

Core January FY23 Financial Report
Operating result through January 2023 (Month 5 of FY23)

	Jan FY23 Budget	Jan FY23 Actual	Variance
Revenues	\$421,917	\$323,612	(\$98,305)
Expenses	\$414,959	\$370,710	\$44,249
Net	\$6,958	(\$47,098)	(\$54,056)

Summary:

Both YTD revenue and expense are well under budget, resulting in a YTD negative variance of \$54,056. Note that salary savings from the open Executive Director position and the recently vacant Advocacy and EDI Program Officer position has resulted in a positive variance in the salary line. However, beneath that, are two areas of revenue concern: membership and continuing education, both detailed below. The continuing variance in membership revenue, reflective of a declining membership, is the biggest threat to the Core project. The need to increase membership through a laser focus on value, is an ongoing priority of member leaders and staff. Webinar revenue is the largest variance in YTD actuals for two main reasons: fewer webinars than planned were presented in the first half of the fiscal year and lower than anticipated registration. CE staff project that the variance will improve by fiscal year end and exceed FY22 performance. The Leadership Institute will not be held this year due to a lack of staff capacity, which will result in a negative variance in FY23.

Key Budget Areas

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

ALA Overhead

Revenue: N/A

Expense: \$43,388 Budget \$31,206 Actual \$12,183 Variance

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

Administration/Operations

Revenue: N/A

Expense: \$243,617 Budget \$224,442 Actual \$19,175 Variance

Note: Administration has large variance due to staffing changes. There will be additional payroll variance at year-end due to vacancy of Core Executive Director and most recently, the vacancy of the Advocacy and EDI Program Officer. Plans are underway to fill the vacant Membership and Communications Manager position in April of 2023.

Advocacy (including Preservation Week and Preservation in Action)

Revenue: \$0 Budget \$0 Actual \$0 Variance

Expense: \$5,000 Budget \$0 Actual \$5,000 Variance

Note: Preservation related expenses were not recorded in January.

Awards and Scholarships

Revenue: \$3,000 Budget	\$3,500 Actual	\$500 Variance
Expense: \$4,500 Budget	\$3,881 Actual	\$619 Variance

Note: The number of awards is limited, so both fundraising and expense will be far lower than originally budgeted.

Endowment

Revenue: \$0 Budget	\$749 Actual	\$749 Variance
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Forum

Revenue: \$104,500 Budget	\$88,853 Actual	(\$15,647) Variance
Expense: \$93,023 Budget	\$103,313 Actual	(\$10,290) Variance

Note: The revenue variance is due to lower-than-expected paid registrations, but was offset by twice the amount of sponsorship donations. An additional \$3,500 in sponsorship donations is expected to appear later in the fiscal year.

The revenue variance is due to lower than anticipated paid attendees, however sponsorship donations reached double the amount expected.

Journals/Subscriptions

Revenue: \$750 Budget	\$3,728 Actual	\$2,978 Variance
Expense: \$6,779 Budget	\$4,214 Actual	\$2,565 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. All three journals will move to the same Open Access platform and will be hosted by ALA. There will be some expense in FY23 to pay for the migration and setup. The first journals on the new platform will come out in Q1 of FY24.

Member Services/Dues

Revenue: \$156,042 Budget	\$129,160 Actual	(\$26,881) Variance
Expense: \$5,488 Budget	\$3,615 Actual	\$1,873 Variance

Note: The continuing variance in membership revenue, reflective of a declining membership, is the biggest threat to the Core project. The need to increase membership through a laser focus on value, is an ongoing priority of member leaders and staff. A Membership and Communications Manager will be hired in April 2023 to help lead this effort.

Publications

Revenue: \$6,042 Budget	\$3,354 Actual	(\$2,688) Variance
Expense: \$3,686 Budget	\$1,501 Actual	\$2,185 Variance

Note: The lower revenue is balanced by the lower expense. Additional royalties totaling \$12,500 are expected later in the fiscal year.

Web Courses

Revenue: \$87,500 Budget	\$68,904 Actual	(\$18,596) Variance
Expense: \$36,369 Budget	\$23,805 Actual	\$12,564 Variance

Note: Web course production and registration is in line with FY22 performance. Lower registration is balanced by lower expense. A new Fundamentals of web course on User Experience is expected to be released later in the fiscal year.

Webinars

Revenue: \$64,083 Budget	\$25,150 Actual	(\$38,993) Variance
Expense: \$16,496 Budget	\$5,959 Actual	\$10,537 Variance

Note: Webinar revenue is the largest variance in YTD actuals for two main reasons: fewer webinars were held in the first half of the fiscal year than planned, and we experienced lower than anticipated registration. The lower registration is off-set in part by lower expense. We are starting to see this trend change for the better and CE staff project that the variance will improve by fiscal year end and exceed FY22 performance.