

**Society of American Archivists
Council Meeting
January 13, 2021
Virtual Meeting**

**October 2020 Year-to-Date Financial Statements (FY 2021)
(Prepared by Amy Fitch and Peter Carlson)**

Overview

For the month ending October 31, 2020, SAA posted a net gain of \$95,188. This is a *favorable* variance of \$95,030, as the *budgeted gain* for October was \$2,157.

Total revenues as of October 31 were lower than last year by \$411,050 (29.99%) and better than budget by \$58,551 (6.5%). Total expenses were lower than last year and budget by \$493,555 (36.34%) and \$34,479 (3.84%), respectively. The large variances with last year reflect the fact that the 2019 Annual Meeting was an in-person event, while the 2020 Annual Meeting was virtual.

Balance Sheet

Cash and Investments balances were lower than last year by \$29,055 (1.97%) and total deferred revenues were lower than last year by \$5,561 (0.91%). That deferred revenues are within 1% of last year at this time reflects that the pivot to remote learning and operations has been successful enough thus far to keep our overall performance on par with recent, pre-COVID trends. Our cash and investments balance has also stayed relatively strong and now approximates our balance for the same period in FY 2020.

Income Statement

For the month ending October 31, 2020, SAA posted a net gain of \$95,188. This net gain is better than last year and budget by \$82,505 (650.53%) and \$93,030 (4,311.97%), respectively. Total revenues for October 2020 were lower than last year by \$411,050 (29.99%) and higher than budget by \$58,551 (6.5%). Total expenses were lower than last year and budget by \$493,555 (36.34%) and \$34,479 (3.84%), respectively.

Specific points of interest are as follows:

- **Membership:** As of October 31, overall membership increased by 52 members (0.89%), and dues revenue was lower than last year by \$13,121 (3.82%) and *better than budget* by \$18,779 (6.02%). Membership's net gain for October was lower than last year by \$9,764 (3.35%) and better than budget by \$32,169 (12.87%). Membership deferred revenues in October were lower than last year by \$8,612 (1.58%). The decline in deferred revenue continues to slow,

which may be an early sign that our budgeting might have been conservative and that retention is stronger than our budget model assumed.

- **Annual Meeting:** As of October 31, the 2020 Joint Annual Meeting showed a net gain of \$147,067, well ahead of the budgeted estimate of \$49,425 (198.63%). Although expenses for staff effort will continue to accrue through December, revenues will as well, as registrations have continued since the event itself. We budgeted for attendance of 2,000 and actual registrations exceeded 2,400. Revenues for AM 2020 exceeded budget by \$97,970 (28.6%); expenses were \$201 (0.07%) less than budget.
- **Publications:** Publications showed a net loss of \$37,430 on October 31, smaller than last year's net loss by \$7,816 (17.27%) and missing budget estimates by \$7,261 (24.07%). Total revenue as of October 31 was lower than last year and budget by \$10,225 (12.32%) and \$25,992 (26.33%), respectively. Expenses as of October 31 were lower than last year and budget by \$18,040 (14.07%) and \$18,731 (14.53%), respectively.
- **Education:** Education posted a net loss of \$2,817 for the period ending October 31. This performance is better than last year by \$1,635 (138.29%) and fell short of budget by \$20,352 (116.07%). Total revenues fell short of budget estimates by \$32,185 (26.28%) and expenses were under budget by \$11,833 (11.28%). This reflects a slowing in on-demand sales and a later start to the schedule of live online courses. Although expenses for the development of the Management Track are underwritten by the \$25,000 NHPRC cooperative agreement, enrollment in these courses has not met expectations. As the pandemic continues, *Education is facing challenges in identifying instructors with the time and energy to teach online courses.*
- **Career Services:** As of October 31, Career Services posted a net gain of \$4,674, which is lower than last year by \$7,212 (60.68%) and better than budget by \$3,935 (532.38%). Revenues are lower than last year by \$16,091 (63.35%) and higher than budget by \$5,648 (154.3%). The COVID-19 pandemic has all but shut down the professional job market, and Career Center performance and budget estimates for FY21 reflect this reality.
- **General and Administrative:** The net loss in G&A for the period ending October 31 was \$172,727, which is a larger net loss than last year by \$18,731 (12.16%), and a smaller net loss than budget by \$3,920 (2.22%). The variance with last year reflects timing of the booking of audit fees, and will resolve over the next few months.
- **Advocacy:** As of October 31, the net loss for Advocacy was \$40,847, a greater net loss than last year and budget by \$7,348 (21.93%) and \$11,836 (40.8%), respectively. The variance with budget reflects the timing of payment to the National Coalition for History, and will resolve in November.

