

**Society of American Archivists
Council Meeting
May 20-22, 2019
Chicago, Illinois**

March 2019 Year-to-Date Financial Statements – FY 2019
(Prepared by Amy Fitch and Peter Carlson)

Overview

For the month ending March 31, 2019, SAA posted a net gain of \$244,825. This is a favorable variance of \$207,111, as the budgeted gain for March was \$37,715. Total revenues as of March 31 were higher than last year and budget by \$285,981 (13.10%) and \$109,993 (4.66%), respectively. Total expenses were higher than last year by \$273,748 (14.04%), and lower than budget by \$97,118 (4.18%).

Balance Sheet

Cash and Investments balances exceeded last year by \$21,592 (1.21%) and total deferred revenues were higher than last year by \$18,689 (2.3%). Membership deferred revenues continued a steady trend, up by \$14,674 (2.66%).

Income Statement

For the month ending March 31, 2019, SAA posted a net gain of \$244,825. This net gain is higher than last year and budget by \$12,233 (5.26%) and \$207,111 (549.15%), respectively. All cost centers except Publications, *Archival Outlook*, and Education had higher-than-budgeted revenue. Expenses are higher than budget in three cost centers: Annual Meeting (5.44% over budget), Career Services (0.85% over budget), and *American Archivist* (7.64% over budget). Expenses overall are \$97,118 (4.18%) below budget.

Specific points of interest are as follows:

- **Membership:** Overall membership decreased by 43 (-0.72%), while dues revenue exceeded last year and budget by 4.20% and 2.53%, respectively. Membership's net gain for March is better than last year and budget by \$19,202 (2.91%) and \$39,408 (6.16%), respectively. Deferred revenues in March were higher than last year by \$14,675 (2.66%).
- **Periodicals:** The Journal's net loss as of March 31 was \$44,859, a favorable variance compared with last year and budget of \$5,299 (10.57%) and \$1,603 (3.45%), respectively. Journal expenses were lower than last year (5.55% variance), but over budget by \$7,334 (7.64%). The variance with budget is the result of higher composition costs associated with

revisions and a recently announced increase in paper costs. Staff have successfully secured a credit of more than \$5,000 on the production costs that will mitigate most of this variance. *Archival Outlook's* net loss of \$84,282 is greater than last year and budget by \$9,138 (12.16%) and \$1,030 (1.24%).

- **Annual Meeting:** As of March 31, the Annual Meeting in Washington, D.C., shows a net gain of \$361,877, which exceeds last year and budget by \$25,045 (7.44%) and \$107,354 (42.18%), respectively. Revenues exceeded last year and budget by \$247,015 (31.8%) and \$141,516 (16.04%), respectively. Attendance at the 2018 Joint Annual Meeting set a new record (2,627), and total revenues were \$1,023,887. Expenses were higher than last year and budget by \$221,969 (50.44%) and \$34,162 (5.44%), respectively.
- **Publications:** Publications showed a net loss of \$68,377 on March 31, which is greater than last year and budget by \$16,997 (33.08%) and \$1,626 (2.44%), respectively. Publications' total revenue as of March 31 was lower than last year and budget by \$19,749 (12.72%) and \$41,423 (23.41%), respectively. The variance with budget reflects budget timing as well as less robust sales than anticipated. Sales projections were severely affected by the fact that manuscripts for several new books were not received on schedule. Notably, expenses as of March 31 are \$39,797 (16.33%) lower than budget, due largely to sales of titles that are beyond their first printing and therefore less affected by fully loaded cost of goods sold.
- **Education:** Education posted a net gain of \$458 for the period ending March 31. This performance is better than last year by \$36,767 (101.26%) and *lower* than budget by \$5,426 (92.22%). This variance with budget is due to timing issues and will resolve by May 2019. Expenses as of March 31 were lower than last year and budget by \$20,577 (5.5%) and \$29,959 (7.57%), respectively.
- **Career Services:** As of March 31, Career Services posted a net gain of \$39,315, which is better than last year and budget by \$3,969 (6.45%) and \$6,215 (10.48%), respectively. Revenues are up over last year and budget by 15.71% and 17.08%, respectively. Because costs in this program scale proportionally with revenues, Career Services expenses were higher than last year and budget by \$2,473 (10.43%) and \$220 (0.85%), respectively.
- **General and Administrative:** The net loss in G&A for the period ending March 31 was \$420,394, which is \$56,907 (15.66%) more than last year's net loss and \$21,830 (4.94%) *less* than the budgeted net loss of \$442,224. The variance with last year reflects a significant shift in staff effort allocation in light of the AMS project. The budget variance is the result of some savings in consulting costs associated with the AMS project and of timing.
- **Advocacy:** As of March 31, Advocacy expenses were \$14,117 (15.12%) higher than last year, but \$35,594 (24.87%) less than budget. This variance with budget is due to the decision not to conduct individualized media training due to other priorities, and the timing of member travel to Washington for Hill visits (IPWG members on copyright/IP issues and various members on federal funding issues). Depending on developments in Washington, some of this travel funding might still be used in the final quarter of the fiscal year.

