

**Society of American Archivists
Council Conference Call
February 11, 2019
1:00 – 2:00 pm EST**

**November 2018 Year-to-Date Financial Statements (FY 2019)
(Prepared by Amy Fitch and Peter Carlson)**

Overview

For the month ending November 30, 2018, SAA posted a net gain of \$339,467. This is a favorable variance of \$186,066, as the budgeted gain for November was \$153,400. Total revenues as of November 30 were higher than last year and budget by \$295,651 (18.35%) and \$166,781 (9.58%), respectively. Total expenses were higher than last year by \$268,364 (20.66%) and lower than budget by \$19,285 (1.22%).

Balance Sheet

Cash and Investments balances exceeded last year by \$274,450 (16.47%) and total deferred revenues were up over last year by \$77,488 (14.07%). Membership deferred revenues were up by \$43,338 (8.36%).

Income Statement

For the month ending November 30, 2018, SAA posted a net gain of \$339,467. This net gain is higher than last year and budget by \$27,287 (8.74%) and \$186,066 (121.29%), respectively. Publications and *Archival Outlook* had lower-than-budgeted revenues. Expenses are lower than budget across all cost centers except Annual Meeting (5.44% over budget), Career Services (6.12% over budget), *Archival Outlook* (1.85% over budget) and General & Administrative (1.78% over budget). Expenses overall are \$19,285 (1.22%) below budget.

Specific points of interest are as follows:

- **Membership:** Overall membership decreased by 9 (0.15%) and dues revenue exceeded last year and budget by 3.77% and 2.45%, respectively. Membership's net gain for November is better than last year and budget by \$11,912 (3.28%) and \$14,118 (3.91%), respectively. Deferred revenues in November were higher than last year by \$43,338 (8.36%).
- **Periodicals:** The Journal's net gain as of November 30 was \$12,779, a favorable variance compared with last year and budget of \$4,288 (50.5%) and \$1,267 (11.01%), respectively. Journal expenses were lower than last year by \$5,471 (12.74%) and on budget (0.09%)

below). The variance with last year is due to timing issues and should resolve going forward. *Archival Outlook's* net loss of \$49,929 is *larger* than last year and budget by \$5,719 (12.94%) and \$7,541 (17.79%), respectively. This variance with budget is the result of timing issues with the Naylor advertising revenues. AO staff are investigating the reason for this delay, and we expect this to resolve in December.

- **Annual Meeting:** As of November 30, the Annual Meeting in Washington D.C. shows a net gain of \$364,080, which exceeds last year and budget by \$27,409 (8.14%) and \$107,475 (41.88%), respectively. Revenues exceeded last year and budget by \$247,175 (31.82%) and \$141,516 (16.04%), respectively. Total attendees for the 2018 Joint Annual Meeting set a new record (2,627), and total revenues were \$1,023,887. Expenses were higher than last year and budget by \$219,766 (49.94%) and \$34,041 (5.44%), respectively.
- **Publications:** Publications showed a net loss of \$41,541 on November 30, which is 51.94% *greater* than last year's net loss of \$27,340 and \$6,353 (18.05%) *greater* than our budgeted net loss of \$35,188. Publications' total revenue as of November 30 was lower than last year and budget by \$11,729 (12.64%) and \$26,476 (24.62%), respectively. The variance with budget reflects budget timing as well as less robust sales than anticipated.
- **Education:** Education posted a net gain of \$44,253 for the period ending November 30. This performance is better than last year and budget by \$37,006 (510.66%) and \$42,324 (2,194.31%), respectively. Expenses as of November 30 were lower than last year and budget by \$1,464 (0.68%) and \$8,920 (4.02%), respectively.
- **Career Services:** As of November 30, Career Services posted a net gain of \$22,819, which is better than last year and budget by \$2,393 (11.71%) and \$7,556 (49.5%). Revenues are up over last year and budget by 15.42% and 27.75%, respectively. Career Services expenses were higher than last year and budget by \$2,831(21.03%) and \$940 (6.12%), respectively. The increase in expense year over year is the result of more costs associated with the Career Center at the Joint Annual Meeting.
- **General & Administrative:** The net loss in G&A for the period ending November 30 was \$250,931, which is \$43,861 (21.18%) more than last year's net loss and \$593 (0.24%) *more* than the budgeted net loss of \$250,337. The variance with last year reflects a significant shift in effort allocation in light of the AMS project.

