

**Society of American Archivists  
Council Conference Call  
March 6, 2020**

**December 2019 Year-to-Date Financial Statements (FY 2020)  
(Prepared by Amy Fitch and Peter Carlson)**

**Overview**

For the month ending December 31, 2019, SAA posted a net loss of \$79,483. This is an unfavorable variance of \$97,376, as the budgeted *gain* for December was \$17,893. Total revenues as of December 31 were lower than last year and budget by \$397,697 (19.44%) and \$158,889 (8.79%), respectively. Total expenses were lower than last year and budget by \$37,432 (2.12%) and \$61,512 (3.44%), respectively.

**Balance Sheet**

Cash and Investments balances were lower than last year by \$409,707 (22.24%) and total deferred revenues were higher than last year by \$50,537 (8.06%). While deferred revenues are higher than at the same time last year, this is the result of delaying the publication of the fall issue of *American Archivist*. Without this delay, deferred revenues would be slightly ahead of this time last year (about 1.2%). Membership deferred revenues were down by \$5,503 (1.01%), closing the gap from last month by about 4%. The significant reduction in cash balance is due to the large outlays for Nimble AMS.

**Income Statement**

For the month ending December 31, 2019, SAA posted a net loss of \$79,483. This net loss is greater than last year and budget by \$360,265 (128.31%) and \$97,376 (544.22%). All cost centers with the exception of *Archival Outlook*, Publications, and General and Administrative had lower-than-budgeted revenue. Expenses are lower than budget in seven cost centers, but higher than budget in Annual Meeting (1.65% over budget), General and Administrative (6.38% over budget), and Governance (16.27% over budget). The variances in these cost centers are discussed below.

Specific points of interest are as follows:

- **Membership:** As of December 31, the overall membership count was down by 10 (0.17%), while dues revenue was lower than last year and budget by \$4,699 (0.90%) and \$8,420 (1.61%), respectively. Membership's net gain for December was lower than last year by \$12,412 (2.76%) and approximately on budget (\$236, or 0.05%, lower). Membership deferred revenues in December were lower than last year by \$5,503 (1.01%). Given that at November-end membership deferred revenues were down by 5.18%, this is good news.

- **American Archivist:** The Journal showed a net loss of \$51,897 as of December 31, which is \$31,917 (159.74%) greater than the budgeted net loss of \$19,981. This variance is the result of delaying the production—and thus the realization of subscription and advertising revenue—of the fall issue. This will be resolved upon publication of the journal in March, at which time this cost center will be close to budget estimates.
- **Annual Meeting:** As of December 31, the Joint Annual Meeting in Austin showed a net gain of \$79,336, which is lower than last year and budget by \$282,681 (78.09%) and \$37,853 (32.3%), respectively. Revenues were lower than last year and budget by \$303,554 (29.65%) and \$27,478 (3.67%), respectively. Although we budgeted for 1,779 attendees, paid attendance was 1,701—and thus the revenue shortfall of 3.67% is expected.
- **Publications:** Publications showed a net loss of \$52,806 on December 31, greater than last year by \$6,232 (13.38%) and better than budget by \$5,004 (8.66%). Total revenue as of December 31 was higher than last year by \$40,794 (42.12%) and exceeded budget by \$1,594 (1.17%). Expenses as of December 31 were \$3,410 (1.76%) lower than budget and \$47,026 (32.79%) higher than last year.
- **Education:** Education posted a net loss of \$38,318 for the period ending December 31. This performance falls short of last year and budget by \$68,566 (226.68%) and \$46,157 (588.81%). Total revenues fell short of budget estimates by \$77,915 (29.59%) and expenses were under budget by \$31,758 (9.73%). The cancellation of seven courses during the fall/winter period has resulted in significant revenue shortfalls after a strong start to the year. With six months left in the fiscal year, we do not anticipate making budget in this program.
- **Career Services:** As of December 31, Career Services posted a net gain of \$19,109, which is lower than last year and budget by \$8,381 (30.49%) and \$4,895 (20.39%), respectively. Revenues are lower than last year and budget by \$9,761 (21.19%), and \$6,767 (15.17%), respectively. It is unclear at this time why revenues are lower than budget, especially given the uniquely tight hiring market nationally. Staff inquired with our career site partner (Naylor/Boxwood) regarding trends for their large suite of career sites, and they have indicated that sales across their clients are lagging behind past years by as much as 15%, which explains our relative revenue shortfall. During the next two months (February and March) staff will be implementing the Council's directive to incentivize employer salary disclosure in postings on the SAA Career Center site, and we will be reviewing pricing and sales strategies with Naylor/Boxwood.
- **General and Administrative:** The net loss in G&A for the period ending December 31 was \$276,599, which is \$14,908 (5.11%) less than last year's net loss and \$11,417 (4.31%) over the budgeted net loss of \$265,182. The variance with last year reflects a significant shift in staff effort allocation in light of the AMS project. The budget variance is the result of the timing of tax expense and increased expenses in recruitment for staff vacancies.
- **Governance:** As of December 31, Governance posted a net loss of \$103,132. This is a higher net loss than last year and budget by \$13,049 (14.49%) and \$10,127 (10.89%), respectively. The variance with last year and budget are the result of added food and beverage and audio-visual expenses associated with the Annual Meeting, including the costs of the Presidents'

Reception, an unbudgeted luncheon of the current and immediate past Nominating Committee members for orientation purposes, and recording of section meetings.

- **Advocacy:** As of December 31, Advocacy posted a net loss of \$65,776, less than last year and budget by \$3,417 (4.94%) and \$16,169 (19.73%), respectively. The variance with last year and budget is due to timing of membership dues for NCH, as well as timing (and likely cancellation of) the public relations/public awareness media training planned for in the budget.

