

**Society of American Archivists
Council Meeting
May 16-17, 2017
Chicago, Illinois**

**Treasurer's Report: March FY 2107 Year-To-Date Financial
Statements**

(Prepared by Cheryl Stadel-Bevans and Peter Carlson)

Overview

For the month ending March 31, 2017, SAA posted a net gain of \$26,556. This represents a favorable variance of 14.40%, as the budgeted gain for March was \$23,213. Total revenues were lower than last year by \$56,998 (2.70%) and behind budget by \$219,402 (9.66%). Total expenses were higher than last year by \$79,331 (4.07%), but \$222,745 (9.90%) below budget. While we have endured significant revenue shortfalls compared with last year and budget, we have managed to achieve budgeted performance overall by reducing expenses, with all but two cost centers well below budgeted expense levels.

Balance Sheet

Cash and Investments balances exceeded last year by \$48,038 (3.22%). Total deferred revenues are up over last year by \$34,542 (4.67%) due to Membership deferred revenues, which are up by \$41,090 (8.23%). Education deferred revenues are up over last year by \$2,691 (4.99%), signaling an improved outlook for the last quarter of FY 2017.

Income Statement

For the month ending March 31, 2017, SAA posted a net gain of \$26,556. This net gain is \$136,329 (83.70%) lower than last year though \$3,343 (14.40%) better than budget. Three cost centers—Membership, *The American Archivist*, and General and Administrative—have higher-than-budgeted revenues, and Annual Meeting revenues were just 1.04% lower than budget. Expenses are lower than budget across eight cost centers and expenses overall are \$222,745 (9.90%) below budget.

Specific points of interest are as follows:

- **Membership:** Overall membership increased in March by 21 (0.35%) and dues revenue exceeded last year and budget by 2.78% and 2.20%, respectively. Membership's net gain for March is better than last year and budget by \$14,296 (2.33%) and \$21,398 (3.52%), respectively. Deferred Revenues continued to be strong in March, exceeding last year by \$41,090 (8.23%). Total expenses were higher than last year by \$4,913 (6.41%) but lower than budget by \$6,140 (7%). The variance over last year is the result of increased staff costs compared with this time a year ago, and the variance with budget reflects savings on health insurance, supplies, and leases.

Periodicals: The Journal's net loss as of March 31 was \$50,912 (28.14%) better than last year's deficit of \$70,853 and \$11,496 (18.42%) better than the budgeted net loss of \$62,408. The

improvement over budget reflects the delay in receiving accurate invoices from a vendor, not an actual variance. *Archival Outlook's* net loss of \$82,345 is 8.63% lower than budget due to trailing costs hitting the income statement late. SAA staff is working to reduce production costs for the remaining issues in this fiscal year, though expect that we will be on budget by the end of the fiscal year.

- **Annual Meeting:** As of March 31, the Annual Meeting in Atlanta posted a net gain of \$201,927, below both last year and budget by \$34,142 (14.46%) and \$20,205 (9.10%), respectively. Total revenue was down by \$7,351 (1.04%), the result of CoSA sponsors reducing or eliminating exhibitor commitments and of lower-than-budgeted attendee registration (\$11,669 or 2.02% below budget). In the absence of well-devised contracts that helped reduce expenses based on performance, the Atlanta conference would have yielded even less in net revenue.
- **Publications:** As of March 31, Publications showed a net loss of \$40,017, which is 21.19% down from last year's net loss of \$33,022 and \$25,883 (183.12%) more than our budgeted net loss of \$14,134. Publications' total revenue as of March 31 exceeded last year by \$1,880 (1.16%) and fell short of budget by \$42,358 (20.52%). Several promotions in April and May have been planned to help move inventory and reduce this deficit, though expense factors and member perception that our prices are too high continue to drive down margins.
- **Education:** Education posted a net loss of \$50,840 for the period ending March 31, making it the sixth consecutive month in which we have missed revenue targets. This performance is \$93,242 (219.90%) lower than last year and \$56,187 short of the budgeted net *gain* of \$5,347. Overall, revenues for Education are down from last year and budget by \$52,543 (13.49%) and \$179,461 (34.76%), respectively. As mentioned above, Education deferred revenues have increased markedly to \$56,679, or 4.99% ahead of last year.

Factors contributing to this sluggish performance include: the cancellation of three pre-conference workshops, one course, and one additional workshop (due to low registration); postponement of a course scheduled in February due to weather in the Midwest; a drop in On-Demand Webinar revenues; the substitution of two Advocacy webinars (free to members) for two revenue-generating webinars; and lower course enrollment than budgeted estimates across all programs.

Staff is looking to drive revenue by targeted marketing campaigns to regionally based prospects (including DAS participants who are close to fulfilling requirements to take the DAS exam), additional outreach to existing or new co-sponsors in typically high registration locations, and additional revenue-generating webcasts planned for March through June. In addition, there are proposals in the works that, if realized, would provide new opportunities to close the gap. We expect that these efforts, together with staff's continued dedication to reducing costs and achieving programmatic goals, will make up a large part of the current deficit.

Expenditures in Education are higher than the previous year by \$40,700 (11.73%), but are \$123,274 (24.13%) lower than this year's budget.

- **Career Services:** Career Services posted a net gain of \$33,745, which is 13.90% better than last year's performance and 5.26% better than budget. Revenues are \$3,289 (6.53%) better than last

year and \$1,048 (1.92%) lower than budget. At this point, Career Services is one of two cost centers performing better than budget.

- **General & Administrative:** Revenues on the investment of funds were 4.51% higher than budgeted and expenses are under budget by \$24,927 (6.07%). These costs savings are due to decreased credit card charges (partly reflecting less revenue, but also reflecting an improved rate negotiated last year) and delay of some consulting and legal expenses.
- **Governance:** As of March 31, Governance posted a net loss of \$145,735, which is \$11,671 (8.71%) higher than budgeted. This is due almost entirely to SAA's support of roundtable AV at the annual conference (which was nearly \$6,000 more than budgeted) and underwriting of the ARL/SAA Mosaic Leadership activities at the Annual Meeting (totaling approximately \$2,300 for AV and food and beverage support). Marginal cost savings since August have kept this program in line with expectations, given these additional burdens on the budget.
- **Advocacy:** At March 31, 2016, the net loss in advocacy was \$93,887, less than last year by \$471 (0.50%) and better than budget by \$49,493 (34.52%). The variance with budget reflects ongoing discussions regarding the need for, and timing of, face-to-face meetings of the Committee on Public Awareness and Committee on Advocacy and Public Policy. A meeting of COPA is included in the FY18 Proposed Budget.

