

**Society of American Archivists  
Council Meeting  
February 1, 3, 2023  
Virtual Meeting**

**November Year-to-Date Financial Statements  
(Prepared by Sharmila Bhatia and Peter Carlson)**

**Overview**

For the month ending November 30, 2022, SAA posted a net gain of \$ 26,729.98. This is a *favorable* variance of \$9,934 (59.14%) as the budgeted *gain* for November was \$16,796.

Total revenues as of November 30 were higher than last year by \$239,913 (21.15%) and short of budget by \$183,458 (11.78%). Total expenses were higher than last year by \$310,593 (29.95%) and lower than budget by \$193,391 (12.55%). The variance with budget reflects timing of expense in some cost centers, and savings due to staff turnover.

**Balance Sheet**

As of November 30, 2022, Cash and Investments balances were higher than last year by \$29,578 (1.84%) and total deferred revenues were *higher* than last year by \$20,970 (3.54%). Our Cash and Investments balance continues to be strong and exceed our prior period balance for FY 2022. Membership and Subscriptions deferred revenues are higher than at the same time last year.

**Income Statement**

For the month ending November 30, 2022, SAA posted a net gain of \$29,578. This is a lower net gain than last year by \$70,680 (72.56%) and better than budget by \$9,933 (59.14%). Total revenues as of November 30 were higher than last year by \$239,913 (21.15%) and behind budget and by \$183,458 (11.78%). Total expenses were higher than last year by \$310,593 (29.95%) and lower than budget by \$193,391 (12.55%). The variance with budget is due to timing of revenues in Education and expenses in several cost centers.

Specific points of interest are as follows:

- **Membership:** From October 31, 2022 through November 30, 2022, overall membership (including 20 Complimentary memberships) *decreased* by 21 (0.38%). Total membership as of November 30 was 5,512 and dues revenue was ahead of last year by \$7,645(1.86%) and *better than budget* by \$3,023 (0.73%). Membership's net gain as of November was \$14,408

(4.25%) better than last year and better than budget by \$19,647 (5.89%). Membership deferred revenues in November were \$ 29,569 (5.62%) higher than this time last year.

- **Annual Meeting:** As of November 30, 2022 the 2022 Annual Meeting showed a net gain of \$51,885, lower than the budgeted estimate of \$ 119,242 by \$67,358 (56.49%).

While we budgeted for 1000 Virtual and 875 In-person (1,875) attendees, we have realized about 1,777 full registrations thus far. Revenues for the conference fell short of budget estimates by \$89,456 (12.60%), and expenses are \$22,098 (3.74%) lower than budget. The revenue shortfall compared with the budget is largely the result of shortfalls in Exhibitor and Sponsorship revenues. Exhibitor revenues totaling \$86,259 were \$27,741 (24.33%) lower than budget estimates, and Sponsorship revenues of \$43,350 were \$21,650 (33.31%) lower than budget estimates. Altogether, this shortfall represents 60% of the budgeted revenue shortfall for the conference. The expense savings are largely the result of savings on staff salaries.

- **Publications:** Publications posted a net loss of \$ 45,556 for the period ending November 30, 2022. This is a greater net loss than last year and by budget \$3,429 (8.14%) and \$3,814 (9.14%), respectively. Revenues are well short of last year and budget by \$ 15,348. (21.74%) and \$30,682 (35.7%), respectively. Overall, Publications is 9.14% short of budget estimates through November, 2022.
- **Education:** Education posted a net gain of \$24,455 for the period ending November 30. This is behind last year and budget by \$48,275 (66.38%) and \$37,667 (60.63%), respectively. Total revenues fell short of budget estimates by \$77,714 (31.99%) and expenses were under budget by \$40,047 (22.15%). The lighter course schedule in the first few months of the fiscal year has resulted in Education performance is lagging behind straight line budget projections.
- **Career Services:** As of November 30, Career Services posted a net gain of \$30,092, which is better than last year and budget by (63.76%) and (84.58%), respectively. Revenues totaling \$49,576 exceeded last year and budget by \$15,295 (44.62%) and \$13,706 (38.21%), respectively. Our Career Center budget estimates for FY23 assumed a return to trend line budgeting in the assumption that the job market is relatively stable. It is clear that the employment outlook for the types of organizations that post on the SAA Career Center job board is strong.
- **General and Administrative:** The net loss in G&A for the period ending November 30, 2022, was \$ 241,438, which is a smaller net loss than last year and budget by \$37,068 (13.31%) and \$32,224 (11.78%), respectively. The variance with last year and budget is largely a result of timing of audit and consulting expenses, as well as savings due to staff vacancies. Delays in expenses in this program have helped offset losses from the Annual Meeting and Education programs.

