Agenda Item VI.C.

Society of American Archivists
Council Meeting
May 12-13, 2020
Virtual Meeting

March 2020 Year-to-Date Financial Statements (FY 2020)

(Prepared by Amy Fitch and Peter Carlson)

Overview

For the month ending March 31, 2020, SAA posted a net loss of $125,413. This is an un-favorable variance of $101,991, as the budgeted *loss* for March was $23,422. Total revenues as of March 31were lower than last year and budget by $337,244 (13.66%) and $163,091 (7.11%), respectively. Total expenses were higher than last year by $32,995 (1.48%) and lower than budget by $61,100 (2.64%).

Balance Sheet

Cash and Investments balances were lower than last year by $335,033 (18.55%) and total deferred revenues were lower than last year by $75,925 (9.15%). The variance in deferred revenues is prelude to the effects of the COVID-19 pandemic we will see much more clearly in the final quarter for FY 2020. Education and Annual Meeting deferred revenues are down markedly (by 33% and 30.44%, respectively). Notably, Membership deferred revenues were down by $18,457 (3.26%), previewing expected significant contraction in Membership numbers and revenue. The significant reduction in cash balance is due to the large outlays for Nimble AMS and live-streaming at the 2019 Annual Meeting in Austin.

Income Statement

For the month ending March 31, 2020, SAA posted a net loss of $125,413. This net loss is greater than last year and budget by $370,239 (151.23%) and $101,991 (435.44%), respectively. All cost centers with the exception of Publications, Governance, and General and Administrative had lower-than-budgeted revenue. Expenses were higher than budget in five cost centers: Annual Meeting, Publications, *Archival Outlook*, General and Administrative, and Governance. Overall, total expenses are higher than last year by $32,995 (1.48%) and lower than budget by $61,100 (2.64%).

Specific points of interest are as follows:

- **Membership:** As of March 31, the overall membership count was down by 36 (0.63%), and dues revenue was lower than last year and budget by $13,851 (1.77%) and $19,755 (2.51%), respectively. Membership's net gain for March was lower than last year and budget by $25,272 (3.72%) and $2,726 (0.42%). Membership deferred revenues in March were lower

than last year by $18,457 (3.26%). The decline in deferred revenue is an indication that COVID-19 will have a significant impact on Membership levels.

- ***American Archivist*:** The Journal showed a net loss of $32,329 as of March 31, which is $12,530 (27.93%) smaller than last year and $7,994 (19.82%) smaller than the budgeted net loss of $40,323. Total revenues were lower than last year and budget by $8,369 (14.31%) and $9,032 (15.27%), respectively. The variance with budget reflects less advertising revenue than modelled. Expenses are lower than last year and budget by $20,899 (20.22%) and $17,025 (17.12%), respectively. This is the result of postage expenses being deferred until normal delivery schedules resume. Staff are considering strategies for co-mailing or forgoing mailing of the Journal in the near future.

- ***Archival Outlook:*** The magazine's net loss as of March 31was $76,823, smaller than last year ($7,459, or 8.85%) but greater than budget ($7,447, or 10.73%). Advertising revenue was higher than last year by $10,389 (50.77%) and lower than budget by $2,148 (6.51%). The variance with budget is due to timing of revenue recognition.

- **Annual Meeting:** As of March 31, the Joint Annual Meeting in Austin showed a net gain of $76,087, which is lower than last year and budget by $285,790 (78.97%) and $41,102 (35.07%), respectively. Revenues were lower than last year and budget by $303,606 (29.65%) and $27,530 (3.68%), respectively. Although we budgeted for 1,779 attendees, paid attendance was 1,701—and thus the revenue shortfall of 3.67% was expected.

- **Publications**: Publications showed a net loss of $87,966 on March 31, greater than last year by $19,589 (28.65%) and better than budget by $143 (0.16%). Total revenue as of March 31 was higher than last year by $75,782 (55.91%) and exceeded budget by $26,053 (14.06%). Expenses as of March 31were higher than last year and budget by $92,372 (46.77%) and $26,195 (9.59%), respectively. The large variance when compared with last year's and budgeted expenses reflects the fact that expenses for picking, packing, and distribution increase as sales (and revenue) increase.

