

**Arizona Library Association**  
**Profit & Loss Budget vs. Actual**  
July 2017 through April 2018

	<u>Jul '17 - Apr 18</u>	<u>Budget</u>	<u>Over Budget</u>	<u>% of Budget</u>	
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
2600 - Conference Income					
2610 - Exhibitor Income	23,605.00	25,000.00	(1,395.00)	94.42%	
2612 - Conference Program Advertising	200.00	0.00	200.00	100.0%	
2620 - Registration					
2663 - Member Full Conference	38,665.00	46,670.00	(8,005.00)	82.85%	
2664 - Non-member Full Conference	2,370.00	6,753.00	(4,383.00)	35.1%	
2665 - Student Member Full Conference	2,450.00	2,640.00	(190.00)	92.8%	
2666 - Student Non-member Full Conf.	425.00	475.00	(50.00)	89.47%	
2667 - Member One Day Conference	9,795.00	11,972.00	(2,177.00)	81.82%	
2668 - Non-member One Day Conference	3,690.00	1,000.00	2,690.00	369.0%	
2669 - Student One Day Conference	465.00	0.00	465.00	100.0%	
2670 - Student Non-member One Day	150.00	0.00	150.00	100.0%	
2671 - Lunch only	525.00	490.00	35.00	107.14%	
2672 - Full Conference MPLA/ MPR	385.00	0.00	385.00	100.0%	
2675 - Exhibits Only	100.00	0.00	100.00	100.0%	
<b>Total 2620 - Registration</b>	<b>59,020.00</b>	<b>70,000.00</b>	<b>(10,980.00)</b>	<b>84.31%</b>	
2630 - Sponsors	11,000.00	15,000.00	(4,000.00)	73.33%	
<b>Total 2600 - Conference Income</b>	<b>93,825.00</b>	<b>110,000.00</b>	<b>(16,175.00)</b>	<b>85.3%</b>	
4000 - Donations	327.37	1,045.00	(717.63)	31.33%	
4004 - Conference Raffle	947.00	0.00	947.00	100.0%	
4010 - Membership Dues	24,471.80	23,458.00	1,013.80	104.32%	1277.74
4011 - Institutional Dues	1,323.00	900.00	423.00	147.0%	
4013 - Vendor Member	275.00	0.00	275.00	100.0%	275
4025 - Horner Fellowship Management	1,200.00	0.00	1,200.00	100.0%	
4040 - AZ Young Reader Award Labels	59.20	0.00	59.20	100.0%	
4099 - Regional Forum					
4101 - Regional Forum Sponsors	7,000.00	0.00	7,000.00	100.0%	5000
4102 - Regional Forum Registrations	3,815.00	0.00	3,815.00	100.0%	1700
<b>Total 4099 - Regional Forum</b>	<b>10,815.00</b>	<b>0.00</b>	<b>10,815.00</b>	<b>100.0%</b>	
4140 - Virtual Conference	250.00	0.00	250.00	100.0%	250
4200 - Interest Income	413.07	0.00	413.07	100.0%	
<b>Total Income</b>	<b>133,906.44</b>	<b>135,403.00</b>	<b>(1,496.56)</b>	<b>98.9%</b>	
<b>Expense</b>					
4250 - Investment Fees	162.56	300.00	(137.44)	54.19%	
6000 - Officers					
6001 - ALA Councilor	1,838.13	3,192.00	(1,353.87)	57.59%	
6002 - MPLA Representative	0.00	1,430.00	(1,430.00)	0.0%	
6003 - Exec.Brd. Travel - ALA/Leg. Day	428.98	0.00	428.98	100.0%	
<b>Total 6000 - Officers</b>	<b>2,267.11</b>	<b>4,622.00</b>	<b>(2,354.89)</b>	<b>49.05%</b>	
6100 - Association					
6102 - Auditor, Insurance, IRS	1,000.00	435.00	565.00	229.89%	
6103 - Association Management	22,275.00	24,809.79	(2,534.79)	89.78%	
6105 - Lobbyist	11,000.00	15,000.00	(4,000.00)	73.33%	
6109 - Postage	41.72	85.29	(43.57)	48.92%	
6110 - Printing and Copies	112.48	100.00	12.48	112.48%	
6111 - Credit Card Fees	3,830.91	4,521.49	(690.58)	84.73%	
