

ANA Consolidated Financials
Third Quarter - Ending December 2007

REVENUE					Total
	Actual	Budget	Variance	Var %	Budget
Advertising	\$455,432.55	\$535,667.00	(\$80,234.45)	(14.98%)	\$719,345.00
Advertising-Newstand Sales		\$15,052.50	(\$15,052.50)	(100.00%)	\$20,070.00
Auction	\$437,111.53	\$405,000.00	\$32,111.53	7.93%	\$540,000.00
Banquet	\$6,085.00	\$6,000.00	\$85.00	1.42%	\$6,000.00
Book Replacement Charge	\$1,090.00	\$450.00	\$640.00	142.22%	\$600.00
Bourse	\$539,019.00	\$533,900.00	\$5,119.00	0.96%	\$735,100.00
Catalog-Museum	\$3,224.54	\$9,300.00	(\$6,075.46)	(65.33%)	\$9,900.00
Conservation Center	\$8,333.34	\$8,332.00	\$1.34	0.02%	\$8,332.00
Consumer Awareness	\$525.00	\$500.00	\$25.00	5.00%	\$650.00
Submission Center	\$196,316.34	\$161,014.00	\$35,302.34	21.93%	\$221,014.00
Cash over (short)	\$144.23		\$144.23	0.00%	
Donations	\$218,629.74	\$283,424.97	(\$64,795.23)	(22.86%)	\$356,549.96
Sponsors	\$104,199.88	\$275,000.00	(\$170,800.12)	(62.11%)	\$385,000.00
Dues and Application	\$681,597.59	\$698,788.41	(\$17,190.82)	(2.46%)	\$940,616.26
Educational Journal	\$3,928.80	\$21,859.00	(\$17,930.20)	(82.03%)	\$29,255.25
FIDEM Fees	\$71,363.55	\$100,000.00	(\$28,636.45)	(28.64%)	\$100,000.00
Grants		\$73,550.00	(\$73,550.00)	(100.00%)	\$98,550.00
Interest Earned	\$29,071.72	\$19,360.00	\$9,711.72	50.16%	\$20,260.00
Research Fees	\$862.81	\$900.00	(\$37.19)	(4.13%)	\$1,200.00
License Fees	\$48,339.76	\$58,000.00	(\$9,660.24)	(16.66%)	\$71,800.00
Mailings	\$28,115.18	\$16,750.00	\$11,365.18	67.85%	\$21,550.00
Medals and Badges	\$24,903.70	\$20,395.00	\$4,508.70	22.11%	\$20,395.00
Miscellaneous Income	\$9,392.09	\$2,310.03	\$7,082.06	306.58%	\$3,080.04
Photography	\$700.00	\$824.94	(\$124.94)	(15.15%)	\$1,099.92
PNG Contribution	\$37,855.00	\$35,000.00	\$2,855.00	8.16%	\$35,000.00
Program Convention	\$30,648.00	\$37,850.00	(\$7,202.00)	(19.03%)	\$60,850.00
Rebates - Hotel		\$1,000.00	(\$1,000.00)	(100.00%)	\$1,000.00
Rental Property	\$6,754.00	\$6,885.00	(\$131.00)	(1.90%)	\$9,180.00
Sales-General & Convention	\$82,457.06	\$79,000.00	\$3,457.06	4.38%	\$84,000.00
Deaccession sales	\$44.55		\$44.55	0.00%	
Sales-Museum Store	\$50,080.07	\$55,000.00	(\$4,919.93)	(8.95%)	\$64,200.00
Sales-Catalogue	\$188,619.00	\$307,000.00	(\$118,381.00)	(38.56%)	\$397,500.00
Seminars	\$224,733.14	\$357,550.00	(\$132,816.86)	(37.15%)	\$399,330.00
Seminar-Numismatic Diploma	\$10,211.00	\$7,500.00	\$2,711.00	36.15%	\$9,975.00
Special Events		\$5,000.00	(\$5,000.00)	(100.00%)	\$96,000.00
Subscriptions	\$3,884.90	\$3,816.00	\$68.90	1.81%	\$5,088.00
Tours	\$10,392.00	\$74,875.00	(\$64,483.00)	(86.12%)	\$87,825.00
Traveling Exhibit	\$7,685.00	\$23,193.72	(\$15,508.72)	(66.87%)	\$30,924.96
