

**Society of American Archivists
Council Meeting
May 11–13, 2016
Chicago, Illinois**

March FY 2016 Year-To-Date Financial Statements

Overview

For the month ending March 31, 2016, SAA posted a net gain of \$162,884. This represents a favorable variance of 488.50%, as the budgeted gain for January was \$(41,926). Total revenues were under budget (\$99,915, or 4.52%) and total expenses were well under budget (\$304,725, or 13.53%). Revenues were significantly lower (\$310,949, or 12.84%) than at the same time last year due to the comparison with the record-breaking 2014 Joint Annual Meeting in Washington, DC, and the effect of the decline in Education revenues resulting from fewer fall workshop bookings. Publication revenue has also missed targets and is lower than last year and budget by \$24,129 (12.95%), and \$47,029 (22.48%), respectively. Total expenses were lower than last year by \$183,143 (8.60%). This favorable expense variance reflects salary and benefits savings due to temporary staff vacancies, delays in some consulting engagements, and lower costs as a result of fewer workshops.

Balance Sheet

The balance sheet remained strong, with Cash and Investments balances exceeding last year by \$256,236 (20.76%). Total deferred revenues were \$16,714 (2.31%) higher than last year at this time. Education deferred revenues were \$7,595 (16.37%) higher than at the same time last year. Membership deferred revenues were better than last year by \$16,393 (3.4%), a good sign even as Membership numbers have declined slightly.

Income Statement

For the month ending March 31, SAA posted a net gain of \$162,884. This performance is \$127,806 (43.97%) lower than last year and \$204,810 (488.50%) better than budget. This strong performance resulted from a very successful Annual Meeting in Cleveland and continued steady performance in Membership. Publications revenue fell short of last year and budget by \$24,129 (12.95%) and \$47,029 (22.48%), respectively. Education revenue fell short of last year and budget by \$79,881 (17.02%) and \$161,275 (29.29%), respectively. Expenses were under budget in all but one cost center (Career Services), and total expenses were lower than last year and budget by \$183,143 (8.60%) and \$304,725 (13.53%), respectively.

Specific points of interest are as follows:

- **Membership:** Dues revenue exceeded last year and budget by 1.17% and 4.17%, respectively, although, as anticipated, membership levels declined slightly compared with last year at this time. Deferred Revenues were ahead of last year (\$16,393 or 3.4%), a promising sign that membership retention is steady. Total expenses were \$4,130 (5.7%) higher than last year and \$12,335 (13.87%) lower than budget. Membership's net gain of \$614,347 was better than last year and budget by 0.64% and 6.97%, respectively.

- **Periodicals:** The Journal's net loss as of March 31 was \$70,853, 62.83% greater than last year and slightly better (7.92%) than the budgeted net loss \$76,951. As of March 31, *Archival Outlook* advertising revenues remained behind last year by \$2,738 (12.52%) and ahead of budget by \$2,616 (15.85%), respectively. Across both periodicals, total expenses of \$231,264 were 7.36% lower than budget. As of March, the \$150,659 net loss in Periodicals was greater than last year by \$42,171 (38.87%) and better than budget by \$25,180 (14.32%).
- **Annual Meeting:** As of March 31, Annual Meeting (Cleveland) revenues were ahead of budget by \$63,762 (9.64%) and behind last year by \$219,107 (23.2%) due to the much smaller venue. As anticipated, expenses for the Annual Meeting were lower than last year and budget by \$149,902 (22.61%) and \$3,133 (0.64%). The net gain as of March 31 was \$236,069, which is \$66,895 (39.54%) ahead of budget.
- **Publications:** Total revenues fell short of last year and budget by \$24,129 (12.95%) and \$47,029 (22.48%), respectively. March book sales were lower than anticipated, resulting in a net loss of \$33,022, which was \$18,769 greater than last year and \$28,522 greater than budget.
- **Education:** Workshop revenues were down as of March 31, behind last year and budget by \$79,881(17.02%) and \$161,275 (29.29%), respectively. The net gain for the period ending March 31 was \$42,402, or 50.64% lower than last year at this time, and \$19,673 (31.69%) behind budget. Careful expense management helped to offset declines in revenues, as total expenses were lower than last year and budget by \$36,376 (9.49%) and \$141,602 (28.98%), respectively. Education has begun to make up for a slip in fall bookings, and deferred revenue is ahead of last year by \$7,595 (16.37%).
- **G&A:** Total expenses were \$30,518 (7.73%) lower than last year and \$53,104 (12.73%) lower than budget. This variance to budget was due to timing in the expense of consultant services, lower shared costs, and temporarily reduced staffing.
- **Governance:** Total expenses were \$14,039 (9.91%) less than in FY15 and \$15,061 (10.55%) less than budget due to a decision not to use a facilitator for the Council's November meeting and the timing of dues payments for membership in related organizations. The decision to fund newly elected Council members to attend an orientation session at the May 2016 Council meeting will likely result in a slightly higher net loss in this program than was budgeted.
- **Advocacy:** Total expenses were \$43,466 (31.33%) under budget due to the timing of work with public relations counsel. We expect to be on target with the budget by fiscal year end.

