

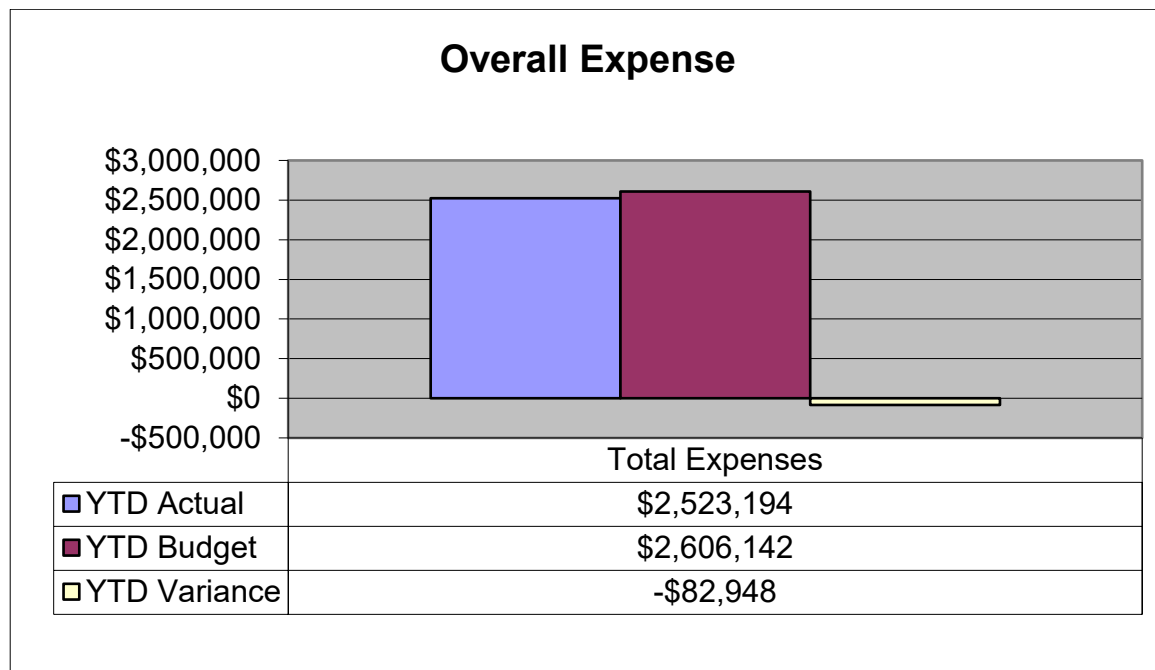


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Memorandum

To: Special Libraries Association (SLA)
From: Bill Noorlander, Treasurer
C.c.: Amy E. Lestition Burke, Executive Director; Cecilia Mason, Finance Director
Date: February 1, 2020
Re: 2019 Financial Summary - December 2019 Financial Statement

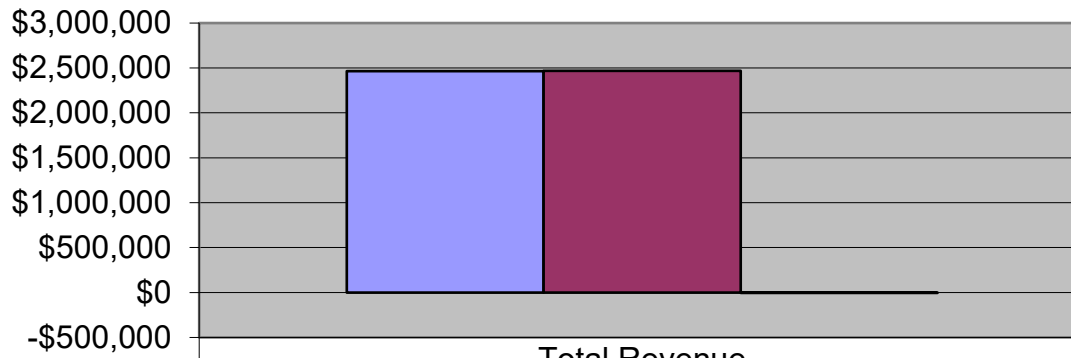
Highlights as of December 2019 Financial Statement:



Overall Expenses

As of December 31, 2019, SLA incurred expenses of \$2,523,194 which is less than YTD budget by \$82,948.

