

**Society of American Archivists
Council Conference Call
February 6, 2017
2:00 – 3:30 pm EST**

December 2016 Year-To-Date Financial Statements – FY 2017

(Prepared by Director of Finance and Admin Peter Carlson)

Overview

For the month ending December 31, 2016, SAA posted a net gain of \$91,625. This represents an unfavorable variance of 27.59%, as the budgeted gain for December was \$126,543. The net gain for Education is down from last year and budget by \$42,739 (112.21%) and \$37,422 (114.19%), respectively. Publications' net gain was slightly better than last year by \$10,043 (34.14%) but missed budget by \$11,286 (143.69%). It should be noted that this performance has closed the gap between actual and budget since September. Total revenues were roughly even with last year, up by \$7,008 (0.43%) and behind budget by \$124,693 (7%). Total expenses were higher than last year by \$102,272 (7.00%), but lower than budget by \$89,774 (5.43%).

Balance Sheet

Cash and Investments balances exceeded last year by \$76,185 (5.41%). Total deferred revenues are flat year over year with 2015, due in part to lower Education Deferred Revenues (\$5,175, or 18.70% lower), and also due to the delay in getting the Portland Annual Meeting Exhibitor and Sponsor site finalized.

Income Statement

For the month ending December 31, 2016, SAA posted a net gain of \$91,625. This net gain is lower than last year and budget by \$95,264 (50.97%) and \$34,919 (27.59%), respectively. All cost centers except Membership, *American Archivist*, and General and Administrative have lower-than-budgeted revenues, although expenses are down across six cost centers and expenses overall are below budget by \$89,774 (5.43%).

Specific points of interest are as follows:

- **Membership:** Overall membership numbers increased in December by 29 (0.49%) and dues revenue exceeded last year and budget by 1.83% and 1.58%, respectively. Membership's net gain for December is better than last year and budget by \$5,583 (1.37%) and \$10,764 (2.67%), respectively. Deferred Revenues continued to be strong in December, exceeding last year by \$15,492 (3.17%). Total expenses were higher than last year by \$3,072 (6.00%) but lower than budget by \$2,999 (5.23%). The increase in expenses reflects a change in the allocation of shared expense that more accurately reflects staff effort, as well as increased personnel costs.
- **Periodicals:** The Journal's net loss as of December 31 was \$27,880 (79.74%) greater than last year (a deficit of \$15,511) and better than the budgeted net loss of \$45,884 by \$18,004

(39.24%). The improvement over budget reflects slightly higher revenues than projected (\$1,457 or 2.96%), and some trailing expenses that have yet to be incurred. *Archival Outlook's* net loss of \$61,094 is 15.27% greater than budget due primarily to increased printing costs and somewhat sluggish ad sales. Revenues are ahead of last year by \$7,459 (89.16%) but behind budget by \$1,326 (7.73%). Part of the difference with last year reflects the timing of revenues, although the trend for expenses is larger than estimated. SAA staff are working to reduce production costs for the remaining issues in this fiscal year.

- **Annual Meeting:** As of December 31, the Annual Meeting in Atlanta posted a net gain of \$201,837, below both last year and budget by \$34,293 (14.52%) and \$20,295 (9.14%), respectively. Total revenue was down by \$7,442 (1.05%), the result of CoSA sponsors reducing or eliminating exhibitor commitments, and of lower than budgeted attendee registration (\$11,739 of 2.03% below budget). In the absence of well-devised contracts that helped reduce expenses based on performance, the Atlanta conference would have yielded even less in net revenue.
- **Publications:** December was a strong month for Publications, reversing a long trend of missing budgeted revenue numbers. Publications' total revenue for the month of December exceeded last year and budget by \$16,663 (131.66%) and \$8,725 (42.37%), respectively. Despite this, as of December 31, year-to-date revenues fell short of budget by \$19,249 (13.31%), leading to a net loss of \$19,140. This net position is better than last year's loss of \$29,183 (34.41%), but a larger loss than budgeted by \$11,286 (143.69%). Expenses were \$7,963 (5.22%) lower than budget. Although we continue to experience problems with books sales, creative marketing and expense control have helped keep the Publications program losses in check.
- **Education:** Education posted a net loss of \$4,156 for the period ending December 31, making it the third month in a row missing revenue targets. This performance is \$42,739 (112.21%) lower than last year and \$37,422 (114.19%) short of the budgeted net gain of \$32,771. Overall, revenues for Education are down from last year and budget by \$14,631 (5.46%) and \$104,371 (29.19%), respectively. In addition, Deferred Revenues for Education lag behind last year by \$5,175 (18.70%); this is an improvement from November, when we trailed last year by \$20,656 (71.28%).

Factors contributing to this sluggish performance include: the cancellation of three pre-conference workshops, one course, and one additional workshop (cancelled due to low registration); the postponement of another course due to weather in the midwest; a drop in On-Demand Webinar revenues; the substitution of two Advocacy webinars (free to members) for two revenue-generating webinars; and lower course enrollment than budgeted estimates.

Staff is looking to drive revenue by targeted marketing campaigns to regionally based prospects (including DAS participants close to fulfilling requirements to take the DAS exam), additional outreach to existing or new co-sponsors in typically high registration locations, and additional revenue-generating webinars planned for March through June. In addition, there are proposals "in the works" that, if realized, would provide new opportunities and close the gap. We expect that these efforts, together with staff's continued dedication to reducing costs and achieving programmatic goals, will make up a large part of the current deficit.

Expenditures in Education are higher than the previous year by \$28,108 (12.23%), but are significantly lower than this year's budgeted \$66,949 (20.61%), indicating Education cost savings. With the planned implementation of new offerings and new technologies, in addition to the efforts highlighted above, we are cautiously optimistic that we will meet budget.

