

American Numismatic Association
ANA Consolidated Report

	For Third Quarter Ending December 31, 2008				December 31, 2007	2007 to 2008
	YEAR TO DATE				YEAR TO DATE	Variance
	Actual	Budget	Variance	Var %	Actual	
REVENUE						
Advertising-Sponsorships	\$570,949.78	\$684,383.00	(\$113,433.22)	(16.57%)	\$559,632.43	\$11,317.35
Auction	533,801.26	501,000.00	32,801.26	6.55%	437,111.53	96,689.73
Bourse	578,830.56	553,750.00	25,080.56	4.53%	539,019.00	39,811.56
Submission Center	224,250.04	207,000.00	17,250.04	8.33%	196,316.34	27,933.70
Donations	335,303.74	187,124.97	148,178.77	79.19%	218,629.74	116,674.00
Dues	690,856.97	723,894.32	(33,037.35)	(4.56%)	681,597.59	9,259.38
Sales-Catalog, Store, General	230,048.81	262,700.00	(32,651.19)	(12.43%)	321,200.68	(91,151.87)
Seminars	228,161.33	280,891.00	(52,729.67)	(18.77%)	224,733.14	3,428.19
Other Revenue	349,499.83	276,128.97	73,370.86	26.57%	343,509.62	5,990.21
Division Revenue Transfer	105,593.88	109,004.00	(3,410.12)	(3.13%)	94,488.96	11,104.92
Total Revenue	3,847,296.20	3,785,876.26	61,419.94	1.62%	3,616,239.03	231,057.17
EXPENSES						
Advertising/Promotion	91,586.48	222,526.34	(130,939.86)	(58.84%)	153,987.98	(62,401.50)
Bourse	68,664.98	75,613.00	(6,948.02)	(9.19%)	72,683.40	(4,018.42)
Contract Labor / Consultants / Professional	66,621.50	81,999.61	(15,378.11)	(18.75%)	157,823.39	(91,201.89)
Cost of Sales	116,571.25	134,599.98	(18,028.73)	(13.39%)	145,821.23	(29,249.98)
Exhibits	74,777.06	83,745.66	(8,968.60)	(10.71%)	50,590.62	24,186.44
General and Administrative Expenses	463,701.34	671,582.99	(207,881.65)	(30.95%)	532,385.94	(68,684.60)
General Service Contractor	93,916.34	89,661.00	4,255.34	4.75%	109,291.00	(15,374.66)
Mailing	203,358.42	298,034.47	(94,676.05)	(31.77%)	235,981.86	(32,623.44)
Printing & Publication	366,203.66	541,640.94	(175,437.28)	(32.39%)	502,366.45	(136,162.79)
Rent - Convention Centers	56,363.57	54,671.00	1,692.57	3.10%	40,000.00	16,363.57
Salaries and Benefits	1,448,605.04	1,674,731.15	(226,126.11)	(13.50%)	1,735,270.63	""
Security	122,220.04	93,048.75	29,171.29	31.35%	96,258.24	25,961.80
Seminars	224,480.46	214,205.00	10,275.46	4.80%	256,404.91	(31,924.45)
Supplies	25,681.72	51,321.25	(25,639.53)	(49.96%)	44,842.45	(19,160.73)
Travel	91,683.20	128,790.66	(37,107.46)	(28.81%)	114,358.42	(22,675.22)
Division Revenue Transfer	105,593.88		105,593.88	0.00%	94,488.96	11,104.92
Total Expenses	3,620,028.94	4,416,171.80	(796,142.86)	(18.03%)	4,342,555.48	(435,860.95)
Income from Operations	227,267.26	(630,295.54)	857,562.80	236.10%	(726,316.45)	666,918.12
Legal Fees	545,901.40	267,750.00	278,151.40	103.88%	408,790.65	137,110.75