

American Numismatic Association
First Quarter Ended January 31, 2012

	YEAR TO DATE		
	Actual	Budget	Variance
REVENUE			
Admissions-Convention & Museum	\$2,500.00	\$2,625.00	(125.00)
Advertising-Sponsorships	98,875.59	108,275.00	(9,399.41)
Bourse	2,803.00		2,803.00
Submission Center	87,500.02	87,499.98	0.04
Donations	45,578.67	47,705.00	(2,126.33)
Dues	219,176.71	226,667.00	(7,490.29)
Sales-Catalog, Store, General	5,487.51	9,213.00	(3,725.49)
Seminars	25.00	480.00	(455.00)
Other Revenue	55,267.71	52,542.99	2,724.72
Division Revenue Transfer	93,618.18	110,283.99	(16,665.81)
Total Revenue	610,832.39	645,291.96	(34,459.57)
EXPENSES			
Advertising/Promotion	5,873.08	19,419.00	(13,545.92)
Convention/Bourse	(185.00)		(185.00)
Contract Labor / Consultants / Professionals	60,462.15	58,850.00	1,612.15
Cost of Sales	2,413.52	4,320.90	(1,907.38)
Exhibits	25.00	1,680.34	(1,655.34)
General and Administrative Expenses	151,062.68	199,983.94	(48,921.26)
General Service Contractor			-
Legal Fees	28,239.35	32,825.00	(4,585.65)
Mailing	53,049.33	55,987.25	(2,937.92)
Printing & Publication	72,949.25	93,350.00	(20,400.75)
Rent - Convention Centers			-
Salaries and Benefits	500,313.95	566,127.03	(65,813.08)
Security	21,069.05	18,136.00	2,933.05
Seminars	1,546.74	480.00	1,066.74
Supplies	8,759.39	13,562.75	(4,803.36)
Travel	14,878.95	23,677.00	(8,798.05)
Total Expenses	920,457.44	1,088,399.21	(167,941.77)
Surplus/Deficit from Operations	(309,625.05)	(443,107.31)	133,482.20
Other Non Cash Items	69,000.00		69,000.00
Funds - Deferred Division 2	(11,943.73)		(11,943.73)
Net Economic Benefit	(390,568.78)	(443,107.31)	52,538.47