Society of American Archivists
Balance Sheet - Operations
Friday, March 31, 2017

	<u>Fiscal 2017</u>	<u>Fiscal 2016</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,538,350.19	\$1,490,311.90	\$48,038.29	3.22%
Accounts Receivable	21,412.22	20,345.09	1,067.13	5.25%
Equipment	41,045.35	36,441.49	4,603.86	12.63%
Deposits	10,074.98	8,300.00	1,774.98	21.39%
Inventory	88,638.35	84,110.99	4,527.36	5.38%
Prepaid Expenses	114,505.66	103,858.57	10,647.09	10.25%
Due From Foundation	431,170.98	447,596.00	(16,425.02)	(3.67%)
Cash Clearing	5,862.31	(1,683.67)	7,545.98	(448.19%)
Total Assets	<u><u>2,251,060.04</u></u>	<u><u>2,189,280.37</u></u>	<u><u>61,779.67</u></u>	<u><u>2.82%</u></u>
Liabilities				
Accounts Payable	61.71	12,076.25	(12,014.54)	(99.49%)
Salaries and Wages Payable	52,866.01	46,860.03	6,005.98	12.82%
Deferred Revenues				
Annual Meeting	963.00	1,199.00	(236.00)	(19.68%)
Subscriptions	91,234.75	92,549.00	(1,314.25)	(1.42%)
Membership	540,298.06	499,208.25	41,089.81	8.23%
Education	56,679.16	53,987.85	2,691.31	4.99%
Sponsors	7,300.00	18,000.00	(10,700.00)	(59.44%)
Advertising	4,184.00	8,696.00	(4,512.00)	(51.89%)
Exhibitors	71,400.00	64,130.00	7,270.00	11.34%
Consultants	2,310.00	2,056.57	253.43	12.32%
Total Deferred Revenues	<u>774,368.97</u>	<u>739,826.67</u>	<u>34,542.30</u>	<u>4.67%</u>
Due to Council-Directed Funds	624,716.11	439,497.11	185,219.00	42.14%
Due To Foundation	64,943.94	76,682.68	(11,738.74)	(15.31%)
Deferred Rent	3,255.68	7,162.64	(3,906.96)	(54.55%)
Total Liabilities	<u><u>1,520,212.42</u></u>	<u><u>1,322,105.38</u></u>	<u><u>198,107.04</u></u>	<u><u>14.98%</u></u>
Net Assets				
Fund Balance	704,292.01	704,290.77	1.24	0.00%
Net Gain or Loss	26,555.61	162,884.22	(136,328.61)	(83.70%)
Total Net Assets	<u><u>730,847.62</u></u>	<u><u>867,174.99</u></u>	<u><u>(136,327.37)</u></u>	<u><u>(15.72%)</u></u>
Total Liabilities and Net Assets	<u><u>2,251,060.04</u></u>	<u><u>2,189,280.37</u></u>	<u><u>61,779.67</u></u>	<u><u>2.82%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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	\$628,643.42	\$614,347.40	\$607,245.81	\$14,296.02	2.33%	\$21,397.61	3.52%
Annual Meeting	201,926.69	236,069.08	222,132.07	(34,142.39)	(14.46%)	(20,205.38)	(9.10%)
Publications	(40,017.17)	(33,021.52)	(14,134.33)	(6,995.65)	21.19%	(25,882.84)	183.12%
Education	(50,840.38)	42,401.86	5,346.92	(93,242.24)	(219.90%)	(56,187.30)	(1,050.83%)
Career Services	33,745.24	29,625.95	32,057.94	4,119.29	13.90%	1,687.30	5.26%
American Archivist	(50,912.14)	(70,853.38)	(62,408.45)	19,941.24	(28.14%)	11,496.31	(18.42%)
Archival Outlook	(82,345.49)	(79,805.96)	(90,127.50)	(2,539.53)	3.18%	7,782.01	(8.63%)
General & Administrative	(374,023.10)	(353,852.36)	(399,456.80)	(20,170.74)	5.70%	25,433.70	(6.37%)
Advocacy	(93,886.86)	(94,357.89)	(143,379.36)	471.03	(0.50%)	49,492.50	(34.52%)
Governance	(145,734.60)	(127,668.96)	(134,063.49)	(18,065.64)	14.15%	(11,671.11)	8.71%
Total Net Gain/(Loss)	<u>26,555.61</u>	<u>162,884.22</u>	<u>23,212.81</u>	<u>(136,328.61)</u>	<u>(83.70%)</u>	<u>3,342.80</u>	<u>14.40%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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	\$710,173.53	\$690,964.29	\$694,915.63	\$19,209.24	2.78%	\$15,257.90	2.20%
Annual Meeting	699,838.50	725,278.87	707,190.20	(25,440.37)	(3.51%)	(7,351.70)	(1.04%)
Publications	164,036.16	162,155.91	206,394.03	1,880.25	1.16%	(42,357.87)	(20.52%)
Education	336,862.88	389,405.44	516,324.14	(52,542.56)	(13.49%)	(179,461.26)	(34.76%)
Career Services	53,623.23	50,334.58	54,670.87	3,288.65	6.53%	(1,047.64)	(1.92%)
American Archivist	51,633.00	57,220.96	57,968.50	(5,587.96)	(9.77%)	(6,335.50)	(10.93%)
Archival Outlook	25,087.16	23,384.10	23,700.01	1,703.06	7.28%	1,387.15	5.85%
General & Administrative	11,734.82	10,352.15	11,228.00	1,382.67	13.36%	506.82	4.51%
Advocacy		890.56		(890.56)	(100.00%)		0.00%
Total Revenues	<u>2,052,989.28</u>	<u>2,109,986.86</u>	<u>2,272,391.38</u>	<u>(56,997.58)</u>	<u>(2.70%)</u>	<u>(219,402.10)</u>	<u>(9.66%)</u>
Expenses							
Membership	81,530.11	76,616.89	87,669.82	4,913.22	6.41%	(6,139.71)	(7.00%)
Annual Meeting	497,911.81	489,209.79	485,058.13	8,702.02	1.78%	12,853.68	2.65%
Publications	204,053.33	195,177.43	220,528.36	8,875.90	4.55%	(16,475.03)	(7.47%)
Education	387,703.26	347,003.58	510,977.22	40,699.68	11.73%	(123,273.96)	(24.13%)
Career Services	19,877.99	20,708.63	22,612.93	(830.64)	(4.01%)	(2,734.94)	(12.09%)
American Archivist	102,545.14	128,074.34	120,376.95	(25,529.20)	(19.93%)	(17,831.81)	(14.81%)
Archival Outlook	107,432.65	103,190.06	113,827.51	4,242.59	4.11%	(6,394.86)	(5.62%)
General & Administrative	385,757.92	364,204.51	410,684.80	21,553.41	5.92%	(24,926.88)	(6.07%)
Advocacy	93,886.86	95,248.45	143,379.36	(1,361.59)	(1.43%)	(49,492.50)	(34.52%)
Governance	145,734.60	127,668.96	134,063.49	18,065.64	14.15%	11,671.11	8.71%
Total Expenses	<u>2,026,433.67</u>	<u>1,947,102.64</u>	<u>2,249,178.57</u>	<u>79,331.03</u>	<u>4.07%</u>	<u>(222,744.90)</u>	<u>(9.90%)</u>
Total Net Gain/(Loss)	<u>26,555.61</u>	<u>162,884.22</u>	<u>23,212.81</u>	<u>(136,328.61)</u>	<u>(83.70%)</u>	<u>3,342.80</u>	<u>14.40%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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	\$709,201.53	\$690,174.29	\$694,165.66	\$19,027.24	2.76%	\$15,035.87	2.17%
Subscriptions & Advertising	135,829.39	134,004.68	137,988.20	1,824.71	1.36%	(2,158.81)	(1.56%)
Workshops	334,682.88	388,110.44	512,644.14	(53,427.56)	(13.77%)	(177,961.26)	(34.71%)
Annual Meeting	672,330.25	711,278.87	699,690.20	(38,948.62)	(5.48%)	(27,359.95)	(3.91%)
Publications & CD Sales	139,171.33	138,164.82	175,759.36	1,006.51	0.73%	(36,588.03)	(20.82%)
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	11,662.45	8,484.68	11,228.00	3,177.77	37.45%	434.45	3.87%
Shipping, Handling, & Other	50,091.45	39,769.08	40,915.82	10,322.37	25.96%	9,175.63	22.43%
Total Income	<u>2,052,989.28</u>	<u>2,109,986.86</u>	<u>2,272,391.38</u>	<u>(56,997.58)</u>	<u>(2.70%)</u>	<u>(219,402.10)</u>	<u>(9.66%)</u>
Expenses							
Salaries, Wages, & Benefits	801,786.45	735,674.32	801,295.44	66,112.13	8.99%	491.01	0.06%
Office Occupancy & Utilities	77,358.06	67,788.72	82,198.53	9,569.34	14.12%	(4,840.47)	(5.89%)
Services	785,126.16	736,807.64	890,873.88	48,318.52	6.56%	(105,747.72)	(11.87%)
Supplies	14,798.34	17,334.07	12,018.86	(2,535.73)	(14.63%)	2,779.48	23.13%
Travel	122,301.43	117,331.64	191,378.18	4,969.79	4.24%	(69,076.75)	(36.09%)
Leases, Rentals, & Licenses	32,268.08	35,985.55	43,029.34	(3,717.47)	(10.33%)	(10,761.26)	(25.01%)
Taxes, Dues, & Subscriptions	44,201.17	33,409.33	40,815.00	10,791.84	32.30%	3,386.17	8.30%
Depreciation, Cost of Goods Sold & Other	148,593.98	202,771.37	187,569.34	(54,177.39)	(26.72%)	(38,975.36)	(20.78%)
Total Expenses	<u>2,026,433.67</u>	<u>1,947,102.64</u>	<u>2,249,178.57</u>	<u>79,331.03</u>	<u>4.07%</u>	<u>(222,744.90)</u>	<u>(9.90%)</u>
Net Gain or (Loss)	<u>26,555.61</u>	<u>162,884.22</u>	<u>23,212.81</u>	<u>(136,328.61)</u>	<u>(83.70%)</u>	<u>3,342.80</u>	<u>14.40%</u>

