

**Society of American Archivists
Council Meeting
February 16, 18, 2022
Virtual Meeting**

**December 2021 Year-to-Date Financial Statements (FY 2022)
(Prepared by Sharmila Bhatia and Peter Carlson)**

Overview

For the month ending December 31, 2021, SAA posted a net gain of \$103,883. This is a *favorable* variance of \$33,060, as the *budgeted gain* for December was \$70,823. While SAA's performance is well ahead of budget, delays in consulting services expenses for the web site rebuild and DEIA projects understate our budgeted expenses. Therefore, despite Annual Meeting registrations lagging projections by more than 400, and the extension of Beaumont's appointment for a month and a half, our net gain is 46.68% ahead of our budgeted projections.

Total revenues as of December 31 were better than last year by \$8,850 (0.69%) and short of budget by \$18,787 (1.43%). Total expenses were higher than last year by \$35,680 (3.1%), and lower than budget by \$51,847 (4.19%). The variance with budget reflects the delay in starting the discovery work on the website rebuild and budget timing of consulting expenses in Advocacy and Governance.

Balance Sheet

As of December 31, 2021, Cash and Investments balances were higher than last year by \$121,612 (7.65%) and total deferred revenues were lower than last year by \$6,541 (1.07%). Our Cash and Investments balance has stayed strong and continues to exceed our prior period balance for FY 2021. The variance in deferred revenues reflects a notable downward trend in membership (down \$11,604 or 2.19%) for the third straight month. Education deferred revenues are up slightly by 11.71% over this time last year.

Income Statement

For the month ending December 31, 2021, SAA posted a net gain of \$103,883. This net gain is smaller than last year by \$26,830 (20.53%) and ahead of budget by \$33,060.08 (46.68%). Total revenues as of December 31 were higher than last year by \$8,850 (0.69%), and lower than budget by \$18,787 (1.43%). Total expenses were higher than last year by \$35,680 (3.1%) and lower than budget by \$51,847 (4.19%). The variance with budget is due to timing of consultant's expenses in several cost centers.

Specific points of interest are as follows:

- Membership:** From November 30, through December 31, 2021 overall membership (including 36 Complimentary memberships) was the same – 5,633. Dues revenue was lower than last year by \$2,202 or (0.45%), and *better than budget* by \$11,593 (2.41%). Membership’s net gain for December was \$6,293 (1.53%) lower than last year and better than budget by \$17,437 (4.52%). Membership deferred revenues in December were \$11,604 (2.19%) *lower* than last year.
- Annual Meeting:** As of December 31, the 2021 Annual Meeting showed a net gain of \$126,332, significantly short of the budgeted estimate of \$200,479 (36.98%). While we budgeted for 2500 attendees, we have realized about 2000 registrations thus far. Revenues for the conference fell short of budget estimates by \$64,585 (14.56%), and expenses were \$9,562 (9.93%) greater than budget.
- Publications:** Publications showed a net loss of \$46,406 as of December 31, smaller than last year’s net loss by \$1,012 (2.13%) and better than budget estimates by \$12,297 (20.95%). Total revenue as of December 31 was lower than last year by \$19,190 (17.28%) and short of budget by \$9,727 (9.57%). Expenses as of December 31 were lower than last year and budget by \$20,202 (12.75%) and \$22,024 (13.74%), respectively. The revenue variance with last year was expected due the volume of new titles released in FY ’21. Although sales are lagging expectations, staff continues to effectively manage expenses in this program.
- Education:** Education posted a net gain of \$95,520 for the period ending December 31. This is better than last year and budget by \$89,129 (1,394.63%) and \$47,710 (99.79%), respectively. Total revenues exceeded budget estimates by \$27,040 (14.27%) and expenses were under budget by \$20,670 (14.59%). As the course schedule got busier, Education continued to show consistent strength. On-Demand course revenue is driving Education’s dynamic performance with revenues totaling \$111,728; up by \$49,403 (79.27%) over last year, and \$60,063 (116.25%) higher than budget. The variance with last year is the result of COVID-19 contraction last fall and winter.
- Career Services:** As of December 31, Career Services posted a net gain of \$24,085, which is \$15,344 (175.55%) better than last year and \$13,096 (119.17%) better than budget. Revenues of \$42,813 are higher than last year by \$27,514 (179.84%) and higher than budget by \$19,962 (87.36%). Our Career Center budget estimates for FY22 assumed a slight decrease in overall performance as hedge against our requirement for employers to include salaries in job postings. Thus far, it appears that the requirement of salaries for SAA Job Board postings is not having a material effect on overall job board performance, though staff continue to monitor this, and follow up where possible with organizations with rejected postings.
- General and Administrative:** The net loss in G&A for the period ending December 31 was \$325,971, which is a bigger net loss than last year and budget by \$78,045 (31.48%) and \$2,158 (0.67%), respectively. The variance with last year reflects increased staff effort distribution to this program. The variance with budget should be larger, but delays in consulting expenses have resulted in lower expense totals than anticipated in the budget. It remains true that the additional salary associated with extending Beaumont’s contract will result in this program missing its budget targets by the end of FY22.

- **Governance:** The net loss for Governance for the period ending December 31 was \$70,765. This is greater than last year's net loss by \$6,628 (10.33%) and smaller than the budgeted net loss of \$85,842 by \$15,076 (17.56%). The variance with budget is the result of a timing difference between budget and actual – we had budgeted for the DEIA consultant to begin work in October.

