

**Society of American Archivists
Council Meeting
March 17, 2021
Virtual Meeting**

January 2021 Year-to-Date Financial Statements (FY 2021)
(Prepared by Amy Fitch and Peter Carlson)

Overview

For the month ending January 31, 2021, SAA posted a net gain of \$131,090. This is a *favorable* variance of \$247,012, as the *budgeted loss* for January was \$41,197.

Total revenues as of January 31 were lower than last year by \$386,815 (21.28%) and better than budget by \$59,717 (4.36%). Total expenses were lower than last year and budget by \$633,827 (32.78%) and \$112,570 (7.97%), respectively. The large variances with last year reflect 1) the fact that the 2019 Annual Meeting was an in-person event, while the 2020 Annual Meeting was virtual and 2) savings for postage and travel throughout the organization.

Balance Sheet

Cash and Investments balances were higher than last year by \$146,904 (10.07%) and total deferred revenues were \$61,853 (8.65%) lower than last year. The lower deferred revenue reflects the delay in earning *American Archivist* revenue last year, and that will persist through May (last year's month of publication of the Fall issue). Our Cash and Investments balance has stayed strong and now exceeds our balance for the same period in FY 2020.

Income Statement

For the month ending January 31, 2021, SAA posted a net gain of \$131,090. This net gain is better than last year and budget by \$247,012 (213.08%) and \$172,287 (418.2%), respectively. Total revenues for January 2021 were lower than last year by \$386,815 (21.28%) and higher than budget by \$59,717 (4.36%). Total expenses were lower than last year and budget by \$633,827 (32.78%) and \$112,570 (7.97%), respectively.

Specific points of interest are as follows:

- **Membership:** From December 31, 2020, through January 31, 2021, overall membership (including 147 Complimentary memberships) increased by 13 (0.21%), and dues revenue was *lower* than last year by \$21,219 (3.54%) and *better than budget* by \$31,292 (5.72%). Membership's net gain for January was \$29,577 (5.8%) lower than last year and better than budget by \$43,404 (9.94%). Membership deferred revenues in January were \$24,173 (4.27%)

lower than last year. The rate of decline in deferred revenue accelerated in January, possibly a lagging effect of the pandemic.

- **Annual Meeting:** As of January 31, the 2020 Joint Annual Meeting showed a net gain of \$138,356, well ahead of the budgeted estimate of \$41,843 (230.65%). We budgeted for attendance of 2,000 and actual registrations exceeded 2,400. Revenues for AM 2020 exceeded budget by \$99,054 (28.92%); expenses were \$2,666 (0.90%) higher than budget.
- **Publications:** Publications showed a net loss of \$41,556 on January 31, smaller than last year's net loss by \$18,392 (30.68%) and better than budget estimates by \$16,934 (28.95%). Total revenue as of January 31 was lower than last year and budget by \$31,788 (18.58%) and \$34,072 (19.65%), respectively. Expenses as of January 31 were lower than last year and budget by \$50,180 (21.72%) and \$51,005 (22%), respectively. Strong e-publications revenue has offset lagging print publication sales, exceeding budget targets as of January close.
- **Education:** Education posted a net gain of \$12,482 for the period ending January 31. This performance is \$54,636 (129.61%) better than last year but \$25,870 (67.45%) short of budget. Total revenues fell short of budget estimates by \$45,985 (20.94%) and expenses were under budget by \$20,115 (11.1%). This reflects a slowing in on-demand sales and a later start to the schedule of live online courses. Although expenses for the development of the Management Track are underwritten by the \$25,000 NHPRC cooperative agreement, enrollment in these courses has not met expectations. As the pandemic continues, *Education continues to face challenges in identifying instructors with the time and energy to teach online courses*. Spring course offerings have been filling to capacity, and courses have been added to respond to demand, so we are expecting to close the gap on budget performance before the end of FY21.
- **Career Services:** As of January 31, Career Services posted a net gain of \$13,052, which is \$10,632 (44.89%) lower than last year and \$9,234 (241.85%) better than budget. Revenues are lower than last year by \$22,666 (51.9%) and higher than budget by \$13,003 (162.5%). While the COVID-19 pandemic has had a devastating impact on the job market, professional hiring has begun to recover. Our Career Center budget estimates for FY21 assumed a sustained, steep hiring downturn. In fact, the SAA Career Center has shown significantly more advertising of positions than our budget estimates, albeit well below last year and historical trends.
- **General and Administrative:** The net loss in G&A for the period ending January 31 was \$294,727, which is a smaller net loss than last year and budget by \$28,655 (8.86%) and \$20,499 (6.5%). The variance with last year and budget reflects timing of the booking of audit fees and taxes, and will resolve by March.