**Society of American Archivists
Balance Sheet - Operations
Sunday, March 31, 2019**

	<u>Fiscal 2019</u>	<u>Fiscal 2018</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,806,161.12	\$1,784,568.97	\$21,592.15	1.21%
Accounts Receivable	8,283.15	31,572.49	(23,289.34)	(73.76%)
Equipment	63,947.74	32,056.05	31,891.69	99.49%
Deposits	8,706.85	8,079.98	626.87	7.76%
Inventory	102,040.07	82,618.93	19,421.14	23.51%
Prepaid Expenses	131,155.70	116,930.88	14,224.82	12.17%
Due From Operations	239,165.01	34,100.61	205,064.40	601.35%
Due From Foundation	472,010.46	431,741.16	40,269.30	9.33%
Cash Clearing				(100.00%)
Total Assets	<u><u>2,831,470.10</u></u>	<u><u>2,521,669.07</u></u>	<u><u>309,801.03</u></u>	<u><u>12.29%</u></u>
Liabilities				
Accounts Payable	10,142.77	20,829.14	(10,686.37)	(51.30%)
Salaries and Wages Payable	42,129.82	54,855.59	(12,725.77)	(23.20%)
Deferred Revenues				
Annual Meeting	409.00		409.00	(100.00%)
Subscriptions	87,941.00	89,600.50	(1,659.50)	(1.85%)
Membership	566,057.15	551,382.66	14,674.49	2.66%
Education	73,634.20	71,015.00	2,619.20	3.69%
Sponsors	14,800.00	8,100.00	6,700.00	82.72%
Advertising	3,096.00	3,091.00	5.00	0.16%
Exhibitors	83,600.00	85,020.00	(1,420.00)	(1.67%)
Consultants	148.50	2,787.74	(2,639.24)	(94.67%)
Total Deferred Revenues	829,685.85	810,996.90	18,688.95	2.30%
Due to Council-Directed Funds	891,812.19	663,998.19	227,814.00	34.31%
Due To Foundation	95,689.63	17,623.20	78,066.43	442.98%
Deferred Rent	12,893.31	16,478.79	(3,585.48)	(21.76%)
Total Liabilities	<u><u>1,882,353.57</u></u>	<u><u>1,584,781.81</u></u>	<u><u>297,571.76</u></u>	<u><u>18.78%</u></u>
Net Assets				
Fund Balance	704,291.23	704,294.66	(3.43)	0.00%
Net Gain or Loss	244,825.30	232,592.60	12,232.70	5.26%
Total Net Assets	<u><u>949,116.53</u></u>	<u><u>936,887.26</u></u>	<u><u>12,229.27</u></u>	<u><u>1.31%</u></u>
Total Liabilities and Net Assets	<u><u>2,831,470.10</u></u>	<u><u>2,521,669.07</u></u>	<u><u>309,801.03</u></u>	<u><u>12.29%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Nine Months Ending Sunday, March 31, 2019

	<u>Year-To-Date</u> <u>3/31/2019</u>	<u>Year-To-Date</u> <u>3/31/2018</u>	<u>Budget</u> <u>3/31/2019</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Operations							
Membership	\$678,735.12	\$659,533.62	\$639,327.17	\$19,201.50	2.91%	\$39,407.95	6.16%
Annual Meeting	361,876.52	336,831.27	254,522.64	25,045.25	7.44%	107,353.88	42.18%
Publications	(68,376.57)	(51,379.25)	(66,750.24)	(16,997.32)	33.08%	(1,626.33)	2.44%
Education	458.05	(36,307.50)	5,883.76	36,765.55	(101.26%)	(5,425.71)	(92.22%)
Career Services	39,314.87	37,818.17	33,319.99	1,496.70	3.96%	5,994.88	17.99%
American Archivist	(44,858.90)	(50,158.13)	(46,462.10)	5,299.23	(10.57%)	1,603.20	(3.45%)
Archival Outlook	(84,282.13)	(75,143.65)	(83,252.30)	(9,138.48)	12.16%	(1,029.83)	1.24%
General & Administrative	(420,393.98)	(363,486.84)	(442,223.61)	(56,907.14)	15.66%	21,829.63	(4.94%)
Advocacy	(107,497.53)	(93,380.06)	(143,091.41)	(14,117.47)	15.12%	35,593.88	(24.87%)
Governance	(110,150.15)	(131,735.03)	(113,559.26)	21,584.88	(16.39%)	3,409.11	(3.00%)
Total Net Gain/(Loss)	<u>244,825.30</u>	<u>232,592.60</u>	<u>37,714.64</u>	<u>12,232.70</u>	<u>5.26%</u>	<u>207,110.66</u>	<u>549.15%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Nine Months Ending Sunday, March 31, 2019

	<u>Year-To-Date</u> <u>3/31/2019</u>	<u>Year-To-Date</u> <u>3/31/2018</u>	<u>Budget</u> <u>3/31/2019</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$781,854.77	\$751,363.95	\$763,125.23	\$30,490.82	4.06%	\$18,729.54	2.45%
Annual Meeting	1,023,887.09	776,872.43	882,371.05	247,014.66	31.80%	141,516.04	16.04%
Publications	135,546.86	155,295.87	176,969.89	(19,749.01)	(12.72%)	(41,423.03)	(23.41%)
Education	353,869.98	337,671.95	388,255.06	16,198.03	4.80%	(34,385.08)	(8.86%)
Career Services	65,505.51	61,536.06	59,290.19	3,969.45	6.45%	6,215.32	10.48%
American Archivist	58,487.61	59,261.79	49,550.00	(774.18)	(1.31%)	8,937.61	18.04%
Archival Outlook	21,937.75	26,778.87	23,408.35	(4,841.12)	(18.08%)	(1,470.60)	(6.28%)
General & Administrative	27,060.89	14,083.62	15,883.00	12,977.27	92.14%	11,177.89	70.38%
Governance	695.00			695.00	0.00%	695.00	0.00%
Total Revenues	<u>2,468,845.46</u>	<u>2,182,864.54</u>	<u>2,358,852.77</u>	<u>285,980.92</u>	<u>13.10%</u>	<u>109,992.69</u>	<u>4.66%</u>
Expenses							
Membership	103,119.65	91,830.33	123,798.06	11,289.32	12.29%	(20,678.41)	(16.70%)
Annual Meeting	662,010.57	440,041.16	627,848.41	221,969.41	50.44%	34,162.16	5.44%
Publications	203,923.43	206,675.12	243,720.13	(2,751.69)	(1.33%)	(39,796.70)	(16.33%)
Education	353,411.93	373,979.45	382,371.30	(20,567.52)	(5.50%)	(28,959.37)	(7.57%)
Career Services	26,190.64	23,717.89	25,970.20	2,472.75	10.43%	220.44	0.85%
American Archivist	103,346.51	109,419.92	96,012.10	(6,073.41)	(5.55%)	7,334.41	7.64%
Archival Outlook	106,219.88	101,922.52	106,660.65	4,297.36	4.22%	(440.77)	(0.41%)
General & Administrative	447,454.87	377,570.46	458,106.61	69,884.41	18.51%	(10,651.74)	(2.33%)
Advocacy	107,497.53	93,380.06	143,091.41	14,117.47	15.12%	(35,593.88)	(24.87%)
Governance	110,845.15	131,735.03	113,559.26	(20,889.88)	(15.86%)	(2,714.11)	(2.39%)
Total Expenses	<u>2,224,020.16</u>	<u>1,950,271.94</u>	<u>2,321,138.13</u>	<u>273,748.22</u>	<u>14.04%</u>	<u>(97,117.97)</u>	<u>(4.18%)</u>
Total Net Gain/(Loss)	<u>244,825.30</u>	<u>232,592.60</u>	<u>37,714.64</u>	<u>12,232.70</u>	<u>5.26%</u>	<u>207,110.66</u>	<u>549.15%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Nine Months Ending Sunday, March 31, 2019