**Society of American Archivists
Balance Sheet - Operations
Friday, December 31, 2021**

	<u>Fiscal 2022</u>	<u>Fiscal 2021</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,710,905.44	\$1,589,293.04	\$121,612.40	7.65%
Accounts Receivable	18,333.63	38,572.52	(20,238.89)	(52.47%)
Equipment	35,970.55	45,082.80	(9,112.25)	(20.21%)
Deposits	8,706.85	8,706.85		0.00%
Inventory	92,872.70	108,546.77	(15,674.07)	(14.44%)
Prepaid Expenses	62,425.48	49,297.60	13,127.88	26.63%
Due From Operations	20,199.00	488,648.41	(468,449.41)	(95.87%)
Due From Foundation	515,858.39	463,747.40	52,110.99	11.24%
Cash Clearing		145.00	(145.00)	(100.00%)
Total Assets	<u><u>2,465,272.04</u></u>	<u><u>2,792,040.39</u></u>	<u><u>(326,768.35)</u></u>	<u><u>(11.70%)</u></u>
Liabilities				
Accounts Payable	17,133.09	18,960.51	(1,827.42)	(9.64%)
Salaries and Wages Payable	44,234.41	48,283.79	(4,049.38)	(8.39%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	54,338.59	52,851.13	1,487.46	2.81%
Membership	517,927.62	529,531.35	(11,603.73)	(2.19%)
Education	34,098.00	30,523.00	3,575.00	11.71%
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
Publication Pre-Sales				(100.00%)
Total Deferred Revenues	606,364.21	612,905.48	(6,541.27)	(1.07%)
Due to Council-Directed Funds	836,295.00	1,179,063.15	(342,768.15)	(29.07%)
Due To Foundation	112,749.13	55,216.86	57,532.27	104.19%
Deferred Rent	7,614.21	9,898.41	(2,284.20)	(23.08%)
Total Liabilities	<u><u>1,624,390.05</u></u>	<u><u>1,924,328.20</u></u>	<u><u>(299,938.15)</u></u>	<u><u>(15.59%)</u></u>
Net Assets				
Fund Balance	736,998.89	736,998.89		0.00%
Net Gain or Loss	103,883.10	130,713.30	(26,830.20)	(20.53%)
Total Net Assets	<u><u>840,881.99</u></u>	<u><u>867,712.19</u></u>	<u><u>(26,830.20)</u></u>	<u><u>(3.09%)</u></u>
Total Liabilities and Net Assets	<u><u>2,465,272.04</u></u>	<u><u>2,792,040.39</u></u>	<u><u>(326,768.35)</u></u>	<u><u>(11.70%)</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Six Months Ending Friday, December 31, 2021

	<u>Year-To-Date</u> <u>12/31/2021</u>	<u>Year-To-Date</u> <u>12/31/2020</u>	<u>Budget</u> <u>12/31/2021</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	\$404,040.90	\$410,333.42	\$386,567.41	(\$6,292.52)	(1.53%)	\$17,473.49	4.52%
Annual Meeting	126,332.09	137,959.37	200,478.68	(11,627.28)	(8.43%)	(74,146.59)	(36.98%)
Publications	(46,405.62)	(47,417.96)	(58,702.67)	1,012.34	(2.13%)	12,297.05	(20.95%)
Education	95,519.53	6,390.84	47,809.71	89,128.69	1,394.63%	47,709.82	99.79%
Career Services	24,084.77	8,740.53	10,989.10	15,344.24	175.55%	13,095.67	119.17%
American Archivist	(16,471.92)	3,904.70	(3,952.20)	(20,376.62)	(521.85%)	(12,519.72)	316.78%
Archival Outlook	(33,113.13)	(21,200.14)	(48,070.17)	(11,912.99)	56.19%	14,957.04	(31.12%)
General & Administrative	(325,970.88)	(247,926.14)	(323,812.90)	(78,044.74)	31.48%	(2,157.98)	0.67%
Advocacy	(53,367.18)	(55,934.03)	(54,642.23)	2,566.85	(4.59%)	1,275.05	(2.33%)
Governance	(70,765.46)	(64,137.29)	(85,841.71)	(6,628.17)	10.33%	15,076.25	(17.56%)
Total Net Gain/(Loss)	<u>103,883.10</u>	<u>130,713.30</u>	<u>70,823.02</u>	<u>(26,830.20)</u>	<u>(20.53%)</u>	<u>33,060.08</u>	<u>46.68%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Six Months Ending Friday, December 31, 2021