Society of American Archivists
Membership and Periodicals
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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	\$709,201.53	\$690,174.29	\$694,165.66	\$19,027.24	2.76%	\$15,035.87	2.17%
Subscriptions & Advertising	74,923.16	69,000.10	72,317.33	5,923.06	8.58%	2,605.83	3.60%
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	2,769.00	12,394.96	10,101.15	(9,625.96)	(77.66%)	(7,332.15)	(72.59%)
Total Income	<u>786,893.69</u>	<u>771,569.35</u>	<u>776,584.14</u>	<u>15,324.34</u>	<u>1.99%</u>	<u>10,309.55</u>	<u>1.33%</u>
Expenses							
Salaries, Wages, & Benefits	131,075.27	119,012.67	131,879.85	12,062.60	10.14%	(804.58)	(0.61%)
Office Occupancy & Utilities	12,363.26	10,692.21	13,506.02	1,671.05	15.63%	(1,142.76)	(8.46%)
Services	144,455.20	169,645.96	164,518.78	(25,190.76)	(14.85%)	(20,063.58)	(12.20%)
Supplies	189.81	6,245.25	2,665.40	(6,055.44)	(96.96%)	(2,475.59)	(92.88%)
Travel		288.93		(288.93)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,616.56	1,996.27	3,581.97	(379.71)	(19.02%)	(1,965.41)	(54.87%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other	1,772.80		5,227.26	1,772.80	0.00%	(3,454.46)	(66.09%)
Total Expenses	<u>291,507.90</u>	<u>307,881.29</u>	<u>321,874.28</u>	<u>(16,373.39)</u>	<u>(5.32%)</u>	<u>(30,366.38)</u>	<u>(9.43%)</u>
Net Gain or (Loss)	<u>495,385.79</u>	<u>463,688.06</u>	<u>454,709.86</u>	<u>31,697.73</u>	<u>6.84%</u>	<u>40,675.93</u>	<u>8.95%</u>

