

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	
		BUDGET	BUDGET	ACTUAL	BUDGET	Actual	Notes
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	

	EXPENSE	FY18 BUDGET	YTD BUDGET	YTD ACTUAL	% YTD BUDGET	FY17 Actual	Notes
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.