

**Society of American Archivists
Council Conference Call
January 17, 2018**

**November 2017 Year-to-Date Financial Statements – FY 2018
(Prepared by Cheryl Stadel-Bevans and Peter Carlson)**

Overview

For the month ending November 30, 2017, SAA posted a net gain of \$312,179. This represents a favorable variance of 209.08%, as the budgeted gain for November was \$101,003. Total revenues were higher than last year and budget by \$94,844 (6.25%) and \$132,010 (8.92%), respectively. Total expenses were lower than last year and budget by \$95,479 (6.85%) and \$79,166 (5.74%), respectively.

Balance Sheet

Cash and Investments balances exceeded last year by \$223,820 (15.25%) and total deferred revenues are up over last year by \$28,736 (5.51%). Membership deferred revenues are up by \$21,201 (4.27%) and Subscription deferred revenues are up by \$3,955 (24.95%).

Income Statement

For the month ending November 30, 2017, SAA posted a net gain of \$312,179. This net gain is better than last year and budget by \$190,323 (156.19%) and \$211,176 (209.08%), respectively. All cost centers except Publications and Education have higher-than-budgeted revenues, and Annual Meeting revenues exceeded last year and budget by \$76,964 (11%) and \$145,398 (23.03%), respectively. Expenses are lower than or at budget across all cost centers except Membership, *American Archivist*, and Career Services (see below for explanation). Expenses overall are \$79,166 (5.74%) below budget due to timing issues and the cancellation of several courses.

Specific points of interest are as follows:

- **Membership:** Overall membership decreased during November by 27 (0.45%) and dues revenue exceeded last year and budget by 7.10% and 4.38%, respectively. Membership's net gain for November is better than last year and budget by \$19,112 (5.56%) and \$15,340 (4.41%), respectively. Deferred Revenues continued to be strong in November, exceeding last year by \$21,201 (4.27%).
- **Periodicals:** The Journal's net gain as of November 30 was \$42,926, varying unfavorably with budget by 13.41%. This variance results from slightly higher Editorial services than

budgeted. In addition transition costs associated with a new editor resulted in expenses being 9.47% greater than budget. *Archival Outlook's* net loss of \$44,209 is right on budget and last year, varying by -1.11% and -1.06%, respectively.

- **Annual Meeting:** As of November 30, 2017, the Annual Meeting in Portland posted a net gain of \$336,671, which is 69.30% ahead of last year's net gain and 107.22% better than budget. Total revenue exceeded budget estimates by \$145,398 (23.03%), while expenses were under budget by \$28,805 (6.14%).
- **Publications:** As of November 30, Publications showed a net loss of \$27,340, which is 39.40% greater than last year's net loss of \$19,613 and \$6,367 (30.36%) greater than our budgeted net loss of \$20,973. Publications' total revenue as of November 30 was lower than last year and budget by \$3,287 (3.42%) and \$18,672 (16.75%) respectively.
- **Education:** Education posted a net gain of \$7,247 for the period ending November 30, 2017. This performance is better than last year and budget by \$768 (11.85%) and \$4,652 (176.42%), respectively. Overall, revenues for Education are down from last year and budget by \$7,110 (3.11%) and \$23,987 (9.77%), respectively. Expenditures in Education are lower than last year and budget by \$7,878 (3.55%) and \$28,612 (11.78%), respectively.
- **Career Services:** Career Services continues its steady performance, with a net gain of \$20,427, which is 17.88% better than last year's performance and \$6,754 (49.39%) better than budget. Revenues are up over last year and budget by 10.74% and 27.75%, respectively. The variance with budget reflects a conservative outlook on hiring during the budgeting process.
- **General & Administrative:** The net loss in G&A for the period ending November 30 was \$207,070, which is 3.66% less than last year's net loss and 5.72% less than the budgeted net loss of \$219,644. The variance with budget is the result of cost savings for staff travel and depreciation. In addition, the timing of some consulting expenses results in a variance with budget.
- **Governance:** As of November 30, Governance posted a net loss of \$90,057, which is 0.09% lower than budgeted.

Society of American Archivists
Balance Sheet - Operations
Thursday, November 30, 2017