	<u>Year-To-Date</u> <u>12/31/2021</u>	<u>Year-To-Date</u> <u>12/31/2020</u>	<u>Budget</u> <u>12/31/2021</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	\$493,572.86	\$495,791.40	\$481,969.45	(\$2,218.54)	(0.45%)	\$11,603.41	2.41%
Annual Meeting	379,082.00	441,207.00	443,666.65	(62,125.00)	(14.08%)	(64,584.65)	(14.56%)
Publications	91,886.52	111,076.65	101,613.10	(19,190.13)	(17.28%)	(9,726.58)	(9.57%)
Education	216,505.19	145,149.58	189,465.00	71,355.61	49.16%	27,040.19	14.27%
Career Services	42,813.25	15,299.45	22,850.90	27,513.80	179.84%	19,962.35	87.36%
American Archivist	38,628.08	47,202.62	46,666.67	(8,574.54)	(18.17%)	(8,038.59)	(17.23%)
Archival Outlook	16,125.66	14,538.43	10,889.89	1,587.23	10.92%	5,235.77	48.08%
General & Administrative	12,192.21	11,691.08	10,021.00	501.13	4.29%	2,171.21	21.67%
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
Total Revenues	<u>1,290,805.77</u>	<u>1,281,956.21</u>	<u>1,309,592.66</u>	<u>8,849.56</u>	<u>0.69%</u>	<u>(18,786.89)</u>	<u>(1.43%)</u>
Expenses							
Membership	89,531.96	85,457.98	95,402.04	4,073.98	4.77%	(5,870.08)	(6.15%)
Annual Meeting	252,749.91	303,247.63	243,187.97	(50,497.72)	(16.65%)	9,561.94	3.93%
Publications	138,292.14	158,494.61	160,315.77	(20,202.47)	(12.75%)	(22,023.63)	(13.74%)
Education	120,985.66	138,758.74	141,655.29	(17,773.08)	(12.81%)	(20,669.63)	(14.59%)
Career Services	18,728.48	6,558.92	11,861.80	12,169.56	185.54%	6,866.68	57.89%
American Archivist	55,100.00	43,297.92	50,618.87	11,802.08	27.26%	4,481.13	8.85%
Archival Outlook	49,238.79	35,738.57	58,960.06	13,500.22	37.77%	(9,721.27)	(16.49%)
General & Administrative	338,163.09	259,617.22	333,833.90	78,545.87	30.25%	4,329.19	1.30%
Advocacy	53,367.18	55,934.03	57,092.23	(2,566.85)	(4.59%)	(3,725.05)	(6.52%)
Governance	70,765.46	64,137.29	85,841.71	6,628.17	10.33%	(15,076.25)	(17.56%)
Total Expenses	<u>1,186,922.67</u>	<u>1,151,242.91</u>	<u>1,238,769.64</u>	<u>35,679.76</u>	<u>3.10%</u>	<u>(51,846.97)</u>	<u>(4.19%)</u>
Total Net Gain/(Loss)	<u>103,883.10</u>	<u>130,713.30</u>	<u>70,823.02</u>	<u>(26,830.20)</u>	<u>(20.53%)</u>	<u>33,060.08</u>	<u>46.68%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Six Months Ending Friday, December 31, 2021

	<u>Year-To-Date</u> <u>12/31/2021</u>	<u>Year-To-Date</u> <u>12/31/2020</u>	<u>Budget</u> <u>12/31/2021</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	\$492,324.46	\$494,526.80	\$480,731.35	(\$2,202.34)	(0.45%)	\$11,593.11	2.41%
Subscriptions & Advertising	98,879.99	77,460.50	80,407.46	21,419.49	27.65%	18,472.53	22.97%
Workshops	216,315.20	145,109.60	189,465.00	71,205.60	49.07%	26,850.20	14.17%
Annual Meeting	377,082.00	440,207.00	443,666.65	(63,125.00)	(14.34%)	(66,584.65)	(15.01%)
Publications & CD Sales	81,127.82	96,291.72	92,466.14	(15,163.90)	(15.75%)	(11,338.32)	(12.26%)
Contributions					0.00%		0.00%
Investments	11,247.21	11,691.08	10,021.00	(443.87)	(3.80%)	1,226.21	12.24%
Shipping, Handling, & Other	13,829.09	16,669.51	12,835.06	(2,840.42)	(17.04%)	994.03	7.74%
Total Income	<u>1,290,805.77</u>	<u>1,281,956.21</u>	<u>1,309,592.66</u>	<u>8,849.56</u>	<u>0.69%</u>	<u>(18,786.89)</u>	<u>(1.43%)</u>
Expenses							
Salaries, Wages, & Benefits	556,323.73	501,897.98	527,641.72	54,425.75	10.84%	28,682.01	5.44%
Office Occupancy & Utilities	56,762.10	56,551.77	59,252.28	210.33	0.37%	(2,490.18)	(4.20%)
Services	342,834.04	354,609.22	422,019.41	(11,775.18)	(3.32%)	(79,185.37)	(18.76%)
Supplies	8,481.13	8,215.68	4,550.64	265.45	3.23%	3,930.49	86.37%
Travel	8,629.12	326.87	10,450.00	8,302.25	2,539.92%	(1,820.88)	(17.42%)
Leases, Rentals, & Licenses	10,490.35	10,476.23	8,136.21	14.12	0.13%	2,354.14	28.93%
Taxes, Dues, & Subscriptions	18,412.39	12,497.67	6,140.00	5,914.72	47.33%	12,272.39	199.88%
Depreciation, Cost of Goods Sold & Other	184,989.81	206,667.49	200,579.38	(21,677.68)	(10.49%)	(15,589.57)	(7.77%)
Total Expenses	<u>1,186,922.67</u>	<u>1,151,242.91</u>	<u>1,238,769.64</u>	<u>35,679.76</u>	<u>3.10%</u>	<u>(51,846.97)</u>	<u>(4.19%)</u>
Net Gain or (Loss)	<u>103,883.10</u>	<u>130,713.30</u>	<u>70,823.02</u>	<u>(26,830.20)</u>	<u>(20.53%)</u>	<u>33,060.08</u>	<u>46.68%</u>