**Society of American Archivists
Balance Sheet - Operations
Friday, November 30, 2018**

	<u>Fiscal 2019</u>	<u>Fiscal 2018</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,940,418.64	\$1,665,968.23	\$274,450.41	16.47%
Accounts Receivable	6,321.07	17,721.85	(11,400.78)	(64.33%)
Equipment	70,864.78	36,224.21	34,640.57	95.63%
Deposits	8,706.85	8,521.58	185.27	2.17%
Inventory	85,066.03	93,169.58	(8,103.55)	(8.70%)
Prepaid Expenses	48,937.27	50,102.87	(1,165.60)	(2.33%)
Due From Operations	116,971.26	14,131.86	102,839.40	727.71%
Due From Foundation	470,721.09	473,064.80	(2,343.71)	(0.50%)
Cash Clearing				(100.00%)
Total Assets	<u><u>2,748,006.99</u></u>	<u><u>2,358,904.98</u></u>	<u><u>389,102.01</u></u>	<u><u>16.50%</u></u>
Liabilities				
Accounts Payable	42,611.01	3,386.31	39,224.70	1,158.33%
Salaries and Wages Payable	44,679.60	50,198.65	(5,519.05)	(10.99%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	53,203.00	19,810.50	33,392.50	168.56%
Membership	561,597.20	518,259.36	43,337.84	8.36%
Education	12,123.20	9,267.00	2,856.20	30.82%
Sponsors				(100.00%)
Advertising	548.00	2,885.00	(2,337.00)	(81.01%)
Exhibitors				(100.00%)
Consultants	596.40	358.18	238.22	66.51%
Total Deferred Revenues	628,067.80	550,580.04	77,487.76	14.07%
Due to Council-Directed Funds	663,998.19	663,998.11	0.08	0.00%
Due To Foundation	62,479.08	73,616.60	(11,137.52)	(15.13%)
Deferred Rent	14,088.47	651.04	13,437.43	2,063.99%
Total Liabilities	<u><u>1,455,924.15</u></u>	<u><u>1,342,430.75</u></u>	<u><u>113,493.40</u></u>	<u><u>8.45%</u></u>
Net Assets				
Fund Balance	952,616.23	704,294.74	248,321.49	35.26%
Net Gain or Loss	339,466.61	312,179.49	27,287.12	8.74%
Total Net Assets	<u><u>1,292,082.84</u></u>	<u><u>1,016,474.23</u></u>	<u><u>275,608.61</u></u>	<u><u>27.11%</u></u>
Total Liabilities and Net Assets	<u><u>2,748,006.99</u></u>	<u><u>2,358,904.98</u></u>	<u><u>389,102.01</u></u>	<u><u>16.50%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Five Months Ending Friday, November 30, 2018

	<u>Year-To-Date</u> <u>11/30/2018</u>	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Budget</u> <u>11/30/2018</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	\$375,069.90	\$363,157.85	\$360,952.26	\$11,912.05	3.28%	\$14,117.64	3.91%
Annual Meeting	364,080.24	336,671.33	256,605.42	27,408.91	8.14%	107,474.82	41.88%
Publications	(41,540.66)	(27,339.82)	(35,187.61)	(14,200.84)	51.94%	(6,353.05)	18.05%
Education	44,253.28	7,246.83	1,928.83	37,006.45	510.66%	42,324.45	2,194.31%
Career Services	22,819.50	20,426.55	15,263.44	2,392.95	11.71%	7,556.06	49.50%
American Archivist	12,778.81	8,491.17	11,511.76	4,287.64	50.50%	1,267.05	11.01%
Archival Outlook	(49,928.84)	(44,209.42)	(42,387.98)	(5,719.42)	12.94%	(7,540.86)	17.79%
General & Administrative	(250,930.76)	(207,069.61)	(250,337.35)	(43,861.15)	21.18%	(593.41)	0.24%
Advocacy	(60,099.99)	(55,138.31)	(74,234.51)	(4,961.68)	9.00%	14,134.52	(19.04%)
Governance	(77,034.87)	(90,057.08)	(90,713.81)	13,022.21	(14.46%)	13,678.94	(15.08%)
Total Net Gain/(Loss)	<u>339,466.61</u>	<u>312,179.49</u>	<u>153,400.45</u>	<u>27,287.12</u>	<u>8.74%</u>	<u>186,066.16</u>	<u>121.29%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Five Months Ending Friday, November 30, 2018

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$432,727.27	\$416,989.65	\$422,365.72	\$15,737.62	3.77%	\$10,361.55	2.45%
Annual Meeting	1,023,887.09	776,712.49	882,371.05	247,174.60	31.82%	141,516.04	16.04%
Publications	81,072.33	92,801.15	107,548.65	(11,728.82)	(12.64%)	(26,476.32)	(24.62%)
Education	257,126.07	221,583.48	223,721.70	35,542.59	16.04%	33,404.37	14.93%
Career Services	39,106.71	33,883.17	30,610.86	5,223.54	15.42%	8,495.85	27.75%
American Archivist	50,234.00	51,417.00	49,000.00	(1,183.00)	(2.30%)	1,234.00	2.52%
Archival Outlook	7,474.50	9,467.50	13,975.01	(1,993.00)	(21.05%)	(6,500.51)	(46.52%)
General & Administrative	14,598.01	8,415.24	10,547.00	6,182.77	73.47%	4,051.01	38.41%
Governance	695.00			695.00	0.00%	695.00	0.00%
Total Revenues	<u>1,906,920.98</u>	<u>1,611,269.68</u>	<u>1,740,139.99</u>	<u>295,651.30</u>	<u>18.35%</u>	<u>166,780.99</u>	<u>9.58%</u>
Expenses							
Membership	57,657.37	53,831.80	61,413.46	3,825.57	7.11%	(3,756.09)	(6.12%)
Annual Meeting	659,806.85	440,041.16	625,765.63	219,765.69	49.94%	34,041.22	5.44%
Publications	122,612.99	120,140.97	142,736.26	2,472.02	2.06%	(20,123.27)	(14.10%)
Education	212,872.79	214,336.65	221,792.87	(1,463.86)	(0.68%)	(8,920.08)	(4.02%)
Career Services	16,287.21	13,456.62	15,347.42	2,830.59	21.03%	939.79	6.12%
American Archivist	37,455.19	42,925.83	37,488.24	(5,470.64)	(12.74%)	(33.05)	(0.09%)
Archival Outlook	57,403.34	53,676.92	56,362.99	3,726.42	6.94%	1,040.35	1.85%
General & Administrative	265,528.77	215,484.85	260,884.35	50,043.92	23.22%	4,644.42	1.78%
Advocacy	60,099.99	55,138.31	74,234.51	4,961.68	9.00%	(14,134.52)	(19.04%)
Governance	77,729.87	90,057.08	90,713.81	(12,327.21)	(13.69%)	(12,983.94)	(14.31%)
Total Expenses	<u>1,567,454.37</u>	<u>1,299,090.19</u>	<u>1,586,739.54</u>	<u>268,364.18</u>	<u>20.66%</u>	<u>(19,285.17)</u>	<u>(1.22%)</u>
Total Net Gain/(Loss)	<u>339,466.61</u>	<u>312,179.49</u>	<u>153,400.45</u>	<u>27,287.12</u>	<u>8.74%</u>	<u>186,066.16</u>	<u>121.29%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Five Months Ending Friday, November 30, 2018

