

American Numismatic Association
ANA Consolidated
For the Nine Months Ending December 31, 2006

	YEAR TO DATE				Total	
	Actual	Budget	Variance	Var %	Budget	
REVENUE						
Advertising	\$493,179.66	\$482,000.00	\$11,179.66	2.32%	\$632,400.00	
Auction	618,184.98	467,000.00	151,184.98	32.37%	537,000.00	
Awards	2,584.50		2,584.50	0.00%		
Banquet	6,090.00	6,000.00	90.00	1.50%	6,000.00	
Book Replacement Charge	485.00	225.00	260.00	115.56%	300.00	
Bourse	746,063.50	708,125.00	37,938.50	5.36%	888,125.00	
Catalog-Museum	1,596.00	10,200.00	(8,604.00)	(84.35%)	13,600.00	Timing of catalogue production delayed
Conservation Center	37,502.03	37,499.00	3.03	0.01%	45,833.00	
Consultation	150.00	450.00	(300.00)	(66.67%)	600.00	
Consumer Awareness	800.00	375.00	425.00	113.33%	375.00	
Submission Center	94,750.33	94,563.00	187.33	0.20%	115,577.00	
Cash over (short)	48.51		48.51	0.00%		
Donations	186,696.06	202,210.84	(15,514.78)	(7.67%)	235,570.50	
Sponsors	191,046.00	293,050.00	(102,004.00)	(34.81%)	364,000.00	Revenue projections too aggressive for sponsorship income
Dues and Application	669,506.86	671,550.00	(2,043.14)	(0.30%)	900,335.00	
Educational Journal	5,675.48	14,542.00	(8,866.52)	(60.97%)	19,039.00	Revenue projects too aggressive for first year publication
Executive Donation		600,000.00	(600,000.00)	(100.00%)	800,000.00	Time necessary to focus on goals has been diluted and distracted; renewed
Executive Sponsors		150,000.00	(150,000.00)	(100.00%)	200,000.00	energy will be put toward fundraising/major sponsors in FY2008
Grants	21,500.00	21,840.00	(340.00)	(1.56%)	21,840.00	
Investment Earnings	331,208.34	19,360.00	311,848.34	1,610.79%	20,260.00	
Research Fees	711.55	1,215.00	(503.45)	(41.44%)	1,620.00	
License Fees	32,501.17	33,178.00	(676.83)	(2.04%)	39,540.00	
Mailings	24,800.91	20,360.00	4,440.91	21.81%	28,380.00	
Medals and Badges	15,206.31	25,000.00	(9,793.69)	(39.17%)	25,000.00	
Miscellaneous Income	13,141.68	2,000.00	11,141.68	557.08%	2,000.00	
Photography	1,180.00	4,500.00	(3,320.00)	(73.78%)	6,000.00	Needs stronger promotion to meet revenue projection
PNG Contribution	35,000.00	35,000.00		0.00%	35,000.00	
Program Convention	58,556.00	59,000.00	(444.00)	(0.75%)	82,500.00	
Rental Property	6,893.00	7,155.00	(262.00)	(3.66%)	9,540.00	
Rental Conference Room	500.00		500.00	0.00%		
Sales-General & Convention	35,553.41	45,500.00	(9,946.59)	(21.86%)	53,000.00	
Deaccession sales	50.00		50.00	0.00%		
Sales-Museum Store	54,132.90	71,500.00	(17,367.10)	(24.29%)	80,000.00	
Sales-Catalogue	164,782.29	220,500.00	(55,717.71)	(25.27%)	300,000.00	Due to delayed catalogue production
Seminars	239,930.86	353,828.00	(113,897.14)	(32.19%)	360,728.00	Some projected seminars not held thus revenue and expenses lower
Seminar-Numismatic Diploma	6,964.01	7,479.00	(514.99)	(6.89%)	9,972.00	
Subscriptions	3,810.20	3,600.00	210.20	5.84%	4,800.00	
Tours	14,216.95	17,042.00	(2,825.05)	(16.58%)	20,042.00	
Traveling Exhibit	3,872.00	5,800.00	(1,928.00)	(33.24%)	5,900.00	
Division Revenue Transfer	55,151.17	60,289.50	(5,138.33)	(8.52%)	60,289.50	
Total Revenue	4,174,021.66	4,751,936.34	(577,914.68)	(12.16%)	5,925,166.00	