Society of American Archivists
Membership
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date 3/31/2017</u>	<u>Year-To-Date 3/31/2016</u>	<u>Budget 3/31/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$709,201.53	\$690,174.29	\$694,165.66	\$19,027.24	2.76%	\$15,035.87	2.17%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>972.00</u>	<u>790.00</u>	<u>749.97</u>	<u>182.00</u>	<u>23.04%</u>	<u>222.03</u>	<u>29.61%</u>
Total Income	<u><u>710,173.53</u></u>	<u><u>690,964.29</u></u>	<u><u>694,915.63</u></u>	<u><u>19,209.24</u></u>	<u><u>2.78%</u></u>	<u><u>15,257.90</u></u>	<u><u>2.20%</u></u>
Expenses							
Salaries, Wages, & Benefits	64,396.66	58,186.62	64,823.67	6,210.04	10.67%	(427.01)	(0.66%)
Office Occupancy & Utilities	6,060.89	5,192.67	6,630.56	868.22	16.72%	(569.67)	(8.59%)
Services	8,341.19	5,890.47	7,031.60	2,450.72	41.60%	1,309.59	18.62%
Supplies	164.69	6,094.26	2,198.73	(5,929.57)	(97.30%)	(2,034.04)	(92.51%)
Travel		288.93		(288.93)	(100.00%)		0.00%
Leases, Rentals, & Licenses	793.88	963.94	1,758.00	(170.06)	(17.64%)	(964.12)	(54.84%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>1,772.80</u>		<u>5,227.26</u>	<u>1,772.80</u>	<u>0.00%</u>	<u>(3,454.46)</u>	<u>(66.09%)</u>
Total Expenses	<u><u>81,530.11</u></u>	<u><u>76,616.89</u></u>	<u><u>87,669.82</u></u>	<u><u>4,913.22</u></u>	<u><u>6.41%</u></u>	<u><u>(6,139.71)</u></u>	<u><u>(7.00%)</u></u>
Net Gain or (Loss)	<u><u>628,643.42</u></u>	<u><u>614,347.40</u></u>	<u><u>607,245.81</u></u>	<u><u>14,296.02</u></u>	<u><u>2.33%</u></u>	<u><u>21,397.61</u></u>	<u><u>3.52%</u></u>

Society of American Archivists
Periodicals (AA & AO)
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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					0.00%		0.00%
Subscriptions & Advertising	74,923.16	69,000.10	72,317.33	5,923.06	8.58%	2,605.83	3.60%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	1,797.00	11,604.96	9,351.18	(9,807.96)	(84.52%)	(7,554.18)	(80.78%)
Total Income	<u>76,720.16</u>	<u>80,605.06</u>	<u>81,668.51</u>	<u>(3,884.90)</u>	<u>(4.82%)</u>	<u>(4,948.35)</u>	<u>(6.06%)</u>
Expenses							
Salaries, Wages, & Benefits	66,678.61	60,826.05	67,056.18	5,852.56	9.62%	(377.57)	(0.56%)
Office Occupancy & Utilities	6,302.37	5,499.54	6,875.46	802.83	14.60%	(573.09)	(8.34%)
Services	136,114.01	163,755.49	157,487.18	(27,641.48)	(16.88%)	(21,373.17)	(13.57%)
Supplies	25.12	150.99	466.67	(125.87)	(83.36%)	(441.55)	(94.62%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	822.68	1,032.33	1,823.97	(209.65)	(20.31%)	(1,001.29)	(54.90%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>209,977.79</u>	<u>231,264.40</u>	<u>234,204.46</u>	<u>(21,286.61)</u>	<u>(9.20%)</u>	<u>(24,226.67)</u>	<u>(10.34%)</u>
Net Gain or (Loss)	<u>(133,257.63)</u>	<u>(150,659.34)</u>	<u>(152,535.95)</u>	<u>17,401.71</u>	<u>(11.55%)</u>	<u>19,278.32</u>	<u>(12.64%)</u>

Society of American Archivists
American Archivist
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date 3/31/2017</u>	<u>Year-To-Date 3/31/2016</u>	<u>Budget 3/31/2017</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	51,601.00	49,878.00	49,884.00	1,723.00	3.45%	1,717.00	3.44%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	32.00	7,342.96	8,084.50	(7,310.96)	(99.56%)	(8,052.50)	(99.60%)
Total Income	<u>51,633.00</u>	<u>57,220.96</u>	<u>57,968.50</u>	<u>(5,587.96)</u>	<u>(9.77%)</u>	<u>(6,335.50)</u>	<u>(10.93%)</u>
Expenses							
Salaries, Wages, & Benefits	33,033.55	30,066.00	33,231.00	2,967.55	9.87%	(197.45)	(0.59%)
Office Occupancy & Utilities	3,130.18	2,749.72	3,412.38	380.46	13.84%	(282.20)	(8.27%)
Services	65,962.80	94,749.62	82,594.21	(28,786.82)	(30.38%)	(16,631.41)	(20.14%)
Supplies	10.36		233.87	10.36	0.00%	(223.51)	(95.57%)
Travel							
Leases, Rentals, & Licenses	408.25	509.00	905.49	(100.75)	(19.79%)	(497.24)	(54.91%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>102,545.14</u>	<u>128,074.34</u>	<u>120,376.95</u>	<u>(25,529.20)</u>	<u>(19.93%)</u>	<u>(17,831.81)</u>	<u>(14.81%)</u>
Net Gain or (Loss)	<u>(50,912.14)</u>	<u>(70,853.38)</u>	<u>(62,408.45)</u>	<u>19,941.24</u>	<u>(28.14%)</u>	<u>11,496.31</u>	<u>(18.42%)</u>