**Society of American Archivists
Balance Sheet - Operations
March 31, 2016**

	<u>Fiscal 2016</u>	<u>Fiscal 2015</u>	<u>Fiscal 2016 vs, Fiscal 2015</u> <u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,490,311.90	\$1,234,075.81	\$256,236.09	20.76%
Accounts Receivable	20,345.09	25,682.31	(5,337.22)	(20.78%)
Equipment	36,441.49	54,509.47	(18,067.98)	(33.15%)
Deposits	8,300.00	29,307.00	(21,007.00)	(71.68%)
Inventory	84,110.99	105,867.71	(21,756.72)	(20.55%)
Prepaid Expenses	103,858.57	143,189.37	(39,330.80)	(27.47%)
Due From Foundation	447,596.00	419,279.49	28,316.51	6.75%
Cash Clearing	(1,683.67)		(1,683.67)	0.00%
Total Assets	<u><u>2,189,280.37</u></u>	<u><u>2,011,911.16</u></u>	<u><u>177,369.21</u></u>	<u><u>8.82%</u></u>
Liabilities				
Accounts Payable	12,076.25	17,460.71	(5,384.46)	(30.84%)
Salaries and Wages Payable	46,860.03	47,189.01	(328.98)	(0.70%)
Deferred Revenues				
Annual Meeting	1,199.00	10,000.00	(8,801.00)	(88.01%)
Subscriptions	92,549.00	89,788.50	2,760.50	3.07%
Membership	499,208.25	482,815.08	16,393.17	3.40%
Education	53,987.85	46,392.50	7,595.35	16.37%
Sponsors	18,000.00	7,500.00	10,500.00	140.00%
Advertising	8,696.00	9,700.00	(1,004.00)	(10.35%)
Exhibitors	64,130.00	75,140.00	(11,010.00)	(14.65%)
Consultants	2,056.57	1,777.05	279.52	15.73%
Total Deferred Revenues	<u>739,826.67</u>	<u>723,113.13</u>	<u>16,713.54</u>	<u>2.31%</u>
Due to Council-Directed Funds	439,497.11	196,078.11	243,419.00	124.14%
Due To Foundation	76,682.68	22,018.93	54,663.75	248.26%
Deferred Rent	7,162.64	11,069.60	(3,906.96)	(35.29%)
Total Liabilities	<u><u>1,322,105.38</u></u>	<u><u>1,016,929.49</u></u>	<u><u>305,175.89</u></u>	<u><u>30.01%</u></u>
Net Assets				
Fund Balance	704,290.77	704,291.39	(0.62)	0.00%
Net Gain or Loss	162,884.22	290,690.28	(127,806.06)	(43.97%)
Total Net Assets	<u><u>867,174.99</u></u>	<u><u>994,981.67</u></u>	<u><u>(127,806.68)</u></u>	<u><u>(12.85%)</u></u>
Total Liabilities and Net Assets	<u><u>2,189,280.37</u></u>	<u><u>2,011,911.16</u></u>	<u><u>177,369.21</u></u>	<u><u>8.82%</u></u>

Society of American Archivists
SAA Net Gain Or Loss By Cost Center
For the Nine Months Ending March 31, 2016

	<u>Year-To-Date</u> <u>03/31/16</u>	<u>Year-To-Date</u> <u>03/31/15</u>	<u>Budget</u> <u>03/31/16</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	\$614,347.40	\$610,467.46	\$574,325.10	\$3,879.94	0.64%	\$40,022.30	6.97%
Annual Meeting	236,069.08	312,274.31	169,692.39	(76,205.23)	(24.40%)	66,376.69	39.12%
Publications	(33,021.52)	(14,252.68)	(4,499.93)	(18,768.84)	131.69%	(28,521.59)	633.82%
Education	42,401.86	85,907.42	62,074.89	(43,505.56)	(50.64%)	(19,673.03)	(31.69%)
Career Services	29,625.95	30,268.73	28,677.17	(642.78)	(2.12%)	948.78	3.31%
American Archivist	(70,853.38)	(43,512.98)	(76,950.95)	(27,340.40)	62.83%	6,097.57	(7.92%)
Archival Outlook	(79,805.96)	(64,975.86)	(98,888.58)	(14,830.10)	22.82%	19,082.62	(19.30%)
General & Administrative	(353,852.36)	(392,258.83)	(414,912.23)	38,406.47	(9.79%)	61,059.87	(14.72%)
Advocacy	(94,357.89)	(91,519.44)	(138,714.12)	(2,838.45)	3.10%	44,356.23	(31.98%)
Governance	(127,668.96)	(141,707.85)	(142,729.65)	14,038.89	(9.91%)	15,060.69	(10.55%)
Total Net Gain/(Loss)	<u>162,884.22</u>	<u>290,690.28</u>	<u>(41,925.91)</u>	<u>(127,806.06)</u>	<u>(43.97%)</u>	<u>204,810.13</u>	<u>(488.50%)</u>