**Society of American Archivists
Balance Sheet - Operations
Saturday, October 31, 2020**

	<u>Fiscal 2021</u>	<u>Fiscal 2020</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,447,826.95	\$1,476,882.25	(\$29,055.30)	(1.97%)
Accounts Receivable	28,568.84	4,694.70	23,874.14	508.53%
Equipment	47,456.72	55,270.66	(7,813.94)	(14.14%)
Deposits	8,706.85	11,608.41	(2,901.56)	(25.00%)
Inventory	120,270.33	107,233.86	13,036.47	12.16%
Prepaid Expenses	43,222.16	49,287.73	(6,065.57)	(12.31%)
Due From Operations	488,648.41	460,782.55	27,865.86	6.05%
Due From Foundation	617,833.55	469,231.44	148,602.11	31.67%
Cash Clearing	534.26		534.26	(100.00%)
Total Assets	<u><u>2,803,068.07</u></u>	<u><u>2,634,991.60</u></u>	<u><u>168,076.47</u></u>	<u><u>6.38%</u></u>
Liabilities				
Accounts Payable	33,644.58	28,826.42	4,818.16	16.71%
Salaries and Wages Payable	51,676.42	44,796.53	6,879.89	15.36%
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	46,750.75	52,720.84	(5,970.09)	(11.32%)
Membership	537,897.62	546,509.43	(8,611.81)	(1.58%)
Education	35,155.20	13,080.00	22,075.20	168.77%
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
Consultants		33.00	(33.00)	(100.00%)
Publication Pre-Sales		1,899.24	(1,899.24)	(100.00%)
Total Deferred Revenues	619,803.57	614,242.51	5,561.06	0.91%
Due to Council-Directed Funds	1,179,063.15	1,179,063.15		0.00%
Due To Foundation	76,414.63	38,525.79	37,888.84	98.35%
Deferred Rent	10,279.11	12,563.31	(2,284.20)	(18.18%)
Total Liabilities	<u><u>1,970,881.46</u></u>	<u><u>1,918,017.71</u></u>	<u><u>52,863.75</u></u>	<u><u>2.76%</u></u>
Net Assets				
Fund Balance	736,998.89	704,291.23	32,707.66	4.64%
Net Gain or Loss	95,187.72	12,682.66	82,505.06	650.53%
Total Net Assets	<u><u>832,186.61</u></u>	<u><u>716,973.89</u></u>	<u><u>115,212.72</u></u>	<u><u>16.07%</u></u>
Total Liabilities and Net Assets	<u><u>2,803,068.07</u></u>	<u><u>2,634,991.60</u></u>	<u><u>168,076.47</u></u>	<u><u>6.38%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Four Months Ending Saturday, October 31, 2020

	<u>Year-To-Date</u> <u>10/31/2020</u>	<u>Year-To-Date</u> <u>10/31/2019</u>	<u>Budget</u> <u>10/31/2020</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	\$282,108.51	\$291,872.70	\$249,939.63	(\$9,764.19)	(3.35%)	\$32,168.88	12.87%
Annual Meeting	147,595.80	84,173.30	49,424.58	63,422.50	75.35%	98,171.22	198.63%
Publications	(37,430.45)	(45,245.96)	(30,169.18)	7,815.51	(17.27%)	(7,261.27)	24.07%
Education	(2,817.01)	(1,182.19)	17,534.73	(1,634.82)	138.29%	(20,351.74)	(116.07%)
Career Services	4,673.92	11,886.10	739.10	(7,212.18)	(60.68%)	3,934.82	532.38%
American Archivist	(24,738.91)	(33,280.69)	(25,655.12)	8,541.78	(25.67%)	916.21	(3.57%)
Archival Outlook	(14,088.70)	(25,278.36)	(12,143.50)	11,189.66	(44.27%)	(1,945.20)	16.02%
General & Administrative	(172,727.21)	(153,995.80)	(176,647.49)	(18,731.41)	12.16%	3,920.28	(2.22%)
Advocacy	(40,847.11)	(33,499.39)	(29,011.53)	(7,347.72)	21.93%	(11,835.58)	40.80%
Governance	(46,541.12)	(82,767.05)	(41,853.73)	36,225.93	(43.77%)	(4,687.39)	11.20%
Total Net Gain/(Loss)	<u>95,187.72</u>	<u>12,682.66</u>	<u>2,157.49</u>	<u>82,505.06</u>	<u>650.53%</u>	<u>93,030.23</u>	<u>4,311.97%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Four Months Ending Saturday, October 31, 2020

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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>
Revenues							
Membership	\$330,787.53	\$343,908.92	\$312,008.74	(\$13,121.39)	(3.82%)	\$18,778.79	6.02%
Annual Meeting	440,520.00	720,333.00	342,550.00	(279,813.00)	(38.84%)	97,970.00	28.60%
Publications	72,740.47	82,965.08	98,732.86	(10,224.61)	(12.32%)	(25,992.39)	(26.33%)
Education	90,298.58	165,108.58	122,483.32	(74,810.00)	(45.31%)	(32,184.74)	(26.28%)
Career Services	9,308.15	25,398.30	3,660.25	(16,090.15)	(63.35%)	5,647.90	154.30%
American Archivist	1,326.00	4,124.66	1,750.00	(2,798.66)	(67.85%)	(424.00)	(24.23%)
Archival Outlook	5,740.91	8,804.33	8,500.00	(3,063.42)	(34.79%)	(2,759.09)	(32.46%)
General & Administrative	8,884.10	20,012.70	8,919.14	(11,128.60)	(55.61%)	(35.04)	(0.39%)
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
Total Revenues	<u>959,605.74</u>	<u>1,370,655.57</u>	<u>901,054.31</u>	<u>(411,049.83)</u>	<u>(29.99%)</u>	<u>58,551.43</u>	<u>6.50%</u>
Expenses							
Membership	48,679.02	52,036.22	62,069.11	(3,357.20)	(6.45%)	(13,390.09)	(21.57%)
Annual Meeting	292,924.20	636,159.70	293,125.42	(343,235.50)	(53.95%)	(201.22)	(0.07%)
Publications	110,170.92	128,211.04	128,902.04	(18,040.12)	(14.07%)	(18,731.12)	(14.53%)
Education	93,115.59	166,290.77	104,948.59	(73,175.18)	(44.00%)	(11,833.00)	(11.28%)
Career Services	4,634.23	13,512.20	2,921.15	(8,877.97)	(65.70%)	1,713.08	58.64%
American Archivist	26,064.91	37,405.35	27,405.12	(11,340.44)	(30.32%)	(1,340.21)	(4.89%)
Archival Outlook	19,829.61	34,082.69	20,643.50	(14,253.08)	(41.82%)	(813.89)	(3.94%)
General & Administrative	181,611.31	174,008.50	185,566.63	7,602.81	4.37%	(3,955.32)	(2.13%)
Advocacy	40,847.11	33,499.39	31,461.53	7,347.72	21.93%	9,385.58	29.83%
Governance	46,541.12	82,767.05	41,853.73	(36,225.93)	(43.77%)	4,687.39	11.20%
Total Expenses	<u>864,418.02</u>	<u>1,357,972.91</u>	<u>898,896.82</u>	<u>(493,554.89)</u>	<u>(36.34%)</u>	<u>(34,478.80)</u>	<u>(3.84%)</u>
Total Net Gain/(Loss)	<u>95,187.72</u>	<u>12,682.66</u>	<u>2,157.49</u>	<u>82,505.06</u>	<u>650.53%</u>	<u>93,030.23</u>	<u>4,311.97%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Four Months Ending Saturday, October 31, 2020