**Society of American Archivists
Membership and Periodicals
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$492,324.46	\$494,526.80	\$480,731.35	(\$2,202.34)	(0.45%)	\$11,593.11	2.41%
Subscriptions & Advertising	54,066.74	61,161.05	57,556.56	(7,094.31)	(11.60%)	(3,489.82)	(6.06%)
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	1,935.40	1,844.60	1,238.10	90.80	4.92%	697.30	56.32%
Total Income	<u>548,326.60</u>	<u>557,532.45</u>	<u>539,526.01</u>	<u>(9,205.85)</u>	<u>(1.65%)</u>	<u>8,800.59</u>	<u>1.63%</u>
Expenses							
Salaries, Wages, & Benefits	110,422.74	98,982.64	110,768.70	11,440.10	11.56%	(345.96)	(0.31%)
Office Occupancy & Utilities	11,747.04	10,550.75	12,178.05	1,196.29	11.34%	(431.01)	(3.54%)
Services	64,085.40	39,780.51	69,933.85	24,304.89	61.10%	(5,848.45)	(8.36%)
Supplies	754.69	1,031.44	1,548.30	(276.75)	(26.83%)	(793.61)	(51.26%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	1,249.33	1,192.37	1,215.19	56.96	4.78%	34.14	2.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	5,611.55	12,956.76	9,336.88	(7,345.21)	(56.69%)	(3,725.33)	(39.90%)
Total Expenses	<u>193,870.75</u>	<u>164,494.47</u>	<u>204,980.97</u>	<u>29,376.28</u>	<u>17.86%</u>	<u>(11,110.22)</u>	<u>(5.42%)</u>
Net Gain or (Loss)	<u>354,455.85</u>	<u>393,037.98</u>	<u>334,545.04</u>	<u>(38,582.13)</u>	<u>(9.82%)</u>	<u>19,910.81</u>	<u>5.95%</u>

**Society of American Archivists
Membership
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$492,324.46	\$494,526.80	\$480,731.35	(\$2,202.34)	(0.45%)	\$11,593.11	2.41%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,248.40</u>	<u>1,264.60</u>	<u>1,238.10</u>	<u>(16.20)</u>	<u>(1.28%)</u>	<u>10.30</u>	<u>0.83%</u>
Total Income	<u><u>493,572.86</u></u>	<u><u>495,791.40</u></u>	<u><u>481,969.45</u></u>	<u><u>(2,218.54)</u></u>	<u><u>(0.45%)</u></u>	<u><u>11,603.41</u></u>	<u><u>2.41%</u></u>
Expenses							
Salaries, Wages, & Benefits	69,443.08	59,749.57	69,640.31	9,693.51	16.22%	(197.23)	(0.28%)
Office Occupancy & Utilities	7,385.17	6,432.75	7,656.18	952.42	14.81%	(271.01)	(3.54%)
Services	5,552.03	4,744.18	6,697.11	807.85	17.03%	(1,145.08)	(17.10%)
Supplies	754.69	858.07	1,307.58	(103.38)	(12.05%)	(552.89)	(42.28%)
Travel							
Leases, Rentals, & Licenses	785.44	716.65	763.98	68.79	9.60%	21.46	2.81%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>5,611.55</u>	<u>12,956.76</u>	<u>9,336.88</u>	<u>(7,345.21)</u>	<u>(56.69%)</u>	<u>(3,725.33)</u>	<u>(39.90%)</u>
Total Expenses	<u><u>89,531.96</u></u>	<u><u>85,457.98</u></u>	<u><u>95,402.04</u></u>	<u><u>4,073.98</u></u>	<u><u>4.77%</u></u>	<u><u>(5,870.08)</u></u>	<u><u>(6.15%)</u></u>
Net Gain or (Loss)	<u><u>404,040.90</u></u>	<u><u>410,333.42</u></u>	<u><u>386,567.41</u></u>	<u><u>(6,292.52)</u></u>	<u><u>(1.53%)</u></u>	<u><u>17,473.49</u></u>	<u><u>4.52%</u></u>

**Society of American Archivists
Periodicals (AA & AO)
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	54,066.74	61,161.05	57,556.56	(7,094.31)	(11.60%)	(3,489.82)	(6.06%)
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	687.00	580.00		107.00	18.45%	687.00	0.00%
Total Income	<u>54,753.74</u>	<u>61,741.05</u>	<u>57,556.56</u>	<u>(6,987.31)</u>	<u>(11.32%)</u>	<u>(2,802.82)</u>	<u>(4.87%)</u>
Expenses							
Salaries, Wages, & Benefits	40,979.66	39,233.07	41,128.39	1,746.59	4.45%	(148.73)	(0.36%)
Office Occupancy & Utilities	4,361.87	4,118.00	4,521.87	243.87	5.92%	(160.00)	(3.54%)
Services	58,533.37	35,036.33	63,236.74	23,497.04	67.06%	(4,703.37)	(7.44%)
Supplies		173.37	240.72	(173.37)	(100.00%)	(240.72)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	463.89	475.72	451.21	(11.83)	(2.49%)	12.68	2.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>104,338.79</u>	<u>79,036.49</u>	<u>109,578.93</u>	<u>25,302.30</u>	<u>32.01%</u>	<u>(5,240.14)</u>	<u>(4.78%)</u>
Net Gain or (Loss)	<u>(49,585.05)</u>	<u>(17,295.44)</u>	<u>(52,022.37)</u>	<u>(32,289.61)</u>	<u>186.69%</u>	<u>2,437.32</u>	<u>(4.69%)</u>