	<u>Year-To-Date</u> <u>3/31/2019</u>	<u>Year-To-Date</u> <u>3/31/2018</u>	<u>Budget</u> <u>3/31/2019</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$781,129.17	\$749,672.35	\$761,875.23	\$31,456.82	4.20%	\$19,253.94	2.53%
Subscriptions & Advertising	144,798.26	148,266.94	133,573.54	(3,468.68)	(2.34%)	11,224.72	8.40%
Workshops	353,325.98	337,131.95	388,255.06	16,194.03	4.80%	(34,929.08)	(9.00%)
Annual Meeting	1,016,067.09	767,240.43	878,121.05	248,826.66	32.43%	137,946.04	15.71%
Publications & CD Sales	115,418.17	136,459.34	155,017.14	(21,041.17)	(15.42%)	(39,598.97)	(25.54%)
Contributions					0.00%		0.00%
Investments	22,528.93	14,083.62	15,883.00	8,445.31	59.97%	6,645.93	41.84%
Shipping, Handling, & Other	35,577.86	30,009.91	26,127.75	5,567.95	18.55%	9,450.11	36.17%
Total Income	<u>2,468,845.46</u>	<u>2,182,864.54</u>	<u>2,358,852.77</u>	<u>285,980.92</u>	<u>13.10%</u>	<u>109,992.69</u>	<u>4.66%</u>
Expenses							
Salaries, Wages, & Benefits	843,706.45	795,187.40	851,196.67	48,519.05	6.10%	(7,490.22)	(0.88%)
Office Occupancy & Utilities	79,685.60	83,043.94	87,720.55	(3,358.34)	(4.04%)	(8,034.95)	(9.16%)
Services	925,865.05	762,579.10	877,766.56	163,285.95	21.41%	48,098.49	5.48%
Supplies	20,511.52	9,447.67	7,438.94	11,063.85	117.11%	13,072.58	175.73%
Travel	131,134.16	117,400.68	172,835.28	13,733.48	11.70%	(41,701.12)	(24.13%)
Leases, Rentals, & Licenses	28,917.59	20,476.36	58,925.95	8,441.23	41.22%	(30,008.36)	(50.93%)
Taxes, Dues, & Subscriptions	10,672.29	(12,829.93)	24,500.00	23,502.22	(183.18%)	(13,827.71)	(56.44%)
Depreciation, Cost of Goods Sold & Other	183,527.50	174,966.72	240,754.18	8,560.78	4.89%	(57,226.68)	(23.77%)
Total Expenses	<u>2,224,020.16</u>	<u>1,950,271.94</u>	<u>2,321,138.13</u>	<u>273,748.22</u>	<u>14.04%</u>	<u>(97,117.97)</u>	<u>(4.18%)</u>
Net Gain or (Loss)	<u>244,825.30</u>	<u>232,592.60</u>	<u>37,714.64</u>	<u>12,232.70</u>	<u>5.26%</u>	<u>207,110.66</u>	<u>549.15%</u>

**Society of American Archivists
Membership and Periodicals
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$781,129.17	\$749,672.35	\$761,875.23	\$31,456.82	4.20%	\$19,253.94	2.53%
Subscriptions & Advertising	71,472.75	77,098.88	71,383.35	(5,626.13)	(7.30%)	89.40	0.13%
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	9,678.21	10,633.38	2,825.00	(955.17)	(8.98%)	6,853.21	242.59%
Total Income	<u>862,280.13</u>	<u>837,404.61</u>	<u>836,083.58</u>	<u>24,875.52</u>	<u>2.97%</u>	<u>26,196.55</u>	<u>3.13%</u>
Expenses							
Salaries, Wages, & Benefits	151,848.21	131,675.08	153,798.93	20,173.13	15.32%	(1,950.72)	(1.27%)
Office Occupancy & Utilities	13,714.60	13,158.30	15,305.10	556.30	4.23%	(1,590.50)	(10.39%)
Services	142,777.16	138,981.53	135,974.31	3,795.63	2.73%	6,802.85	5.00%
Supplies	1,123.84	1,618.31	1,796.72	(494.47)	(30.55%)	(672.88)	(37.45%)
Travel	1,010.84	10,482.31		(9,471.47)	(90.36%)	1,010.84	0.00%
Leases, Rentals, & Licenses	1,595.59	1,837.31	1,655.75	(241.72)	(13.16%)	(60.16)	(3.63%)
Taxes, Dues, & Subscriptions	615.80	616.67		(0.87)	(0.14%)	615.80	0.00%
Depreciation, Cost of Goods Sold & Other		4,803.26	17,940.00	(4,803.26)	(100.00%)	(17,940.00)	(100.00%)
Total Expenses	<u>312,686.04</u>	<u>303,172.77</u>	<u>326,470.81</u>	<u>9,513.27</u>	<u>3.14%</u>	<u>(13,784.77)</u>	<u>(4.22%)</u>
Net Gain or (Loss)	<u>549,594.09</u>	<u>534,231.84</u>	<u>509,612.77</u>	<u>15,362.25</u>	<u>2.88%</u>	<u>39,981.32</u>	<u>7.85%</u>

