



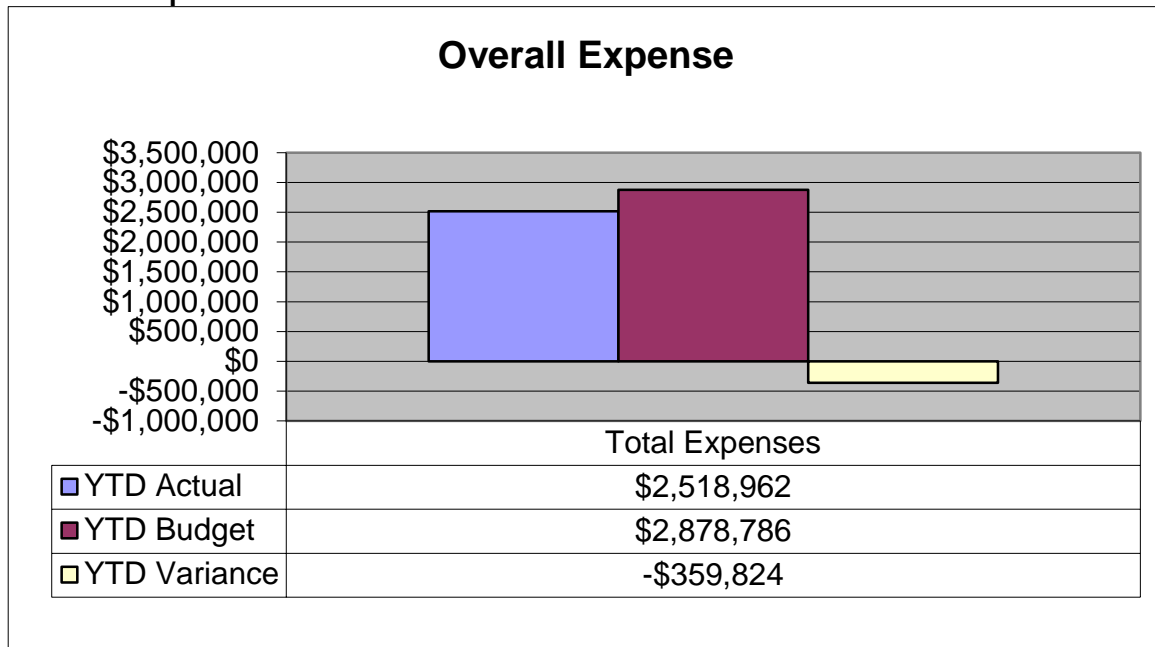
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**Memorandum**

To: Special Libraries Association (SLA) Board of Directors  
 From: Nick Collison, Treasurer  
 C.c.: Amy E. Lestition Burke, Executive Director; Kristen E. Hewlett, CFO  
 Date: March 14, 2018  
 Re: December 2017 Financial Statement

**Highlights as of December 2017 Financial Statement:**

**Overall Expenses**



As of December 31, 2017 SLA incurred expenses of \$2,518,962 which is less than budgeted by \$359,824.

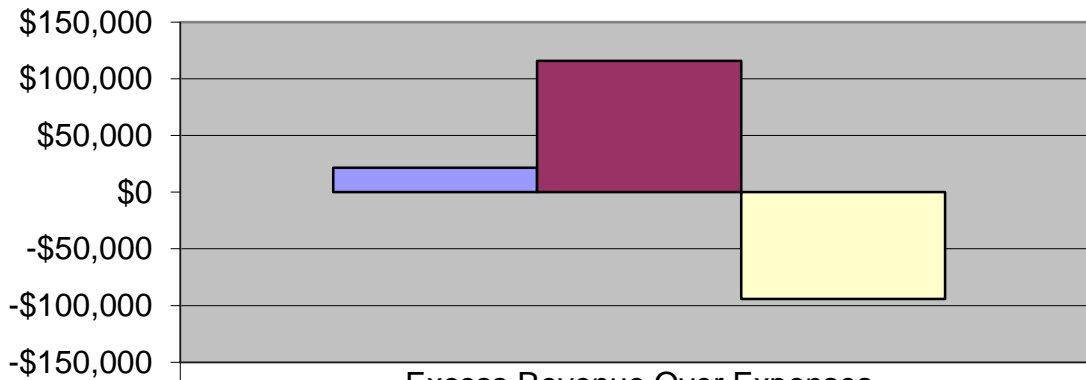
### Overall Revenue



**Overall Revenue**  
As of December 31, 2017, SLA generated overall revenue in the amount of \$2,540,467 which is less than budgeted by \$454,033

	<b>Total Revenue</b>
■ YTD Actual	\$2,540,467
■ YTD Budget	\$2,994,500
■ YTD Variance	-\$454,033

### Overall Profitability



	<b>Excess Revenue Over Expenses</b>
■ YTD Actual	\$21,505
■ YTD Budget	\$115,714
■ YTD Variance	-\$94,209

### Overall Profitability

As of December 31, 2017 SLA incurred a profit of \$21,505 which is less than budgeted by \$94,209.

## Membership

SLA membership numbers are below:

<b>SLA Members</b>	<b>2017</b>	<b>2016</b>
As of January 31	5,275	6,162
As of February 28	5,345	5,841
As of March 31	5,481	6,029
As of April 30	5,345	6,274
As of May 31	5,294	6,029
As of June 30	5,342	5,559
As of July 31	4,468	5,599
As of August 31	4,527	5,702
As of September 30	4,591	5,749
As of October 31	4,676	5,854
As of November 30	4,465	5,798
As of December 31	4,228	5,535

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## Sales and Sponsorship Update for the SLA 2018 Annual Conference

Sales for 2018 Annual Conference exhibits, sponsorships and program ads are well underway in 2018. To date \$481,350 has been sold with signed contracts of the \$679,000 exhibit space goal. There's a strong \$110,000 in the pipeline which continues to build. Total Conference sponsorship revenue is \$107,450 out of \$320,000. Overall we're at 58% of the total revenue goal. Sales efforts will continue to climb as sponsorships for the Unit events begin this month. Please note, moving forward, total revenue will be reported by the total revenue number that has been invoiced.

**Prepared by:** Kristen E. Hewlett, Amy Lestition Burke, and SLA Staff Team

**Produced by:** Kristen E. Hewlett

**Reviewed by:** Nick Collison, SLA Finance Committee