**Society of American Archivists  
Balance Sheet - Operations  
Tuesday, December 31, 2019**

	<u>Fiscal 2020</u>	<u>Fiscal 2019</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Assets</b>				
Cash & Investments	\$1,432,674.16	\$1,842,381.44	(\$409,707.28)	(22.24%)
Accounts Receivable	8,870.27	21,069.49	(12,199.22)	(57.90%)
Equipment	58,222.69	69,784.68	(11,561.99)	(16.57%)
Deposits	11,608.41	8,706.85	2,901.56	33.33%
Inventory	111,380.82	86,698.48	24,682.34	28.47%
Prepaid Expenses	71,202.36	64,759.98	6,442.38	9.95%
Due From Operations	460,782.55	149,371.26	311,411.29	208.48%
Due From Foundation	470,503.32	471,695.46	(1,192.14)	(0.25%)
Cash Clearing				(100.00%)
<b>Total Assets</b>	<u><u>2,625,244.58</u></u>	<u><u>2,714,467.64</u></u>	<u><u>(89,223.06)</u></u>	<u><u>(3.29%)</u></u>
<b>Liabilities</b>				
Accounts Payable	27,841.99	75,419.38	(47,577.39)	(63.08%)
Salaries and Wages Payable	41,573.92	41,966.15	(392.23)	(0.93%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	115,123.56	73,918.00	41,205.56	55.74%
Membership	536,798.65	542,301.33	(5,502.68)	(1.01%)
Education	25,705.00	10,097.20	15,607.80	154.58%
Sponsors				(100.00%)
Advertising		548.00	(548.00)	(100.00%)
Exhibitors				(100.00%)
Consultants		225.50	(225.50)	(100.00%)
Publication Pre-Sales				(100.00%)
<b>Total Deferred Revenues</b>	677,627.21	627,090.03	50,537.18	8.06%
Due to Council-Directed Funds	1,179,063.15	891,812.19	287,250.96	32.21%
Due To Foundation	62,147.79	79,317.45	(17,169.66)	(21.65%)
Deferred Rent	12,182.61	13,789.68	(1,607.07)	(11.65%)
<b>Total Liabilities</b>	<u><u>2,000,436.67</u></u>	<u><u>1,729,394.88</u></u>	<u><u>271,041.79</u></u>	<u><u>15.67%</u></u>
<b>Net Assets</b>				
Fund Balance	704,291.23	704,291.23		0.00%
Net Gain or Loss	(79,483.32)	280,781.53	(360,264.85)	(128.31%)
<b>Total Net Assets</b>	<u><u>624,807.91</u></u>	<u><u>985,072.76</u></u>	<u><u>(360,264.85)</u></u>	<u><u>(36.57%)</u></u>
<b>Total Liabilities and Net Assets</b>	<u><u>2,625,244.58</u></u>	<u><u>2,714,467.64</u></u>	<u><u>(89,223.06)</u></u>	<u><u>(3.29%)</u></u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**SAA Net Gain Or Loss By Cost Center**  
**For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date</u> <u>12/31/2019</u>	<u>Year-To-Date</u> <u>12/31/2018</u>	<u>Budget</u> <u>12/31/2019</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	\$436,929.50	\$449,341.98	\$437,165.28	(\$12,412.48)	(2.76%)	(\$235.78)	(0.05%)
Annual Meeting	79,335.94	362,017.22	117,189.24	(282,681.28)	(78.09%)	(37,853.30)	(32.30%)
Publications	(52,805.97)	(46,574.30)	(57,810.12)	(6,231.67)	13.38%	5,004.15	(8.66%)
Education	(38,318.21)	30,247.38	7,839.10	(68,565.59)	(226.68%)	(46,157.31)	(588.81%)
Career Services	19,109.12	27,490.36	24,003.73	(8,381.24)	(30.49%)	(4,894.61)	(20.39%)
American Archivist	(51,897.23)	(31,164.53)	(19,980.68)	(20,732.70)	66.53%	(31,916.55)	159.74%
Archival Outlook	(26,329.21)	(59,793.66)	(50,382.29)	33,464.45	(55.97%)	24,053.08	(47.74%)
General & Administrative	(276,598.84)	(291,506.73)	(265,181.80)	14,907.89	(5.11%)	(11,417.04)	4.31%
Advocacy	(65,776.48)	(69,193.27)	(81,945.08)	3,416.79	(4.94%)	16,168.60	(19.73%)
Governance	(103,131.94)	(90,082.92)	(93,004.52)	(13,049.02)	14.49%	(10,127.42)	10.89%
<b>Total Net Gain/(Loss)</b>	<u>(79,483.32)</u>	<u>280,781.53</u>	<u>17,892.86</u>	<u>(360,264.85)</u>	<u>(128.31%)</u>	<u>(97,376.18)</u>	<u>(544.22%)</u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**Income Statement by Cost Center**  
**For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date</u> <u>12/31/2019</u>	<u>Year-To-Date</u> <u>12/31/2018</u>	<u>Budget</u> <u>12/31/2019</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	\$514,609.70	\$519,308.34	\$523,029.66	(\$4,698.64)	(0.90%)	(\$8,419.96)	(1.61%)
Annual Meeting	720,333.00	1,023,887.09	747,810.54	(303,554.09)	(29.65%)	(27,477.54)	(3.67%)
Publications	137,641.12	96,846.63	136,046.82	40,794.49	42.12%	1,594.30	1.17%
Education	185,409.68	273,461.06	263,325.00	(88,051.38)	(32.20%)	(77,915.32)	(29.59%)
Career Services	36,293.75	46,054.61	43,055.87	(9,760.86)	(21.19%)	(6,762.12)	(15.71%)
American Archivist	4,793.94	50,234.00	56,150.00	(45,440.06)	(90.46%)	(51,356.06)	(91.46%)
Archival Outlook	22,842.63	16,500.75	22,837.48	6,341.88	38.43%	5.15	0.02%
General & Administrative	21,304.95	18,937.79	14,862.00	2,367.16	12.50%	6,442.95	43.35%
Governance	5,000.00	695.00		4,305.00	619.42%	5,000.00	0.00%
<b>Total Revenues</b>	<u>1,648,228.77</u>	<u>2,045,925.27</u>	<u>1,807,117.37</u>	<u>(397,696.50)</u>	<u>(19.44%)</u>	<u>(158,888.60)</u>	<u>(8.79%)</u>
<b>Expenses</b>							
Membership	77,680.20	69,966.36	85,864.38	7,713.84	11.03%	(8,184.18)	(9.53%)
Annual Meeting	640,997.06	661,869.87	630,621.30	(20,872.81)	(3.15%)	10,375.76	1.65%
Publications	190,447.09	143,420.93	193,856.94	47,026.16	32.79%	(3,409.85)	(1.76%)
Education	223,727.89	243,213.68	255,485.90	(19,485.79)	(8.01%)	(31,758.01)	(12.43%)
Career Services	17,184.63	18,564.25	19,052.14	(1,379.62)	(7.43%)	(1,867.51)	(9.80%)
American Archivist	56,691.17	81,398.53	76,130.68	(24,707.36)	(30.35%)	(19,439.51)	(25.53%)
Archival Outlook	49,171.84	76,294.41	73,219.77	(27,122.57)	(35.55%)	(24,047.93)	(32.84%)
General & Administrative	297,903.79	310,444.52	280,043.80	(12,540.73)	(4.04%)	17,859.99	6.38%
Advocacy	65,776.48	69,193.27	81,945.08	(3,416.79)	(4.94%)	(16,168.60)	(19.73%)
Governance	108,131.94	90,777.92	93,004.52	17,354.02	19.12%	15,127.42	16.27%
<b>Total Expenses</b>	<u>1,727,712.09</u>	<u>1,765,143.74</u>	<u>1,789,224.51</u>	<u>(37,431.65)</u>	<u>(2.12%)</u>	<u>(61,512.42)</u>	<u>(3.44%)</u>
<b>Total Net Gain/(Loss)</b>	<u>(79,483.32)</u>	<u>280,781.53</u>	<u>17,892.86</u>	<u>(360,264.85)</u>	<u>(128.31%)</u>	<u>(97,376.18)</u>	<u>(544.22%)</u>