Overall Revenue

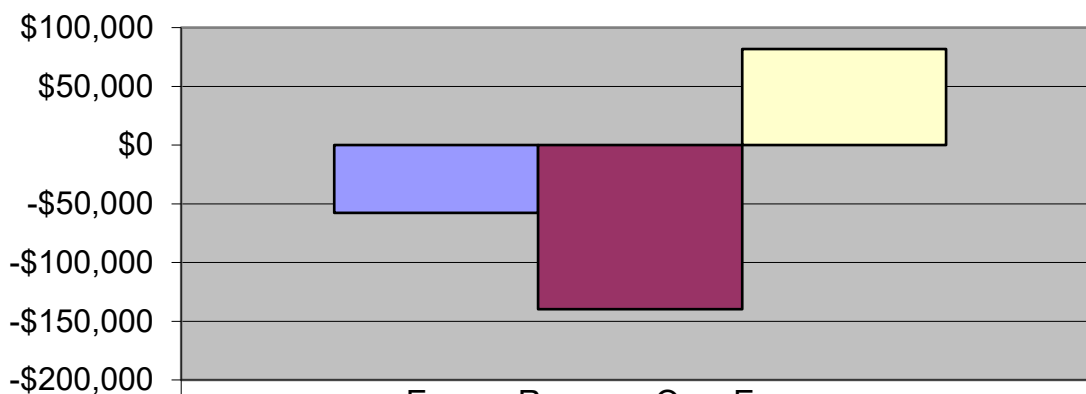


Total Revenue	
YTD Actual	\$2,465,358
YTD Budget	\$2,466,500
YTD Variance	-\$1,142

Overall Revenue

As of December 31, 2019, SLA generated overall revenue in the amount of \$2,465,358 which is less than YTD budgeted by \$1,142.

Overall Profitability



Excess Revenue Over Expenses	
YTD Actual	-\$57,836
YTD Budget	-\$139,642
YTD Variance	\$81,806

Overall Profitability

As of December 31, 2019, SLA incurred a loss of \$57,836, which is less than YTD budget by \$81,806.

Footnote 1: December 31 revenue. The overall revenue number reported above includes market gains/losses and interest and dividends earned for the SLA investment portfolios of \$467,737. These balances are not included in the 2019 budget and will be impacted and revised based on future market events during the rest of 2019. These need to be removed to understand the operating revenue and profit/loss numbers – resulting in an actual revenue of \$1,997,621 and loss of \$525,573.

Membership

SLA membership numbers are below:

SLA Members	2019	2018	2017
As of January 31	3,930	4,213	5,275
As of February 28	3,827	4,161	5,345
As of March 31	3,891	4,183	5,481
As of April 30	3,870	4,282	5,345
As of May 31	3,809	4,250	5,294
As of June 30	3,750	4,187	5,342
As of July 31	3,740	4,151	4,468
As of August 31	3,700	4,100	4,527
As of September 30	3,792	4,112	4,591
As of October 31	3,694	4,020	4,676
As of November 30	3,640	4,003	4,465
As of December 31	3,655	4,031	4,228

Fundraising

2019 Exhibits, Sponsorships and Advertising YTD booked:

December 2019	2019 Leadership Symposium	2019 Annual Conference	Info Outlook Advertising	Media Sales	Career Center	Learning	FY2019
							TOTAL
Budget	\$10,000	\$790,000	\$10,000	\$42,000	\$10,000	\$3,000	\$865,000
YTD Actual	\$7,500	\$649,325	\$5,400	\$62,599	\$0	\$1,250	\$726,074
Variance to Goal	(\$2,500)	(\$140,675)	(\$4,600)	\$20,599	(\$10,000)	(\$1,750)	(\$138,926)

Prepared by: Bill Noorlander, Amy Lestition Burke, and SLA Staff Team