- **Career Services:** Career Services posted a net gain of \$20,094, 50.59% better than last year and 6.73% lower than budget. Revenues are up from last year by \$10,784 (43.62%) and slightly below budget by \$2,229 (5.91%).
- **General & Administrative:** Revenues on the investment of funds have yielded slightly higher returns than budgeted (\$702.13, or 12.64%) and expenses are slightly over budget by \$3,263 (1.24%). This overage is the result of our tax payment being earlier this year than last. Factoring this in, G & A remains under the budgeted expense trend.
- **Governance:** As of December 31, Governance posted a net loss of \$107,017, which is \$6,236 (6.19%) higher than budgeted. This is due almost entirely to SAA's support of roundtable AV (which was nearly \$6,000 more than budgeted) and underwriting of the ARL/SAA Mosaic Leadership activities at the Annual Meeting (totaling approximately \$2,300 for AV and food and beverage support).
- **Advocacy:** At December 31, 2016, the net loss in advocacy was \$64,668, less than last year by \$4,440 (6.42%) and better than budget by \$23,655 (26.78%). The variance with budget reflects ongoing discussions regarding the need for, and timing of, face-to-face meetings of the Committee on Public Awareness and Committee on Public Policy. It is likely that both budgeted meetings will be deferred to FY18.

Society of American Archivists
Balance Sheet - Operations
Saturday, December 31, 2016

	<u>Fiscal 2017</u>	<u>Fiscal 2016</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,484,985.95	\$1,408,801.28	\$76,184.67	5.41%
Accounts Receivable	43,098.56	37,645.36	5,453.20	14.49%
Equipment	37,457.94	36,346.95	1,110.99	3.06%
Deposits	9,613.08	8,300.00	1,313.08	15.82%
Inventory	85,298.64	80,306.81	4,991.83	6.22%
Prepaid Expenses	59,110.85	58,691.45	419.40	0.71%
Due From Foundation	431,170.98	445,596.00	(14,425.02)	(3.24%)
Cash Clearing	4,282.31	(2,257.67)	6,539.98	(289.68%)
Total Assets	<u><u>2,155,018.31</u></u>	<u><u>2,073,430.18</u></u>	<u><u>81,588.13</u></u>	<u><u>3.93%</u></u>
Liabilities				
Accounts Payable	22,689.38	24,497.18	(1,807.80)	(7.38%)
Salaries and Wages Payable	54,481.47	43,992.67	10,488.80	23.84%
Deferred Revenues				
Annual Meeting		120.00	(120.00)	(100.00%)
Subscriptions	70,186.75	73,802.00	(3,615.25)	(4.90%)
Membership	504,663.06	489,170.86	15,492.20	3.17%
Education	22,491.15	27,665.85	(5,174.70)	(18.70%)
Sponsors				(100.00%)
Advertising	1,596.00	900.00	696.00	77.33%
Exhibitors		8,030.00	(8,030.00)	(100.00%)
Consultants	1,688.50	776.76	911.74	117.38%
Total Deferred Revenues	600,625.46	600,465.47	159.99	0.03%
Due to Council-Directed Funds	624,716.11	439,497.11	185,219.00	42.14%
Due To Foundation	52,356.94	65,658.68	(13,301.74)	(20.26%)
Deferred Rent	4,232.42	8,139.38	(3,906.96)	(48.00%)
Total Liabilities	<u><u>1,359,101.78</u></u>	<u><u>1,182,250.49</u></u>	<u><u>176,851.29</u></u>	<u><u>14.96%</u></u>
Net Assets				
Fund Balance	704,292.01	704,290.77	1.24	0.00%
Net Gain or Loss	91,624.52	186,888.92	(95,264.40)	(50.97%)
Total Net Assets	<u><u>795,916.53</u></u>	<u><u>891,179.69</u></u>	<u><u>(95,263.16)</u></u>	<u><u>(10.69%)</u></u>
Total Liabilities and Net Assets	<u><u>2,155,018.31</u></u>	<u><u>2,073,430.18</u></u>	<u><u>81,588.13</u></u>	<u><u>3.93%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	\$414,558.32	\$408,974.87	\$403,794.65	\$5,583.45	1.37%	\$10,763.67	2.67%
Annual Meeting	201,836.95	236,130.44	222,132.03	(34,293.49)	(14.52%)	(20,295.08)	(9.14%)
Publications	(19,140.27)	(29,183.03)	(7,854.26)	10,042.76	(34.41%)	(11,286.01)	143.69%
Education	(4,651.46)	38,088.03	32,770.61	(42,739.49)	(112.21%)	(37,422.07)	(114.19%)
Career Services	20,093.74	13,343.58	21,543.37	6,750.16	50.59%	(1,449.63)	(6.73%)
American Archivist	(27,879.96)	(15,511.43)	(45,884.12)	(12,368.53)	79.74%	18,004.16	(39.24%)
Archival Outlook	(61,094.35)	(66,941.61)	(53,001.55)	5,847.26	(8.73%)	(8,092.80)	15.27%
General & Administrative	(260,414.01)	(233,989.18)	(257,853.48)	(26,424.83)	11.29%	(2,560.53)	0.99%
Advocacy	(64,667.90)	(69,107.41)	(88,322.99)	4,439.51	(6.42%)	23,655.09	(26.78%)
Governance	(107,016.54)	(94,915.34)	(100,781.15)	(12,101.20)	12.75%	(6,235.39)	6.19%
Total Net Gain/(Loss)	<u>91,624.52</u>	<u>186,888.92</u>	<u>126,543.11</u>	<u>(95,264.40)</u>	<u>(50.97%)</u>	<u>(34,918.59)</u>	<u>(27.59%)</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	\$468,852.53	\$460,196.68	\$461,087.42	\$8,655.85	1.88%	\$7,765.11	1.68%
Annual Meeting	699,748.53	725,268.88	707,190.20	(25,520.35)	(3.52%)	(7,441.67)	(1.05%)
Publications	125,408.05	107,542.60	144,657.37	17,865.45	16.61%	(19,249.32)	(13.31%)
Education	253,227.38	267,858.76	357,598.42	(14,631.38)	(5.46%)	(104,371.04)	(29.19%)
Career Services	35,504.43	24,720.39	37,733.05	10,784.04	43.62%	(2,228.62)	(5.91%)
American Archivist	50,607.00	49,473.00	49,150.00	1,134.00	2.29%	1,457.00	2.96%
Archival Outlook	15,823.56	8,365.00	17,150.01	7,458.56	89.16%	(1,326.45)	(7.73%)
General & Administrative	6,259.13	4,107.12	5,557.00	2,152.01	52.40%	702.13	12.64%
Advocacy		890.56		(890.56)	(100.00%)		0.00%
Total Revenues	<u>1,655,430.61</u>	<u>1,648,422.99</u>	<u>1,780,123.47</u>	<u>7,007.62</u>	<u>0.43%</u>	<u>(124,692.86)</u>	<u>(7.00%)</u>
Expenses							
Membership	54,294.21	51,221.81	57,292.77	3,072.40	6.00%	(2,998.56)	(5.23%)
Annual Meeting	497,911.58	489,138.44	485,058.17	8,773.14	1.79%	12,853.41	2.65%
Publications	144,548.32	136,725.63	152,511.63	7,822.69	5.72%	(7,963.31)	(5.22%)
Education	257,878.84	229,770.73	324,827.81	28,108.11	12.23%	(66,948.97)	(20.61%)
Career Services	15,410.69	11,376.81	16,189.68	4,033.88	35.46%	(778.99)	(4.81%)
American Archivist	78,486.96	64,984.43	95,034.12	13,502.53	20.78%	(16,547.16)	(17.41%)
Archival Outlook	76,917.91	75,306.61	70,151.56	1,611.30	2.14%	6,766.35	9.65%
General & Administrative	266,673.14	238,096.30	263,410.48	28,576.84	12.00%	3,262.66	1.24%
Advocacy	64,667.90	69,997.97	88,322.99	(5,330.07)	(7.61%)	(23,655.09)	(26.78%)
Governance	107,016.54	94,915.34	100,781.15	12,101.20	12.75%	6,235.39	6.19%
Total Expenses	<u>1,563,806.09</u>	<u>1,461,534.07</u>	<u>1,653,580.36</u>	<u>102,272.02</u>	<u>7.00%</u>	<u>(89,774.27)</u>	<u>(5.43%)</u>
Total Net Gain/(Loss)	<u>91,624.52</u>	<u>186,888.92</u>	<u>126,543.11</u>	<u>(95,264.40)</u>	<u>(50.97%)</u>	<u>(34,918.59)</u>	<u>(27.59%)</u>