Society of American Archivists
Income Statement by Cost Center
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Revenues							
Membership	\$690,964.29	\$682,954.82	\$663,277.25	\$8,009.47	1.17%	\$27,687.04	4.17%
Annual Meeting	725,278.87	944,385.61	661,517.05	(219,106.74)	(23.20%)	63,761.82	9.64%
Publications	162,155.91	186,284.68	209,184.86	(24,128.77)	(12.95%)	(47,028.95)	(22.48%)
Education	389,405.44	469,286.50	550,680.00	(79,881.06)	(17.02%)	(161,274.56)	(29.29%)
Career Services	50,334.58	50,383.20	49,040.00	(48.62)	(0.10%)	1,294.58	2.64%
American Archivist	57,220.96	55,747.50	55,499.68	1,473.46	2.64%	1,721.28	3.10%
Archival Outlook	23,384.10	29,430.00	18,306.45	(6,045.90)	(20.54%)	5,077.65	27.74%
General & Administrative	10,352.15	2,463.66	2,396.25	7,888.49	320.19%	7,955.90	332.01%
Advocacy	890.56			890.56	0.00%	890.56	0.00%
Governance					0.00%		0.00%
Total Revenues	2,109,986.86	2,420,935.97	2,209,901.54	(310,949.11)	(12.84%)	(99,914.68)	(4.52%)
Expenses							
Membership	76,616.89	72,487.36	88,952.15	4,129.53	5.70%	(12,335.26)	(13.87%)
Annual Meeting	489,209.79	632,111.30	491,824.66	(142,901.51)	(22.61%)	(2,614.87)	(0.53%)
Publications	195,177.43	200,537.36	213,684.79	(5,359.93)	(2.67%)	(18,507.36)	(8.66%)
Education	347,003.58	383,379.08	488,605.11	(36,375.50)	(9.49%)	(141,601.53)	(28.98%)
Career Services	20,708.63	20,114.47	20,362.83	594.16	2.95%	345.80	1.70%
American Archivist	128,074.34	99,260.48	132,450.63	28,813.86	29.03%	(4,376.29)	(3.30%)
Archival Outlook	103,190.06	94,405.86	117,195.03	8,784.20	9.30%	(14,004.97)	(11.95%)
General & Administrative	364,204.51	394,722.49	417,308.48	(30,517.98)	(7.73%)	(53,103.97)	(12.73%)
Advocacy	95,248.45	91,519.44	138,714.12	3,729.01	4.07%	(43,465.67)	(31.33%)
Governance	127,668.96	141,707.85	142,729.65	(14,038.89)	(9.91%)	(15,060.69)	(10.55%)
Total Expenses	1,947,102.64	2,130,245.69	2,251,827.45	(183,143.05)	(8.60%)	(304,724.81)	(13.53%)
Total Net Gain/(Loss)	162,884.22	290,690.28	(41,925.91)	(127,806.06)	(43.97%)	204,810.13	(488.50%)

Society of American Archivists
Consolidated Statement of Activities
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$690,174.29	\$681,083.82	\$660,694.25	\$9,090.47	1.33%	\$29,480.04	4.46%
Subscriptions & Advertising	134,004.68	141,955.70	135,312.79	(7,951.02)	(5.60%)	(1,308.11)	(0.97%)
Workshops	388,110.44	435,465.50	544,020.00	(47,355.06)	(10.87%)	(155,909.56)	(28.66%)
Annual Meeting	711,278.87	918,002.18	647,567.05	(206,723.31)	(22.52%)	63,711.82	9.84%
Publications & CD Sales	138,164.82	159,175.14	182,409.93	(21,010.32)	(13.20%)	(44,245.11)	(24.26%)
Contributions					0.00%		0.00%
Investments	8,484.68	2,396.18	2,396.25	6,088.50	254.09%	6,088.43	254.08%
Shipping, Handling, & Other	39,769.08	82,857.45	37,501.27	(43,088.37)	(52.00%)	2,267.81	6.05%
Total Income	2,109,986.86	2,420,935.97	2,209,901.54	(310,949.11)	(12.84%)	(99,914.68)	(4.52%)
Expenses							
Salaries, Wages, & Benefits	735,674.32	769,393.72	775,687.35	(33,719.40)	(4.38%)	(40,013.03)	(5.16%)
Office Occupancy & Utilities	67,788.72	76,014.80	77,669.21	(8,226.08)	(10.82%)	(9,880.49)	(12.72%)
Services	736,807.64	881,865.26	922,891.80	(145,057.62)	(16.45%)	(186,084.16)	(20.16%)
Supplies	17,334.07	12,955.77	15,134.04	4,378.30	33.79%	2,200.03	14.54%
Travel	117,331.64	146,105.12	189,763.34	(28,773.48)	(19.69%)	(72,431.70)	(38.17%)
Leases, Rentals, & Licenses	35,985.55	28,864.33	40,917.22	7,121.22	24.67%	(4,931.67)	(12.05%)
Taxes, Dues, & Subscriptions	33,409.33	63,202.92	27,142.00	(29,793.59)	(47.14%)	6,267.33	23.09%
Depreciation, Cost of Goods Sold & Other	202,771.37	151,843.77	202,622.49	50,927.60	33.54%	148.88	0.07%
Total Expenses	1,947,102.64	2,130,245.69	2,251,827.45	(183,143.05)	(8.60%)	(304,724.81)	(13.53%)
Net Gain or (Loss)	162,884.22	290,690.28	(41,925.91)	(127,806.06)	(43.97%)	204,810.13	(488.50%)

Society of American Archivists
Membership and Periodicals
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$690,174.29	\$681,083.82	\$660,694.25	\$9,090.47	1.33%	\$29,480.04	4.46%
Subscriptions & Advertising	69,000.10	77,262.50	67,672.79	(8,262.40)	(10.69%)	1,327.31	1.96%
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	12,394.96	9,786.00	8,716.34	2,608.96	26.66%	3,678.62	42.20%
Total Income	771,569.35	768,132.32	737,083.38	3,437.03	0.45%	34,485.97	4.68%
Expenses							
Salaries, Wages, & Benefits	119,012.67	114,183.09	126,706.05	4,829.58	4.23%	(7,693.38)	(6.07%)
Office Occupancy & Utilities	10,692.21	10,229.63	12,506.43	462.58	4.52%	(1,814.22)	(14.51%)
Services	169,645.96	136,362.20	182,866.00	33,283.76	24.41%	(13,220.04)	(7.23%)
Supplies	6,245.25	1,161.60	2,442.00	5,083.65	437.64%	3,803.25	155.74%
Travel	288.93	99.00	150.00	189.93	191.85%	138.93	92.62%
Leases, Rentals, & Licenses	1,996.27	1,392.33	3,432.33	603.94	43.38%	(1,436.06)	(41.84%)
Taxes, Dues, & Subscriptions		247.50	495.00	(247.50)	(100.00%)	(495.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other		2,478.35	10,000.00	(2,478.35)	(100.00%)	(10,000.00)	(100.00%)
Total Expenses	307,881.29	266,153.70	338,597.81	41,727.59	15.68%	(30,716.52)	(9.07%)
Net Gain or (Loss)	463,688.06	501,978.62	398,485.57	(38,290.56)	(7.63%)	65,202.49	16.36%