**Society of American Archivists**  
**Consolidated Statement of Activities**  
**For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date</u> <u>12/31/2019</u>	<u>Year-To-Date</u> <u>12/31/2018</u>	<u>Budget</u> <u>12/31/2019</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	\$513,913.90	\$518,582.74	\$522,629.66	(\$4,668.84)	(0.90%)	(\$8,715.76)	(1.67%)
Subscriptions & Advertising	64,157.32	119,562.36	121,805.87	(55,405.04)	(46.34%)	(57,648.55)	(47.33%)
Workshops	183,087.70	272,917.06	263,325.00	(89,829.36)	(32.91%)	(80,237.30)	(30.47%)
Annual Meeting	719,033.00	1,016,067.09	742,160.54	(297,034.09)	(29.23%)	(23,127.54)	(3.12%)
Publications & CD Sales	120,901.73	81,797.57	122,075.53	39,104.16	47.81%	(1,173.80)	(0.96%)
Contributions					0.00%		0.00%
Investments	15,091.38	14,405.83	14,862.00	685.55	4.76%	229.38	1.54%
Shipping, Handling, & Other	32,043.74	22,592.62	20,258.77	9,451.12	41.83%	11,784.97	58.17%
<b>Total Income</b>	<u>1,648,228.77</u>	<u>2,045,925.27</u>	<u>1,807,117.37</u>	<u>(397,696.50)</u>	<u>(19.44%)</u>	<u>(158,888.60)</u>	<u>(8.79%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	569,277.55	564,458.76	568,634.21	4,818.79	0.85%	643.34	0.11%
Office Occupancy & Utilities	56,278.18	55,221.15	61,110.31	1,057.03	1.91%	(4,832.13)	(7.91%)
Services	711,459.96	792,622.14	754,057.82	(81,162.18)	(10.24%)	(42,597.86)	(5.65%)
Supplies	16,140.35	19,242.50	5,614.94	(3,102.15)	(16.12%)	10,525.41	187.45%
Travel	85,179.84	84,703.30	94,534.96	476.54	0.56%	(9,355.12)	(9.90%)
Leases, Rentals, & Licenses	11,909.43	11,723.00	37,615.43	186.43	1.59%	(25,706.00)	(68.34%)
Taxes, Dues, & Subscriptions	38,853.90	9,758.16	32,500.00	29,095.74	298.17%	6,353.90	19.55%
Depreciation, Cost of Goods Sold & Other	238,612.88	227,414.73	235,156.84	11,198.15	4.92%	3,456.04	1.47%
<b>Total Expenses</b>	<u>1,727,712.09</u>	<u>1,765,143.74</u>	<u>1,789,224.51</u>	<u>(37,431.65)</u>	<u>(2.12%)</u>	<u>(61,512.42)</u>	<u>(3.44%)</u>
<b>Net Gain or (Loss)</b>	<u>(79,483.32)</u>	<u>280,781.53</u>	<u>17,892.86</u>	<u>(360,264.85)</u>	<u>(128.31%)</u>	<u>(97,376.18)</u>	<u>(544.22%)</u>

**Society of American Archivists  
Membership and Periodicals  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	\$513,913.90	\$518,582.74	\$522,629.66	(\$4,668.84)	(0.90%)	(\$8,715.76)	(1.67%)
Subscriptions & Advertising	26,963.57	65,687.75	74,450.00	(38,724.18)	(58.95%)	(47,486.43)	(63.78%)
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	1,368.80	1,772.60	4,937.48	(403.80)	(22.78%)	(3,568.68)	(72.28%)
<b>Total Income</b>	<u>542,246.27</u>	<u>586,043.09</u>	<u>602,017.14</u>	<u>(43,796.82)</u>	<u>(7.47%)</u>	<u>(59,770.87)</u>	<u>(9.93%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	91,819.34	100,264.17	96,574.50	(8,444.83)	(8.42%)	(4,755.16)	(4.92%)
Office Occupancy & Utilities	8,874.22	9,300.66	9,730.43	(426.44)	(4.59%)	(856.21)	(8.80%)
Services	56,546.42	115,629.87	117,511.45	(59,083.45)	(51.10%)	(60,965.03)	(51.88%)
Supplies	150.00	1,123.84	1,681.30	(973.84)	(86.65%)	(1,531.30)	(91.08%)
Travel	13,432.64	332.84		13,099.80	3,935.76%	13,432.64	0.00%
Leases, Rentals, & Licenses	987.40	1,007.92	1,038.90	(20.52)	(2.04%)	(51.50)	(4.96%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	11,733.19		8,678.25	11,733.19	0.00%	3,054.94	35.20%
<b>Total Expenses</b>	<u>183,543.21</u>	<u>227,659.30</u>	<u>235,214.83</u>	<u>(44,116.09)</u>	<u>(19.38%)</u>	<u>(51,671.62)</u>	<u>(21.97%)</u>
<b>Net Gain or (Loss)</b>	<u>358,703.06</u>	<u>358,383.79</u>	<u>366,802.31</u>	<u>319.27</u>	<u>0.09%</u>	<u>(8,099.25)</u>	<u>(2.21%)</u>