**Society of American Archivists  
Balance Sheet - Operations  
Wednesday, November 30, 2022**

	<u>Fiscal 2023</u>	<u>Fiscal 2022</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Assets</b>				
Cash & Investments	\$1,640,965.53	\$1,611,387.53	\$29,578.00	1.84%
Accounts Receivable	20,133.71	67,612.39	(47,478.68)	(70.22%)
Equipment	25,041.36	36,997.29	(11,955.93)	(32.32%)
Deposits	9,306.85	8,706.85	600.00	6.89%
Inventory	108,719.59	91,100.53	17,619.06	19.34%
Prepaid Expenses	58,550.24	62,648.25	(4,098.01)	(6.54%)
Due From Operations	72,949.00	20,199.00	52,750.00	261.15%
Due From Foundation	512,776.97	510,218.42	2,558.55	0.50%
Cash Clearing	4,516.47	539.66	3,976.81	736.91%
<b>Total Assets</b>	<u><u>2,452,959.72</u></u>	<u><u>2,409,409.92</u></u>	<u><u>43,549.80</u></u>	<u><u>1.81%</u></u>
<b>Liabilities</b>				
Accounts Payable	6,921.68	23,334.33	(16,412.65)	(70.34%)
Salaries and Wages Payable	44,448.55	38,847.34	5,601.21	14.42%
Deferred Revenues				
Annual Meeting	(499.00)		(499.00)	(100.00%)
Subscriptions	47,881.35	43,356.59	4,524.76	10.44%
Membership	555,620.06	526,050.59	29,569.47	5.62%
Education	9,669.00	22,294.00	(12,625.00)	(56.63%)
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
<b>Total Deferred Revenues</b>	<b>612,671.41</b>	<b>591,701.18</b>	<b>20,970.23</b>	<b>3.54%</b>
Due to Council-Directed Funds	956,760.06	836,295.00	120,465.06	14.40%
Due To Foundation	62,908.79	77,018.81	(14,110.02)	(18.32%)
Deferred Rent	5,520.36	7,804.56	(2,284.20)	(29.27%)
<b>Total Liabilities</b>	<u><u>1,689,230.85</u></u>	<u><u>1,575,001.22</u></u>	<u><u>114,229.63</u></u>	<u><u>7.25%</u></u>
<b>Net Assets</b>				
Fund Balance	736,998.89	736,998.89		0.00%
Net Gain or Loss	26,729.98	97,409.81	(70,679.83)	(72.56%)
<b>Total Net Assets</b>	<u><u>763,728.87</u></u>	<u><u>834,408.70</u></u>	<u><u>(70,679.83)</u></u>	<u><u>(8.47%)</u></u>
<b>Total Liabilities and Net Assets</b>	<u><u>2,452,959.72</u></u>	<u><u>2,409,409.92</u></u>	<u><u>43,549.80</u></u>	<u><u>1.81%</u></u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**SAA Net Gain Or Loss By Cost Center**  
**For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date</u> <u>11/30/2022</u>	<u>Year-To-Date</u> <u>11/30/2021</u>	<u>Budget</u> <u>11/30/2022</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>
<b>Operations</b>							
Membership	\$353,409.26	\$339,001.46	\$333,761.83	\$14,407.80	4.25%	\$19,647.43	5.89%
Annual Meeting	51,884.78	126,430.09	119,242.68	(74,545.31)	(58.96%)	(67,357.90)	(56.49%)
Publications	(45,556.17)	(42,127.47)	(41,742.22)	(3,428.70)	8.14%	(3,813.95)	9.14%
Education	24,454.80	72,729.48	62,121.99	(48,274.68)	(66.38%)	(37,667.19)	(60.63%)
Career Services	30,091.98	18,376.14	16,302.86	11,715.84	63.76%	13,789.12	84.58%
American Archivist	4,061.63	(5,022.95)	(1,840.69)	9,084.58	(180.86%)	5,902.32	(320.66%)
Archival Outlook	(35,244.79)	(28,582.00)	(29,437.68)	(6,662.79)	23.31%	(5,807.11)	19.73%
General & Administrative	(241,437.86)	(278,506.08)	(273,661.51)	37,068.22	(13.31%)	32,223.65	(11.78%)
Advocacy	(53,691.77)	(47,119.31)	(64,677.20)	(6,572.46)	13.95%	10,985.43	(16.99%)
Governance	(61,241.88)	(57,769.55)	(103,273.69)	(3,472.33)	6.01%	42,031.81	(40.70%)
<b>Total Net Gain/(Loss)</b>	<u>26,729.98</u>	<u>97,409.81</u>	<u>16,796.37</u>	<u>(70,679.83)</u>	<u>(72.56%)</u>	<u>9,933.61</u>	<u>59.14%</u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**Income Statement by Cost Center**  
**For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date</u> <u>11/30/2022</u>	<u>Year-To-Date</u> <u>11/30/2021</u>	<u>Budget</u> <u>11/30/2022</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>
<b>Revenues</b>							
Membership	\$417,994.12	\$411,597.89	\$415,914.07	\$6,396.23	1.55%	\$2,080.05	0.50%
Annual Meeting	620,493.00	379,180.00	709,949.00	241,313.00	63.64%	(89,456.00)	(12.60%)
Publications	55,254.87	70,603.20	85,936.40	(15,348.33)	(21.74%)	(30,681.53)	(35.70%)
Education	165,206.00	173,388.39	242,920.00	(8,182.39)	(4.72%)	(77,714.00)	(31.99%)
Career Services	49,576.15	34,281.25	35,869.99	15,294.90	44.62%	13,706.16	38.21%
American Archivist	35,711.66	38,339.08	40,350.00	(2,627.42)	(6.85%)	(4,638.34)	(11.50%)
Archival Outlook	5,020.02	14,797.44	11,752.82	(9,777.42)	(66.08%)	(6,732.80)	(57.29%)
General & Administrative	25,016.28	12,171.39	12,097.55	12,844.89	105.53%	12,918.73	106.79%
Advocacy			2,940.00		0.00%	(2,940.00)	(100.00%)
<b>Total Revenues</b>	<b><u>1,374,272.10</u></b>	<b><u>1,134,358.64</u></b>	<b><u>1,557,729.83</u></b>	<b><u>239,913.46</u></b>	<b><u>21.15%</u></b>	<b><u>(183,457.73)</u></b>	<b><u>(11.78%)</u></b>
<b>Expenses</b>							
Membership	64,584.86	72,596.43	82,152.24	(8,011.57)	(11.04%)	(17,567.38)	(21.38%)
Annual Meeting	568,608.22	252,749.91	590,706.32	315,858.31	124.97%	(22,098.10)	(3.74%)
Publications	100,811.04	112,730.67	127,678.62	(11,919.63)	(10.57%)	(26,867.58)	(21.04%)
Education	140,751.20	100,658.91	180,798.01	40,092.29	39.83%	(40,046.81)	(22.15%)
Career Services	19,484.17	15,905.11	19,567.13	3,579.06	22.50%	(82.96)	(0.42%)
American Archivist	31,650.03	43,362.03	42,190.69	(11,712.00)	(27.01%)	(10,540.66)	(24.98%)
Archival Outlook	40,264.81	43,379.44	41,190.50	(3,114.63)	(7.18%)	(925.69)	(2.25%)
General & Administrative	266,454.14	290,677.47	285,759.06	(24,223.33)	(8.33%)	(19,304.92)	(6.76%)
Advocacy	53,691.77	47,119.31	67,617.20	6,572.46	13.95%	(13,925.43)	(20.59%)
Governance	61,241.88	57,769.55	103,273.69	3,472.33	6.01%	(42,031.81)	(40.70%)
<b>Total Expenses</b>	<b><u>1,347,542.12</u></b>	<b><u>1,036,948.83</u></b>	<b><u>1,540,933.46</u></b>	<b><u>310,593.29</u></b>	<b><u>29.95%</u></b>	<b><u>(193,391.34)</u></b>	<b><u>(12.55%)</u></b>
<b>Total Net Gain/(Loss)</b>	<b><u>26,729.98</u></b>	<b><u>97,409.81</u></b>	<b><u>16,796.37</u></b>	<b><u>(70,679.83)</u></b>	<b><u>(72.56%)</u></b>	<b><u>9,933.61</u></b>	<b><u>59.14%</u></b>

