

**Society of American Archivists  
Council Meeting  
May 22 – 24, 2014  
Chicago, Illinois**

**Treasurer's Report:  
Financial Review July 1, 2013 – March 31, 2014**

**Overview**

For the nine months ending March 31, SAA posted a net gain of \$97,252.09. The budgeted net gain was \$13,357.57; the actual net gain was better than budget by \$83,894.42 (628.06%). Total revenues exceeded budget by \$38,153.64 (1.90%). Total expenses were under budget by \$45,740.78 (2.29%). The net gain is \$38,690.50 (66.07%) higher than last year. Strong performances from the Annual Meeting and Education are the main reasons for the large net gain.

**Balance Sheet**

The balance sheet's strength is demonstrated by the positive differences in Cash and Investments and Deferred Revenues. Cash and Investments balances combined exceeded last year by \$191,950.49 (24.65%). Total deferred revenues exceeded last year by \$83,077.17 (12.16%). Membership, Education, Sponsors, and Exhibitors are areas of particular strength.

**Income Statement**

For the nine months ending March 31, SAA posted a net gain of \$97,252.09. This performance is better than last year and budget by \$38,690.50 (66.07%) and \$83,894.42 (628.06%), respectively. As noted above, the Annual Meeting and Education were the major contributors to the net gain. Membership continued its strong and steady performance. Publications sales did not meet last year's levels or budget. Expenses were under budget in all but four cost centers, as growth in Education resulted in slightly higher expenses than expected.

Specific points of interest are as follows:

- **Membership:** Dues revenue exceeded last year and budget by 6.95% and 0.43%, respectively. The favorable variance to last year, combined with the fact that deferred revenues in Membership are almost 7% ahead of last year, is very encouraging. Total expenses were in line with budget. Membership's net gain of \$569,313 exceeded last year by 9.29% and budget by 0.45%.
- **Periodicals:** *The American Archivist* subscription revenues exceeded last year by \$7,890.28 (14.26%), but fell short of budget by \$4,676.07 (6.89%). As of March 31, *Archival Outlook* advertising revenues are less than last year and budget by approximately \$5,558 and \$3,174, respectively. Across both publications, favorable variances in expenses continue to more than offset the unfavorable revenue variances. As of March 31, the \$126,559.42 net loss in Periodicals is better than last year and budget by \$11,915.45 (8.6%) and \$15,661.87 (11.01%), respectively.

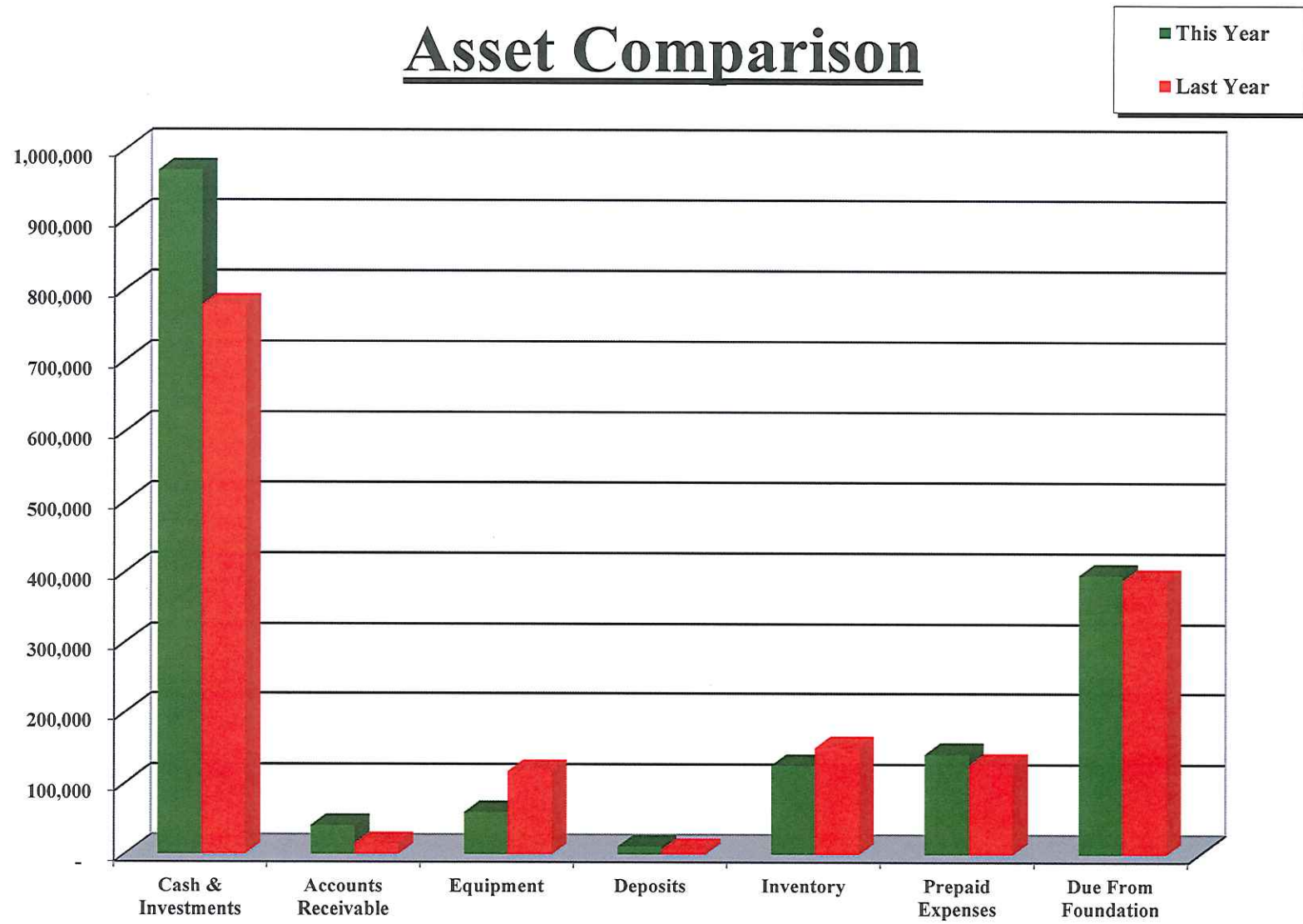
- **Annual Meeting:** Revenues exceeded expectations while prudent spending practices kept expenses well below budget. The result, as of March 31, was a net gain of \$179,261.38. This exceeds last year by \$62,138.50 (53.05%) and budget by \$85,293.32 (90.77%). Areas in which we were particularly successful in managing expenses were audio/visual (see note regarding roundtable audio/visual expenses under Governance) and facilities rental. With regard to revenues, we budgeted for 1,450 attendees and actual attendance exceeded 1,600.
- **Publications:** Despite a strong September, the first nine months of the fiscal year have not met expectations. Total revenues fell short of last year and budget by \$62,472.88 (22.62%) and \$73,890.59 (25.69%), respectively. This led to a net loss of \$17,973.75 that is expected to increase unless sales rebound significantly.
- **Education:** Workshop and DAS revenues have been strong during the first eight months of the fiscal year. Because of this, total revenues exceeded last year and budget by \$78,904.73 (24.7%) and \$42,050.73 (11.8%), respectively. The net gain of \$55,030.12 exceeded last year and budget by \$8,951.59 (19.43%) and \$33,151.72 (151.53%), respectively.
- **Career Services:** Total revenues exceeded last year and budget expectations. This continues the trend that began during the first half of FY 2013. The net gain of \$27,071.60 exceeded last year and budget by 17.85% and 13.04%, respectively.
- **G&A:** Total expenses exceeded last year by 10%, and were slightly ahead of budget by .47%. In anticipation of a higher-than-normal tax liability related to increased advertising revenues, we made federal and state tax payments during October that should cover the anticipated FY14 liability.
- **Governance:** Total expenses were more than last year and budget by \$11,002.59 (9.36%) and \$34,934.46 (37.31%), respectively. The unfavorable variance in Services reflects a staff decision to charge audio/visual expenses for roundtable meeting support to Governance rather than to the Annual Meeting (where it was originally budgeted). Staff effort, and those expenses associated with it, exceeded last year and budget.
- **Advocacy:** The favorable variance in Services was the result of not conducting an “Advocating for Archives” pre-conference workshop at the Annual Meeting. A number of expenses related to graphic design and printing have been delayed until later in the year. Total expenses are under budget by \$26,206.24 (35.03%), but are higher than at the same time last year due to funding SAA’s representative to WIPO and an increase in staff effort.

**Society of American Archivists  
Year-To-Date Financial Statements  
March 31, 2014**

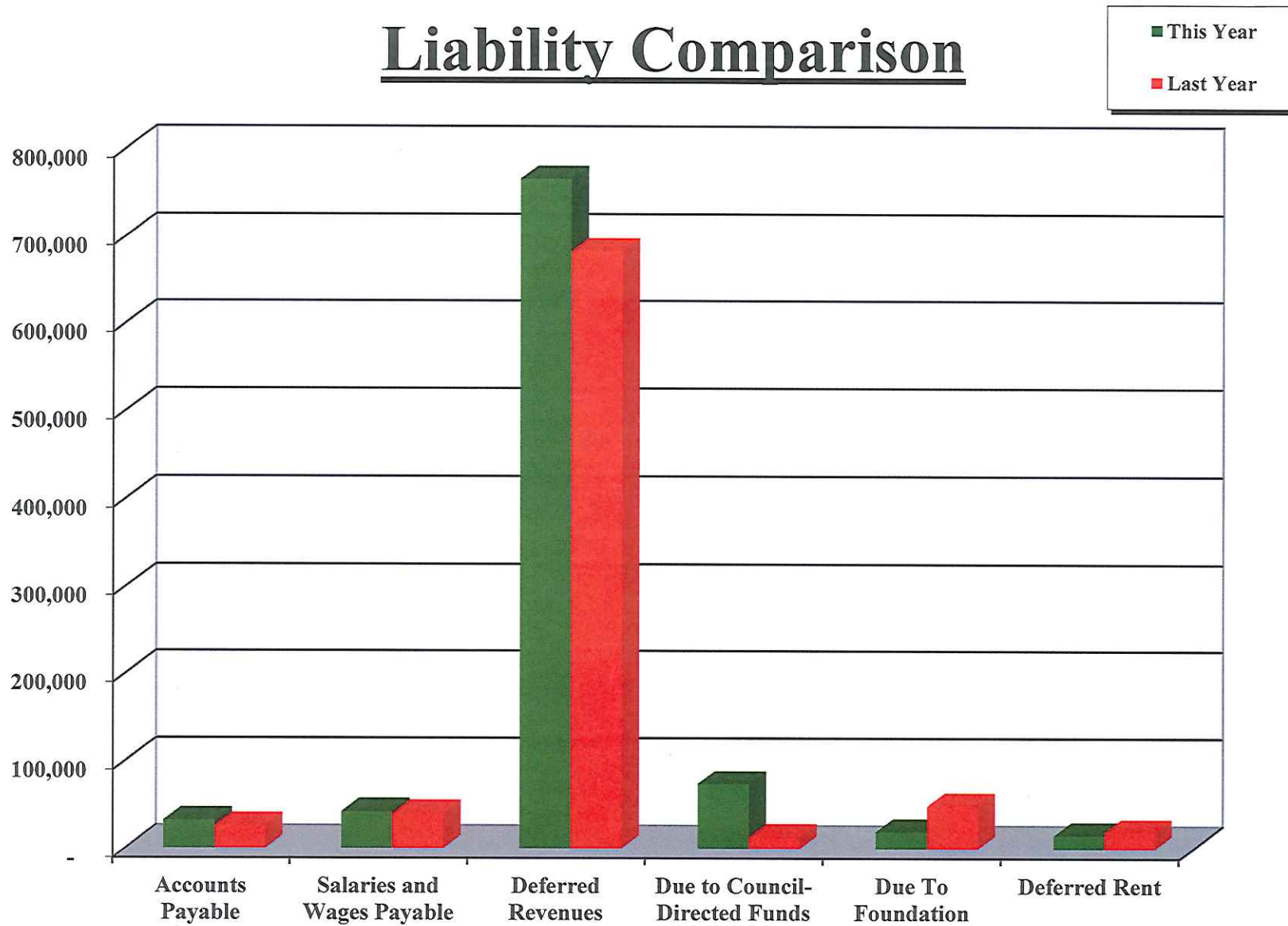
Society of American Archivists  
Balance Sheet - Operations  
March 31, 2014