**Society of American Archivists  
Membership  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	\$513,913.90	\$518,582.74	\$522,629.66	(\$4,668.84)	(0.90%)	(\$8,715.76)	(1.67%)
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>695.80</u>	<u>725.60</u>	<u>400.00</u>	<u>(29.80)</u>	<u>(4.11%)</u>	<u>295.80</u>	<u>73.95%</u>
<b>Total Income</b>	<u><b>514,609.70</b></u>	<u><b>519,308.34</b></u>	<u><b>523,029.66</b></u>	<u><b>(4,698.64)</b></u>	<u><b>(0.90%)</b></u>	<u><b>(8,419.96)</b></u>	<u><b>(1.61%)</b></u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	52,377.14	53,719.73	54,909.64	(1,342.59)	(2.50%)	(2,532.50)	(4.61%)
Office Occupancy & Utilities	5,009.98	4,943.16	5,486.76	66.82	1.35%	(476.78)	(8.69%)
Services	7,846.47	9,314.18	14,746.99	(1,467.71)	(15.76%)	(6,900.52)	(46.79%)
Supplies	150.00	1,114.10	1,452.07	(964.10)	(86.54%)	(1,302.07)	(89.67%)
Travel		332.84		(332.84)	(100.00%)		0.00%
Leases, Rentals, & Licenses	563.42	542.35	590.67	21.07	3.88%	(27.25)	(4.61%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>11,733.19</u>		<u>8,678.25</u>	<u>11,733.19</u>	<u>0.00%</u>	<u>3,054.94</u>	<u>35.20%</u>
<b>Total Expenses</b>	<u><b>77,680.20</b></u>	<u><b>69,966.36</b></u>	<u><b>85,864.38</b></u>	<u><b>7,713.84</b></u>	<u><b>11.03%</b></u>	<u><b>(8,184.18)</b></u>	<u><b>(9.53%)</b></u>
<b>Net Gain or (Loss)</b>	<u><b>436,929.50</b></u>	<u><b>449,341.98</b></u>	<u><b>437,165.28</b></u>	<u><b>(12,412.48)</b></u>	<u><b>(2.76%)</b></u>	<u><b>(235.78)</b></u>	<u><b>(0.05%)</b></u>

**Society of American Archivists  
Periodicals (AA & AO)  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	26,963.57	65,687.75	74,450.00	(38,724.18)	(58.95%)	(47,486.43)	(63.78%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>673.00</u>	<u>1,047.00</u>	<u>4,537.48</u>	<u>(374.00)</u>	<u>(35.72%)</u>	<u>(3,864.48)</u>	<u>(85.17%)</u>
<b>Total Income</b>	<u>27,636.57</u>	<u>66,734.75</u>	<u>78,987.48</u>	<u>(39,098.18)</u>	<u>(58.59%)</u>	<u>(51,350.91)</u>	<u>(65.01%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	39,442.20	46,544.44	41,664.86	(7,102.24)	(15.26%)	(2,222.66)	(5.33%)
Office Occupancy & Utilities	3,864.24	4,357.50	4,243.67	(493.26)	(11.32%)	(379.43)	(8.94%)
Services	48,699.95	106,315.69	102,764.46	(57,615.74)	(54.19%)	(54,064.51)	(52.61%)
Supplies		9.74	229.23	(9.74)	(100.00%)	(229.23)	(100.00%)
Travel	13,432.64			13,432.64	0.00%	13,432.64	0.00%
Leases, Rentals, & Licenses	423.98	465.57	448.23	(41.59)	(8.93%)	(24.25)	(5.41%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>105,863.01</u>	<u>157,692.94</u>	<u>149,350.45</u>	<u>(51,829.93)</u>	<u>(32.87%)</u>	<u>(43,487.44)</u>	<u>(29.12%)</u>
<b>Net Gain or (Loss)</b>	<u>(78,226.44)</u>	<u>(90,958.19)</u>	<u>(70,362.97)</u>	<u>12,731.75</u>	<u>(14.00%)</u>	<u>(7,863.47)</u>	<u>11.18%</u>

**Society of American Archivists  
American Archivist  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	4,745.94	50,162.00	52,450.00	(45,416.06)	(90.54%)	(47,704.06)	(90.95%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	48.00	72.00	3,700.00	(24.00)	(33.33%)	(3,652.00)	(98.70%)
<b>Total Income</b>	<u>4,793.94</u>	<u>50,234.00</u>	<u>56,150.00</u>	<u>(45,440.06)</u>	<u>(90.46%)</u>	<u>(51,356.06)</u>	<u>(91.46%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	14,495.17	21,564.20	16,536.10	(7,069.03)	(32.78%)	(2,040.93)	(12.34%)
Office Occupancy & Utilities	1,461.78	2,006.31	1,733.81	(544.53)	(27.14%)	(272.03)	(15.69%)
Services	27,147.86	57,610.90	57,591.69	(30,463.04)	(52.88%)	(30,443.83)	(52.86%)
Supplies		8.61	91.05	(8.61)	(100.00%)	(91.05)	(100.00%)
Travel	13,432.64			13,432.64	0.00%	13,432.64	0.00%
Leases, Rentals, & Licenses	153.72	208.51	178.03	(54.79)	(26.28%)	(24.31)	(13.66%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>56,691.17</u>	<u>81,398.53</u>	<u>76,130.68</u>	<u>(24,707.36)</u>	<u>(30.35%)</u>	<u>(19,439.51)</u>	<u>(25.53%)</u>
<b>Net Gain or (Loss)</b>	<u>(51,897.23)</u>	<u>(31,164.53)</u>	<u>(19,980.68)</u>	<u>(20,732.70)</u>	<u>66.53%</u>	<u>(31,916.55)</u>	<u>159.74%</u>