**Society of American Archivists**  
**Consolidated Statement of Activities**  
**For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date</u> <u>11/30/2022</u>	<u>Year-To-Date</u> <u>11/30/2021</u>	<u>Budget</u> <u>11/30/2022</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>
<b>Income</b>							
Dues	\$417,994.12	\$410,349.49	\$414,971.51	\$7,644.63	1.86%	\$3,022.61	0.73%
Subscriptions & Advertising	99,752.83	88,810.77	100,506.16	10,942.06	12.32%	(753.33)	(0.75%)
Workshops	165,086.00	173,318.40	242,920.00	(8,232.40)	(4.75%)	(77,834.00)	(32.04%)
Annual Meeting	610,493.00	377,180.00	692,915.00	233,313.00	61.86%	(82,422.00)	(11.89%)
Publications & CD Sales	49,230.87	61,359.00	78,932.29	(12,128.13)	(19.77%)	(29,701.42)	(37.63%)
Contributions					0.00%		0.00%
Investments	24,680.66	11,226.39	12,097.55	13,454.27	119.85%	12,583.11	104.01%
Shipping, Handling, & Other	7,034.62	12,114.59	15,387.32	(5,079.97)	(41.93%)	(8,352.70)	(54.28%)
<b>Total Income</b>	<u>1,374,272.10</u>	<u>1,134,358.64</u>	<u>1,557,729.83</u>	<u>239,913.46</u>	<u>21.15%</u>	<u>(183,457.73)</u>	<u>(11.78%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	463,891.45	473,975.82	525,336.01	(10,084.37)	(2.13%)	(61,444.56)	(11.70%)
Office Occupancy & Utilities	48,807.06	47,371.40	51,136.86	1,435.66	3.03%	(2,329.80)	(4.56%)
Services	572,329.17	299,073.76	698,387.65	273,255.41	91.37%	(126,058.48)	(18.05%)
Supplies	12,287.79	3,508.24	3,645.28	8,779.55	250.26%	8,642.51	237.09%
Travel	20,655.38	7,335.69	73,299.91	13,319.69	181.57%	(52,644.53)	(71.82%)
Leases, Rentals, & Licenses	6,489.94	9,301.56	7,006.55	(2,811.62)	(30.23%)	(516.61)	(7.37%)
Taxes, Dues, & Subscriptions	29,539.58	18,412.39	11,340.00	11,127.19	60.43%	18,199.58	160.49%
Depreciation, Cost of Goods Sold & Other	193,541.75	177,969.97	170,781.20	15,571.78	8.75%	22,760.55	13.33%
<b>Total Expenses</b>	<u>1,347,542.12</u>	<u>1,036,948.83</u>	<u>1,540,933.46</u>	<u>310,593.29</u>	<u>29.95%</u>	<u>(193,391.34)</u>	<u>(12.55%)</u>
<b>Net Gain or (Loss)</b>	<u>26,729.98</u>	<u>97,409.81</u>	<u>16,796.37</u>	<u>(70,679.83)</u>	<u>(72.56%)</u>	<u>9,933.61</u>	<u>59.14%</u>