Society of American Archivists
Consolidated Statement of Activities
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	\$467,880.53	\$459,456.66	\$460,587.44	\$8,423.87	1.83%	\$7,293.09	1.58%
Subscriptions & Advertising	108,269.99	94,732.39	114,083.05	13,537.60	14.29%	(5,813.06)	(5.10%)
Workshops	251,047.38	267,523.76	353,978.42	(16,476.38)	(6.16%)	(102,931.04)	(29.08%)
Annual Meeting	672,240.28	711,268.88	699,690.20	(39,028.60)	(5.49%)	(27,449.92)	(3.92%)
Publications & CD Sales	106,459.77	96,766.40	120,832.98	9,693.37	10.02%	(14,373.21)	(11.90%)
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	6,239.21	2,269.64	5,557.00	3,969.57	174.90%	682.21	12.28%
Shipping, Handling, & Other	43,273.45	16,405.26	25,394.38	26,868.19	163.78%	17,879.07	70.41%
Total Income	<u>1,655,430.61</u>	<u>1,648,422.99</u>	<u>1,780,123.47</u>	<u>7,007.62</u>	<u>0.43%</u>	<u>(124,692.86)</u>	<u>(7.00%)</u>
Expenses							
Salaries, Wages, & Benefits	530,198.88	474,226.49	521,126.14	55,972.39	11.80%	9,072.74	1.74%
Office Occupancy & Utilities	52,386.27	41,963.29	54,623.98	10,422.98	24.84%	(2,237.71)	(4.10%)
Services	646,312.84	567,442.91	680,348.85	78,869.93	13.90%	(34,036.01)	(5.00%)
Supplies	12,226.70	14,795.27	8,726.86	(2,568.57)	(17.36%)	3,499.84	40.10%
Travel	80,621.68	78,491.82	110,436.04	2,129.86	2.71%	(29,814.36)	(27.00%)
Leases, Rentals, & Licenses	24,042.01	26,561.32	34,452.62	(2,519.31)	(9.48%)	(10,410.61)	(30.22%)
Taxes, Dues, & Subscriptions	42,258.00	22,737.12	27,400.00	19,520.88	85.85%	14,858.00	54.23%
Depreciation, Cost of Goods Sold & Other	175,759.71	235,315.85	216,465.87	(59,556.14)	(25.31%)	(40,706.16)	(18.80%)
Total Expenses	<u>1,563,806.09</u>	<u>1,461,534.07</u>	<u>1,653,580.36</u>	<u>102,272.02</u>	<u>7.00%</u>	<u>(89,774.27)</u>	<u>(5.43%)</u>
Net Gain or (Loss)	<u>91,624.52</u>	<u>186,888.92</u>	<u>126,543.11</u>	<u>(95,264.40)</u>	<u>(50.97%)</u>	<u>(34,918.59)</u>	<u>(27.59%)</u>