**Society of American Archivists
Archival Outlook
For the Nine Months Ending Friday, March 31, 2017**

	<u>Year-To-Date 3/31/2017</u>	<u>Year-To-Date 3/31/2016</u>	<u>Budget 3/31/2017</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	23,322.16	19,122.10	22,433.33	4,200.06	21.96%	888.83	3.96%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,765.00</u>	<u>4,262.00</u>	<u>1,266.68</u>	<u>(2,497.00)</u>	<u>(58.59%)</u>	<u>498.32</u>	<u>39.34%</u>
Total Income	<u>25,087.16</u>	<u>23,384.10</u>	<u>23,700.01</u>	<u>1,703.06</u>	<u>7.28%</u>	<u>1,387.15</u>	<u>5.85%</u>
Expenses							
Salaries, Wages, & Benefits	33,645.06	30,760.05	33,825.18	2,885.01	9.38%	(180.12)	(0.53%)
Office Occupancy & Utilities	3,172.19	2,749.82	3,463.08	422.37	15.36%	(290.89)	(8.40%)
Services	70,151.21	69,005.87	74,892.97	1,145.34	1.66%	(4,741.76)	(6.33%)
Supplies	14.76	150.99	232.80	(136.23)	(90.22%)	(218.04)	(93.66%)
Travel							
Leases, Rentals, & Licenses	414.43	523.33	918.48	(108.90)	(20.81%)	(504.05)	(54.88%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>107,432.65</u>	<u>103,190.06</u>	<u>113,827.51</u>	<u>4,242.59</u>	<u>4.11%</u>	<u>(6,394.86)</u>	<u>(5.62%)</u>
Net Gain or (Loss)	<u>(82,345.49)</u>	<u>(79,805.96)</u>	<u>(90,127.50)</u>	<u>(2,539.53)</u>	<u>3.18%</u>	<u>7,782.01</u>	<u>(8.63%)</u>

Society of American Archivists
Operational Revenue Centers
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date 3/31/2017</u>	<u>Year-To-Date 3/31/2016</u>	<u>Budget 3/31/2017</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	60,906.23	65,004.58	65,670.87	(4,098.35)	(6.30%)	(4,764.64)	(7.26%)
Workshops	334,682.88	388,110.44	512,644.14	(53,427.56)	(13.77%)	(177,961.26)	(34.71%)
Annual Meeting	672,330.25	711,278.87	699,690.20	(38,948.62)	(5.48%)	(27,359.95)	(3.91%)
Publications & CD Sales	139,171.33	138,164.82	175,759.36	1,006.51	0.73%	(36,588.03)	(20.82%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	47,270.08	24,616.09	30,814.67	22,653.99	92.03%	16,455.41	53.40%
Total Income	<u>1,254,360.77</u>	<u>1,327,174.80</u>	<u>1,484,579.24</u>	<u>(72,814.03)</u>	<u>(5.49%)</u>	<u>(230,218.47)</u>	<u>(15.51%)</u>
Expenses							
Salaries, Wages, & Benefits	345,720.09	314,561.29	348,703.59	31,158.80	9.91%	(2,983.50)	(0.86%)
Office Occupancy & Utilities	33,764.23	29,768.48	35,882.58	3,995.75	13.42%	(2,118.35)	(5.90%)
Services	481,327.92	412,549.01	527,451.03	68,778.91	16.67%	(46,123.11)	(8.74%)
Supplies	9,126.57	5,735.71	5,837.83	3,390.86	59.12%	3,288.74	56.33%
Travel	89,957.61	87,212.05	137,429.18	2,745.56	3.15%	(47,471.57)	(34.54%)
Leases, Rentals, & Licenses	26,684.83	28,129.66	32,303.67	(1,444.83)	(5.14%)	(5,618.84)	(17.39%)
Taxes, Dues, & Subscriptions	16,735.00	7,477.12	15,000.00	9,257.88	123.82%	1,735.00	11.57%
Depreciation, Cost of Goods Sold & Other	106,230.14	166,666.11	136,568.76	(60,435.97)	(36.26%)	(30,338.62)	(22.21%)
Total Expenses	<u>1,109,546.39</u>	<u>1,052,099.43</u>	<u>1,239,176.64</u>	<u>57,446.96</u>	<u>5.46%</u>	<u>(129,630.25)</u>	<u>(10.46%)</u>
Net Gain or (Loss)	<u>144,814.38</u>	<u>275,075.37</u>	<u>245,402.60</u>	<u>(130,260.99)</u>	<u>(47.35%)</u>	<u>(100,588.22)</u>	<u>(40.99%)</u>

Society of American Archivists
Annual Meeting
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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	7,283.00	13,600.00	7,500.00	(6,317.00)	(46.45%)	(217.00)	(2.89%)
Workshops					0.00%		0.00%
Annual Meeting	672,330.25	711,278.87	699,690.20	(38,948.62)	(5.48%)	(27,359.95)	(3.91%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	20,225.25	400.00		19,825.25	4,956.31%	20,225.25	0.00%
Total Income	<u>699,838.50</u>	<u>725,278.87</u>	<u>707,190.20</u>	<u>(25,440.37)</u>	<u>(3.51%)</u>	<u>(7,351.70)</u>	<u>(1.04%)</u>
Expenses							
Salaries, Wages, & Benefits	92,331.93	90,316.49	93,422.30	2,015.44	2.23%	(1,090.37)	(1.17%)
Office Occupancy & Utilities	8,892.11	8,475.48	9,772.74	416.63	4.92%	(880.63)	(9.01%)
Services	285,757.07	227,901.62	253,886.96	57,855.45	25.39%	31,870.11	12.55%
Supplies	3,933.14	405.08	1,770.30	3,528.06	870.95%	2,162.84	122.17%
Travel	11,250.65	11,406.54	14,000.00	(155.89)	(1.37%)	(2,749.35)	(19.64%)
Leases, Rentals, & Licenses	16,224.04	17,612.71	18,150.59	(1,388.67)	(7.88%)	(1,926.55)	(10.61%)
Taxes, Dues, & Subscriptions	16,675.00	5,145.00	15,000.00	11,530.00	224.10%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	62,847.87	127,946.87	79,055.24	(65,099.00)	(50.88%)	(16,207.37)	(20.50%)
Total Expenses	<u>497,911.81</u>	<u>489,209.79</u>	<u>485,058.13</u>	<u>8,702.02</u>	<u>1.78%</u>	<u>12,853.68</u>	<u>2.65%</u>
Net Gain or (Loss)	<u>201,926.69</u>	<u>236,069.08</u>	<u>222,132.07</u>	<u>(34,142.39)</u>	<u>(14.46%)</u>	<u>(20,205.38)</u>	<u>(9.10%)</u>

