

ANA Consolidated Financials
First Quarter - Ending June 30, 2007

REVENUE	Total				
	Actual	Budget	Variance	Var %	Budget
Advertising	152,203.80	178,123.00	(25,919.20)	(14.55%)	719,345.00
Advertising-Newstand Sales		5,017.50	(5,017.50)	(100.00%)	20,070.00
Auction	12,756.02		12,756.02	0.00%	540,000.00
Banquet				0.00%	6,000.00
Book Replacement Charge		150.00	(150.00)	(100.00%)	600.00
Bourse	(36.00)		(36.00)	0.00%	735,100.00
Catalog-Museum		5,600.00	(5,600.00)	(100.00%)	9,900.00
Conservation Center	8,333.34	8,332.00	1.34	0.02%	8,332.00
Consumer Awareness	300.00	100.00	200.00	200.00%	650.00
Submission Center	46,816.33	41,014.00	5,802.33	14.15%	221,014.00
Cash over (short)	(40.05)		(40.05)	0.00%	
Donations	50,512.83	61,624.99	(11,112.16)	(18.03%)	356,549.96
Sponsors	(0.01)	21,000.00	(21,000.01)	(100.00%)	385,000.00
Dues and Application	224,884.34	227,329.61	(2,445.27)	(1.08%)	940,616.26
Educational Journal	2,383.00	16,111.50	(13,728.50)	(85.21%)	29,255.25
FIDEM Fees				0.00%	100,000.00
Grants		19,550.00	(19,550.00)	(100.00%)	98,550.00
Interest Earned	443.45	900.00	(456.55)	(50.73%)	20,260.00
Research Fees	292.55	300.00	(7.45)	(2.48%)	1,200.00
License Fees	10,202.03	21,500.00	(11,297.97)	(52.55%)	71,800.00
Mailings	11,746.00	5,650.00	6,096.00	107.89%	21,550.00
Medals and Badges	191.00		191.00	0.00%	20,395.00
Miscellaneous Income	1,895.15	770.01	1,125.14	146.12%	3,080.04
Photography	135.00	274.98	(139.98)	(50.91%)	1,099.92
PNG Contribution				0.00%	35,000.00
Program Convention				0.00%	60,850.00
Rebates - Hotel				0.00%	1,000.00
Rental Property	2,183.00	2,295.00	(112.00)	(4.88%)	9,180.00
Sales-General & Convention	2,848.29	53,000.00	(50,151.71)	(94.63%)	84,000.00
Deaccession sales	14.85		14.85	0.00%	
Sales-Museum Store	16,861.93	18,500.00	(1,638.07)	(8.85%)	64,200.00
Sales-Catalogue	77,253.29	111,000.00	(33,746.71)	(30.40%)	397,500.00
Seminars		18,130.00	(18,130.00)	(100.00%)	399,330.00
Seminar-Numismatic Diploma	3,990.00	2,550.00	1,440.00	56.47%	9,975.00
Special Events				0.00%	96,000.00
Subscriptions	1,293.00	1,272.00	21.00	1.65%	5,088.00
Tours				0.00%	87,825.00
Traveling Exhibit	7,300.00	7,731.24	(431.24)	(5.58%)	30,924.96
Division Revenue Transfer	2,148.60	10,962.00	(8,813.40)	(80.40%)	155,041.00
Total Revenue	636,911.74	838,787.83	(201,876.09)	(24.07%)	5,746,281.39