	Fiscal 2014	Fiscal 2013	Fiscal 2014 vs, Fiscal 2013	
			\$ Variance	% Variance
<b>Assets</b>				
Cash & Investments	\$970,612.55	\$778,662.06	\$191,950.49	24.65%
Accounts Receivable	41,352.20	15,579.24	25,772.96	165.43%
Equipment	59,986.86	117,931.67	(57,944.81)	(49.13%)
Deposits	11,551.00	7,200.00	4,351.00	60.43%
Inventory	126,605.85	151,787.52	(25,181.67)	(16.59%)
Prepaid Expenses	142,670.00	127,256.92	15,413.08	12.11%
Due From Foundation	397,032.08	390,273.77	6,758.31	1.73%
<b>Total Assets</b>	<b>1,749,810.54</b>	<b>1,588,691.18</b>	<b>161,119.36</b>	<b>10.14%</b>
<b>Liabilities</b>				
Accounts Payable	32,091.34	25,581.17	6,510.17	25.45%
Salaries and Wages Payable	42,032.79	39,902.37	2,130.42	5.34%
<b>Deferred Revenues</b>				
Annual Meeting	1,586.00	319.00	1,267.00	397.18%
Subscriptions	95,191.75	101,754.00	(6,562.25)	(6.45%)
Membership	483,305.37	452,619.82	30,685.55	6.78%
Education	81,846.00	39,316.00	42,530.00	108.17%
Sponsors	23,000.00	15,900.00	7,100.00	44.65%
Advertising	9,826.00	10,156.00	(330.00)	(3.25%)
Exhibitors	69,200.00	61,000.00	8,200.00	13.44%
Consultants	2,049.30	1,862.43	186.87	10.03%
<b>Total Deferred Revenues</b>	<b>766,004.42</b>	<b>682,927.25</b>	<b>83,077.17</b>	<b>12.16%</b>
Due to Council-Directed Funds	74,038.11	12,745.92	61,292.19	480.88%
Due To Foundation	19,469.38	48,353.78	(28,884.40)	(59.74%)
Deferred Rent	14,976.56	18,883.52	(3,906.96)	(20.69%)
<b>Total Liabilities</b>	<b>948,612.60</b>	<b>828,394.01</b>	<b>120,218.59</b>	<b>14.51%</b>
<b>Net Assets</b>				
Fund Balance	703,945.85	701,735.58	2,210.27	0.31%
Net Gain or Loss	97,252.09	58,561.59	38,690.50	66.07%
<b>Total Net Assets</b>	<b>801,197.94</b>	<b>760,297.17</b>	<b>40,900.77</b>	<b>5.38%</b>
<b>Total Liabilities and Net Assets</b>	<b>1,749,810.54</b>	<b>1,588,691.18</b>	<b>161,119.36</b>	<b>10.14%</b>

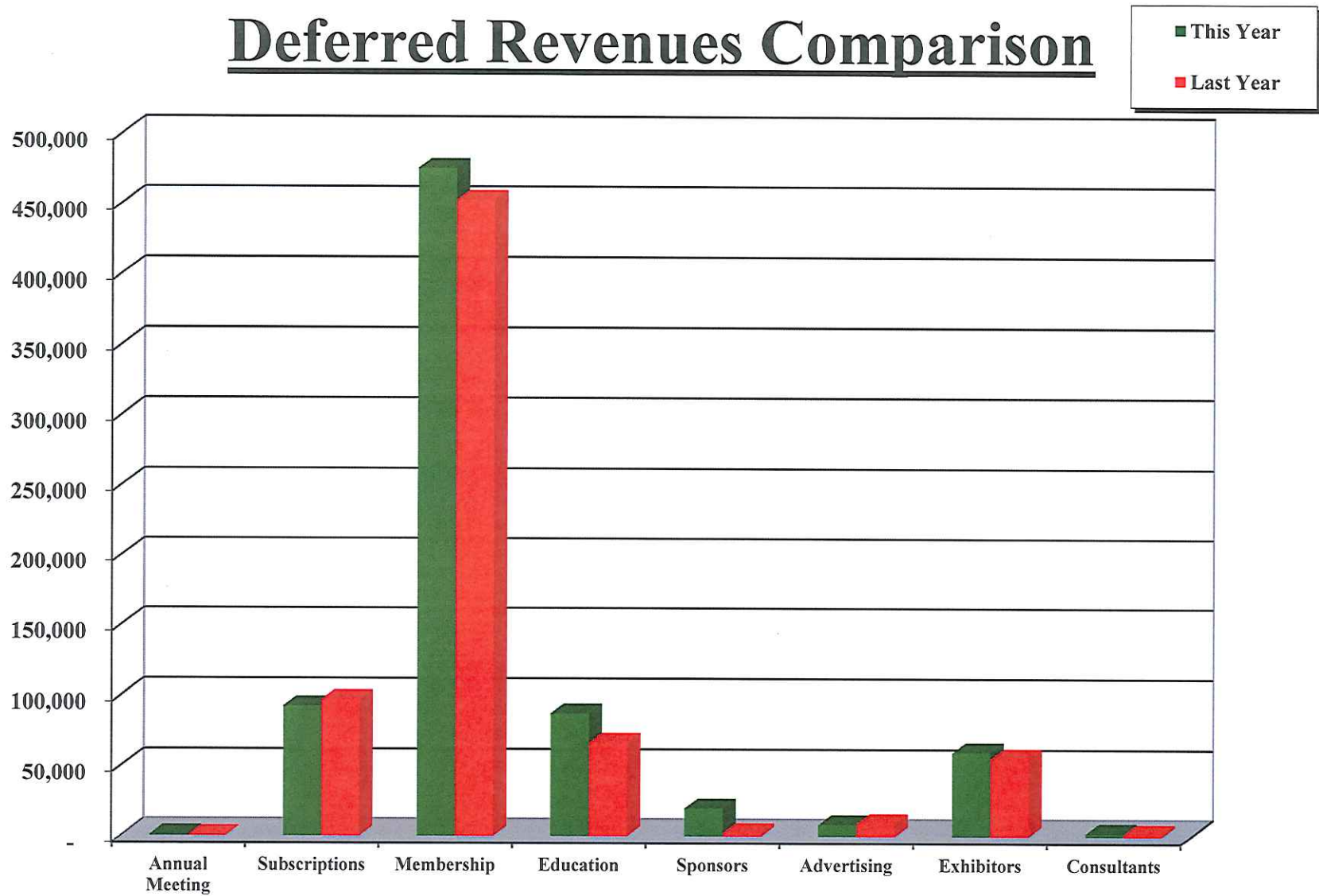
# Asset Comparison



# Liability Comparison



# Deferred Revenues Comparison



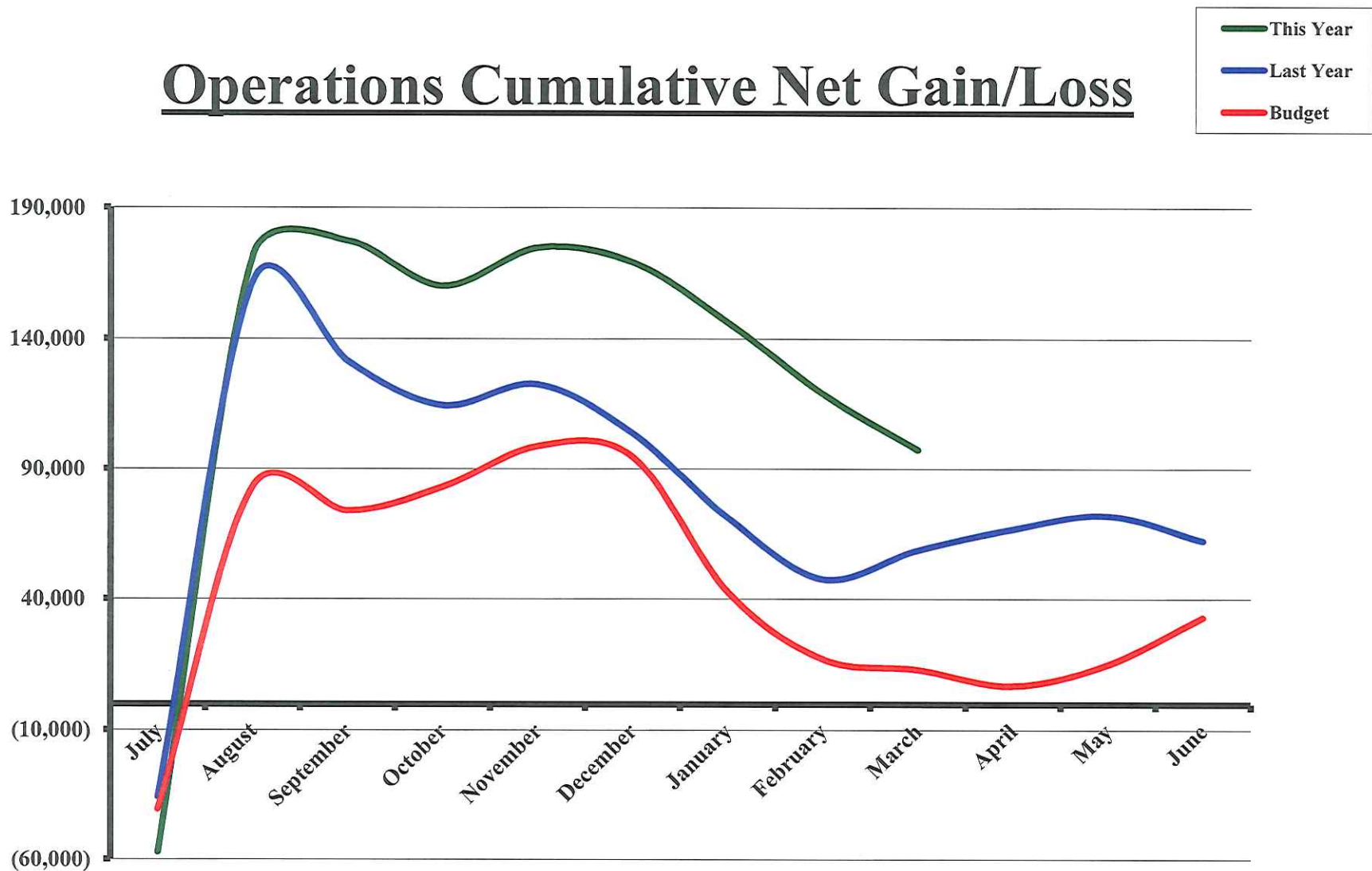


Society of American Archivists  
SAA Net Gain Or Loss By Cost Center  
For the Nine Months Ending March 31, 2014

