

**Core FY23 FINAL Financial Report**  
Operating result through August 2023 (Month 12, FY23)

	<b>FY23 Budget</b>	<b>FY23 Actual</b>	<b>Variance</b>	<b>FY22 Actual</b>
<b>Revenues</b>	\$ 977,800	\$ 783,922	<b>\$ (193,878)</b>	\$ 589,383
<b>Expenses</b>	\$951,632	\$777,268	\$ 174,364	\$ 633,638
<b>Net</b>	\$ 26,168	\$6,653	\$ (19,515)	<b>\$ (44,255)</b>

**Summary:** Although total revenue came in 20% under budget, it is \$195k higher than FY22. Total expense is 18% under budget, but is \$144k higher than FY22. The large year-over-year revenue and expense variances are due in large part to the addition of the Core Forum event and the higher number of events held over the previous year. The Leadership Institute, which was budgeted to bring in \$62,500 in revenue was not achieved as it is on hold due to a lack of staff capacity for program development. The division saw a drop in staff numbers from 6 to 5, despite an increase in projects and services they oversee.

Overall, fiscal year-end performance is \$20k worse than budget, however it is \$51k better than FY22. Revenue in the following key budget areas came in lower than FY22: membership is down \$18K, journals is down \$10k, book sales is down \$3k. It is also important to note that revenue in the following key budget areas came in higher than FY22: Forum is up \$90k due in large part to the \$42k in sponsorship donations, webinars is up \$50k, web courses is up \$23k, preconferences is up \$19k, award donations is up \$5k.

**Key Budget Areas:**

**Administration/Operations**

**Revenue:** N/A

**Expense:** \$598,866 Budget \$493,326 Actual \$105,539 Variance \$473,476 FY22

**Notes:** Operational expense ended 18% under budget at \$493,326. The personnel line reflects salary/benefit savings for the open executive director and program officer positions during the fiscal year. The line also reflects salary expenses for the hiring of the membership & marketing manager that became filled in April. Due to staffing promotion within Core, the number of staff has dropped from 6 to 5 in this fiscal year.

**Advocacy (incl. Preservation Week and Preservation in Action)**

**Revenue:** \$12,000 Budget \$710 Actual **(\$11,290)** Variance \$4,920 FY22

**Expense:** \$9,000 Budget \$1,179 Actual \$7,821 Variance \$869 FY22 Actual

**Notes:** Revenue in this project is \$2,109 higher than shown as individual donations made to the Core Forum Scholarship Fund and the Core Advancement Fund were applied to the Endowment project in error and will be corrected on future reports. Donations for Preservation Week reached \$500 in total and came in \$7,500 under the budget goal. This is the third year in a row that expense is well below budget. Having booth displays at conferences were put on hold due to the Covid-19 pandemic, lower than budgeted donations and limited staff resources.

### ALA Overhead

**Revenue:** N/A

**Expense:** \$93,214 Budget    \$69,917 Actual    \$23,297 Variance    \$38,395 FY22

**Notes:** Although overhead paid to ALA is 25% less than budget at \$69,917, it is \$31,522 higher than FY22. This variance is due to higher CE revenue and the Forum revenue in FY23.

### Annual Conference Preconferences

**Revenue:** \$24,500 Budget    \$41,184 Actual    \$16,684 Variance    \$21,981 FY22

**Expense:** \$15,330 Budget    \$22,529 Actual    (\$7,199) Variance    \$15,444 FY22

**Notes:** Preconferences revenue has exceeded the budget by \$16,684, and is \$19,203 higher than FY22. This revenue variance is due to the higher than budgeted number of preconferences and tours. Expenses were \$7,199 higher than budget, which is a result of the increased expenses for the additional events.

### Annual Conference Programs/Events

**Revenue:** \$3,000 Budget    \$1,500 Actual    (\$1,500) Variance    \$2,500 FY22

**Expense:** \$5,000 Budget    \$3,702 Actual    \$1,298 Variance    \$2,884 FY22

**Notes:** \$1,500 in sponsor donation covered the expenses for Core Happy Hour. Another \$2,500 in sponsor donation received after the FY23 budget close was recorded in the FY24 budget, which resulted in a negative variance in the revenue line.

### Awards & Scholarships (Donations)

**Revenue:** \$12,000 Budget    \$7,452 Actual    (\$4,548) Variance    \$2,400 FY22

**Expense:** \$16,000 Budget    \$13,189 Actual    \$2,811 Variance    \$6,699 FY22

**Notes:** Revenue from donations came in 51% under budget, but it is \$5,052 higher than FY22. This large revenue and expense variance is a result of more awards given out in FY23 following a review of the awards program in FY22.

### Dues/Member Services

**Revenue:** \$378,000 Budget    \$305,198 Actual    (\$72,802) Variance    \$323,682 FY22

**Expense:** \$14,572 Budget    \$7,635 Actual    \$6,937 Variance    \$7,997 FY22

**Notes:** The largest YTD revenue variance is membership dues, which is reflective of the continued decline of membership, and continues to be the biggest threat to the Core project. Revenue from member dues is 6% (\$18,484) less than FY22. The need to increase membership through a focus on value, is an ongoing priority of member leaders and staff. Our new Membership and Communications Manager is helping to lead this effort.