	<u>Year-To-Date</u> <u>10/31/2020</u>	<u>Year-To-Date</u> <u>10/31/2019</u>	<u>Budget</u> <u>10/31/2020</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	\$330,162.53	\$343,213.12	\$311,585.41	(\$13,050.59)	(3.80%)	\$18,577.12	5.96%
Subscriptions & Advertising	17,125.06	38,806.29	13,910.25	(21,681.23)	(55.87%)	3,214.81	23.11%
Workshops	90,258.60	163,234.60	122,483.32	(72,976.00)	(44.71%)	(32,224.72)	(26.31%)
Annual Meeting	439,520.00	719,033.00	347,000.00	(279,513.00)	(38.87%)	92,520.00	26.66%
Publications & CD Sales	62,818.47	72,685.13	84,906.75	(9,866.66)	(13.57%)	(22,088.28)	(26.01%)
Contributions					0.00%		0.00%
Investments	8,884.10	13,833.03	8,919.14	(4,948.93)	(35.78%)	(35.04)	(0.39%)
Shipping, Handling, & Other	10,836.98	19,850.40	12,249.44	(9,013.42)	(45.41%)	(1,412.46)	(11.53%)
Total Income	<u>959,605.74</u>	<u>1,370,655.57</u>	<u>901,054.31</u>	<u>(411,049.83)</u>	<u>(29.99%)</u>	<u>58,551.43</u>	<u>6.50%</u>
Expenses							
Salaries, Wages, & Benefits	341,059.92	385,313.57	338,951.86	(44,253.65)	(11.49%)	2,108.06	0.62%
Office Occupancy & Utilities	37,569.15	37,354.40	38,821.98	214.75	0.57%	(1,252.83)	(3.23%)
Services	275,159.46	600,147.70	310,363.05	(324,988.24)	(54.15%)	(35,203.59)	(11.34%)
Supplies	6,390.95	15,049.68	3,681.23	(8,658.73)	(57.53%)	2,709.72	73.61%
Travel	326.87	63,670.74		(63,343.87)	(99.49%)	326.87	0.00%
Leases, Rentals, & Licenses	8,094.21	9,525.65	5,557.34	(1,431.44)	(15.03%)	2,536.87	45.65%
Taxes, Dues, & Subscriptions	11,297.67	20,432.98	740.00	(9,135.31)	(44.71%)	10,557.67	1,426.71%
Depreciation, Cost of Goods Sold & Other	184,519.79	226,478.19	200,781.36	(41,958.40)	(18.53%)	(16,261.57)	(8.10%)
Total Expenses	<u>864,418.02</u>	<u>1,357,972.91</u>	<u>898,896.82</u>	<u>(493,554.89)</u>	<u>(36.34%)</u>	<u>(34,478.80)</u>	<u>(3.84%)</u>
Net Gain or (Loss)	<u>95,187.72</u>	<u>12,682.66</u>	<u>2,157.49</u>	<u>82,505.06</u>	<u>650.53%</u>	<u>93,030.23</u>	<u>4,311.97%</u>

**Society of American Archivists
Membership and Periodicals
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$330,162.53	\$343,213.12	\$311,585.41	(\$13,050.59)	(3.80%)	\$18,577.12	5.96%
Subscriptions & Advertising	6,816.91	12,507.99	10,250.00	(5,691.08)	(45.50%)	(3,433.09)	(33.49%)
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	875.00	1,116.80	423.33	(241.80)	(21.65%)	451.67	106.69%
Total Income	<u>337,854.44</u>	<u>356,837.91</u>	<u>322,258.74</u>	<u>(18,983.47)</u>	<u>(5.32%)</u>	<u>15,595.70</u>	<u>4.84%</u>
Expenses							
Salaries, Wages, & Benefits	65,404.35	56,022.84	64,101.82	9,381.51	16.75%	1,302.53	2.03%
Office Occupancy & Utilities	6,783.43	5,430.24	7,186.63	1,353.19	24.92%	(403.20)	(5.61%)
Services	20,965.25	42,456.89	29,448.88	(21,491.64)	(50.62%)	(8,483.63)	(28.81%)
Supplies	662.66	150.00	1,544.10	512.66	341.77%	(881.44)	(57.08%)
Travel		8,948.89		(8,948.89)	(100.00%)		0.00%
Leases, Rentals, & Licenses	757.85	591.92	755.48	165.93	28.03%	2.37	0.31%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		9,923.48	7,080.82	(9,923.48)	(100.00%)	(7,080.82)	(100.00%)
Total Expenses	<u>94,573.54</u>	<u>123,524.26</u>	<u>110,117.73</u>	<u>(28,950.72)</u>	<u>(23.44%)</u>	<u>(15,544.19)</u>	<u>(14.12%)</u>
Net Gain or (Loss)	<u>243,280.90</u>	<u>233,313.65</u>	<u>212,141.01</u>	<u>9,967.25</u>	<u>4.27%</u>	<u>31,139.89</u>	<u>14.68%</u>

