

Core July FY23 Financial Report

Operating result through July 2023 (Month 11 of FY23)

	July FY23 Budget	July FY23 Actual	Variance
Revenues	\$907,817	\$737,549	(\$170,268)
Expenses	\$898,850	\$704,128	\$194,722
Net Surplus (Deficit)	8,967	33,420	24,454

Summary:

Lower than budgeted YTD revenue is offset by lower than budgeted YTD expenses, resulting in a YTD positive variance of *\$24,454. The salary savings from the vacant Executive Director and Program Officer positions have resulted in a positive variance in the salary line. The (\$63,136) variance in YTD membership revenue and the (\$58,789) variance in YTD continuing education revenue are major contributors to the underperforming revenues budget. However, it is important to note that the webinar project has greatly improved, as YTD revenue has already exceeded FY22 total revenue by \$65,111. Another high performing project is the preconferences, with a YTD revenue of \$41,184, which is nearly double the budgeted revenue. 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.

*Note: The Forum project has 3 donation payments totaling \$11,000 intended for Core Forum 2023, that will be moved to the FY24 budget. Production Services submitted a \$9,000 invoice for the LRTS Journal's Jan, April and July issues that will appear on the August report. The Annual Conference project will see a \$2,500 sponsor payment on the August report. With these corrections and others yet to come in, FY23 is expected to end with a small positive Net Surplus.

Key Budget Areas

Note that projects with little or no revenue/expense are not shown.

ALA Overhead

Revenue: N/A

Expense: \$89,200 Budget \$67,071 Actual \$22,130 Variance

Note: With webinar and course revenue well under budget, overhead paid to ALA on CE revenue is also under budget.

Administration/Operations

Revenue: N/A

Expense: \$567,410 Budget \$451,652 Actual \$115,758 Variance

Note: Administration has a large variance due to staffing changes. There will be additional payroll variance at year-end due to vacancy of Core Executive Director and staffing changes. Note: The \$2,828 in royalties that appears on the July performance report will be moved to the Publications project. This should be updated on the August report.

Advocacy (including Preservation Week and Preservation in Action)

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

Expense: \$9,000 Budget \$168 Actual **\$8,832 Variance**

Note: Expenses were kept to a minimum this year due to lower than budgeted donations and limited staff resources.

Annual Conference Programs/Events

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

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

Note: \$2,500 donation from OCLC for the President's Program is expected to appear on the August report. Catering and AV expenses have yet to be recorded.

Annual Conference Preconferences

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

Expense: \$15,330 Budget \$22,052 Actual **(\$6,722) Variance**

Note: Preconferences revenue has exceeded the budget by \$16,684. This is due in large part to the higher than budgeted number of preconferences and tours offered this year. Expenses for this project are slightly higher than budgeted due to the higher number of events offered.

Awards and Scholarships (Donations)

Revenue: \$9,000 Budget \$5,900 Actual **(\$3,100) Variance**

Expense: \$13,000 Budget \$10,189 Actual **\$2,811 Variance**

Note: The number of awards is limited, so both fundraising and expenses are far lower than originally budgeted.

Forum

Revenue: \$104,500 Budget \$103,353 Actual **(\$1,147) Variance**

Expense: \$93,023 Budget \$107,013 Actual **(\$13,990) Variance**

Note: The revenue variance is due to lower than anticipated paid attendees, however sponsorship donations reached double the amount expected. Catering and AV expenses came in higher than budgeted. There is \$11,000 in revenue in this project that needs to be moved to FY24 for Core Forum 2023 sponsorships. There are also some expenses in this project that need to be moved to FY24 as well. These changes should appear in the Year End report.

Governance

Revenue: N/A

Expense: \$800 Budget \$4,269 Actual **(\$3,469) Variance**

Note: The expenses recorded in this project are for the registration costs and travel expenses for Core President-Elect and the Interim Executive Director to attend the American Society of Association Executives (ASAE) CEO Symposium which provided important association governance and strategy training. This expense has been built into the FY24 budget.

Journals/Subscriptions

Revenue: \$2,250 Budget	\$5,128 Actual	(\$2,878) Variance
Expense: \$17,766 Budget	\$15,984 Actual	\$1,783 Variance

Note: The revenue variance is due to subscription revenue for LRTS, which was originally planned to be 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 moving to the same Open Access platform and will be hosted by ALA. 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.

Dues/Member Services

Revenue: \$343,292 Budget	\$280,212 Actual	(\$63,080) Variance
Expense: \$12,774 Budget	\$7,052 Actual	\$5,722 Variance

Note: The largest YTD revenue variance is membership dues, which is reflective of a declining membership, and is the biggest threat to the Core project. 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 will help lead this effort.

Publications

Revenue: \$13,292 Budget	\$19,003 Actual	\$5,712 Variance
Expense: \$7,934 Budget	\$3,172 Actual	\$4,761 Variance

Note: The higher than budgeted YTD revenue is attributed to the additional royalties received in March that were intended for previous fiscal years. Expenses are lower than budgeted.

Web Courses

Revenue: \$192,500 Budget	\$180,096 Actual	(\$12,404) Variance
Expense: \$79,711 Budget	\$58,270 Actual	\$21,441 Variance

Note: Web course production and revenue continues to improve, but is still performing under budget. Expenses are down due to lower registration numbers. A new Fundamentals of web course on User Experience was launched in July and will begin to generate additional revenue for this project.

Webinars

Revenue: \$140,983 Budget	\$94,999 Actual	(\$45,984) Variance
Expense: \$35,991 Budget	\$20,559 Actual	\$15,432 Variance

Note: The revenue in this project has already exceeded last year's total revenue by \$65,111, and there is still 1 month remaining in the fiscal year. This is great progress for the division.