- **Education:** Education posted a net loss of $59,861 for the period ending March 31. This performance falls short of last year and budget by $60,319 (13,168%) and $70,822 (646.1%). Total revenues fell short of budget estimates by $135,752 (35.5%) and expenses were under budget by $64,930 (17.02%). The cancellation of seven courses during the fall/winter period has resulted in significant revenue shortfalls after a strong start to the year. With the cancellations due to COVID-19 in March, April, May, and June, Education program staff are re-tooling the entire program on-the-fly. To SAA's benefit, several classes are being transitioned to on-line, and new offerings are proving to be popular.

- **Career Services:** As of March 31, Career Services posted a net gain of $33,035, which is lower than last year and budget by $6,280 (15.97%) and $4,040 (6.72%), respectively. Revenues are lower than last year and budget by $6,419 (9.8%) and $5,917 (9.1%), respectively. It is clear at this point that COVID-19 will have a significant impact on the Career Center as hiring for the most part has been put on hold. Career Services will not meet budget in FY 2020.

- **General and Administrative:** The net loss in G&A for the period ending March 31was $405,284, which is $15,109 (3.59%) less than last year's net loss and $13,109 (3.34%) over the budgeted net loss of $392,176. 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 increased expenses in recruitment for staff vacancies and slightly more credit card fee and legal expense than was modelled.

- **Governance:** As of March 31, Governance posted a net loss of $129,080. This is a higher net loss than last year and budget by $18,930 (17.19%) and $4,957 (3.99%), respectively. The variance with last year and budget are the result of added food and beverage and audio-visual expenses associated with the Annual Meeting, including the costs of the Presidents' Reception, an unbudgeted luncheon of the current and immediate past Nominating Committee members for orientation purposes, and audio-recording of section meetings. In addition, the unbudgeted meeting of the Tragedy Response Initiative Task Force in February contributed to this variance. Going forward, it is possible that this program will come in close to budget as COVID-19 travel restrictions have resulted in the cancellation of the in-person Council meeting in May.

- **Advocacy:** As of March 31, Advocacy posted a net loss of $96,656, less than last year and budget by $10,841 (10.09%) and $34,361 (26.23%), respectively. The variance with last year and budget is due to timing (and likely cancellation of) the public relations/public awareness media training planned for in the budget.

Society of American Archivists
Balance Sheet - Operations
Tuesday, March 31, 2020

	Fiscal 2020	Fiscal 2019	$ Variance	% Variance
Assets				
Cash & Investments	$1,471,127.74	$1,806,161.12	($335,033.38)	(18.55%)
Accounts Receivable	13,882.17	8,283.15	5,599.02	67.60%
Equipment	54,661.81	63,947.74	(9,285.93)	(14.52%)
Deposits	11,608.41	8,706.85	2,901.56	33.33%
Inventory	103,666.52	102,040.07	1,626.45	1.59%
Prepaid Expenses	100,642.81	131,155.70	(30,512.89)	(23.26%)
Due From Operations	462,070.55	239,165.01	222,905.54	93.20%
Due From Foundation	470,703.32	472,010.46	(1,307.14)	(0.28%)
Cash Clearing	119.66		119.66	(100.00%)
Total Assets	2,688,482.99	2,831,470.10	(142,987.11)	(5.05%)
Liabilities				
Accounts Payable	42,922.29	10,142.77	32,779.52	323.18%
Salaries and Wages Payable	47,274.05	42,129.82	5,144.23	12.21%
Deferred Revenues				
Annual Meeting		409.00	(409.00)	(100.00%)
Subscriptions	86,738.07	87,941.00	(1,202.93)	(1.37%)
Membership	547,600.00	566,057.15	(18,457.15)	(3.26%)
Education	48,823.20	73,634.20	(24,811.00)	(33.69%)
Sponsors		14,800.00	(14,800.00)	(100.00%)
Advertising	1,500.00	3,096.00	(1,596.00)	(51.55%)
Exhibitors	69,100.00	83,600.00	(14,500.00)	(17.34%)
Consultants		148.50	(148.50)	(100.00%)
Publication Pre-Sales				(100.00%)
Total Deferred Revenues	753,761.27	829,685.85	(75,924.58)	(9.15%)
Due to Council-Directed Funds	1,179,063.15	891,812.19	287,250.96	32.21%
Due To Foundation	74,972.92	95,689.63	(20,716.71)	(21.65%)
Deferred Rent	11,611.56	12,893.31	(1,281.75)	(9.94%)
Total Liabilities	2,109,605.24	1,882,353.57	227,251.67	12.07%
Net Assets				
Fund Balance	704,291.23	704,291.23		0.00%
Net Gain or Loss	(125,413.48)	244,825.30	(370,238.78)	(151.23%)
Total Net Assets	578,877.75	949,116.53	(370,238.78)	(39.01%)
Total Liabilities and Net Assets	2,688,482.99	2,831,470.10	(142,987.11)	(5.05%)