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

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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							
Subscriptions & Advertising	7,283.00		7,500.00	7,283.00	0.00%	(217.00)	(2.89%)
Workshops							
Annual Meeting	672,330.25		699,690.20	672,330.25	0.00%	(27,359.95)	(3.91%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	20,225.25			20,225.25	0.00%	20,225.25	0.00%
Total Income	<u>699,838.50</u>		<u>707,190.20</u>	<u>699,838.50</u>	<u>0.00%</u>	<u>(7,351.70)</u>	<u>(1.04%)</u>
Expenses							
Salaries, Wages, & Benefits	45,991.40	44,082.34	48,334.06	1,909.06	4.33%	(2,342.66)	(4.85%)
Office Occupancy & Utilities	4,678.73	3,406.64	5,018.94	1,272.09	37.34%	(340.21)	(6.78%)
Services	256,088.51	27,051.72	221,783.86	229,036.79	846.66%	34,304.65	15.47%
Supplies	3,928.33	9.36	1,454.19	3,918.97	41,869.34%	2,474.14	170.14%
Travel	3,380.59	7,650.03	4,130.00	(4,269.44)	(55.81%)	(749.41)	(18.15%)
Leases, Rentals, & Licenses	15,602.82	838.79	16,337.07	14,764.03	1,760.16%	(734.25)	(4.49%)
Taxes, Dues, & Subscriptions	16,675.00		15,000.00	16,675.00	0.00%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	151,566.43	(83,038.88)	173,000.00	234,605.31	(282.52%)	(21,433.57)	(12.39%)
Total Expenses	<u>497,911.81</u>		<u>485,058.12</u>	<u>497,911.81</u>	<u>0.00%</u>	<u>12,853.69</u>	<u>2.65%</u>
Net Gain or (Loss)	<u>201,926.69</u>		<u>222,132.08</u>	<u>201,926.69</u>	<u>0.00%</u>	<u>(20,205.39)</u>	<u>(9.10%)</u>

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

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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					0.00%		0.00%
Workshops							
Annual Meeting					0.00%		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	44,273.51	1,653.97	42,981.86	42,619.54	2,576.80%	1,291.65	3.01%
Office Occupancy & Utilities	4,017.58	147.98	4,359.06	3,869.60	2,614.95%	(341.48)	(7.83%)
Services	29,545.59	94.00	31,494.10	29,451.59	31,331.48%	(1,948.51)	(6.19%)
Supplies	3.99		302.92	3.99	0.00%	(298.93)	(98.68%)
Travel	7,870.06	695.46	9,870.00	7,174.60	1,031.63%	(1,999.94)	(20.26%)
Leases, Rentals, & Licenses	595.48	28.33	1,153.01	567.15	2,001.94%	(557.53)	(48.35%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(86,306.21)	(2,619.74)	(90,160.98)	(83,686.47)	3,194.46%	3,854.77	(4.28%)
Total Expenses			(0.03)		0.00%	0.03	(100.00%)
Net Gain or (Loss)			0.03		0.00%	(0.03)	(100.00%)

Society of American Archivists
Annual Meeting - Washington 2018
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	2,067.02		2,106.38	2,067.02	0.00%	(39.36)	(1.87%)
Office Occupancy & Utilities	195.80		394.74	195.80	0.00%	(198.94)	(50.40%)
Services	122.97		609.00	122.97	0.00%	(486.03)	(79.81%)
Supplies	0.82		13.19	0.82	0.00%	(12.37)	(93.78%)
Travel							
Leases, Rentals, & Licenses	25.74		660.51	25.74	0.00%	(634.77)	(96.10%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(2,412.35)		(3,783.78)	(2,412.35)	0.00%	1,371.43	(36.24%)
Total Expenses			0.04		0.00%	(0.04)	(100.00%)
Net Gain or (Loss)			(0.04)		0.00%	0.04	(100.00%)