	<u>Fiscal 2018</u>	<u>Fiscal 2017</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,665,968.23	\$1,442,148.12	\$223,820.11	15.52%
Accounts Receivable	17,721.85	34,471.91	(16,750.06)	(48.59%)
Equipment	36,224.21	38,655.04	(2,430.83)	(6.29%)
Deposits	8,521.58	9,613.08	(1,091.50)	(11.35%)
Inventory	93,169.58	88,983.57	4,186.01	4.70%
Prepaid Expenses	50,102.87	46,019.87	4,083.00	8.87%
Due From Operations	14,131.86		14,131.86	(100.00%)
Due From Foundation	473,064.80	423,362.91	49,701.89	11.74%
Cash Clearing		3,617.31	(3,617.31)	(100.00%)
Total Assets	<u><u>2,358,904.98</u></u>	<u><u>2,086,871.81</u></u>	<u><u>272,033.17</u></u>	<u><u>13.04%</u></u>
Liabilities				
Accounts Payable	3,386.31	23,878.25	(20,491.94)	(85.82%)
Salaries and Wages Payable	50,198.65	50,549.37	(350.72)	(0.69%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	19,810.50	15,855.25	3,955.25	24.95%
Membership	518,259.36	497,058.51	21,200.85	4.27%
Education	9,267.00	8,320.95	946.05	11.37%
Sponsors				(100.00%)
Advertising	2,885.00		2,885.00	(100.00%)
Exhibitors				(100.00%)
Consultants	358.18	609.23	(251.05)	(41.21%)
Total Deferred Revenues	<u>550,580.04</u>	<u>521,843.94</u>	<u>28,736.10</u>	<u>5.51%</u>
Due to Council-Directed Funds	663,998.11	624,716.11	39,282.00	6.29%
Due To Foundation	73,616.60	35,177.94	38,438.66	109.27%
Deferred Rent	651.04	4,558.00	(3,906.96)	(85.72%)
Total Liabilities	<u><u>1,342,430.75</u></u>	<u><u>1,260,723.61</u></u>	<u><u>81,707.14</u></u>	<u><u>6.48%</u></u>
Net Assets				
Fund Balance	704,294.74	704,292.01	2.73	0.00%
Net Gain or Loss	312,179.49	121,856.19	190,323.30	156.19%
Total Net Assets	<u><u>1,016,474.23</u></u>	<u><u>826,148.20</u></u>	<u><u>190,326.03</u></u>	<u><u>23.04%</u></u>
Total Liabilities and Net Assets	<u><u>2,358,904.98</u></u>	<u><u>2,086,871.81</u></u>	<u><u>272,033.17</u></u>	<u><u>13.04%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Operations							
Membership	\$363,157.85	\$344,045.89	\$347,817.95	\$19,111.96	5.56%	\$15,339.90	4.41%
Annual Meeting	336,671.33	198,855.29	162,467.62	137,816.04	69.30%	174,203.71	107.22%
Publications	(27,339.82)	(19,613.00)	(20,972.71)	(7,726.82)	39.40%	(6,367.11)	30.36%
Education	7,246.83	6,479.14	2,621.71	767.69	11.85%	4,625.12	176.42%
Career Services	20,426.55	17,327.67	13,673.05	3,098.88	17.88%	6,753.50	49.39%
American Archivist	8,491.17	(16,519.46)	9,806.33	25,010.63	(151.40%)	(1,315.16)	(13.41%)
Archival Outlook	(44,209.42)	(44,706.40)	(44,680.84)	496.98	(1.11%)	471.42	(1.06%)
General & Administrative	(207,069.61)	(214,945.05)	(219,643.92)	7,875.44	(3.66%)	12,574.31	(5.72%)
Advocacy	(55,138.31)	(54,366.15)	(59,943.83)	(772.16)	1.42%	4,805.52	(8.02%)
Governance	(90,057.08)	(94,701.74)	(90,141.92)	4,644.66	(4.90%)	84.84	(0.09%)
Total Net Gain/(Loss)	<u>312,179.49</u>	<u>121,856.19</u>	<u>101,003.44</u>	<u>190,323.30</u>	<u>156.19%</u>	<u>211,176.05</u>	<u>209.08%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$416,989.65	\$389,337.08	\$399,473.19	\$27,652.57	7.10%	\$17,516.46	4.38%
Annual Meeting	776,712.49	699,748.53	631,314.17	76,963.96	11.00%	145,398.32	23.03%
Publications	92,801.15	96,088.11	111,473.50	(3,286.96)	(3.42%)	(18,672.35)	(16.75%)
Education	221,583.48	228,693.38	245,570.60	(7,109.90)	(3.11%)	(23,987.12)	(9.77%)
Career Services	33,883.17	30,598.40	26,523.23	3,284.77	10.74%	7,359.94	27.75%
American Archivist	51,417.00	50,492.50	49,020.00	924.50	1.83%	2,397.00	4.89%
Archival Outlook	9,467.50	15,215.56	9,193.20	(5,748.06)	(37.78%)	274.30	2.98%
General & Administrative	8,415.24	6,251.64	6,692.00	2,163.60	34.61%	1,723.24	25.75%
Total Revenues	<u>1,611,269.68</u>	<u>1,516,425.20</u>	<u>1,479,259.89</u>	<u>94,844.48</u>	<u>6.25%</u>	<u>132,009.79</u>	<u>8.92%</u>
Expenses							
Membership	53,831.80	45,291.19	51,655.24	8,540.61	18.86%	2,176.56	4.21%
Annual Meeting	440,041.16	500,893.24	468,846.55	(60,852.08)	(12.15%)	(28,805.39)	(6.14%)
Publications	120,140.97	115,701.11	132,446.21	4,439.86	3.84%	(12,305.24)	(9.29%)
Education	214,336.65	222,214.24	242,948.89	(7,877.59)	(3.55%)	(28,612.24)	(11.78%)
Career Services	13,456.62	13,270.73	12,850.18	185.89	1.40%	606.44	4.72%
American Archivist	42,925.83	67,011.96	39,213.67	(24,086.13)	(35.94%)	3,712.16	9.47%
Archival Outlook	53,676.92	59,921.96	53,874.04	(6,245.04)	(10.42%)	(197.12)	(0.37%)
General & Administrative	215,484.85	221,196.69	226,335.92	(5,711.84)	(2.58%)	(10,851.07)	(4.79%)
Advocacy	55,138.31	54,366.15	59,943.83	772.16	1.42%	(4,805.52)	(8.02%)
Governance	90,057.08	94,701.74	90,141.92	(4,644.66)	(4.90%)	(84.84)	(0.09%)
Total Expenses	<u>1,299,090.19</u>	<u>1,394,569.01</u>	<u>1,378,256.45</u>	<u>(95,478.82)</u>	<u>(6.85%)</u>	<u>(79,166.26)</u>	<u>(5.74%)</u>
Total Net Gain/(Loss)	<u>312,179.49</u>	<u>121,856.19</u>	<u>101,003.44</u>	<u>190,323.30</u>	<u>156.19%</u>	<u>211,176.05</u>	<u>209.08%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$415,497.65	\$388,365.08	\$398,973.19	\$27,132.57	6.99%	\$16,524.46	4.14%
Subscriptions & Advertising	103,700.67	102,761.46	88,211.43	939.21	0.91%	15,489.24	17.56%
Workshops	221,583.48	226,993.38	245,570.60	(5,409.90)	(2.38%)	(23,987.12)	(9.77%)
Annual Meeting	767,080.49	672,240.28	625,514.17	94,840.21	14.11%	141,566.32	22.63%
Publications & CD Sales	82,884.34	80,356.33	98,462.02	2,528.01	3.15%	(15,577.68)	(15.82%)
Contributions		20.00		(20.00)	(100.00%)		0.00%
Investments	8,415.24	6,231.72	6,692.00	2,183.52	35.04%	1,723.24	25.75%
Shipping, Handling, & Other	12,107.81	39,456.95	15,836.48	(27,349.14)	(69.31%)	(3,728.67)	(23.54%)
Total Income	<u>1,611,269.68</u>	<u>1,516,425.20</u>	<u>1,479,259.89</u>	<u>94,844.48</u>	<u>6.25%</u>	<u>132,009.79</u>	<u>8.92%</u>
Expenses							
Salaries, Wages, & Benefits	441,615.18	440,131.70	454,773.21	1,483.48	0.34%	(13,158.03)	(2.89%)
Office Occupancy & Utilities	45,320.09	43,086.48	47,103.55	2,233.61	5.18%	(1,783.46)	(3.79%)
Services	535,774.01	591,566.24	531,545.20	(55,792.23)	(9.43%)	4,228.81	0.80%
Supplies	6,872.51	11,941.20	5,199.19	(5,068.69)	(42.45%)	1,673.32	32.18%
Travel	66,225.46	70,215.12	101,855.90	(3,989.66)	(5.68%)	(35,630.44)	(34.98%)
Leases, Rentals, & Licenses	14,097.75	22,022.65	24,555.11	(7,924.90)	(35.99%)	(10,457.36)	(42.59%)
Taxes, Dues, & Subscriptions	(14,108.92)	35,558.00	200.00	(49,666.92)	(139.68%)	(14,308.92)	(7,154.46%)
Depreciation, Cost of Goods Sold & Other	203,294.11	180,047.62	213,024.29	23,246.49	12.91%	(9,730.18)	(4.57%)
Total Expenses	<u>1,299,090.19</u>	<u>1,394,569.01</u>	<u>1,378,256.45</u>	<u>(95,478.82)</u>	<u>(6.85%)</u>	<u>(79,166.26)</u>	<u>(5.74%)</u>
Net Gain or (Loss)	<u>312,179.49</u>	<u>121,856.19</u>	<u>101,003.44</u>	<u>190,323.30</u>	<u>156.19%</u>	<u>211,176.05</u>	<u>209.08%</u>