**Society of American Archivists  
Membership and Periodicals  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</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>
<b>Income</b>							
Dues	\$417,994.12	\$410,349.49	\$414,971.51	\$7,644.63	1.86%	\$3,022.61	0.73%
Subscriptions & Advertising	40,176.68	52,529.52	47,836.17	(12,352.84)	(23.52%)	(7,659.49)	(16.01%)
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	555.00	1,855.40	5,209.21	(1,300.40)	(70.09%)	(4,654.21)	(89.35%)
<b>Total Income</b>	<u>458,725.80</u>	<u>464,734.41</u>	<u>468,016.89</u>	<u>(6,008.61)</u>	<u>(1.29%)</u>	<u>(9,291.09)</u>	<u>(1.99%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	78,886.42	92,833.19	90,546.57	(13,946.77)	(15.02%)	(11,660.15)	(12.88%)
Office Occupancy & Utilities	8,206.52	9,661.73	8,637.69	(1,455.21)	(15.06%)	(431.17)	(4.99%)
Services	48,079.03	52,944.03	59,379.81	(4,865.00)	(9.19%)	(11,300.78)	(19.03%)
Supplies		561.35	1,395.48	(561.35)	(100.00%)	(1,395.48)	(100.00%)
Travel	426.21			426.21	0.00%	426.21	0.00%
Leases, Rentals, & Licenses	901.52	1,045.31	873.88	(143.79)	(13.76%)	27.64	3.16%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		2,292.29	4,700.00	(2,292.29)	(100.00%)	(4,700.00)	(100.00%)
<b>Total Expenses</b>	<u>136,499.70</u>	<u>159,337.90</u>	<u>165,533.43</u>	<u>(22,838.20)</u>	<u>(14.33%)</u>	<u>(29,033.73)</u>	<u>(17.54%)</u>
<b>Net Gain or (Loss)</b>	<u>322,226.10</u>	<u>305,396.51</u>	<u>302,483.46</u>	<u>16,829.59</u>	<u>5.51%</u>	<u>19,742.64</u>	<u>6.53%</u>

**Society of American Archivists  
Membership  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues	\$417,994.12	\$410,349.49	\$414,971.51	\$7,644.63	1.86%	\$3,022.61	0.73%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		1,248.40	942.56	(1,248.40)	(100.00%)	(942.56)	(100.00%)
<b>Total Income</b>	<u>417,994.12</u>	<u>411,597.89</u>	<u>415,914.07</u>	<u>6,396.23</u>	<u>1.55%</u>	<u>2,080.05</u>	<u>0.50%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	50,948.00	58,422.72	58,451.53	(7,474.72)	(12.79%)	(7,503.53)	(12.84%)
Office Occupancy & Utilities	5,273.12	6,080.89	5,552.07	(807.77)	(13.28%)	(278.95)	(5.02%)
Services	7,353.43	4,581.35	11,646.73	2,772.08	60.51%	(4,293.30)	(36.86%)
Supplies		561.35	1,237.60	(561.35)	(100.00%)	(1,237.60)	(100.00%)
Travel	426.21			426.21	0.00%	426.21	0.00%
Leases, Rentals, & Licenses	584.10	657.83	564.31	(73.73)	(11.21%)	19.79	3.51%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		2,292.29	4,700.00	(2,292.29)	(100.00%)	(4,700.00)	(100.00%)
<b>Total Expenses</b>	<u>64,584.86</u>	<u>72,596.43</u>	<u>82,152.24</u>	<u>(8,011.57)</u>	<u>(11.04%)</u>	<u>(17,567.38)</u>	<u>(21.38%)</u>
<b>Net Gain or (Loss)</b>	<u>353,409.26</u>	<u>339,001.46</u>	<u>333,761.83</u>	<u>14,407.80</u>	<u>4.25%</u>	<u>19,647.43</u>	<u>5.89%</u>

**Society of American Archivists  
Periodicals (AA & AO)  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	40,176.68	52,529.52	47,836.17	(12,352.84)	(23.52%)	(7,659.49)	(16.01%)
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	555.00	607.00	4,266.65	(52.00)	(8.57%)	(3,711.65)	(86.99%)
<b>Total Income</b>	<u>40,731.68</u>	<u>53,136.52</u>	<u>52,102.82</u>	<u>(12,404.84)</u>	<u>(23.35%)</u>	<u>(11,371.14)</u>	<u>(21.82%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	27,938.42	34,410.47	32,095.04	(6,472.05)	(18.81%)	(4,156.62)	(12.95%)
Office Occupancy & Utilities	2,933.40	3,580.84	3,085.62	(647.44)	(18.08%)	(152.22)	(4.93%)
Services	40,725.60	48,362.68	47,733.08	(7,637.08)	(15.79%)	(7,007.48)	(14.68%)
Supplies			157.88		0.00%	(157.88)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	317.42	387.48	309.57	(70.06)	(18.08%)	7.85	2.54%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>71,914.84</u>	<u>86,741.47</u>	<u>83,381.19</u>	<u>(14,826.63)</u>	<u>(17.09%)</u>	<u>(11,466.35)</u>	<u>(13.75%)</u>
<b>Net Gain or (Loss)</b>	<u>(31,183.16)</u>	<u>(33,604.95)</u>	<u>(31,278.37)</u>	<u>2,421.79</u>	<u>(7.21%)</u>	<u>95.21</u>	<u>(0.30%)</u>

**Society of American Archivists  
American Archivist  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	35,711.66	38,267.08	36,500.00	(2,555.42)	(6.68%)	(788.34)	(2.16%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		72.00	3,850.00	(72.00)	(100.00%)	(3,850.00)	(100.00%)
<b>Total Income</b>	<u>35,711.66</u>	<u>38,339.08</u>	<u>40,350.00</u>	<u>(2,627.42)</u>	<u>(6.85%)</u>	<u>(4,638.34)</u>	<u>(11.50%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	13,212.98	17,663.61	15,171.40	(4,450.63)	(25.20%)	(1,958.42)	(12.91%)
Office Occupancy & Utilities	1,376.26	1,835.83	1,478.45	(459.57)	(25.03%)	(102.19)	(6.91%)
Services	16,910.33	23,663.61	25,319.82	(6,753.28)	(28.54%)	(8,409.49)	(33.21%)
Supplies			74.63		0.00%	(74.63)	(100.00%)
Travel							
Leases, Rentals, & Licenses	150.46	198.98	146.39	(48.52)	(24.38%)	4.07	2.78%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>31,650.03</u>	<u>43,362.03</u>	<u>42,190.69</u>	<u>(11,712.00)</u>	<u>(27.01%)</u>	<u>(10,540.66)</u>	<u>(24.98%)</u>
<b>Net Gain or (Loss)</b>	<u>4,061.63</u>	<u>(5,022.95)</u>	<u>(1,840.69)</u>	<u>9,084.58</u>	<u>(180.86%)</u>	<u>5,902.32</u>	<u>(320.66%)</u>