**Society of American Archivists
Balance Sheet - Operations
Sunday, January 31, 2021**

	<u>Fiscal 2021</u>	<u>Fiscal 2020</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,605,193.83	\$1,458,289.36	\$146,904.47	10.07%
Accounts Receivable	31,757.74	14,460.61	17,297.13	119.62%
Equipment	45,277.22	57,035.73	(11,758.51)	(20.62%)
Deposits	8,706.85	11,608.41	(2,901.56)	(25.00%)
Inventory	105,677.05	103,662.18	2,014.87	1.94%
Prepaid Expenses	55,497.65	80,704.01	(25,206.36)	(31.23%)
Due From Operations	518,648.41	460,782.55	57,865.86	12.56%
Due From Foundation	472,647.40	470,703.32	1,944.08	0.41%
Cash Clearing				(100.00%)
Total Assets	<u><u>2,843,406.15</u></u>	<u><u>2,657,246.17</u></u>	<u><u>186,159.98</u></u>	<u><u>7.01%</u></u>
Liabilities				
Accounts Payable	21,969.24	48,966.62	(26,997.38)	(55.13%)
Salaries and Wages Payable	50,989.92	46,068.98	4,920.94	10.68%
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	60,220.63	126,782.56	(66,561.93)	(52.50%)
Membership	542,065.16	566,237.80	(24,172.64)	(4.27%)
Education	51,063.05	22,181.00	28,882.05	130.21%
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
Consultants				(100.00%)
Publication Pre-Sales				(100.00%)
Total Deferred Revenues	653,348.84	715,201.36	(61,852.52)	(8.65%)
Due to Council-Directed Funds	1,179,063.15	1,179,063.15		0.00%
Due To Foundation	60,237.81	67,584.79	(7,346.98)	(10.87%)
Deferred Rent	9,708.06	11,992.26	(2,284.20)	(19.05%)
Total Liabilities	<u><u>1,975,317.02</u></u>	<u><u>2,068,877.16</u></u>	<u><u>(93,560.14)</u></u>	<u><u>(4.52%)</u></u>
Net Assets				
Fund Balance	736,998.89	704,291.23	32,707.66	4.64%
Net Gain or Loss	131,090.24	(115,922.22)	247,012.46	(213.08%)
Total Net Assets	<u><u>868,089.13</u></u>	<u><u>588,369.01</u></u>	<u><u>279,720.12</u></u>	<u><u>47.54%</u></u>
Total Liabilities and Net Assets	<u><u>2,843,406.15</u></u>	<u><u>2,657,246.17</u></u>	<u><u>186,159.98</u></u>	<u><u>7.01%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Seven Months Ending Sunday, January 31, 2021

	<u>Year-To-Date</u> <u>1/31/2021</u>	<u>Year-To-Date</u> <u>1/31/2020</u>	<u>Budget</u> <u>1/31/2021</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	\$480,280.42	\$509,857.89	\$436,876.09	(\$29,577.47)	(5.80%)	\$43,404.33	9.94%
Annual Meeting	138,356.37	75,988.02	41,843.43	62,368.35	82.08%	96,512.94	230.65%
Publications	(41,556.05)	(59,948.14)	(58,489.74)	18,392.09	(30.68%)	16,933.69	(28.95%)
Education	12,481.68	(42,153.85)	38,351.33	54,635.53	(129.61%)	(25,869.65)	(67.45%)
Career Services	13,052.17	23,684.89	3,818.11	(10,632.72)	(44.89%)	9,234.06	241.85%
American Archivist	(8,474.28)	(58,739.43)	(31,641.62)	50,265.15	(85.57%)	23,167.34	(73.22%)
Archival Outlook	(29,261.27)	(50,596.04)	(17,728.34)	21,334.77	(42.17%)	(11,532.93)	65.05%
General & Administrative	(294,727.24)	(323,382.04)	(315,226.17)	28,654.80	(8.86%)	20,498.93	(6.50%)
Advocacy	(63,782.17)	(76,531.12)	(63,627.37)	12,748.95	(16.66%)	(154.80)	0.24%
Governance	(75,279.39)	(114,102.40)	(75,372.67)	38,823.01	(34.02%)	93.28	(0.12%)
Total Net Gain/(Loss)	<u>131,090.24</u>	<u>(115,922.22)</u>	<u>(41,196.95)</u>	<u>247,012.46</u>	<u>(213.08%)</u>	<u>172,287.19</u>	<u>(418.20%)</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Seven Months Ending Sunday, January 31, 2021

	<u>Year-To-Date</u> <u>1/31/2021</u>	<u>Year-To-Date</u> <u>1/31/2020</u>	<u>Budget</u> <u>1/31/2021</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	\$578,346.59	\$599,565.35	\$547,054.85	(\$21,218.76)	(3.54%)	\$31,291.74	5.72%
Annual Meeting	441,604.00	720,182.00	342,550.00	(278,578.00)	(38.68%)	99,054.00	28.92%
Publications	139,325.16	171,112.71	173,396.67	(31,787.55)	(18.58%)	(34,071.51)	(19.65%)
Education	173,637.98	216,582.97	219,622.97	(42,944.99)	(19.83%)	(45,984.99)	(20.94%)
Career Services	21,005.60	43,671.75	8,002.17	(22,666.15)	(51.90%)	13,003.43	162.50%
American Archivist	47,058.12	5,967.94	49,500.00	41,090.18	688.52%	(2,441.88)	(4.93%)
Archival Outlook	14,598.43	31,581.88	17,500.00	(16,983.45)	(53.78%)	(2,901.57)	(16.58%)
General & Administrative	14,981.12	23,706.91	10,762.87	(8,725.79)	(36.81%)	4,218.25	39.19%
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
Governance		5,000.00		(5,000.00)	(100.00%)		0.00%
Total Revenues	1,430,557.00	1,817,371.51	1,370,839.53	(386,814.51)	(21.28%)	59,717.47	4.36%
Expenses							
Membership	98,066.17	89,707.46	110,178.76	8,358.71	9.32%	(12,112.59)	(10.99%)
Annual Meeting	303,247.63	644,193.98	300,706.57	(340,946.35)	(52.93%)	2,541.06	0.85%
Publications	180,881.21	231,060.85	231,886.41	(50,179.64)	(21.72%)	(51,005.20)	(22.00%)
Education	161,156.30	258,736.82	181,271.64	(97,580.52)	(37.71%)	(20,115.34)	(11.10%)
Career Services	7,953.43	19,986.86	4,184.06	(12,033.43)	(60.21%)	3,769.37	90.09%
American Archivist	55,532.40	64,707.37	81,141.62	(9,174.97)	(14.18%)	(25,609.22)	(31.56%)
Archival Outlook	43,859.70	82,177.92	35,228.34	(38,318.22)	(46.63%)	8,631.36	24.50%
General & Administrative	309,708.36	347,088.95	325,989.04	(37,380.59)	(10.77%)	(16,280.68)	(4.99%)
Advocacy	63,782.17	76,531.12	66,077.37	(12,748.95)	(16.66%)	(2,295.20)	(3.47%)
Governance	75,279.39	119,102.40	75,372.67	(43,823.01)	(36.79%)	(93.28)	(0.12%)
Total Expenses	1,299,466.76	1,933,293.73	1,412,036.48	(633,826.97)	(32.78%)	(112,569.72)	(7.97%)
Total Net Gain/(Loss)	131,090.24	(115,922.22)	(41,196.95)	247,012.46	(213.08%)	172,287.19	(418.20%)