	<u>Year-To-Date</u> <u>11/30/2018</u>	<u>Year-To-Date</u> <u>11/30/2017</u>	<u>Budget</u> <u>11/30/2018</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	\$432,062.87	\$415,497.65	\$421,115.72	\$16,565.22	3.99%	\$10,947.15	2.60%
Subscriptions & Advertising	103,823.21	103,700.67	95,610.87	122.54	0.12%	8,212.34	8.59%
Workshops	256,582.07	221,583.48	223,721.70	34,998.59	15.79%	32,860.37	14.69%
Annual Meeting	1,016,067.09	767,080.49	878,121.05	248,986.60	32.46%	137,946.04	15.71%
Publications & CD Sales	66,790.32	82,884.34	95,348.88	(16,094.02)	(19.42%)	(28,558.56)	(29.95%)
Contributions					0.00%		0.00%
Investments	13,566.05	8,415.24	10,547.00	5,150.81	61.21%	3,019.05	28.62%
Shipping, Handling, & Other	18,029.37	12,107.81	15,674.77	5,921.56	48.91%	2,354.60	15.02%
Total Income	<u>1,906,920.98</u>	<u>1,611,269.68</u>	<u>1,740,139.99</u>	<u>295,651.30</u>	<u>18.35%</u>	<u>166,780.99</u>	<u>9.58%</u>
Expenses							
Salaries, Wages, & Benefits	472,807.73	441,615.18	465,704.42	31,192.55	7.06%	7,103.31	1.53%
Office Occupancy & Utilities	45,910.46	45,320.09	48,617.24	590.37	1.30%	(2,706.78)	(5.57%)
Services	711,821.93	535,774.01	677,657.81	176,047.92	32.86%	34,164.12	5.04%
Supplies	17,811.12	6,872.51	4,966.28	10,938.61	159.16%	12,844.84	258.64%
Travel	73,615.67	66,225.46	104,014.60	7,390.21	11.16%	(30,398.93)	(29.23%)
Leases, Rentals, & Licenses	10,241.10	14,097.75	50,353.55	(3,856.65)	(27.36%)	(40,112.45)	(79.66%)
Taxes, Dues, & Subscriptions	9,758.16	(14,108.92)	15,550.00	23,867.08	(169.16%)	(5,791.84)	(37.25%)
Depreciation, Cost of Goods Sold & Other	225,488.20	203,294.11	219,875.64	22,194.09	10.92%	5,612.56	2.55%
Total Expenses	<u>1,567,454.37</u>	<u>1,299,090.19</u>	<u>1,586,739.54</u>	<u>268,364.18</u>	<u>20.66%</u>	<u>(19,285.17)</u>	<u>(1.22%)</u>
Net Gain or (Loss)	<u>339,466.61</u>	<u>312,179.49</u>	<u>153,400.45</u>	<u>27,287.12</u>	<u>8.74%</u>	<u>186,066.16</u>	<u>121.29%</u>

**Society of American Archivists
Membership and Periodicals
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$432,062.87	\$415,497.65	\$421,115.72	\$16,565.22	3.99%	\$10,947.15	2.60%
Subscriptions & Advertising	56,896.50	60,185.50	62,100.01	(3,289.00)	(5.46%)	(5,203.51)	(8.38%)
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	1,476.40	2,191.00	2,125.00	(714.60)	(32.62%)	(648.60)	(30.52%)
Total Income	<u>490,435.77</u>	<u>477,874.15</u>	<u>485,340.73</u>	<u>12,561.62</u>	<u>2.63%</u>	<u>5,095.04</u>	<u>1.05%</u>
Expenses							
Salaries, Wages, & Benefits	81,669.07	72,029.37	80,544.40	9,639.70	13.38%	1,124.67	1.40%
Office Occupancy & Utilities	7,517.81	6,835.37	8,130.82	682.44	9.98%	(613.01)	(7.54%)
Services	61,044.76	63,259.00	60,702.08	(2,214.24)	(3.50%)	342.68	0.56%
Supplies	1,123.84	1,587.45	1,401.51	(463.61)	(29.20%)	(277.67)	(19.81%)
Travel	332.84	866.91	897.88	(534.07)	(61.61%)	332.84	0.00%
Leases, Rentals, & Licenses	827.58	1,058.38	897.88	(230.80)	(21.81%)	(70.30)	(7.83%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		4,798.07	3,588.00	(4,798.07)	(100.00%)	(3,588.00)	(100.00%)
Total Expenses	<u>152,515.90</u>	<u>150,434.55</u>	<u>155,264.69</u>	<u>2,081.35</u>	<u>1.38%</u>	<u>(2,748.79)</u>	<u>(1.77%)</u>
Net Gain or (Loss)	<u>337,919.87</u>	<u>327,439.60</u>	<u>330,076.04</u>	<u>10,480.27</u>	<u>3.20%</u>	<u>7,843.83</u>	<u>2.38%</u>