**Society of American Archivists
Membership
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$330,162.53	\$343,213.12	\$311,585.41	(\$13,050.59)	(3.80%)	\$18,577.12	5.96%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>625.00</u>	<u>695.80</u>	<u>423.33</u>	<u>(70.80)</u>	<u>(10.18%)</u>	<u>201.67</u>	<u>47.64%</u>
Total Income	<u>330,787.53</u>	<u>343,908.92</u>	<u>312,008.74</u>	<u>(13,121.39)</u>	<u>(3.82%)</u>	<u>18,778.79</u>	<u>6.02%</u>
Expenses							
Salaries, Wages, & Benefits	40,259.92	32,242.93	39,368.76	8,016.99	24.86%	891.16	2.26%
Office Occupancy & Utilities	4,259.80	3,069.27	4,412.66	1,190.53	38.79%	(152.86)	(3.46%)
Services	3,030.62	6,310.24	9,350.46	(3,279.62)	(51.97%)	(6,319.84)	(67.59%)
Supplies	662.66	150.00	1,391.97	512.66	341.77%	(729.31)	(52.39%)
Travel							
Leases, Rentals, & Licenses	466.02	340.30	464.44	125.72	36.94%	1.58	0.34%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		<u>9,923.48</u>	<u>7,080.82</u>	<u>(9,923.48)</u>	<u>(100.00%)</u>	<u>(7,080.82)</u>	<u>(100.00%)</u>
Total Expenses	<u>48,679.02</u>	<u>52,036.22</u>	<u>62,069.11</u>	<u>(3,357.20)</u>	<u>(6.45%)</u>	<u>(13,390.09)</u>	<u>(21.57%)</u>
Net Gain or (Loss)	<u>282,108.51</u>	<u>291,872.70</u>	<u>249,939.63</u>	<u>(9,764.19)</u>	<u>(3.35%)</u>	<u>32,168.88</u>	<u>12.87%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	6,816.91	12,507.99	10,250.00	(5,691.08)	(45.50%)	(3,433.09)	(33.49%)
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	250.00	421.00		(171.00)	(40.62%)	250.00	0.00%
Total Income	<u>7,066.91</u>	<u>12,928.99</u>	<u>10,250.00</u>	<u>(5,862.08)</u>	<u>(45.34%)</u>	<u>(3,183.09)</u>	<u>(31.05%)</u>
Expenses							
Salaries, Wages, & Benefits	25,144.43	23,779.91	24,733.06	1,364.52	5.74%	411.37	1.66%
Office Occupancy & Utilities	2,523.63	2,360.97	2,773.97	162.66	6.89%	(250.34)	(9.02%)
Services	17,934.63	36,146.65	20,098.42	(18,212.02)	(50.38%)	(2,163.79)	(10.77%)
Supplies			152.13		0.00%	(152.13)	(100.00%)
Travel		8,948.89		(8,948.89)	(100.00%)		0.00%
Leases, Rentals, & Licenses	291.83	251.62	291.04	40.21	15.98%	0.79	0.27%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>45,894.52</u>	<u>71,488.04</u>	<u>48,048.62</u>	<u>(25,593.52)</u>	<u>(35.80%)</u>	<u>(2,154.10)</u>	<u>(4.48%)</u>
Net Gain or (Loss)	<u>(38,827.61)</u>	<u>(58,559.05)</u>	<u>(37,798.62)</u>	<u>19,731.44</u>	<u>(33.69%)</u>	<u>(1,028.99)</u>	<u>2.72%</u>

**Society of American Archivists
American Archivist
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	1,326.00	4,108.66	1,750.00	(2,782.66)	(67.73%)	(424.00)	(24.23%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		16.00		(16.00)	(100.00%)		0.00%
Total Income	<u>1,326.00</u>	<u>4,124.66</u>	<u>1,750.00</u>	<u>(2,798.66)</u>	<u>(67.85%)</u>	<u>(424.00)</u>	<u>(24.23%)</u>
Expenses							
Salaries, Wages, & Benefits	12,312.24	7,015.84	12,074.10	5,296.40	75.49%	238.14	1.97%
Office Occupancy & Utilities	1,150.85	756.17	1,355.14	394.68	52.19%	(204.29)	(15.08%)
Services	12,459.80	20,609.84	13,759.87	(8,150.04)	(39.54%)	(1,300.07)	(9.45%)
Supplies			74.32		0.00%	(74.32)	(100.00%)
Travel		8,948.89		(8,948.89)	(100.00%)		0.00%
Leases, Rentals, & Licenses	142.02	74.61	141.69	67.41	90.35%	0.33	0.23%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>26,064.91</u>	<u>37,405.35</u>	<u>27,405.12</u>	<u>(11,340.44)</u>	<u>(30.32%)</u>	<u>(1,340.21)</u>	<u>(4.89%)</u>
Net Gain or (Loss)	<u>(24,738.91)</u>	<u>(33,280.69)</u>	<u>(25,655.12)</u>	<u>8,541.78</u>	<u>(25.67%)</u>	<u>916.21</u>	<u>(3.57%)</u>