Society of American Archivists
Membership and Periodicals
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$415,497.65	\$388,365.08	\$398,973.19	\$27,132.57	6.99%	\$16,524.46	4.14%
Subscriptions & Advertising	60,185.50	64,880.06	57,338.20	(4,694.56)	(7.24%)	2,847.30	4.97%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	2,191.00	1,800.00	1,375.00	391.00	21.72%	816.00	59.35%
Total Income	<u>477,874.15</u>	<u>455,045.14</u>	<u>457,686.39</u>	<u>22,829.01</u>	<u>5.02%</u>	<u>20,187.76</u>	<u>4.41%</u>
Expenses							
Salaries, Wages, & Benefits	72,029.37	69,595.99	73,504.59	2,433.38	3.50%	(1,475.22)	(2.01%)
Office Occupancy & Utilities	6,835.37	6,701.20	7,413.61	134.17	2.00%	(578.24)	(7.80%)
Services	63,259.00	93,050.49	57,526.56	(29,791.49)	(32.02%)	5,732.44	9.96%
Supplies	1,587.45	189.81	1,423.59	1,397.64	736.34%	163.86	11.51%
Travel	866.91			866.91	0.00%	866.91	0.00%
Leases, Rentals, & Licenses	1,058.38	879.82	1,707.93	178.56	20.30%	(649.55)	(38.03%)
Taxes, Dues, & Subscriptions		35.00		(35.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	4,798.07	1,772.80	3,166.67	3,025.27	170.65%	1,631.40	51.52%
Total Expenses	<u>150,434.55</u>	<u>172,225.11</u>	<u>144,742.95</u>	<u>(21,790.56)</u>	<u>(12.65%)</u>	<u>5,691.60</u>	<u>3.93%</u>
Net Gain or (Loss)	<u>327,439.60</u>	<u>282,820.03</u>	<u>312,943.44</u>	<u>44,619.57</u>	<u>15.78%</u>	<u>14,496.16</u>	<u>4.63%</u>