**Society of American Archivists
Membership
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$432,062.87	\$415,497.65	\$421,115.72	\$16,565.22	3.99%	\$10,947.15	2.60%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>664.40</u>	<u>1,492.00</u>	<u>1,250.00</u>	<u>(827.60)</u>	<u>(55.47%)</u>	<u>(585.60)</u>	<u>(46.85%)</u>
Total Income	<u>432,727.27</u>	<u>416,989.65</u>	<u>422,365.72</u>	<u>15,737.62</u>	<u>3.77%</u>	<u>10,361.55</u>	<u>2.45%</u>
Expenses							
Salaries, Wages, & Benefits	43,786.45	36,078.84	43,167.01	7,707.61	21.36%	619.44	1.43%
Office Occupancy & Utilities	4,001.05	3,384.72	4,357.82	616.33	18.21%	(356.77)	(8.19%)
Services	7,979.71	7,434.83	8,627.49	544.88	7.33%	(647.78)	(7.51%)
Supplies	1,114.10	1,548.98	1,192.00	(434.88)	(28.08%)	(77.90)	(6.54%)
Travel	332.84			332.84	0.00%	332.84	0.00%
Leases, Rentals, & Licenses	443.22	586.36	481.14	(143.14)	(24.41%)	(37.92)	(7.88%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		<u>4,798.07</u>	<u>3,588.00</u>	<u>(4,798.07)</u>	<u>(100.00%)</u>	<u>(3,588.00)</u>	<u>(100.00%)</u>
Total Expenses	<u>57,657.37</u>	<u>53,831.80</u>	<u>61,413.46</u>	<u>3,825.57</u>	<u>7.11%</u>	<u>(3,756.09)</u>	<u>(6.12%)</u>
Net Gain or (Loss)	<u><u>375,069.90</u></u>	<u><u>363,157.85</u></u>	<u><u>360,952.26</u></u>	<u><u>11,912.05</u></u>	<u><u>3.28%</u></u>	<u><u>14,117.64</u></u>	<u><u>3.91%</u></u>

**Society of American Archivists
Periodicals (AA & AO)
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	56,896.50	60,185.50	62,100.01	(3,289.00)	(5.46%)	(5,203.51)	(8.38%)
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	812.00	699.00	875.00	113.00	16.17%	(63.00)	(7.20%)
Total Income	<u>57,708.50</u>	<u>60,884.50</u>	<u>62,975.01</u>	<u>(3,176.00)</u>	<u>(5.22%)</u>	<u>(5,266.51)</u>	<u>(8.36%)</u>
Expenses							
Salaries, Wages, & Benefits	37,882.62	35,950.53	37,377.39	1,932.09	5.37%	505.23	1.35%
Office Occupancy & Utilities	3,516.76	3,450.65	3,773.00	66.11	1.92%	(256.24)	(6.79%)
Services	53,065.05	55,824.17	52,074.59	(2,759.12)	(4.94%)	990.46	1.90%
Supplies	9.74	38.47	209.51	(28.73)	(74.68%)	(199.77)	(95.35%)
Travel		866.91		(866.91)	(100.00%)		0.00%
Leases, Rentals, & Licenses	384.36	472.02	416.74	(87.66)	(18.57%)	(32.38)	(7.77%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>94,858.53</u>	<u>96,602.75</u>	<u>93,851.23</u>	<u>(1,744.22)</u>	<u>(1.81%)</u>	<u>1,007.30</u>	<u>1.07%</u>
Net Gain or (Loss)	<u>(37,150.03)</u>	<u>(35,718.25)</u>	<u>(30,876.22)</u>	<u>(1,431.78)</u>	<u>4.01%</u>	<u>(6,273.81)</u>	<u>20.32%</u>

**Society of American Archivists
American Archivist
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	50,162.00	51,393.00	49,000.00	(1,231.00)	(2.40%)	1,162.00	2.37%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	72.00	24.00		48.00	200.00%	72.00	0.00%
Total Income	<u>50,234.00</u>	<u>51,417.00</u>	<u>49,000.00</u>	<u>(1,183.00)</u>	<u>(2.30%)</u>	<u>1,234.00</u>	<u>2.52%</u>
Expenses							
Salaries, Wages, & Benefits	17,071.29	16,716.98	16,782.52	354.31	2.12%	288.77	1.72%
Office Occupancy & Utilities	1,556.54	1,619.44	1,693.11	(62.90)	(3.88%)	(136.57)	(8.07%)
Services	18,648.64	23,462.16	18,731.00	(4,813.52)	(20.52%)	(82.36)	(0.44%)
Supplies	8.61	38.47	94.01	(29.86)	(77.62%)	(85.40)	(90.84%)
Travel		866.91		(866.91)	(100.00%)		0.00%
Leases, Rentals, & Licenses	170.11	221.87	187.60	(51.76)	(23.33%)	(17.49)	(9.32%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>37,455.19</u>	<u>42,925.83</u>	<u>37,488.24</u>	<u>(5,470.64)</u>	<u>(12.74%)</u>	<u>(33.05)</u>	<u>(0.09%)</u>
Net Gain or (Loss)	<u>12,778.81</u>	<u>8,491.17</u>	<u>11,511.76</u>	<u>4,287.64</u>	<u>50.50%</u>	<u>1,267.05</u>	<u>11.01%</u>