**Society of American Archivists
Publications
For the Nine Months Ending Friday, March 31, 2017**

	<u>Year-To-Date 3/31/2017</u>	<u>Year-To-Date 3/31/2016</u>	<u>Budget 3/31/2017</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	139,076.33	137,939.82	175,579.36	1,136.51	0.82%	(36,503.03)	(20.79%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>24,959.83</u>	<u>24,216.09</u>	<u>30,814.67</u>	<u>743.74</u>	<u>3.07%</u>	<u>(5,854.84)</u>	<u>(19.00%)</u>
Total Income	<u>164,036.16</u>	<u>162,155.91</u>	<u>206,394.03</u>	<u>1,880.25</u>	<u>1.16%</u>	<u>(42,357.87)</u>	<u>(20.52%)</u>
Expenses							
Salaries, Wages, & Benefits	64,187.90	59,577.41	65,043.55	4,610.49	7.74%	(855.65)	(1.32%)
Office Occupancy & Utilities	6,428.78	6,014.98	6,661.36	413.80	6.88%	(232.58)	(3.49%)
Services	71,845.70	68,958.31	75,352.90	2,887.39	4.19%	(3,507.20)	(4.65%)
Supplies	3,937.39	3,857.93	444.70	79.46	2.06%	3,492.69	785.40%
Travel	8,438.33	8,000.57	7,565.40	437.76	5.47%	872.93	11.54%
Leases, Rentals, & Licenses	7,434.36	7,716.87	7,946.93	(282.51)	(3.66%)	(512.57)	(6.45%)
Taxes, Dues, & Subscriptions	60.00	2,332.12		(2,272.12)	(97.43%)	60.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>41,720.87</u>	<u>38,719.24</u>	<u>57,513.52</u>	<u>3,001.63</u>	<u>7.75%</u>	<u>(15,792.65)</u>	<u>(27.46%)</u>
Total Expenses	<u>204,053.33</u>	<u>195,177.43</u>	<u>220,528.36</u>	<u>8,875.90</u>	<u>4.55%</u>	<u>(16,475.03)</u>	<u>(7.47%)</u>
Net Gain or (Loss)	<u>(40,017.17)</u>	<u>(33,021.52)</u>	<u>(14,134.33)</u>	<u>(6,995.65)</u>	<u>21.19%</u>	<u>(25,882.84)</u>	<u>183.12%</u>

Society of American Archivists
Education
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date 3/31/2017</u>	<u>Year-To-Date 3/31/2016</u>	<u>Budget 3/31/2017</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		1,070.00	3,500.00	(1,070.00)	(100.00%)	(3,500.00)	(100.00%)
Workshops	334,682.88	388,110.44	512,644.14	(53,427.56)	(13.77%)	(177,961.26)	(34.71%)
Annual Meeting							
Publications & CD Sales	95.00	225.00	180.00	(130.00)	(57.78%)	(85.00)	(47.22%)
Contributions							
Investments							
Shipping, Handling, & Other	2,085.00			2,085.00	0.00%	2,085.00	0.00%
Total Income	<u>336,862.88</u>	<u>389,405.44</u>	<u>516,324.14</u>	<u>(52,542.56)</u>	<u>(13.49%)</u>	<u>(179,461.26)</u>	<u>(34.76%)</u>
Expenses							
Salaries, Wages, & Benefits	185,657.06	161,490.81	186,685.58	24,166.25	14.96%	(1,028.52)	(0.55%)
Office Occupancy & Utilities	18,108.09	14,990.19	19,083.69	3,117.90	20.80%	(975.60)	(5.11%)
Services	109,046.85	99,673.99	180,420.98	9,372.86	9.40%	(71,374.13)	(39.56%)
Supplies	1,255.11	1,472.70	3,597.67	(217.59)	(14.77%)	(2,342.56)	(65.11%)
Travel	68,992.02	66,629.09	115,079.95	2,362.93	3.55%	(46,087.93)	(40.05%)
Leases, Rentals, & Licenses	2,982.73	2,746.80	6,109.35	235.93	8.59%	(3,126.62)	(51.18%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	1,661.40			1,661.40	0.00%	1,661.40	0.00%
Total Expenses	<u>387,703.26</u>	<u>347,003.58</u>	<u>510,977.22</u>	<u>40,699.68</u>	<u>11.73%</u>	<u>(123,273.96)</u>	<u>(24.13%)</u>
Net Gain or (Loss)	<u>(50,840.38)</u>	<u>42,401.86</u>	<u>5,346.92</u>	<u>(93,242.24)</u>	<u>(219.90%)</u>	<u>(56,187.30)</u>	<u>(1,050.83%)</u>

Society of American Archivists
Career Services
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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							
Subscriptions & Advertising	53,623.23	50,334.58	54,670.87	3,288.65	6.53%	(1,047.64)	(1.92%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>53,623.23</u>	<u>50,334.58</u>	<u>54,670.87</u>	<u>3,288.65</u>	<u>6.53%</u>	<u>(1,047.64)</u>	<u>(1.92%)</u>
Expenses							
Salaries, Wages, & Benefits	3,543.20	3,176.58	3,552.16	366.62	11.54%	(8.96)	(0.25%)
Office Occupancy & Utilities	335.25	287.83	364.79	47.42	16.48%	(29.54)	(8.10%)
Services	14,678.30	16,015.09	17,790.19	(1,336.79)	(8.35%)	(3,111.89)	(17.49%)
Supplies	0.93		25.16	0.93	0.00%	(24.23)	(96.30%)
Travel	1,276.61	1,175.85	783.83	100.76	8.57%	492.78	62.87%
Leases, Rentals, & Licenses	43.70	53.28	96.80	(9.58)	(17.98%)	(53.10)	(54.86%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>19,877.99</u>	<u>20,708.63</u>	<u>22,612.93</u>	<u>(830.64)</u>	<u>(4.01%)</u>	<u>(2,734.94)</u>	<u>(12.09%)</u>
Net Gain or (Loss)	<u>33,745.24</u>	<u>29,625.95</u>	<u>32,057.94</u>	<u>4,119.29</u>	<u>13.90%</u>	<u>1,687.30</u>	<u>5.26%</u>

Society of American Archivists
Operational Expense Centers
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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					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	20.00			20.00	0.00%	20.00	0.00%
Investments	11,662.45	8,484.68	11,228.00	3,177.77	37.45%	434.45	3.87%
Shipping, Handling, & Other	52.37	2,758.03		(2,705.66)	(98.10%)	52.37	0.00%
Total Income	<u>11,734.82</u>	<u>11,242.71</u>	<u>11,228.00</u>	<u>492.11</u>	<u>4.38%</u>	<u>506.82</u>	<u>4.51%</u>
Expenses							
Salaries, Wages, & Benefits	324,991.09	302,100.36	320,712.00	22,890.73	7.58%	4,279.09	1.33%
Office Occupancy & Utilities	31,230.57	27,328.03	32,809.93	3,902.54	14.28%	(1,579.36)	(4.81%)
Services	159,343.04	154,612.67	198,904.07	4,730.37	3.06%	(39,561.03)	(19.89%)
Supplies	5,481.96	5,353.11	3,515.63	128.85	2.41%	1,966.33	55.93%
Travel	32,343.82	29,830.66	53,949.00	2,513.16	8.42%	(21,605.18)	(40.05%)
Leases, Rentals, & Licenses	3,966.69	5,859.62	7,143.70	(1,892.93)	(32.30%)	(3,177.01)	(44.47%)
Taxes, Dues, & Subscriptions	27,431.17	25,932.21	25,320.00	1,498.96	5.78%	2,111.17	8.34%
Depreciation, Cost of Goods Sold & Other	40,591.04	36,105.26	45,773.32	4,485.78	12.42%	(5,182.28)	(11.32%)
Total Expenses	<u>625,379.38</u>	<u>587,121.92</u>	<u>688,127.65</u>	<u>38,257.46</u>	<u>6.52%</u>	<u>(62,748.27)</u>	<u>(9.12%)</u>
Net Gain or (Loss)	<u>(613,644.56)</u>	<u>(575,879.21)</u>	<u>(676,899.65)</u>	<u>(37,765.35)</u>	<u>6.56%</u>	<u>63,255.09</u>	<u>(9.34%)</u>