Society of American Archivists
Consolidated Statement of Activities
For the Seven Months Ending Sunday, January 31, 2021

	<u>Year-To-Date</u> <u>1/31/2021</u>	<u>Year-To-Date</u> <u>1/31/2020</u>	<u>Budget</u> <u>1/31/2021</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	\$577,081.99	\$598,292.75	\$545,784.86	(\$21,210.76)	(3.55%)	\$31,297.13	5.73%
Subscriptions & Advertising	83,022.15	81,343.57	70,752.17	1,678.58	2.06%	12,269.98	17.34%
Workshops	173,598.00	213,902.00	219,622.97	(40,304.00)	(18.84%)	(46,024.97)	(20.96%)
Annual Meeting	440,604.00	718,882.00	347,000.00	(278,278.00)	(38.71%)	93,604.00	26.98%
Publications & CD Sales	121,472.73	148,628.49	151,570.80	(27,155.76)	(18.27%)	(30,098.07)	(19.86%)
Contributions					0.00%		0.00%
Investments	13,481.12	17,493.34	10,762.87	(4,012.22)	(22.94%)	2,718.25	25.26%
Shipping, Handling, & Other	21,297.01	38,829.36	25,345.86	(17,532.35)	(45.15%)	(4,048.85)	(15.97%)
Total Income	<u>1,430,557.00</u>	<u>1,817,371.51</u>	<u>1,370,839.53</u>	<u>(386,814.51)</u>	<u>(21.28%)</u>	<u>59,717.47</u>	<u>4.36%</u>
Expenses							
Salaries, Wages, & Benefits	589,308.92	669,878.54	593,115.39	(80,569.62)	(12.03%)	(3,806.47)	(0.64%)
Office Occupancy & Utilities	66,054.78	65,786.01	67,560.15	268.77	0.41%	(1,505.37)	(2.23%)
Services	405,671.88	790,892.38	469,889.69	(385,220.50)	(48.71%)	(64,217.81)	(13.67%)
Supplies	8,841.48	18,598.41	5,483.89	(9,756.93)	(52.46%)	3,357.59	61.23%
Travel	326.87	91,412.27	750.00	(91,085.40)	(99.64%)	(423.13)	(56.42%)
Leases, Rentals, & Licenses	11,664.18	13,344.18	9,740.42	(1,680.00)	(12.59%)	1,923.76	19.75%
Taxes, Dues, & Subscriptions	12,497.67	42,788.90	22,360.00	(30,291.23)	(70.79%)	(9,862.33)	(44.11%)
Depreciation, Cost of Goods Sold & Other	205,100.98	240,593.04	243,136.94	(35,492.06)	(14.75%)	(38,035.96)	(15.64%)
Total Expenses	<u>1,299,466.76</u>	<u>1,933,293.73</u>	<u>1,412,036.48</u>	<u>(633,826.97)</u>	<u>(32.78%)</u>	<u>(112,569.72)</u>	<u>(7.97%)</u>
Net Gain or (Loss)	<u>131,090.24</u>	<u>(115,922.22)</u>	<u>(41,196.95)</u>	<u>247,012.46</u>	<u>(213.08%)</u>	<u>172,287.19</u>	<u>(418.20%)</u>

**Society of American Archivists
Membership and Periodicals
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$577,081.99	\$598,292.75	\$545,784.86	(\$21,210.76)	(3.55%)	\$31,297.13	5.73%
Subscriptions & Advertising	61,016.55	36,771.82	62,750.00	24,244.73	65.93%	(1,733.45)	(2.76%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>1,904.60</u>	<u>2,050.60</u>	<u>5,519.99</u>	<u>(146.00)</u>	<u>(7.12%)</u>	<u>(3,615.39)</u>	<u>(65.50%)</u>
Total Income	<u>640,003.14</u>	<u>637,115.17</u>	<u>614,054.85</u>	<u>2,887.97</u>	<u>0.45%</u>	<u>25,948.29</u>	<u>4.23%</u>
Expenses							
Salaries, Wages, & Benefits	116,205.45	109,688.84	116,334.14	6,516.61	5.94%	(128.69)	(0.11%)
Office Occupancy & Utilities	12,462.57	10,787.74	12,987.92	1,674.83	15.53%	(525.35)	(4.04%)
Services	53,263.24	89,510.33	76,284.54	(36,247.09)	(40.49%)	(23,021.30)	(30.18%)
Supplies	1,031.44	236.05	1,862.23	795.39	336.96%	(830.79)	(44.61%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,378.85	1,203.96	1,377.84	174.89	14.53%	1.01	0.07%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	<u>13,116.72</u>	<u>11,733.19</u>	<u>17,702.05</u>	<u>1,383.53</u>	<u>11.79%</u>	<u>(4,585.33)</u>	<u>(25.90%)</u>
Total Expenses	<u>197,458.27</u>	<u>236,592.75</u>	<u>226,548.72</u>	<u>(39,134.48)</u>	<u>(16.54%)</u>	<u>(29,090.45)</u>	<u>(12.84%)</u>
Net Gain or (Loss)	<u>442,544.87</u>	<u>400,522.42</u>	<u>387,506.13</u>	<u>42,022.45</u>	<u>10.49%</u>	<u>55,038.74</u>	<u>14.20%</u>