**Society of American Archivists
Archival Outlook
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	6,734.50	8,792.50	13,100.01	(2,058.00)	(23.41%)	(6,365.51)	(48.59%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>740.00</u>	<u>675.00</u>	<u>875.00</u>	<u>65.00</u>	<u>9.63%</u>	<u>(135.00)</u>	<u>(15.43%)</u>
Total Income	<u>7,474.50</u>	<u>9,467.50</u>	<u>13,975.01</u>	<u>(1,993.00)</u>	<u>(21.05%)</u>	<u>(6,500.51)</u>	<u>(46.52%)</u>
Expenses							
Salaries, Wages, & Benefits	20,811.33	19,233.55	20,594.87	1,577.78	8.20%	216.46	1.05%
Office Occupancy & Utilities	1,960.22	1,831.21	2,079.89	129.01	7.05%	(119.67)	(5.75%)
Services	34,416.41	32,362.01	33,343.59	2,054.40	6.35%	1,072.82	3.22%
Supplies	1.13		115.50	1.13	0.00%	(114.37)	(99.02%)
Travel							
Leases, Rentals, & Licenses	214.25	250.15	229.14	(35.90)	(14.35%)	(14.89)	(6.50%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>57,403.34</u>	<u>53,676.92</u>	<u>56,362.99</u>	<u>3,726.42</u>	<u>6.94%</u>	<u>1,040.35</u>	<u>1.85%</u>
Net Gain or (Loss)	<u>(49,928.84)</u>	<u>(44,209.42)</u>	<u>(42,387.98)</u>	<u>(5,719.42)</u>	<u>12.94%</u>	<u>(7,540.86)</u>	<u>17.79%</u>

**Society of American Archivists
Operational Revenue Centers
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	46,926.71	43,515.17	33,510.86	3,411.54	7.84%	13,415.85	40.03%
Workshops	256,582.07	221,583.48	223,721.70	34,998.59	15.79%	32,860.37	14.69%
Annual Meeting	1,016,067.09	767,080.49	878,121.05	248,986.60	32.46%	137,946.04	15.71%
Publications & CD Sales	66,790.32	82,884.34	95,348.88	(16,094.02)	(19.42%)	(28,558.56)	(29.95%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	14,826.01	9,916.81	13,549.77	4,909.20	49.50%	1,276.24	9.42%
Total Income	<u>1,401,192.20</u>	<u>1,124,980.29</u>	<u>1,244,252.26</u>	<u>276,211.91</u>	<u>24.55%</u>	<u>156,939.94</u>	<u>12.61%</u>
Expenses							
Salaries, Wages, & Benefits	209,797.19	199,973.70	207,945.62	9,823.49	4.91%	1,851.57	0.89%
Office Occupancy & Utilities	20,783.36	21,074.24	21,510.47	(290.88)	(1.38%)	(727.11)	(3.38%)
Services	533,873.17	367,543.17	468,853.92	166,330.00	45.25%	65,019.25	13.87%
Supplies	7,560.71	3,833.68	2,108.29	3,727.03	97.22%	5,452.42	258.62%
Travel	48,837.15	35,844.87	66,279.35	12,992.28	36.25%	(17,442.20)	(26.32%)
Leases, Rentals, & Licenses	7,543.05	10,756.11	46,412.56	(3,213.06)	(29.87%)	(38,869.51)	(83.75%)
Taxes, Dues, & Subscriptions	(17,598.39)	(29,338.92)		11,740.53	(40.02%)	(17,598.39)	0.00%
Depreciation, Cost of Goods Sold & Other	200,783.60	178,288.55	192,531.97	22,495.05	12.62%	8,251.63	4.29%
Total Expenses	<u>1,011,579.84</u>	<u>787,975.40</u>	<u>1,005,642.18</u>	<u>223,604.44</u>	<u>28.38%</u>	<u>5,937.66</u>	<u>0.59%</u>
Net Gain or (Loss)	<u>389,612.36</u>	<u>337,004.89</u>	<u>238,610.08</u>	<u>52,607.47</u>	<u>15.61%</u>	<u>151,002.28</u>	<u>63.28%</u>

**Society of American Archivists
Annual Meeting
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	7,820.00	9,632.00	2,900.00	(1,812.00)	(18.81%)	4,920.00	169.66%
Workshops					0.00%		0.00%
Annual Meeting	1,016,067.09	767,080.49	878,121.05	248,986.60	32.46%	137,946.04	15.71%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other			1,350.00		0.00%	(1,350.00)	(100.00%)
Total Income	<u>1,023,887.09</u>	<u>776,712.49</u>	<u>882,371.05</u>	<u>247,174.60</u>	<u>31.82%</u>	<u>141,516.04</u>	<u>16.04%</u>
Expenses							
Salaries, Wages, & Benefits	66,879.34	58,026.48	66,602.44	8,852.86	15.26%	276.90	0.42%
Office Occupancy & Utilities	6,457.71	7,465.81	6,735.38	(1,008.10)	(13.50%)	(277.67)	(4.12%)
Services	412,106.08	245,361.15	353,211.15	166,744.93	67.96%	58,894.93	16.67%
Supplies	5,281.05	1,061.63	1,274.00	4,219.42	397.45%	4,007.05	314.53%
Travel	7,957.45	4,512.62	10,040.00	3,444.83	76.34%	(2,082.55)	(20.74%)
Leases, Rentals, & Licenses	2,709.55	6,371.66	39,761.92	(3,662.11)	(57.47%)	(37,052.37)	(93.19%)
Taxes, Dues, & Subscriptions	(19,233.38)	(29,356.64)		10,123.26	(34.48%)	(19,233.38)	0.00%
Depreciation, Cost of Goods Sold & Other	177,649.05	146,598.45	148,140.74	31,050.60	21.18%	29,508.31	19.92%
Total Expenses	<u>659,806.85</u>	<u>440,041.16</u>	<u>625,765.63</u>	<u>219,765.69</u>	<u>49.94%</u>	<u>34,041.22</u>	<u>5.44%</u>
Net Gain or (Loss)	<u>364,080.24</u>	<u>336,671.33</u>	<u>256,605.42</u>	<u>27,408.91</u>	<u>8.14%</u>	<u>107,474.82</u>	<u>41.88%</u>