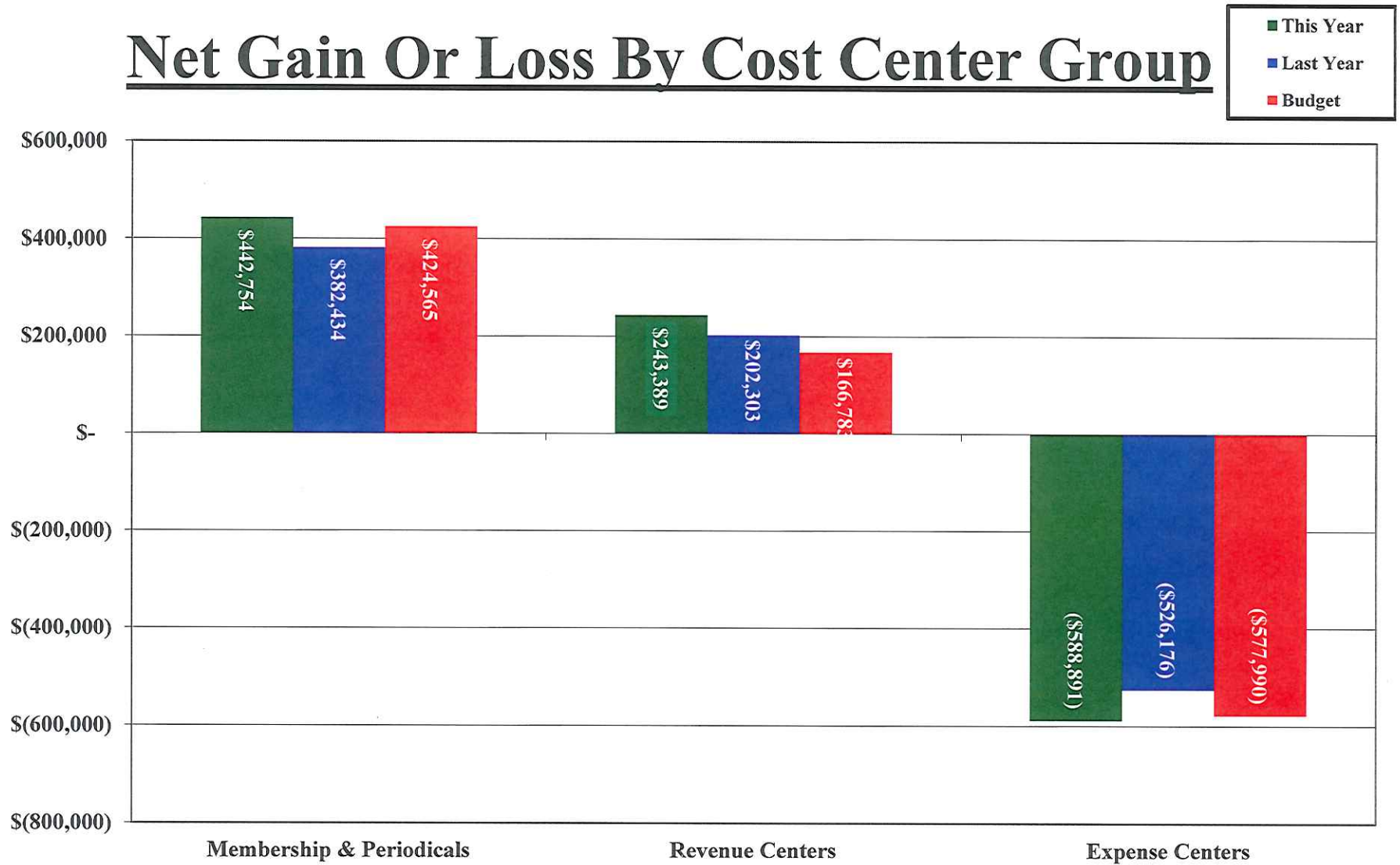
	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Operations							
Membership	\$569,313.00	\$520,909.19	\$566,786.25	\$48,403.81	9.29%	\$2,526.75	0.45%
Annual Meeting	179,261.38	117,122.88	93,968.06	62,138.50	53.05%	85,293.32	90.77%
Publications	(17,973.75)	16,130.20	26,986.87	(34,103.95)	(211.43%)	(44,960.62)	(166.60%)
Education	55,030.12	46,078.53	21,878.40	8,951.59	19.43%	33,151.72	151.53%
Career Services	27,071.60	22,971.72	23,949.65	4,099.88	17.85%	3,121.95	13.04%
American Archivist	(42,981.30)	(51,386.23)	(46,035.14)	8,404.93	(16.36%)	3,053.84	(6.63%)
Archival Outlook	(83,578.12)	(87,088.64)	(96,186.15)	3,510.52	(4.03%)	12,608.03	(13.11%)
General & Administrative	(408,854.74)	(371,694.83)	(406,932.39)	(37,159.91)	10.00%	(1,922.35)	0.47%
Advocacy	(51,476.14)	(36,923.86)	(77,432.38)	(14,552.28)	39.41%	25,956.24	(33.52%)
Governance	(128,559.96)	(117,557.37)	(93,625.50)	(11,002.59)	9.36%	(34,934.46)	37.31%
Total Net Gain/(Loss)	97,252.09	58,561.59	13,357.67	38,690.50	66.07%	83,894.42	628.06%



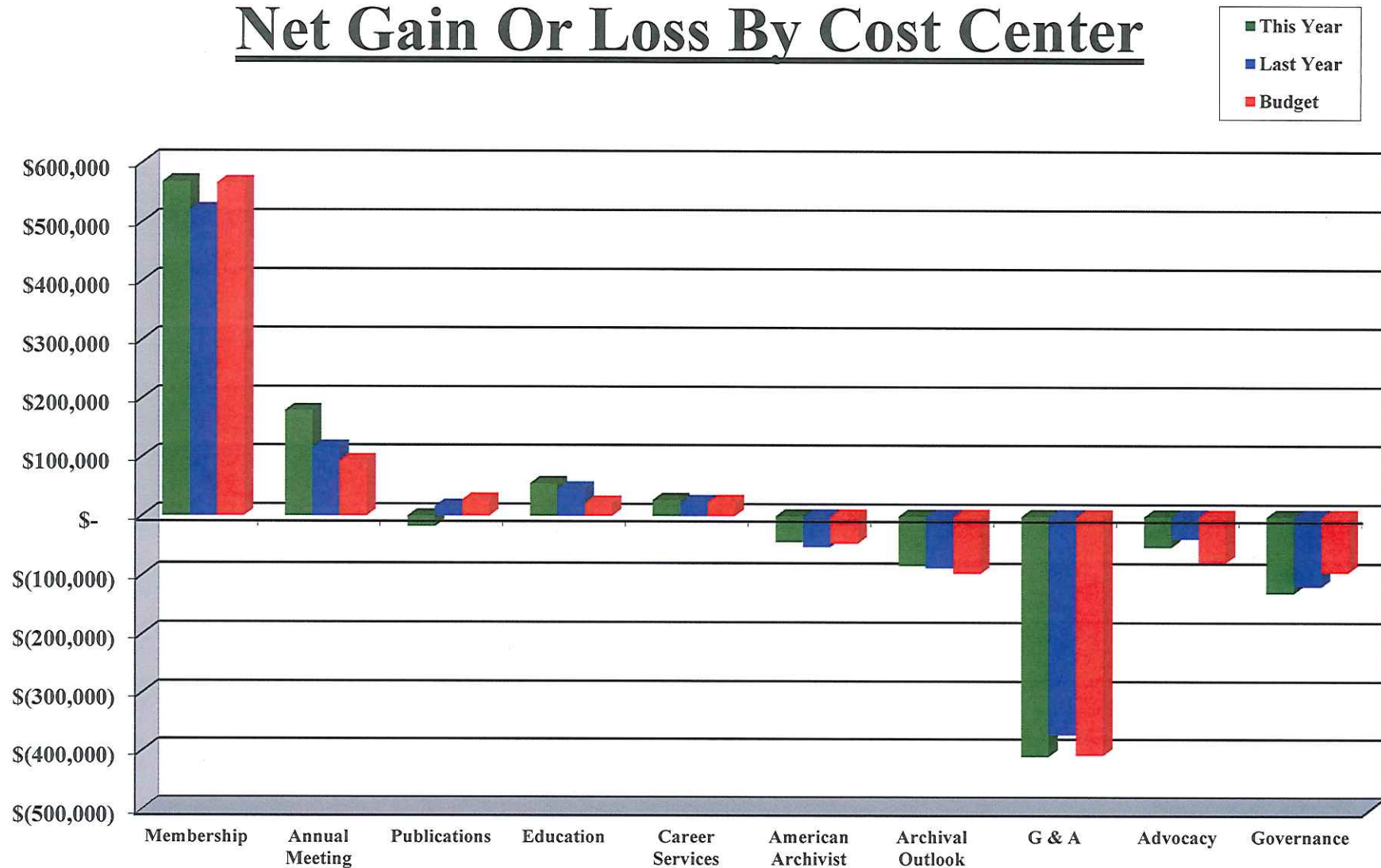
# Operations Cumulative Net Gain/Loss



# Net Gain Or Loss By Cost Center Group



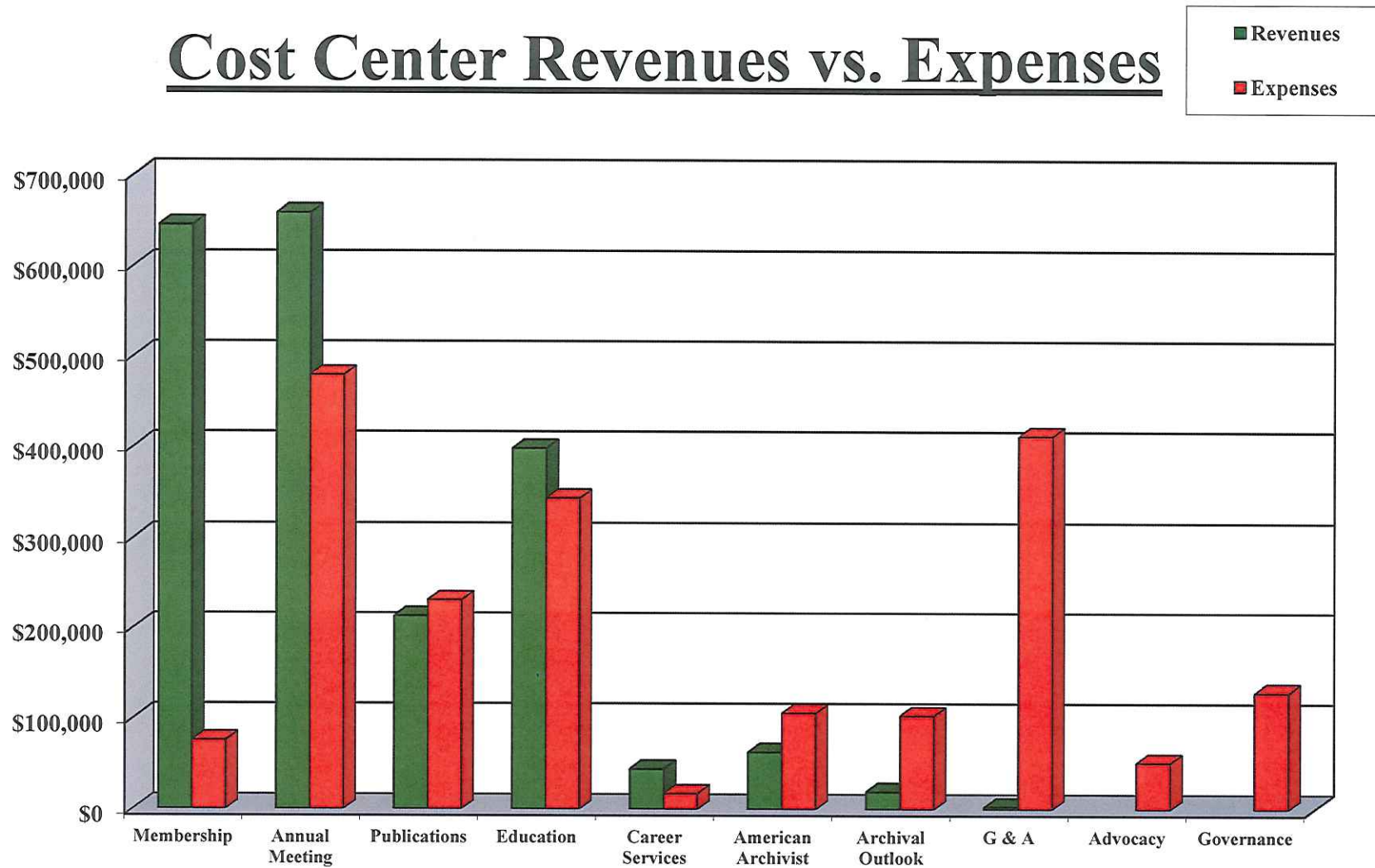
# Net Gain Or Loss By Cost Center



Society of American Archivists  
Income Statement By Cost Center  
For the Nine Months Ending March 31, 2014