**Society of American Archivists  
Archival Outlook  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	22,217.63	15,525.75	22,000.00	6,691.88	43.10%	217.63	0.99%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>625.00</u>	<u>975.00</u>	<u>837.48</u>	<u>(350.00)</u>	<u>(35.90%)</u>	<u>(212.48)</u>	<u>(25.37%)</u>
<b>Total Income</b>	<u>22,842.63</u>	<u>16,500.75</u>	<u>22,837.48</u>	<u>6,341.88</u>	<u>38.43%</u>	<u>5.15</u>	<u>0.02%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	24,947.03	24,980.24	25,128.76	(33.21)	(0.13%)	(181.73)	(0.72%)
Office Occupancy & Utilities	2,402.46	2,351.19	2,509.86	51.27	2.18%	(107.40)	(4.28%)
Services	21,552.09	48,704.79	45,172.77	(27,152.70)	(55.75%)	(23,620.68)	(52.29%)
Supplies		1.13	138.18	(1.13)	(100.00%)	(138.18)	(100.00%)
Travel							
Leases, Rentals, & Licenses	270.26	257.06	270.20	13.20	5.13%	0.06	0.02%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>49,171.84</u>	<u>76,294.41</u>	<u>73,219.77</u>	<u>(27,122.57)</u>	<u>(35.55%)</u>	<u>(24,047.93)</u>	<u>(32.84%)</u>
<b>Net Gain or (Loss)</b>	<u>(26,329.21)</u>	<u>(59,793.66)</u>	<u>(50,382.29)</u>	<u>33,464.45</u>	<u>(55.97%)</u>	<u>24,053.08</u>	<u>(47.74%)</u>

**Society of American Archivists  
Operational Revenue Centers  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	37,193.75	53,874.61	47,355.87	(16,680.86)	(30.96%)	(10,162.12)	(21.46%)
Workshops	183,087.70	272,917.06	263,325.00	(89,829.36)	(32.91%)	(80,237.30)	(30.47%)
Annual Meeting	719,033.00	1,016,067.09	742,160.54	(297,034.09)	(29.23%)	(23,127.54)	(3.12%)
Publications & CD Sales	120,901.73	81,797.57	122,075.53	39,104.16	47.81%	(1,173.80)	(0.96%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	19,461.37	15,593.06	15,321.29	3,868.31	24.81%	4,140.08	27.02%
<b>Total Income</b>	<u>1,079,677.55</u>	<u>1,440,249.39</u>	<u>1,190,238.23</u>	<u>(360,571.84)</u>	<u>(25.04%)</u>	<u>(110,560.68)</u>	<u>(9.29%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	269,695.48	246,107.37	262,350.42	23,588.11	9.58%	7,345.06	2.80%
Office Occupancy & Utilities	26,588.88	24,315.16	28,822.49	2,273.72	9.35%	(2,233.61)	(7.75%)
Services	501,407.79	548,042.33	499,877.96	(46,634.54)	(8.51%)	1,529.83	0.31%
Supplies	6,886.28	7,933.60	2,259.94	(1,047.32)	(13.20%)	4,626.34	204.71%
Travel	44,521.01	55,496.83	56,349.98	(10,975.82)	(19.78%)	(11,828.97)	(20.99%)
Leases, Rentals, & Licenses	8,282.16	8,461.63	33,608.09	(179.47)	(2.12%)	(25,325.93)	(75.36%)
Taxes, Dues, & Subscriptions	19,690.90	(17,598.39)	20,000.00	37,289.29	(211.89%)	(309.10)	(1.55%)
Depreciation, Cost of Goods Sold & Other	195,284.17	194,310.20	195,747.40	973.97	0.50%	(463.23)	(0.24%)
<b>Total Expenses</b>	<u>1,072,356.67</u>	<u>1,067,068.73</u>	<u>1,099,016.28</u>	<u>5,287.94</u>	<u>0.50%</u>	<u>(26,659.61)</u>	<u>(2.43%)</u>
<b>Net Gain or (Loss)</b>	<u>7,320.88</u>	<u>373,180.66</u>	<u>91,221.95</u>	<u>(365,859.78)</u>	<u>(98.04%)</u>	<u>(83,901.07)</u>	<u>(91.97%)</u>

**Society of American Archivists  
Annual Meeting  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	900.00	7,820.00	4,300.00	(6,920.00)	(88.49%)	(3,400.00)	(79.07%)
Workshops					0.00%		0.00%
Annual Meeting	719,033.00	1,016,067.09	742,160.54	(297,034.09)	(29.23%)	(23,127.54)	(3.12%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
<b>Total Income</b>	<u>720,333.00</u>	<u>1,023,887.09</u>	<u>747,810.54</u>	<u>(303,554.09)</u>	<u>(29.65%)</u>	<u>(27,477.54)</u>	<u>(3.67%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	90,553.17	73,811.52	80,414.90	16,741.65	22.68%	10,138.27	12.61%
Office Occupancy & Utilities	8,672.54	7,103.13	10,049.24	1,569.41	22.09%	(1,376.70)	(13.70%)
Services	357,111.06	413,128.31	340,917.20	(56,017.25)	(13.56%)	16,193.86	4.75%
Supplies	1,113.59	5,618.47	1,209.49	(4,504.88)	(80.18%)	(95.90)	(7.93%)
Travel	12,500.98	9,647.25	5,650.00	2,853.73	29.58%	6,850.98	121.26%
Leases, Rentals, & Licenses	4,995.10	2,788.23	30,031.59	2,206.87	79.15%	(25,036.49)	(83.37%)
Taxes, Dues, & Subscriptions	19,999.98	(19,233.38)	20,000.00	39,233.36	(203.99%)	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	146,050.64	169,006.34	142,348.88	(22,955.70)	(13.58%)	3,701.76	2.60%
<b>Total Expenses</b>	<u>640,997.06</u>	<u>661,869.87</u>	<u>630,621.30</u>	<u>(20,872.81)</u>	<u>(3.15%)</u>	<u>10,375.76</u>	<u>1.65%</u>
<b>Net Gain or (Loss)</b>	<u>79,335.94</u>	<u>362,017.22</u>	<u>117,189.24</u>	<u>(282,681.28)</u>	<u>(78.09%)</u>	<u>(37,853.30)</u>	<u>(32.30%)</u>