**Society of American Archivists
American Archivist
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	38,556.08	47,162.62	46,666.67	(8,606.54)	(18.25%)	(8,110.59)	(17.38%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>72.00</u>	<u>40.00</u>		<u>32.00</u>	<u>80.00%</u>	<u>72.00</u>	<u>0.00%</u>
Total Income	<u>38,628.08</u>	<u>47,202.62</u>	<u>46,666.67</u>	<u>(8,574.54)</u>	<u>(18.17%)</u>	<u>(8,038.59)</u>	<u>(17.23%)</u>
Expenses							
Salaries, Wages, & Benefits	21,345.47	20,177.82	21,439.76	1,167.65	5.79%	(94.29)	(0.44%)
Office Occupancy & Utilities	2,274.85	2,052.10	2,357.91	222.75	10.85%	(83.06)	(3.52%)
Services	31,237.75	20,822.04	26,460.41	10,415.71	50.02%	4,777.34	18.05%
Supplies			125.52		0.00%	(125.52)	(100.00%)
Travel							
Leases, Rentals, & Licenses	241.93	245.96	235.27	(4.03)	(1.64%)	6.66	2.83%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>55,100.00</u>	<u>43,297.92</u>	<u>50,618.87</u>	<u>11,802.08</u>	<u>27.26%</u>	<u>4,481.13</u>	<u>8.85%</u>
Net Gain or (Loss)	<u><u>(16,471.92)</u></u>	<u><u>3,904.70</u></u>	<u><u>(3,952.20)</u></u>	<u><u>(20,376.62)</u></u>	<u><u>(521.85%)</u></u>	<u><u>(12,519.72)</u></u>	<u><u>316.78%</u></u>

**Society of American Archivists
Archival Outlook
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	15,510.66	13,998.43	10,889.89	1,512.23	10.80%	4,620.77	42.43%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>615.00</u>	<u>540.00</u>		<u>75.00</u>	<u>13.89%</u>	<u>615.00</u>	<u>0.00%</u>
Total Income	<u>16,125.66</u>	<u>14,538.43</u>	<u>10,889.89</u>	<u>1,587.23</u>	<u>10.92%</u>	<u>5,235.77</u>	<u>48.08%</u>
Expenses							
Salaries, Wages, & Benefits	19,634.19	19,055.25	19,688.63	578.94	3.04%	(54.44)	(0.28%)
Office Occupancy & Utilities	2,087.02	2,065.90	2,163.96	21.12	1.02%	(76.94)	(3.56%)
Services	27,295.62	14,214.29	36,776.33	13,081.33	92.03%	(9,480.71)	(25.78%)
Supplies		173.37	115.20	(173.37)	(100.00%)	(115.20)	(100.00%)
Travel							
Leases, Rentals, & Licenses	221.96	229.76	215.94	(7.80)	(3.39%)	6.02	2.79%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>49,238.79</u>	<u>35,738.57</u>	<u>58,960.06</u>	<u>13,500.22</u>	<u>37.77%</u>	<u>(9,721.27)</u>	<u>(16.49%)</u>
Net Gain or (Loss)	<u>(33,113.13)</u>	<u>(21,200.14)</u>	<u>(48,070.17)</u>	<u>(11,912.99)</u>	<u>56.19%</u>	<u>14,957.04</u>	<u>(31.12%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	44,813.25	16,299.45	22,850.90	28,513.80	174.94%	21,962.35	96.11%
Workshops	216,315.20	145,109.60	189,465.00	71,205.60	49.07%	26,850.20	14.17%
Annual Meeting	377,082.00	440,207.00	443,666.65	(63,125.00)	(14.34%)	(66,584.65)	(15.01%)
Publications & CD Sales	81,127.82	96,291.72	92,466.14	(15,163.90)	(15.75%)	(11,338.32)	(12.26%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	10,948.69	14,824.91	9,146.96	(3,876.22)	(26.15%)	1,801.73	19.70%
Total Income	<u>730,286.96</u>	<u>712,732.68</u>	<u>757,595.65</u>	<u>17,554.28</u>	<u>2.46%</u>	<u>(27,308.69)</u>	<u>(3.60%)</u>
Expenses							
Salaries, Wages, & Benefits	165,865.94	184,042.91	166,231.36	(18,176.97)	(9.88%)	(365.42)	(0.22%)
Office Occupancy & Utilities	17,617.76	21,362.02	18,866.97	(3,744.26)	(17.53%)	(1,249.21)	(6.62%)
Services	193,918.23	231,482.05	206,239.27	(37,563.82)	(16.23%)	(12,321.04)	(5.97%)
Supplies	835.42	5,159.03	1,014.06	(4,323.61)	(83.81%)	(178.64)	(17.62%)
Travel	2,199.90		2,500.00	2,199.90	0.00%	(300.10)	(12.00%)
Leases, Rentals, & Licenses	3,372.98	3,581.90	3,442.79	(208.92)	(5.83%)	(69.81)	(2.03%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	146,945.96	161,431.99	158,726.38	(14,486.03)	(8.97%)	(11,780.42)	(7.42%)
Total Expenses	<u>530,756.19</u>	<u>607,059.90</u>	<u>557,020.83</u>	<u>(76,303.71)</u>	<u>(12.57%)</u>	<u>(26,264.64)</u>	<u>(4.72%)</u>
Net Gain or (Loss)	<u>199,530.77</u>	<u>105,672.78</u>	<u>200,574.82</u>	<u>93,857.99</u>	<u>88.82%</u>	<u>(1,044.05)</u>	<u>(0.52%)</u>