**Society of American Archivists
Archival Outlook
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	5,490.91	8,399.33	8,500.00	(2,908.42)	(34.63%)	(3,009.09)	(35.40%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>250.00</u>	<u>405.00</u>	<u> </u>	<u>(155.00)</u>	<u>(38.27%)</u>	<u>250.00</u>	<u>0.00%</u>
Total Income	<u>5,740.91</u>	<u>8,804.33</u>	<u>8,500.00</u>	<u>(3,063.42)</u>	<u>(34.79%)</u>	<u>(2,759.09)</u>	<u>(32.46%)</u>
Expenses							
Salaries, Wages, & Benefits	12,832.19	16,764.07	12,658.96	(3,931.88)	(23.45%)	173.23	1.37%
Office Occupancy & Utilities	1,372.78	1,604.80	1,418.83	(232.02)	(14.46%)	(46.05)	(3.25%)
Services	5,474.83	15,536.81	6,338.55	(10,061.98)	(64.76%)	(863.72)	(13.63%)
Supplies			77.81		0.00%	(77.81)	(100.00%)
Travel							
Leases, Rentals, & Licenses	149.81	177.01	149.35	(27.20)	(15.37%)	0.46	0.31%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>19,829.61</u>	<u>34,082.69</u>	<u>20,643.50</u>	<u>(14,253.08)</u>	<u>(41.82%)</u>	<u>(813.89)</u>	<u>(3.94%)</u>
Net Gain or (Loss)	<u><u>(14,088.70)</u></u>	<u><u>(25,278.36)</u></u>	<u><u>(12,143.50)</u></u>	<u><u>11,189.66</u></u>	<u><u>(44.27%)</u></u>	<u><u>(1,945.20)</u></u>	<u><u>16.02%</u></u>

**Society of American Archivists
Operational Revenue Centers
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	10,308.15	26,298.30	3,660.25	(15,990.15)	(60.80%)	6,647.90	181.62%
Workshops	90,258.60	163,234.60	122,483.32	(72,976.00)	(44.71%)	(32,224.72)	(26.31%)
Annual Meeting	439,520.00	719,033.00	347,000.00	(279,513.00)	(38.87%)	92,520.00	26.66%
Publications & CD Sales	62,818.47	72,685.13	84,906.75	(9,866.66)	(13.57%)	(22,088.28)	(26.01%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,961.98	12,553.93	9,376.11	(2,591.95)	(20.65%)	585.87	6.25%
Total Income	<u>612,867.20</u>	<u>993,804.96</u>	<u>567,426.43</u>	<u>(380,937.76)</u>	<u>(38.33%)</u>	<u>45,440.77</u>	<u>8.01%</u>
Expenses							
Salaries, Wages, & Benefits	128,266.13	194,720.07	131,394.17	(66,453.94)	(34.13%)	(3,128.04)	(2.38%)
Office Occupancy & Utilities	14,696.15	18,662.78	15,117.93	(3,966.63)	(21.25%)	(421.78)	(2.79%)
Services	187,879.53	463,511.04	204,462.83	(275,631.51)	(59.47%)	(16,583.30)	(8.11%)
Supplies	4,118.56	6,295.75	907.11	(2,177.19)	(34.58%)	3,211.45	354.03%
Travel		36,914.83		(36,914.83)	(100.00%)		0.00%
Leases, Rentals, & Licenses	2,600.31	7,125.07	2,633.44	(4,524.76)	(63.50%)	(33.13)	(1.26%)
Taxes, Dues, & Subscriptions		20,069.98		(20,069.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	163,284.26	196,874.19	175,381.72	(33,589.93)	(17.06%)	(12,097.46)	(6.90%)
Total Expenses	<u>500,844.94</u>	<u>944,173.71</u>	<u>529,897.20</u>	<u>(443,328.77)</u>	<u>(46.95%)</u>	<u>(29,052.26)</u>	<u>(5.48%)</u>
Net Gain or (Loss)	<u>112,022.26</u>	<u>49,631.25</u>	<u>37,529.23</u>	<u>62,391.01</u>	<u>125.71%</u>	<u>74,493.03</u>	<u>198.49%</u>