**Society of American Archivists  
Annual Meeting - Austin 2019  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	900.00		4,300.00	900.00	0.00%	(3,400.00)	(79.07%)
Workshops							
Annual Meeting	719,033.00		742,160.54	719,033.00	0.00%	(23,127.54)	(3.12%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
<b>Total Income</b>	<u>720,333.00</u>		<u>747,810.54</u>	<u>720,333.00</u>	<u>0.00%</u>	<u>(27,477.54)</u>	<u>(3.67%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	75,739.98	18,607.57	62,346.84	57,132.41	307.04%	13,393.14	21.48%
Office Occupancy & Utilities	7,280.65	1,598.76	8,240.30	5,681.89	355.39%	(959.65)	(11.65%)
Services	351,827.26	5,509.02	339,223.92	346,318.24	6,286.39%	12,603.34	3.72%
Supplies	1,113.59	296.38	1,109.92	817.21	275.73%	3.67	0.33%
Travel	5,682.20	8,022.02	5,650.00	(2,339.82)	(29.17%)	32.20	0.57%
Leases, Rentals, & Licenses	4,849.06	191.47	29,836.86	4,657.59	2,432.54%	(24,987.80)	(83.75%)
Taxes, Dues, & Subscriptions	19,999.98		20,000.00	19,999.98	0.00%	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	174,504.34	(34,225.22)	164,213.48	208,729.56	(609.87%)	10,290.86	6.27%
<b>Total Expenses</b>	<u>640,997.06</u>		<u>630,621.32</u>	<u>640,997.06</u>	<u>0.00%</u>	<u>10,375.74</u>	<u>1.65%</u>
<b>Net Gain or (Loss)</b>	<u>79,335.94</u>		<u>117,189.22</u>	<u>79,335.94</u>	<u>0.00%</u>	<u>(37,853.28)</u>	<u>(32.30%)</u>

**Society of American Archivists  
Annual Meeting - Washington 2018  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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							
Subscriptions & Advertising		7,820.00		(7,820.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		1,016,067.09		(1,016,067.09)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>		<b>1,023,887.09</b>		<b>(1,023,887.09)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits		55,054.51		(55,054.51)	(100.00%)		0.00%
Office Occupancy & Utilities		5,507.21		(5,507.21)	(100.00%)		0.00%
Services		407,600.34		(407,600.34)	(100.00%)		0.00%
Supplies		5,322.09		(5,322.09)	(100.00%)		0.00%
Travel		1,625.23		(1,625.23)	(100.00%)		0.00%
Leases, Rentals, & Licenses		2,590.64		(2,590.64)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		(19,233.38)		19,233.38	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		203,403.23		(203,403.23)	(100.00%)		0.00%
<b>Total Expenses</b>		<b>661,869.87</b>		<b>(661,869.87)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Net Gain or (Loss)</b>		<b>362,017.22</b>		<b>(362,017.22)</b>	<b>(100.00%)</b>		<b>0.00%</b>



**Society of American Archivists  
Annual Meeting - Chicago 2020  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	14,813.19	149.44	18,068.06	14,663.75	9,812.47%	(3,254.87)	(18.01%)
Office Occupancy & Utilities	1,391.89	(2.84)	1,808.94	1,394.73	(49,110.21%)	(417.05)	(23.05%)
Services	5,283.80	18.95	1,693.28	5,264.85	27,782.85%	3,590.52	212.05%
Supplies			99.57		0.00%	(99.57)	(100.00%)
Travel	6,818.78			6,818.78	0.00%	6,818.78	0.00%
Leases, Rentals, & Licenses	146.04	6.12	194.73	139.92	2,286.27%	(48.69)	(25.00%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(28,453.70)	(171.67)	(21,864.60)	(28,282.03)	16,474.65%	(6,589.10)	30.14%
<b>Total Expenses</b>			<b>(0.02)</b>		<b>0.00%</b>	<b>0.02</b>	<b>(100.00%)</b>
<b>Net Gain or (Loss)</b>			<b>0.02</b>		<b>0.00%</b>	<b>(0.02)</b>	<b>(100.00%)</b>