**Society of American Archivists
Annual Meeting
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	2,000.00	1,000.00		1,000.00	100.00%	2,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	377,082.00	440,207.00	443,666.65	(63,125.00)	(14.34%)	(66,584.65)	(15.01%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income	<u>379,082.00</u>	<u>441,207.00</u>	<u>443,666.65</u>	<u>(62,125.00)</u>	<u>(14.08%)</u>	<u>(64,584.65)</u>	<u>(14.56%)</u>
Expenses							
Salaries, Wages, & Benefits	42,242.13	54,905.00	42,250.09	(12,662.87)	(23.06%)	(7.96)	(0.02%)
Office Occupancy & Utilities	4,473.50	7,191.37	4,638.54	(2,717.87)	(37.79%)	(165.04)	(3.56%)
Services	80,500.51	109,597.08	71,082.37	(29,096.57)	(26.55%)	9,418.14	13.25%
Supplies		89.00	246.93	(89.00)	(100.00%)	(246.93)	(100.00%)
Travel	2,077.86		2,500.00	2,077.86	0.00%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	475.76	674.78	462.87	(199.02)	(29.49%)	12.89	2.78%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	122,980.15	130,790.40	122,007.17	(7,810.25)	(5.97%)	972.98	0.80%
Total Expenses	<u>252,749.91</u>	<u>303,247.63</u>	<u>243,187.97</u>	<u>(50,497.72)</u>	<u>(16.65%)</u>	<u>9,561.94</u>	<u>3.93%</u>
Net Gain or (Loss)	<u>126,332.09</u>	<u>137,959.37</u>	<u>200,478.68</u>	<u>(11,627.28)</u>	<u>(8.43%)</u>	<u>(74,146.59)</u>	<u>(36.98%)</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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)	(100.00%)		0.00%
Workshops							
Annual Meeting		440,207.00		(440,207.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		<u>441,207.00</u>		<u>(441,207.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		43,006.11		(43,006.11)	(100.00%)		0.00%
Office Occupancy & Utilities		5,854.30		(5,854.30)	(100.00%)		0.00%
Services		108,700.21		(108,700.21)	(100.00%)		0.00%
Supplies		89.00		(89.00)	(100.00%)		0.00%
Travel							
Leases, Rentals, & Licenses		530.70		(530.70)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		145,067.31		(145,067.31)	(100.00%)		0.00%
Total Expenses		<u>303,247.63</u>		<u>(303,247.63)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>137,959.37</u>		<u>(137,959.37)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	2,000.00			2,000.00	0.00%	2,000.00	0.00%
Workshops							
Annual Meeting	377,082.00		443,666.65	377,082.00	0.00%	(66,584.65)	(15.01%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>379,082.00</u>		<u>443,666.65</u>	<u>379,082.00</u>	<u>0.00%</u>	<u>(64,584.65)</u>	<u>(14.56%)</u>
Expenses							
Salaries, Wages, & Benefits	18,814.38	11,898.89	32,034.39	6,915.49	58.12%	(13,220.01)	(41.27%)
Office Occupancy & Utilities	1,960.30	1,337.07	3,511.53	623.23	46.61%	(1,551.23)	(44.18%)
Services	78,733.41	896.87	70,184.80	77,836.54	8,678.69%	8,548.61	12.18%
Supplies			186.93		0.00%	(186.93)	(100.00%)
Travel	2,077.86		2,500.00	2,077.86	0.00%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	216.73	144.08	350.40	72.65	50.42%	(133.67)	(38.15%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	150,947.23	(14,276.91)	134,419.93	165,224.14	(1,157.28%)	16,527.30	12.30%
Total Expenses	<u>252,749.91</u>		<u>243,187.98</u>	<u>252,749.91</u>	<u>0.00%</u>	<u>9,561.93</u>	<u>3.93%</u>
Net Gain or (Loss)	<u>126,332.09</u>		<u>200,478.67</u>	<u>126,332.09</u>	<u>0.00%</u>	<u>(74,146.58)</u>	<u>(36.98%)</u>

**Society of American Archivists
Annual Meeting - Boston 2022
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	23,427.75		10,215.70	23,427.75	0.00%	13,212.05	129.33%
Office Occupancy & Utilities	2,513.20		1,127.01	2,513.20	0.00%	1,386.19	123.00%
Services	1,767.10		897.57	1,767.10	0.00%	869.53	96.88%
Supplies			60.00		0.00%	(60.00)	(100.00%)
Travel							
Leases, Rentals, & Licenses	259.03		112.47	259.03	0.00%	146.56	130.31%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(27,967.08)		(12,412.76)	(27,967.08)	0.00%	(15,554.32)	125.31%
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 Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	81,127.82	96,291.72	92,466.14	(15,163.90)	(15.75%)	(11,338.32)	(12.26%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>10,758.70</u>	<u>14,784.93</u>	<u>9,146.96</u>	<u>(4,026.23)</u>	<u>(27.23%)</u>	<u>1,611.74</u>	<u>17.62%</u>
Total Income	<u>91,886.52</u>	<u>111,076.65</u>	<u>101,613.10</u>	<u>(19,190.13)</u>	<u>(17.28%)</u>	<u>(9,726.58)</u>	<u>(9.57%)</u>
Expenses							
Salaries, Wages, & Benefits	53,139.37	57,482.19	53,299.17	(4,342.82)	(7.56%)	(159.80)	(0.30%)
Office Occupancy & Utilities	5,650.46	6,213.56	5,858.79	(563.10)	(9.06%)	(208.33)	(3.56%)
Services	52,351.83	57,693.35	61,922.09	(5,341.52)	(9.26%)	(9,570.26)	(15.46%)
Supplies	835.42	4,423.03	311.88	(3,587.61)	(81.11%)	523.54	167.87%
Travel	249.00			249.00	0.00%	249.00	0.00%
Leases, Rentals, & Licenses	2,100.25	2,040.89	2,204.63	59.36	2.91%	(104.38)	(4.73%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>23,965.81</u>	<u>30,641.59</u>	<u>36,719.21</u>	<u>(6,675.78)</u>	<u>(21.79%)</u>	<u>(12,753.40)</u>	<u>(34.73%)</u>
Total Expenses	<u>138,292.14</u>	<u>158,494.61</u>	<u>160,315.77</u>	<u>(20,202.47)</u>	<u>(12.75%)</u>	<u>(22,023.63)</u>	<u>(13.74%)</u>
Net Gain or (Loss)	<u>(46,405.62)</u>	<u>(47,417.96)</u>	<u>(58,702.67)</u>	<u>1,012.34</u>	<u>(2.13%)</u>	<u>12,297.05</u>	<u>(20.95%)</u>

