

American Numismatic Association
ANA Consolidated Report

	For Second Quarter Ending September 30, 2008				September 30, 2007	2007 to 2008
	YEAR TO DATE				YEAR TO DATE	Variance
	Actual	Budget	Variance	Var %	Actual	
REVENUE						
Advertising and Sponsorships	\$418,223.61	\$504,366.00	(\$86,142.39)	(17.08%)	\$418,003.37	\$220.24
Auction	533,801.26	501,000.00	32,801.26	6.55%	437,111.53	96,689.73
Bourse	578,430.56	553,750.00	24,680.56	4.46%	539,809.00	38,621.56
Submission Center	149,500.00	138,000.00	11,500.00	8.33%	121,566.33	27,933.67
Donations	228,514.88	114,499.98	114,014.90	99.58%	143,799.65	84,715.23
Dues - Membership	466,570.81	476,443.81	(9,873.00)	(2.07%)	451,373.17	15,197.64
Sales-Catalog and Store	159,570.52	203,500.00	(43,929.48)	(21.59%)	235,475.37	(75,904.85)
Seminars	216,593.13	272,481.00	(55,887.87)	(20.51%)	221,060.50	(4,467.37)
Other Revenue	267,868.20	208,480.98	59,387.22	(64.46%)	308,424.56	(40,556.36)
Division Revenue Transfer	6,429.30	103,838.00	(97,408.70)	(93.81%)	75,173.35	(68,744.05)
Total Revenue	3,025,502.27	3,076,359.77	(50,857.50)	(1.65%)	2,951,796.83	73,705.44
EXPENSES						
Advertising/Promotion	79,821.66	177,135.00	(\$97,313.34)	(54.94%)	140,543.34	(60,721.68)
Bourse	63,886.90	75,613.00	(11,726.10)	(15.51%)	84,183.70	(20,296.80)
Contract Labor / Consultants / Professional	46,152.60	58,826.36	(12,673.76)	(21.54%)	133,761.81	(87,609.21)
Cost of Sales	67,298.30	91,987.98	(24,689.68)	(26.84%)	87,383.76	(20,085.46)
Exhibits	32,953.38	81,519.00	(48,565.62)	(59.58%)	50,278.80	(17,325.42)
General and Administrative Expenses	377,234.03	512,701.23	(135,467.20)	(26.42%)	446,783.27	(69,549.24)
General Service Contractor	93,916.34	89,661.00	4,255.34	4.75%	109,291.00	(15,374.66)
Mailing	137,460.45	194,263.98	(56,803.53)	(29.24%)	158,801.73	(21,341.28)
Printing & Publication	235,321.09	364,618.96	(129,297.87)	(35.46%)	352,529.98	(117,208.89)
Rent - Convention Centers	56,363.57	54,671.00	1,692.57	3.10%	40,000.00	16,363.57
Salaries and Benefits	963,648.07	1,123,557.27	(159,909.20)	(14.23%)	1,196,575.54	(232,927.47)
Security	101,650.25	83,192.50	18,457.75	22.19%	85,766.31	15,883.94
Seminars	222,479.85	202,950.00	19,529.85	9.62%	232,669.93	(10,190.08)
Supplies	16,531.41	34,278.50	(17,747.09)	(51.77%)	33,610.49	(17,079.08)
Travel	82,829.44	106,235.66	(23,406.22)	(22.03%)	108,952.95	(26,123.51)
					75,173.35	(75,173.35)
Total Expenses	2,577,547.34	3,251,211.44	(673,664.10)	(20.72%)	3,336,305.96	(758,758.62)
Gross Income	447,954.93	(174,851.67)	622,806.60	456.10%	(384,509.13)	832,464.06
NON CASH ITEMS						
Other Non Cash Items	91,367.55		91,367.55	0.00%	185,448.45	(94,080.90)
Legal Fees	417,620.88	178,500.00	239,120.88	124.16%	275,056.16	142,564.72
Market Value Decrease on Investments	672,920.63		672,920.63	0.00%	(307,710.75)	980,631.38
Total Non Cash Items	1,181,909.06	178,500.00	1,003,409.06	552.33%	152,793.86	1,029,115.20
Net Revenue (Expenses)	(733,954.13)	(353,351.67)	(380,602.46)	107.62%	(537,302.99)	(196,651.14)