**Society of American Archivists
Membership
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$577,081.99	\$598,292.75	\$545,784.86	(\$21,210.76)	(3.55%)	\$31,297.13	5.73%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,264.60</u>	<u>1,272.60</u>	<u>1,269.99</u>	<u>(8.00)</u>	<u>(0.63%)</u>	<u>(5.39)</u>	<u>(0.42%)</u>
Total Income	<u>578,346.59</u>	<u>599,565.35</u>	<u>547,054.85</u>	<u>(21,218.76)</u>	<u>(3.54%)</u>	<u>31,291.74</u>	<u>5.72%</u>
Expenses							
Salaries, Wages, & Benefits	69,940.58	62,370.09	69,787.51	7,570.49	12.14%	153.07	0.22%
Office Occupancy & Utilities	7,570.05	5,973.79	7,789.91	1,596.26	26.72%	(219.86)	(2.82%)
Services	5,753.55	8,709.81	12,495.61	(2,956.26)	(33.94%)	(6,742.06)	(53.96%)
Supplies	858.07	236.05	1,577.17	622.02	263.51%	(719.10)	(45.59%)
Travel							
Leases, Rentals, & Licenses	827.20	684.53	826.51	142.67	20.84%	0.69	0.08%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>13,116.72</u>	<u>11,733.19</u>	<u>17,702.05</u>	<u>1,383.53</u>	<u>11.79%</u>	<u>(4,585.33)</u>	<u>(25.90%)</u>
Total Expenses	<u>98,066.17</u>	<u>89,707.46</u>	<u>110,178.76</u>	<u>8,358.71</u>	<u>9.32%</u>	<u>(12,112.59)</u>	<u>(10.99%)</u>
Net Gain or (Loss)	<u>480,280.42</u>	<u>509,857.89</u>	<u>436,876.09</u>	<u>(29,577.47)</u>	<u>(5.80%)</u>	<u>43,404.33</u>	<u>9.94%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	61,016.55	36,771.82	62,750.00	24,244.73	65.93%	(1,733.45)	(2.76%)
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	640.00	778.00	4,250.00	(138.00)	(17.74%)	(3,610.00)	(84.94%)
Total Income	<u>61,656.55</u>	<u>37,549.82</u>	<u>67,000.00</u>	<u>24,106.73</u>	<u>64.20%</u>	<u>(5,343.45)</u>	<u>(7.98%)</u>
Expenses							
Salaries, Wages, & Benefits	46,264.87	47,318.75	46,546.63	(1,053.88)	(2.23%)	(281.76)	(0.61%)
Office Occupancy & Utilities	4,892.52	4,813.95	5,198.01	78.57	1.63%	(305.49)	(5.88%)
Services	47,509.69	80,800.52	63,788.93	(33,290.83)	(41.20%)	(16,279.24)	(25.52%)
Supplies	173.37		285.06	173.37	0.00%	(111.69)	(39.18%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	551.65	519.43	551.33	32.22	6.20%	0.32	0.06%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>99,392.10</u>	<u>146,885.29</u>	<u>116,369.96</u>	<u>(47,493.19)</u>	<u>(32.33%)</u>	<u>(16,977.86)</u>	<u>(14.59%)</u>
Net Gain or (Loss)	<u>(37,735.55)</u>	<u>(109,335.47)</u>	<u>(49,369.96)</u>	<u>71,599.92</u>	<u>(65.49%)</u>	<u>11,634.41</u>	<u>(23.57%)</u>

**Society of American Archivists
American Archivist
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	47,018.12	5,919.94	45,750.00	41,098.18	694.23%	1,268.12	2.77%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	40.00	48.00	3,750.00	(8.00)	(16.67%)	(3,710.00)	(98.93%)
Total Income	<u>47,058.12</u>	<u>5,967.94</u>	<u>49,500.00</u>	<u>41,090.18</u>	<u>688.52%</u>	<u>(2,441.88)</u>	<u>(4.93%)</u>
Expenses							
Salaries, Wages, & Benefits	23,940.60	18,049.10	24,173.64	5,891.50	32.64%	(233.04)	(0.96%)
Office Occupancy & Utilities	2,464.97	1,994.73	2,700.81	470.24	23.57%	(235.84)	(8.73%)
Services	28,840.41	31,034.11	53,832.66	(2,193.70)	(7.07%)	(24,992.25)	(46.43%)
Supplies			148.11		0.00%	(148.11)	(100.00%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	286.42	196.79	286.40	89.63	45.55%	0.02	0.01%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>55,532.40</u>	<u>64,707.37</u>	<u>81,141.62</u>	<u>(9,174.97)</u>	<u>(14.18%)</u>	<u>(25,609.22)</u>	<u>(31.56%)</u>
Net Gain or (Loss)	<u>(8,474.28)</u>	<u>(58,739.43)</u>	<u>(31,641.62)</u>	<u>50,265.15</u>	<u>(85.57%)</u>	<u>23,167.34</u>	<u>(73.22%)</u>