**Society of American Archivists  
Archival Outlook  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	4,465.02	14,262.44	11,336.17	(9,797.42)	(68.69%)	(6,871.15)	(60.61%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	555.00	535.00	416.65	20.00	3.74%	138.35	33.21%
<b>Total Income</b>	<u>5,020.02</u>	<u>14,797.44</u>	<u>11,752.82</u>	<u>(9,777.42)</u>	<u>(66.08%)</u>	<u>(6,732.80)</u>	<u>(57.29%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	14,725.44	16,746.86	16,923.64	(2,021.42)	(12.07%)	(2,198.20)	(12.99%)
Office Occupancy & Utilities	1,557.14	1,745.01	1,607.17	(187.87)	(10.77%)	(50.03)	(3.11%)
Services	23,815.27	24,699.07	22,413.26	(883.80)	(3.58%)	1,402.01	6.26%
Supplies			83.25		0.00%	(83.25)	(100.00%)
Travel							
Leases, Rentals, & Licenses	166.96	188.50	163.18	(21.54)	(11.43%)	3.78	2.32%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>40,264.81</u>	<u>43,379.44</u>	<u>41,190.50</u>	<u>(3,114.63)</u>	<u>(7.18%)</u>	<u>(925.69)</u>	<u>(2.25%)</u>
<b>Net Gain or (Loss)</b>	<u>(35,244.79)</u>	<u>(28,582.00)</u>	<u>(29,437.68)</u>	<u>(6,662.79)</u>	<u>23.31%</u>	<u>(5,807.11)</u>	<u>19.73%</u>

**Society of American Archivists  
Operational Revenue Centers  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</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>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	59,576.15	36,281.25	52,669.99	23,294.90	64.21%	6,906.16	13.11%
Workshops	165,086.00	173,318.40	242,920.00	(8,232.40)	(4.75%)	(77,834.00)	(32.04%)
Annual Meeting	610,493.00	377,180.00	692,915.00	233,313.00	61.86%	(82,422.00)	(11.89%)
Publications & CD Sales	49,230.87	61,359.00	78,932.29	(12,128.13)	(19.77%)	(29,701.42)	(37.63%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,144.00	9,314.19	7,238.11	(3,170.19)	(34.04%)	(1,094.11)	(15.12%)
<b>Total Income</b>	<u>890,530.02</u>	<u>657,452.84</u>	<u>1,074,675.39</u>	<u>233,077.18</u>	<u>35.45%</u>	<u>(184,145.37)</u>	<u>(17.13%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	180,073.72	142,595.63	207,897.94	37,478.09	26.28%	(27,824.22)	(13.38%)
Office Occupancy & Utilities	19,264.14	14,868.07	20,735.56	4,396.07	29.57%	(1,471.42)	(7.10%)
Services	445,985.98	171,687.54	507,378.24	274,298.44	159.77%	(61,392.26)	(12.10%)
Supplies	7,384.59	61.93	1,122.37	7,322.66	11,824.09%	6,262.22	557.95%
Travel	7,277.74	1,950.90	41,052.56	5,326.84	273.05%	(33,774.82)	(82.27%)
Leases, Rentals, & Licenses	3,346.32	2,833.95	3,350.02	512.37	18.08%	(3.70)	(0.11%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	166,322.14	148,046.58	137,213.39	18,275.56	12.34%	29,108.75	21.21%
<b>Total Expenses</b>	<u>829,654.63</u>	<u>482,044.60</u>	<u>918,750.08</u>	<u>347,610.03</u>	<u>72.11%</u>	<u>(89,095.45)</u>	<u>(9.70%)</u>
<b>Net Gain or (Loss)</b>	<u>60,875.39</u>	<u>175,408.24</u>	<u>155,925.31</u>	<u>(114,532.85)</u>	<u>(65.30%)</u>	<u>(95,049.92)</u>	<u>(60.96%)</u>

**Society of American Archivists  
Annual Meeting  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	10,000.00	2,000.00	16,800.00	8,000.00	400.00%	(6,800.00)	(40.48%)
Workshops					0.00%		0.00%
Annual Meeting	610,493.00	377,180.00	692,915.00	233,313.00	61.86%	(82,422.00)	(11.89%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other			234.00		0.00%	(234.00)	(100.00%)
<b>Total Income</b>	<u>620,493.00</u>	<u>379,180.00</u>	<u>709,949.00</u>	<u>241,313.00</u>	<u>63.64%</u>	<u>(89,456.00)</u>	<u>(12.60%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	37,688.02	37,872.05	43,147.32	(184.03)	(0.49%)	(5,459.30)	(12.65%)
Office Occupancy & Utilities	5,012.62	3,961.98	4,091.86	1,050.64	26.52%	920.76	22.50%
Services	363,934.81	80,104.94	399,382.28	283,829.87	354.32%	(35,447.47)	(8.88%)
Supplies	6,255.19		211.96	6,255.19	0.00%	6,043.23	2,851.12%
Travel	7,277.74	2,077.86	35,242.56	5,199.88	250.25%	(27,964.82)	(79.35%)
Leases, Rentals, & Licenses	454.69	425.71	412.63	28.98	6.81%	42.06	10.19%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	147,985.15	128,307.37	108,217.71	19,677.78	15.34%	39,767.44	36.75%
<b>Total Expenses</b>	<u>568,608.22</u>	<u>252,749.91</u>	<u>590,706.32</u>	<u>315,858.31</u>	<u>124.97%</u>	<u>(22,098.10)</u>	<u>(3.74%)</u>
<b>Net Gain or (Loss)</b>	<u>51,884.78</u>	<u>126,430.09</u>	<u>119,242.68</u>	<u>(74,545.31)</u>	<u>(58.96%)</u>	<u>(67,357.90)</u>	<u>(56.49%)</u>