Society of American Archivists
Membership
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$690,174.29	\$681,083.82	\$660,694.25	\$9,090.47	1.33%	\$29,480.04	4.46%
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	790.00	1,871.00	2,583.00	(1,081.00)	(57.78%)	(1,793.00)	(69.42%)
Total Income	690,964.29	682,954.82	663,277.25	8,009.47	1.17%	27,687.04	4.17%
Expenses							
Salaries, Wages, & Benefits	58,186.62	55,539.82	61,924.86	2,646.80	4.77%	(3,738.24)	(6.04%)
Office Occupancy & Utilities	5,192.67	4,735.37	6,108.00	457.30	9.66%	(915.33)	(14.99%)
Services	5,890.47	7,953.94	7,285.33	(2,063.47)	(25.94%)	(1,394.86)	(19.15%)
Supplies	6,094.26	1,161.40	1,958.16	4,932.86	424.73%	4,136.10	211.22%
Travel	288.93			288.93	0.00%	288.93	0.00%
Leases, Rentals, & Licenses	963.94	618.48	1,675.80	345.46	55.86%	(711.86)	(42.48%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		2,478.35	10,000.00	(2,478.35)	(100.00%)	(10,000.00)	(100.00%)
Total Expenses	76,616.89	72,487.36	88,952.15	4,129.53	5.70%	(12,335.26)	(13.87%)
Net Gain or (Loss)	614,347.40	610,467.46	574,325.10	3,879.94	0.64%	40,022.30	6.97%

Society of American Archivists
Periodicals (AA & AO)
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	69,000.10	77,262.50	67,672.79	(8,262.40)	(10.69%)	1,327.31	1.96%
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	11,604.96	7,915.00	6,133.34	3,689.96	46.62%	5,471.62	89.21%
Total Income	80,605.06	85,177.50	73,806.13	(4,572.44)	(5.37%)	6,798.93	9.21%
Expenses							
Salaries, Wages, & Benefits	60,826.05	58,643.27	64,781.19	2,182.78	3.72%	(3,955.14)	(6.11%)
Office Occupancy & Utilities	5,499.54	5,494.26	6,398.43	5.28	0.10%	(898.89)	(14.05%)
Services	163,755.49	128,408.26	175,580.67	35,347.23	27.53%	(11,825.18)	(6.73%)
Supplies	150.99	0.20	483.84	150.79	75,395.00%	(332.85)	(68.79%)
Travel		99.00	150.00	(99.00)	(100.00%)	(150.00)	(100.00%)
Leases, Rentals, & Licenses	1,032.33	773.85	1,756.53	258.48	33.40%	(724.20)	(41.23%)
Taxes, Dues, & Subscriptions		247.50	495.00	(247.50)	(100.00%)	(495.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	231,264.40	193,666.34	249,645.66	37,598.06	19.41%	(18,381.26)	(7.36%)
Net Gain or (Loss)	(150,659.34)	(108,488.84)	(175,839.53)	(42,170.50)	38.87%	25,180.19	(14.32%)

Society of American Archivists
American Archivist
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	49,878.00	55,402.50	51,166.34	(5,524.50)	(9.97%)	(1,288.34)	(2.52%)
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	7,342.96	345.00	4,333.34	6,997.96	2,028.39%	3,009.62	69.45%
Total Income	57,220.96	55,747.50	55,499.68	1,473.46	2.64%	1,721.28	3.10%
Expenses							
Salaries, Wages, & Benefits	30,066.00	29,055.70	32,089.66	1,010.30	3.48%	(2,023.66)	(6.31%)
Office Occupancy & Utilities	2,749.72	2,521.83	3,173.67	227.89	9.04%	(423.95)	(13.36%)
Services	94,749.62	67,330.82	96,073.52	27,418.80	40.72%	(1,323.90)	(1.38%)
Supplies		0.09	242.09	(0.09)	(100.00%)	(242.09)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	509.00	352.04	871.69	156.96	44.59%	(362.69)	(41.61%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	128,074.34	99,260.48	132,450.63	28,813.86	29.03%	(4,376.29)	(3.30%)
Net Gain or (Loss)	(70,853.38)	(43,512.98)	(76,950.95)	(27,340.40)	62.83%	6,097.57	(7.92%)

Society of American Archivists
Archival Outlook
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	19,122.10	21,860.00	16,506.45	(2,737.90)	(12.52%)	2,615.65	15.85%
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	4,262.00	7,570.00	1,800.00	(3,308.00)	(43.70%)	2,462.00	136.78%
Total Income	23,384.10	29,430.00	18,306.45	(6,045.90)	(20.54%)	5,077.65	27.74%
Expenses							
Salaries, Wages, & Benefits	30,760.05	29,587.57	32,691.53	1,172.48	3.96%	(1,931.48)	(5.91%)
Office Occupancy & Utilities	2,749.82	2,972.43	3,224.76	(222.61)	(7.49%)	(474.94)	(14.73%)
Services	69,005.87	61,077.44	79,507.15	7,928.43	12.98%	(10,501.28)	(13.21%)
Supplies	150.99	0.11	241.75	150.88	137,163.64%	(90.76)	(37.54%)
Travel		99.00	150.00	(99.00)	(100.00%)	(150.00)	(100.00%)
Leases, Rentals, & Licenses	523.33	421.81	884.84	101.52	24.07%	(361.51)	(40.86%)
Taxes, Dues, & Subscriptions		247.50	495.00	(247.50)	(100.00%)	(495.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	103,190.06	94,405.86	117,195.03	8,784.20	9.30%	(14,004.97)	(11.95%)
Net Gain or (Loss)	(79,805.96)	(64,975.86)	(98,888.58)	(14,830.10)	22.82%	19,082.62	(19.30%)