Division Revenue Transfer	\$94,488.96	\$142,219.00	(\$47,730.04)	(33.56%)	\$155,041.00
Total Revenue	\$3,616,239.03	\$4,382,266.57	(\$766,027.54)	(17.48%)	\$5,746,281.39

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EXPENSES					Total
	Actual	Budget	Variance	Var %	Budget
Cost of Acquisition	\$75.00		\$75.00	0.00%	
Advertising/Promotion	\$153,987.98	\$175,413.26	(\$21,425.28)	(12.21%)	\$233,841.29
Auction	\$500.00	\$1,200.00	(\$700.00)	(58.33%)	\$2,060.00
Auto Expenses	\$349.17	\$567.00	(\$217.83)	(38.42%)	\$756.00
Awards - Funded	\$3,829.53	\$5,100.00	(\$1,270.47)	(24.91%)	\$5,100.00
Awards - Non-funded	\$19,254.44	\$45,000.00	(\$25,745.56)	(57.21%)	\$45,000.00
Bad Debt Expense	\$862.87	\$900.00	(\$37.13)	(4.13%)	\$1,200.00
Bank & Investment Fees	\$115,393.32	\$94,500.00	\$20,893.32	22.11%	\$126,000.00
Book Purchases	\$1,871.00	\$9,000.00	(\$7,129.00)	(79.21%)	\$12,000.00
Banquet	\$28,412.74	\$45,100.00	(\$16,687.26)	(37.00%)	\$45,100.00
Bass Gallery	\$14,827.73	\$18,071.26	(\$3,243.53)	(17.95%)	\$22,720.00
Bereavement	\$319.85	\$900.00	(\$580.15)	(64.46%)	\$1,200.00
Bourse	\$72,683.40	\$78,256.00	(\$5,572.60)	(7.12%)	\$114,323.00
Club Representative	\$2,800.02	\$6,350.00	(\$3,549.98)	(55.91%)	\$8,150.00
Committee	\$11,781.83	\$8,125.00	\$3,656.83	45.01%	\$11,440.00
Computer Services	\$17,956.35	\$32,146.02	(\$14,189.67)	(44.14%)	\$45,861.36
Contract Labor / Consultants / Professional	\$157,823.39	\$220,879.40	(\$63,056.01)	(28.55%)	\$275,768.40
Consumer Awareness	\$445.00	\$1,400.00	(\$955.00)	(68.21%)	\$1,400.00
Cost of Sales	\$135,924.02	\$161,280.00	(\$25,355.98)	(15.72%)	\$205,254.00
Cost of Sales Indirect-Enterprise	\$9,897.21	\$12,870.00	(\$2,972.79)	(23.10%)	\$17,160.00
Inventory Adjustments	\$23.50		\$23.50	0.00%	
Educational Outreach	\$22.40		\$22.40	0.00%	
Educational Journal	\$3,696.34	\$16,161.00	(\$12,464.66)	(77.13%)	\$21,808.00
Election	\$49,511.26	\$25,000.00	\$24,511.26	98.05%	\$25,000.00
Employee Benefits	\$392,733.27	\$411,689.41	(\$18,956.14)	(4.60%)	\$548,919.22
Employee Retention	\$2,091.08	\$4,823.00	(\$2,731.92)	(56.64%)	\$5,879.00
Equipment Maintenance	\$26,138.76	\$28,343.00	(\$2,204.24)	(7.78%)	\$37,030.00
Equipment Rental		\$22,050.00	(\$22,050.00)	(100.00%)	\$22,050.00
Exhibits	\$50,590.62	\$60,710.50	(\$10,119.88)	(16.67%)	\$68,318.00
Fund Development	\$14,900.92	\$9,372.00	\$5,528.92	58.99%	\$12,997.00
General Service Contractor	\$109,291.00	\$115,978.00	(\$6,687.00)	(5.77%)	\$175,978.00
Gift Annuity	\$1,023.75	\$1,023.75		0.00%	\$1,365.00
Insurance	\$45,859.69	\$55,705.50	(\$9,845.81)	(17.67%)	\$74,274.00
Intern Program	\$1,856.50	\$33,111.00	(\$31,254.50)	(94.39%)	\$33,111.00