**Society of American Archivists  
Annual Meeting - Anaheim 2021  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising		2,000.00		(2,000.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		377,180.00		(377,180.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>		<u>379,180.00</u>		<u>(379,180.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits		18,814.38		(18,814.38)	(100.00%)		0.00%
Office Occupancy & Utilities		1,960.30		(1,960.30)	(100.00%)		0.00%
Services		78,733.41		(78,733.41)	(100.00%)		0.00%
Supplies							
Travel		2,077.86		(2,077.86)	(100.00%)		0.00%
Leases, Rentals, & Licenses		216.73		(216.73)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		150,947.23		(150,947.23)	(100.00%)		0.00%
<b>Total Expenses</b>		<u>252,749.91</u>		<u>(252,749.91)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Net Gain or (Loss)</b>		<u>126,430.09</u>		<u>(126,430.09)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists  
Annual Meeting - Boston 2022  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
<b>Dues</b>							
Subscriptions & Advertising	10,000.00		16,800.00	10,000.00	0.00%	(6,800.00)	(40.48%)
Workshops							
Annual Meeting	610,493.00		692,915.00	610,493.00	0.00%	(82,422.00)	(11.89%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			234.00		0.00%	(234.00)	(100.00%)
<b>Total Income</b>	<u>620,493.00</u>		<u>709,949.00</u>	<u>620,493.00</u>	<u>0.00%</u>	<u>(89,456.00)</u>	<u>(12.60%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	30,170.59	19,057.67	34,283.18	11,112.92	58.31%	(4,112.59)	(12.00%)
Office Occupancy & Utilities	4,805.43	2,001.68	3,247.68	2,803.75	140.07%	1,557.75	47.97%
Services	358,729.95	1,371.53	398,722.38	357,358.42	26,055.46%	(39,992.43)	(10.03%)
Supplies	6,255.19		168.23	6,255.19	0.00%	6,086.96	3,618.24%
Travel	7,277.74		35,242.56	7,277.74	0.00%	(27,964.82)	(79.35%)
Leases, Rentals, & Licenses	398.45	208.98	325.69	189.47	90.66%	72.76	22.34%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	160,970.87	(22,639.86)	118,716.63	183,610.73	(811.01%)	42,254.24	35.59%
<b>Total Expenses</b>	<u>568,608.22</u>		<u>590,706.35</u>	<u>568,608.22</u>	<u>0.00%</u>	<u>(22,098.13)</u>	<u>(3.74%)</u>
<b>Net Gain or (Loss)</b>	<u>51,884.78</u>		<u>119,242.65</u>	<u>51,884.78</u>	<u>0.00%</u>	<u>(67,357.87)</u>	<u>(56.49%)</u>

**Society of American Archivists  
Annual Meeting - Washington 2023  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	7,517.43		8,864.14	7,517.43	0.00%	(1,346.71)	(15.19%)
Office Occupancy & Utilities	207.19		844.18	207.19	0.00%	(636.99)	(75.46%)
Services	5,204.86		659.90	5,204.86	0.00%	4,544.96	688.73%
Supplies			43.73		0.00%	(43.73)	(100.00%)
Travel							
Leases, Rentals, & Licenses	56.24		86.94	56.24	0.00%	(30.70)	(35.31%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(12,985.72)		(10,498.92)	(12,985.72)	0.00%	(2,486.80)	23.69%
<b>Total Expenses</b>			<b>(0.03)</b>		<b>0.00%</b>	<b>0.03</b>	<b>(100.00%)</b>
<b>Net Gain or (Loss)</b>			<b>0.03</b>		<b>0.00%</b>	<b>(0.03)</b>	<b>(100.00%)</b>

**Society of American Archivists  
Publications  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales	49,230.87	61,359.00	78,932.29	(12,128.13)	(19.77%)	(29,701.42)	(37.63%)
Contributions							
Investments							
Shipping, Handling, & Other	6,024.00	9,244.20	7,004.11	(3,220.20)	(34.83%)	(980.11)	(13.99%)
<b>Total Income</b>	<u>55,254.87</u>	<u>70,603.20</u>	<u>85,936.40</u>	<u>(15,348.33)</u>	<u>(21.74%)</u>	<u>(30,681.53)</u>	<u>(35.70%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	38,223.09	45,025.89	43,856.80	(6,802.80)	(15.11%)	(5,633.71)	(12.85%)
Office Occupancy & Utilities	4,096.90	4,689.15	4,164.75	(592.25)	(12.63%)	(67.85)	(1.63%)
Services	37,738.56	41,478.30	48,672.84	(3,739.74)	(9.02%)	(10,934.28)	(22.46%)
Supplies	575.00	61.93	215.75	513.07	828.47%	359.25	166.51%
Travel							
Leases, Rentals, & Licenses	1,840.50	1,736.19	1,772.80	104.31	6.01%	67.70	3.82%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	18,336.99	19,739.21	28,995.68	(1,402.22)	(7.10%)	(10,658.69)	(36.76%)
<b>Total Expenses</b>	<u>100,811.04</u>	<u>112,730.67</u>	<u>127,678.62</u>	<u>(11,919.63)</u>	<u>(10.57%)</u>	<u>(26,867.58)</u>	<u>(21.04%)</u>
<b>Net Gain or (Loss)</b>	<u>(45,556.17)</u>	<u>(42,127.47)</u>	<u>(41,742.22)</u>	<u>(3,428.70)</u>	<u>8.14%</u>	<u>(3,813.95)</u>	<u>9.14%</u>