EXPENSES

Advertising/Promotion	178,398.86	197,079.82	(18,680.96)	(9.48%)	246,487.00	
Advertising - Printed				0.00%		
Auction	1,500.00	4,760.00	(3,260.00)	(68.49%)	7,760.00	
Auto Expenses	432.80	738.00	(305.20)	(41.36%)	984.00	
Awards - Funded	3,653.60	5,804.50	(2,150.90)	(37.06%)	5,804.50	
Awards - Non-funded	12,678.76	19,209.75	(6,530.99)	(34.00%)	20,579.75	
Bad Debt Expense	583.86	900.00	(316.14)	(35.13%)	1,200.00	
Bank & Investment Fees	110,303.74	94,500.00	15,803.74	16.72%	126,000.00	
Book Purchases	3,284.00	11,063.00	(7,779.00)	(70.32%)	15,113.00	
Banquet	33,255.25	33,000.00	255.25	0.77%	33,000.00	
Bass Gallery	18,444.20	18,715.82	(271.62)	(1.45%)	23,734.98	
Bereavement	227.79	900.00	(672.21)	(74.69%)	1,200.00	
Bourse	106,318.73	105,236.00	1,082.73	1.03%	131,628.00	
Club Representative	1,174.11	6,910.00	(5,735.89)	(83.01%)	9,880.00	
Committee	7,501.10	7,373.00	128.10	1.74%	11,617.00	
Community Outreach		365.00	(365.00)	(100.00%)	365.00	
Computer Services	19,990.70	22,164.00	(2,173.30)	(9.81%)	27,152.00	
Contract Labor / Consultants / Profess	157,221.71	169,281.00	(12,059.29)	(7.12%)	221,400.00	
Consumer Awareness	390.00	896.00	(506.00)	(56.47%)	896.00	
Cost of Sales	109,486.20	138,390.00	(28,903.80)	(20.89%)	178,500.00	
Cost of Sales Indirect-Enterprise	3,620.34	5,400.00	(1,779.66)	(32.96%)	7,200.00	
Inventory Adjustments	250.52		250.52	0.00%		
Editorial	100.00		100.00	0.00%		
Educational Journal	11,283.79	19,061.00	(7,777.21)	(40.80%)	25,746.00	
Employee Benefits	324,804.68	373,900.00	(49,095.32)	(13.13%)	500,400.00	
Employee Retention	2,941.60	4,823.00	(1,881.40)	(39.01%)	5,879.00	
Equipment Maintenance	18,452.62	32,409.00	(13,956.38)	(43.06%)	42,937.00	
Equipment Rental	9,577.00	18,120.00	(8,543.00)	(47.15%)	18,120.00	
Exhibits	44,270.56	62,115.75	(17,845.19)	(28.73%)	65,150.00	
Fund Development	12,911.68	12,022.00	889.68	7.40%	14,232.00	
General Service Contractor	142,595.22	131,808.00	10,787.22	8.18%	195,708.00	Added expense for convention decorator
Gift Annuity	1,023.75	1,023.75		0.00%	1,365.00	
Insurance	51,031.93	59,715.00	(8,683.07)	(14.54%)	79,620.00	
Intern Program	9,661.25	23,832.00	(14,170.75)	(59.46%)	23,832.00	
Legal Fees	210,463.35	18,000.00	192,463.35	1,069.24%	24,000.00	Due to litigation needs (Accugrade, CSDC, trademark/license issues)
License & Fees	42,805.30	45,627.00	(2,821.70)	(6.18%)	47,375.00	
Life Member Expenses	4,345.61	6,056.00	(1,710.39)	(28.24%)	6,804.00	
Mailing	172,105.47	201,318.26	(29,212.79)	(14.51%)	265,569.00	
Medals and Badges	10,303.44	11,500.00	(1,196.56)	(10.40%)	11,500.00	
Membership Reception	10,158.16	7,300.00	2,858.16	39.15%	7,300.00	Unbudgeted membership appreciation day expenses for buses
Miscellaneous	7,876.92	2,253.00	5,623.92	249.62%	4,384.00	
National Coin Week		3,000.00	(3,000.00)	(100.00%)	3,000.00	
Numismatic Degree Program		200.00	(200.00)	(100.00%)	300.00	
Numismatic Diploma Program	248.00	337.50	(89.50)	(26.52%)	450.00	
Officers	2,504.62	9,000.00	(6,495.38)	(72.17%)	12,000.00	
President	5,730.10	11,250.00	(5,519.90)	(49.07%)	15,000.00	
Preservation	1,498.37	13,950.00	(12,451.63)	(89.26%)	18,600.00	
Printing & Publication	411,452.05	459,900.00	(48,447.95)	(10.53%)	583,555.00	
Professional Development	7,383.29	17,093.00	(9,709.71)	(56.81%)	24,132.00	
Program	15,882.63	19,100.00	(3,217.37)	(16.84%)	26,125.00	
Public Relations	125.00	550.00	(425.00)	(77.27%)	550.00	

Recruitment Expense	950.15	599.00	351.15	58.62%	800.00	
Rent - Facilities	80,400.00	85,650.00	(5,250.00)	(6.13%)	126,150.00	
Salaries	1,301,708.82	1,353,847.71	(52,138.89)	(3.85%)	1,803,919.70	
Security	126,702.50	119,118.00	7,584.50	6.37%	154,702.00	
Seminars	202,942.96	266,770.00	(63,827.04)	(23.93%)	272,849.00	
Special Events		11,206.00	(11,206.00)	(100.00%)	12,790.00	
Sponsors	52,264.64	9,750.00	42,514.64	436.05%	12,250.00	Expenses incurred for some unplanned sponsor opportunities
Supplies	27,087.13	36,529.83	(9,442.70)	(25.85%)	49,124.63	
Taxes				0.00%	5,600.00	
Telephone	23,364.82	27,065.00	(3,700.18)	(13.67%)	36,120.00	
Tours	15,291.14	12,977.00	2,314.14	17.83%	15,977.00	
Travel	125,192.58	139,916.00	(14,723.42)	(10.52%)	181,270.00	
Utilities	41,666.45	40,959.00	707.45	1.73%	54,612.00	
Volunteers	4,722.32	9,048.00	(4,325.68)	(47.81%)	12,048.00	
YN Seminar expenses	27.22		27.22	0.00%		
Division Expense Transfer	55,151.17		55,151.17	0.00%		Offset against division revenue transfer
Total Expenses	4,357,724.56	4,521,385.69	(163,661.13)	(3.62%)	5,832,346.56	
Gross Revenue (Expenses)	(183,702.90)	230,550.65	(414,253.55)	(179.68%)	92,819.44	
NON CASH ITEMS						
Depreciation	307,500.00		307,500.00	0.00%		
Unrealized Gains on Investments	(108,453.33)		(108,453.33)	0.00%		
Total Non Cash Items	199,046.67		199,046.67	0.00%		
Net Revenue (Expenses)	(382,749.57)	230,550.65	(613,300.22)	(260.75%)	92,819.44	