Society of American Archivists
Membership
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$415,497.65	\$388,365.08	\$398,973.19	\$27,132.57	6.99%	\$16,524.46	4.14%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,492.00</u>	<u>972.00</u>	<u>500.00</u>	<u>520.00</u>	<u>53.50%</u>	<u>992.00</u>	<u>198.40%</u>
Total Income	<u>416,989.65</u>	<u>389,337.08</u>	<u>399,473.19</u>	<u>27,652.57</u>	<u>7.10%</u>	<u>17,516.46</u>	<u>4.38%</u>
Expenses							
Salaries, Wages, & Benefits	36,078.84	33,207.86	36,872.57	2,870.98	8.65%	(793.73)	(2.15%)
Office Occupancy & Utilities	3,384.72	3,203.54	3,718.50	181.18	5.66%	(333.78)	(8.98%)
Services	7,434.83	6,521.88	5,828.63	912.95	14.00%	1,606.20	27.56%
Supplies	1,548.98	164.69	1,212.47	1,384.29	840.54%	336.51	27.75%
Travel							
Leases, Rentals, & Licenses	586.36	420.42	856.40	165.94	39.47%	(270.04)	(31.53%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>4,798.07</u>	<u>1,772.80</u>	<u>3,166.67</u>	<u>3,025.27</u>	<u>170.65%</u>	<u>1,631.40</u>	<u>51.52%</u>
Total Expenses	<u>53,831.80</u>	<u>45,291.19</u>	<u>51,655.24</u>	<u>8,540.61</u>	<u>18.86%</u>	<u>2,176.56</u>	<u>4.21%</u>
Net Gain or (Loss)	<u>363,157.85</u>	<u>344,045.89</u>	<u>347,817.95</u>	<u>19,111.96</u>	<u>5.56%</u>	<u>15,339.90</u>	<u>4.41%</u>

Society of American Archivists
Periodicals (AA & AO)
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	60,185.50	64,880.06	57,338.20	(4,694.56)	(7.24%)	2,847.30	4.97%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	699.00	828.00	875.00	(129.00)	(15.58%)	(176.00)	(20.11%)
Total Income	<u>60,884.50</u>	<u>65,708.06</u>	<u>58,213.20</u>	<u>(4,823.56)</u>	<u>(7.34%)</u>	<u>2,671.30</u>	<u>4.59%</u>
Expenses							
Salaries, Wages, & Benefits	35,950.53	36,388.13	36,632.02	(437.60)	(1.20%)	(681.49)	(1.86%)
Office Occupancy & Utilities	3,450.65	3,497.66	3,695.11	(47.01)	(1.34%)	(244.46)	(6.62%)
Services	55,824.17	86,528.61	51,697.93	(30,704.44)	(35.48%)	4,126.24	7.98%
Supplies	38.47	25.12	211.12	13.35	53.14%	(172.65)	(81.78%)
Travel	866.91			866.91	0.00%	866.91	0.00%
Leases, Rentals, & Licenses	472.02	459.40	851.53	12.62	2.75%	(379.51)	(44.57%)
Taxes, Dues, & Subscriptions		35.00		(35.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>96,602.75</u>	<u>126,933.92</u>	<u>93,087.71</u>	<u>(30,331.17)</u>	<u>(23.90%)</u>	<u>3,515.04</u>	<u>3.78%</u>
Net Gain or (Loss)	<u>(35,718.25)</u>	<u>(61,225.86)</u>	<u>(34,874.51)</u>	<u>25,507.61</u>	<u>(41.66%)</u>	<u>(843.74)</u>	<u>2.42%</u>

Society of American Archivists
American Archivist
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	51,393.00	50,484.50	49,020.00	908.50	1.80%	2,373.00	4.84%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	24.00	8.00		16.00	200.00%	24.00	0.00%
Total Income	<u>51,417.00</u>	<u>50,492.50</u>	<u>49,020.00</u>	<u>924.50</u>	<u>1.83%</u>	<u>2,397.00</u>	<u>4.89%</u>
Expenses							
Salaries, Wages, & Benefits	16,716.98	18,137.15	16,938.63	(1,420.17)	(7.83%)	(221.65)	(1.31%)
Office Occupancy & Utilities	1,619.44	1,728.14	1,709.82	(108.70)	(6.29%)	(90.38)	(5.29%)
Services	23,462.16	46,908.51	20,072.83	(23,446.35)	(49.98%)	3,389.33	16.89%
Supplies	38.47	10.36	97.69	28.11	271.33%	(59.22)	(60.62%)
Travel	866.91			866.91	0.00%	866.91	0.00%
Leases, Rentals, & Licenses	221.87	227.80	394.70	(5.93)	(2.60%)	(172.83)	(43.79%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>42,925.83</u>	<u>67,011.96</u>	<u>39,213.67</u>	<u>(24,086.13)</u>	<u>(35.94%)</u>	<u>3,712.16</u>	<u>9.47%</u>
Net Gain or (Loss)	<u>8,491.17</u>	<u>(16,519.46)</u>	<u>9,806.33</u>	<u>25,010.63</u>	<u>(151.40%)</u>	<u>(1,315.16)</u>	<u>(13.41%)</u>

Society of American Archivists
Archival Outlook
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	8,792.50	14,395.56	8,318.20	(5,603.06)	(38.92%)	474.30	5.70%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	675.00	820.00	875.00	(145.00)	(17.68%)	(200.00)	(22.86%)
Total Income	<u>9,467.50</u>	<u>15,215.56</u>	<u>9,193.20</u>	<u>(5,748.06)</u>	<u>(37.78%)</u>	<u>274.30</u>	<u>2.98%</u>
Expenses							
Salaries, Wages, & Benefits	19,233.55	18,250.98	19,693.39	982.57	5.38%	(459.84)	(2.33%)
Office Occupancy & Utilities	1,831.21	1,769.52	1,985.29	61.69	3.49%	(154.08)	(7.76%)
Services	32,362.01	39,620.10	31,625.10	(7,258.09)	(18.32%)	736.91	2.33%
Supplies		14.76	113.43	(14.76)	(100.00%)	(113.43)	(100.00%)
Travel							
Leases, Rentals, & Licenses	250.15	231.60	456.83	18.55	8.01%	(206.68)	(45.24%)
Taxes, Dues, & Subscriptions		35.00		(35.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>53,676.92</u>	<u>59,921.96</u>	<u>53,874.04</u>	<u>(6,245.04)</u>	<u>(10.42%)</u>	<u>(197.12)</u>	<u>(0.37%)</u>
Net Gain or (Loss)	<u>(44,209.42)</u>	<u>(44,706.40)</u>	<u>(44,680.84)</u>	<u>496.98</u>	<u>(1.11%)</u>	<u>471.42</u>	<u>(1.06%)</u>