**Society of American Archivists
Membership
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$781,129.17	\$749,672.35	\$761,875.23	\$31,456.82	4.20%	\$19,253.94	2.53%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>725.60</u>	<u>1,691.60</u>	<u>1,250.00</u>	<u>(966.00)</u>	<u>(57.11%)</u>	<u>(524.40)</u>	<u>(41.95%)</u>
Total Income	<u>781,854.77</u>	<u>751,363.95</u>	<u>763,125.23</u>	<u>30,490.82</u>	<u>4.06%</u>	<u>18,729.54</u>	<u>2.45%</u>
Expenses							
Salaries, Wages, & Benefits	82,560.07	67,919.51	83,672.04	14,640.56	21.56%	(1,111.97)	(1.33%)
Office Occupancy & Utilities	7,420.76	6,745.91	8,323.17	674.85	10.00%	(902.41)	(10.84%)
Services	10,800.67	9,809.11	11,552.11	991.56	10.11%	(751.44)	(6.50%)
Supplies	1,114.10	1,548.98	1,410.41	(434.88)	(28.08%)	(296.31)	(21.01%)
Travel	332.84			332.84	0.00%	332.84	0.00%
Leases, Rentals, & Licenses	872.08	1,003.56	900.33	(131.48)	(13.10%)	(28.25)	(3.14%)
Taxes, Dues, & Subscriptions	19.13			19.13	0.00%	19.13	0.00%
Depreciation, Cost of Goods Sold & Other		4,803.26	17,940.00	(4,803.26)	(100.00%)	(17,940.00)	(100.00%)
Total Expenses	<u>103,119.65</u>	<u>91,830.33</u>	<u>123,798.06</u>	<u>11,289.32</u>	<u>12.29%</u>	<u>(20,678.41)</u>	<u>(16.70%)</u>
Net Gain or (Loss)	<u>678,735.12</u>	<u>659,533.62</u>	<u>639,327.17</u>	<u>19,201.50</u>	<u>2.91%</u>	<u>39,407.95</u>	<u>6.16%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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	71,472.75	77,098.88	71,383.35	(5,626.13)	(7.30%)	89.40	0.13%
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	8,952.61	8,941.78	1,575.00	10.83	0.12%	7,377.61	468.42%
Total Income	<u>80,425.36</u>	<u>86,040.66</u>	<u>72,958.35</u>	<u>(5,615.30)</u>	<u>(6.53%)</u>	<u>7,467.01</u>	<u>10.23%</u>
Expenses							
Salaries, Wages, & Benefits	69,288.14	63,755.57	70,126.89	5,532.57	8.68%	(838.75)	(1.20%)
Office Occupancy & Utilities	6,293.84	6,412.39	6,981.93	(118.55)	(1.85%)	(688.09)	(9.86%)
Services	131,976.49	129,172.42	124,422.20	2,804.07	2.17%	7,554.29	6.07%
Supplies	9.74	69.33	386.31	(59.59)	(85.95%)	(376.57)	(97.48%)
Travel	678.00	10,482.31		(9,804.31)	(93.53%)	678.00	0.00%
Leases, Rentals, & Licenses	723.51	833.75	755.42	(110.24)	(13.22%)	(31.91)	(4.22%)
Taxes, Dues, & Subscriptions	596.67	616.67		(20.00)	(3.24%)	596.67	0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>209,566.39</u>	<u>211,342.44</u>	<u>202,672.75</u>	<u>(1,776.05)</u>	<u>(0.84%)</u>	<u>6,893.64</u>	<u>3.40%</u>
Net Gain or (Loss)	<u>(129,141.03)</u>	<u>(125,301.78)</u>	<u>(129,714.40)</u>	<u>(3,839.25)</u>	<u>3.06%</u>	<u>573.37</u>	<u>(0.44%)</u>

**Society of American Archivists
American Archivist
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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	51,010.00	51,851.00	49,550.00	(841.00)	(1.62%)	1,460.00	2.95%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	7,477.61	7,410.79		66.82	0.90%	7,477.61	0.00%
Total Income	<u>58,487.61</u>	<u>59,261.79</u>	<u>49,550.00</u>	<u>(774.18)</u>	<u>(1.31%)</u>	<u>8,937.61</u>	<u>18.04%</u>
Expenses							
Salaries, Wages, & Benefits	31,517.13	28,768.26	31,925.79	2,748.87	9.56%	(408.66)	(1.28%)
Office Occupancy & Utilities	2,853.79	2,934.78	3,179.10	(80.99)	(2.76%)	(325.31)	(10.23%)
Services	68,187.39	66,478.45	60,387.26	1,708.94	2.57%	7,800.13	12.92%
Supplies	8.61	69.33	175.92	(60.72)	(87.58%)	(167.31)	(95.11%)
Travel	160.00	10,482.31		(10,322.31)	(98.47%)	160.00	0.00%
Leases, Rentals, & Licenses	321.25	378.45	344.03	(57.20)	(15.11%)	(22.78)	(6.62%)
Taxes, Dues, & Subscriptions	298.34	308.34		(10.00)	(3.24%)	298.34	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>103,346.51</u>	<u>109,419.92</u>	<u>96,012.10</u>	<u>(6,073.41)</u>	<u>(5.55%)</u>	<u>7,334.41</u>	<u>7.64%</u>
Net Gain or (Loss)	<u>(44,858.90)</u>	<u>(50,158.13)</u>	<u>(46,462.10)</u>	<u>5,299.23</u>	<u>(10.57%)</u>	<u>1,603.20</u>	<u>(3.45%)</u>