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

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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							
Subscriptions & Advertising	7,820.00		2,900.00	7,820.00	0.00%	4,920.00	169.66%
Workshops							
Annual Meeting	1,016,067.09		878,121.05	1,016,067.09	0.00%	137,946.04	15.71%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			1,350.00		0.00%	(1,350.00)	(100.00%)
Total Income	<u>1,023,887.09</u>		<u>882,371.05</u>	<u>1,023,887.09</u>	<u>0.00%</u>	<u>141,516.04</u>	<u>16.04%</u>
Expenses							
Salaries, Wages, & Benefits	53,582.75	9,882.24	53,689.27	43,700.51	442.21%	(106.52)	(0.20%)
Office Occupancy & Utilities	5,335.88	873.95	5,434.35	4,461.93	510.55%	(98.47)	(1.81%)
Services	407,523.87	5,449.17	352,368.10	402,074.70	7,378.64%	55,155.77	15.65%
Supplies	4,984.67		1,201.76	4,984.67	0.00%	3,782.91	314.78%
Travel	1,625.23	4,657.84	9,440.00	(3,032.61)	(65.11%)	(7,814.77)	(82.78%)
Leases, Rentals, & Licenses	2,584.60	132.04	39,418.71	2,452.56	1,857.44%	(36,834.11)	(93.44%)
Taxes, Dues, & Subscriptions	(19,233.38)			(19,233.38)	0.00%	(19,233.38)	0.00%
Depreciation, Cost of Goods Sold & Other	203,403.23	(20,995.24)	164,213.48	224,398.47	(1,068.81%)	39,189.75	23.87%
Total Expenses	<u>659,806.85</u>		<u>625,765.67</u>	<u>659,806.85</u>	<u>0.00%</u>	<u>34,041.18</u>	<u>5.44%</u>
Net Gain or (Loss)	<u>364,080.24</u>		<u>256,605.38</u>	<u>364,080.24</u>	<u>0.00%</u>	<u>107,474.86</u>	<u>41.88%</u>

**Society of American Archivists
Annual Meeting - Portland 2017
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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		9,632.00		(9,632.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		767,080.49		(767,080.49)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		<u>776,712.49</u>		<u>(776,712.49)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		48,144.24		(48,144.24)	(100.00%)		0.00%
Office Occupancy & Utilities		6,591.86		(6,591.86)	(100.00%)		0.00%
Services		236,761.98		(236,761.98)	(100.00%)		0.00%
Supplies		1,061.63		(1,061.63)	(100.00%)		0.00%
Travel		(145.22)		145.22	(100.00%)		0.00%
Leases, Rentals, & Licenses		6,239.62		(6,239.62)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		(29,356.64)		29,356.64	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		170,743.69		(170,743.69)	(100.00%)		0.00%
Total Expenses		<u>440,041.16</u>		<u>(440,041.16)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>336,671.33</u>		<u>(336,671.33)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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							
Office Occupancy & Utilities							
Services							
Supplies							
Travel			600.00		0.00%	(600.00)	(100.00%)
Leases, Rentals, & Licenses							
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other			(600.00)		0.00%	600.00	(100.00%)
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

**Society of American Archivists
Annual Meeting - Austin 2019
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	13,296.59		12,913.17	13,296.59	0.00%	383.42	2.97%
Office Occupancy & Utilities	1,121.83		1,301.03	1,121.83	0.00%	(179.20)	(13.77%)
Services	4,582.21	3,150.00	843.05	1,432.21	45.47%	3,739.16	443.53%
Supplies	296.38		72.24	296.38	0.00%	224.14	310.27%
Travel	6,332.22			6,332.22	0.00%	6,332.22	0.00%
Leases, Rentals, & Licenses	124.95		343.21	124.95	0.00%	(218.26)	(63.59%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(25,754.18)	(3,150.00)	(15,472.74)	(22,604.18)	717.59%	(10,281.44)	66.45%
Total Expenses			(0.04)		0.00%	0.04	(100.00%)
Net Gain or (Loss)			0.04		0.00%	(0.04)	(100.00%)

**Society of American Archivists
Publications
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	66,723.32	82,884.34	95,348.88	(16,161.02)	(19.50%)	(28,625.56)	(30.02%)
Contributions							
Investments							
Shipping, Handling, & Other	14,349.01	9,916.81	12,199.77	4,432.20	44.69%	2,149.24	17.62%
Total Income	<u>81,072.33</u>	<u>92,801.15</u>	<u>107,548.65</u>	<u>(11,728.82)</u>	<u>(12.64%)</u>	<u>(26,476.32)</u>	<u>(24.62%)</u>
Expenses							
Salaries, Wages, & Benefits	42,418.70	36,716.73	41,865.32	5,701.97	15.53%	553.38	1.32%
Office Occupancy & Utilities	3,937.96	3,424.02	4,227.99	513.94	15.01%	(290.03)	(6.86%)
Services	47,805.39	42,048.27	45,327.54	5,757.12	13.69%	2,477.85	5.47%
Supplies	366.32	2,201.57	234.76	(1,835.25)	(83.36%)	131.56	56.04%
Travel	1,862.94	1,947.71	4,230.00	(84.77)	(4.35%)	(2,367.06)	(55.96%)
Leases, Rentals, & Licenses	1,511.13	2,094.85	2,459.42	(583.72)	(27.86%)	(948.29)	(38.56%)
Taxes, Dues, & Subscriptions	1,634.99	17.72		1,617.27	9,126.81%	1,634.99	0.00%
Depreciation, Cost of Goods Sold & Other	23,075.56	31,690.10	44,391.23	(8,614.54)	(27.18%)	(21,315.67)	(48.02%)
Total Expenses	<u>122,612.99</u>	<u>120,140.97</u>	<u>142,736.26</u>	<u>2,472.02</u>	<u>2.06%</u>	<u>(20,123.27)</u>	<u>(14.10%)</u>
Net Gain or (Loss)	<u>(41,540.66)</u>	<u>(27,339.82)</u>	<u>(35,187.61)</u>	<u>(14,200.84)</u>	<u>51.94%</u>	<u>(6,353.05)</u>	<u>18.05%</u>