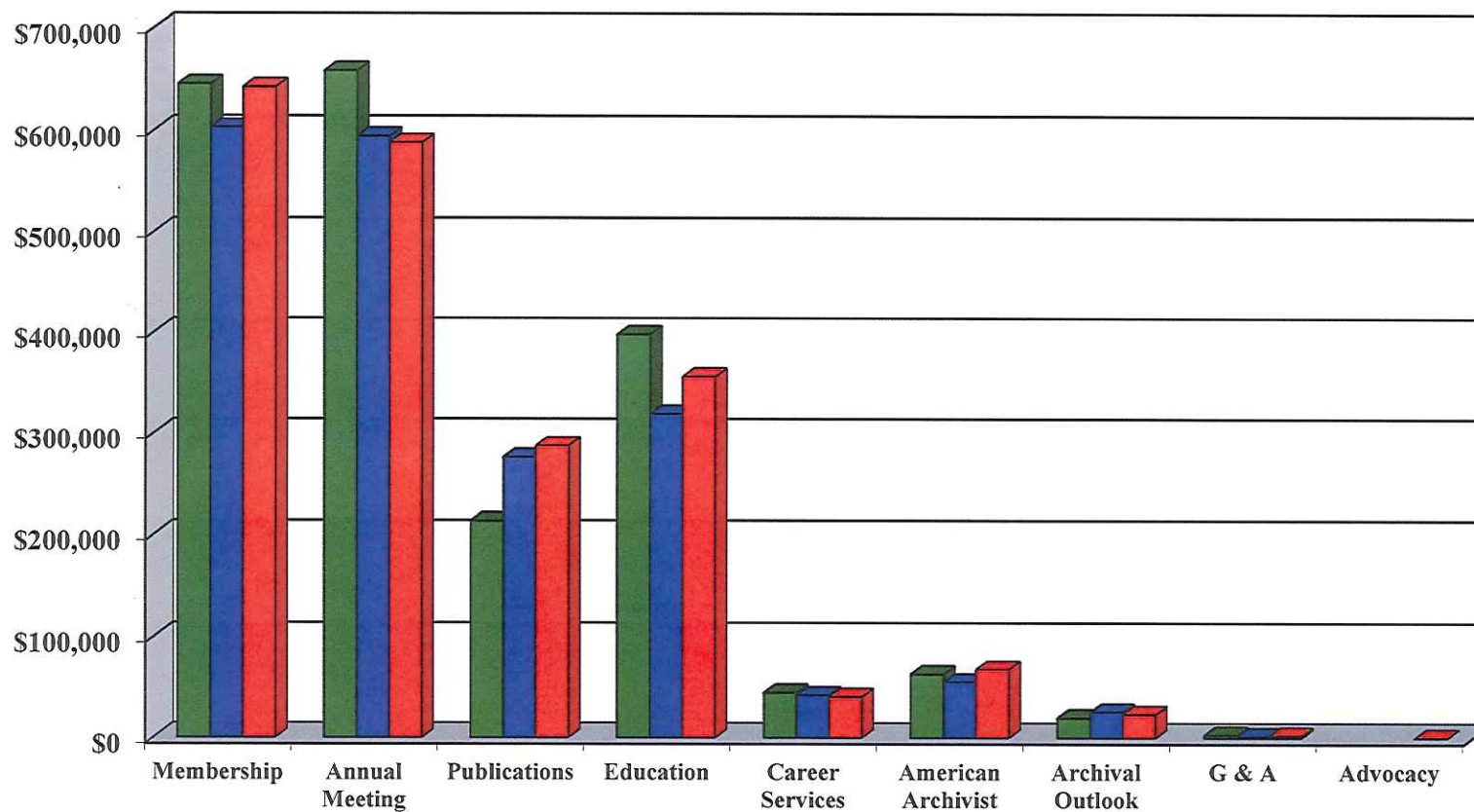
	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Revenues</b>							
Membership	\$645,202.82	\$603,266.25	\$642,419.27	\$41,936.57	6.95%	\$2,783.55	0.43%
Annual Meeting	658,583.78	594,750.11	588,360.04	63,833.67	10.73%	70,223.74	11.94%
Publications	213,741.11	276,213.99	287,631.70	(62,472.88)	(22.62%)	(73,890.59)	(25.69%)
Education	398,336.73	319,432.00	356,286.00	78,904.73	24.70%	42,050.73	11.80%
Career Services	44,662.10	42,071.47	40,474.97	2,590.63	6.16%	4,187.13	10.34%
American Archivist	63,221.40	55,331.12	67,897.47	7,890.28	14.26%	(4,676.07)	(6.89%)
Archival Outlook	19,908.90	25,467.05	23,083.32	(5,558.15)	(21.82%)	(3,174.42)	(13.75%)
G & A	2,947.07	1,701.82	2,047.50	1,245.25	73.17%	899.57	43.94%
Advocacy			250.00			(250.00)	(100.00%)
<b>Total Revenues</b>	<b>2,046,603.91</b>	<b>1,918,233.81</b>	<b>2,008,450.27</b>	<b>128,370.10</b>	<b>6.69%</b>	<b>38,153.64</b>	<b>1.90%</b>
<b>Expenses</b>							
Membership	75,889.82	82,357.06	75,633.02	(6,467.24)	(7.85%)	256.80	0.34%
Annual Meeting	479,322.40	477,627.23	494,391.98	1,695.17	0.35%	(15,069.58)	(3.05%)
Publications	231,714.86	260,083.79	260,644.83	(28,368.93)	(10.91%)	(28,929.97)	(11.10%)
Education	343,306.61	273,353.47	334,407.60	69,953.14	25.59%	8,899.01	2.66%
Career Services	17,590.50	19,099.75	16,525.32	(1,509.25)	(7.90%)	1,065.18	6.45%
American Archivist	106,202.70	106,717.35	113,932.61	(514.65)	(0.48%)	(7,729.91)	(6.78%)
Archival Outlook	103,487.02	112,555.69	119,269.47	(9,068.67)	(8.06%)	(15,782.45)	(13.23%)
G & A	411,801.81	373,396.65	408,979.89	38,405.16	10.29%	2,821.92	0.69%
Advocacy	51,476.14	36,923.86	77,682.38	14,552.28	39.41%	(26,206.24)	(33.74%)
Governance	128,559.96	117,557.37	93,625.50	11,002.59	9.36%	34,934.46	37.31%
<b>Total Expenses</b>	<b>1,949,351.82</b>	<b>1,859,672.22</b>	<b>1,995,092.60</b>	<b>89,679.60</b>	<b>4.82%</b>	<b>(45,740.78)</b>	<b>(2.29%)</b>
<b>Total Net Gain/(Loss)</b>	<b>97,252.09</b>	<b>58,561.59</b>	<b>13,357.67</b>	<b>38,690.50</b>	<b>66.07%</b>	<b>83,894.42</b>	<b>628.06%</b>