Society of American Archivists
Membership and Periodicals
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	\$467,880.53	\$459,406.68	\$460,587.44	\$8,473.85	1.84%	\$7,293.09	1.58%
Subscriptions & Advertising	65,482.56	56,237.00	65,350.00	9,245.56	16.44%	132.56	0.20%
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	<u>1,920.00</u>	<u>2,391.00</u>	<u>1,449.99</u>	<u>(471.00)</u>	<u>(19.70%)</u>	<u>470.01</u>	<u>32.41%</u>
Total Income	<u>535,283.09</u>	<u>518,034.68</u>	<u>527,387.43</u>	<u>17,248.41</u>	<u>3.33%</u>	<u>7,895.66</u>	<u>1.50%</u>
Expenses							
Salaries, Wages, & Benefits	86,198.28	76,405.16	85,693.45	9,793.12	12.82%	504.83	0.59%
Office Occupancy & Utilities	8,308.00	6,377.15	8,938.62	1,930.85	30.28%	(630.62)	(7.06%)
Services	112,121.45	100,975.63	119,627.09	11,145.82	11.04%	(7,505.64)	(6.27%)
Supplies	189.81	6,094.26	2,353.17	(5,904.45)	(96.89%)	(2,163.36)	(91.93%)
Travel		288.93		(288.93)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,073.74	1,371.72	2,381.28	(297.98)	(21.72%)	(1,307.54)	(54.91%)
Taxes, Dues, & Subscriptions	35.00			35.00	0.00%	35.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>1,772.80</u>		<u>3,484.84</u>	<u>1,772.80</u>	<u>0.00%</u>	<u>(1,712.04)</u>	<u>(49.13%)</u>
Total Expenses	<u>209,699.08</u>	<u>191,512.85</u>	<u>222,478.45</u>	<u>18,186.23</u>	<u>9.50%</u>	<u>(12,779.37)</u>	<u>(5.74%)</u>
Net Gain or (Loss)	<u>325,584.01</u>	<u>326,521.83</u>	<u>304,908.98</u>	<u>(937.82)</u>	<u>(0.29%)</u>	<u>20,675.03</u>	<u>6.78%</u>

**Society of American Archivists
Membership
For the Six Months Ending Saturday, December 31, 2016**

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$467,880.53	\$459,406.68	\$460,587.44	\$8,473.85	1.84%	\$7,293.09	1.58%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>972.00</u>	<u>790.00</u>	<u>499.98</u>	<u>182.00</u>	<u>23.04%</u>	<u>472.02</u>	<u>94.41%</u>
Total Income	<u>468,852.53</u>	<u>460,196.68</u>	<u>461,087.42</u>	<u>8,655.85</u>	<u>1.88%</u>	<u>7,765.11</u>	<u>1.68%</u>
Expenses							
Salaries, Wages, & Benefits	41,036.30	36,249.40	40,709.69	4,786.90	13.21%	326.61	0.80%
Office Occupancy & Utilities	3,945.01	3,037.46	4,245.90	907.55	29.88%	(300.89)	(7.09%)
Services	6,865.13	4,902.68	5,685.50	1,962.45	40.03%	1,179.63	20.75%
Supplies	164.69	6,094.26	2,035.72	(5,929.57)	(97.30%)	(1,871.03)	(91.91%)
Travel		288.93		(288.93)	(100.00%)		0.00%
Leases, Rentals, & Licenses	510.28	649.08	1,131.12	(138.80)	(21.38%)	(620.84)	(54.89%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>1,772.80</u>		<u>3,484.84</u>	<u>1,772.80</u>	<u>0.00%</u>	<u>(1,712.04)</u>	<u>(49.13%)</u>
Total Expenses	<u>54,294.21</u>	<u>51,221.81</u>	<u>57,292.77</u>	<u>3,072.40</u>	<u>6.00%</u>	<u>(2,998.56)</u>	<u>(5.23%)</u>
Net Gain or (Loss)	<u>414,558.32</u>	<u>408,974.87</u>	<u>403,794.65</u>	<u>5,583.45</u>	<u>1.37%</u>	<u>10,763.67</u>	<u>2.67%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Six Months Ending Saturday, December 31, 2016**

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</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	65,482.56	56,237.00	65,350.00	9,245.56	16.44%	132.56	0.20%
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	948.00	1,601.00	950.01	(653.00)	(40.79%)	(2.01)	(0.21%)
Total Income	<u>66,430.56</u>	<u>57,838.00</u>	<u>66,300.01</u>	<u>8,592.56</u>	<u>14.86%</u>	<u>130.55</u>	<u>0.20%</u>
Expenses							
Salaries, Wages, & Benefits	45,161.98	40,155.76	44,983.76	5,006.22	12.47%	178.22	0.40%
Office Occupancy & Utilities	4,362.99	3,339.69	4,692.72	1,023.30	30.64%	(329.73)	(7.03%)
Services	105,256.32	96,072.95	113,941.59	9,183.37	9.56%	(8,685.27)	(7.62%)
Supplies	25.12		317.45	25.12	0.00%	(292.33)	(92.09%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	563.46	722.64	1,250.16	(159.18)	(22.03%)	(686.70)	(54.93%)
Taxes, Dues, & Subscriptions	35.00			35.00	0.00%	35.00	0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>155,404.87</u>	<u>140,291.04</u>	<u>165,185.68</u>	<u>15,113.83</u>	<u>10.77%</u>	<u>(9,780.81)</u>	<u>(5.92%)</u>
Net Gain or (Loss)	<u>(88,974.31)</u>	<u>(82,453.04)</u>	<u>(98,885.67)</u>	<u>(6,521.27)</u>	<u>7.91%</u>	<u>9,911.36</u>	<u>(10.02%)</u>

Society of American Archivists
American Archivist
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</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	50,599.00	49,473.00	49,150.00	1,126.00	2.28%	1,449.00	2.95%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	8.00			8.00	0.00%	8.00	0.00%
Total Income	<u>50,607.00</u>	<u>49,473.00</u>	<u>49,150.00</u>	<u>1,134.00</u>	<u>2.29%</u>	<u>1,457.00</u>	<u>2.96%</u>
Expenses							
Salaries, Wages, & Benefits	23,086.59	20,836.58	22,984.80	2,250.01	10.80%	101.79	0.44%
Office Occupancy & Utilities	2,231.46	1,676.82	2,399.13	554.64	33.08%	(167.67)	(6.99%)
Services	52,870.57	42,094.80	68,846.46	10,775.77	25.60%	(15,975.89)	(23.21%)
Supplies	10.36		164.60	10.36	0.00%	(154.24)	(93.71%)
Travel							
Leases, Rentals, & Licenses	287.98	376.23	639.13	(88.25)	(23.46%)	(351.15)	(54.94%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>78,486.96</u>	<u>64,984.43</u>	<u>95,034.12</u>	<u>13,502.53</u>	<u>20.78%</u>	<u>(16,547.16)</u>	<u>(17.41%)</u>
Net Gain or (Loss)	<u>(27,879.96)</u>	<u>(15,511.43)</u>	<u>(45,884.12)</u>	<u>(12,368.53)</u>	<u>79.74%</u>	<u>18,004.16</u>	<u>(39.24%)</u>