**Society of American Archivists
Archival Outlook
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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	20,462.75	25,247.88	21,833.35	(4,785.13)	(18.95%)	(1,370.60)	(6.28%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,475.00</u>	<u>1,530.99</u>	<u>1,575.00</u>	<u>(55.99)</u>	<u>(3.66%)</u>	<u>(100.00)</u>	<u>(6.35%)</u>
Total Income	<u>21,937.75</u>	<u>26,778.87</u>	<u>23,408.35</u>	<u>(4,841.12)</u>	<u>(18.08%)</u>	<u>(1,470.60)</u>	<u>(6.28%)</u>
Expenses							
Salaries, Wages, & Benefits	37,771.01	34,987.31	38,201.10	2,783.70	7.96%	(430.09)	(1.13%)
Office Occupancy & Utilities	3,440.05	3,477.61	3,802.83	(37.56)	(1.08%)	(362.78)	(9.54%)
Services	63,789.10	62,693.97	64,034.94	1,095.13	1.75%	(245.84)	(0.38%)
Supplies	1.13		210.39	1.13	0.00%	(209.26)	(99.46%)
Travel	518.00			518.00	0.00%	518.00	0.00%
Leases, Rentals, & Licenses	402.26	455.30	411.39	(53.04)	(11.65%)	(9.13)	(2.22%)
Taxes, Dues, & Subscriptions	298.33	308.33		(10.00)	(3.24%)	298.33	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>106,219.88</u>	<u>101,922.52</u>	<u>106,660.65</u>	<u>4,297.36</u>	<u>4.22%</u>	<u>(440.77)</u>	<u>(0.41%)</u>
Net Gain or (Loss)	<u>(84,282.13)</u>	<u>(75,143.65)</u>	<u>(83,252.30)</u>	<u>(9,138.48)</u>	<u>12.16%</u>	<u>(1,029.83)</u>	<u>1.24%</u>

**Society of American Archivists
Operational Revenue Centers
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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	73,325.51	71,168.06	62,190.19	2,157.45	3.03%	11,135.32	17.91%
Workshops	353,325.98	337,131.95	388,255.06	16,194.03	4.80%	(34,929.08)	(9.00%)
Annual Meeting	1,016,067.09	767,240.43	878,121.05	248,826.66	32.43%	137,946.04	15.71%
Publications & CD Sales	115,418.17	136,459.34	155,017.14	(21,041.17)	(15.42%)	(39,598.97)	(25.54%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	20,672.69	19,376.53	23,302.75	1,296.16	6.69%	(2,630.06)	(11.29%)
Total Income	<u>1,578,809.44</u>	<u>1,331,376.31</u>	<u>1,506,886.19</u>	<u>247,433.13</u>	<u>18.58%</u>	<u>71,923.25</u>	<u>4.77%</u>
Expenses							
Salaries, Wages, & Benefits	361,309.99	345,437.56	364,027.10	15,872.43	4.59%	(2,717.11)	(0.75%)
Office Occupancy & Utilities	34,656.75	36,454.65	37,181.70	(1,797.90)	(4.93%)	(2,524.95)	(6.79%)
Services	619,955.82	473,926.40	537,499.31	146,029.42	30.81%	82,456.51	15.34%
Supplies	7,972.16	4,278.05	2,982.57	3,694.11	86.35%	4,989.59	167.29%
Travel	82,787.78	68,932.21	111,160.03	13,855.57	20.10%	(28,372.25)	(25.52%)
Leases, Rentals, & Licenses	23,798.53	13,719.47	51,685.69	10,079.06	73.47%	(27,887.16)	(53.96%)
Taxes, Dues, & Subscriptions	(17,300.06)	(29,030.59)		11,730.53	(40.41%)	(17,300.06)	0.00%
Depreciation, Cost of Goods Sold & Other	132,355.60	130,695.87	175,373.64	1,659.73	1.27%	(43,018.04)	(24.53%)
Total Expenses	<u>1,245,536.57</u>	<u>1,044,413.62</u>	<u>1,279,910.04</u>	<u>201,122.95</u>	<u>19.26%</u>	<u>(34,373.47)</u>	<u>(2.69%)</u>
Net Gain or (Loss)	<u>333,272.87</u>	<u>286,962.69</u>	<u>226,976.15</u>	<u>46,310.18</u>	<u>16.14%</u>	<u>106,296.72</u>	<u>46.83%</u>

**Society of American Archivists
Annual Meeting
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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	7,820.00	9,632.00	2,900.00	(1,812.00)	(18.81%)	4,920.00	169.66%
Workshops					0.00%		0.00%
Annual Meeting	1,016,067.09	767,240.43	878,121.05	248,826.66	32.43%	137,946.04	15.71%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other			1,350.00		0.00%	(1,350.00)	(100.00%)
Total Income	<u>1,023,887.09</u>	<u>776,872.43</u>	<u>882,371.05</u>	<u>247,014.66</u>	<u>31.80%</u>	<u>141,516.04</u>	<u>16.04%</u>
Expenses							
Salaries, Wages, & Benefits	100,028.39	86,694.60	99,540.06	13,333.79	15.38%	488.33	0.49%
Office Occupancy & Utilities	9,304.89	10,278.15	9,954.81	(973.26)	(9.47%)	(649.92)	(6.53%)
Services	436,812.22	268,131.49	355,744.28	168,680.73	62.91%	81,067.94	22.79%
Supplies	5,618.47	1,061.63	1,451.22	4,556.84	429.23%	4,167.25	287.15%
Travel	11,983.29	12,419.16	10,040.00	(435.87)	(3.51%)	1,943.29	19.36%
Leases, Rentals, & Licenses	16,572.07	6,731.18	40,589.08	9,840.89	146.20%	(24,017.01)	(59.17%)
Taxes, Dues, & Subscriptions	(19,233.38)	(29,356.64)		10,123.26	(34.48%)	(19,233.38)	0.00%
Depreciation, Cost of Goods Sold & Other	100,924.62	84,081.59	110,528.96	16,843.03	20.03%	(9,604.34)	(8.69%)
Total Expenses	<u>662,010.57</u>	<u>440,041.16</u>	<u>627,848.41</u>	<u>221,969.41</u>	<u>50.44%</u>	<u>34,162.16</u>	<u>5.44%</u>
Net Gain or (Loss)	<u>361,876.52</u>	<u>336,831.27</u>	<u>254,522.64</u>	<u>25,045.25</u>	<u>7.44%</u>	<u>107,353.88</u>	<u>42.18%</u>