# Cost Center Revenues vs. Expenses

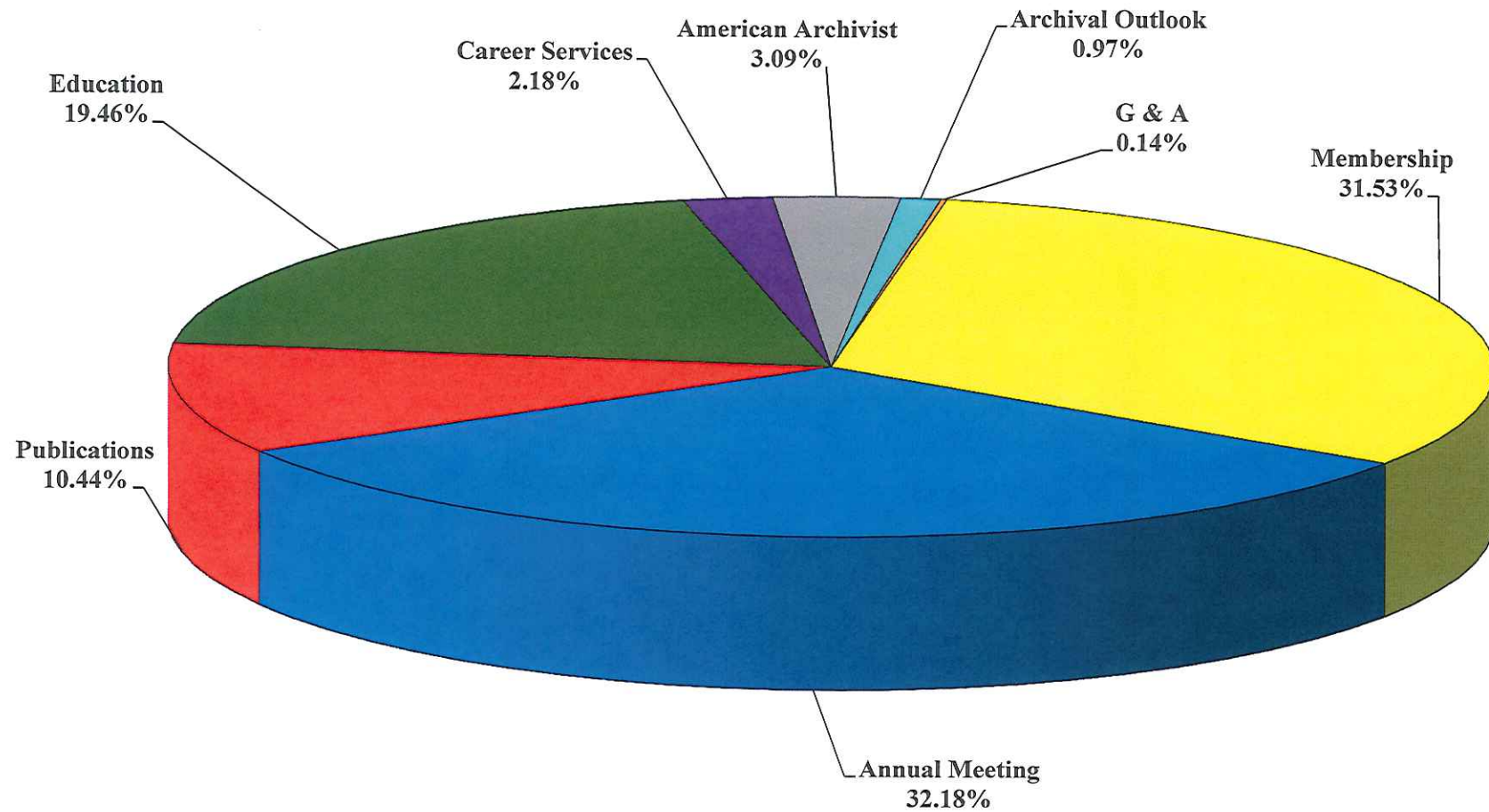




# Revenues By Cost Center



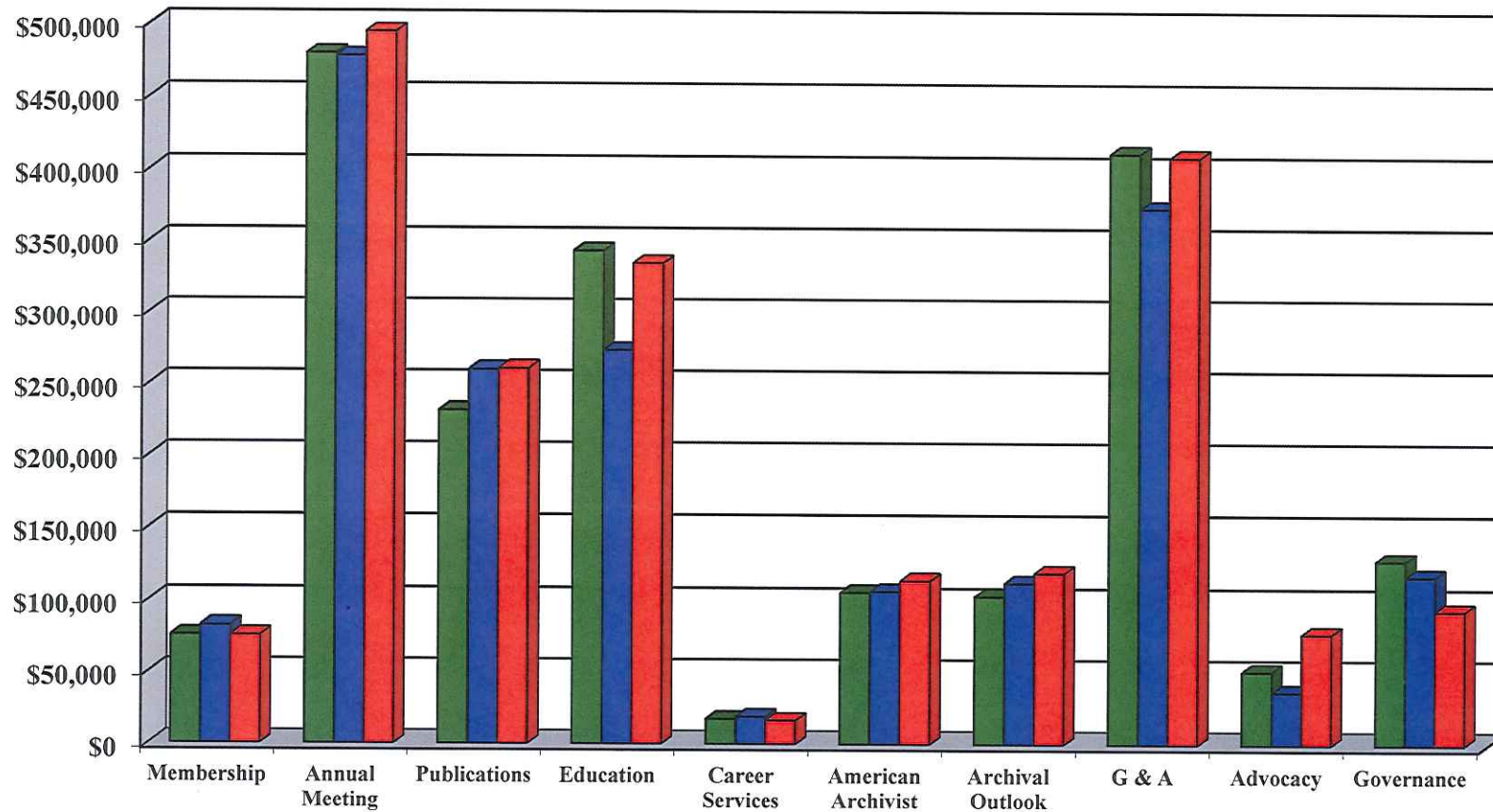
## SAA Revenues by Cost Center



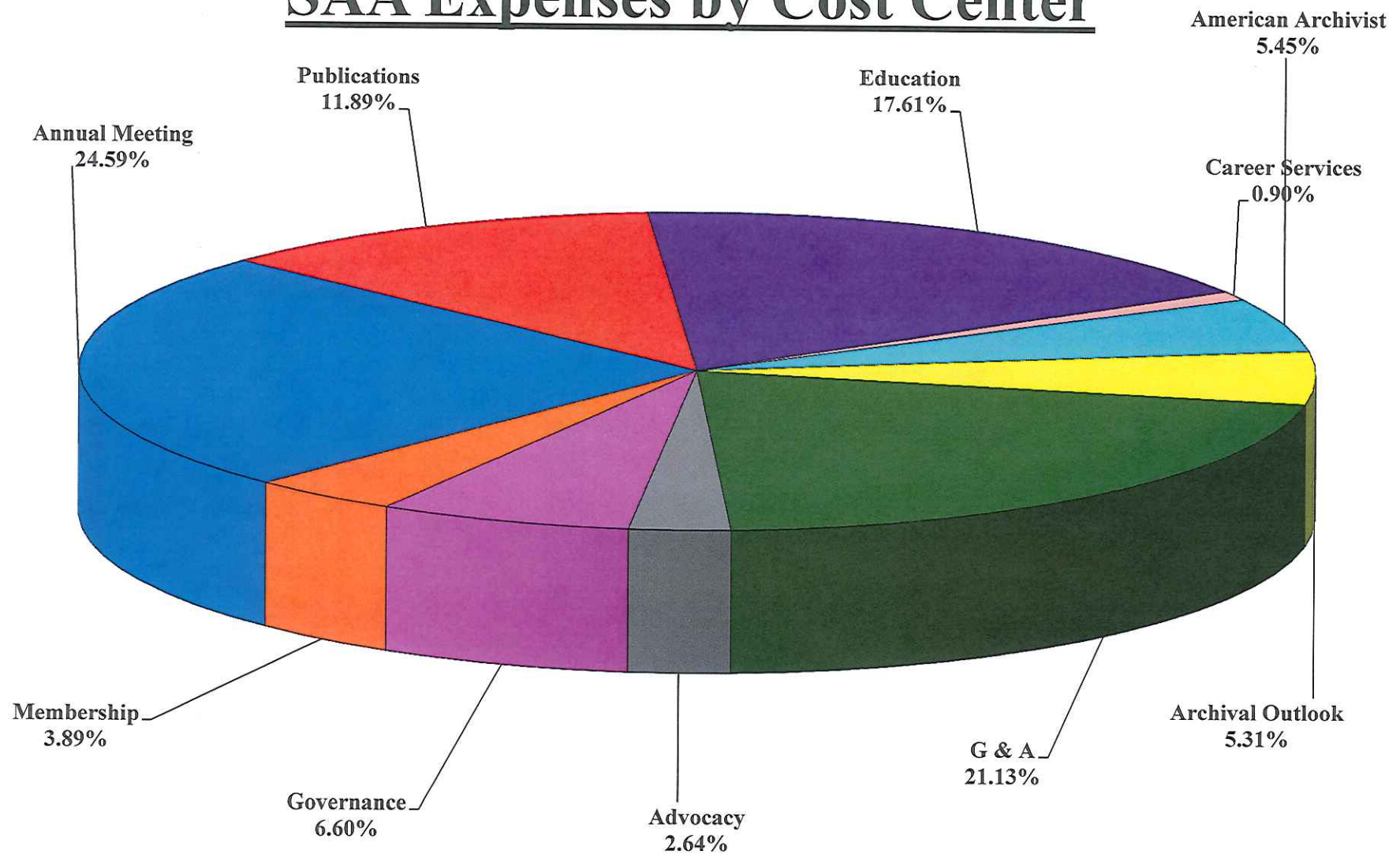


# Expenses By Cost Center

■ This Year  
■ Last Year  
■ Budget



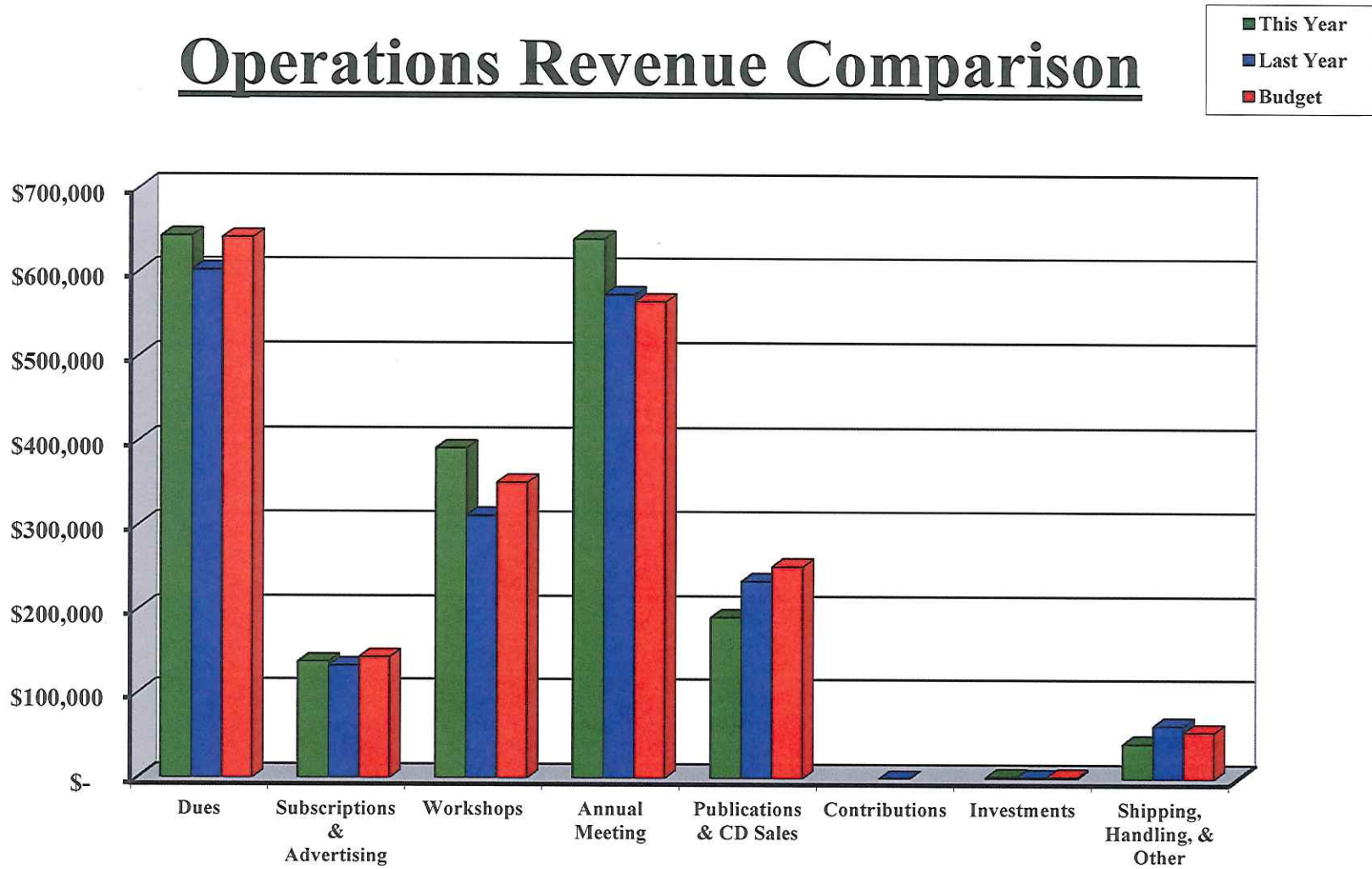
# SAA Expenses by Cost Center



Society of American Archivists  
Consolidated Statement of Activities  
For the Nine Months Ending March 31, 2014