Society of American Archivists
Operational Revenue Centers
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	43,515.17	37,881.40	30,873.23	5,633.77	14.87%	12,641.94	40.95%
Workshops	221,583.48	226,993.38	245,570.60	(5,409.90)	(2.38%)	(23,987.12)	(9.77%)
Annual Meeting	767,080.49	672,240.28	625,514.17	94,840.21	14.11%	141,566.32	22.63%
Publications & CD Sales	82,884.34	80,356.33	98,462.02	2,528.01	3.15%	(15,577.68)	(15.82%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,916.81	37,657.03	14,461.48	(27,740.22)	(73.67%)	(4,544.67)	(31.43%)
Total Income	<u>1,124,980.29</u>	<u>1,055,128.42</u>	<u>1,014,881.50</u>	<u>69,851.87</u>	<u>6.62%</u>	<u>110,098.79</u>	<u>10.85%</u>
Expenses							
Salaries, Wages, & Benefits	199,973.70	195,109.20	205,756.75	4,864.50	2.49%	(5,783.05)	(2.81%)
Office Occupancy & Utilities	21,074.24	19,524.55	21,228.85	1,549.69	7.94%	(154.61)	(0.73%)
Services	367,543.17	383,634.86	360,455.06	(16,091.69)	(4.19%)	7,088.11	1.97%
Supplies	3,833.68	8,688.90	2,334.41	(4,855.22)	(55.88%)	1,499.27	64.22%
Travel	35,844.87	52,028.35	59,920.65	(16,183.48)	(31.11%)	(24,075.78)	(40.18%)
Leases, Rentals, & Licenses	10,756.11	18,954.73	19,307.77	(8,198.62)	(43.25%)	(8,551.66)	(44.29%)
Taxes, Dues, & Subscriptions	(29,338.92)	16,675.00		(46,013.92)	(275.95%)	(29,338.92)	0.00%
Depreciation, Cost of Goods Sold & Other	178,288.55	157,463.73	188,088.34	20,824.82	13.23%	(9,799.79)	(5.21%)
Total Expenses	<u>787,975.40</u>	<u>852,079.32</u>	<u>857,091.83</u>	<u>(64,103.92)</u>	<u>(7.52%)</u>	<u>(69,116.43)</u>	<u>(8.06%)</u>
Net Gain or (Loss)	<u>337,004.89</u>	<u>203,049.10</u>	<u>157,789.67</u>	<u>133,955.79</u>	<u>65.97%</u>	<u>179,215.22</u>	<u>113.58%</u>

**Society of American Archivists
Annual Meeting
For the Five Months Ending Thursday, November 30, 2017**

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	9,632.00	7,283.00	4,350.00	2,349.00	32.25%	5,282.00	121.43%
Workshops					0.00%		0.00%
Annual Meeting	767,080.49	672,240.28	625,514.17	94,840.21	14.11%	141,566.32	22.63%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		20,225.25	1,450.00	(20,225.25)	(100.00%)	(1,450.00)	(100.00%)
Total Income	<u>776,712.49</u>	<u>699,748.53</u>	<u>631,314.17</u>	<u>76,963.96</u>	<u>11.00%</u>	<u>145,398.32</u>	<u>23.03%</u>
Expenses							
Salaries, Wages, & Benefits	58,026.48	60,901.27	60,413.36	(2,874.79)	(4.72%)	(2,386.88)	(3.95%)
Office Occupancy & Utilities	7,465.81	6,071.05	6,077.75	1,394.76	22.97%	1,388.06	22.84%
Services	245,361.15	264,363.03	234,119.86	(19,001.88)	(7.19%)	11,241.29	4.80%
Supplies	1,061.63	3,933.14	1,497.25	(2,871.51)	(73.01%)	(435.62)	(29.09%)
Travel	4,512.62	5,719.25	5,960.00	(1,206.63)	(21.10%)	(1,447.38)	(24.28%)
Leases, Rentals, & Licenses	6,371.66	15,864.25	13,171.51	(9,492.59)	(59.84%)	(6,799.85)	(51.63%)
Taxes, Dues, & Subscriptions	(29,356.64)	16,675.00		(46,031.64)	(276.05%)	(29,356.64)	0.00%
Depreciation, Cost of Goods Sold & Other	146,598.45	127,366.25	147,606.82	19,232.20	15.10%	(1,008.37)	(0.68%)
Total Expenses	<u>440,041.16</u>	<u>500,893.24</u>	<u>468,846.55</u>	<u>(60,852.08)</u>	<u>(12.15%)</u>	<u>(28,805.39)</u>	<u>(6.14%)</u>
Net Gain or (Loss)	<u>336,671.33</u>	<u>198,855.29</u>	<u>162,467.62</u>	<u>137,816.04</u>	<u>69.30%</u>	<u>174,203.71</u>	<u>107.22%</u>

