

LLAMA FY18 OPERATING FUND
April 2018 - FY Month 8

	FY18	YTD	YTD	% YTD	FY17	
REVENUE	BUDGET	BUDGET	ACTUAL	BUDGET	Actual	Notes
1 Balance in Reserve	\$204,433	\$204,433	\$204,433		\$195,480	
2 Member Dues/Donations						
3 Personal/Org. Dues	\$160,550	\$107,033	\$113,114	105.68%	\$112,157	6% over budget, ahead of FY17
4 Life Dues	\$495	\$0	\$310	0.00%	\$0	
5 Continuing Dues	\$150	\$0	\$100	0.00%	\$0	
6 Donations	\$0	\$0	\$0	0.00%	\$0	
7 Subtotal Dues/Donations	\$161,195	\$107,033	\$113,524	106.06%	\$112,157	
8 Publications						
9 Division Publications	\$500	\$0	\$447	0.00%	\$215	
10 Subtotal Publications	\$500	\$0	\$643	0.00%	\$406	
11 Fundraising						
12 Chicago Fundraiser (FY17)	\$0	\$0	\$0	0.00%	\$0	
13 Subtotal Fundraiser	\$0	\$0	\$0	0.00%	\$0	
14 Education						
15 Web CE	\$55,000	\$30,000	\$34,747	115.82%	\$31,173	16% over budget, ahead of FY17
16 AC President's Prog	\$500	\$0	\$0	0.00%	\$0	
17 AC Programs	\$0	\$0	\$0	0.00%	\$0	
18 AC AIA Awards	\$2,500	\$0	\$3,500	0.00%	\$0	FY17 contribution from AIA
19 AC Precons (3)	\$15,000	\$0	\$0	0.00%	\$0	
20 Midwinter Institutes (2)	\$6,000	\$6,000	\$6,775	0.00%	\$8,385	
21 Subtotal Education	\$79,000	\$36,000	\$45,022	125.06%	\$39,558	
22 TOTAL REVENUE	\$240,695	\$143,033	\$159,189	111.30%	\$152,121	
EXPENSE	FY18	YTD	YTD	% YTD	FY17	Notes
BUDGET	BUDGET	ACTUAL	BUDGET	Actual		
23 Administration						
24 Sal/Ben/Prof Memb	\$203,105	\$132,706	\$136,019	102.50%	\$133,635	
25 Supplies/Phone/Mail/Copy	\$1,100	\$600	\$407	67.83%	\$555	
26 Misc. Exp./Staff Dvlp	\$2,100	\$1,000	\$0	0.00%	\$395	
27 Staff Travel/Mtgs and Conf.	\$300	\$150	\$0	0.00%	\$30	
28 Computer/Software	\$1,200	\$800	\$398	49.75%	\$398	
29 Subtotal Administration	\$207,805	\$135,256	\$136,824	101.16%	\$135,013	
30 Governance						
31 Board Mtgs/VP Training	\$2,950	\$1,000	\$1,990	199.00%	\$1,870	
32 CoP and Cmt Support	\$1,250	\$917	\$466	50.82%	\$542	
33 Subtotal Governance	\$4,200	\$1,917	\$2,456	128.12%	\$2,412	
34 Member Dues						
35 Bank Fees	\$4,000	\$2,667	\$2,517	94.38%	\$2,696	
36 Subtotal Dues/Donations	\$4,000	\$2,667	\$2,517	94.38%	\$2,696	
37 Leadership Dvlp						
38 Emerging Leaders	\$2,000	\$1,000	\$1,000	100.00%	\$1,000	
39 MW Leadership Dvlp Semir	\$1,000	\$0	\$0	0.00%	\$0	
40 Mentoring Program	\$1,000	\$0	\$0	0.00%	\$0	
41 Subtotal Leadership Dvlp	\$4,000	\$1,000	\$1,000	0.00%	\$1,000	
42 Publications						
43 LL&M	\$4,000	\$2,000	\$1,750	87.50%	\$1,750	
44 Division Publications	\$100	\$0	\$101	0.00%	\$53	
45 Subtotal Publications	\$4,100	\$2,000	\$1,851	92.55%	\$1,803	