**Society of American Archivists
Education
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	216,315.20	145,109.60	189,465.00	71,205.60	49.07%	26,850.20	14.17%
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>189.99</u>	<u>39.98</u>		<u>150.01</u>	<u>375.21%</u>	<u>189.99</u>	<u>0.00%</u>
Total Income	<u>216,505.19</u>	<u>145,149.58</u>	<u>189,465.00</u>	<u>71,355.61</u>	<u>49.16%</u>	<u>27,040.19</u>	<u>14.27%</u>
Expenses							
Salaries, Wages, & Benefits	66,224.02	69,456.32	66,403.60	(3,232.30)	(4.65%)	(179.58)	(0.27%)
Office Occupancy & Utilities	7,041.76	7,689.45	7,899.75	(647.69)	(8.42%)	(857.99)	(10.86%)
Services	47,097.90	60,125.51	66,193.26	(13,027.61)	(21.67%)	(19,095.36)	(28.85%)
Supplies		647.00	430.26	(647.00)	(100.00%)	(430.26)	(100.00%)
Travel	(126.96)			(126.96)	0.00%	(126.96)	0.00%
Leases, Rentals, & Licenses	748.94	840.46	728.42	(91.52)	(10.89%)	20.52	2.82%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					<u>0.00%</u>		<u>0.00%</u>
Total Expenses	<u>120,985.66</u>	<u>138,758.74</u>	<u>141,655.29</u>	<u>(17,773.08)</u>	<u>(12.81%)</u>	<u>(20,669.63)</u>	<u>(14.59%)</u>
Net Gain or (Loss)	<u><u>95,519.53</u></u>	<u><u>6,390.84</u></u>	<u><u>47,809.71</u></u>	<u><u>89,128.69</u></u>	<u><u>1,394.63%</u></u>	<u><u>47,709.82</u></u>	<u><u>99.79%</u></u>

**Society of American Archivists
Career Services
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	42,813.25	15,299.45	22,850.90	27,513.80	179.84%	19,962.35	87.36%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>42,813.25</u>	<u>15,299.45</u>	<u>22,850.90</u>	<u>27,513.80</u>	<u>179.84%</u>	<u>19,962.35</u>	<u>87.36%</u>
Expenses							
Salaries, Wages, & Benefits	4,260.42	2,199.40	4,278.50	2,061.02	93.71%	(18.08)	(0.42%)
Office Occupancy & Utilities	452.04	267.64	469.89	184.40	68.90%	(17.85)	(3.80%)
Services	13,967.99	4,066.11	7,041.55	9,901.88	243.52%	6,926.44	98.37%
Supplies			24.99		0.00%	(24.99)	(100.00%)
Travel							
Leases, Rentals, & Licenses	48.03	25.77	46.87	22.26	86.38%	1.16	2.47%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>18,728.48</u>	<u>6,558.92</u>	<u>11,861.80</u>	<u>12,169.56</u>	<u>185.54%</u>	<u>6,866.68</u>	<u>57.89%</u>
Net Gain or (Loss)	<u>24,084.77</u>	<u>8,740.53</u>	<u>10,989.10</u>	<u>15,344.24</u>	<u>175.55%</u>	<u>13,095.67</u>	<u>119.17%</u>

**Society of American Archivists
Operational Expense Centers
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	11,247.21	11,691.08	10,021.00	(443.87)	(3.80%)	1,226.21	12.24%
Shipping, Handling, & Other	945.00		2,450.00	945.00	0.00%	(1,505.00)	(61.43%)
Total Income	<u>12,192.21</u>	<u>11,691.08</u>	<u>12,471.00</u>	<u>501.13</u>	<u>4.29%</u>	<u>(278.79)</u>	<u>(2.24%)</u>
Expenses							
Salaries, Wages, & Benefits	280,035.05	218,872.43	250,641.66	61,162.62	27.94%	29,393.39	11.73%
Office Occupancy & Utilities	27,397.30	24,639.00	28,207.26	2,758.30	11.19%	(809.96)	(2.87%)
Services	84,830.41	83,346.66	145,846.29	1,483.75	1.78%	(61,015.88)	(41.84%)
Supplies	6,891.02	2,025.21	1,988.28	4,865.81	240.26%	4,902.74	246.58%
Travel	6,429.22	326.87	7,950.00	6,102.35	1,866.90%	(1,520.78)	(19.13%)
Leases, Rentals, & Licenses	5,868.04	5,701.96	3,478.23	166.08	2.91%	2,389.81	68.71%
Taxes, Dues, & Subscriptions	18,412.39	12,497.67	6,140.00	5,914.72	47.33%	12,272.39	199.88%
Depreciation, Cost of Goods Sold & Other	32,432.30	32,278.74	32,516.12	153.56	0.48%	(83.82)	(0.26%)
Total Expenses	<u>462,295.73</u>	<u>379,688.54</u>	<u>476,767.84</u>	<u>82,607.19</u>	<u>21.76%</u>	<u>(14,472.11)</u>	<u>(3.04%)</u>
Net Gain or (Loss)	<u>(450,103.52)</u>	<u>(367,997.46)</u>	<u>(464,296.84)</u>	<u>(82,106.06)</u>	<u>22.31%</u>	<u>14,193.32</u>	<u>(3.06%)</u>