**Society of American Archivists  
Publications  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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					0.00%		0.00%
Publications & CD Sales	120,901.73	81,730.57	122,075.53	39,171.16	47.93%	(1,173.80)	(0.96%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>16,739.39</u>	<u>15,116.06</u>	<u>13,971.29</u>	<u>1,623.33</u>	<u>10.74%</u>	<u>2,768.10</u>	<u>19.81%</u>
<b>Total Income</b>	<u>137,641.12</u>	<u>96,846.63</u>	<u>136,046.82</u>	<u>40,794.49</u>	<u>42.12%</u>	<u>1,594.30</u>	<u>1.17%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	53,880.84	50,984.13	55,683.26	2,896.71	5.68%	(1,802.42)	(3.24%)
Office Occupancy & Utilities	5,606.60	4,797.85	5,563.20	808.75	16.86%	43.40	0.78%
Services	73,528.99	55,456.33	72,971.77	18,072.66	32.59%	557.22	0.76%
Supplies	4,910.23	366.32	306.27	4,543.91	1,240.42%	4,603.96	1,503.24%
Travel	1,665.34	2,795.16	3,715.00	(1,129.82)	(40.42%)	(2,049.66)	(55.17%)
Leases, Rentals, & Licenses	1,930.64	2,141.28	2,218.92	(210.64)	(9.84%)	(288.28)	(12.99%)
Taxes, Dues, & Subscriptions	(309.08)	1,634.99		(1,944.07)	(118.90%)	(309.08)	0.00%
Depreciation, Cost of Goods Sold & Other	<u>49,233.53</u>	<u>25,244.87</u>	<u>53,398.52</u>	<u>23,988.66</u>	<u>95.02%</u>	<u>(4,164.99)</u>	<u>(7.80%)</u>
<b>Total Expenses</b>	<u>190,447.09</u>	<u>143,420.93</u>	<u>193,856.94</u>	<u>47,026.16</u>	<u>32.79%</u>	<u>(3,409.85)</u>	<u>(1.76%)</u>
<b>Net Gain or (Loss)</b>	<u>(52,805.97)</u>	<u>(46,574.30)</u>	<u>(57,810.12)</u>	<u>(6,231.67)</u>	<u>13.38%</u>	<u>5,004.15</u>	<u>(8.66%)</u>

**Society of American Archivists  
Education  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	183,087.70	272,917.06	263,325.00	(89,829.36)	(32.91%)	(80,237.30)	(30.47%)
Annual Meeting							
Publications & CD Sales		67.00		(67.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other	<u>2,321.98</u>	<u>477.00</u>		<u>1,844.98</u>	<u>386.79%</u>	<u>2,321.98</u>	<u>0.00%</u>
<b>Total Income</b>	<u>185,409.68</u>	<u>273,461.06</u>	<u>263,325.00</u>	<u>(88,051.38)</u>	<u>(32.20%)</u>	<u>(77,915.32)</u>	<u>(29.59%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	121,439.01	118,445.05	122,654.05	2,993.96	2.53%	(1,215.04)	(0.99%)
Office Occupancy & Utilities	11,969.33	12,159.78	12,850.95	(190.45)	(1.57%)	(881.62)	(6.86%)
Services	58,544.86	64,584.97	72,427.59	(6,040.11)	(9.35%)	(13,882.73)	(19.17%)
Supplies	862.46	1,948.68	724.41	(1,086.22)	(55.74%)	138.05	19.06%
Travel	29,597.57	42,513.00	45,509.98	(12,915.43)	(30.38%)	(15,912.41)	(34.96%)
Leases, Rentals, & Licenses	1,314.66	3,503.21	1,318.92	(2,188.55)	(62.47%)	(4.26)	(0.32%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		58.99		(58.99)	(100.00%)		0.00%
<b>Total Expenses</b>	<u>223,727.89</u>	<u>243,213.68</u>	<u>255,485.90</u>	<u>(19,485.79)</u>	<u>(8.01%)</u>	<u>(31,758.01)</u>	<u>(12.43%)</u>
<b>Net Gain or (Loss)</b>	<u>(38,318.21)</u>	<u>30,247.38</u>	<u>7,839.10</u>	<u>(68,565.59)</u>	<u>(226.68%)</u>	<u>(46,157.31)</u>	<u>(588.81%)</u>

**Society of American Archivists  
Career Services  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	36,293.75	46,054.61	43,055.87	(9,760.86)	(21.19%)	(6,762.12)	(15.71%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>36,293.75</u>	<u>46,054.61</u>	<u>43,055.87</u>	<u>(9,760.86)</u>	<u>(21.19%)</u>	<u>(6,762.12)</u>	<u>(15.71%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	3,822.46	2,866.67	3,598.21	955.79	33.34%	224.25	6.23%
Office Occupancy & Utilities	340.41	254.40	359.10	86.01	33.81%	(18.69)	(5.20%)
Services	12,222.88	14,872.72	13,561.40	(2,649.84)	(17.82%)	(1,338.52)	(9.87%)
Supplies	0.13	0.13	19.77	(0.13)	(100.00%)	(19.77)	(100.00%)
Travel	757.12	541.42	1,475.00	215.70	39.84%	(717.88)	(48.67%)
Leases, Rentals, & Licenses	41.76	28.91	38.66	12.85	44.45%	3.10	8.02%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>17,184.63</u>	<u>18,564.25</u>	<u>19,052.14</u>	<u>(1,379.62)</u>	<u>(7.43%)</u>	<u>(1,867.51)</u>	<u>(9.80%)</u>
<b>Net Gain or (Loss)</b>	<u>19,109.12</u>	<u>27,490.36</u>	<u>24,003.73</u>	<u>(8,381.24)</u>	<u>(30.49%)</u>	<u>(4,894.61)</u>	<u>(20.39%)</u>

**Society of American Archivists  
Operational Expense Centers  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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					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	15,091.38	14,405.83	14,862.00	685.55	4.76%	229.38	1.54%
Shipping, Handling, & Other	11,213.57	5,226.96		5,986.61	114.53%	11,213.57	0.00%
<b>Total Income</b>	<u>26,304.95</u>	<u>19,632.79</u>	<u>14,862.00</u>	<u>6,672.16</u>	<u>33.98%</u>	<u>11,442.95</u>	<u>76.99%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	207,762.73	218,087.22	209,709.29	(10,324.49)	(4.73%)	(1,946.56)	(0.93%)
Office Occupancy & Utilities	20,815.08	21,605.33	22,557.39	(790.25)	(3.66%)	(1,742.31)	(7.72%)
Services	153,505.75	128,949.94	136,668.41	24,555.81	19.04%	16,837.34	12.32%
Supplies	9,104.07	10,185.06	1,673.70	(1,080.99)	(10.61%)	7,430.37	443.95%
Travel	27,226.19	28,873.63	38,184.98	(1,647.44)	(5.71%)	(10,958.79)	(28.70%)
Leases, Rentals, & Licenses	2,639.87	2,253.45	2,968.44	386.42	17.15%	(328.57)	(11.07%)
Taxes, Dues, & Subscriptions	19,163.00	27,356.55	12,500.00	(8,193.55)	(29.95%)	6,663.00	53.30%
Depreciation, Cost of Goods Sold & Other	31,595.52	33,104.53	30,731.19	(1,509.01)	(4.56%)	864.33	2.81%
<b>Total Expenses</b>	<u>471,812.21</u>	<u>470,415.71</u>	<u>454,993.40</u>	<u>1,396.50</u>	<u>0.30%</u>	<u>16,818.81</u>	<u>3.70%</u>
<b>Net Gain or (Loss)</b>	<u>(445,507.26)</u>	<u>(450,782.92)</u>	<u>(440,131.40)</u>	<u>5,275.66</u>	<u>(1.17%)</u>	<u>(5,375.86)</u>	<u>1.22%</u>

