

ANA Consolidated Financials
Second Quarter - Ending September 2007

REVENUE	Total				
	Actual	Budget	Variance	Var %	Budget
Advertising	\$310,403.42	\$356,894.00	(\$46,490.58)	(13.03%)	\$719,345.00
Advertising-Newstand Sales		\$10,035.00	(\$10,035.00)	(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	\$1,060.00	\$300.00	\$760.00	253.33%	\$600.00
Bourse	\$539,809.00	\$533,900.00	\$5,909.00	1.11%	\$735,100.00
Catalog-Museum	\$1,913.32	\$8,700.00	(\$6,786.68)	(78.01%)	\$9,900.00
Conservation Center	\$8,333.34	\$8,332.00	\$1.34	0.02%	\$8,332.00
Consumer Awareness	\$400.00	\$425.00	(\$25.00)	(5.88%)	\$650.00
Submission Center	\$121,566.33	\$101,014.00	\$20,552.33	20.35%	\$221,014.00
Cash over (short)	\$107.70		\$107.70	0.00%	
Donations	\$143,799.65	\$156,699.98	(\$12,900.33)	(8.23%)	\$356,549.96
Sponsors	\$107,599.95	\$204,000.00	(\$96,400.05)	(47.25%)	\$385,000.00
Dues and Application	\$451,373.17	\$460,078.20	(\$8,705.03)	(1.89%)	\$940,616.26
Educational Journal	\$3,906.85	\$16,111.50	(\$12,204.65)	(75.75%)	\$29,255.25
FIDEM Fees	\$71,380.55	\$100,000.00	(\$28,619.45)	(28.62%)	\$100,000.00
Grants		\$44,550.00	(\$44,550.00)	(100.00%)	\$98,550.00
Interest Earned	\$27,436.80	\$18,000.00	\$9,436.80	52.43%	\$20,260.00
Research Fees	\$711.20	\$600.00	\$111.20	18.53%	\$1,200.00
License Fees	\$36,421.86	\$38,200.00	(\$1,778.14)	(4.65%)	\$71,800.00
Mailings	\$18,447.28	\$10,700.00	\$7,747.28	72.40%	\$21,550.00
Medals and Badges	\$24,908.70	\$20,395.00	\$4,513.70	22.13%	\$20,395.00
Miscellaneous Income	\$6,432.56	\$1,540.02	\$4,892.54	317.69%	\$3,080.04
Photography	\$335.00	\$549.96	(\$214.96)	(39.09%)	\$1,099.92
PNG Contribution	\$37,855.00	\$35,000.00	\$2,855.00	8.16%	\$35,000.00
Program Convention	\$30,898.00	\$37,850.00	(\$6,952.00)	(18.37%)	\$60,850.00
Rebates - Hotel		\$1,000.00	(\$1,000.00)	(100.00%)	\$1,000.00
Rental Property	\$4,356.00	\$4,590.00	(\$234.00)	(5.10%)	\$9,180.00
Sales-General & Convention	\$82,457.06	\$79,000.00	\$3,457.06	4.38%	\$84,000.00
Deaccession sales	\$39.60		\$39.60	0.00%	
Sales-Museum Store	\$39,148.69	\$45,000.00	(\$5,851.31)	(13.00%)	\$64,200.00
Sales-Catalogue	\$113,830.02	\$185,000.00	(\$71,169.98)	(38.47%)	\$397,500.00
Seminars	\$221,060.50	\$325,520.00	(\$104,459.50)	(32.09%)	\$399,330.00
Seminar-Numismatic Diploma	\$7,381.50	\$5,025.00	\$2,356.50	46.90%	\$9,975.00
Special Events		\$5,000.00	(\$5,000.00)	(100.00%)	\$96,000.00
Subscriptions	\$2,587.90	\$2,544.00	\$43.90	1.73%	\$5,088.00
Tours	\$10,166.00	\$74,875.00	(\$64,709.00)	(86.42%)	\$87,825.00
Traveling Exhibit	\$7,300.00	\$15,462.48	(\$8,162.48)	(52.79%)	\$30,924.96
