

American Numismatic Association
Third Quarter Ended July 31, 2011

	YEAR TO DATE		
	Actual	Budget	Variance
REVENUE			
Admissions-Convention & Museum	\$ 24,774.74	\$ 26,600.00	\$ (1,825.26)
Advertising-Sponsorships	\$ 341,680.14	\$ 371,429.97	\$ (29,749.83)
Bourse	\$ 298,380.70	\$ 336,000.00	\$ (391.78)
Submission Center	\$ 262,500.04	\$ 262,499.94	\$ 0.10
Donations	\$ 68,559.67	\$ 123,371.00	\$ 127,312.67
Dues	\$ 609,429.23	\$ 850,684.00	\$ (241,254.77)
Sales-Catalog, Store, General	\$ 39,630.74	\$ 38,372.00	\$ 3,821.74
Seminars	\$ 301,677.00	\$ 245,105.00	\$ 56,572.00
Other Revenue	\$ 715,361.06	\$ 261,312.91	\$ 451,485.15
Division Revenue Transfer	\$ 545,851.35	\$ 377,733.27	\$ 168,118.08
Total Revenue	\$ 3,207,844.67	\$ 2,893,108.09	\$ 534,088.10
EXPENSES			
Advertising/Promotion	\$ 29,100.10	\$ 79,025.00	\$ (49,924.90)
Bourse	\$ 79,835.63	\$ 66,137.00	\$ 13,698.63
Contract Labor / Consultants / Professional	\$ 136,128.17	\$ 100,779.02	\$ 35,349.15
Cost of Sales	\$ 13,595.15	\$ 13,176.24	\$ 418.91
Election	\$ 2,000.00		\$ 2,000.00
Exhibits	\$ 34,584.75	\$ 58,296.00	\$ (23,711.25)
General and Administrative Expenses	\$ 483,703.81	\$ 487,985.49	\$ (4,281.68)
General Service Contractor	\$ 46,731.84	\$ 95,000.00	\$ (48,268.16)
Legal Fees	\$ 351,170.51	\$ 188,416.64	\$ 162,753.87
Mailing	\$ 159,643.73	\$ 186,479.69	\$ (26,835.96)
Printing & Publication	\$ 224,759.33	\$ 284,834.75	\$ (60,075.42)
Rent - Convention Centers	\$ 46,150.00	\$ 53,525.00	\$ (7,375.00)
Salaries and Benefits	\$ 1,699,509.95	\$ 1,617,860.38	\$ 81,649.57
Security	\$ 94,920.78	\$ 87,069.00	\$ 7,851.78
Seminars	\$ 214,999.01	\$ 199,769.00	\$ 15,230.01
Supplies	\$ 26,287.78	\$ 50,025.97	\$ (23,738.19)
Travel	\$ 134,087.93	\$ 163,535.67	\$ (29,447.74)
Total Expenses	\$ 3,777,208.47	\$ 3,731,914.85	\$ 591,144.97
Surplus/Deficit from Operations	\$ (569,363.80)	\$ (838,806.76)	\$ (57,056.87)
Non Cash Items	\$ 191,000.00		\$ 191,000.57
Funds - Deferred Division 2	\$ 68,540.84		\$ 68,540.84
Net Economic Benefit	\$ (691,822.96)	\$ (838,806.76)	\$ (179,516.60)