Society of American Archivists
Operational Revenue Centers
For the Nine Months Ending March 31, 2016

	<u>Year-To-Date</u> <u>03/31/16</u>	<u>Year-To-Date</u> <u>03/31/15</u>	<u>Budget</u> <u>03/31/16</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					0.00%		0.00%
Subscriptions & Advertising	65,004.58	64,693.20	67,640.00	311.38	0.48%	(2,635.42)	(3.90%)
Workshops	388,110.44	435,465.50	544,020.00	(47,355.06)	(10.87%)	(155,909.56)	(28.66%)
Annual Meeting	711,278.87	918,002.18	647,567.05	(206,723.31)	(22.52%)	63,711.82	9.84%
Publications & CD Sales	138,164.82	159,175.14	182,409.93	(21,010.32)	(13.20%)	(44,245.11)	(24.26%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	24,616.09	73,003.97	28,784.93	(48,387.88)	(66.28%)	(4,168.84)	(14.48%)
Total Income	<u>1,327,174.80</u>	<u>1,650,339.99</u>	<u>1,470,421.91</u>	<u>(323,165.19)</u>	<u>(19.58%)</u>	<u>(143,247.11)</u>	<u>(9.74%)</u>
Expenses							
Salaries, Wages, & Benefits	314,561.29	345,909.31	335,579.33	(31,348.02)	(9.06%)	(21,018.04)	(6.26%)
Office Occupancy & Utilities	29,768.48	33,610.95	33,129.90	(3,842.47)	(11.43%)	(3,361.42)	(10.15%)
Services	412,549.01	567,555.21	519,700.47	(155,006.20)	(27.31%)	(107,151.46)	(20.62%)
Supplies	5,735.71	7,968.93	9,466.85	(2,233.22)	(28.02%)	(3,731.14)	(39.41%)
Travel	87,212.05	107,868.01	144,416.00	(20,655.96)	(19.15%)	(57,203.95)	(39.61%)
Leases, Rentals, & Licenses	28,129.66	22,260.59	30,200.38	5,869.07	26.37%	(2,070.72)	(6.86%)
Taxes, Dues, & Subscriptions	7,477.12	43,455.50		(35,978.38)	(82.79%)	7,477.12	0.00%
Depreciation, Cost of Goods Sold & Other	166,666.11	107,513.71	141,984.46	59,152.40	55.02%	24,681.65	17.38%
Total Expenses	<u>1,052,099.43</u>	<u>1,236,142.21</u>	<u>1,214,477.39</u>	<u>(184,042.78)</u>	<u>(14.89%)</u>	<u>(162,377.96)</u>	<u>(13.37%)</u>
Net Gain or (Loss)	<u>275,075.37</u>	<u>414,197.78</u>	<u>255,944.52</u>	<u>(139,122.41)</u>	<u>(33.59%)</u>	<u>19,130.85</u>	<u>7.47%</u>

Society of American Archivists
Annual Meeting
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	13,600.00	9,930.00	12,300.00	3,670.00	36.96%	1,300.00	10.57%
Workshops					0.00%		0.00%
Annual Meeting	711,278.87	918,002.18	647,567.05	(206,723.31)	(22.52%)	63,711.82	9.84%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00	16,453.43	1,650.00	(16,053.43)	(97.57%)	(1,250.00)	(75.76%)
Total Income	725,278.87	944,385.61	661,517.05	(219,106.74)	(23.20%)	63,761.82	9.64%
Expenses							
Salaries, Wages, & Benefits	44,580.18	119,819.22	50,140.18	(75,239.04)	(62.79%)	(5,560.00)	(11.09%)
Office Occupancy & Utilities	4,920.86	11,067.99	4,990.23	(6,147.13)	(55.54%)	(69.37)	(1.39%)
Services	200,755.90	356,661.24	241,740.73	(155,905.34)	(43.71%)	(40,984.83)	(16.95%)
Supplies	395.72	1,922.63	2,232.59	(1,526.91)	(79.42%)	(1,836.87)	(82.28%)
Travel	3,061.05	17,131.84	2,225.00	(14,070.79)	(82.13%)	836.05	37.58%
Leases, Rentals, & Licenses	16,745.59	14,283.88	14,376.50	2,461.71	17.23%	2,369.09	16.48%
Taxes, Dues, & Subscriptions	5,145.00	42,938.00		(37,793.00)	(88.02%)	5,145.00	0.00%
Depreciation, Cost of Goods Sold & Other	213,605.49	68,286.50	176,637.79	145,318.99	212.81%	36,967.70	20.93%
Total Expenses	489,209.79	632,111.30	492,343.02	(142,901.51)	(22.61%)	(3,133.23)	(0.64%)
Net Gain or (Loss)	236,069.08	312,274.31	169,174.03	(76,205.23)	(24.40%)	66,895.05	39.54%