**Society of American Archivists
Annual Meeting - Washington 2018
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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	7,820.00		2,900.00	7,820.00	0.00%	4,920.00	169.66%
Workshops							
Annual Meeting	1,016,067.09		878,121.05	1,016,067.09	0.00%	137,946.04	15.71%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			1,350.00		0.00%	(1,350.00)	(100.00%)
Total Income	<u>1,023,887.09</u>		<u>882,371.05</u>	<u>1,023,887.09</u>	<u>0.00%</u>	<u>141,516.04</u>	<u>16.04%</u>
Expenses							
Salaries, Wages, & Benefits	55,194.12	38,550.36	55,442.33	16,643.76	43.17%	(248.21)	(0.45%)
Office Occupancy & Utilities	5,507.21	3,686.29	5,610.66	1,820.92	49.40%	(103.45)	(1.84%)
Services	407,601.43	28,219.51	352,467.14	379,381.92	1,344.40%	55,134.29	15.64%
Supplies	5,322.09		1,211.55	5,322.09	0.00%	4,110.54	339.28%
Travel	1,625.23	12,564.38	9,440.00	(10,939.15)	(87.06%)	(7,814.77)	(82.78%)
Leases, Rentals, & Licenses	2,590.64	491.56	39,463.29	2,099.08	427.02%	(36,872.65)	(93.44%)
Taxes, Dues, & Subscriptions	(19,233.38)			(19,233.38)	0.00%	(19,233.38)	0.00%
Depreciation, Cost of Goods Sold & Other	203,403.23	(83,512.10)	164,213.48	286,915.33	(343.56%)	39,189.75	23.87%
Total Expenses	<u>662,010.57</u>		<u>627,848.45</u>	<u>662,010.57</u>	<u>0.00%</u>	<u>34,162.12</u>	<u>5.44%</u>
Net Gain or (Loss)	<u>361,876.52</u>		<u>254,522.60</u>	<u>361,876.52</u>	<u>0.00%</u>	<u>107,353.92</u>	<u>42.18%</u>

**Society of American Archivists
Annual Meeting - Portland 2017
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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		9,632.00		(9,632.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		767,240.43		(767,240.43)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		<u>776,872.43</u>		<u>(776,872.43)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		48,144.24		(48,144.24)	(100.00%)		0.00%
Office Occupancy & Utilities		6,591.86		(6,591.86)	(100.00%)		0.00%
Services		236,761.98		(236,761.98)	(100.00%)		0.00%
Supplies		1,061.63		(1,061.63)	(100.00%)		0.00%
Travel		(145.22)		145.22	(100.00%)		0.00%
Leases, Rentals, & Licenses		6,239.62		(6,239.62)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		(29,356.64)		29,356.64	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		170,743.69		(170,743.69)	(100.00%)		0.00%
Total Expenses		<u>440,041.16</u>		<u>(440,041.16)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>336,831.27</u>		<u>(336,831.27)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	2,941.33		2,878.67	2,941.33	0.00%	62.66	2.18%
Office Occupancy & Utilities	228.34		279.32	228.34	0.00%	(50.98)	(18.25%)
Services	189.20		806.18	189.20	0.00%	(616.98)	(76.53%)
Supplies			15.33		0.00%	(15.33)	(100.00%)
Travel			600.00		0.00%	(600.00)	(100.00%)
Leases, Rentals, & Licenses	37.25		72.06	37.25	0.00%	(34.81)	(48.31%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(3,396.12)		(4,651.57)	(3,396.12)	0.00%	1,255.45	(26.99%)
Total Expenses			(0.01)		0.00%	0.01	(100.00%)
Net Gain or (Loss)			0.01		0.00%	(0.01)	(100.00%)

**Society of American Archivists
Annual Meeting - Austin 2019
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting					0.00%		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					<u>0.00%</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	41,892.94		41,219.06	41,892.94	0.00%	673.88	1.63%
Office Occupancy & Utilities	3,569.34		4,064.83	3,569.34	0.00%	(495.49)	(12.19%)
Services	29,021.59	3,150.00	2,470.96	25,871.59	821.32%	26,550.63	1,074.51%
Supplies	296.38		224.34	296.38	0.00%	72.04	32.11%
Travel	10,358.06			10,358.06	0.00%	10,358.06	0.00%
Leases, Rentals, & Licenses	13,944.18		1,053.73	13,944.18	0.00%	12,890.45	1,223.32%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(99,082.49)	(3,150.00)	(49,032.95)	(95,932.49)	3,045.48%	(50,049.54)	102.07%
Total Expenses			<u>(0.03)</u>		<u>0.00%</u>	<u>0.03</u>	<u>(100.00%)</u>
Net Gain or (Loss)			<u>0.03</u>		<u>0.00%</u>	<u>(0.03)</u>	<u>(100.00%)</u>