**Society of American Archivists
Archival Outlook
For the Six Months Ending Saturday, December 31, 2016**

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</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	14,883.56	6,764.00	16,200.00	8,119.56	120.04%	(1,316.44)	(8.13%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>940.00</u>	<u>1,601.00</u>	<u>950.01</u>	<u>(661.00)</u>	<u>(41.29%)</u>	<u>(10.01)</u>	<u>(1.05%)</u>
Total Income	<u>15,823.56</u>	<u>8,365.00</u>	<u>17,150.01</u>	<u>7,458.56</u>	<u>89.16%</u>	<u>(1,326.45)</u>	<u>(7.73%)</u>
Expenses							
Salaries, Wages, & Benefits	22,075.39	19,319.18	21,998.96	2,756.21	14.27%	76.43	0.35%
Office Occupancy & Utilities	2,131.53	1,662.87	2,293.59	468.66	28.18%	(162.06)	(7.07%)
Services	52,385.75	53,978.15	45,095.13	(1,592.40)	(2.95%)	7,290.62	16.17%
Supplies	14.76		152.85	14.76	0.00%	(138.09)	(90.34%)
Travel							
Leases, Rentals, & Licenses	275.48	346.41	611.03	(70.93)	(20.48%)	(335.55)	(54.92%)
Taxes, Dues, & Subscriptions	35.00			35.00	0.00%	35.00	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>76,917.91</u>	<u>75,306.61</u>	<u>70,151.56</u>	<u>1,611.30</u>	<u>2.14%</u>	<u>6,766.35</u>	<u>9.65%</u>
Net Gain or (Loss)	<u>(61,094.35)</u>	<u>(66,941.61)</u>	<u>(53,001.55)</u>	<u>5,847.26</u>	<u>(8.73%)</u>	<u>(8,092.80)</u>	<u>15.27%</u>

Society of American Archivists
Operational Revenue Centers
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	42,787.43	38,495.39	48,733.05	4,292.04	11.15%	(5,945.62)	(12.20%)
Workshops	251,047.38	267,523.76	353,978.42	(16,476.38)	(6.16%)	(102,931.04)	(29.08%)
Annual Meeting	672,240.28	711,268.88	699,690.20	(39,028.60)	(5.49%)	(27,449.92)	(3.92%)
Publications & CD Sales	106,459.77	96,766.40	120,832.98	9,693.37	10.02%	(14,373.21)	(11.90%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	41,353.53	11,336.20	23,944.39	30,017.33	264.79%	17,409.14	72.71%
Total Income	<u>1,113,888.39</u>	<u>1,125,390.63</u>	<u>1,247,179.04</u>	<u>(11,502.24)</u>	<u>(1.02%)</u>	<u>(133,290.65)</u>	<u>(10.69%)</u>
Expenses							
Salaries, Wages, & Benefits	229,352.61	208,085.15	230,440.01	21,267.46	10.22%	(1,087.40)	(0.47%)
Office Occupancy & Utilities	23,056.69	19,215.95	24,005.76	3,840.74	19.99%	(949.07)	(3.95%)
Services	409,862.84	341,428.98	417,726.16	68,433.86	20.04%	(7,863.32)	(1.88%)
Supplies	8,688.90	5,240.93	4,340.91	3,447.97	65.79%	4,347.99	100.16%
Travel	59,905.47	52,623.51	76,317.04	7,281.96	13.84%	(16,411.57)	(21.50%)
Leases, Rentals, & Licenses	20,348.77	21,810.09	27,341.45	(1,461.32)	(6.70%)	(6,992.68)	(25.58%)
Taxes, Dues, & Subscriptions	16,675.00	7,202.12	15,000.00	9,472.88	131.53%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	147,859.15	211,404.88	183,415.96	(63,545.73)	(30.06%)	(35,556.81)	(19.39%)
Total Expenses	<u>915,749.43</u>	<u>867,011.61</u>	<u>978,587.29</u>	<u>48,737.82</u>	<u>5.62%</u>	<u>(62,837.86)</u>	<u>(6.42%)</u>
Net Gain or (Loss)	<u>198,138.96</u>	<u>258,379.02</u>	<u>268,591.75</u>	<u>(60,240.06)</u>	<u>(23.31%)</u>	<u>(70,452.79)</u>	<u>(26.23%)</u>

Society of American Archivists
Annual Meeting
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	7,283.00	13,600.00	7,500.00	(6,317.00)	(46.45%)	(217.00)	(2.89%)
Workshops					0.00%		0.00%
Annual Meeting	672,240.28	711,268.88	699,690.20	(39,028.60)	(5.49%)	(27,449.92)	(3.92%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	20,225.25	400.00		19,825.25	4,956.31%	20,225.25	0.00%
Total Income	<u>699,748.53</u>	<u>725,268.88</u>	<u>707,190.20</u>	<u>(25,520.35)</u>	<u>(3.52%)</u>	<u>(7,441.67)</u>	<u>(1.05%)</u>
Expenses							
Salaries, Wages, & Benefits	67,412.58	64,764.88	68,912.35	2,647.70	4.09%	(1,499.77)	(2.18%)
Office Occupancy & Utilities	6,657.27	6,295.10	7,167.33	362.17	5.75%	(510.06)	(7.12%)
Services	266,049.33	210,716.71	226,324.83	55,332.62	26.26%	39,724.50	17.55%
Supplies	3,933.14	395.72	1,607.14	3,537.42	893.92%	2,326.00	144.73%
Travel	9,156.43	4,629.02	8,860.00	4,527.41	97.80%	296.43	3.35%
Leases, Rentals, & Licenses	15,936.02	17,095.20	17,185.66	(1,159.18)	(6.78%)	(1,249.64)	(7.27%)
Taxes, Dues, & Subscriptions	16,675.00	5,145.00	15,000.00	11,530.00	224.10%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	112,091.81	180,096.81	140,000.86	(68,005.00)	(37.76%)	(27,909.05)	(19.93%)
Total Expenses	<u>497,911.58</u>	<u>489,138.44</u>	<u>485,058.17</u>	<u>8,773.14</u>	<u>1.79%</u>	<u>12,853.41</u>	<u>2.65%</u>
Net Gain or (Loss)	<u>201,836.95</u>	<u>236,130.44</u>	<u>222,132.03</u>	<u>(34,293.49)</u>	<u>(14.52%)</u>	<u>(20,295.08)</u>	<u>(9.14%)</u>