6112 - Supplies & Equipment	0.00	5.00	(5.00)	0.0%	
6113 - Telephone/Facsimile	300.00	300.00	0.00	100.0%	
6116 - Website					
6120 - Yourmembership.com	2,756.26	2,756.00	0.26	100.01%	
6128 - Survey Monkey	0.00	250.00	(250.00)	0.0%	
6132 - Email Host-Domains Priced Right	125.84	18.00	107.84	699.11%	
6136 - Listserv Host - SimpleList	240.00	240.00	0.00	100.0%	
6140 - Webmaster	2,000.00	2,000.00	0.00	100.0%	
<b>Total 6116 - Website</b>	<b>5,122.10</b>	<b>5,264.00</b>	<b>(141.90)</b>	<b>97.3%</b>	
6117 - MPLA dues	100.00	0.00	100.00	100.0%	
<b>Total 6100 - Association</b>	<b>43,782.21</b>	<b>50,520.57</b>	<b>(6,738.36)</b>	<b>86.66%</b>	
6400 - Committees					
6401 - AzLA Awards	1,785.90	2,500.00	(714.10)	71.44%	
<b>Total 6400 - Committees</b>	<b>1,785.90</b>	<b>2,500.00</b>	<b>(714.10)</b>	<b>71.44%</b>	
6710 - Regional Forum	3,609.13	0.00	3,609.13	100.0%	
6800 - Conference Exp.					
6820 - Administrative					
6822 - Management Fee	10,000.00	8,000.00	2,000.00	125.0%	
6828 - Office Supplies	339.24	250.00	89.24	135.7%	
<b>Total 6820 - Administrative</b>	<b>10,339.24</b>	<b>8,250.00</b>	<b>2,089.24</b>	<b>125.32%</b>	
6840 - Exhibit Hall					
6842 - Exhibit Hall Rental	3,375.00	0.00	3,375.00	100.0%	
6844 - Booth setup	5,925.28	6,000.00	(74.72)	98.76%	
6846 - Exhibitor breaks	1,264.19	0.00	1,264.19	100.0%	
<b>Total 6840 - Exhibit Hall</b>	<b>10,564.47</b>	<b>6,000.00</b>	<b>4,564.47</b>	<b>176.08%</b>	
6860 - Programs					
6862 - Meeting Rooms	6,747.75	10,122.75	(3,375.00)	66.66%	
6864 - Audio Visual/Internet	20,725.83	21,000.00	(274.17)	98.69%	
6866 - Speakers/Authors	1,250.00	6,000.00	(4,750.00)	20.83%	
<b>Total 6860 - Programs</b>	<b>28,723.58</b>	<b>37,122.75</b>	<b>(8,399.17)</b>	<b>77.38%</b>	
6880 - Food and Beverage					
6882 - Luncheons	24,740.39	31,500.00	(6,759.61)	78.54%	
6886 - SIRS Reception	3,312.84	4,200.00	(887.16)	78.88%	
<b>Total 6880 - Food and Beverage</b>	<b>28,053.23</b>	<b>35,700.00</b>	<b>(7,646.77)</b>	<b>78.58%</b>	
6890 - Attrition	2,353.37	0.00	2,353.37	100.0%	
6891 - Lodging	588.36	0.00	588.36	100.0%	
<b>Total 6800 - Conference Exp.</b>	<b>80,622.25</b>	<b>87,072.75</b>	<b>(6,450.50)</b>	<b>92.59%</b>	
<b>Total Expense</b>	<b>132,229.16</b>	<b>145,015.32</b>	<b>(12,786.16)</b>	<b>91.18%</b>	
<b>Net Ordinary Income</b>	<b>1,677.28</b>	<b>(9,612.32)</b>	<b>11,289.60</b>	<b>(17.45%)</b>	
<b>Other Income/Expense</b>					
<b>Other Income</b>					
5000 - Unrealized Gain on Inv Horner	(9,463.00)	0.00	(9,463.00)	100.0%	
5010 - Unrealized Gain on Inv AZLA	(201.38)	0.00	(201.38)	100.0%	
8200 - Horner Income					
8000 - Horner Fellwshp Rest. Int. Inc.	11,218.15	10,000.00	1,218.15	112.18%	
<b>Total 8200 - Horner Income</b>	<b>11,218.15</b>	<b>10,000.00</b>	<b>1,218.15</b>	<b>112.18%</b>	
8500 - Louise Stephens Scholarship	1,500.00	500.00	1,000.00	300.0%	
<b>Total Other Income</b>	<b>3,053.77</b>	<b>10,500.00</b>	<b>(7,446.23)</b>	<b>29.08%</b>	
<b>Other Expense</b>					
9000 - Horner Fellowship Expenses					

