\$45,000	\$112,450	(\$67,450)
\$37,500	\$9,800	\$27,700
\$20,000	\$8,200	\$11,800
\$18,000	\$7,770	\$10,230
\$25,000	\$11,625	\$13,375
\$5,000	\$0	\$5,000
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$30,000	\$40,000	(\$10,000)
\$666,000	\$1,074,037	(\$408,037)

FY22 Revenue High	Notes
\$0	
\$560,000	High is based on pre-COVID dues, low reflects ~30% re
\$45,000	Unlikely to do regional CE events in FY22; no revenue
\$0	
\$30,000	Mid revenue estimate used; this will require PLA leade
\$18,000	not planning to do 2022 Annual Conference Preconfer
\$60,000	using midpoint estimate, not unreasonable to meet th
\$60,000	FY20 and potentially FY21 are close to high estimate d
\$25,000	Existing publications not expected to sell. Midpoint es
\$36,000	High estimate based on modest profit for 2 FE cohorts
\$50,000	FY21's Leadership Lab was successful; budgeting to re
\$5,000	
\$0	
\$0	
\$0	
\$60,000	Using midpoint estimate, which assumes sales of at le
\$949,000	

CONFERENCE ACCOUNTS	FY22 Revenue Low	FY22 Expenses	Net/Loss
3061 PLA 2022 General	\$1,125,000	\$510,175	\$614,825
3062 PLA 2022 Exhibits	\$1,125,000	\$791,125	\$333,875
3063 PLA 2022 Promotion	\$30,000	\$34,575	(\$4,575)
3064 PLA 2022 Registration	\$0	\$16,700	(\$16,700)
3065 PLA 2022 Opening Closing Sess	\$0	\$255,000	(\$255,000)
3066 PLA 2022 Programs	\$0	\$105,000	(\$105,000)
3069 PLA 2022 Meal Events	\$40,000	\$36,000	\$4,000
3070 PLA 2022 Preconferences	\$100,000	\$72,600	\$27,400
3145 PLA 2022 Conf Planning	\$0	\$40,000	(\$40,000)
3173 PLA 2022 Virtual Conf	\$80,000	\$34,900	\$45,100
TOTALS	\$2,500,000	\$1,896,075	\$603,925

FY22 Revenue Mid	FY22 Expenses	Net/Loss
\$1,512,500	\$637,862	\$874,638
\$1,462,500	\$814,312	\$648,188
\$30,000	\$34,575	(\$4,575)
\$0	\$16,700	(\$16,700)
\$0	\$255,000	(\$255,000)
\$0	\$105,000	(\$105,000)
\$50,000	\$46,000	\$4,000
\$115,000	\$76,975	\$38,025
\$0	\$40,000	(\$40,000)
\$80,000	\$34,900	\$45,100
\$3,250,000	\$2,061,324	\$1,188,676

FY22 Revenue High	
\$1,900,000	GENERAL NOTE: High estimates are near (but just und
\$1,800,000	That is not expected, but optimistically, PLA is using th
\$30,000	than the low estimates.
\$0	
\$0	
\$0	
\$60,000	
\$130,000	
\$0	
\$80,000	
\$4,000,000	

TOTALS - GEN FUND AND CONFERENCE	FY22 Revenue Low	FY22 Expenses	Net/Loss
	\$2,946,000	\$2,943,589	\$2,411

FY22 Revenue Low/Mid	FY22 Expenses	Net/Loss
\$3,916,000	\$3,135,361	\$780,639

FY22 Revenue High
\$4,949,000

GRANTS	FY22 Revenue Low	FY22 Expenses	Net/Loss
3184 Inclusive Internships (IMLS)	\$0	\$0	\$0
3150 RWJF/CC Insurance	\$0	\$0	\$0
3160 Microsoft	\$0	\$0	\$0
3175 Legacy Grant (Gates)	\$948,935	\$948,935	\$0
TBD AT&T (New)	\$0	\$0	\$0
TOTALS	\$948,935	\$948,935	\$0

FY22 Revenue Low/Mid	FY22 Expenses	Net/Loss
\$0	\$0	\$0
\$125,000	\$125,000	\$0
\$125,000	\$125,000	\$0
\$948,935	\$948,935	\$0
\$299,461	\$299,461	\$0
\$1,498,396	\$1,498,396	\$0

FY22 Revenue High	
\$0	
\$250,000	Renewal of at least one grant (\$125k) is likely, could b
\$300,000	Continued spend down of current grant funds is \$100
\$948,935	
\$469,461	Grant secured April 2021; \$299k is amount to be spen
\$1,968,396	