Division Revenue Transfer	\$75,173.35	\$135,906.00	(\$60,732.65)	(44.69%)	\$155,041.00
Total Revenue	\$2,951,796.83	\$3,453,797.14	(\$502,000.31)	(14.53%)	\$5,746,281.39

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EXPENSES	Actual	Budget	Variance	Var %	Total Budget
Cost of Acquisition	\$75.00		\$75.00	0.00%	
Advertising/Promotion	\$140,543.34	\$158,877.05	(\$18,333.71)	(11.54%)	\$233,841.29
Auction	\$500.00	\$1,200.00	(\$700.00)	(58.33%)	\$2,060.00
Auto Expenses	\$240.67	\$378.00	(\$137.33)	(36.33%)	\$756.00
Awards - Funded	\$3,524.25	\$5,100.00	(\$1,575.75)	(30.90%)	\$5,100.00
Awards - Non-funded	\$19,233.44	\$45,000.00	(\$25,766.56)	(57.26%)	\$45,000.00
Bad Debt Expense	\$22.66	\$600.00	(\$577.34)	(96.22%)	\$1,200.00
Bank & Investment Fees	\$83,764.23	\$63,000.00	\$20,764.23	32.96%	\$126,000.00
Book Purchases	\$475.00	\$6,000.00	(\$5,525.00)	(92.08%)	\$12,000.00
Banquet	\$39,061.92	\$45,100.00	(\$6,038.08)	(13.39%)	\$45,100.00
Bass Gallery	\$10,364.26	\$9,297.48	\$1,066.78	11.47%	\$22,720.00
Bereavement	\$163.90	\$600.00	(\$436.10)	(72.68%)	\$1,200.00
Bourse	\$84,183.70	\$78,256.00	\$5,927.70	7.57%	\$114,323.00
Club Representative	\$1,510.36	\$4,850.00	(\$3,339.64)	(68.86%)	\$8,150.00
Committee	\$11,954.02	\$8,125.00	\$3,829.02	47.13%	\$11,440.00
Computer Services	\$13,830.02	\$21,430.68	(\$7,600.66)	(35.47%)	\$45,861.36
Contract Labor / Consultants / Profess	\$133,761.81	\$174,372.40	(\$40,610.59)	(23.29%)	\$275,768.40
Consumer Awareness	\$445.50	\$1,150.00	(\$704.50)	(61.26%)	\$1,400.00
Cost of Sales	\$81,230.31	\$105,840.00	(\$24,609.69)	(23.25%)	\$205,254.00
Cost of Sales Indirect-Enterprise	\$6,153.45	\$8,580.00	(\$2,426.55)	(28.28%)	\$17,160.00
Inventory Adjustments	\$23.50		\$23.50	0.00%	
Educational Outreach	\$22.40		\$22.40	0.00%	
Educational Journal	\$3,696.34	\$10,659.00	(\$6,962.66)	(65.32%)	\$21,808.00
Election	\$49,511.26	\$25,000.00	\$24,511.26	98.05%	\$25,000.00
Employee Benefits	\$266,091.82	\$274,459.61	(\$8,367.79)	(3.05%)	\$548,919.22
Employee Retention	\$963.29	\$2,118.00	(\$1,154.71)	(54.52%)	\$5,879.00
Equipment Maintenance	\$15,107.99	\$19,214.00	(\$4,106.01)	(21.37%)	\$37,030.00
Equipment Rental	\$6,500.00	\$22,050.00	(\$15,550.00)	(70.52%)	\$22,050.00
Exhibits	\$50,278.80	\$58,178.00	(\$7,899.20)	(13.58%)	\$68,318.00
Fund Development	\$13,180.75	\$6,248.00	\$6,932.75	110.96%	\$12,997.00
General Service Contractor	\$109,291.00	\$115,978.00	(\$6,687.00)	(5.77%)	\$175,978.00
Gift Annuity	\$682.50	\$682.50		0.00%	\$1,365.00
Insurance	\$31,360.58	\$37,137.00	(\$5,776.42)	(15.55%)	\$74,274.00
Intern Program	\$2,493.66	\$32,487.00	(\$29,993.34)	(92.32%)	\$33,111.00