**Society of American Archivists
Annual Meeting
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	1,000.00	900.00		100.00	11.11%	1,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	439,520.00	719,033.00	342,550.00	(279,513.00)	(38.87%)	96,970.00	28.31%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income	<u>440,520.00</u>	<u>720,333.00</u>	<u>342,550.00</u>	<u>(279,813.00)</u>	<u>(38.84%)</u>	<u>97,970.00</u>	<u>28.60%</u>
Expenses							
Salaries, Wages, & Benefits	40,696.85	76,375.93	45,018.65	(35,679.08)	(46.72%)	(4,321.80)	(9.60%)
Office Occupancy & Utilities	5,177.96	7,126.86	5,038.66	(1,948.90)	(27.35%)	139.30	2.76%
Services	105,690.47	353,866.93	105,534.26	(248,176.46)	(70.13%)	156.21	0.15%
Supplies	89.00	1,113.59	276.32	(1,024.59)	(92.01%)	(187.32)	(67.79%)
Travel		8,898.30		(8,898.30)	(100.00%)		0.00%
Leases, Rentals, & Licenses	497.05	4,796.91	534.13	(4,299.86)	(89.64%)	(37.08)	(6.94%)
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	140,772.87	163,981.20	136,723.40	(23,208.33)	(14.15%)	4,049.47	2.96%
Total Expenses	<u>292,924.20</u>	<u>636,159.70</u>	<u>293,125.42</u>	<u>(343,235.50)</u>	<u>(53.95%)</u>	<u>(201.22)</u>	<u>(0.07%)</u>
Net Gain or (Loss)	<u>147,595.80</u>	<u>84,173.30</u>	<u>49,424.58</u>	<u>63,422.50</u>	<u>75.35%</u>	<u>98,171.22</u>	<u>198.63%</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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		900.00		(900.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		719,033.00		(719,033.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income		<u>720,333.00</u>		<u>(720,333.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		72,212.97		(72,212.97)	(100.00%)		0.00%
Office Occupancy & Utilities		6,665.52		(6,665.52)	(100.00%)		0.00%
Services		351,228.55		(351,228.55)	(100.00%)		0.00%
Supplies		1,113.59		(1,113.59)	(100.00%)		0.00%
Travel		5,682.20		(5,682.20)	(100.00%)		0.00%
Leases, Rentals, & Licenses		4,752.55		(4,752.55)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		174,504.34		(174,504.34)	(100.00%)		0.00%
Total Expenses		<u>636,159.70</u>		<u>(636,159.70)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>84,173.30</u>		<u>(84,173.30)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	1,000.00			1,000.00	0.00%	1,000.00	0.00%
Workshops							
Annual Meeting	439,520.00		342,550.00	439,520.00	0.00%	96,970.00	28.31%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>440,520.00</u>		<u>342,550.00</u>	<u>440,520.00</u>	<u>0.00%</u>	<u>97,970.00</u>	<u>28.60%</u>
Expenses							
Salaries, Wages, & Benefits	36,665.88	4,162.96	41,079.56	32,502.92	780.76%	(4,413.68)	(10.74%)
Office Occupancy & Utilities	5,178.36	461.34	4,592.14	4,717.02	1,022.46%	586.22	12.77%
Services	105,470.92	2,638.38	105,113.48	102,832.54	3,897.56%	357.44	0.34%
Supplies	89.00		251.83	89.00	0.00%	(162.83)	(64.66%)
Travel		3,216.10		(3,216.10)	(100.00%)		0.00%
Leases, Rentals, & Licenses	452.73	44.36	489.75	408.37	920.58%	(37.02)	(7.56%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	145,067.31	(10,523.14)	141,598.65	155,590.45	(1,478.56%)	3,468.66	2.45%
Total Expenses	<u>292,924.20</u>		<u>293,125.41</u>	<u>292,924.20</u>	<u>0.00%</u>	<u>(201.21)</u>	<u>(0.07%)</u>
Net Gain or (Loss)	<u>147,595.80</u>		<u>49,424.59</u>	<u>147,595.80</u>	<u>0.00%</u>	<u>98,171.21</u>	<u>198.63%</u>

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	4,030.97		3,939.09	4,030.97	0.00%	91.88	2.33%
Office Occupancy & Utilities	(0.40)		446.52	(0.40)	0.00%	(446.92)	(100.09%)
Services	219.55		420.78	219.55	0.00%	(201.23)	(47.82%)
Supplies			24.49		0.00%	(24.49)	(100.00%)
Travel							
Leases, Rentals, & Licenses	44.32		44.38	44.32	0.00%	(0.06)	(0.14%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(4,294.44)		(4,875.25)	(4,294.44)	0.00%	580.81	(11.91%)
Total Expenses			0.01		0.00%	(0.01)	(100.00%)
Net Gain or (Loss)			(0.01)		0.00%	0.01	(100.00%)

**Society of American Archivists
Publications
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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			4,450.00		0.00%	(4,450.00)	(100.00%)
Publications & CD Sales	62,818.47	72,685.13	84,906.75	(9,866.66)	(13.57%)	(22,088.28)	(26.01%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>9,922.00</u>	<u>10,279.95</u>	<u>9,376.11</u>	<u>(357.95)</u>	<u>(3.48%)</u>	<u>545.89</u>	<u>5.82%</u>
Total Income	<u>72,740.47</u>	<u>82,965.08</u>	<u>98,732.86</u>	<u>(10,224.61)</u>	<u>(12.32%)</u>	<u>(25,992.39)</u>	<u>(26.33%)</u>
Expenses							
Salaries, Wages, & Benefits	38,567.81	34,259.43	37,777.79	4,308.38	12.58%	790.02	2.09%
Office Occupancy & Utilities	4,101.72	3,414.19	4,234.53	687.53	20.14%	(132.81)	(3.14%)
Services	40,080.14	50,065.41	46,473.63	(9,985.27)	(19.94%)	(6,393.49)	(13.76%)
Supplies	3,382.56	4,402.62	232.20	(1,020.06)	(23.17%)	3,150.36	1,356.74%
Travel		1,665.34		(1,665.34)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,527.30	1,441.06	1,525.57	86.24	5.98%	1.73	0.11%
Taxes, Dues, & Subscriptions		70.00		(70.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>22,511.39</u>	<u>32,892.99</u>	<u>38,658.32</u>	<u>(10,381.60)</u>	<u>(31.56%)</u>	<u>(16,146.93)</u>	<u>(41.77%)</u>
Total Expenses	<u>110,170.92</u>	<u>128,211.04</u>	<u>128,902.04</u>	<u>(18,040.12)</u>	<u>(14.07%)</u>	<u>(18,731.12)</u>	<u>(14.53%)</u>
Net Gain or (Loss)	<u>(37,430.45)</u>	<u>(45,245.96)</u>	<u>(30,169.18)</u>	<u>7,815.51</u>	<u>(17.27%)</u>	<u>(7,261.27)</u>	<u>24.07%</u>