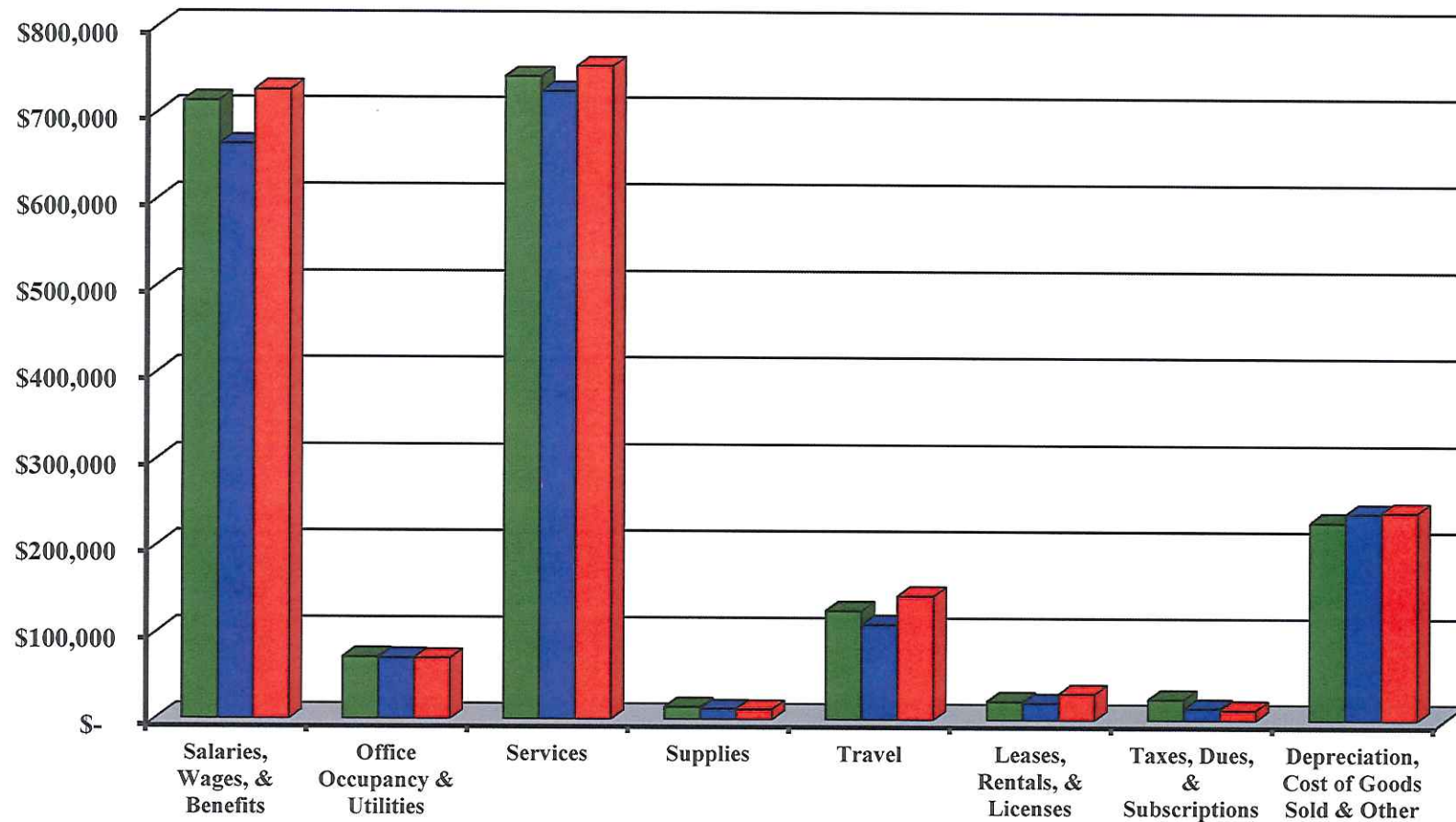
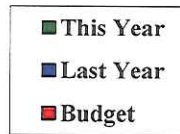
	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues	\$643,107.02	\$602,153.05	\$641,319.27	\$40,953.97	6.80%	\$1,787.75	0.28%
Subscriptions & Advertising	137,574.75	132,803.52	143,118.29	4,771.23	3.59%	(5,543.54)	(3.87%)
Workshops	391,673.18	311,586.00	350,911.00	80,087.18	25.70%	40,762.18	11.62%
Annual Meeting	639,606.41	573,204.50	564,610.04	66,401.91	11.58%	74,996.37	13.28%
Publications & CD Sales	191,139.36	234,261.05	251,591.78	(43,121.69)	(18.41%)	(60,452.42)	(24.03%)
Contributions		100.00		(100.00)	(100.00%)		0.00%
Investments	2,096.06	1,575.72	2,047.50	520.34	33.02%	48.56	2.37%
Shipping, Handling, & Other	41,407.13	62,549.97	54,852.39	(21,142.84)	(33.80%)	(13,445.26)	(24.51%)
<b>Total Income</b>	<b>2,046,603.91</b>	<b>1,918,233.81</b>	<b>2,008,450.27</b>	<b>128,370.10</b>	<b>6.69%</b>	<b>38,153.64</b>	<b>1.90%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	714,769.80	664,561.91	727,566.21	50,207.89	7.56%	(12,796.41)	(1.76%)
Office Occupancy & Utilities	72,358.93	71,351.79	70,953.72	1,007.14	1.41%	1,405.21	1.98%
Services	743,036.99	725,945.91	755,452.03	17,091.08	2.35%	(12,415.04)	(1.64%)
Supplies	14,972.46	12,763.19	12,150.75	2,209.27	17.31%	2,821.71	23.22%
Travel	126,907.76	110,843.48	144,255.50	16,064.28	14.49%	(17,347.74)	(12.03%)
Leases, Rentals, & Licenses	22,543.48	20,424.26	31,345.08	2,119.22	10.38%	(8,801.60)	(28.08%)
Taxes, Dues, & Subscriptions	25,366.80	14,322.50	12,424.00	11,044.30	77.11%	12,942.80	104.18%
Depreciation, Cost of Goods Sold & Other	229,395.60	239,459.18	240,945.31	(10,063.58)	(4.20%)	(11,549.71)	(4.79%)
<b>Total Expenses</b>	<b>1,949,351.82</b>	<b>1,859,672.22</b>	<b>1,995,092.60</b>	<b>89,679.60</b>	<b>4.82%</b>	<b>(45,740.78)</b>	<b>(2.29%)</b>
<b>Net Gain or (Loss)</b>	<b>97,252.09</b>	<b>58,561.59</b>	<b>13,357.67</b>	<b>38,690.50</b>	<b>66.07%</b>	<b>83,894.42</b>	<b>628.06%</b>

# Operations Revenue Comparison





# Operations Expense Comparison



Society of American Archivists  
Membership and Periodicals  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues	\$643,107.02	\$602,153.05	\$641,319.27	\$40,953.97	6.80%	\$1,787.75	0.28%
Subscriptions & Advertising	75,047.65	73,017.05	82,918.32	2,030.60	2.78%	(7,870.67)	(9.49%)
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	10,178.45	8,894.32	9,162.47	1,284.13	14.44%	1,015.98	11.09%
<b>Total Income</b>	<b>728,333.12</b>	<b>684,064.42</b>	<b>733,400.06</b>	<b>44,268.70</b>	<b>6.47%</b>	<b>(5,066.94)</b>	<b>(0.69%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	116,872.48	136,634.73	127,329.47	(19,762.25)	(14.46%)	(10,456.99)	(8.21%)
Office Occupancy & Utilities	11,376.99	14,319.09	12,411.75	(2,942.10)	(20.55%)	(1,034.76)	(8.34%)
Services	148,022.69	139,017.28	147,514.69	9,005.41	6.48%	508.00	0.34%
Supplies	1,101.70	2,724.94	2,950.76	(1,623.24)	(59.57%)	(1,849.06)	(62.66%)
Travel	163.00	1,696.27	6,845.00	(1,533.27)	(90.39%)	(6,682.00)	(97.62%)
Leases, Rentals, & Licenses	2,004.08	2,567.24	3,538.43	(563.16)	(21.94%)	(1,534.35)	(43.36%)
Taxes, Dues, & Subscriptions		495.00	245.00	(495.00)	(100.00%)	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	6,038.60	4,175.55	8,000.00	1,863.05	44.62%	(1,961.40)	(24.52%)
<b>Total Expenses</b>	<b>285,579.54</b>	<b>301,630.10</b>	<b>308,835.10</b>	<b>(16,050.56)</b>	<b>(5.32%)</b>	<b>(23,255.56)</b>	<b>(7.53%)</b>
<b>Net Gain or (Loss)</b>	<b>442,753.58</b>	<b>382,434.32</b>	<b>424,564.96</b>	<b>60,319.26</b>	<b>15.77%</b>	<b>18,188.62</b>	<b>4.28%</b>

Society of American Archivists  
Membership  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues	\$643,107.02	\$602,153.05	\$641,319.27	\$40,953.97	6.80%	\$1,787.75	0.28%
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					0.00%		0.00%
Shipping, Handling, & Other	2,095.80	1,113.20	1,100.00	982.60	88.27%	995.80	90.53%
<b>Total Income</b>	<b>645,202.82</b>	<b>603,266.25</b>	<b>642,419.27</b>	<b>41,936.57</b>	<b>6.95%</b>	<b>2,783.55</b>	<b>0.43%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	55,629.80	61,408.91	53,045.49	(5,779.11)	(9.41%)	2,584.31	4.87%
Office Occupancy & Utilities	5,407.18	6,531.56	5,165.07	(1,124.38)	(17.21%)	242.11	4.69%
Services	7,365.84	5,552.65	6,450.80	1,813.19	32.65%	915.04	14.18%
Supplies	497.19	2,137.96	1,500.60	(1,640.77)	(76.74%)	(1,003.41)	(66.87%)
Travel		1,597.27		(1,597.27)	(100.00%)		0.00%
Leases, Rentals, & Licenses	951.21	1,153.16	1,471.06	(201.95)	(17.51%)	(519.85)	(35.34%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	6,038.60	3,975.55	8,000.00	2,063.05	51.89%	(1,961.40)	(24.52%)
<b>Total Expenses</b>	<b>75,889.82</b>	<b>82,357.06</b>	<b>75,633.02</b>	<b>(6,467.24)</b>	<b>(7.85%)</b>	<b>256.80</b>	<b>0.34%</b>
<b>Net Gain or (Loss)</b>	<b>569,313.00</b>	<b>520,909.19</b>	<b>566,786.25</b>	<b>48,403.81</b>	<b>9.29%</b>	<b>2,526.75</b>	<b>0.45%</b>



Society of American Archivists  
Periodicals (AA & AO)  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	75,047.65	73,017.05	82,918.32	2,030.60	2.78%	(7,870.67)	(9.49%)
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	8,082.65	7,781.12	8,062.47	301.53	3.88%	20.18	0.25%
<b>Total Income</b>	<b>83,130.30</b>	<b>80,798.17</b>	<b>90,980.79</b>	<b>2,332.13</b>	<b>2.89%</b>	<b>(7,850.49)</b>	<b>(8.63%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	61,242.68	75,225.82	74,283.98	(13,983.14)	(18.59%)	(13,041.30)	(17.56%)
Office Occupancy & Utilities	5,969.81	7,787.53	7,246.68	(1,817.72)	(23.34%)	(1,276.87)	(17.62%)
Services	140,656.85	133,464.63	141,063.89	7,192.22	5.39%	(407.04)	(0.29%)
Supplies	604.51	586.98	1,450.16	17.53	2.99%	(845.65)	(58.31%)
Travel	163.00	99.00	6,845.00	64.00	64.65%	(6,682.00)	(97.62%)
Leases, Rentals, & Licenses	1,052.87	1,414.08	2,067.37	(361.21)	(25.54%)	(1,014.50)	(49.07%)
Taxes, Dues, & Subscriptions		495.00	245.00	(495.00)	(100.00%)	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other		200.00		(200.00)	(100.00%)		0.00%
<b>Total Expenses</b>	<b>209,689.72</b>	<b>219,273.04</b>	<b>233,202.08</b>	<b>(9,583.32)</b>	<b>(4.37%)</b>	<b>(23,512.36)</b>	<b>(10.08%)</b>
<b>Net Gain or (Loss)</b>	<b>(126,559.42)</b>	<b>(138,474.87)</b>	<b>(142,221.29)</b>	<b>11,915.45</b>	<b>(8.60%)</b>	<b>15,661.87</b>	<b>(11.01%)</b>

Society of American Archivists  
American Archivist  
For the Nine Months Ending March 31, 2014

	<u>Year-To-Date 03/31/14</u>	<u>Year-To-Date 03/31/13</u>	<u>Budget 03/31/14</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	57,073.75	49,327.00	61,710.00	7,746.75	15.70%	(4,636.25)	(7.51%)
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	6,147.65	6,004.12	6,187.47	143.53	2.39%	(39.82)	(0.64%)
<b>Total Income</b>	<u>63,221.40</u>	<u>55,331.12</u>	<u>67,897.47</u>	<u>7,890.28</u>	<u>14.26%</u>	<u>(4,676.07)</u>	<u>(6.89%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	30,630.86	31,113.75	29,230.82	(482.89)	(1.55%)	1,400.04	4.79%
Office Occupancy & Utilities	2,976.22	3,207.71	2,856.97	(231.49)	(7.22%)	119.25	4.17%
Services	71,573.28	71,569.32	73,106.16	3.96	0.01%	(1,532.88)	(2.10%)
Supplies	332.33	241.68	1,177.67	90.65	37.51%	(845.34)	(71.78%)
Travel	163.00		6,745.00	163.00	0.00%	(6,582.00)	(97.58%)
Leases, Rentals, & Licenses	527.01	584.89	815.99	(57.88)	(9.90%)	(288.98)	(35.41%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>106,202.70</u>	<u>106,717.35</u>	<u>113,932.61</u>	<u>(514.65)</u>	<u>(0.48%)</u>	<u>(7,729.91)</u>	<u>(6.78%)</u>
<b>Net Gain or (Loss)</b>	<u>(42,981.30)</u>	<u>(51,386.23)</u>	<u>(46,035.14)</u>	<u>8,404.93</u>	<u>(16.36%)</u>	<u>3,053.84</u>	<u>(6.63%)</u>

Society of American Archivists  
Archival Outlook  
For the Nine Months Ending March 31, 2014