**Society of American Archivists
Archival Outlook
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	13,998.43	30,851.88	17,000.00	(16,853.45)	(54.63%)	(3,001.57)	(17.66%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	600.00	730.00	500.00	(130.00)	(17.81%)	100.00	20.00%
Total Income	<u>14,598.43</u>	<u>31,581.88</u>	<u>17,500.00</u>	<u>(16,983.45)</u>	<u>(53.78%)</u>	<u>(2,901.57)</u>	<u>(16.58%)</u>
Expenses							
Salaries, Wages, & Benefits	22,324.27	29,269.65	22,372.99	(6,945.38)	(23.73%)	(48.72)	(0.22%)
Office Occupancy & Utilities	2,427.55	2,819.22	2,497.20	(391.67)	(13.89%)	(69.65)	(2.79%)
Services	18,669.28	49,766.41	9,956.27	(31,097.13)	(62.49%)	8,713.01	87.51%
Supplies	173.37		136.95	173.37	0.00%	36.42	26.59%
Travel							
Leases, Rentals, & Licenses	265.23	322.64	264.93	(57.41)	(17.79%)	0.30	0.11%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>43,859.70</u>	<u>82,177.92</u>	<u>35,228.34</u>	<u>(38,318.22)</u>	<u>(46.63%)</u>	<u>8,631.36</u>	<u>24.50%</u>
Net Gain or (Loss)	<u>(29,261.27)</u>	<u>(50,596.04)</u>	<u>(17,728.34)</u>	<u>21,334.77</u>	<u>(42.17%)</u>	<u>(11,532.93)</u>	<u>65.05%</u>

**Society of American Archivists
Operational Revenue Centers
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	22,005.60	44,571.75	8,002.17	(22,566.15)	(50.63%)	14,003.43	175.00%
Workshops	173,598.00	213,902.00	219,622.97	(40,304.00)	(18.84%)	(46,024.97)	(20.96%)
Annual Meeting	440,604.00	718,882.00	347,000.00	(278,278.00)	(38.71%)	93,604.00	26.98%
Publications & CD Sales	121,472.73	148,628.49	151,570.80	(27,155.76)	(18.27%)	(30,098.07)	(19.86%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	17,892.41	25,565.19	17,375.87	(7,672.78)	(30.01%)	516.54	2.97%
Total Income	<u>775,572.74</u>	<u>1,151,549.43</u>	<u>743,571.81</u>	<u>(375,976.69)</u>	<u>(32.65%)</u>	<u>32,000.93</u>	<u>4.30%</u>
Expenses							
Salaries, Wages, & Benefits	212,798.95	309,816.97	217,528.93	(97,018.02)	(31.31%)	(4,729.98)	(2.17%)
Office Occupancy & Utilities	24,551.93	30,507.82	24,981.92	(5,955.89)	(19.52%)	(429.99)	(1.72%)
Services	252,753.53	535,701.27	280,236.52	(282,947.74)	(52.82%)	(27,482.99)	(9.81%)
Supplies	5,189.78	7,217.41	1,431.59	(2,027.63)	(28.09%)	3,758.19	262.52%
Travel		48,881.74		(48,881.74)	(100.00%)		0.00%
Leases, Rentals, & Licenses	4,163.70	9,038.41	4,468.93	(4,874.71)	(53.93%)	(305.23)	(6.83%)
Taxes, Dues, & Subscriptions		20,585.90		(20,585.90)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	153,780.68	192,228.99	189,400.79	(38,448.31)	(20.00%)	(35,620.11)	(18.81%)
Total Expenses	<u>653,238.57</u>	<u>1,153,978.51</u>	<u>718,048.68</u>	<u>(500,739.94)</u>	<u>(43.39%)</u>	<u>(64,810.11)</u>	<u>(9.03%)</u>
Net Gain or (Loss)	<u>122,334.17</u>	<u>(2,429.08)</u>	<u>25,523.13</u>	<u>124,763.25</u>	<u>(5,136.23%)</u>	<u>96,811.04</u>	<u>379.31%</u>