Arizona Library Association  
Profit & Loss Budget vs. Actual  
July 2017 through April 2018

	<u>Jul '17 - Apr 18</u>	<u>Budget</u>	<u>Over Budget</u>	<u>% of Budget</u>
9010 - Fellowship	8,038.42	10,000.00	(1,961.58)	80.38%
9020 - Advisor and bank fees	4,240.57	5,600.00	(1,359.43)	75.72%
Total 9000 - Horner Fellowship Expenses	12,278.99	15,600.00	(3,321.01)	78.71%
9500 - Louise Stephens Scholarships	0.00	658.01	(658.01)	0.0%
Total Other Expense	12,278.99	16,258.01	(3,979.02)	75.53%
Net Other Income	(9,225.22)	(5,758.01)	(3,467.21)	160.22%
Net Income	<u>(7,547.94)</u>	<u>(15,370.33)</u>	<u>7,822.39</u>	<u>49.11%</u>

**Arizona Library Association**  
**Profit & Loss Prev Year Comparison**  
July 2017 through April 2018

	<u>Jul '17 - Apr 18</u>	<u>Jul '16 - Apr 17</u>	<u>Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
2600 - Conference Income				
2610 - Exhibitor Income	23,605.00	18,825.00	4,780.00	25.39%
2612 - Conference Program Advertising	200.00	0.00	200.00	100.0%
2620 - Registration				
2661 - Pre-Conference Half Day	0.00	640.00	(640.00)	(100.0%)
2662 - Pre-Conference Full Day	0.00	350.00	(350.00)	(100.0%)
2663 - Member Full Conference	38,665.00	38,765.00	(100.00)	(0.26%)
2664 - Non-member Full Conference	2,370.00	4,490.00	(2,120.00)	(47.22%)
2665 - Student Member Full Conference	2,450.00	2,525.00	(75.00)	(2.97%)
2666 - Student Non-member Full Conf.	425.00	475.00	(50.00)	(10.53%)
2667 - Member One Day Conference	9,795.00	10,275.00	(480.00)	(4.67%)
2668 - Non-member One Day Conference	3,690.00	1,000.00	2,690.00	269.0%
2669 - Student One Day Conference	465.00	0.00	465.00	100.0%
2670 - Student Non-member One Day	150.00	150.00	0.00	0.0%
2671 - Lunch only	525.00	490.00	35.00	7.14%
2672 - Full Conference MPLA/ MPR	385.00	0.00	385.00	100.0%
2675 - Exhibits Only	100.00	0.00	100.00	100.0%
Total 2620 - Registration	59,020.00	59,160.00	(140.00)	(0.24%)
2630 - Sponsors	11,000.00	12,750.00	(1,750.00)	(13.73%)
Total 2600 - Conference Income	93,825.00	90,735.00	3,090.00	3.41%
4000 - Donations	327.37	249.90	77.47	31.0%
4004 - Conference Raffle	947.00	0.00	947.00	100.0%
4010 - Membership Dues	24,471.80	22,015.89	2,455.91	11.16%
4011 - Institutional Dues	1,323.00	950.00	373.00	39.26%
4013 - Vendor Member	275.00	250.00	25.00	10.0%
4025 - Horner Fellowship Management	1,200.00	0.00	1,200.00	100.0%
4040 - AZ Young Reader Award Labels	59.20	0.00	59.20	100.0%
4099 - Regional Forum				
4101 - Regional Forum Sponsors	7,000.00	0.00	7,000.00	100.0%
4102 - Regional Forum Registrations	3,815.00	0.00	3,815.00	100.0%
Total 4099 - Regional Forum	10,815.00	0.00	10,815.00	100.0%
4140 - Virtual Conference	250.00	0.00	250.00	100.0%
4150 - YA Summit				
4151 - YA Summit Full Package	0.00	58,000.00	(58,000.00)	(100.0%)
4152 - Sessions Registrations	0.00	2,250.00	(2,250.00)	(100.0%)
4153 - YA Summit Raffle	0.00	400.00	(400.00)	(100.0%)