Society of American Archivists
General & Administrative
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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					0.00%		0.00%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	11,662.45	8,484.68	11,228.00	3,177.77	37.45%	434.45	3.87%
Shipping, Handling, & Other	52.37	1,867.47		(1,815.10)	(97.20%)	52.37	0.00%
Total Income	<u>11,734.82</u>	<u>10,352.15</u>	<u>11,228.00</u>	<u>1,382.67</u>	<u>13.36%</u>	<u>506.82</u>	<u>4.51%</u>
Expenses							
Salaries, Wages, & Benefits	194,673.87	179,138.84	187,964.11	15,535.03	8.67%	6,709.76	3.57%
Office Occupancy & Utilities	17,925.36	15,744.58	19,495.46	2,180.78	13.85%	(1,570.10)	(8.05%)
Services	110,030.82	110,765.22	129,933.58	(734.40)	(0.66%)	(19,902.76)	(15.32%)
Supplies	4,858.27	5,311.63	2,595.97	(453.36)	(8.54%)	2,262.30	87.15%
Travel	2,724.52	2,654.04	11,849.00	70.48	2.66%	(9,124.48)	(77.01%)
Leases, Rentals, & Licenses	2,332.87	3,752.73	3,253.36	(1,419.86)	(37.84%)	(920.49)	(28.29%)
Taxes, Dues, & Subscriptions	12,621.17	10,732.21	9,820.00	1,888.96	17.60%	2,801.17	28.53%
Depreciation, Cost of Goods Sold & Other	40,591.04	36,105.26	45,773.32	4,485.78	12.42%	(5,182.28)	(11.32%)
Total Expenses	<u>385,757.92</u>	<u>364,204.51</u>	<u>410,684.80</u>	<u>21,553.41</u>	<u>5.92%</u>	<u>(24,926.88)</u>	<u>(6.07%)</u>
Net Gain or (Loss)	<u>(374,023.10)</u>	<u>(353,852.36)</u>	<u>(399,456.80)</u>	<u>(20,170.74)</u>	<u>5.70%</u>	<u>25,433.70</u>	<u>(6.37%)</u>

Society of American Archivists
Governance
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date</u> <u>3/31/2017</u>	<u>Year-To-Date</u> <u>3/31/2016</u>	<u>Budget</u> <u>3/31/2017</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							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	71,179.91	71,139.06	73,770.53	40.85	0.06%	(2,590.62)	(3.51%)
Office Occupancy & Utilities	7,734.27	6,950.42	8,056.98	783.85	11.28%	(322.71)	(4.01%)
Services	39,327.14	24,737.17	28,898.68	14,589.97	58.98%	10,428.46	36.09%
Supplies	600.25	41.48	507.84	558.77	1,347.08%	92.41	18.20%
Travel	23,178.70	20,858.27	17,325.00	2,320.43	11.12%	5,853.70	33.79%
Leases, Rentals, & Licenses	904.33	1,242.56	2,004.46	(338.23)	(27.22%)	(1,100.13)	(54.88%)
Taxes, Dues, & Subscriptions	2,810.00	2,700.00	3,500.00	110.00	4.07%	(690.00)	(19.71%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	145,734.60	127,668.96	134,063.49	18,065.64	14.15%	11,671.11	8.71%
Net Gain or (Loss)	(145,734.60)	(127,668.96)	(134,063.49)	(18,065.64)	14.15%	(11,671.11)	8.71%

Society of American Archivists
Advocacy
For the Nine Months Ending Friday, March 31, 2017

	<u>Year-To-Date 3/31/2017</u>	<u>Year-To-Date 3/31/2016</u>	<u>Budget 3/31/2017</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		890.56		(890.56)	(100.00%)		0.00%
Total Income		<u>890.56</u>		<u>(890.56)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	59,137.31	51,822.46	58,977.36	7,314.85	14.12%	159.95	0.27%
Office Occupancy & Utilities	5,570.94	4,633.03	5,257.49	937.91	20.24%	313.45	5.96%
Services	9,985.08	19,110.28	40,071.81	(9,125.20)	(47.75%)	(30,086.73)	(75.08%)
Supplies	23.44		411.82	23.44	0.00%	(388.38)	(94.31%)
Travel	6,440.60	6,318.35	24,775.00	122.25	1.93%	(18,334.40)	(74.00%)
Leases, Rentals, & Licenses	729.49	864.33	1,885.88	(134.84)	(15.60%)	(1,156.39)	(61.32%)
Taxes, Dues, & Subscriptions	12,000.00	12,500.00	12,000.00	(500.00)	(4.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>93,886.86</u>	<u>95,248.45</u>	<u>143,379.36</u>	<u>(1,361.59)</u>	<u>(1.43%)</u>	<u>(49,492.50)</u>	<u>(34.52%)</u>
Net Gain or (Loss)	<u>(93,886.86)</u>	<u>(94,357.89)</u>	<u>(143,379.36)</u>	<u>471.03</u>	<u>(0.50%)</u>	<u>49,492.50</u>	<u>(34.52%)</u>