Society of American Archivists
Annual Meeting - Cleveland 2015
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	13,600.00	100.00	12,300.00	13,500.00	13,500.00%	1,300.00	10.57%
Workshops					0.00%		0.00%
Annual Meeting	711,278.87		647,567.05	711,278.87	0.00%	63,711.82	9.84%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00		1,650.00	400.00	0.00%	(1,250.00)	(75.76%)
Total Income	725,278.87	100.00	661,517.05	725,178.87	725,178.87%	63,761.82	9.64%
Expenses							
Salaries, Wages, & Benefits	44,580.18	63,778.22	50,140.18	(19,198.04)	(30.10%)	(5,560.00)	(11.09%)
Office Occupancy & Utilities	4,920.86	5,051.31	4,990.23	(130.45)	(2.58%)	(69.37)	(1.39%)
Services	200,755.90	28,454.69	241,740.73	172,301.21	605.53%	(40,984.83)	(16.95%)
Supplies	395.72		2,232.59	395.72	0.00%	(1,836.87)	(82.28%)
Travel	3,061.05	7,398.08	2,225.00	(4,337.03)	(58.62%)	836.05	37.58%
Leases, Rentals, & Licenses	16,745.59	4,146.86	14,376.50	12,598.73	303.81%	2,369.09	16.48%
Taxes, Dues, & Subscriptions	5,145.00			5,145.00	0.00%	5,145.00	0.00%
Depreciation, Cost of Goods Sold & Other	213,605.49	(108,829.16)	176,637.79	322,434.65	(296.28%)	36,967.70	20.93%
Total Expenses	489,209.79		492,343.02	489,209.79	0.00%	(3,133.23)	(0.64%)
Net Gain or (Loss)	236,069.08	100.00	169,174.03	235,969.08	235,969.08%	66,895.05	39.54%

Society of American Archivists
Annual Meeting - Atlanta 2016
For the Nine Months Ending March 31, 2016

	<u>Year-To-Date</u> <u>03/31/16</u>	<u>Year-To-Date</u> <u>03/31/15</u>	<u>Budget</u> <u>03/31/16</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					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%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	44,082.34	388.37	44,613.20	43,693.97	11,250.60%	(530.86)	(1.19%)
Office Occupancy & Utilities	3,406.64	78.17	4,377.17	3,328.47	4,257.99%	(970.53)	(22.17%)
Services	27,051.72	39.79	18,911.63	27,011.93	67,886.23%	8,140.09	43.04%
Supplies	9.36		279.26	9.36	0.00%	(269.90)	(96.65%)
Travel	7,650.03	466.00	11,260.00	7,184.03	1,541.64%	(3,609.97)	(32.06%)
Leases, Rentals, & Licenses	838.79		1,197.62	838.79	0.00%	(358.83)	(29.96%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(83,038.88)	(972.33)	(84,555.54)	(82,066.55)	8,440.20%	1,516.66	(1.79%)
Total Expenses			(3,916.66)		0.00%	3,916.66	(100.00%)
Net Gain or (Loss)			3,916.66		0.00%	(3,916.66)	(100.00%)

Society of American Archivists
Annual Meeting - Portland 2017
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	1,653.97		1,757.77	1,653.97	0.00%	(103.80)	(5.91%)
Office Occupancy & Utilities	147.98		173.50	147.98	0.00%	(25.52)	(14.71%)
Services	94.00		766.24	94.00	0.00%	(672.24)	(87.73%)
Supplies			13.19		0.00%	(13.19)	(100.00%)
Travel	695.46		640.00	695.46	0.00%	55.46	8.67%
Leases, Rentals, & Licenses	28.33		47.60	28.33	0.00%	(19.27)	(40.48%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(2,619.74)			(2,619.74)	0.00%	(2,619.74)	0.00%
Total Expenses			3,398.30		0.00%	(3,398.30)	(100.00%)
Net Gain or (Loss)			(3,398.30)		0.00%	3,398.30	(100.00%)

Society of American Archivists
Publications
For the Nine Months Ending March 31, 2016

	<u>Year-To-Date</u> <u>03/31/16</u>	<u>Year-To-Date</u> <u>03/31/15</u>	<u>Budget</u> <u>03/31/16</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					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	137,939.82	158,419.14	182,049.93	(20,479.32)	(12.93%)	(44,110.11)	(24.23%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>24,216.09</u>	<u>27,865.54</u>	<u>27,134.93</u>	<u>(3,649.45)</u>	<u>(13.10%)</u>	<u>(2,918.84)</u>	<u>(10.76%)</u>
Total Income	<u>162,155.91</u>	<u>186,284.68</u>	<u>209,184.86</u>	<u>(24,128.77)</u>	<u>(12.95%)</u>	<u>(47,028.95)</u>	<u>(22.48%)</u>
Expenses							
Salaries, Wages, & Benefits	59,577.41	61,570.58	63,650.07	(1,993.17)	(3.24%)	(4,072.66)	(6.40%)
Office Occupancy & Utilities	6,014.98	6,350.19	6,281.95	(335.21)	(5.28%)	(266.97)	(4.25%)
Services	68,958.31	69,227.84	67,696.68	(269.53)	(0.39%)	1,261.63	1.86%
Supplies	3,857.93	5,115.01	4,229.61	(1,257.08)	(24.58%)	(371.68)	(8.79%)
Travel	8,000.57	14,150.34	13,460.00	(6,149.77)	(43.46%)	(5,459.43)	(40.56%)
Leases, Rentals, & Licenses	7,716.87	3,406.36	8,464.27	4,310.51	126.54%	(747.40)	(8.83%)
Taxes, Dues, & Subscriptions	2,332.12	517.50		1,814.62	350.65%	2,332.12	0.00%
Depreciation, Cost of Goods Sold & Other	<u>38,719.24</u>	<u>40,199.54</u>	<u>49,902.21</u>	<u>(1,480.30)</u>	<u>(3.68%)</u>	<u>(11,182.97)</u>	<u>(22.41%)</u>
Total Expenses	<u>195,177.43</u>	<u>200,537.36</u>	<u>213,684.79</u>	<u>(5,359.93)</u>	<u>(2.67%)</u>	<u>(18,507.36)</u>	<u>(8.66%)</u>
Net Gain or (Loss)	<u>(33,021.52)</u>	<u>(14,252.68)</u>	<u>(4,499.93)</u>	<u>(18,768.84)</u>	<u>131.69%</u>	<u>(28,521.59)</u>	<u>633.82%</u>