**Society of American Archivists
Education
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	90,258.60	163,234.60	122,483.32	(72,976.00)	(44.71%)	(32,224.72)	(26.31%)
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	39.98	1,873.98		(1,834.00)	(97.87%)	39.98	0.00%
Total Income	<u>90,298.58</u>	<u>165,108.58</u>	<u>122,483.32</u>	<u>(74,810.00)</u>	<u>(45.31%)</u>	<u>(32,184.74)</u>	<u>(26.28%)</u>
Expenses							
Salaries, Wages, & Benefits	47,211.04	81,160.85	46,850.92	(33,949.81)	(41.83%)	360.12	0.77%
Office Occupancy & Utilities	5,190.82	7,872.78	5,649.37	(2,681.96)	(34.07%)	(458.55)	(8.12%)
Services	39,511.70	50,027.10	51,507.47	(10,515.40)	(21.02%)	(11,995.77)	(23.29%)
Supplies	647.00	779.54	387.88	(132.54)	(17.00%)	259.12	66.80%
Travel		25,594.07		(25,594.07)	(100.00%)		0.00%
Leases, Rentals, & Licenses	555.03	856.43	552.95	(301.40)	(35.19%)	2.08	0.38%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>93,115.59</u>	<u>166,290.77</u>	<u>104,948.59</u>	<u>(73,175.18)</u>	<u>(44.00%)</u>	<u>(11,833.00)</u>	<u>(11.28%)</u>
Net Gain or (Loss)	<u>(2,817.01)</u>	<u>(1,182.19)</u>	<u>17,534.73</u>	<u>(1,634.82)</u>	<u>138.29%</u>	<u>(20,351.74)</u>	<u>(116.07%)</u>

**Society of American Archivists
Career Services
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	9,308.15	25,398.30	3,660.25	(16,090.15)	(63.35%)	5,647.90	154.30%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>9,308.15</u>	<u>25,398.30</u>	<u>3,660.25</u>	<u>(16,090.15)</u>	<u>(63.35%)</u>	<u>5,647.90</u>	<u>154.30%</u>
Expenses							
Salaries, Wages, & Benefits	1,790.43	2,923.86	1,746.81	(1,133.43)	(38.76%)	43.62	2.50%
Office Occupancy & Utilities	225.65	248.95	195.37	(23.30)	(9.36%)	30.28	15.50%
Services	2,597.22	9,551.60	947.47	(6,954.38)	(72.81%)	1,649.75	174.12%
Supplies			10.71		0.00%	(10.71)	(100.00%)
Travel		757.12		(757.12)	(100.00%)		0.00%
Leases, Rentals, & Licenses	20.93	30.67	20.79	(9.74)	(31.76%)	0.14	0.67%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>4,634.23</u>	<u>13,512.20</u>	<u>2,921.15</u>	<u>(8,877.97)</u>	<u>(65.70%)</u>	<u>1,713.08</u>	<u>58.64%</u>
Net Gain or (Loss)	<u>4,673.92</u>	<u>11,886.10</u>	<u>739.10</u>	<u>(7,212.18)</u>	<u>(60.68%)</u>	<u>3,934.82</u>	<u>532.38%</u>

**Society of American Archivists
Operational Expense Centers
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments	8,884.10	13,833.03	8,919.14	(4,948.93)	(35.78%)	(35.04)	(0.39%)
Shipping, Handling, & Other	<u>6,179.67</u>	<u>6,179.67</u>	<u>2,450.00</u>	<u>(6,179.67)</u>	<u>(100.00%)</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
Total Income	<u>8,884.10</u>	<u>20,012.70</u>	<u>11,369.14</u>	<u>(11,128.60)</u>	<u>(55.61%)</u>	<u>(2,485.04)</u>	<u>(21.86%)</u>
Expenses							
Salaries, Wages, & Benefits	147,389.44	134,570.66	143,455.87	12,818.78	9.53%	3,933.57	2.74%
Office Occupancy & Utilities	16,089.57	13,261.38	16,517.42	2,828.19	21.33%	(427.85)	(2.59%)
Services	66,314.68	94,179.77	76,451.34	(27,865.09)	(29.59%)	(10,136.66)	(13.26%)
Supplies	1,609.73	8,603.93	1,230.02	(6,994.20)	(81.29%)	379.71	30.87%
Travel	326.87	17,807.02		(17,480.15)	(98.16%)	326.87	0.00%
Leases, Rentals, & Licenses	4,736.05	1,808.66	2,168.42	2,927.39	161.85%	2,567.63	118.41%
Taxes, Dues, & Subscriptions	11,297.67	363.00	740.00	10,934.67	3,012.31%	10,557.67	1,426.71%
Depreciation, Cost of Goods Sold & Other	21,235.53	19,680.52	18,318.82	1,555.01	7.90%	2,916.71	15.92%
Total Expenses	<u>268,999.54</u>	<u>290,274.94</u>	<u>258,881.89</u>	<u>(21,275.40)</u>	<u>(7.33%)</u>	<u>10,117.65</u>	<u>3.91%</u>
Net Gain or (Loss)	<u>(260,115.44)</u>	<u>(270,262.24)</u>	<u>(247,512.75)</u>	<u>10,146.80</u>	<u>(3.75%)</u>	<u>(12,602.69)</u>	<u>5.09%</u>