**Society of American Archivists
Publications
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales	115,351.17	136,459.34	155,017.14	(21,108.17)	(15.47%)	(39,665.97)	(25.59%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>20,195.69</u>	<u>18,836.53</u>	<u>21,952.75</u>	<u>1,359.16</u>	<u>7.22%</u>	<u>(1,757.06)</u>	<u>(8.00%)</u>
Total Income	<u>135,546.86</u>	<u>155,295.87</u>	<u>176,969.89</u>	<u>(19,749.01)</u>	<u>(12.72%)</u>	<u>(41,423.03)</u>	<u>(23.41%)</u>
Expenses							
Salaries, Wages, & Benefits	78,095.09	67,080.49	79,102.48	11,014.60	16.42%	(1,007.39)	(1.27%)
Office Occupancy & Utilities	7,419.92	6,784.82	7,870.87	635.10	9.36%	(450.95)	(5.73%)
Services	73,561.04	73,101.01	77,511.82	460.03	0.63%	(3,950.78)	(5.10%)
Supplies	383.24	2,570.42	435.36	(2,187.18)	(85.09%)	(52.12)	(11.97%)
Travel	8,631.86	6,624.24	9,330.00	2,007.62	30.31%	(698.14)	(7.48%)
Leases, Rentals, & Licenses	2,991.97	3,573.81	4,624.92	(581.84)	(16.28%)	(1,632.95)	(35.31%)
Taxes, Dues, & Subscriptions	1,933.32	326.05		1,607.27	492.95%	1,933.32	0.00%
Depreciation, Cost of Goods Sold & Other	<u>30,906.99</u>	<u>46,614.28</u>	<u>64,844.68</u>	<u>(15,707.29)</u>	<u>(33.70%)</u>	<u>(33,937.69)</u>	<u>(52.34%)</u>
Total Expenses	<u>203,923.43</u>	<u>206,675.12</u>	<u>243,720.13</u>	<u>(2,751.69)</u>	<u>(1.33%)</u>	<u>(39,796.70)</u>	<u>(16.33%)</u>
Net Gain or (Loss)	<u>(68,376.57)</u>	<u>(51,379.25)</u>	<u>(66,750.24)</u>	<u>(16,997.32)</u>	<u>33.08%</u>	<u>(1,626.33)</u>	<u>2.44%</u>

**Society of American Archivists
Education
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops	353,325.98	337,131.95	388,255.06	16,194.03	4.80%	(34,929.08)	(9.00%)
Annual Meeting							
Publications & CD Sales	67.00			67.00	0.00%	67.00	0.00%
Contributions							
Investments							
Shipping, Handling, & Other	477.00	540.00		(63.00)	(11.67%)	477.00	0.00%
Total Income	<u>353,869.98</u>	<u>337,671.95</u>	<u>388,255.06</u>	<u>16,198.03</u>	<u>4.80%</u>	<u>(34,385.08)</u>	<u>(8.86%)</u>
Expenses							
Salaries, Wages, & Benefits	178,965.01	188,875.86	181,149.23	(9,910.85)	(5.25%)	(2,184.22)	(1.21%)
Office Occupancy & Utilities	17,561.89	19,100.73	18,934.20	(1,538.84)	(8.06%)	(1,372.31)	(7.25%)
Services	88,569.34	112,565.84	84,913.15	(23,996.50)	(21.32%)	3,656.19	4.31%
Supplies	1,970.32	646.00	1,072.65	1,324.32	205.00%	897.67	83.69%
Travel	61,631.21	49,413.41	89,876.03	12,217.80	24.73%	(28,244.82)	(31.43%)
Leases, Rentals, & Licenses	4,190.17	3,377.61	6,426.04	812.56	24.06%	(2,235.87)	(34.79%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	523.99			523.99	0.00%	523.99	0.00%
Total Expenses	<u>353,411.93</u>	<u>373,979.45</u>	<u>382,371.30</u>	<u>(20,567.52)</u>	<u>(5.50%)</u>	<u>(28,959.37)</u>	<u>(7.57%)</u>
Net Gain or (Loss)	<u>458.05</u>	<u>(36,307.50)</u>	<u>5,883.76</u>	<u>36,765.55</u>	<u>(101.26%)</u>	<u>(5,425.71)</u>	<u>(92.22%)</u>

**Society of American Archivists
Career Services
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</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	65,505.51	61,536.06	59,290.19	3,969.45	6.45%	6,215.32	10.48%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>65,505.51</u>	<u>61,536.06</u>	<u>59,290.19</u>	<u>3,969.45</u>	<u>6.45%</u>	<u>6,215.32</u>	<u>10.48%</u>
Expenses							
Salaries, Wages, & Benefits	4,221.50	2,786.61	4,235.33	1,434.89	51.49%	(13.83)	(0.33%)
Office Occupancy & Utilities	370.05	290.95	421.82	79.10	27.19%	(51.77)	(12.27%)
Services	21,013.22	20,128.06	19,330.06	885.16	4.40%	1,683.16	8.71%
Supplies	0.13		23.34	0.13	0.00%	(23.21)	(99.44%)
Travel	541.42	475.40	1,914.00	66.02	13.89%	(1,372.58)	(71.71%)
Leases, Rentals, & Licenses	44.32	36.87	45.65	7.45	20.21%	(1.33)	(2.91%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>26,190.64</u>	<u>23,717.89</u>	<u>25,970.20</u>	<u>2,472.75</u>	<u>10.43%</u>	<u>220.44</u>	<u>0.85%</u>
Net Gain or (Loss)	<u>39,314.87</u>	<u>37,818.17</u>	<u>33,319.99</u>	<u>1,496.70</u>	<u>3.96%</u>	<u>5,994.88</u>	<u>17.99%</u>

**Society of American Archivists
Operational Expense Centers
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments	22,528.93	14,083.62	15,883.00	8,445.31	59.97%	6,645.93	41.84%
Shipping, Handling, & Other	5,226.96			5,226.96	0.00%	5,226.96	0.00%
Total Income	<u>27,755.89</u>	<u>14,083.62</u>	<u>15,883.00</u>	<u>13,672.27</u>	<u>97.08%</u>	<u>11,872.89</u>	<u>74.75%</u>
Expenses							
Salaries, Wages, & Benefits	330,548.25	318,074.76	333,370.64	12,473.49	3.92%	(2,822.39)	(0.85%)
Office Occupancy & Utilities	31,314.25	33,430.99	35,233.75	(2,116.74)	(6.33%)	(3,919.50)	(11.12%)
Services	163,132.07	149,671.17	204,292.94	13,460.90	8.99%	(41,160.87)	(20.15%)
Supplies	11,415.52	3,551.31	2,659.65	7,864.21	221.45%	8,755.87	329.21%
Travel	47,335.54	37,986.16	61,675.25	9,349.38	24.61%	(14,339.71)	(23.25%)
Leases, Rentals, & Licenses	3,523.47	4,919.58	5,584.51	(1,396.11)	(28.38%)	(2,061.04)	(36.91%)
Taxes, Dues, & Subscriptions	27,356.55	15,583.99	24,500.00	11,772.56	75.54%	2,856.55	11.66%
Depreciation, Cost of Goods Sold & Other	51,171.90	39,467.59	47,440.54	11,704.31	29.66%	3,731.36	7.87%
Total Expenses	<u>665,797.55</u>	<u>602,685.55</u>	<u>714,757.28</u>	<u>63,112.00</u>	<u>10.47%</u>	<u>(48,959.73)</u>	<u>(6.85%)</u>
Net Gain or (Loss)	<u>(638,041.66)</u>	<u>(588,601.93)</u>	<u>(698,874.28)</u>	<u>(49,439.73)</u>	<u>8.40%</u>	<u>60,832.62</u>	<u>(8.70%)</u>

