

American Numismatic Association
Second Quarter Ended April 30, 2012

	YEAR TO DATE		
	Actual	Budget	Variance
REVENUE			
Admissions-Convention & Museum	\$5,549.00	\$5,375.00	174.00
Advertising-Sponsorships	193,649.84	224,150.00	(30,500.16)
Bourse	12,506.73		12,506.73
Submission Center	53,704.13	66,638.00	(12,933.87)
Donations	435,131.20	456,668.00	(21,536.80)
Dues	137,822.57	142,355.98	(4,533.41)
Sales-Catalog, Store, General	13,464.00	19,451.00	(5,987.00)
Seminars	25.00	480.00	(455.00)
Other Revenue	175,000.02	174,999.96	0.06
Division Revenue Transfer	220,549.75	230,267.98	(9,718.23)
Total Revenue	1,247,402.24	1,320,385.92	(72,983.68)
EXPENSES			
Advertising/Promotion	11,661.60	33,490.00	(21,828.40)
Convention/Bourse	(285.00)		(285.00)
Contract Labor / Consultants / Professional	138,031.41	101,638.00	36,393.41
Cost of Sales	7,985.99	9,077.50	(1,091.51)
Exhibits	13,492.05	26,711.02	(13,218.97)
General and Administrative Expenses	263,800.61	315,042.20	(51,241.59)
General Service Contractor			-
Legal Fees	54,623.81	68,300.00	(13,676.19)
Mailing	98,396.64	107,824.50	(9,427.86)
Printing & Publication	139,030.27	178,650.00	(39,619.73)
Rent - Convention Centers			-
Salaries and Benefits	1,001,132.55	1,129,401.07	(128,268.52)
Security	37,452.06	36,271.00	1,181.06
Seminars	1,972.34	480.00	1,492.34
Supplies	19,431.79	27,051.50	(7,619.71)
Travel	24,155.50	27,889.00	(3,733.50)
Total Expenses	1,810,881.62	2,061,825.79	(250,944.17)
Surplus/Deficit from Operations	(563,479.38)	(741,439.87)	177,960.49
Other Non Cash Items	138,000.00		138,000.00
Funds - Deferred Division 2	256,110.83		256,110.83
Net Economic Benefit	(445,368.55)	(741,439.87)	296,071.32