**Society of American Archivists
General & Administrative
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	8,884.10	13,833.03	8,919.14	(4,948.93)	(35.78%)	(35.04)	(0.39%)
Shipping, Handling, & Other	<u>6,179.67</u>	<u>6,179.67</u>	<u>6,179.67</u>	<u>(6,179.67)</u>	<u>(100.00%)</u>	<u>0.00</u>	<u>0.00%</u>
Total Income	<u>8,884.10</u>	<u>20,012.70</u>	<u>8,919.14</u>	<u>(11,128.60)</u>	<u>(55.61%)</u>	<u>(35.04)</u>	<u>(0.39%)</u>
Expenses							
Salaries, Wages, & Benefits	90,811.57	83,143.21	87,984.96	7,668.36	9.22%	2,826.61	3.21%
Office Occupancy & Utilities	9,969.62	8,296.32	10,133.90	1,673.30	20.17%	(164.28)	(1.62%)
Services	53,797.31	48,441.13	66,726.11	5,356.18	11.06%	(12,928.80)	(19.38%)
Supplies	1,043.61	7,957.77	889.07	(6,914.16)	(86.89%)	154.54	17.38%
Travel	326.87	5,609.75		(5,282.88)	(94.17%)	326.87	0.00%
Leases, Rentals, & Licenses	4,078.80	866.80	1,513.77	3,212.00	370.56%	2,565.03	169.45%
Taxes, Dues, & Subscriptions	348.00	13.00		335.00	2,576.92%	348.00	0.00%
Depreciation, Cost of Goods Sold & Other	21,235.53	19,680.52	18,318.82	1,555.01	7.90%	2,916.71	15.92%
Total Expenses	<u>181,611.31</u>	<u>174,008.50</u>	<u>185,566.63</u>	<u>7,602.81</u>	<u>4.37%</u>	<u>(3,955.32)</u>	<u>(2.13%)</u>
Net Gain or (Loss)	<u>(172,727.21)</u>	<u>(153,995.80)</u>	<u>(176,647.49)</u>	<u>(18,731.41)</u>	<u>12.16%</u>	<u>3,920.28</u>	<u>(2.22%)</u>

**Society of American Archivists
Governance
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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	32,840.46	28,377.36	32,035.91	4,463.10	15.73%	804.55	2.51%
Office Occupancy & Utilities	3,649.79	2,505.22	3,756.02	1,144.57	45.69%	(106.23)	(2.83%)
Services	8,155.01	39,978.55	4,746.44	(31,823.54)	(79.60%)	3,408.57	71.81%
Supplies	566.12	646.16	196.85	(80.04)	(12.39%)	369.27	187.59%
Travel		10,212.91		(10,212.91)	(100.00%)		0.00%
Leases, Rentals, & Licenses	380.07	696.85	378.51	(316.78)	(45.46%)	1.56	0.41%
Taxes, Dues, & Subscriptions	949.67	350.00	740.00	599.67	171.33%	209.67	28.33%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	46,541.12	82,767.05	41,853.73	(36,225.93)	(43.77%)	4,687.39	11.20%
Net Gain or (Loss)	(46,541.12)	(82,767.05)	(41,853.73)	36,225.93	(43.77%)	(4,687.39)	11.20%

**Society of American Archivists
Advocacy
For the Four Months Ending Saturday, October 31, 2020**

	<u>Year-To-Date 10/31/2020</u>	<u>Year-To-Date 10/31/2019</u>	<u>Budget 10/31/2020</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			2,450.00		0.00%	(2,450.00)	(100.00%)
Total Income			<u>2,450.00</u>		<u>0.00%</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
Expenses							
Salaries, Wages, & Benefits	23,737.41	23,050.09	23,435.00	687.32	2.98%	302.41	1.29%
Office Occupancy & Utilities	2,470.16	2,459.84	2,627.50	10.32	0.42%	(157.34)	(5.99%)
Services	4,362.36	5,760.09	4,978.79	(1,397.73)	(24.27%)	(616.43)	(12.38%)
Supplies			144.10		0.00%	(144.10)	(100.00%)
Travel		1,984.36		(1,984.36)	(100.00%)		0.00%
Leases, Rentals, & Licenses	277.18	245.01	276.14	32.17	13.13%	1.04	0.38%
Taxes, Dues, & Subscriptions	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>40,847.11</u>	<u>33,499.39</u>	<u>31,461.53</u>	<u>7,347.72</u>	<u>21.93%</u>	<u>9,385.58</u>	<u>29.83%</u>
Net Gain or (Loss)	<u>(40,847.11)</u>	<u>(33,499.39)</u>	<u>(29,011.53)</u>	<u>(7,347.72)</u>	<u>21.93%</u>	<u>(11,835.58)</u>	<u>40.80%</u>