**Society of American Archivists
General & Administrative
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	22,528.93	14,083.62	15,883.00	8,445.31	59.97%	6,645.93	41.84%
Shipping, Handling, & Other	4,531.96			4,531.96	0.00%	4,531.96	0.00%
Total Income	<u>27,060.89</u>	<u>14,083.62</u>	<u>15,883.00</u>	<u>12,977.27</u>	<u>92.14%</u>	<u>11,177.89</u>	<u>70.38%</u>
Expenses							
Salaries, Wages, & Benefits	225,855.32	185,126.11	227,476.65	40,729.21	22.00%	(1,621.33)	(0.71%)
Office Occupancy & Utilities	20,611.05	19,091.55	22,888.54	1,519.50	7.96%	(2,277.49)	(9.95%)
Services	113,515.48	123,034.81	131,993.21	(9,519.33)	(7.74%)	(18,477.73)	(14.00%)
Supplies	10,897.06	2,946.14	2,076.21	7,950.92	269.88%	8,820.85	424.85%
Travel	11,347.29	4,022.97	13,815.25	7,324.32	182.06%	(2,467.96)	(17.86%)
Leases, Rentals, & Licenses	2,395.81	3,187.30	3,466.21	(791.49)	(24.83%)	(1,070.40)	(30.88%)
Taxes, Dues, & Subscriptions	11,660.96	693.99	8,950.00	10,966.97	1,580.28%	2,710.96	30.29%
Depreciation, Cost of Goods Sold & Other	51,171.90	39,467.59	47,440.54	11,704.31	29.66%	3,731.36	7.87%
Total Expenses	<u>447,454.87</u>	<u>377,570.46</u>	<u>458,106.61</u>	<u>69,884.41</u>	<u>18.51%</u>	<u>(10,651.74)</u>	<u>(2.33%)</u>
Net Gain or (Loss)	<u>(420,393.98)</u>	<u>(363,486.84)</u>	<u>(442,223.61)</u>	<u>(56,907.14)</u>	<u>15.66%</u>	<u>21,829.63</u>	<u>(4.94%)</u>

**Society of American Archivists
Governance
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>695.00</u>	<u></u>	<u></u>	<u>695.00</u>	<u>0.00%</u>	<u>695.00</u>	<u>0.00%</u>
Total Income	<u>695.00</u>	<u></u>	<u></u>	<u>695.00</u>	<u>0.00%</u>	<u>695.00</u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	40,537.81	76,344.64	41,026.34	(35,806.83)	(46.90%)	(488.53)	(1.19%)
Office Occupancy & Utilities	4,844.40	8,631.00	5,898.12	(3,786.60)	(43.87%)	(1,053.72)	(17.87%)
Services	34,481.95	21,701.58	41,519.23	12,780.37	58.89%	(7,037.28)	(16.95%)
Supplies	196.81	605.17	226.89	(408.36)	(67.48%)	(30.08)	(13.26%)
Travel	26,642.37	20,571.38	20,895.00	6,070.99	29.51%	5,747.37	27.51%
Leases, Rentals, & Licenses	446.22	991.26	443.68	(545.04)	(54.98%)	2.54	0.57%
Taxes, Dues, & Subscriptions	3,695.59	2,890.00	3,550.00	805.59	27.88%	145.59	4.10%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>110,845.15</u>	<u>131,735.03</u>	<u>113,559.26</u>	<u>(20,889.88)</u>	<u>(15.86%)</u>	<u>(2,714.11)</u>	<u>(2.39%)</u>
Net Gain or (Loss)	<u>(110,150.15)</u>	<u>(131,735.03)</u>	<u>(113,559.26)</u>	<u>21,584.88</u>	<u>(16.39%)</u>	<u>3,409.11</u>	<u>(3.00%)</u>

**Society of American Archivists
Advocacy
For the Nine Months Ending Sunday, March 31, 2019**

	<u>Year-To-Date 3/31/2019</u>	<u>Year-To-Date 3/31/2018</u>	<u>Budget 3/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	64,155.12	56,604.01	64,867.65	7,551.11	13.34%	(712.53)	(1.10%)
Office Occupancy & Utilities	5,858.80	5,708.44	6,447.09	150.36	2.63%	(588.29)	(9.12%)
Services	15,134.64	4,934.78	30,780.50	10,199.86	206.69%	(15,645.86)	(50.83%)
Supplies	321.65		356.55	321.65	0.00%	(34.90)	(9.79%)
Travel	9,345.88	13,391.81	26,965.00	(4,045.93)	(30.21%)	(17,619.12)	(65.34%)
Leases, Rentals, & Licenses	681.44	741.02	1,674.62	(59.58)	(8.04%)	(993.18)	(59.31%)
Taxes, Dues, & Subscriptions	12,000.00	12,000.00	12,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	107,497.53	93,380.06	143,091.41	14,117.47	15.12%	(35,593.88)	(24.87%)
Net Gain or (Loss)	<u>(107,497.53)</u>	<u>(93,380.06)</u>	<u>(143,091.41)</u>	<u>(14,117.47)</u>	<u>15.12%</u>	<u>35,593.88</u>	<u>(24.87%)</u>