Total 4150 - YA Summit	0.00	60,650.00	(60,650.00)	(100.0%)
4175 - eResources Forum				
4176 - eResources Forum Sponsors	0.00	6,050.00	(6,050.00)	(100.0%)
Total 4175 - eResources Forum	0.00	6,050.00	(6,050.00)	(100.0%)
4200 - Interest Income	413.07	889.04	(475.97)	(53.54%)
<b>Total Income</b>	<b>133,906.44</b>	<b>181,789.83</b>	<b>(47,883.39)</b>	<b>(26.34%)</b>
<b>Expense</b>				
4250 - Investment Fees	162.56	326.95	(164.39)	(50.28%)
6000 - Officers				
6001 - ALA Councilor	1,838.13	4,983.36	(3,145.23)	(63.12%)
6003 - Exec.Br. Travel - ALA/Leg. Day	428.98	0.00	428.98	100.0%
Total 6000 - Officers	2,267.11	4,983.36	(2,716.25)	(54.51%)
6100 - Association				
6102 - Auditor, Insurance, IRS	1,000.00	2,000.00	(1,000.00)	(50.0%)
6103 - Association Management	22,275.00	25,865.80	(3,590.80)	(13.88%)
6105 - Lobbyist	11,000.00	15,000.00	(4,000.00)	(26.67%)
6109 - Postage	41.72	127.70	(85.98)	(67.33%)
6110 - Printing and Copies	112.48	89.89	22.59	25.13%
6111 - Credit Card Fees	3,830.91	3,996.85	(165.94)	(4.15%)
6112 - Supplies & Equipment	0.00	5.65	(5.65)	(100.0%)
6113 - Telephone/Facsimile	300.00	300.00	0.00	0.0%
6116 - Website				
6120 - Yourmembership.com	2,756.26	1,378.13	1,378.13	100.0%
6128 - Survey Monkey	0.00	250.00	(250.00)	(100.0%)
6132 - Email Host-Domains Priced Right	125.84	105.67	20.17	19.09%
6136 - Listserv Host - SimpleList	240.00	240.00	0.00	0.0%
6138 - Conference Website - Dreamhost	0.00	214.80	(214.80)	(100.0%)
6140 - Webmaster	2,000.00	1,700.00	300.00	17.65%
Total 6116 - Website	5,122.10	3,888.60	1,233.50	31.72%
6117 - MPLA dues	100.00	100.00	0.00	0.0%
Total 6100 - Association	43,782.21	51,374.49	(7,592.28)	(14.78%)
6300 - Special Interest Groups				
6301 - ALYAS				
6320 - YA Summit				
6325 - YA Summit Meet the Authors	0.00	516.70	(516.70)	(100.0%)
6330 - YA Summit Authors/Presenters	0.00	18,185.74	(18,185.74)	(100.0%)
6335 - Promotional	0.00	459.71	(459.71)	(100.0%)
6340 - YA Summit Lodging	0.00	14,756.71	(14,756.71)	(100.0%)
6345 - YA Summit Food	0.00	12,704.45	(12,704.45)	(100.0%)
Total 6320 - YA Summit	0.00	46,623.31	(46,623.31)	(100.0%)
Total 6301 - ALYAS	0.00	46,623.31	(46,623.31)	(100.0%)
6350 - eResources Forum Reception	0.00	697.24	(697.24)	(100.0%)
6355 - eResources Forum Catering	0.00	3,758.91	(3,758.91)	(100.0%)
Total 6300 - Special Interest Groups	0.00	51,079.46	(51,079.46)	(100.0%)
6400 - Committees				
6401 - AzLA Awards	1,785.90	2,396.03	(610.13)	(25.46%)
6409 - Marketing and Advocacy Committee				
6119 - Misc. Tucson Festival of Books	0.00	881.29	(881.29)	(100.0%)
Total 6409 - Marketing and Advocacy Committee	0.00	881.29	(881.29)	(100.0%)
6410 - Web & Social Networking	0.00	9.99	(9.99)	(100.0%)
Total 6400 - Committees	1,785.90	3,287.31	(1,501.41)	(45.67%)
6700 - Professional Development Comm.				
6730 - Webinars	0.00	500.00	(500.00)	(100.0%)

