

For the 3 months ending June 30, 2006

	YEAR TO DATE Actual	Budget	Variance	Var %	Total Budget	
REVENUE						
Advertising	152,833.97	150,000.00	2,833.97	1.9%	632,400.00	
Auction	133,604.87	75,000.00	58,604.87	78.1%	537,000.00	Auction sale exceeded guarantee
Awards	1,426.00	0.00	1,426.00	0.0%	0.00	
Banquet	0.00	0.00	0.00	0.0%	6,000.00	
Book Replacement Charge	108.50	75.00	33.50	44.7%	300.00	
Bourse	201,949.50	167,350.00	34,599.50	20.7%	888,125.00	
Catalog-Museum	532.00	3,400.00	(2,868.00)	(84.4%)	13,600.00	Production/printing of new catalogues delayed to Q4
Conservation Center	12,502.01	12,498.00	4.01	0.0%	45,833.00	
Consultation	150.00	150.00	0.00	0.0%	600.00	
Consumer Awareness	150.00	0.00	150.00	0.0%	375.00	
Submission Center	31,708.00	31,521.00	187.00	0.6%	115,577.00	
Cash over (short)	26.05	0.00	26.05	0.0%	0.00	
Donations	58,607.82	58,944.99	(337.17)	(0.6%)	235,570.50	
Sponsors	47,000.00	58,800.00	(11,800.00)	(20.1%)	364,000.00	General sponsorships slightly under budget
Dues and Application	223,697.71	223,253.00	444.71	0.2%	900,335.00	
Educational Journal	1,458.79	6,297.00	(4,838.21)	(76.8%)	19,039.00	Journal sales projections possibly too optimistic
Executive Donation	0.00	200,000.00	(200,000.00)	(100.0%)	800,000.00	Timing of donations anticipated later in fiscal year
Executive Sponsors	0.00	50,000.00	(50,000.00)	(100.0%)	200,000.00	Timing of sponsorships anticipated later in fiscal year
Grants	17,550.00	17,550.00	0.00	0.0%	21,840.00	
Investment Earnings	45,445.94	900.00	44,545.94	4949.5%	20,260.00	Dividends paid greater than projected
Research Fees	216.20	405.00	(188.80)	(46.6%)	1,620.00	
License Fees	11,827.33	5,020.00	6,807.33	135.6%	39,540.00	Sales of grading guide better than projected
Mailings	6,918.65	4,720.00	2,198.65	46.6%	28,380.00	
Medals and Badges	0.00	1,000.00	(1,000.00)	(100.0%)	25,000.00	
Miscellaneous Income	4,789.74	857.13	3,932.61	458.8%	2,000.00	
Photography	780.00	1,500.00	(720.00)	(48.0%)	6,000.00	Stronger marketing efforts needed
PNG Contribution	0.00	0.00	0.00	0.0%	35,000.00	
Program Convention	22,203.00	22,500.00	(297.00)	(1.3%)	82,500.00	
Rental Property	2,147.00	2,385.00	(238.00)	(10.0%)	9,540.00	

Sales-General & Convention	4,755.42	10,500.00	(5,744.58)	(54.7%)	53,000.00	Atlanta sales under budget
Deaccession sales	14.85	0.00	14.85	0.0%	0.00	
Sales-Museum Store	11,281.45	19,400.00	(8,118.55)	(41.8%)	80,000.00	Due to Seminar July instead of June start date
Sales-Catalogue	51,062.22	49,500.00	1,562.22	3.2%	300,000.00	
Seminars	8,770.00	13,068.00	(4,298.00)	(32.9%)	360,728.00	Stronger marketing efforts needed for attendance
Seminar-Numismatic Diploma	1,975.01	2,493.00	(517.99)	(20.8%)	9,972.00	
Subscriptions	1,250.00	1,200.00	50.00	4.2%	4,800.00	
Tours	4,495.95	4,917.00	(421.05)	(8.6%)	20,042.00	
Traveling Exhibit	260.00	50.00	210.00	420.0%	5,900.00	Stronger than anticipated demand
Division Revenue Transfer	0.00	4,014.00	(4,014.00)	(100.0%)	60,289.50	Timing of Summer Seminar issue
Total Operating Revenue	1,061,497.98	1,199,268.12	(137,770.14)	(11.5%)		
NON CASH						
Unrealized Gains on Investments	(234,744.42)	0.00	(234,744.42)	0.0%	0.00	
Total Revenue	826,753.56	1,199,268.12	(372,514.56)	(31.1%)	5,925,166.00	
EXPENSES						
Advertising/Promotion	67,773.14	72,168.68	(4,395.54)	(6.1%)	246,487.00	
Auction	1,500.00	2,760.00	(1,260.00)	(45.7%)	7,760.00	Atlanta expenses less than budgeted
Auto Expenses	100.00	246.00	(146.00)	(59.3%)	984.00	
Awards - Funded	0.00	0.00	0.00	0.0%	5,804.50	
Awards - Non-funded	3,106.79	5,372.00	(2,265.21)	(42.2%)	20,579.75	
Bad Debt Expense	2.29	300.00	(297.71)	(99.2%)	1,200.00	
Bank & Investment Fees	34,325.00	31,500.00	2,825.00	9.0%	126,000.00	
Book Purchases	41.00	2,963.00	(2,922.00)	(98.6%)	15,113.00	
Banquet	0.00	0.00	0.00	0.0%	33,000.00	
Bass Gallery	4,801.68	4,703.33	98.35	2.1%	23,734.98	
Bereavement	0.00	300.00	(300.00)	(100.0%)	1,200.00	
Bourse	33,150.76	25,984.00	7,166.76	27.6%	131,628.00	
Club Representative	0.00	1,980.00	(1,980.00)	(100.0%)	9,880.00	
Committee	1,750.10	2,358.00	(607.90)	(25.8%)	11,617.00	
Community Outreach	0.00	365.00	(365.00)	(100.0%)	365.00	
Computer Services	10,314.24	11,388.00	(1,073.76)	(9.4%)	27,152.00	
Contract Labor / Consultants / Profes	53,520.72	63,733.00	(10,212.28)	(16.0%)	221,400.00	Generally due to timing of expenses to be incurred