**Society of American Archivists
Annual Meeting
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	1,000.00	900.00		100.00	11.11%	1,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	440,604.00	718,882.00	342,550.00	(278,278.00)	(38.71%)	98,054.00	28.62%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income	<u>441,604.00</u>	<u>720,182.00</u>	<u>342,550.00</u>	<u>(278,578.00)</u>	<u>(38.68%)</u>	<u>99,054.00</u>	<u>28.92%</u>
Expenses							
Salaries, Wages, & Benefits	62,126.58	99,308.22	66,585.39	(37,181.64)	(37.44%)	(4,458.81)	(6.70%)
Office Occupancy & Utilities	7,989.97	9,516.20	7,433.13	(1,526.23)	(16.04%)	556.84	7.49%
Services	114,757.22	363,000.51	107,719.80	(248,243.29)	(68.39%)	7,037.42	6.53%
Supplies	89.00	1,167.65	407.63	(1,078.65)	(92.38%)	(318.63)	(78.17%)
Travel		15,013.75		(15,013.75)	(100.00%)		0.00%
Leases, Rentals, & Licenses	753.12	5,101.21	790.84	(4,348.09)	(85.24%)	(37.72)	(4.77%)
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	117,531.74	131,086.46	117,769.78	(13,554.72)	(10.34%)	(238.04)	(0.20%)
Total Expenses	<u>303,247.63</u>	<u>644,193.98</u>	<u>300,706.57</u>	<u>(340,946.35)</u>	<u>(52.93%)</u>	<u>2,541.06</u>	<u>0.85%</u>
Net Gain or (Loss)	<u>138,356.37</u>	<u>75,988.02</u>	<u>41,843.43</u>	<u>62,368.35</u>	<u>82.08%</u>	<u>96,512.94</u>	<u>230.65%</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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		900.00		(900.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		718,882.00		(718,882.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income		<u>720,182.00</u>		<u>(720,182.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		75,739.98		(75,739.98)	(100.00%)		0.00%
Office Occupancy & Utilities		7,282.24		(7,282.24)	(100.00%)		0.00%
Services		355,022.59		(355,022.59)	(100.00%)		0.00%
Supplies		1,113.59		(1,113.59)	(100.00%)		0.00%
Travel		5,682.20		(5,682.20)	(100.00%)		0.00%
Leases, Rentals, & Licenses		4,849.06		(4,849.06)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		174,504.34		(174,504.34)	(100.00%)		0.00%
Total Expenses		<u>644,193.98</u>		<u>(644,193.98)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>75,988.02</u>		<u>(75,988.02)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	0.00%	1,000.00	0.00%
Workshops							
Annual Meeting	440,604.00		342,550.00	440,604.00	0.00%	98,054.00	28.62%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>441,604.00</u>	<u> </u>	<u>342,550.00</u>	<u>441,604.00</u>	<u>0.00%</u>	<u>99,054.00</u>	<u>28.92%</u>
Expenses							
Salaries, Wages, & Benefits	43,006.11	23,568.24	47,220.87	19,437.87	82.47%	(4,214.76)	(8.93%)
Office Occupancy & Utilities	5,854.30	2,233.96	5,288.46	3,620.34	162.06%	565.84	10.70%
Services	108,700.21	7,977.92	105,741.42	100,722.29	1,262.51%	2,958.79	2.80%
Supplies	89.00	54.06	290.01	34.94	64.63%	(201.01)	(69.31%)
Travel		9,331.55		(9,331.55)	(100.00%)		0.00%
Leases, Rentals, & Licenses	530.70	252.15	567.16	278.55	110.47%	(36.46)	(6.43%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	145,067.31	(43,417.88)	141,598.65	188,485.19	(434.12%)	3,468.66	2.45%
Total Expenses	<u>303,247.63</u>	<u>(43,417.88)</u>	<u>300,706.57</u>	<u>303,247.63</u>	<u>0.00%</u>	<u>2,541.06</u>	<u>0.85%</u>
Net Gain or (Loss)	<u>138,356.37</u>	<u> </u>	<u>41,843.43</u>	<u>138,356.37</u>	<u>0.00%</u>	<u>96,512.94</u>	<u>230.65%</u>

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	19,120.47		19,364.52	19,120.47	0.00%	(244.05)	(1.26%)
Office Occupancy & Utilities	2,135.67		2,144.67	2,135.67	0.00%	(9.00)	(0.42%)
Services	6,057.01		1,978.38	6,057.01	0.00%	4,078.63	206.16%
Supplies			117.62		0.00%	(117.62)	(100.00%)
Travel							
Leases, Rentals, & Licenses	222.42		223.68	222.42	0.00%	(1.26)	(0.56%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(27,535.57)		(23,828.87)	(27,535.57)	0.00%	(3,706.70)	15.56%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

**Society of American Archivists
Publications
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>This Year Vs. Last Year % Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>This Year Vs. Budget % Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting			4,450.00		0.00%	(4,450.00)	(100.00%)
Publications & CD Sales	121,472.73	148,628.49	151,570.80	(27,155.76)	(18.27%)	(30,098.07)	(19.86%)
Contributions							
Investments							
Shipping, Handling, & Other	17,852.43	22,484.22	17,375.87	(4,631.79)	(20.60%)	476.56	2.74%
Total Income	<u>139,325.16</u>	<u>171,112.71</u>	<u>173,396.67</u>	<u>(31,787.55)</u>	<u>(18.58%)</u>	<u>(34,071.51)</u>	<u>(19.65%)</u>
Expenses							
Salaries, Wages, & Benefits	67,315.81	63,704.05	67,255.23	3,611.76	5.67%	60.58	0.09%
Office Occupancy & Utilities	7,304.67	6,585.97	7,507.65	718.70	10.91%	(202.98)	(2.70%)
Services	63,140.51	89,870.05	82,394.29	(26,729.54)	(29.74%)	(19,253.78)	(23.37%)
Supplies	4,453.78	5,187.30	411.69	(733.52)	(14.14%)	4,042.09	981.83%
Travel		1,665.34		(1,665.34)	(100.00%)		0.00%
Leases, Rentals, & Licenses	2,417.50	2,319.69	2,686.54	97.81	4.22%	(269.04)	(10.01%)
Taxes, Dues, & Subscriptions		585.92		(585.92)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	36,248.94	61,142.53	71,631.01	(24,893.59)	(40.71%)	(35,382.07)	(49.39%)
Total Expenses	<u>180,881.21</u>	<u>231,060.85</u>	<u>231,886.41</u>	<u>(50,179.64)</u>	<u>(21.72%)</u>	<u>(51,005.20)</u>	<u>(22.00%)</u>
Net Gain or (Loss)	<u>(41,556.05)</u>	<u>(59,948.14)</u>	<u>(58,489.74)</u>	<u>18,392.09</u>	<u>(30.68%)</u>	<u>16,933.69</u>	<u>(28.95%)</u>