**Arizona Library Association**  
**Profit & Loss Prev Year Comparison**  
July 2017 through April 2018

	<u>Jul '17 - Apr 18</u>	<u>Jul '16 - Apr 17</u>	<u>Change</u>	<u>% Change</u>
Total 6700 · Professional Development Comm.	0.00	500.00	(500.00)	(100.0%)
6710 · Regional Forum	3,609.13	0.00	3,609.13	100.0%
6800 · Conference Exp.				
6820 · Administrative				
6822 · Management Fee	10,000.00	12,000.00	(2,000.00)	(16.67%)
6828 · Office Supplies	339.24	243.43	95.81	39.36%
Total 6820 · Administrative	<u>10,339.24</u>	<u>12,243.43</u>	<u>(1,904.19)</u>	<u>(15.55%)</u>
6830 · Promotional items	0.00	270.00	(270.00)	(100.0%)
6840 · Exhibit Hall				
6842 · Exhibit Hall Rental	3,375.00	0.00	3,375.00	100.0%
6844 · Booth setup	5,925.28	6,186.14	(260.86)	(4.22%)
6846 · Exhibitor breaks	1,264.19	0.00	1,264.19	100.0%
Total 6840 · Exhibit Hall	<u>10,564.47</u>	<u>6,186.14</u>	<u>4,378.33</u>	<u>70.78%</u>
6860 · Programs				
6862 · Meeting Rooms	6,747.75	0.00	6,747.75	100.0%
6864 · Audio Visual/Internet	20,725.83	21,506.60	(780.77)	(3.63%)
6866 · Speakers/Authors	1,250.00	4,766.67	(3,516.67)	(73.78%)
Total 6860 · Programs	<u>28,723.58</u>	<u>26,273.27</u>	<u>2,450.31</u>	<u>9.33%</u>
6880 · Food and Beverage				
6881 · Breakfast	0.00	10,731.86	(10,731.86)	(100.0%)
6882 · Luncheons	24,740.39	18,080.02	6,660.37	36.84%
6884 · Breaks	0.00	4,197.36	(4,197.36)	(100.0%)
6886 · SIRLS Reception	3,312.84	4,454.49	(1,141.65)	(25.63%)
Total 6880 · Food and Beverage	<u>28,053.23</u>	<u>37,463.73</u>	<u>(9,410.50)</u>	<u>(25.12%)</u>
6890 · Attrition	2,353.37	0.00	2,353.37	100.0%
6891 · Lodging	588.36	0.00	588.36	100.0%
Total 6800 · Conference Exp.	<u>80,622.25</u>	<u>82,436.57</u>	<u>(1,814.32)</u>	<u>(2.2%)</u>
Total Expense	<u>132,229.16</u>	<u>193,988.14</u>	<u>(61,758.98)</u>	<u>(31.84%)</u>
Net Ordinary Income	1,677.28	(12,198.31)	13,875.59	113.75%
Other Income/Expense				
Other Income				
5000 · Unrealized Gain on Inv Horner	(9,463.00)	(14,365.36)	4,902.36	34.13%
5010 · Unrealized Gain on Inv AZLA	(201.38)	(7,373.76)	7,172.38	97.27%
8200 · Horner Income				
8000 · Horner Fellowshp Rest. Int. Inc.	11,218.15	29,497.29	(18,279.14)	(61.97%)
Total 8200 · Horner Income	<u>11,218.15</u>	<u>29,497.29</u>	<u>(18,279.14)</u>	<u>(61.97%)</u>
8500 · Louise Stephens Scholarship	1,500.00	2,744.00	(1,244.00)	(45.34%)
Total Other Income	<u>3,053.77</u>	<u>10,502.17</u>	<u>(7,448.40)</u>	<u>(70.92%)</u>
Other Expense				
9000 · Horner Fellowship Expenses				
9010 · Fellowship	8,038.42	6,396.15	1,642.27	25.68%
9020 · Advisor and bank fees	4,240.57	5,742.34	(1,501.77)	(26.15%)
Total 9000 · Horner Fellowship Expenses	<u>12,278.99</u>	<u>12,138.49</u>	<u>140.50</u>	<u>1.16%</u>
9500 · Louise Stephens Scholarships	0.00	648.15	(648.15)	(100.0%)
Total Other Expense	<u>12,278.99</u>	<u>12,786.64</u>	<u>(507.65)</u>	<u>(3.97%)</u>
Net Other Income	<u>(9,225.22)</u>	<u>(2,284.47)</u>	<u>(6,940.75)</u>	<u>(303.82%)</u>
Net Income	<u>(7,547.94)</u>	<u>(14,482.78)</u>	<u>6,934.84</u>	<u>47.88%</u>

Arizona Library Association  
**Balance Sheet**  
As of April 30, 2018

Apr 30, 18

**ASSETS**

Current Assets

Checking/Savings

1010 · Chase Bank - Operating 10,874.80

1100 · AZLA Charles Schwab Money Mkt

1160 · Louise Stephens Scholarship Inv 24,969.48

Total 1100 · AZLA Charles Schwab Money Mkt 24,969.48

1110 · Horner Charles Schwab Money Mkt 155,113.91

Total Checking/Savings 190,958.19

Total Current Assets 190,958.19

Other Assets

1200 · Deposits - Conference 5,000.00

1705 · Reserves 500.00

1710 · Horner Charles Schwab Investmnt 506,851.27

Total Other Assets 512,351.27

**TOTAL ASSETS** 703,309.46

**LIABILITIES & EQUITY**

Equity

3100 · Unrestricted fund balance 139,943.21

3200 · Temporarily restricted fund Bal 679,048.37

3300 · Permanently Restricted Fund Bal 23,095.00

3900 · Retained Earnings (131,229.18)

Net Income (7,547.94)

Total Equity 703,309.46

**TOTAL LIABILITIES & EQUITY** 703,309.46