Society of American Archivists
Education
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	1,070.00	4,380.00	6,300.00	(3,310.00)	(75.57%)	(5,230.00)	(83.02%)
Workshops	388,110.44	435,465.50	544,020.00	(47,355.06)	(10.87%)	(155,909.56)	(28.66%)
Annual Meeting					0.00%		0.00%
Publications & CD Sales	225.00	756.00	360.00	(531.00)	(70.24%)	(135.00)	(37.50%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		28,685.00		(28,685.00)	(100.00%)		0.00%
Total Income	389,405.44	469,286.50	550,680.00	(79,881.06)	(17.02%)	(161,274.56)	(29.29%)
Expenses							
Salaries, Wages, & Benefits	161,490.81	160,046.21	172,025.40	1,444.60	0.90%	(10,534.59)	(6.12%)
Office Occupancy & Utilities	14,990.19	15,727.19	16,971.59	(737.00)	(4.69%)	(1,981.40)	(11.67%)
Services	99,673.99	126,039.20	174,828.86	(26,365.21)	(20.92%)	(75,154.87)	(42.99%)
Supplies	1,472.70	931.28	2,687.00	541.42	58.14%	(1,214.30)	(45.19%)
Travel	66,629.09	76,119.83	116,070.00	(9,490.74)	(12.47%)	(49,440.91)	(42.60%)
Leases, Rentals, & Licenses	2,746.80	4,515.37	6,022.26	(1,768.57)	(39.17%)	(3,275.46)	(54.39%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	347,003.58	383,379.08	488,605.11	(36,375.50)	(9.49%)	(141,601.53)	(28.98%)
Net Gain or (Loss)	42,401.86	85,907.42	62,074.89	(43,505.56)	(50.64%)	(19,673.03)	(31.69%)

Society of American Archivists
Career Services
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	50,334.58	50,383.20	49,040.00	(48.62)	(0.10%)	1,294.58	2.64%
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%
Total Income	50,334.58	50,383.20	49,040.00	(48.62)	(0.10%)	1,294.58	2.64%
Expenses							
Salaries, Wages, & Benefits	3,176.58	4,084.93	3,392.71	(908.35)	(22.24%)	(216.13)	(6.37%)
Office Occupancy & Utilities	287.83	387.41	335.46	(99.58)	(25.70%)	(47.63)	(14.20%)
Services	16,015.09	15,587.14	15,756.33	427.95	2.75%	258.76	1.64%
Supplies		0.01	25.20	(0.01)	(100.00%)	(25.20)	(100.00%)
Travel	1,175.85		761.00	1,175.85	0.00%	414.85	54.51%
Leases, Rentals, & Licenses	53.28	54.98	92.13	(1.70)	(3.09%)	(38.85)	(42.17%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	20,708.63	20,114.47	20,362.83	594.16	2.95%	345.80	1.70%
Net Gain or (Loss)	29,625.95	30,268.73	28,677.17	(642.78)	(2.12%)	948.78	3.31%

Society of American Archivists
Operational Expense Centers
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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	8,484.68	2,396.18	2,396.25	6,088.50	254.09%	6,088.43	254.08%
Shipping, Handling, & Other	2,758.03	67.48		2,690.55	3,987.18%	2,758.03	0.00%
Total Income	11,242.71	2,463.66	2,396.25	8,779.05	356.34%	8,846.46	369.18%
Expenses							
Salaries, Wages, & Benefits	302,100.36	309,301.32	313,401.97	(7,200.96)	(2.33%)	(11,301.61)	(3.61%)
Office Occupancy & Utilities	27,328.03	32,174.22	32,032.88	(4,846.19)	(15.06%)	(4,704.85)	(14.69%)
Services	154,612.67	177,947.85	220,325.33	(23,335.18)	(13.11%)	(65,712.66)	(29.83%)
Supplies	5,353.11	3,825.24	3,225.19	1,527.87	39.94%	2,127.92	65.98%
Travel	29,830.66	38,138.11	45,197.34	(8,307.45)	(21.78%)	(15,366.68)	(34.00%)
Leases, Rentals, & Licenses	5,859.62	5,211.41	7,284.51	648.21	12.44%	(1,424.89)	(19.56%)
Taxes, Dues, & Subscriptions	25,932.21	19,499.92	26,647.00	6,432.29	32.99%	(714.79)	(2.68%)
Depreciation, Cost of Goods Sold & Other	36,105.26	41,851.71	50,638.03	(5,746.45)	(13.73%)	(14,532.77)	(28.70%)
Total Expenses	587,121.92	627,949.78	698,752.25	(40,827.86)	(6.50%)	(111,630.33)	(15.98%)
Net Gain or (Loss)	(575,879.21)	(625,486.12)	(696,356.00)	49,606.91	(7.93%)	120,476.79	(17.30%)

Society of American Archivists
General & Administrative
For the Nine Months Ending March 31, 2016