### Endowment

<b>Revenue:</b> \$0 Budget	\$2,214 Actual	\$2,214 Variance	\$0 FY22 Actual
<b>Expense:</b> \$0 Budget	\$46 Actual	(\$46) Variance	\$0 FY22 Actual

**Notes:** The revenue in this line should have been applied to the Advocacy project and will be corrected in future budget reports.

### Forum

<b>Revenue:</b> \$104,500 Budget	\$92,353 Actual	(\$12,147) Variance	\$1,954 FY22 Actual
<b>Expense:</b> \$93,023 Budget	\$108,449 Actual	(\$15,426) Variance	\$3,704 FY22 Actual

**Notes:** Despite the 12% revenue variance compared to budget, sponsorship donations came in 164% higher than budget at \$23,717. The additional sponsorship revenue helped to offset the revenue loss generated by lower than anticipated paid attendees as a result of travel concerns due to Covid-19. The expense variance is attributed to higher than budgeted catering and AV expenses. The FY22 revenue and expense actuals shown above were from the cancelled Core Forum in 2021, which had to be cancelled just a few months out due to COVID-19.

### Governance

<b>Revenue:</b> N/A			
<b>Expense:</b> \$800 Budget	\$4,269 Actual	(\$3,469) Variance	\$562 FY22

**Note:** The expense variance in this project were registration and travel costs for the American Society of Association Executives (ASAE) CEO Symposium. This yearly association governance and strategy workshop for the president-elect and executive director will be incorporated in future budgets.

### Journals

<b>Revenue:</b> \$3,000 Budget	\$5,320 Actual	\$2,320 Variance	\$15,009 FY22
<b>Expense:</b> \$23,260 Budget	\$28,043 Actual	(\$4,783) Variance	\$37,719 FY22

**Notes:** The revenue variance is due to subscription revenue for LRTS, which was originally planned to become Open Access in FY22. The journal moved to Open Access in January 2023, ending subscription revenue in December, 4 months into the FY23 fiscal year. All three journals are now hosted by ALA on the same Open Access platform. Some expenses have occurred in FY23 to pay for the migration and setup. The first journals on the new platform will come out in Q1 of FY24.

### Leadership Institute

<b>Revenue:</b> \$62,500 Budget	\$0 Actual	(\$62,500) Variance	\$0 FY22 Actual
<b>Expense:</b> \$35,991 Budget	\$0 Actual	(\$21,390) Variance	\$0 FY22 Actual

**Notes:** The Leadership Institute is on hold due to a lack of staff capacity for program development, which will result in a negative variance in FY23.

### Product Development

<b>Revenue:</b> \$0 Budget	\$535 Actual	\$535 Variance	\$279 FY22 Actual
<b>Expense:</b> \$0 Budget	\$0 Actual	\$0 Variance	\$0 FY22 Actual

**Notes:** Royalties received from Corewear sales in the ALA store came in 100% over budget at \$535, and \$256 greater than FY22.

### Publications

<b>Revenue:</b> \$14,500 Budget	\$25,121 Actual	\$10,621 Variance	\$8,440 FY22
<b>Expense:</b> \$8,496 Budget	\$3,456 Actual	\$5,040 Variance	\$5,405 FY22

**Notes:** Royalties were 130% over budget at \$23,050 actual compared to \$10,000 budget and \$19,645 greater than FY22. The higher than budgeted YTD revenue is attributed to the \$12,000 additional royalties received in March that were intended for previous fiscal years. Revenue from book sales was 54% worse than budget at \$2,071 actual compared to \$4,500 budget, and \$2,964 less than FY22 revenue of \$5,287. Expenses were \$5,040 (59%) less than budget and \$1,949 less than FY22 expenses.

### Web Courses

<b>Revenue:</b> \$210,000 Budget	\$197,809 Actual	(\$12,191) Variance	\$175,027 FY22
<b>Expense:</b> \$86,935 Budget	\$67,117 Actual	\$19,818 Variance	\$61,921 FY22

**Notes:** Web course production and revenue continues to improve, but is still performing slightly under budget. Although expenses came in 23% less than budget at \$67,117, it is \$5,196 higher than FY22. This is attributed to larger class sizes and additional instructor fees for course revisions. The new Fundamentals of User Experience web course was launched in July and should begin to generate additional revenue for this project.

### Webinars

<b>Revenue:</b> \$153,800 Budget	\$104,581 Actual	(\$49,219) Variance	\$54,767 FY22 Actual
<b>Expense:</b> \$39,240 Budget	\$24,329 Actual	\$14,911 Variance	\$16,687 FY22 Actual

**Notes:** Webinar revenue generation continues to improve. Although revenue was 32% less than budget at \$104,581, it came in \$49,814 greater than FY22. The increase in revenue is attributed to higher overall registration numbers, the addition of the Best of Core Forum webinar series, the best of Annual Conference webinar series and the RDA webinar series. Expenses were 23% less than budget at \$67,117, but were \$5,196 higher than FY22 expenses, due to the higher number of webinars produced.