**Society of American Archivists
General & Administrative
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	11,247.21	11,691.08	10,021.00	(443.87)	(3.80%)	1,226.21	12.24%
Shipping, Handling, & Other	945.00			945.00	0.00%	945.00	0.00%
Total Income	<u>12,192.21</u>	<u>11,691.08</u>	<u>10,021.00</u>	<u>501.13</u>	<u>4.29%</u>	<u>2,171.21</u>	<u>21.67%</u>
Expenses							
Salaries, Wages, & Benefits	191,353.61	135,474.60	161,729.39	55,879.01	41.25%	29,624.22	18.32%
Office Occupancy & Utilities	17,950.15	15,493.18	18,183.54	2,456.97	15.86%	(233.39)	(1.28%)
Services	71,546.94	68,336.23	109,033.89	3,210.71	4.70%	(37,486.95)	(34.38%)
Supplies	6,891.02	1,459.09	1,467.99	5,431.93	372.28%	5,423.03	369.42%
Travel	4,711.39	326.87	3,000.00	4,384.52	1,341.37%	1,711.39	57.05%
Leases, Rentals, & Licenses	4,865.29	4,700.51	2,502.97	164.78	3.51%	2,362.32	94.38%
Taxes, Dues, & Subscriptions	8,412.39	1,548.00	5,400.00	6,864.39	443.44%	3,012.39	55.79%
Depreciation, Cost of Goods Sold & Other	32,432.30	32,278.74	32,516.12	153.56	0.48%	(83.82)	(0.26%)
Total Expenses	<u>338,163.09</u>	<u>259,617.22</u>	<u>333,833.90</u>	<u>78,545.87</u>	<u>30.25%</u>	<u>4,329.19</u>	<u>1.30%</u>
Net Gain or (Loss)	<u>(325,970.88)</u>	<u>(247,926.14)</u>	<u>(323,812.90)</u>	<u>(78,044.74)</u>	<u>31.48%</u>	<u>(2,157.98)</u>	<u>0.67%</u>

**Society of American Archivists
Governance
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	54,443.73	47,223.35	54,578.86	7,220.38	15.29%	(135.13)	(0.25%)
Office Occupancy & Utilities	5,807.34	5,279.85	6,249.96	527.49	9.99%	(442.62)	(7.08%)
Services	8,180.95	9,555.01	23,354.78	(1,374.06)	(14.38%)	(15,173.83)	(64.97%)
Supplies		566.12	319.41	(566.12)	(100.00%)	(319.41)	(100.00%)
Travel	1,717.83			1,717.83	0.00%	1,717.83	0.00%
Leases, Rentals, & Licenses	615.61	563.29	598.70	52.32	9.29%	16.91	2.82%
Taxes, Dues, & Subscriptions		949.67	740.00	(949.67)	(100.00%)	(740.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	70,765.46	64,137.29	85,841.71	6,628.17	10.33%	(15,076.25)	(17.56%)
Net Gain or (Loss)	(70,765.46)	(64,137.29)	(85,841.71)	(6,628.17)	10.33%	15,076.25	(17.56%)

**Society of American Archivists
Advocacy
For the Six Months Ending Friday, December 31, 2021**

	<u>Year-To-Date 12/31/2021</u>	<u>Year-To-Date 12/31/2020</u>	<u>Budget 12/31/2021</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	34,237.71	36,174.48	34,333.41	(1,936.77)	(5.35%)	(95.70)	(0.28%)
Office Occupancy & Utilities	3,639.81	3,865.97	3,773.76	(226.16)	(5.85%)	(133.95)	(3.55%)
Services	5,102.52	5,455.42	13,457.62	(352.90)	(6.47%)	(8,355.10)	(62.08%)
Supplies			200.88		0.00%	(200.88)	(100.00%)
Travel			4,950.00		0.00%	(4,950.00)	(100.00%)
Leases, Rentals, & Licenses	387.14	438.16	376.56	(51.02)	(11.64%)	10.58	2.81%
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>53,367.18</u>	<u>55,934.03</u>	<u>57,092.23</u>	<u>(2,566.85)</u>	<u>(4.59%)</u>	<u>(3,725.05)</u>	<u>(6.52%)</u>
Net Gain or (Loss)	<u>(53,367.18)</u>	<u>(55,934.03)</u>	<u>(54,642.23)</u>	<u>2,566.85</u>	<u>(4.59%)</u>	<u>1,275.05</u>	<u>(2.33%)</u>