**Society of American Archivists
Annual Meeting - Cleveland 2015
For the Six Months Ending Saturday, December 31, 2016**

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</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		13,600.00		(13,600.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		711,238.89		(711,238.89)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income		<u>725,238.89</u>		<u>(725,238.89)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		44,553.03		(44,553.03)	(100.00%)		0.00%
Office Occupancy & Utilities		4,881.79		(4,881.79)	(100.00%)		0.00%
Services		200,750.77		(200,750.77)	(100.00%)		0.00%
Supplies		395.72		(395.72)	(100.00%)		0.00%
Travel		3,061.05		(3,061.05)	(100.00%)		0.00%
Leases, Rentals, & Licenses		16,745.59		(16,745.59)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		5,145.00		(5,145.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		213,605.49		(213,605.49)	(100.00%)		0.00%
Total Expenses		<u>489,138.44</u>		<u>(489,138.44)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>236,100.45</u>		<u>(236,100.45)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Atlanta 2016
For the Six Months Ending Saturday, December 31, 2016**

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Budget % Variance</u>
Income							
Dues							
Subscriptions & Advertising	7,283.00		7,500.00	7,283.00	0.00%	(217.00)	(2.89%)
Workshops							
Annual Meeting	672,240.28		699,690.20	672,240.28	0.00%	(27,449.92)	(3.92%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	20,225.25			20,225.25	0.00%	20,225.25	0.00%
Total Income	<u>699,748.53</u>		<u>707,190.20</u>	<u>699,748.53</u>	<u>0.00%</u>	<u>(7,441.67)</u>	<u>(1.05%)</u>
Expenses							
Salaries, Wages, & Benefits	45,991.40	19,143.21	48,334.06	26,848.19	140.25%	(2,342.66)	(4.85%)
Office Occupancy & Utilities	4,678.73	1,321.91	5,018.94	3,356.82	253.94%	(340.21)	(6.78%)
Services	256,088.28	9,899.07	221,783.86	246,189.21	2,486.99%	34,304.42	15.47%
Supplies	3,928.33		1,454.19	3,928.33	0.00%	2,474.14	170.14%
Travel	3,380.59	1,567.97	4,130.00	1,812.62	115.60%	(749.41)	(18.15%)
Leases, Rentals, & Licenses	15,602.82	330.38	16,337.07	15,272.44	4,622.69%	(734.25)	(4.49%)
Taxes, Dues, & Subscriptions	16,675.00		15,000.00	16,675.00	0.00%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	151,566.43	(32,262.54)	173,000.00	183,828.97	(569.79%)	(21,433.57)	(12.39%)
Total Expenses	<u>497,911.58</u>		<u>485,058.12</u>	<u>497,911.58</u>	<u>0.00%</u>	<u>12,853.46</u>	<u>2.65%</u>
Net Gain or (Loss)	<u>201,836.95</u>		<u>222,132.08</u>	<u>201,836.95</u>	<u>0.00%</u>	<u>(20,295.13)</u>	<u>(9.14%)</u>

Society of American Archivists
Annual Meeting - Portland 2017
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	20,116.81	1,068.64	19,236.91	19,048.17	1,782.47%	879.90	4.57%
Office Occupancy & Utilities	1,851.31	91.40	2,010.90	1,759.91	1,925.50%	(159.59)	(7.94%)
Services	9,885.73	66.87	4,166.96	9,818.86	14,683.51%	5,718.77	137.24%
Supplies	3.99		142.40	3.99	0.00%	(138.41)	(97.20%)
Travel	5,775.84		4,730.00	5,775.84	0.00%	1,045.84	22.11%
Leases, Rentals, & Licenses	316.61	19.23	535.72	297.38	1,546.44%	(219.11)	(40.90%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(37,950.29)	(1,246.14)	(30,822.89)	(36,704.15)	2,945.43%	(7,127.40)	23.12%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

**Society of American Archivists
Annual Meeting - Washington 2018
For the Six Months Ending Saturday, December 31, 2016**

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	1,304.37		1,341.38	1,304.37	0.00%	(37.01)	(2.76%)
Office Occupancy & Utilities	127.23		137.49	127.23	0.00%	(10.26)	(7.46%)
Services	75.32		374.01	75.32	0.00%	(298.69)	(79.86%)
Supplies	0.82		10.55	0.82	0.00%	(9.73)	(92.23%)
Travel							
Leases, Rentals, & Licenses	16.59		312.87	16.59	0.00%	(296.28)	(94.70%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(1,524.33)		(2,176.25)	(1,524.33)	0.00%	651.92	(29.96%)
Total Expenses			0.05		0.00%	(0.05)	(100.00%)
Net Gain or (Loss)			(0.05)		0.00%	0.05	(100.00%)