Society of American Archivists
Annual Meeting - Atlanta 2016
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>Last Year</u> <u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising		7,283.00		(7,283.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		672,240.28		(672,240.28)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		20,225.25		(20,225.25)	(100.00%)		0.00%
Total Income		<u>699,748.53</u>		<u>(699,748.53)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		45,610.94		(45,610.94)	(100.00%)		0.00%
Office Occupancy & Utilities		4,634.62		(4,634.62)	(100.00%)		0.00%
Services		259,499.67		(259,499.67)	(100.00%)		0.00%
Supplies		3,928.33		(3,928.33)	(100.00%)		0.00%
Travel		3,380.59		(3,380.59)	(100.00%)		0.00%
Leases, Rentals, & Licenses		15,597.66		(15,597.66)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		16,675.00		(16,675.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		151,566.43		(151,566.43)	(100.00%)		0.00%
Total Expenses		<u>500,893.24</u>		<u>(500,893.24)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>198,855.29</u>		<u>(198,855.29)</u>	<u>(100.00%)</u>		<u>0.00%</u>

Society of American Archivists
Annual Meeting - Portland 2017
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	9,632.00		4,350.00	9,632.00	0.00%	5,282.00	121.43%
Workshops							
Annual Meeting	767,080.49		625,514.17	767,080.49	0.00%	141,566.32	22.63%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			1,450.00		0.00%	(1,450.00)	(100.00%)
Total Income	<u>776,712.49</u>		<u>631,314.17</u>	<u>776,712.49</u>	<u>0.00%</u>	<u>145,398.32</u>	<u>23.03%</u>
Expenses							
Salaries, Wages, & Benefits	48,144.24	14,234.24	50,395.04	33,910.00	238.23%	(2,250.80)	(4.47%)
Office Occupancy & Utilities	6,591.86	1,332.63	5,065.23	5,259.23	394.65%	1,526.63	30.14%
Services	236,761.98	4,798.99	229,436.33	231,962.99	4,833.58%	7,325.65	3.19%
Supplies	1,061.63	3.99	1,439.41	1,057.64	26,507.27%	(377.78)	(26.25%)
Travel	(145.22)	2,338.66	5,360.00	(2,483.88)	(106.21%)	(5,505.22)	(102.71%)
Leases, Rentals, & Licenses	6,239.62	252.84	12,937.08	5,986.78	2,367.81%	(6,697.46)	(51.77%)
Taxes, Dues, & Subscriptions	(29,356.64)			(29,356.64)	0.00%	(29,356.64)	0.00%
Depreciation, Cost of Goods Sold & Other	170,743.69	(22,961.35)	164,213.48	193,705.04	(843.61%)	6,530.21	3.98%
Total Expenses	<u>440,041.16</u>		<u>468,846.57</u>	<u>440,041.16</u>	<u>0.00%</u>	<u>(28,805.41)</u>	<u>(6.14%)</u>
Net Gain or (Loss)	<u>336,671.33</u>		<u>162,467.60</u>	<u>336,671.33</u>	<u>0.00%</u>	<u>174,203.73</u>	<u>107.22%</u>

Society of American Archivists
Annual Meeting - Washington 2018
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	9,882.24	1,056.09	10,018.32	8,826.15	835.74%	(136.08)	(1.36%)
Office Occupancy & Utilities	873.95	103.80	1,012.52	770.15	741.96%	(138.57)	(13.69%)
Services	5,449.17	64.37	4,683.53	5,384.80	8,365.39%	765.64	16.35%
Supplies		0.82	57.84	(0.82)	(100.00%)	(57.84)	(100.00%)
Travel	4,657.84			4,657.84	0.00%	4,657.84	0.00%
Leases, Rentals, & Licenses	132.04	13.75	234.43	118.29	860.29%	(102.39)	(43.68%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(20,995.24)	(1,238.83)	(16,006.66)	(19,756.41)	1,594.76%	(4,988.58)	31.17%
Total Expenses			(0.02)		0.00%	0.02	(100.00%)
Net Gain or (Loss)			0.02		0.00%	(0.02)	(100.00%)

Society of American Archivists
Annual Meeting - Austin 2019
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits							
Office Occupancy & Utilities							
Services	3,150.00			3,150.00	0.00%	3,150.00	0.00%
Supplies							
Travel			600.00		0.00%	(600.00)	(100.00%)
Leases, Rentals, & Licenses							
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(3,150.00)		(600.00)	(3,150.00)	0.00%	(2,550.00)	425.00%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

Society of American Archivists
Publications
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales	82,884.34	80,261.33	98,462.02	2,623.01	3.27%	(15,577.68)	(15.82%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>9,916.81</u>	<u>15,826.78</u>	<u>13,011.48</u>	<u>(5,909.97)</u>	<u>(37.34%)</u>	<u>(3,094.67)</u>	<u>(23.78%)</u>
Total Income	<u>92,801.15</u>	<u>96,088.11</u>	<u>111,473.50</u>	<u>(3,286.96)</u>	<u>(3.42%)</u>	<u>(18,672.35)</u>	<u>(16.75%)</u>
Expenses							
Salaries, Wages, & Benefits	36,716.73	35,980.78	37,719.45	735.95	2.05%	(1,002.72)	(2.66%)
Office Occupancy & Utilities	3,424.02	3,597.18	3,801.95	(173.16)	(4.81%)	(377.93)	(9.94%)
Services	42,048.27	39,810.26	44,671.54	2,238.01	5.62%	(2,623.27)	(5.87%)
Supplies	2,201.57	3,937.39	217.25	(1,735.82)	(44.09%)	1,984.32	913.38%
Travel	1,947.71	2,297.34	3,330.00	(349.63)	(15.22%)	(1,382.29)	(41.51%)
Leases, Rentals, & Licenses	2,094.85	1,642.08	2,224.50	452.77	27.57%	(129.65)	(5.83%)
Taxes, Dues, & Subscriptions	17.72			17.72	0.00%	17.72	0.00%
Depreciation, Cost of Goods Sold & Other	<u>31,690.10</u>	<u>28,436.08</u>	<u>40,481.52</u>	<u>3,254.02</u>	<u>11.44%</u>	<u>(8,791.42)</u>	<u>(21.72%)</u>
Total Expenses	<u>120,140.97</u>	<u>115,701.11</u>	<u>132,446.21</u>	<u>4,439.86</u>	<u>3.84%</u>	<u>(12,305.24)</u>	<u>(9.29%)</u>
Net Gain or (Loss)	<u>(27,339.82)</u>	<u>(19,613.00)</u>	<u>(20,972.71)</u>	<u>(7,726.82)</u>	<u>39.40%</u>	<u>(6,367.11)</u>	<u>30.36%</u>