	<u>Year-To-Date 03/31/14</u>	<u>Year-To-Date 03/31/13</u>	<u>Budget 03/31/14</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	17,973.90	23,690.05	21,208.32	(5,716.15)	(24.13%)	(3,234.42)	(15.25%)
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>1,935.00</u>	<u>1,777.00</u>	<u>1,875.00</u>	<u>158.00</u>	<u>8.89%</u>	<u>60.00</u>	<u>3.20%</u>
Total Income	<u>19,908.90</u>	<u>25,467.05</u>	<u>23,083.32</u>	<u>(5,558.15)</u>	<u>(21.82%)</u>	<u>(3,174.42)</u>	<u>(13.75%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	30,611.82	44,112.07	45,053.16	(13,500.25)	(30.60%)	(14,441.34)	(32.05%)
Office Occupancy & Utilities	2,993.59	4,579.82	4,389.71	(1,586.23)	(34.64%)	(1,396.12)	(31.80%)
Services	69,083.57	61,895.31	67,957.73	7,188.26	11.61%	1,125.84	1.66%
Supplies	272.18	345.30	272.49	(73.12)	(21.18%)	(0.31)	(0.11%)
Travel		99.00	100.00	(99.00)	(100.00%)	(100.00)	(100.00%)
Leases, Rentals, & Licenses	525.86	829.19	1,251.38	(303.33)	(36.58%)	(725.52)	(57.98%)
Taxes, Dues, & Subscriptions		495.00	245.00	(495.00)	(100.00%)	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other		<u>200.00</u>		<u>(200.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Total Expenses	<u>103,487.02</u>	<u>112,555.69</u>	<u>119,269.47</u>	<u>(9,068.67)</u>	<u>(8.06%)</u>	<u>(15,782.45)</u>	<u>(13.23%)</u>
Net Gain or (Loss)	<u>(83,578.12)</u>	<u>(87,088.64)</u>	<u>(96,186.15)</u>	<u>3,510.52</u>	<u>(4.03%)</u>	<u>12,608.03</u>	<u>(13.11%)</u>

Society of American Archivists  
Operational Revenue Centers  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	62,527.10	59,786.47	60,199.97	2,740.63	4.58%	2,327.13	3.87%
Workshops	391,673.18	311,586.00	350,661.00	80,087.18	25.70%	41,012.18	11.70%
Annual Meeting	639,606.41	573,204.50	564,610.04	66,401.91	11.58%	74,996.37	13.28%
Publications & CD Sales	191,139.36	234,261.05	251,591.78	(43,121.69)	(18.41%)	(60,452.42)	(24.03%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	30,377.67	53,629.55	45,689.92	(23,251.88)	(43.36%)	(15,312.25)	(33.51%)
<b>Total Income</b>	<b>1,315,323.72</b>	<b>1,232,467.57</b>	<b>1,272,752.71</b>	<b>82,856.15</b>	<b>6.72%</b>	<b>42,571.01</b>	<b>3.34%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	313,342.37	282,782.52	298,962.53	30,559.85	10.81%	14,379.84	4.81%
Office Occupancy & Utilities	31,252.22	28,939.94	29,401.32	2,312.28	7.99%	1,850.90	6.30%
Services	453,706.29	455,138.62	469,599.91	(1,432.33)	(0.31%)	(15,893.62)	(3.38%)
Supplies	9,886.77	6,446.38	6,654.47	3,440.39	53.37%	3,232.30	48.57%
Travel	96,687.78	81,532.03	110,068.00	15,155.75	18.59%	(13,380.22)	(12.16%)
Leases, Rentals, & Licenses	14,302.86	11,464.34	21,040.08	2,838.52	24.76%	(6,737.22)	(32.02%)
Taxes, Dues, & Subscriptions	1,761.00	2,465.40		(704.40)	(28.57%)	1,761.00	0.00%
Depreciation, Cost of Goods Sold & Other	150,995.08	161,395.01	170,243.42	(10,399.93)	(6.44%)	(19,248.34)	(11.31%)
<b>Total Expenses</b>	<b>1,071,934.37</b>	<b>1,030,164.24</b>	<b>1,105,969.73</b>	<b>41,770.13</b>	<b>4.05%</b>	<b>(34,035.36)</b>	<b>(3.08%)</b>
<b>Net Gain or (Loss)</b>	<b>243,389.35</b>	<b>202,303.33</b>	<b>166,782.98</b>	<b>41,086.02</b>	<b>20.31%</b>	<b>76,606.37</b>	<b>45.93%</b>



Society of American Archivists  
Annual Meeting  
For the Nine Months Ending March 31, 2014

	<u>Year-To-Date</u> <u>03/31/14</u>	<u>Year-To-Date</u> <u>03/31/13</u>	<u>Budget</u> <u>03/31/14</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	12,705.00	11,700.00	15,000.00	1,005.00	8.59%	(2,295.00)	(15.30%)
Workshops					0.00%		0.00%
Annual Meeting	639,606.41	573,204.50	564,610.04	66,401.91	11.58%	74,996.37	13.28%
Publications & CD Sales			7,500.00		0.00%	(7,500.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,272.37	9,845.61	1,250.00	(3,573.24)	(36.29%)	5,022.37	401.79%
<b>Total Income</b>	<u>658,583.78</u>	<u>594,750.11</u>	<u>588,360.04</u>	<u>63,833.67</u>	<u>10.73%</u>	<u>70,223.74</u>	<u>11.94%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	107,630.77	97,429.73	101,008.80	10,201.04	10.47%	6,621.97	6.56%
Office Occupancy & Utilities	10,826.88	9,542.39	9,849.04	1,284.49	13.46%	977.84	9.93%
Services	262,181.14	283,863.31	271,223.60	(21,682.17)	(7.64%)	(9,042.46)	(3.33%)
Supplies	7,011.11	1,817.67	3,220.38	5,193.44	285.72%	3,790.73	117.71%
Travel	11,935.50	12,911.48	15,115.00	(975.98)	(7.56%)	(3,179.50)	(21.04%)
Leases, Rentals, & Licenses	7,307.80	1,869.55	12,813.27	5,438.25	290.89%	(5,505.47)	(42.97%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	72,429.20	70,193.10	81,161.89	2,236.10	3.19%	(8,732.69)	(10.76%)
<b>Total Expenses</b>	<u>479,322.40</u>	<u>477,627.23</u>	<u>494,391.98</u>	<u>1,695.17</u>	<u>0.35%</u>	<u>(15,069.58)</u>	<u>(3.05%)</u>
<b>Net Gain or (Loss)</b>	<u>179,261.38</u>	<u>117,122.88</u>	<u>93,968.06</u>	<u>62,138.50</u>	<u>53.05%</u>	<u>85,293.32</u>	<u>90.77%</u>

Society of American Archivists  
Annual Meeting - San Diego 2012  
For the Nine Months Ending March 31, 2014

	<u>Year-To-Date</u> <u>03/31/14</u>	<u>Year-To-Date</u> <u>03/31/13</u>	<u>Budget</u> <u>03/31/14</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		11,700.00		(11,700.00)	(100.00%)		0.00%
Workshops					0.00%		0.00%
Annual Meeting		573,204.50		(573,204.50)	(100.00%)		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		9,845.61		(9,845.61)	(100.00%)		0.00%
<b>Total Income</b>		<b>594,750.11</b>		<b>(594,750.11)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits		54,564.81		(54,564.81)	(100.00%)		0.00%
Office Occupancy & Utilities		5,113.79		(5,113.79)	(100.00%)		0.00%
Services		257,896.12		(257,896.12)	(100.00%)		0.00%
Supplies		1,395.40		(1,395.40)	(100.00%)		0.00%
Travel		2,911.37		(2,911.37)	(100.00%)		0.00%
Leases, Rentals, & Licenses		1,108.27		(1,108.27)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		154,637.47		(154,637.47)	(100.00%)		0.00%
<b>Total Expenses</b>		<b>477,627.23</b>		<b>(477,627.23)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Net Gain or (Loss)</b>		<b>117,122.88</b>		<b>(117,122.88)</b>	<b>(100.00%)</b>		<b>0.00%</b>

Society of American Archivists  
Annual Meeting - New Orleans 2013  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	12,705.00		15,000.00	12,705.00	0.00%	(2,295.00)	(15.30%)
Workshops					0.00%		0.00%
Annual Meeting	639,606.41		564,610.04	639,606.41	0.00%	74,996.37	13.28%
Publications & CD Sales			7,500.00		0.00%	(7,500.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,272.37		1,250.00	6,272.37	0.00%	5,022.37	401.79%
<b>Total Income</b>	<b>658,583.78</b>		<b>588,360.04</b>	<b>658,583.78</b>	<b>0.00%</b>	<b>70,223.74</b>	<b>11.94%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	57,797.89	42,864.92	58,809.46	14,932.97	34.84%	(1,011.57)	(1.72%)
Office Occupancy & Utilities	5,883.54	4,428.60	5,766.72	1,454.94	32.85%	116.82	2.03%
Services	242,968.68	25,967.19	252,802.27	217,001.49	835.68%	(9,833.59)	(3.89%)
Supplies	6,630.20	422.27	3,021.20	6,207.93	1,470.13%	3,609.00	119.46%
Travel	(486.62)	10,000.11	2,450.00	(10,486.73)	(104.87%)	(2,936.62)	(119.86%)
Leases, Rentals, & Licenses	1,031.79	761.28	11,656.66	270.51	35.53%	(10,624.87)	(91.15%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	165,496.92	(84,444.37)	159,885.67	249,941.29	(295.98%)	5,611.25	3.51%
<b>Total Expenses</b>	<b>479,322.40</b>		<b>494,391.98</b>	<b>479,322.40</b>	<b>0.00%</b>	<b>(15,069.58)</b>	<b>(3.05%)</b>
<b>Net Gain or (Loss)</b>	<b>179,261.38</b>		<b>93,968.06</b>	<b>179,261.38</b>	<b>0.00%</b>	<b>85,293.32</b>	<b>90.77%</b>



Society of American Archivists  
Annual Meeting - Washington 2014  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>					0.00%		0.00%
<b>Expenses</b>							
Salaries, Wages, & Benefits	45,388.52		42,199.34	45,388.52	0.00%	3,189.18	7.56%
Office Occupancy & Utilities	4,509.26		4,082.32	4,509.26	0.00%	426.94	10.46%
Services	18,881.54		18,421.33	18,881.54	0.00%	460.21	2.50%
Supplies	329.88		199.18	329.88	0.00%	130.70	65.62%
Travel	11,962.32		12,665.00	11,962.32	0.00%	(702.68)	(5.55%)
Leases, Rentals, & Licenses	6,197.23		1,156.61	6,197.23	0.00%	5,040.62	435.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(87,268.75)		(78,723.78)	(87,268.75)	0.00%	(8,544.97)	10.85%
<b>Total Expenses</b>					0.00%		0.00%
<b>Net Gain or (Loss)</b>					0.00%		0.00%

Society of American Archivists  
Annual Meeting - Cleveland 2015  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>					0.00%		0.00%
<b>Expenses</b>							
Salaries, Wages, & Benefits	4,444.36			4,444.36	0.00%	4,444.36	0.00%
Office Occupancy & Utilities	434.08			434.08	0.00%	434.08	0.00%
Services	330.92			330.92	0.00%	330.92	0.00%
Supplies	51.03			51.03	0.00%	51.03	0.00%
Travel	459.80			459.80	0.00%	459.80	0.00%
Leases, Rentals, & Licenses	78.78			78.78	0.00%	78.78	0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(5,798.97)			(5,798.97)	0.00%	(5,798.97)	0.00%
<b>Total Expenses</b>					0.00%		0.00%
<b>Net Gain or (Loss)</b>					0.00%		0.00%

Society of American Archivists  
Publications  
For the Nine Months Ending March 31, 2014