Society of American Archivists
Publications
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	106,364.77	96,606.40	120,712.98	9,758.37	10.10%	(14,348.21)	(11.89%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>19,043.28</u>	<u>10,936.20</u>	<u>23,944.39</u>	<u>8,107.08</u>	<u>74.13%</u>	<u>(4,901.11)</u>	<u>(20.47%)</u>
Total Income	<u>125,408.05</u>	<u>107,542.60</u>	<u>144,657.37</u>	<u>17,865.45</u>	<u>16.61%</u>	<u>(19,249.32)</u>	<u>(13.31%)</u>
Expenses							
Salaries, Wages, & Benefits	42,763.80	38,724.32	43,021.36	4,039.48	10.43%	(257.56)	(0.60%)
Office Occupancy & Utilities	4,384.59	3,688.23	4,483.56	696.36	18.88%	(98.97)	(2.21%)
Services	53,274.39	52,174.06	52,865.96	1,100.33	2.11%	408.43	0.77%
Supplies	3,937.39	3,824.11	295.83	113.28	2.96%	3,641.56	1,230.96%
Travel	3,553.55	2,111.96	2,015.40	1,441.59	68.26%	1,538.15	76.32%
Leases, Rentals, & Licenses	2,528.66	2,837.76	6,414.42	(309.10)	(10.89%)	(3,885.76)	(60.58%)
Taxes, Dues, & Subscriptions		2,057.12		(2,057.12)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>34,105.94</u>	<u>31,308.07</u>	<u>43,415.10</u>	<u>2,797.87</u>	<u>8.94%</u>	<u>(9,309.16)</u>	<u>(21.44%)</u>
Total Expenses	<u>144,548.32</u>	<u>136,725.63</u>	<u>152,511.63</u>	<u>7,822.69</u>	<u>5.72%</u>	<u>(7,963.31)</u>	<u>(5.22%)</u>
Net Gain or (Loss)	<u>(19,140.27)</u>	<u>(29,183.03)</u>	<u>(7,854.26)</u>	<u>10,042.76</u>	<u>(34.41%)</u>	<u>(11,286.01)</u>	<u>143.69%</u>

Society of American Archivists
Education
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</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		175.00	3,500.00	(175.00)	(100.00%)	(3,500.00)	(100.00%)
Workshops	251,047.38	267,523.76	353,978.42	(16,476.38)	(6.16%)	(102,931.04)	(29.08%)
Annual Meeting							
Publications & CD Sales	95.00	160.00	120.00	(65.00)	(40.63%)	(25.00)	(20.83%)
Contributions							
Investments							
Shipping, Handling, & Other	2,085.00			2,085.00	0.00%	2,085.00	0.00%
Total Income	<u>253,227.38</u>	<u>267,858.76</u>	<u>357,598.42</u>	<u>(14,631.38)</u>	<u>(5.46%)</u>	<u>(104,371.04)</u>	<u>(29.19%)</u>
Expenses							
Salaries, Wages, & Benefits	116,694.87	102,434.30	116,054.23	14,260.57	13.92%	640.64	0.55%
Office Occupancy & Utilities	11,775.69	9,064.35	12,098.85	2,711.34	29.91%	(323.16)	(2.67%)
Services	79,157.29	70,706.14	125,923.53	8,451.15	11.95%	(46,766.24)	(37.14%)
Supplies	817.44	1,021.10	2,420.22	(203.66)	(19.95%)	(1,602.78)	(66.22%)
Travel	45,918.88	44,706.68	64,657.81	1,212.20	2.71%	(18,738.93)	(28.98%)
Leases, Rentals, & Licenses	1,853.27	1,838.16	3,673.17	15.11	0.82%	(1,819.90)	(49.55%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	1,661.40			1,661.40	0.00%	1,661.40	0.00%
Total Expenses	<u>257,878.84</u>	<u>229,770.73</u>	<u>324,827.81</u>	<u>28,108.11</u>	<u>12.23%</u>	<u>(66,948.97)</u>	<u>(20.61%)</u>
Net Gain or (Loss)	<u>(4,651.46)</u>	<u>38,088.03</u>	<u>32,770.61</u>	<u>(42,739.49)</u>	<u>(112.21%)</u>	<u>(37,422.07)</u>	<u>(114.19%)</u>

**Society of American Archivists
Career Services
For the Six Months Ending Saturday, December 31, 2016**

	<u>Year-To-Date 12/31/2016</u>	<u>Year-To-Date 12/31/2015</u>	<u>Budget 12/31/2016</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	35,504.43	24,720.39	37,733.05	10,784.04	43.62%	(2,228.62)	(5.91%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>35,504.43</u>	<u>24,720.39</u>	<u>37,733.05</u>	<u>10,784.04</u>	<u>43.62%</u>	<u>(2,228.62)</u>	<u>(5.91%)</u>
Expenses							
Salaries, Wages, & Benefits	2,481.36	2,161.65	2,452.07	319.71	14.79%	29.29	1.19%
Office Occupancy & Utilities	239.14	168.27	256.02	70.87	42.12%	(16.88)	(6.59%)
Services	11,381.83	7,832.07	12,611.84	3,549.76	45.32%	(1,230.01)	(9.75%)
Supplies	0.93		17.72	0.93	0.00%	(16.79)	(94.75%)
Travel	1,276.61	1,175.85	783.83	100.76	8.57%	492.78	62.87%
Leases, Rentals, & Licenses	30.82	38.97	68.20	(8.15)	(20.91%)	(37.38)	(54.81%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>15,410.69</u>	<u>11,376.81</u>	<u>16,189.68</u>	<u>4,033.88</u>	<u>35.46%</u>	<u>(778.99)</u>	<u>(4.81%)</u>
Net Gain or (Loss)	<u>20,093.74</u>	<u>13,343.58</u>	<u>21,543.37</u>	<u>6,750.16</u>	<u>50.59%</u>	<u>(1,449.63)</u>	<u>(6.73%)</u>

Society of American Archivists
Operational Expense Centers
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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		\$49.98		(\$49.98)	(100.00%)		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	0.00%	20.00	0.00%
Investments	6,239.21	2,269.64	5,557.00	3,969.57	174.90%	682.21	12.28%
Shipping, Handling, & Other	(0.08)	2,678.06		(2,678.14)	(100.00%)	(0.08)	0.00%
Total Income	<u>6,259.13</u>	<u>4,997.68</u>	<u>5,557.00</u>	<u>1,261.45</u>	<u>25.24%</u>	<u>702.13</u>	<u>12.64%</u>
Expenses							
Salaries, Wages, & Benefits	214,647.99	189,736.18	204,992.68	24,911.81	13.13%	9,655.31	4.71%
Office Occupancy & Utilities	21,021.58	16,370.19	21,679.60	4,651.39	28.41%	(658.02)	(3.04%)
Services	124,328.55	125,038.30	142,995.60	(709.75)	(0.57%)	(18,667.05)	(13.05%)
Supplies	3,347.99	3,460.08	2,032.78	(112.09)	(3.24%)	1,315.21	64.70%
Travel	20,716.21	25,579.38	34,119.00	(4,863.17)	(19.01%)	(13,402.79)	(39.28%)
Leases, Rentals, & Licenses	2,619.50	3,379.51	4,729.89	(760.01)	(22.49%)	(2,110.39)	(44.62%)
Taxes, Dues, & Subscriptions	25,548.00	15,535.00	12,400.00	10,013.00	64.45%	13,148.00	106.03%
Depreciation, Cost of Goods Sold & Other	26,127.76	23,910.97	29,565.07	2,216.79	9.27%	(3,437.31)	(11.63%)
Total Expenses	<u>438,357.58</u>	<u>403,009.61</u>	<u>452,514.62</u>	<u>35,347.97</u>	<u>8.77%</u>	<u>(14,157.04)</u>	<u>(3.13%)</u>
Net Gain or (Loss)	<u>(432,098.45)</u>	<u>(398,011.93)</u>	<u>(446,957.62)</u>	<u>(34,086.52)</u>	<u>8.56%</u>	<u>14,859.17</u>	<u>(3.32%)</u>