Society of American Archivists
Education
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops	221,583.48	226,993.38	245,570.60	(5,409.90)	(2.38%)	(23,987.12)	(9.77%)
Annual Meeting							
Publications & CD Sales		95.00		(95.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other		1,605.00		(1,605.00)	(100.00%)		0.00%
Total Income	<u>221,583.48</u>	<u>228,693.38</u>	<u>245,570.60</u>	<u>(7,109.90)</u>	<u>(3.11%)</u>	<u>(23,987.12)</u>	<u>(9.77%)</u>
Expenses							
Salaries, Wages, & Benefits	103,795.19	96,312.64	106,198.89	7,482.55	7.77%	(2,403.70)	(2.26%)
Office Occupancy & Utilities	10,038.54	9,675.35	11,205.19	363.19	3.75%	(1,166.65)	(10.41%)
Services	68,753.06	69,587.74	72,038.01	(834.68)	(1.20%)	(3,284.95)	(4.56%)
Supplies	570.48	817.44	611.67	(246.96)	(30.21%)	(41.19)	(6.73%)
Travel	28,909.14	42,735.15	49,016.65	(13,826.01)	(32.35%)	(20,107.51)	(41.02%)
Leases, Rentals, & Licenses	2,270.24	1,424.52	3,878.48	845.72	59.37%	(1,608.24)	(41.47%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		1,661.40		(1,661.40)	(100.00%)		0.00%
Total Expenses	<u>214,336.65</u>	<u>222,214.24</u>	<u>242,948.89</u>	<u>(7,877.59)</u>	<u>(3.55%)</u>	<u>(28,612.24)</u>	<u>(11.78%)</u>
Net Gain or (Loss)	<u>7,246.83</u>	<u>6,479.14</u>	<u>2,621.71</u>	<u>767.69</u>	<u>11.85%</u>	<u>4,625.12</u>	<u>176.42%</u>

Society of American Archivists
Career Services
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	33,883.17	30,598.40	26,523.23	3,284.77	10.74%	7,359.94	27.75%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>33,883.17</u>	<u>30,598.40</u>	<u>26,523.23</u>	<u>3,284.77</u>	<u>10.74%</u>	<u>7,359.94</u>	<u>27.75%</u>
Expenses							
Salaries, Wages, & Benefits	1,435.30	1,914.51	1,425.05	(479.21)	(25.03%)	10.25	0.72%
Office Occupancy & Utilities	145.87	180.97	143.96	(35.10)	(19.40%)	1.91	1.33%
Services	11,380.69	9,873.83	9,625.65	1,506.86	15.26%	1,755.04	18.23%
Supplies		0.93	8.24	(0.93)	(100.00%)	(8.24)	(100.00%)
Travel	475.40	1,276.61	1,614.00	(801.21)	(62.76%)	(1,138.60)	(70.55%)
Leases, Rentals, & Licenses	19.36	23.88	33.28	(4.52)	(18.93%)	(13.92)	(41.83%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>13,456.62</u>	<u>13,270.73</u>	<u>12,850.18</u>	<u>185.89</u>	<u>1.40%</u>	<u>606.44</u>	<u>4.72%</u>
Net Gain or (Loss)	<u>20,426.55</u>	<u>17,327.67</u>	<u>13,673.05</u>	<u>3,098.88</u>	<u>17.88%</u>	<u>6,753.50</u>	<u>49.39%</u>

Society of American Archivists
Operational Expense Centers
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions		20.00		(20.00)	(100.00%)		0.00%
Investments	8,415.24	6,231.72	6,692.00	2,183.52	35.04%	1,723.24	25.75%
Shipping, Handling, & Other		(0.08)		0.08	(100.00%)		0.00%
Total Income	<u>8,415.24</u>	<u>6,251.64</u>	<u>6,692.00</u>	<u>2,163.60</u>	<u>34.61%</u>	<u>1,723.24</u>	<u>25.75%</u>
Expenses							
Salaries, Wages, & Benefits	169,612.11	175,426.51	175,511.87	(5,814.40)	(3.31%)	(5,899.76)	(3.36%)
Office Occupancy & Utilities	17,410.48	16,860.73	18,461.09	549.75	3.26%	(1,050.61)	(5.69%)
Services	104,971.84	114,880.89	113,563.58	(9,909.05)	(8.63%)	(8,591.74)	(7.57%)
Supplies	1,451.38	3,062.49	1,441.19	(1,611.11)	(52.61%)	10.19	0.71%
Travel	29,513.68	18,186.77	41,935.25	11,326.91	62.28%	(12,421.57)	(29.62%)
Leases, Rentals, & Licenses	2,283.26	2,188.10	3,539.41	95.16	4.35%	(1,256.15)	(35.49%)
Taxes, Dues, & Subscriptions	15,230.00	18,848.00	200.00	(3,618.00)	(19.20%)	15,030.00	7,515.00%
Depreciation, Cost of Goods Sold & Other	20,207.49	20,811.09	21,769.28	(603.60)	(2.90%)	(1,561.79)	(7.17%)
Total Expenses	<u>360,680.24</u>	<u>370,264.58</u>	<u>376,421.67</u>	<u>(9,584.34)</u>	<u>(2.59%)</u>	<u>(15,741.43)</u>	<u>(4.18%)</u>
Net Gain or (Loss)	<u>(352,265.00)</u>	<u>(364,012.94)</u>	<u>(369,729.67)</u>	<u>11,747.94</u>	<u>(3.23%)</u>	<u>17,464.67</u>	<u>(4.72%)</u>