	<u>Year-To-Date 03/31/14</u>	<u>Year-To-Date 03/31/13</u>	<u>Budget 03/31/14</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	190,324.36	232,789.05	243,191.78	(42,464.69)	(18.24%)	(52,867.42)	(21.74%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>23,416.75</u>	<u>43,424.94</u>	<u>44,439.92</u>	<u>(20,008.19)</u>	<u>(46.08%)</u>	<u>(21,023.17)</u>	<u>(47.31%)</u>
Total Income	<u>213,741.11</u>	<u>276,213.99</u>	<u>287,631.70</u>	<u>(62,472.88)</u>	<u>(22.62%)</u>	<u>(73,890.59)</u>	<u>(25.69%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	57,421.43	63,577.02	71,657.45	(6,155.59)	(9.68%)	(14,236.02)	(19.87%)
Office Occupancy & Utilities	6,319.62	7,309.41	7,127.51	(989.79)	(13.54%)	(807.89)	(11.33%)
Services	75,728.18	77,269.80	79,178.13	(1,541.62)	(2.00%)	(3,449.95)	(4.36%)
Supplies	1,067.26	3,521.96	1,427.08	(2,454.70)	(69.70%)	(359.82)	(25.21%)
Travel	7,228.96	10,468.26	8,655.00	(3,239.30)	(30.94%)	(1,426.04)	(16.48%)
Leases, Rentals, & Licenses	3,622.53	5,329.66	4,418.13	(1,707.13)	(32.03%)	(795.60)	(18.01%)
Taxes, Dues, & Subscriptions	1,761.00	2,465.40		(704.40)	(28.57%)	1,761.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>78,565.88</u>	<u>90,142.28</u>	<u>88,181.53</u>	<u>(11,576.40)</u>	<u>(12.84%)</u>	<u>(9,615.65)</u>	<u>(10.90%)</u>
Total Expenses	<u>231,714.86</u>	<u>260,083.79</u>	<u>260,644.83</u>	<u>(28,368.93)</u>	<u>(10.91%)</u>	<u>(28,929.97)</u>	<u>(11.10%)</u>
Net Gain or (Loss)	<u>(17,973.75)</u>	<u>16,130.20</u>	<u>26,986.87</u>	<u>(34,103.95)</u>	<u>(211.43%)</u>	<u>(44,960.62)</u>	<u>(166.60%)</u>

Society of American Archivists  
Education  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	5,160.00	6,015.00	4,725.00	(855.00)	(14.21%)	435.00	9.21%
Workshops	391,673.18	311,586.00	350,661.00	80,087.18	25.70%	41,012.18	11.70%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	815.00	1,472.00	900.00	(657.00)	(44.63%)	(85.00)	(9.44%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	688.55	359.00		329.55	91.80%	688.55	0.00%
<b>Total Income</b>	<b>398,336.73</b>	<b>319,432.00</b>	<b>356,286.00</b>	<b>78,904.73</b>	<b>24.70%</b>	<b>42,050.73</b>	<b>11.80%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	145,181.43	118,954.38	125,171.79	26,227.05	22.05%	20,009.64	15.99%
Office Occupancy & Utilities	13,803.88	11,794.95	12,315.57	2,008.93	17.03%	1,488.31	12.08%
Services	101,698.94	78,193.33	103,942.94	23,505.61	30.06%	(2,244.00)	(2.16%)
Supplies	1,780.04	1,087.58	2,001.65	692.46	63.67%	(221.61)	(11.07%)
Travel	77,523.32	58,152.29	86,298.00	19,371.03	33.31%	(8,774.68)	(10.17%)
Leases, Rentals, & Licenses	3,319.00	4,210.31	3,777.65	(891.31)	(21.17%)	(458.65)	(12.14%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		960.63	900.00	(960.63)	(100.00%)	(900.00)	(100.00%)
<b>Total Expenses</b>	<b>343,306.61</b>	<b>273,353.47</b>	<b>334,407.60</b>	<b>69,953.14</b>	<b>25.59%</b>	<b>8,899.01</b>	<b>2.66%</b>
<b>Net Gain or (Loss)</b>	<b>55,030.12</b>	<b>46,078.53</b>	<b>21,878.40</b>	<b>8,951.59</b>	<b>19.43%</b>	<b>33,151.72</b>	<b>151.53%</b>

Society of American Archivists  
Career Services  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	44,662.10	42,071.47	40,474.97	2,590.63	6.16%	4,187.13	10.34%
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					0.00%		0.00%
<b>Total Income</b>	<b>44,662.10</b>	<b>42,071.47</b>	<b>40,474.97</b>	<b>2,590.63</b>	<b>6.16%</b>	<b>4,187.13</b>	<b>10.34%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	3,108.74	2,821.39	1,124.49	287.35	10.18%	1,984.25	176.46%
Office Occupancy & Utilities	301.84	293.19	109.20	8.65	2.95%	192.64	176.41%
Services	14,098.03	15,812.18	15,255.24	(1,714.15)	(10.84%)	(1,157.21)	(7.59%)
Supplies	28.36	19.17	5.36	9.19	47.94%	23.00	429.10%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	53.53	54.82	31.03	(1.29)	(2.35%)	22.50	72.51%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		99.00		(99.00)	(100.00%)		0.00%
<b>Total Expenses</b>	<b>17,590.50</b>	<b>19,099.75</b>	<b>16,525.32</b>	<b>(1,509.25)</b>	<b>(7.90%)</b>	<b>1,065.18</b>	<b>6.45%</b>
<b>Net Gain or (Loss)</b>	<b>27,071.60</b>	<b>22,971.72</b>	<b>23,949.65</b>	<b>4,099.88</b>	<b>17.85%</b>	<b>3,121.95</b>	<b>13.04%</b>



Society of American Archivists  
Operational Expense Centers  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops			250.00		0.00%	(250.00)	(100.00%)
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions		100.00		(100.00)	(100.00%)		0.00%
Investments	2,096.06	1,575.72	2,047.50	520.34	33.02%	48.56	2.37%
Shipping, Handling, & Other	851.01	26.10		824.91	3,160.57%	851.01	0.00%
<b>Total Income</b>	<b>2,947.07</b>	<b>1,701.82</b>	<b>2,297.50</b>	<b>1,245.25</b>	<b>73.17%</b>	<b>649.57</b>	<b>28.27%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	288,999.31	245,144.66	301,274.21	43,854.65	17.89%	(12,274.90)	(4.07%)
Office Occupancy & Utilities	30,163.80	28,092.76	29,140.65	2,071.04	7.37%	1,023.15	3.51%
Services	141,638.93	131,790.01	138,337.43	9,848.92	7.47%	3,301.50	2.39%
Supplies	4,035.02	3,591.87	2,545.52	443.15	12.34%	1,489.50	58.51%
Travel	30,516.78	27,615.18	27,342.50	2,901.60	10.51%	3,174.28	11.61%
Leases, Rentals, & Licenses	6,315.32	6,392.68	6,766.57	(77.36)	(1.21%)	(451.25)	(6.67%)
Taxes, Dues, & Subscriptions	23,605.80	11,362.10	12,179.00	12,243.70	107.76%	11,426.80	93.82%
Depreciation, Cost of Goods Sold & Other	66,562.95	73,888.62	62,701.89	(7,325.67)	(9.91%)	3,861.06	6.16%
<b>Total Expenses</b>	<b>591,837.91</b>	<b>527,877.88</b>	<b>580,287.77</b>	<b>63,960.03</b>	<b>12.12%</b>	<b>11,550.14</b>	<b>1.99%</b>
<b>Net Gain or (Loss)</b>	<b>(588,890.84)</b>	<b>(526,176.06)</b>	<b>(577,990.27)</b>	<b>(62,714.78)</b>	<b>11.92%</b>	<b>(10,900.57)</b>	<b>1.89%</b>

Society of American Archivists  
General & Administrative  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<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		100.00		(100.00)	(100.00%)		0.00%
Investments	2,096.06	1,575.72	2,047.50	520.34	33.02%	48.56	2.37%
Shipping, Handling, & Other	851.01	26.10		824.91	3,160.57%	851.01	0.00%
<b>Total Income</b>	<b>2,947.07</b>	<b>1,701.82</b>	<b>2,047.50</b>	<b>1,245.25</b>	<b>73.17%</b>	<b>899.57</b>	<b>43.94%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	186,287.38	160,263.08	209,618.76	26,024.30	16.24%	(23,331.38)	(11.13%)
Office Occupancy & Utilities	18,706.27	17,386.80	19,999.62	1,319.47	7.59%	(1,293.35)	(6.47%)
Services	114,790.07	105,776.39	103,057.41	9,013.68	8.52%	11,732.66	11.38%
Supplies	2,929.91	2,845.84	1,944.80	84.07	2.95%	985.11	50.65%
Travel	6,349.64	7,931.62	6,240.00	(1,581.98)	(19.95%)	109.64	1.76%
Leases, Rentals, & Licenses	4,457.01	3,775.30	4,228.41	681.71	18.06%	228.60	5.41%
Taxes, Dues, & Subscriptions	11,718.58	1,529.00	1,189.00	10,189.58	666.42%	10,529.58	885.58%
Depreciation, Cost of Goods Sold & Other	66,562.95	73,888.62	62,701.89	(7,325.67)	(9.91%)	3,861.06	6.16%
<b>Total Expenses</b>	<b>411,801.81</b>	<b>373,396.65</b>	<b>408,979.89</b>	<b>38,405.16</b>	<b>10.29%</b>	<b>2,821.92</b>	<b>0.69%</b>
<b>Net Gain or (Loss)</b>	<b>(408,854.74)</b>	<b>(371,694.83)</b>	<b>(406,932.39)</b>	<b>(37,159.91)</b>	<b>10.00%</b>	<b>(1,922.35)</b>	<b>0.47%</b>



Society of American Archivists  
Governance  
For the Nine Months Ending March 31, 2014

	Year-To-Date 03/31/14	Year-To-Date 03/31/13	Budget 03/31/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>					0.00%		0.00%
<b>Expenses</b>							
Salaries, Wages, & Benefits	71,579.84	61,280.15	57,060.54	10,299.69	16.81%	14,519.30	25.45%
Office Occupancy & Utilities	8,423.81	7,912.05	5,549.35	511.76	6.47%	2,874.46	51.80%
Services	23,815.86	23,224.96	12,677.43	590.90	2.54%	11,138.43	87.86%
Supplies	820.80	534.15	408.42	286.65	53.66%	412.38	100.97%
Travel	18,210.35	18,123.94	12,860.00	86.41	0.48%	5,350.35	41.60%
Leases, Rentals, & Licenses	1,322.08	2,184.02	1,579.76	(861.94)	(39.47%)	(257.68)	(16.31%)
Taxes, Dues, & Subscriptions	4,387.22	4,298.10	3,490.00	89.12	2.07%	897.22	25.71%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>128,559.96</b>	<b>117,557.37</b>	<b>93,625.50</b>	<b>11,002.59</b>	<b>9.36%</b>	<b>34,934.46</b>	<b>37.31%</b>
<b>Net Gain or (Loss)</b>	<b>(128,559.96)</b>	<b>(117,557.37)</b>	<b>(93,625.50)</b>	<b>(11,002.59)</b>	<b>9.36%</b>	<b>(34,934.46)</b>	<b>37.31%</b>

Society of American Archivists  
Advocacy  
For the Nine Months Ending March 31, 2014

	<u>Year-To-Date</u> <u>03/31/14</u>	<u>Year-To-Date</u> <u>03/31/13</u>	<u>Budget</u> <u>03/31/14</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			250.00		0.00%	(250.00)	(100.00%)
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					0.00%		0.00%
<b>Total Income</b>			<u>250.00</u>		<u>0.00%</u>	<u>(250.00)</u>	<u>(100.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	31,132.09	23,601.43	34,594.91	7,530.66	31.91%	(3,462.82)	(10.01%)
Office Occupancy & Utilities	3,033.72	2,793.91	3,591.68	239.81	8.58%	(557.96)	(15.53%)
Services	3,033.00	2,788.66	22,602.59	244.34	8.76%	(19,569.59)	(86.58%)
Supplies	284.31	211.88	192.30	72.43	34.18%	92.01	47.85%
Travel	5,956.79	1,559.62	8,242.50	4,397.17	281.94%	(2,285.71)	(27.73%)
Leases, Rentals, & Licenses	536.23	433.36	958.40	102.87	23.74%	(422.17)	(44.05%)
Taxes, Dues, & Subscriptions	7,500.00	5,535.00	7,500.00	1,965.00	35.50%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>51,476.14</u>	<u>36,923.86</u>	<u>77,682.38</u>	<u>14,552.28</u>	<u>39.41%</u>	<u>(26,206.24)</u>	<u>(33.74%)</u>
<b>Net Gain or (Loss)</b>	<u>(51,476.14)</u>	<u>(36,923.86)</u>	<u>(77,432.38)</u>	<u>(14,552.28)</u>	<u>39.41%</u>	<u>25,956.24</u>	<u>(33.52%)</u>