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Operations							
Membership	$653,463.30	$678,735.12	$656,188.96	($25,271.82)	(3.72%)	($2,725.66)	(0.42%)
Annual Meeting	76,087.02	361,876.52	117,189.27	(285,789.50)	(78.97%)	(41,102.25)	(35.07%)
Publications	(87,966.01)	(68,376.57)	(87,823.45)	(19,589.44)	28.65%	(142.56)	0.16%
Education	(59,860.63)	458.05	10,961.50	(60,318.68)	(13,168.58%)	(70,822.13)	(646.10%)
Career Services	33,035.21	39,314.87	37,075.41	(6,279.66)	(15.97%)	(4,040.20)	(10.90%)
American Archivist	(32,328.82)	(44,858.90)	(40,322.54)	12,530.08	(27.93%)	7,993.72	(19.82%)
Archival Outlook	(76,823.07)	(84,282.13)	(69,376.17)	7,459.06	(8.85%)	(7,446.90)	10.73%
General & Administrative	(405,284.49)	(420,393.98)	(392,175.90)	15,109.49	(3.59%)	(13,108.59)	3.34%
Advocacy	(96,656.15)	(107,497.53)	(131,016.79)	10,841.38	(10.09%)	34,360.64	(26.23%)
Governance	(129,079.84)	(110,150.15)	(124,122.66)	(18,929.69)	17.19%	(4,957.18)	3.99%
Total Net Gain/(Loss)	(125,413.48)	244,825.30	(23,422.37)	(370,238.78)	(151.23%)	(101,991.11)	435.44%

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Revenues							
Membership	$768,551.15	$781,854.77	$787,633.36	($13,303.62)	(1.70%)	($19,082.21)	(2.42%)
Annual Meeting	720,281.00	1,023,887.09	747,810.54	(303,606.09)	(29.65%)	(27,529.54)	(3.68%)
Publications	211,329.14	135,546.86	185,276.33	75,782.28	55.91%	26,052.81	14.06%
Education	256,748.24	353,869.98	392,500.00	(97,121.74)	(27.45%)	(135,751.76)	(34.59%)
Career Services	59,086.65	65,505.51	65,004.10	(6,418.86)	(9.80%)	(5,917.45)	(9.10%)
American Archivist	50,118.43	58,487.61	59,150.00	(8,369.18)	(14.31%)	(9,031.57)	(15.27%)
Archival Outlook	31,731.88	21,937.75	34,256.22	9,794.13	44.65%	(2,524.34)	(7.37%)
General & Administrative	28,754.89	27,060.89	23,062.00	1,694.00	6.26%	5,692.89	24.69%
Governance	5,000.00	695.00		4,305.00	619.42%	5,000.00	0.00%
Total Revenues	2,131,601.38	2,468,845.46	2,294,692.55	(337,244.08)	(13.66%)	(163,091.17)	(7.11%)
Expenses							
Membership	115,087.85	103,119.65	131,444.40	11,968.20	11.61%	(16,356.55)	(12.44%)
Annual Meeting	644,193.98	662,010.57	630,621.27	(17,816.59)	(2.69%)	13,572.71	2.15%
Publications	299,295.15	203,923.43	273,099.78	95,371.72	46.77%	26,195.37	9.59%
Education	316,608.87	353,411.93	381,538.50	(36,803.06)	(10.41%)	(64,929.63)	(17.02%)
Career Services	26,051.44	26,190.64	27,928.69	(139.20)	(0.53%)	(1,877.25)	(6.72%)
American Archivist	82,447.25	103,346.51	99,472.54	(20,899.26)	(20.22%)	(17,025.29)	(17.12%)
Archival Outlook	108,554.95	106,219.88	103,632.39	2,335.07	2.20%	4,922.56	4.75%
General & Administrative	434,039.38	447,454.87	415,237.90	(13,415.49)	(3.00%)	18,801.48	4.53%
Advocacy	96,656.15	107,497.53	131,016.79	(10,841.38)	(10.09%)	(34,360.64)	(26.23%)
Governance	134,079.84	110,845.15	124,122.66	23,234.69	20.96%	9,957.18	8.02%
Total Expenses	2,257,014.86	2,224,020.16	2,318,114.92	32,994.70	1.48%	(61,100.06)	(2.64%)
Total Net Gain/(Loss)	(125,413.48)	244,825.30	(23,422.37)	(370,238.78)	(151.23%)	(101,991.11)	435.44%