Society of American Archivists
General & Administrative
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions		20.00		(20.00)	(100.00%)		0.00%
Investments	8,415.24	6,231.72	6,692.00	2,183.52	35.04%	1,723.24	25.75%
Shipping, Handling, & Other		(0.08)		0.08	(100.00%)		0.00%
Total Income	<u>8,415.24</u>	<u>6,251.64</u>	<u>6,692.00</u>	<u>2,163.60</u>	<u>34.61%</u>	<u>1,723.24</u>	<u>25.75%</u>
Expenses							
Salaries, Wages, & Benefits	96,994.87	106,447.71	101,466.58	(9,452.84)	(8.88%)	(4,471.71)	(4.41%)
Office Occupancy & Utilities	9,919.31	9,853.74	10,463.83	65.57	0.67%	(544.52)	(5.20%)
Services	81,944.99	74,098.23	79,551.82	7,846.76	10.59%	2,393.17	3.01%
Supplies	1,145.38	2,438.80	1,014.53	(1,293.42)	(53.04%)	130.85	12.90%
Travel	3,600.98	2,225.52	10,250.25	1,375.46	61.80%	(6,649.27)	(64.87%)
Leases, Rentals, & Licenses	1,331.83	1,283.60	1,819.63	48.23	3.76%	(487.80)	(26.81%)
Taxes, Dues, & Subscriptions	340.00	4,038.00		(3,698.00)	(91.58%)	340.00	0.00%
Depreciation, Cost of Goods Sold & Other	20,207.49	20,811.09	21,769.28	(603.60)	(2.90%)	(1,561.79)	(7.17%)
Total Expenses	<u>215,484.85</u>	<u>221,196.69</u>	<u>226,335.92</u>	<u>(5,711.84)</u>	<u>(2.58%)</u>	<u>(10,851.07)</u>	<u>(4.79%)</u>
Net Gain or (Loss)	<u>(207,069.61)</u>	<u>(214,945.05)</u>	<u>(219,643.92)</u>	<u>7,875.44</u>	<u>(3.66%)</u>	<u>12,574.31</u>	<u>(5.72%)</u>

**Society of American Archivists
Governance
For the Five Months Ending Thursday, November 30, 2017**

	<u>Year-To-Date 11/30/2017</u>	<u>Year-To-Date 11/30/2016</u>	<u>Budget 11/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	42,807.32	38,120.79	43,660.03	4,686.53	12.29%	(852.71)	(1.95%)
Office Occupancy & Utilities	4,602.34	4,020.97	4,932.66	581.37	14.46%	(330.32)	(6.70%)
Services	19,640.87	36,502.35	21,283.87	(16,861.48)	(46.19%)	(1,643.00)	(7.72%)
Supplies	306.00	600.25	251.56	(294.25)	(49.02%)	54.44	21.64%
Travel	19,250.27	12,134.72	18,800.00	7,115.55	58.64%	450.27	2.40%
Leases, Rentals, & Licenses	560.28	512.66	1,013.80	47.62	9.29%	(453.52)	(44.73%)
Taxes, Dues, & Subscriptions	2,890.00	2,810.00	200.00	80.00	2.85%	2,690.00	1,345.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	90,057.08	94,701.74	90,141.92	(4,644.66)	(4.90%)	(84.84)	(0.09%)
Net Gain or (Loss)	(90,057.08)	(94,701.74)	(90,141.92)	4,644.66	(4.90%)	84.84	(0.09%)

Society of American Archivists
Advocacy
For the Five Months Ending Thursday, November 30, 2017

	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Year-To-Date</u> <u>11/30/2016</u>	<u>Budget</u> <u>11/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	29,809.92	30,858.01	30,385.26	(1,048.09)	(3.40%)	(575.34)	(1.89%)
Office Occupancy & Utilities	2,888.83	2,986.02	3,064.60	(97.19)	(3.25%)	(175.77)	(5.74%)
Services	3,385.98	4,280.31	12,727.89	(894.33)	(20.89%)	(9,341.91)	(73.40%)
Supplies		23.44	175.10	(23.44)	(100.00%)	(175.10)	(100.00%)
Travel	6,662.43	3,826.53	12,885.00	2,835.90	74.11%	(6,222.57)	(48.29%)
Leases, Rentals, & Licenses	391.15	391.84	705.98	(0.69)	(0.18%)	(314.83)	(44.59%)
Taxes, Dues, & Subscriptions	12,000.00	12,000.00			0.00%	12,000.00	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	55,138.31	54,366.15	59,943.83	772.16	1.42%	(4,805.52)	(8.02%)
Net Gain or (Loss)	(55,138.31)	(54,366.15)	(59,943.83)	(772.16)	1.42%	4,805.52	(8.02%)