	FY18	YTD	YTD	% YTD	FY17	Notes
EXPENSE	BUDGET	BUDGET	ACTUAL	BUDGET	Actual	
46 Fundraising						
47 Chicago Fundraiser (FY17)	\$0	\$0	\$0	0.00%	\$3,080	
48 Subtotal Fundraiser	\$0	\$0	\$0	0.00%	\$3,080	
49 Education						
50 Web CE	\$9,148	\$5,047	\$4,496	89.08%	\$2,564	
51 AC President's Prog	\$2,500	\$0	\$0	0.00%	\$0	
52 AC Programs	\$1,500	\$0	\$0	0.00%	\$0	
53 AC Prxchange	\$1,000	\$0	\$460	0.00%	\$276	PR Xchange Jury
54 AC AIA Awards	\$2,500	\$0	\$0	0.00%	\$0	
55 AC Precons (3)	\$7,928	\$0	\$0	0.00%	\$0	
56 Midwinter Institutes (2)	\$4,671	\$4,671	\$3,408	0.00%	\$4,156	
57 Subtotal Education	\$29,247	\$9,718	\$8,364	86.07%	\$6,996	
58 Communication						
59 Marketing	\$2,600	\$400	\$278	69.50%	\$685	
60 Subtotal Communication	\$2,600	\$400	\$278	69.50%	\$685	
61 New Initiatives						
62 Product/Service Dvlp	\$20,000	\$10,000	\$0	0.00%	\$0	Budget for course development
63 Endowment Interest Transfr	(\$10,195)	\$0	\$0	0.00%	\$0	
64 Subtotal New Initiatives	\$9,805	\$10,000	\$0	0.00%	\$0	
65 TOTAL DIRECT EXPENSE	\$265,757	\$162,958	\$153,290	94.07%	\$153,685	
66 PRE-OVERHEAD RESULT	(\$25,062)	(\$19,925)	\$5,899	166.00%	(\$1,564)	
67 ALA Overhead	\$12,804	\$5,214	\$6,375	122.27%	\$5,225	
68 TOTAL EXPENSE	\$278,561	\$168,172	\$159,665	94.94%	\$158,910	
69 NET REVENUE/(EXPENSE)	(\$37,866)	(\$25,139)	(\$476)	247.00%	(\$6,789)	
70 BEGINNING FUND BALANC	\$204,433	\$204,433	\$204,433		\$195,480	
71 Total Revenue/(Expense)	(\$37,866)	(\$25,139)	(\$476)		(\$6,789)	
72 ENDING FUND BALANCE	\$166,567	\$179,294	\$203,957		\$188,691	

TOTAL REVENUE (line 22) is 111% of budget and \$7k above FY17. Personal/org dues (line 3) are 6% better than budget at \$113,114 and ahead of FY17. Revenue from webinars (line 15) is 16% over budget and also ahead of FY17. This is a result of increased webinar production as well as the launch of the first CE online course. **DIRECT EXPENSE** (line 65) is 94% of budget at \$153,290. Admin expense (line 29) is in line with budge and FY17, as are other expenses. **ALA OVERHEAD** (line 67) is in line with budge at \$6375. **NET REVENUE** (line 69) is (\$476) or \$25k better than budget and \$6k better than FY17. **LOOKING AHEAD** Six more webinars and another CE course are scheduled, which should meet or exceed the CE revenue target. For Annual there are three preconferences; two are sold out and will generate net revenue, one (the Career Institute) should be close to break even. Expenses will likely remain under budget. The main variance will be in the Product Dvlp budget, which is unlikely to be utilized for additional course development before FY18 year-end. Overall projection is for a near break-even, or better, year-end, well ahead of the -\$25k budgeted deficit.