Society of American Archivists
Consolidated Statement of Activities
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues	$767,278.55	$781,129.17	$787,033.36	($13,850.62)	(1.77%)	($19,754.81)	(2.51%)
Subscriptions & Advertising	140,876.96	144,798.26	157,754.10	(3,921.30)	(2.71%)	(16,877.14)	(10.70%)
Workshops	253,578.30	353,325.98	392,500.00	(99,747.68)	(28.23%)	(138,921.70)	(35.39%)
Annual Meeting	718,981.00	1,016,067.09	742,160.54	(297,086.09)	(29.24%)	(23,179.54)	(3.12%)
Publications & CD Sales	182,784.21	115,418.17	165,992.97	67,366.04	58.37%	16,791.24	10.12%
Contributions					0.00%		0.00%
Investments	22,541.32	22,528.93	23,062.00	12.39	0.05%	(520.68)	(2.26%)
Shipping, Handling, & Other	45,561.04	35,577.86	26,189.58	9,983.18	28.06%	19,371.46	73.97%
Total Income	2,131,601.38	2,468,845.46	2,294,692.55	(337,244.08)	(13.66%)	(163,091.17)	(7.11%)
Expenses							
Salaries, Wages, & Benefits	862,152.90	843,706.45	866,431.95	18,446.45	2.19%	(4,279.05)	(0.49%)
Office Occupancy & Utilities	83,287.26	79,685.60	90,806.86	3,601.66	4.52%	(7,519.60)	(8.28%)
Services	886,125.50	925,865.05	899,873.08	(39,739.55)	(4.29%)	(13,747.58)	(1.53%)
Supplies	19,752.12	20,511.52	7,449.41	(759.40)	(3.70%)	12,302.71	165.15%
Travel	97,285.12	131,134.16	121,667.44	(33,849.04)	(25.81%)	(24,382.32)	(20.04%)
Leases, Rentals, & Licenses	15,773.41	28,917.59	41,811.72	(13,144.18)	(45.45%)	(26,038.31)	(62.28%)
Taxes, Dues, & Subscriptions	42,788.90	10,672.29	42,500.00	32,116.61	300.93%	288.90	0.68%
Depreciation, Cost of Goods Sold & Other	249,849.65	183,527.50	247,574.46	66,322.15	36.14%	2,275.19	0.92%
Total Expenses	2,257,014.86	2,224,020.16	2,318,114.92	32,994.70	1.48%	(61,100.06)	(2.64%)
Net Gain or (Loss)	(125,413.48)	244,825.30	(23,422.37)	(370,238.78)	(151.23%)	(101,991.11)	435.44%

Society of American Archivists
Membership and Periodicals
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues	$767,278.55	$781,129.17	$787,033.36	($13,850.62)	(1.77%)	($19,754.81)	(2.51%)
Subscriptions & Advertising	80,890.31	71,472.75	88,450.00	9,417.56	13.18%	(7,559.69)	(8.55%)
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	2,232.60	9,678.21	5,556.22	(7,445.61)	(76.93%)	(3,323.62)	(59.82%)
Total Income	850,401.46	862,280.13	881,039.58	(11,878.67)	(1.38%)	(30,638.12)	(3.48%)
Expenses							
Salaries, Wages, & Benefits	145,065.48	151,848.21	151,719.91	(6,782.73)	(4.47%)	(6,654.43)	(4.39%)
Office Occupancy & Utilities	13,921.51	13,714.60	15,093.82	206.91	1.51%	(1,172.31)	(7.77%)
Services	118,050.09	142,777.16	149,694.68	(24,727.07)	(17.32%)	(31,644.59)	(21.14%)
Supplies	236.05	1,123.84	1,971.25	(887.79)	(79.00%)	(1,735.20)	(88.03%)
Travel	13,432.64	1,010.84		12,421.80	1,228.86%	13,432.64	0.00%
Leases, Rentals, & Licenses	1,555.23	1,595.59	1,605.92	(40.36)	(2.53%)	(50.69)	(3.16%)
Taxes, Dues, & Subscriptions		615.80		(615.80)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	13,829.05		14,463.75	13,829.05	0.00%	(634.70)	(4.39%)
Total Expenses	306,090.05	312,686.04	334,549.33	(6,595.99)	(2.11%)	(28,459.28)	(8.51%)
Net Gain or (Loss)	544,311.41	549,594.09	546,490.25	(5,282.68)	(0.96%)	(2,178.84)	(0.40%)