**Society of American Archivists  
General & Administrative  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	15,091.38	14,405.83	14,862.00	685.55	4.76%	229.38	1.54%
Shipping, Handling, & Other	6,213.57	4,531.96		1,681.61	37.11%	6,213.57	0.00%
<b>Total Income</b>	<u>21,304.95</u>	<u>18,937.79</u>	<u>14,862.00</u>	<u>2,367.16</u>	<u>12.50%</u>	<u>6,442.95</u>	<u>43.35%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	129,863.13	148,348.50	130,576.97	(18,485.37)	(12.46%)	(713.84)	(0.55%)
Office Occupancy & Utilities	13,085.92	14,008.12	13,415.49	(922.20)	(6.58%)	(329.57)	(2.46%)
Services	99,080.36	84,373.15	83,004.14	14,707.21	17.43%	16,076.22	19.37%
Supplies	8,457.91	9,666.60	1,238.55	(1,208.69)	(12.50%)	7,219.36	582.89%
Travel	5,609.75	7,762.92	10,009.98	(2,153.17)	(27.74%)	(4,400.23)	(43.96%)
Leases, Rentals, & Licenses	1,398.20	1,519.74	2,117.48	(121.54)	(8.00%)	(719.28)	(33.97%)
Taxes, Dues, & Subscriptions	8,813.00	11,660.96	8,950.00	(2,847.96)	(24.42%)	(137.00)	(1.53%)
Depreciation, Cost of Goods Sold & Other	31,595.52	33,104.53	30,731.19	(1,509.01)	(4.56%)	864.33	2.81%
<b>Total Expenses</b>	<u>297,903.79</u>	<u>310,444.52</u>	<u>280,043.80</u>	<u>(12,540.73)</u>	<u>(4.04%)</u>	<u>17,859.99</u>	<u>6.38%</u>
<b>Net Gain or (Loss)</b>	<u>(276,598.84)</u>	<u>(291,506.73)</u>	<u>(265,181.80)</u>	<u>14,907.89</u>	<u>(5.11%)</u>	<u>(11,417.04)</u>	<u>4.31%</u>

**Society of American Archivists  
Governance  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	<u>5,000.00</u>	<u>695.00</u>	_____	<u>4,305.00</u>	<u>619.42%</u>	<u>5,000.00</u>	<u>0.00%</u>
Total Income	<u>5,000.00</u>	<u>695.00</u>	_____	<u>4,305.00</u>	<u>619.42%</u>	<u>5,000.00</u>	<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	38,430.05	29,406.94	36,889.35	9,023.11	30.68%	1,540.70	4.18%
Office Occupancy & Utilities	3,581.64	3,757.19	4,919.97	(175.55)	(4.67%)	(1,338.33)	(27.20%)
Services	47,427.78	33,868.43	33,586.05	13,559.35	40.04%	13,841.73	41.21%
Supplies	646.16	196.81	202.71	449.35	228.32%	443.45	218.76%
Travel	16,878.70	19,531.27	13,460.00	(2,652.57)	(13.58%)	3,418.70	25.40%
Leases, Rentals, & Licenses	817.61	321.69	396.44	495.92	154.16%	421.17	106.24%
Taxes, Dues, & Subscriptions	350.00	3,695.59	3,550.00	(3,345.59)	(90.53%)	(3,200.00)	(90.14%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>108,131.94</u>	<u>90,777.92</u>	<u>93,004.52</u>	<u>17,354.02</u>	<u>19.12%</u>	<u>15,127.42</u>	<u>16.27%</u>
Net Gain or (Loss)	<u>(103,131.94)</u>	<u>(90,082.92)</u>	<u>(93,004.52)</u>	<u>(13,049.02)</u>	<u>14.49%</u>	<u>(10,127.42)</u>	<u>10.89%</u>

**Society of American Archivists  
Advocacy  
For the Six Months Ending Tuesday, December 31, 2019**

	<u>Year-To-Date 12/31/2019</u>	<u>Year-To-Date 12/31/2018</u>	<u>Budget 12/31/2019</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	39,469.55	40,331.78	42,242.97	(862.23)	(2.14%)	(2,773.42)	(6.57%)
Office Occupancy & Utilities	4,147.52	3,840.02	4,221.93	307.50	8.01%	(74.41)	(1.76%)
Services	6,997.61	10,708.36	20,078.22	(3,710.75)	(34.65%)	(13,080.61)	(65.15%)
Supplies		321.65	232.44	(321.65)	(100.00%)	(232.44)	(100.00%)
Travel	4,737.74	1,579.44	14,715.00	3,158.30	199.96%	(9,977.26)	(67.80%)
Leases, Rentals, & Licenses	424.06	412.02	454.52	12.04	2.92%	(30.46)	(6.70%)
Taxes, Dues, & Subscriptions	10,000.00	12,000.00		(2,000.00)	(16.67%)	10,000.00	0.00%
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<b>65,776.48</b>	<b>69,193.27</b>	<b>81,945.08</b>	<b>(3,416.79)</b>	<b>(4.94%)</b>	<b>(16,168.60)</b>	<b>(19.73%)</b>
<b>Net Gain or (Loss)</b>	<b>(65,776.48)</b>	<b>(69,193.27)</b>	<b>(81,945.08)</b>	<b>3,416.79</b>	<b>(4.94%)</b>	<b>16,168.60</b>	<b>(19.73%)</b>