**Society of American Archivists
Education
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	173,598.00	213,902.00	219,622.97	(40,304.00)	(18.84%)	(46,024.97)	(20.96%)
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	39.98	2,680.97		(2,640.99)	(98.51%)	39.98	0.00%
Total Income	<u>173,637.98</u>	<u>216,582.97</u>	<u>219,622.97</u>	<u>(42,944.99)</u>	<u>(19.83%)</u>	<u>(45,984.99)</u>	<u>(20.94%)</u>
Expenses							
Salaries, Wages, & Benefits	80,962.53	142,503.07	81,364.72	(61,540.54)	(43.19%)	(402.19)	(0.49%)
Office Occupancy & Utilities	8,968.15	14,019.02	9,781.75	(5,050.87)	(36.03%)	(813.60)	(8.32%)
Services	69,613.42	68,336.79	88,563.22	1,276.63	1.87%	(18,949.80)	(21.40%)
Supplies	647.00	862.46	598.05	(215.46)	(24.98%)	48.95	8.18%
Travel		31,445.53		(31,445.53)	(100.00%)		0.00%
Leases, Rentals, & Licenses	965.20	1,569.95	963.90	(604.75)	(38.52%)	1.30	0.13%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>161,156.30</u>	<u>258,736.82</u>	<u>181,271.64</u>	<u>(97,580.52)</u>	<u>(37.71%)</u>	<u>(20,115.34)</u>	<u>(11.10%)</u>
Net Gain or (Loss)	<u>12,481.68</u>	<u>(42,153.85)</u>	<u>38,351.33</u>	<u>54,635.53</u>	<u>(129.61%)</u>	<u>(25,869.65)</u>	<u>(67.45%)</u>

**Society of American Archivists
Career Services
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	21,005.60	43,671.75	8,002.17	(22,666.15)	(51.90%)	13,003.43	162.50%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>21,005.60</u>	<u>43,671.75</u>	<u>8,002.17</u>	<u>(22,666.15)</u>	<u>(51.90%)</u>	<u>13,003.43</u>	<u>162.50%</u>
Expenses							
Salaries, Wages, & Benefits	2,394.03	4,301.63	2,323.59	(1,907.60)	(44.35%)	70.44	3.03%
Office Occupancy & Utilities	289.14	386.63	259.39	(97.49)	(25.22%)	29.75	11.47%
Services	5,242.38	14,493.92	1,559.21	(9,251.54)	(63.83%)	3,683.17	236.22%
Supplies			14.22		0.00%	(14.22)	(100.00%)
Travel		757.12		(757.12)	(100.00%)		0.00%
Leases, Rentals, & Licenses	27.88	47.56	27.65	(19.68)	(41.38%)	0.23	0.83%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>7,953.43</u>	<u>19,986.86</u>	<u>4,184.06</u>	<u>(12,033.43)</u>	<u>(60.21%)</u>	<u>3,769.37</u>	<u>90.09%</u>
Net Gain or (Loss)	<u>13,052.17</u>	<u>23,684.89</u>	<u>3,818.11</u>	<u>(10,632.72)</u>	<u>(44.89%)</u>	<u>9,234.06</u>	<u>241.85%</u>

**Society of American Archivists
Operational Expense Centers
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	13,481.12	17,493.34	10,762.87	(4,012.22)	(22.94%)	2,718.25	25.26%
Shipping, Handling, & Other	1,500.00	11,213.57	2,450.00	(9,713.57)	(86.62%)	(950.00)	(38.78%)
Total Income	<u>14,981.12</u>	<u>28,706.91</u>	<u>13,212.87</u>	<u>(13,725.79)</u>	<u>(47.81%)</u>	<u>1,768.25</u>	<u>13.38%</u>
Expenses							
Salaries, Wages, & Benefits	260,304.52	250,372.73	259,252.32	9,931.79	3.97%	1,052.20	0.41%
Office Occupancy & Utilities	29,040.28	24,490.45	29,590.31	4,549.83	18.58%	(550.03)	(1.86%)
Services	99,655.11	165,680.78	113,368.63	(66,025.67)	(39.85%)	(13,713.52)	(12.10%)
Supplies	2,620.26	11,144.95	2,190.07	(8,524.69)	(76.49%)	430.19	19.64%
Travel	326.87	29,097.89	750.00	(28,771.02)	(98.88%)	(423.13)	(56.42%)
Leases, Rentals, & Licenses	6,121.63	3,101.81	3,893.65	3,019.82	97.36%	2,227.98	57.22%
Taxes, Dues, & Subscriptions	12,497.67	22,203.00	22,360.00	(9,705.33)	(43.71%)	(9,862.33)	(44.11%)
Depreciation, Cost of Goods Sold & Other	38,203.58	36,630.86	36,034.10	1,572.72	4.29%	2,169.48	6.02%
Total Expenses	<u>448,769.92</u>	<u>542,722.47</u>	<u>467,439.08</u>	<u>(93,952.55)</u>	<u>(17.31%)</u>	<u>(18,669.16)</u>	<u>(3.99%)</u>
Net Gain or (Loss)	<u>(433,788.80)</u>	<u>(514,015.56)</u>	<u>(454,226.21)</u>	<u>80,226.76</u>	<u>(15.61%)</u>	<u>20,437.41</u>	<u>(4.50%)</u>