**Society of American Archivists  
Education  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
<b>Dues</b>							
<b>Subscriptions &amp; Advertising</b>							
<b>Workshops</b>	165,086.00	173,318.40	242,920.00	(8,232.40)	(4.75%)	(77,834.00)	(32.04%)
<b>Annual Meeting</b>							
<b>Publications &amp; CD Sales</b>							
<b>Contributions</b>							
<b>Investments</b>							
<b>Shipping, Handling, &amp; Other</b>	<u>120.00</u>	<u>69.99</u>		<u>50.01</u>	<u>71.45%</u>	<u>120.00</u>	<u>0.00%</u>
<b>Total Income</b>	<u>165,206.00</u>	<u>173,388.39</u>	<u>242,920.00</u>	<u>(8,182.39)</u>	<u>(4.72%)</u>	<u>(77,714.00)</u>	<u>(31.99%)</u>
<b>Expenses</b>							
<b>Salaries, Wages, &amp; Benefits</b>	100,791.61	55,925.38	117,047.83	44,866.23	80.23%	(16,256.22)	(13.89%)
<b>Office Occupancy &amp; Utilities</b>	9,757.47	5,822.72	12,114.06	3,934.75	67.58%	(2,356.59)	(19.45%)
<b>Services</b>	28,633.75	38,408.10	45,832.67	(9,774.35)	(25.45%)	(17,198.92)	(37.53%)
<b>Supplies</b>	554.40		675.74	554.40	0.00%	(121.34)	(17.96%)
<b>Travel</b>		(126.96)	4,000.00	126.96	(100.00%)	(4,000.00)	(100.00%)
<b>Leases, Rentals, &amp; Licenses</b>	1,013.97	629.67	1,127.71	384.30	61.03%	(113.74)	(10.09%)
<b>Taxes, Dues, &amp; Subscriptions</b>							
<b>Depreciation, Cost of Goods Sold &amp; Other</b>							
<b>Total Expenses</b>	<u>140,751.20</u>	<u>100,658.91</u>	<u>180,798.01</u>	<u>40,092.29</u>	<u>39.83%</u>	<u>(40,046.81)</u>	<u>(22.15%)</u>
<b>Net Gain or (Loss)</b>	<u>24,454.80</u>	<u>72,729.48</u>	<u>62,121.99</u>	<u>(48,274.68)</u>	<u>(66.38%)</u>	<u>(37,667.19)</u>	<u>(60.63%)</u>

**Society of American Archivists  
Career Services  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year \$ Variance</u>	<u>Vs. Last Year % Variance</u>	<u>This Year \$ Variance</u>	<u>Vs. Budget % Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	49,576.15	34,281.25	35,869.99	15,294.90	44.62%	13,706.16	38.21%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>49,576.15</u>	<u>34,281.25</u>	<u>35,869.99</u>	<u>15,294.90</u>	<u>44.62%</u>	<u>13,706.16</u>	<u>38.21%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	3,371.00	3,772.31	3,845.99	(401.31)	(10.64%)	(474.99)	(12.35%)
Office Occupancy & Utilities	397.15	394.22	364.89	2.93	0.74%	32.26	8.84%
Services	15,678.86	11,696.20	13,490.45	3,982.66	34.05%	2,188.41	16.22%
Supplies			18.92		0.00%	(18.92)	(100.00%)
Travel			1,810.00		0.00%	(1,810.00)	(100.00%)
Leases, Rentals, & Licenses	37.16	42.38	36.88	(5.22)	(12.32%)	0.28	0.76%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>19,484.17</u>	<u>15,905.11</u>	<u>19,567.13</u>	<u>3,579.06</u>	<u>22.50%</u>	<u>(82.96)</u>	<u>(0.42%)</u>
<b>Net Gain or (Loss)</b>	<u><u>30,091.98</u></u>	<u><u>18,376.14</u></u>	<u><u>16,302.86</u></u>	<u><u>11,715.84</u></u>	<u><u>63.76%</u></u>	<u><u>13,789.12</u></u>	<u><u>84.58%</u></u>

**Society of American Archivists  
Operational Expense Centers  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</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>
<b>Income</b>							
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	24,680.66	11,226.39	12,097.55	13,454.27	119.85%	12,583.11	104.01%
Shipping, Handling, & Other	335.62	945.00	2,940.00	(609.38)	(64.48%)	(2,604.38)	(88.58%)
<b>Total Income</b>	<u>25,016.28</u>	<u>12,171.39</u>	<u>15,037.55</u>	<u>12,844.89</u>	<u>105.53%</u>	<u>9,978.73</u>	<u>66.36%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	204,931.31	238,547.00	226,891.50	(33,615.69)	(14.09%)	(21,960.19)	(9.68%)
Office Occupancy & Utilities	21,336.40	22,841.60	21,763.61	(1,505.20)	(6.59%)	(427.21)	(1.96%)
Services	78,264.16	74,442.19	131,629.60	3,821.97	5.13%	(53,365.44)	(40.54%)
Supplies	4,903.20	2,884.96	1,127.43	2,018.24	69.96%	3,775.77	334.90%
Travel	12,951.43	5,384.79	32,247.35	7,566.64	140.52%	(19,295.92)	(59.84%)
Leases, Rentals, & Licenses	2,242.10	5,422.30	2,782.65	(3,180.20)	(58.65%)	(540.55)	(19.43%)
Taxes, Dues, & Subscriptions	29,539.58	18,412.39	11,340.00	11,127.19	60.43%	18,199.58	160.49%
Depreciation, Cost of Goods Sold & Other	27,219.61	27,631.10	28,867.81	(411.49)	(1.49%)	(1,648.20)	(5.71%)
<b>Total Expenses</b>	<u>381,387.79</u>	<u>395,566.33</u>	<u>456,649.95</u>	<u>(14,178.54)</u>	<u>(3.58%)</u>	<u>(75,262.16)</u>	<u>(16.48%)</u>
<b>Net Gain or (Loss)</b>	<u>(356,371.51)</u>	<u>(383,394.94)</u>	<u>(441,612.40)</u>	<u>27,023.43</u>	<u>(7.05%)</u>	<u>85,240.89</u>	<u>(19.30%)</u>

