

Vendor Sponsorships and Related AALL Financial Data, 2005-2009
Data From IRS Form 990
For December 2010 *AALL Spectrum* Article By Michael Ginsborg
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Kate Hagan provided me copies of Form 990 for fiscal years 2005-2009, and answered my questions about AALL's financial data.

AALL Chapters "and the national organization have common goals and needs." (<http://www.aallnet.org/chapter/council.asp>) But AALL does not track donations of any kind to its Chapters, because they are "separate legal entities and AALL has no financial relationship them." (06/17/10 e-mail from Kate Hagan, on file with author.) The Council of Chapters also does not track vendor donations to Chapters, and Council President Sarah Mauldin does not know of anyone who would. AALL also does not track the value of vendor-paid activities, such as parties, that occur in conjunction with AALL or entity events, unless the payments qualify as AALL sponsorships. So this data reveals less than the value of *all* vendor-funded activities that benefit AALL members, and leaves unaccounted *any* type of cash and non-cash donation that benefits Chapter members.

AALL Annual Meeting Costs¹ and Revenue From Vendor Exhibitor Fees²(FY)

| Year | AALL Annual Meeting Costs | AALL Revenue From Vendor Exhibitor Fees |
|------|---------------------------|---|
| 2005 | \$650,204 | \$465,263 |
| 2006 | \$741,367 | \$538,548 |
| 2007 | \$712,650 | \$556,400 |
| 2008 | \$704,081 | \$497,583 |
| 2009 | \$761,068 | \$516,723 |

¹ These are costs that just the national organization incurred, and do not include annual meeting costs by Special Interest Sections.

² Provided by Kate Hagan, 6/10/10 e-mail on file with author.

Sources of AALL Revenue (FY)

| Year | AALL Revenue From Membership Dues | (A) AALL Revenue From Vendor Cash Donations | (B) AALL Revenue From Vendor Non-Cash Donations | (C) AALL Revenue From Vendor Exhibitor Fees | (D) AALL Revenue From Advertising | Total AALL Revenue From Vendors A+B+C+D | All Other Revenue | Total AALL Revenue |
|------|-----------------------------------|---|---|---|-----------------------------------|---|-------------------|--------------------|
| 2005 | \$944,865 | \$184,400 | not reported in Form 990 | \$465,263 | \$151,025 | (A+C+D = \$800,688) | \$1,530,840 | \$3,276,393 |
| 2006 | \$995,746 | \$193,800 | not reported in Form 990 | \$538,548 | \$163,459 | (A+C+D = \$895,807) | \$1,554,546 | \$3,446,099 |
| 2007 | \$1,047,587 | \$266,205 | \$184,473 | \$556,400 | \$155,399 | \$1,064,465 | \$1,617,398 | \$3,729,450 |
| 2008 | \$1,120,317 | \$203,275 | \$165,226 | \$497,583 | \$133,816 | \$999,900 | \$1,785,541 | \$3,905,758 |
| 2009 | \$1,136,900 | \$128,547 | \$202,405 | \$516,723 | \$108,076 | \$955,751 | \$1,433,955 | \$3,526,606 |

Largest Vendor Donations (FY)

2005

| Vendor | Amount of Cash-Only Donations |
|---------------------------------------|-------------------------------|
| BNA | \$50,000 |
| Lexis/Nexis | \$22,400 |
| Thomson-West | \$99,500 |
| Subtotal of Listed Donations | \$171,900 |
| Total Vendor Donations | \$184,400 |
| Total Vendor and Non-Vendor Donations | \$198,182 |

2006

| Vendor | Amount of Cash-Only Donations |
|---------------------------------------|-------------------------------|
| BNA | \$57,500 |
| Lexis/Nexis | \$38,700 |
| Thomson-West | \$82,600 |
| Subtotal of Listed Donations | \$178,800 |
| Total Vendor Donations | \$193,800 |
| Total Vendor and Non-Vendor Donations | \$207,638 |

2007

| Vendor | Amount of Cash and Non-Cash Donations |
|---------------------------------------|---------------------------------------|
| BNA | \$67,573 |
| Lexis/Nexis | \$109,594 |
| Thomson-West | \$77,700 |
| Wolters Kluwer | \$74,799 |
| Subtotal of Listed Donations | \$329,666 |
| Total Vendor Donations | \$341,498 |
| Total Vendor and Non-Vendor Donations | \$352,666 |

2008

| Vendor | Amount of Cash and Non-Cash Donations |
|---------------------------------------|---------------------------------------|
| BNA | \$86,588 |
| Lexis/Nexis | \$121,009 |
| Thomson-West | \$75,000 |
| Wolters Kluwer | \$73,729 |
| Subtotal of Listed Donations | \$356,326 |
| Total Vendor Donations | \$368,501 |
| Total Vendor and Non-Vendor Donations | \$431,431 |

2009

| Vendor | Amount of Cash and Non-Cash Donations |
|---------------------------------------|---------------------------------------|
| BNA | \$74,128 |
| Lexis/Nexis | \$169,600 |
| Wolters Kluwer | \$71,724 |
| Subtotal of Listed Donations | \$315,452 |
| Total Vendor Donations | \$330,952 |
| Total Vendor and Non-Vendor Donations | \$399,988 |