Legal Fees	\$275,056.16	\$70,000.02	\$205,056.14	292.94%	\$140,000.04
License & Fees	\$2,409.00	\$7,607.00	(\$5,198.00)	(68.33%)	\$48,574.00
Life Member Expenses	\$7,265.56	\$7,350.00	(\$84.44)	(1.15%)	\$11,800.00
Mailing	\$158,801.73	\$165,590.50	(\$6,788.77)	(4.10%)	\$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	\$1,659.77	\$1,504.00	\$155.77	10.36%	\$4,384.00
National Coin Week	\$3,116.95	\$5,000.00	(\$1,883.05)	(37.66%)	\$5,000.00
Numismatic Diploma Program		\$14,700.00	(\$14,700.00)	(100.00%)	\$20,700.00
Officers	\$729.37	\$6,000.00	(\$5,270.63)	(87.84%)	\$12,000.00
President	\$6,140.18	\$7,500.00	(\$1,359.82)	(18.13%)	\$15,000.00
Preservation		\$3,000.00	(\$3,000.00)	(100.00%)	\$6,000.00
Printing & Publication	\$352,529.98	\$424,214.50	(\$71,684.52)	(16.90%)	\$744,869.00

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Professional Development	\$10,137.00	\$23,864.50	(\$13,727.50)	(57.52%)	\$38,121.00
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	Total				
EXPENSES	Actual	Budget	Variance	Var %	Budget
Program	\$10,772.35	\$11,325.00	(\$552.65)	(4.88%)	\$17,125.00
Recruitment Expense	\$2,363.15	\$398.00	\$1,965.15	493.76%	\$900.00
Rent - Facilities	\$40,000.00	\$41,977.00	(\$1,977.00)	(4.71%)	\$57,277.00
Salaries	\$930,483.72	\$975,064.10	(\$44,580.38)	(4.57%)	\$1,946,128.19
Security	\$85,766.31	\$83,098.00	\$2,668.31	3.21%	\$132,960.00
Seminars	\$232,669.93	\$221,947.00	\$10,722.93	4.83%	\$258,612.00
Special Events	\$358.56	\$5,608.00	(\$5,249.44)	(93.61%)	\$36,098.00
Sponsors	\$30,610.31	\$60,030.00	(\$29,419.69)	(49.01%)	\$84,010.00
Supplies	\$33,610.49	\$26,316.96	\$7,293.53	27.71%	\$48,473.92
Taxes				0.00%	\$5,550.00
Telephone	\$14,166.31	\$17,345.00	(\$3,178.69)	(18.33%)	\$34,455.00
Tours	\$64,631.83	\$73,087.00	(\$8,455.17)	(11.57%)	\$85,087.00
Travel	\$108,952.95	\$115,377.00	(\$6,424.05)	(5.57%)	\$203,034.00
Treasure Trivia		\$500.00	(\$500.00)	(100.00%)	\$1,000.00
Utilities	\$27,924.38	\$29,136.00	(\$1,211.62)	(4.16%)	\$58,272.00
Volunteers	\$7,081.16	\$4,948.00	\$2,133.16	43.11%	\$7,203.00
Division Expense Transfer	\$75,173.35		\$75,173.35	0.00%	
Total Expenses	\$3,695,201.35	\$3,772,686.29	(\$77,484.94)	(2.05%)	\$6,562,009.42
Gross Revenue (Expenses)	(\$743,404.52)	(\$318,889.15)	(\$424,515.37)	133.12%	(\$815,728.03)
NON CASH ITEMS					
Depreciation	\$186,000.00		\$186,000.00	0.00%	
Interest and Dividends	(\$84,315.78)		(\$84,315.78)	0.00%	
Unrealized Gains on Investments	(\$307,710.75)		(\$307,710.75)	0.00%	
Total Non Cash Items	(\$206,026.53)		(\$206,026.53)	0.00%	
Net Revenue (Expenses)	(\$537,377.99)	(\$318,889.15)	(\$218,488.84)	68.52%	(\$815,728.03)