	<u>Year-To-Date</u> <u>03/31/16</u>	<u>Year-To-Date</u> <u>03/31/15</u>	<u>Budget</u> <u>03/31/16</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					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	8,484.68	2,396.18	2,396.25	6,088.50	254.09%	6,088.43	254.08%
Shipping, Handling, & Other	<u>1,867.47</u>	<u>67.48</u>		<u>1,799.99</u>	<u>2,667.44%</u>	<u>1,867.47</u>	<u>0.00%</u>
Total Income	<u>10,352.15</u>	<u>2,463.66</u>	<u>2,396.25</u>	<u>7,888.49</u>	<u>320.19%</u>	<u>7,955.90</u>	<u>332.01%</u>
Expenses							
Salaries, Wages, & Benefits	179,138.84	180,281.31	182,883.23	(1,142.47)	(0.63%)	(3,744.39)	(2.05%)
Office Occupancy & Utilities	15,744.58	17,391.17	18,352.83	(1,646.59)	(9.47%)	(2,608.25)	(14.21%)
Services	110,765.22	133,450.06	137,764.35	(22,684.84)	(17.00%)	(26,999.13)	(19.60%)
Supplies	5,311.63	3,560.12	2,259.17	1,751.51	49.20%	3,052.46	135.11%
Travel	2,654.04	7,648.32	11,849.00	(4,994.28)	(65.30%)	(9,194.96)	(77.60%)
Leases, Rentals, & Licenses	3,752.73	2,753.65	3,749.87	999.08	36.28%	2.86	0.08%
Taxes, Dues, & Subscriptions	10,732.21	7,786.15	9,812.00	2,946.06	37.84%	920.21	9.38%
Depreciation, Cost of Goods Sold & Other	<u>36,105.26</u>	<u>41,851.71</u>	<u>50,638.03</u>	<u>(5,746.45)</u>	<u>(13.73%)</u>	<u>(14,532.77)</u>	<u>(28.70%)</u>
Total Expenses	<u>364,204.51</u>	<u>394,722.49</u>	<u>417,308.48</u>	<u>(30,517.98)</u>	<u>(7.73%)</u>	<u>(53,103.97)</u>	<u>(12.73%)</u>
Net Gain or (Loss)	<u>(353,852.36)</u>	<u>(392,258.83)</u>	<u>(414,912.23)</u>	<u>38,406.47</u>	<u>(9.79%)</u>	<u>61,059.87</u>	<u>(14.72%)</u>

Society of American Archivists
Governance
For the Nine Months Ending March 31, 2016

	<u>Year-To-Date</u> <u>03/31/16</u>	<u>Year-To-Date</u> <u>03/31/15</u>	<u>Budget</u> <u>03/31/16</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					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%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	71,139.06	81,441.04	75,364.84	(10,301.98)	(12.65%)	(4,225.78)	(5.61%)
Office Occupancy & Utilities	6,950.42	10,298.35	8,238.44	(3,347.93)	(32.51%)	(1,288.02)	(15.63%)
Services	24,737.17	30,596.55	34,574.48	(5,859.38)	(19.15%)	(9,837.31)	(28.45%)
Supplies	41.48	239.84	560.43	(198.36)	(82.71%)	(518.95)	(92.60%)
Travel	20,858.27	13,746.97	17,115.00	7,111.30	51.73%	3,743.27	21.87%
Leases, Rentals, & Licenses	1,242.56	1,671.33	2,041.46	(428.77)	(25.65%)	(798.90)	(39.13%)
Taxes, Dues, & Subscriptions	2,700.00	3,713.77	4,835.00	(1,013.77)	(27.30%)	(2,135.00)	(44.16%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>127,668.96</u>	<u>141,707.85</u>	<u>142,729.65</u>	<u>(14,038.89)</u>	<u>(9.91%)</u>	<u>(15,060.69)</u>	<u>(10.55%)</u>
Net Gain or (Loss)	<u>(127,668.96)</u>	<u>(141,707.85)</u>	<u>(142,729.65)</u>	<u>14,038.89</u>	<u>(9.91%)</u>	<u>15,060.69</u>	<u>(10.55%)</u>

Society of American Archivists
Advocacy
For the Nine Months Ending March 31, 2016

	Year-To-Date 03/31/16	Year-To-Date 03/31/15	Budget 03/31/16	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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					0.00%		0.00%
Shipping, Handling, & Other	890.56			890.56	0.00%	890.56	0.00%
Total Income	890.56			890.56	0.00%	890.56	0.00%
Expenses							
Salaries, Wages, & Benefits	51,822.46	47,578.97	55,153.90	4,243.49	8.92%	(3,331.44)	(6.04%)
Office Occupancy & Utilities	4,633.03	4,484.70	5,441.61	148.33	3.31%	(808.58)	(14.86%)
Services	19,110.28	13,901.24	47,986.50	5,209.04	37.47%	(28,876.22)	(60.18%)
Supplies		25.28	405.59	(25.28)	(100.00%)	(405.59)	(100.00%)
Travel	6,318.35	16,742.82	16,233.34	(10,424.47)	(62.26%)	(9,914.99)	(61.08%)
Leases, Rentals, & Licenses	864.33	786.43	1,493.18	77.90	9.91%	(628.85)	(42.11%)
Taxes, Dues, & Subscriptions	12,500.00	8,000.00	12,000.00	4,500.00	56.25%	500.00	4.17%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	95,248.45	91,519.44	138,714.12	3,729.01	4.07%	(43,465.67)	(31.33%)
Net Gain or (Loss)	(94,357.89)	(91,519.44)	(138,714.12)	(2,838.45)	3.10%	44,356.23	(31.98%)