

American Numismatic Association
Third Quarter Ended July 30, 2012

	YEAR TO DATE		
	Actual	Budget	Variance
REVENUE			
Admissions-Convention & Museum	\$17,967.00	\$25,375.00	(7,408.00)
Advertising-Sponsorships	332,425.14	340,025.00	(7,599.86)
Bourse	334,227.44	376,055.00	(41,827.56)
Submission Center	229,166.69	229,166.62	0.07
Donations	63,711.67	88,671.00	(24,959.33)
Dues	645,140.24	686,669.00	(41,528.76)
Sales-Catalog, Store, General	43,591.90	39,855.00	3,736.90
Seminars	230,999.51	265,498.00	(34,498.49)
Other Revenue	155,186.04	225,024.97	(69,838.93)
Division Revenue Transfer	460,717.88	476,723.97	(16,006.09)
Total Revenue	2,513,133.51	2,753,063.56	(239,930.05)
EXPENSES			
Advertising/Promotion	50,732.32	72,349.00	(21,616.68)
Convention/Bourse	50,137.01	126,535.00	(76,397.99)
Contract Labor / Consultants / Professionals	185,448.26	145,664.00	39,784.26
Cost of Sales	20,073.93	14,940.00	5,133.93
Exhibits	47,291.70	59,320.85	(12,029.15)
General and Administrative Expenses	433,985.97	473,927.00	(39,941.03)
General Service Contractor	78,747.68	91,000.00	(12,252.32)
Legal Fees	91,562.81	103,775.00	(12,212.19)
Mailing	134,953.13	163,194.25	(28,241.12)
Printing & Publication	208,317.54	265,100.00	(56,782.46)
Rent - Convention Centers	35,000.00	35,000.00	-
Salaries and Benefits	1,480,407.25	1,686,875.10	(206,467.85)
Security	86,468.05	94,194.00	(7,725.95)
Seminars	263,585.69	185,344.00	78,241.69
Supplies	27,598.79	41,340.25	(13,741.46)
Travel	64,578.57	126,859.00	(62,280.43)
Total Expenses	3,258,888.70	3,685,417.45	(426,528.75)
Surplus/Deficit from Operations	(745,755.19)	(932,353.89)	186,598.70
Other Non Cash Items	212,000.00		212,000.00
Funds - Deferred Division 2	63,723.32		63,723.32
Net Economic Benefit	(894,031.87)	(932,353.89)	38,322.02