Society of American Archivists
General & Administrative
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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		\$49.98		(\$49.98)	(100.00%)		0.00%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	6,239.21	2,269.64	5,557.00	3,969.57	174.90%	682.21	12.28%
Shipping, Handling, & Other	(0.08)	1,787.50		(1,787.58)	(100.00%)	(0.08)	0.00%
Total Income	<u>6,259.13</u>	<u>4,107.12</u>	<u>5,557.00</u>	<u>2,152.01</u>	<u>52.40%</u>	<u>702.13</u>	<u>12.64%</u>
Expenses							
Salaries, Wages, & Benefits	130,225.63	111,556.93	119,034.05	18,668.70	16.73%	11,191.58	9.40%
Office Occupancy & Utilities	11,957.47	9,406.11	12,797.55	2,551.36	27.12%	(840.08)	(6.56%)
Services	81,137.17	84,803.32	91,068.78	(3,666.15)	(4.32%)	(9,931.61)	(10.91%)
Supplies	2,724.30	3,453.59	1,430.63	(729.29)	(21.12%)	1,293.67	90.43%
Travel	2,225.52	2,654.04	6,959.00	(428.52)	(16.15%)	(4,733.48)	(68.02%)
Leases, Rentals, & Licenses	1,537.29	1,976.34	2,155.40	(439.05)	(22.22%)	(618.11)	(28.68%)
Taxes, Dues, & Subscriptions	10,738.00	335.00	400.00	10,403.00	3,105.37%	10,338.00	2,584.50%
Depreciation, Cost of Goods Sold & Other	26,127.76	23,910.97	29,565.07	2,216.79	9.27%	(3,437.31)	(11.63%)
Total Expenses	<u>266,673.14</u>	<u>238,096.30</u>	<u>263,410.48</u>	<u>28,576.84</u>	<u>12.00%</u>	<u>3,262.66</u>	<u>1.24%</u>
Net Gain or (Loss)	<u>(260,414.01)</u>	<u>(233,989.18)</u>	<u>(257,853.48)</u>	<u>(26,424.83)</u>	<u>11.29%</u>	<u>(2,560.53)</u>	<u>0.99%</u>

Society of American Archivists
Governance
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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	46,538.58	45,467.10	48,690.02	1,071.48	2.36%	(2,151.44)	(4.42%)
Office Occupancy & Utilities	5,414.20	4,220.26	5,576.75	1,193.94	28.29%	(162.55)	(2.91%)
Services	36,866.85	22,660.14	27,498.64	14,206.71	62.69%	9,368.21	34.07%
Supplies	600.25	6.49	338.30	593.76	9,148.84%	261.95	77.43%
Travel	14,176.78	19,044.71	17,325.00	(4,867.93)	(25.56%)	(3,148.22)	(18.17%)
Leases, Rentals, & Licenses	609.88	816.64	1,352.44	(206.76)	(25.32%)	(742.56)	(54.91%)
Taxes, Dues, & Subscriptions	2,810.00	2,700.00		110.00	4.07%	2,810.00	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	107,016.54	94,915.34	100,781.15	12,101.20	12.75%	6,235.39	6.19%
Net Gain or (Loss)	<u>(107,016.54)</u>	<u>(94,915.34)</u>	<u>(100,781.15)</u>	<u>(12,101.20)</u>	<u>12.75%</u>	<u>(6,235.39)</u>	<u>6.19%</u>

Society of American Archivists
Advocacy
For the Six Months Ending Saturday, December 31, 2016

	<u>Year-To-Date</u> <u>12/31/2016</u>	<u>Year-To-Date</u> <u>12/31/2015</u>	<u>Budget</u> <u>12/31/2016</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		890.56		(890.56)	(100.00%)		0.00%
Total Income		<u>890.56</u>		<u>(890.56)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	37,883.78	32,712.15	37,268.61	5,171.63	15.81%	615.17	1.65%
Office Occupancy & Utilities	3,649.91	2,743.82	3,305.30	906.09	33.02%	344.61	10.43%
Services	6,324.53	17,574.84	24,428.18	(11,250.31)	(64.01%)	(18,103.65)	(74.11%)
Supplies	23.44		263.85	23.44	0.00%	(240.41)	(91.12%)
Travel	4,313.91	3,880.63	9,835.00	433.28	11.17%	(5,521.09)	(56.14%)
Leases, Rentals, & Licenses	472.33	586.53	1,222.05	(114.20)	(19.47%)	(749.72)	(61.35%)
Taxes, Dues, & Subscriptions	12,000.00	12,500.00	12,000.00	(500.00)	(4.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>64,667.90</u>	<u>69,997.97</u>	<u>88,322.99</u>	<u>(5,330.07)</u>	<u>(7.61%)</u>	<u>(23,655.09)</u>	<u>(26.78%)</u>
Net Gain or (Loss)	<u>(64,667.90)</u>	<u>(69,107.41)</u>	<u>(88,322.99)</u>	<u>4,439.51</u>	<u>(6.42%)</u>	<u>23,655.09</u>	<u>(26.78%)</u>