**Society of American Archivists
General & Administrative
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	13,481.12	17,493.34	10,762.87	(4,012.22)	(22.94%)	2,718.25	25.26%
Shipping, Handling, & Other	1,500.00	6,213.57		(4,713.57)	(75.86%)	1,500.00	0.00%
Total Income	<u>14,981.12</u>	<u>23,706.91</u>	<u>10,762.87</u>	<u>(8,725.79)</u>	<u>(36.81%)</u>	<u>4,218.25</u>	<u>39.19%</u>
Expenses							
Salaries, Wages, & Benefits	162,881.69	158,746.58	161,972.42	4,135.11	2.60%	909.27	0.56%
Office Occupancy & Utilities	18,322.13	15,437.70	18,440.05	2,884.43	18.68%	(117.92)	(0.64%)
Services	81,403.94	109,613.49	96,686.51	(28,209.55)	(25.74%)	(15,282.57)	(15.81%)
Supplies	2,054.14	10,498.79	1,594.57	(8,444.65)	(80.43%)	459.57	28.82%
Travel	326.87	5,654.75		(5,327.88)	(94.22%)	326.87	0.00%
Leases, Rentals, & Licenses	4,968.01	1,693.78	2,741.39	3,274.23	193.31%	2,226.62	81.22%
Taxes, Dues, & Subscriptions	1,548.00	8,813.00	8,520.00	(7,265.00)	(82.44%)	(6,972.00)	(81.83%)
Depreciation, Cost of Goods Sold & Other	38,203.58	36,630.86	36,034.10	1,572.72	4.29%	2,169.48	6.02%
Total Expenses	<u>309,708.36</u>	<u>347,088.95</u>	<u>325,989.04</u>	<u>(37,380.59)</u>	<u>(10.77%)</u>	<u>(16,280.68)</u>	<u>(4.99%)</u>
Net Gain or (Loss)	<u>(294,727.24)</u>	<u>(323,382.04)</u>	<u>(315,226.17)</u>	<u>28,654.80</u>	<u>(8.86%)</u>	<u>20,498.93</u>	<u>(6.50%)</u>

**Society of American Archivists
Governance
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		<u>5,000.00</u>		<u>(5,000.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Total Income		<u>5,000.00</u>		<u>(5,000.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	<u>54,831.17</u>	<u>43,780.90</u>	<u>54,448.32</u>	<u>11,050.27</u>	<u>25.24%</u>	<u>382.85</u>	<u>0.70%</u>
Office Occupancy & Utilities	<u>6,137.38</u>	<u>4,097.57</u>	<u>6,368.60</u>	<u>2,039.81</u>	<u>49.78%</u>	<u>(231.22)</u>	<u>(3.63%)</u>
Services	<u>12,149.11</u>	<u>48,349.91</u>	<u>9,737.43</u>	<u>(36,200.80)</u>	<u>(74.87%)</u>	<u>2,411.68</u>	<u>24.77%</u>
Supplies	<u>566.12</u>	<u>646.16</u>	<u>333.27</u>	<u>(80.04)</u>	<u>(12.39%)</u>	<u>232.85</u>	<u>69.87%</u>
Travel		<u>17,955.40</u>		<u>(17,955.40)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Leases, Rentals, & Licenses	<u>645.94</u>	<u>882.46</u>	<u>645.05</u>	<u>(236.52)</u>	<u>(26.80%)</u>	<u>0.89</u>	<u>0.14%</u>
Taxes, Dues, & Subscriptions	<u>949.67</u>	<u>3,390.00</u>	<u>3,840.00</u>	<u>(2,440.33)</u>	<u>(71.99%)</u>	<u>(2,890.33)</u>	<u>(75.27%)</u>
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>75,279.39</u>	<u>119,102.40</u>	<u>75,372.67</u>	<u>(43,823.01)</u>	<u>(36.79%)</u>	<u>(93.28)</u>	<u>(0.12%)</u>
Net Gain or (Loss)	<u>(75,279.39)</u>	<u>(114,102.40)</u>	<u>(75,372.67)</u>	<u>38,823.01</u>	<u>(34.02%)</u>	<u>93.28</u>	<u>(0.12%)</u>

**Society of American Archivists
Advocacy
For the Seven Months Ending Sunday, January 31, 2021**

	<u>Year-To-Date 1/31/2021</u>	<u>Year-To-Date 1/31/2020</u>	<u>Budget 1/31/2021</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	42,591.66	47,845.25	42,831.58	(5,253.59)	(10.98%)	(239.92)	(0.56%)
Office Occupancy & Utilities	4,580.77	4,955.18	4,781.66	(374.41)	(7.56%)	(200.89)	(4.20%)
Services	6,102.06	7,717.38	6,944.69	(1,615.32)	(20.93%)	(842.63)	(12.13%)
Supplies			262.23		0.00%	(262.23)	(100.00%)
Travel		5,487.74	750.00	(5,487.74)	(100.00%)	(750.00)	(100.00%)
Leases, Rentals, & Licenses	507.68	525.57	507.21	(17.89)	(3.40%)	0.47	0.09%
Taxes, Dues, & Subscriptions	10,000.00	10,000.00	10,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>63,782.17</u>	<u>76,531.12</u>	<u>66,077.37</u>	<u>(12,748.95)</u>	<u>(16.66%)</u>	<u>(2,295.20)</u>	<u>(3.47%)</u>
Net Gain or (Loss)	<u>(63,782.17)</u>	<u>(76,531.12)</u>	<u>(63,627.37)</u>	<u>12,748.95</u>	<u>(16.66%)</u>	<u>(154.80)</u>	<u>0.24%</u>