Consumer Awareness	390.00	672.00	(282.00)	(42.0%)	896.00	
Cost of Sales	30,455.78	32,088.00	(1,632.22)	(5.1%)	178,500.00	
Cost of Sales Indirect-Enterprise	1,002.23	1,700.00	(697.77)	(41.0%)	7,200.00	
Inventory Adjustments	250.52	0.00	250.52	0.0%	0.00	
Educational Journal	4,763.61	9,053.00	(4,289.39)	(47.4%)	25,746.00	Generally due to timing of expenses to be incurred
Employee Benefits	109,862.18	124,700.00	(14,837.82)	(11.9%)	500,400.00	
Employee Retention	423.17	1,059.00	(635.83)	(60.0%)	5,879.00	
Equipment Maintenance	7,454.10	10,455.00	(3,000.90)	(28.7%)	42,937.00	
Equipment Rental	0.00	0.00	0.00	0.0%	18,120.00	
Exhibits	10,942.21	21,357.25	(10,415.04)	(48.8%)	65,150.00	Some timing issues & some cost savings on materials
Fund Development	5,239.12	3,210.00	2,029.12	63.2%	14,232.00	
General Service Contractor	42,934.03	46,000.00	(3,065.97)	(6.7%)	195,708.00	
Gift Annuity	341.25	341.25	0.00	0.0%	1,365.00	
Insurance	17,154.36	19,905.00	(2,750.64)	(13.8%)	79,620.00	
Intern Program	288.09	5,688.00	(5,399.91)	(94.9%)	23,832.00	Due to timing of intern arrivals in July rather than June
Legal Fees	10,902.34	6,000.00	4,902.34	81.7%	24,000.00	
License & Fees	472.50	2,656.00	(2,183.50)	(82.2%)	47,375.00	
Life Member Expenses	1,496.00	1,118.00	378.00	33.8%	6,804.00	
Mailing	60,505.62	65,971.74	(5,466.12)	(8.3%)	265,569.00	
Medals and Badges	0.00	0.00	0.00	0.0%	11,500.00	
Membership Reception	0.00	0.00	0.00	0.0%	7,300.00	
Miscellaneous	10.00	753.00	(743.00)	(98.7%)	4,384.00	
National Coin Week	0.00	3,000.00	(3,000.00)	(100.0%)	3,000.00	
Numismatic Degree Program	0.00	0.00	0.00	0.0%	300.00	
Numismatic Diploma Program	51.93	112.50	(60.57)	(53.8%)	450.00	
Officers	1,228.64	3,000.00	(1,771.36)	(59.0%)	12,000.00	
President	466.16	3,750.00	(3,283.84)	(87.6%)	15,000.00	
Preservation	1,143.57	4,650.00	(3,506.43)	(75.4%)	18,600.00	
Printing & Publication	113,572.87	150,475.00	(36,902.13)	(24.5%)	583,555.00	Primary savings in Enterprise catalogue costs
Professional Development	1,601.45	5,264.00	(3,662.55)	(69.6%)	24,132.00	Generally due to timing of expenses to be incurred
Program	5,310.45	6,750.00	(1,439.55)	(21.3%)	26,125.00	
Public Relations	125.00	550.00	(425.00)	(77.3%)	550.00	
Recruitment Expense	180.00	198.00	(18.00)	(9.1%)	800.00	
Rent - Facilities	39,150.00	36,150.00	3,000.00	8.3%	126,150.00	
Salaries	450,418.72	450,503.73	(85.01)	(0.0%)	1,803,919.72	
Security	40,145.55	37,450.00	2,695.55	7.2%	154,702.00	
Seminars	2,458.90	7,960.00	(5,501.10)	(69.1%)	272,849.00	

Special Events	0.00	1,545.00	(1,545.00)	(100.0%)	12,790.00	
Sponsors	13,749.28	2,250.00	11,499.28	511.1%	12,250.00	Due to unbudgeted sponsor costs - deparmental error
Supplies	9,019.24	12,610.80	(3,591.56)	(28.5%)	49,124.63	Generally due to timing of expenses to be incurred
Taxes	0.00	0.00	0.00	0.0%	5,600.00	
Telephone	7,645.68	9,055.00	(1,409.32)	(15.6%)	36,120.00	
Tours	4,868.38	4,477.00	391.38	8.7%	15,977.00	
Travel	40,687.49	37,660.00	3,027.49	8.0%	181,270.00	
Utilities	13,807.94	13,653.00	154.94	1.1%	54,612.00	
Volunteers	3,512.54	3,108.00	404.54	13.0%	12,048.00	
YN Seminar expenses	27.22	0.00	27.22	0.0%	0.00	
Total Expenses	1,264,443.84	1,373,020.28	(108,576.44)	(7.9%)	5,832,346.58	
Gross Operating Revenue (Expenses)	(202,954.86)	(173,752.16)	(29,193.70)	16.8%	92,819.42	
Gross Revenue (Expenses)	(437,690.28)	(173,752.16)	(263,938.12)	151.9%	92,819.42	
NON CASH ITEMS						
Depreciation	104,000.00	0.00	104,000.00	0.0%	0.00	
Net Revenue (Expenses)	(541,690.28)	(173,752.16)	(367,938.12)	211.8%	92,819.42	