**Society of American Archivists
Education
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	256,582.07	221,583.48	223,721.70	34,998.59	15.79%	32,860.37	14.69%
Annual Meeting							
Publications & CD Sales	67.00			67.00	0.00%	67.00	0.00%
Contributions							
Investments							
Shipping, Handling, & Other	477.00			477.00	0.00%	477.00	0.00%
Total Income	<u>257,126.07</u>	<u>221,583.48</u>	<u>223,721.70</u>	<u>35,542.59</u>	<u>16.04%</u>	<u>33,404.37</u>	<u>14.93%</u>
Expenses							
Salaries, Wages, & Benefits	98,096.72	103,795.19	97,156.56	(5,698.47)	(5.49%)	940.16	0.97%
Office Occupancy & Utilities	10,177.33	10,038.54	10,312.64	138.79	1.38%	(135.31)	(1.31%)
Services	60,853.11	68,753.06	59,476.42	(7,899.95)	(11.49%)	1,376.69	2.31%
Supplies	1,913.21	570.48	586.51	1,342.73	235.37%	1,326.70	226.20%
Travel	38,475.34	28,909.14	50,095.35	9,566.20	33.09%	(11,620.01)	(23.20%)
Leases, Rentals, & Licenses	3,298.09	2,270.24	4,165.39	1,027.85	45.27%	(867.30)	(20.82%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	58.99			58.99	0.00%	58.99	0.00%
Total Expenses	<u>212,872.79</u>	<u>214,336.65</u>	<u>221,792.87</u>	<u>(1,463.86)</u>	<u>(0.68%)</u>	<u>(8,920.08)</u>	<u>(4.02%)</u>
Net Gain or (Loss)	<u>44,253.28</u>	<u>7,246.83</u>	<u>1,928.83</u>	<u>37,006.45</u>	<u>510.66%</u>	<u>42,324.45</u>	<u>2,194.31%</u>

**Society of American Archivists
Career Services
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	39,106.71	33,883.17	30,610.86	5,223.54	15.42%	8,495.85	27.75%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>39,106.71</u>	<u>33,883.17</u>	<u>30,610.86</u>	<u>5,223.54</u>	<u>15.42%</u>	<u>8,495.85</u>	<u>27.75%</u>
Expenses							
Salaries, Wages, & Benefits	2,402.43	1,435.30	2,321.30	967.13	67.38%	81.13	3.50%
Office Occupancy & Utilities	210.36	145.87	234.46	64.49	44.21%	(24.10)	(10.28%)
Services	13,108.59	11,380.69	10,838.81	1,727.90	15.18%	2,269.78	20.94%
Supplies	0.13		13.02	0.13	0.00%	(12.89)	(99.00%)
Travel	541.42	475.40	1,914.00	66.02	13.89%	(1,372.58)	(71.71%)
Leases, Rentals, & Licenses	24.28	19.36	25.83	4.92	25.41%	(1.55)	(6.00%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>16,287.21</u>	<u>13,456.62</u>	<u>15,347.42</u>	<u>2,830.59</u>	<u>21.03%</u>	<u>939.79</u>	<u>6.12%</u>
Net Gain or (Loss)	<u>22,819.50</u>	<u>20,426.55</u>	<u>15,263.44</u>	<u>2,392.95</u>	<u>11.71%</u>	<u>7,556.06</u>	<u>49.50%</u>

**Society of American Archivists
Operational Expense Centers
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	13,566.05	8,415.24	10,547.00	5,150.81	61.21%	3,019.05	28.62%
Shipping, Handling, & Other	1,726.96			1,726.96	0.00%	1,726.96	0.00%
Total Income	<u>15,293.01</u>	<u>8,415.24</u>	<u>10,547.00</u>	<u>6,877.77</u>	<u>81.73%</u>	<u>4,746.01</u>	<u>45.00%</u>
Expenses							
Salaries, Wages, & Benefits	181,341.47	169,612.11	177,214.40	11,729.36	6.92%	4,127.07	2.33%
Office Occupancy & Utilities	17,609.29	17,410.48	18,975.95	198.81	1.14%	(1,366.66)	(7.20%)
Services	116,904.00	104,971.84	148,101.81	11,932.16	11.37%	(31,197.81)	(21.07%)
Supplies	9,126.57	1,451.38	1,456.48	7,675.19	528.82%	7,670.09	526.62%
Travel	24,445.68	29,513.68	37,735.25	(5,068.00)	(17.17%)	(13,289.57)	(35.22%)
Leases, Rentals, & Licenses	1,870.47	2,283.26	3,043.11	(412.79)	(18.08%)	(1,172.64)	(38.53%)
Taxes, Dues, & Subscriptions	27,356.55	15,230.00	15,550.00	12,126.55	79.62%	11,806.55	75.93%
Depreciation, Cost of Goods Sold & Other	24,704.60	20,207.49	23,755.67	4,497.11	22.25%	948.93	3.99%
Total Expenses	<u>403,358.63</u>	<u>360,680.24</u>	<u>425,832.67</u>	<u>42,678.39</u>	<u>11.83%</u>	<u>(22,474.04)</u>	<u>(5.28%)</u>
Net Gain or (Loss)	<u>(388,065.62)</u>	<u>(352,265.00)</u>	<u>(415,285.67)</u>	<u>(35,800.62)</u>	<u>10.16%</u>	<u>27,220.05</u>	<u>(6.55%)</u>