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EXPENSES	Total			
	Actual	Budget	Variance	Var %
Cost of Acquisition	\$75.00		\$75.00	0.00%
Advertising/Promotion	\$22,327.15	\$72,857.69	(\$50,530.54)	(69.36%)
Auction				0.00%
Auto Expenses	\$50.00	\$189.00	(\$139.00)	(73.54%)
Awards - Funded	\$217.05		\$217.05	0.00%
Awards - Non-funded	\$567.40		\$567.40	0.00%
Bad Debt Expense		\$300.00	(\$300.00)	(100.00%)
Bank & Investment Fees	\$43,238.82	\$31,500.00	\$11,738.82	37.27%
Book Purchases	\$35.00	\$3,000.00	(\$2,965.00)	(98.83%)
Banquet				0.00%
Bass Gallery	\$4,387.50	\$4,648.74	(\$261.24)	(5.62%)
Bereavement	\$92.95	\$300.00	(\$207.05)	(69.02%)
Bourse	(\$243.31)		(\$243.31)	0.00%
Club Representative	\$467.23	\$1,350.00	(\$882.77)	(65.39%)
Committee				0.00%
Computer Services	\$4,759.87	\$10,715.34	(\$5,955.47)	(55.58%)
Contract Labor / Consultants / Profess	\$109,155.06	\$100,398.20	\$8,756.86	8.72%
Consumer Awareness	\$445.50	\$1,150.00	(\$704.50)	(61.26%)
Cost of Sales	\$39,600.86	\$54,390.00	(\$14,789.14)	(27.19%)
Cost of Sales Indirect-Enterprise	\$5,145.71	\$4,290.00	\$855.71	19.95%
Inventory Adjustments	\$23.50		\$23.50	0.00%
Educational Outreach	\$128.80		\$128.80	0.00%
Educational Journal		\$10,659.00	(\$10,659.00)	(100.00%)
Election	\$17,809.79		\$17,809.79	0.00%
Employee Benefits	\$135,390.62	\$137,229.80	(\$1,839.18)	(1.34%)
Employee Retention	\$895.06	\$1,059.00	(\$163.94)	(15.48%)
Equipment Maintenance	\$7,628.06	\$10,885.00	(\$3,256.94)	(29.92%)
Equipment Rental				0.00%
Exhibits	\$17,464.77	\$16,792.50	\$672.27	4.00%
Fund Development	\$1,645.13	\$624.00	\$1,021.13	163.64%
General Service Contractor				0.00%
Gift Annuity	\$341.25	\$341.25		0.00%
Insurance	\$16,265.53	\$18,568.50	(\$2,302.97)	(12.40%)
Intern Program	\$328.60	\$4,366.00	(\$4,037.40)	(92.47%)
Legal Fees	\$151,836.42	\$35,000.01	\$116,836.41	333.82%
License & Fees	\$400.00	\$2,306.00	(\$1,906.00)	(82.65%)
Life Member Expenses	\$90.50	\$2,230.00	(\$2,139.50)	(95.94%)
Mailing	\$70,525.29	\$95,931.25	(\$25,405.96)	(26.48%)
Medals and Badges				0.00%
Membership Reception				0.00%
Miscellaneous	\$5.35	\$753.00	(\$747.65)	(99.29%)
National Coin Week	\$2,571.95	\$5,000.00	(\$2,428.05)	(48.56%)
Numismatic Diploma Program		\$1,200.00	(\$1,200.00)	(100.00%)

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EXPENSES					Total
	Actual	Budget	Variance	Var %	Budget
Officers	\$370.53	\$3,000.00	(\$2,629.47)	(87.65%)	\$12,000.00
President	\$1,470.66	\$3,750.00	(\$2,279.34)	(60.78%)	\$15,000.00
Preservation		\$1,500.00	(\$1,500.00)	(100.00%)	\$6,000.00
Printing & Publication	\$164,000.29	\$235,245.25	(\$71,244.96)	(30.29%)	\$744,869.00
Professional Development	\$8,707.46	\$13,676.75	(\$4,969.29)	(36.33%)	\$38,121.00
Program				0.00%	\$17,125.00
Recruitment Expense	\$330.15	\$198.00	\$132.15	66.74%	\$900.00
Rent - Facilities				0.00%	\$57,277.00
Salaries	\$461,478.40	\$486,332.05	(\$24,853.65)	(5.11%)	\$1,946,128.19
Security	\$10,858.16	\$12,517.00	(\$1,658.84)	(13.25%)	\$132,960.00
Seminars	\$4,615.41	\$7,482.00	(\$2,866.59)	(38.31%)	\$258,612.00
Special Events				0.00%	\$36,098.00
Sponsors		\$6,200.00	(\$6,200.00)	(100.00%)	\$84,010.00
Supplies	\$9,816.85	\$13,356.98	(\$3,540.13)	(26.50%)	\$48,473.92
Taxes				0.00%	\$5,550.00
Telephone	\$6,736.51	\$8,460.00	(\$1,723.49)	(20.37%)	\$34,455.00
Tours				0.00%	\$85,087.00
Travel	\$22,548.71	\$17,141.00	\$5,407.71	31.55%	\$203,034.00
Treasure Trivia				0.00%	\$1,000.00
Utilities	\$14,245.30	\$14,568.00	(\$322.70)	(2.22%)	\$58,272.00
Volunteers	(\$55.82)		(\$55.82)	0.00%	\$7,203.00
Division Expense Transfer	\$2,148.60		\$2,148.60	0.00%	
Total Expenses	\$1,360,943.62	\$1,451,461.31	(\$90,517.69)	(6.24%)	\$6,562,009.42
Gross Revenue (Expenses)	(\$724,031.88)	(\$612,673.48)	(\$111,358.40)	18.18%	(\$815,728.03)
NON CASH ITEMS					
Depreciation	\$90,000.00		\$90,000.00	0.00%	
Interest and Dividends	(\$44,508.60)		(\$44,508.60)	0.00%	
Unrealized Gains on Investments	(\$189,614.70)		(\$189,614.70)	0.00%	
Total Non Cash Items	(\$144,123.30)		(\$144,123.30)	0.00%	
Net Revenue (Expenses)	(\$579,908.58)	(\$612,673.48)	\$32,764.90	(5.35%)	(\$815,728.03)