Legal Fees	\$408,790.65	\$105,000.03	\$303,790.62	289.32%	\$140,000.04
License & Fees	\$39,908.02	\$46,576.00	(\$6,667.98)	(14.32%)	\$48,574.00
Life Member Expenses	\$9,870.99	\$9,580.00	\$290.99	3.04%	\$11,800.00
Mailing	\$235,981.86	\$243,331.75	(\$7,349.89)	(3.02%)	\$310,082.00
Medals and Badges	\$29,838.43	\$25,431.00	\$4,407.43	17.33%	\$25,431.00
Membership Reception	\$2,710.69	\$2,800.00	(\$89.31)	(3.19%)	\$2,800.00
Miscellaneous	\$1,745.17	\$2,253.00	(\$507.83)	(22.54%)	\$4,384.00

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National Coin Week	\$3,116.95	\$5,000.00	(\$1,883.05)	(37.66%)	\$5,000.00
Numismatic Diploma Program		\$20,700.00	(\$20,700.00)	(100.00%)	\$20,700.00
Officers	\$729.37	\$9,000.00	(\$8,270.63)	(91.90%)	\$12,000.00
President	\$7,817.93	\$11,250.00	(\$3,432.07)	(30.51%)	\$15,000.00
Preservation		\$4,500.00	(\$4,500.00)	(100.00%)	\$6,000.00
Printing & Publication	\$502,366.45	\$597,243.75	(\$94,877.30)	(15.89%)	\$744,869.00
Professional Development	\$11,453.11	\$31,318.25	(\$19,865.14)	(63.43%)	\$38,121.00
Program	\$10,772.35	\$11,325.00	(\$552.65)	(4.88%)	\$17,125.00
Recruitment Expense	\$2,396.15	\$599.00	\$1,797.15	300.03%	\$900.00
Rent - Facilities	\$40,000.00	\$41,977.00	(\$1,977.00)	(4.71%)	\$57,277.00
Salaries	\$1,342,537.36	\$1,460,596.14	(\$118,058.78)	(8.08%)	\$1,946,128.19
Security	\$96,258.24	\$94,279.00	\$1,979.24	2.10%	\$132,960.00
Seminars	\$256,404.91	\$234,025.00	\$22,379.91	9.56%	\$258,612.00
Special Events	\$358.56	\$5,608.00	(\$5,249.44)	(93.61%)	\$36,098.00
Sponsors	\$30,610.31	\$66,030.00	(\$35,419.69)	(53.64%)	\$84,010.00
Supplies	\$44,842.45	\$37,357.94	\$7,484.51	20.03%	\$48,473.92
Taxes				0.00%	\$5,550.00
Telephone	\$20,182.67	\$25,715.00	(\$5,532.33)	(21.51%)	\$34,455.00
Tours	\$64,631.93	\$73,087.00	(\$8,455.07)	(11.57%)	\$85,087.00
Travel	\$114,358.42	\$153,073.00	(\$38,714.58)	(25.29%)	\$203,034.00
Treasure Trivia		\$500.00	(\$500.00)	(100.00%)	\$1,000.00
Utilities	\$42,374.13	\$43,704.00	(\$1,329.87)	(3.04%)	\$58,272.00
Volunteers	\$5,534.45	\$4,948.00	\$586.45	11.85%	\$7,203.00
Division Expense Transfer	\$94,488.96		\$94,488.96	0.00%	
Total Expenses	\$4,866,814.45	\$5,067,832.96	(\$201,018.51)	(3.97%)	\$6,562,009.42
Gross Revenue (Expenses)	(\$1,250,575.42)	(\$685,566.39)	(\$565,009.03)	82.41%	(\$815,728.03)
NON CASH ITEMS					
Depreciation	\$294,000.00		\$294,000.00	0.00%	
Interest and Dividends	(\$258,095.97)		(\$258,095.97)	0.00%	
Unrealized Gains on Investments	(\$313,065.37)		(\$313,065.37)	0.00%	
Total Non Cash Items	(\$277,161.34)		(\$277,161.34)	0.00%	
Net Revenue (Expenses)	(\$973,414.08)	(\$685,566.39)	(\$287,847.69)	41.99%	(\$815,728.03)