**Society of American Archivists  
General & Administrative  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	24,680.66	11,226.39	12,097.55	13,454.27	119.85%	12,583.11	104.01%
Shipping, Handling, & Other	335.62	945.00		(609.38)	(64.48%)	335.62	0.00%
<b>Total Income</b>	<u>25,016.28</u>	<u>12,171.39</u>	<u>12,097.55</u>	<u>12,844.89</u>	<u>105.53%</u>	<u>12,918.73</u>	<u>106.79%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	124,193.38	163,506.60	133,852.40	(39,313.22)	(24.04%)	(9,659.02)	(7.22%)
Office Occupancy & Utilities	12,903.83	15,008.40	12,929.02	(2,104.57)	(14.02%)	(25.19)	(0.19%)
Services	69,717.73	63,945.17	105,020.62	5,772.56	9.03%	(35,302.89)	(33.62%)
Supplies	4,903.20	2,884.96	669.76	2,018.24	69.96%	4,233.44	632.08%
Travel	7,837.40	4,711.39	2,533.35	3,126.01	66.35%	5,304.05	209.37%
Leases, Rentals, & Licenses	1,352.99	4,577.46	1,886.10	(3,224.47)	(70.44%)	(533.11)	(28.27%)
Taxes, Dues, & Subscriptions	18,326.00	8,412.39		9,913.61	117.85%	18,326.00	0.00%
Depreciation, Cost of Goods Sold & Other	27,219.61	27,631.10	28,867.81	(411.49)	(1.49%)	(1,648.20)	(5.71%)
<b>Total Expenses</b>	<u>266,454.14</u>	<u>290,677.47</u>	<u>285,759.06</u>	<u>(24,223.33)</u>	<u>(8.33%)</u>	<u>(19,304.92)</u>	<u>(6.76%)</u>
<b>Net Gain or (Loss)</b>	<u>(241,437.86)</u>	<u>(278,506.08)</u>	<u>(273,661.51)</u>	<u>37,068.22</u>	<u>(13.31%)</u>	<u>32,223.65</u>	<u>(11.78%)</u>

**Society of American Archivists  
Governance  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	46,891.28	45,932.52	53,949.15	958.76	2.09%	(7,057.87)	(13.08%)
Office Occupancy & Utilities	5,065.36	4,800.95	5,122.24	264.41	5.51%	(56.88)	(1.11%)
Services	5,616.38	5,845.53	17,333.40	(229.15)	(3.92%)	(11,717.02)	(67.60%)
Supplies			265.36		0.00%	(265.36)	(100.00%)
Travel	2,528.11	673.40	25,344.00	1,854.71	275.42%	(22,815.89)	(90.02%)
Leases, Rentals, & Licenses	527.17	517.15	519.54	10.02	1.94%	7.63	1.47%
Taxes, Dues, & Subscriptions	613.58		740.00	613.58	0.00%	(126.42)	(17.08%)
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<b>61,241.88</b>	<b>57,769.55</b>	<b>103,273.69</b>	<b>3,472.33</b>	<b>6.01%</b>	<b>(42,031.81)</b>	<b>(40.70%)</b>
<b>Net Gain or (Loss)</b>	<b>(61,241.88)</b>	<b>(57,769.55)</b>	<b>(103,273.69)</b>	<b>(3,472.33)</b>	<b>6.01%</b>	<b>42,031.81</b>	<b>(40.70%)</b>

**Society of American Archivists  
Advocacy  
For the Five Months Ending Wednesday, November 30, 2022**

	<u>Year-To-Date 11/30/2022</u>	<u>Year-To-Date 11/30/2021</u>	<u>Budget 11/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>Vs. Last Year % Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>Vs. Budget % Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			2,940.00		0.00%	(2,940.00)	(100.00%)
<b>Total Income</b>			<u>2,940.00</u>		<u>0.00%</u>	<u>(2,940.00)</u>	<u>(100.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	33,846.65	29,107.88	39,089.95	4,738.77	16.28%	(5,243.30)	(13.41%)
Office Occupancy & Utilities	3,367.21	3,032.25	3,712.35	334.96	11.05%	(345.14)	(9.30%)
Services	2,930.05	4,651.49	9,275.58	(1,721.44)	(37.01%)	(6,345.53)	(68.41%)
Supplies			192.31		0.00%	(192.31)	(100.00%)
Travel	2,585.92		4,370.00	2,585.92	0.00%	(1,784.08)	(40.83%)
Leases, Rentals, & Licenses	361.94	327.69	377.01	34.25	10.45%	(15.07)	(4.00%)
Taxes, Dues, & Subscriptions	10,600.00	10,000.00	10,600.00	600.00	6.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>53,691.77</u>	<u>47,119.31</u>	<u>67,617.20</u>	<u>6,572.46</u>	<u>13.95%</u>	<u>(13,925.43)</u>	<u>(20.59%)</u>
<b>Net Gain or (Loss)</b>	<u>(53,691.77)</u>	<u>(47,119.31)</u>	<u>(64,677.20)</u>	<u>(6,572.46)</u>	<u>13.95%</u>	<u>10,985.43</u>	<u>(16.99%)</u>