**Society of American Archivists
General & Administrative
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	13,566.05	8,415.24	10,547.00	5,150.81	61.21%	3,019.05	28.62%
Shipping, Handling, & Other	1,031.96			1,031.96	0.00%	1,031.96	0.00%
Total Income	<u>14,598.01</u>	<u>8,415.24</u>	<u>10,547.00</u>	<u>6,182.77</u>	<u>73.47%</u>	<u>4,051.01</u>	<u>38.41%</u>
Expenses							
Salaries, Wages, & Benefits	123,047.76	96,994.87	119,213.35	26,052.89	26.86%	3,834.41	3.22%
Office Occupancy & Utilities	11,423.30	9,919.31	12,268.02	1,503.99	15.16%	(844.72)	(6.89%)
Services	77,038.04	81,944.99	91,361.95	(4,906.95)	(5.99%)	(14,323.91)	(15.68%)
Supplies	8,637.72	1,145.38	1,131.20	7,492.34	654.14%	7,506.52	663.59%
Travel	7,762.92	3,600.98	11,250.25	4,161.94	115.58%	(3,487.33)	(31.00%)
Leases, Rentals, & Licenses	1,253.47	1,331.83	1,903.91	(78.36)	(5.88%)	(650.44)	(34.16%)
Taxes, Dues, & Subscriptions	11,660.96	340.00		11,320.96	3,329.69%	11,660.96	0.00%
Depreciation, Cost of Goods Sold & Other	24,704.60	20,207.49	23,755.67	4,497.11	22.25%	948.93	3.99%
Total Expenses	<u>265,528.77</u>	<u>215,484.85</u>	<u>260,884.35</u>	<u>50,043.92</u>	<u>23.22%</u>	<u>4,644.42</u>	<u>1.78%</u>
Net Gain or (Loss)	<u>(250,930.76)</u>	<u>(207,069.61)</u>	<u>(250,337.35)</u>	<u>(43,861.15)</u>	<u>21.18%</u>	<u>(593.41)</u>	<u>0.24%</u>

**Society of American Archivists
Governance
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	695.00			695.00	0.00%	695.00	0.00%
Total Income	<u>695.00</u>			<u>695.00</u>	<u>0.00%</u>	<u>695.00</u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	25,743.71	42,807.32	25,846.66	(17,063.61)	(39.86%)	(102.95)	(0.40%)
Office Occupancy & Utilities	3,076.80	4,602.34	3,462.34	(1,525.54)	(33.15%)	(385.54)	(11.14%)
Services	29,658.64	19,640.87	36,528.19	10,017.77	51.00%	(6,869.55)	(18.81%)
Supplies	167.20	306.00	145.06	(138.80)	(45.36%)	22.14	15.26%
Travel	15,103.32	19,250.27	20,895.00	(4,146.95)	(21.54%)	(5,791.68)	(27.72%)
Leases, Rentals, & Licenses	284.61	560.28	286.56	(275.67)	(49.20%)	(1.95)	(0.68%)
Taxes, Dues, & Subscriptions	3,695.59	2,890.00	3,550.00	805.59	27.88%	145.59	4.10%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>77,729.87</u>	<u>90,057.08</u>	<u>90,713.81</u>	<u>(12,327.21)</u>	<u>(13.69%)</u>	<u>(12,983.94)</u>	<u>(14.31%)</u>
Net Gain or (Loss)	<u>(77,034.87)</u>	<u>(90,057.08)</u>	<u>(90,713.81)</u>	<u>13,022.21</u>	<u>(14.46%)</u>	<u>13,678.94</u>	<u>(15.08%)</u>

**Society of American Archivists
Advocacy
For the Five Months Ending Friday, November 30, 2018**

	<u>Year-To-Date 11/30/2018</u>	<u>Year-To-Date 11/30/2017</u>	<u>Budget 11/30/2018</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	32,550.00	29,809.92	32,154.39	2,740.08	9.19%	395.61	1.23%
Office Occupancy & Utilities	3,109.19	2,888.83	3,245.59	220.36	7.63%	(136.40)	(4.20%)
Services	10,207.32	3,385.98	20,211.67	6,821.34	201.46%	(10,004.35)	(49.50%)
Supplies	321.65		180.22	321.65	0.00%	141.43	78.48%
Travel	1,579.44	6,662.43	5,590.00	(5,082.99)	(76.29%)	(4,010.56)	(71.75%)
Leases, Rentals, & Licenses	332.39	391.15	852.64	(58.76)	(15.02%)	(520.25)	(61.02%)
Taxes, Dues, & Subscriptions	12,000.00	12,000.00	12,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	60,099.99	55,138.31	74,234.51	4,961.68	9.00%	(14,134.52)	(19.04%)
Net Gain or (Loss)	(60,099.99)	(55,138.31)	(74,234.51)	(4,961.68)	9.00%	14,134.52	(19.04%)