Society of American Archivists
Membership
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues	$767,278.55	$781,129.17	$787,033.36	($13,850.62)	(1.77%)	($19,754.81)	(2.51%)
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	1,272.60	725.60	600.00	547.00	75.39%	672.60	112.10%
Total Income	768,551.15	781,854.77	787,633.36	(13,303.62)	(1.70%)	(19,082.21)	(2.42%)
Expenses							
Salaries, Wages, & Benefits	82,153.33	82,560.07	85,756.38	(406.74)	(0.49%)	(3,603.05)	(4.20%)
Office Occupancy & Utilities	7,726.25	7,420.76	8,464.49	305.49	4.12%	(738.24)	(8.72%)
Services	10,262.20	10,800.67	20,237.69	(538.47)	(4.99%)	(9,975.49)	(49.29%)
Supplies	236.05	1,114.10	1,614.25	(878.05)	(78.81%)	(1,378.20)	(85.38%)
Travel		332.84		(332.84)	(100.00%)		0.00%
Leases, Rentals, & Licenses	880.97	872.08	907.84	8.89	1.02%	(26.87)	(2.96%)
Taxes, Dues, & Subscriptions		19.13		(19.13)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	13,829.05		14,463.75	13,829.05	0.00%	(634.70)	(4.39%)
Total Expenses	115,087.85	103,119.65	131,444.40	11,968.20	11.61%	(16,356.55)	(12.44%)
Net Gain or (Loss)	653,463.30	678,735.12	656,188.96	(25,271.82)	(3.72%)	(2,725.66)	(0.42%)

Society of American Archivists
Periodicals (AA & AO)
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	80,890.31	71,472.75	88,450.00	9,417.56	13.18%	(7,559.69)	(8.55%)
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	960.00	8,952.61	4,956.22	(7,992.61)	(89.28%)	(3,996.22)	(80.63%)
Total Income	81,850.31	80,425.36	93,406.22	1,424.95	1.77%	(11,555.91)	(12.37%)
Expenses							
Salaries, Wages, & Benefits	62,912.15	69,288.14	65,963.53	(6,375.99)	(9.20%)	(3,051.38)	(4.63%)
Office Occupancy & Utilities	6,195.26	6,293.84	6,629.33	(98.58)	(1.57%)	(434.07)	(6.55%)
Services	107,787.89	131,976.49	129,456.99	(24,188.60)	(18.33%)	(21,669.10)	(16.74%)
Supplies		9.74	357.00	(9.74)	(100.00%)	(357.00)	(100.00%)
Travel	13,432.64	678.00		12,754.64	1,881.22%	13,432.64	0.00%
Leases, Rentals, & Licenses	674.26	723.51	698.08	(49.25)	(6.81%)	(23.82)	(3.41%)
Taxes, Dues, & Subscriptions		596.67		(596.67)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	191,002.20	209,566.39	203,104.93	(18,564.19)	(8.86%)	(12,102.73)	(5.96%)
Net Gain or (Loss)	(109,151.89)	(129,141.03)	(109,698.71)	19,989.14	(15.48%)	546.82	(0.50%)

Society of American Archivists
American Archivist
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	50,038.43	51,010.00	55,450.00	(971.57)	(1.90%)	(5,411.57)	(9.76%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	80.00	7,477.61	3,700.00	(7,397.61)	(98.93%)	(3,620.00)	(97.84%)
Total Income	50,118.43	58,487.61	59,150.00	(8,369.18)	(14.31%)	(9,031.57)	(15.27%)
Expenses							
Salaries, Wages, & Benefits	25,084.89	31,517.13	27,490.41	(6,432.24)	(20.41%)	(2,405.52)	(8.75%)
Office Occupancy & Utilities	2,617.98	2,853.79	2,831.27	(235.81)	(8.26%)	(213.29)	(7.53%)
Services	41,045.09	68,187.39	68,711.54	(27,142.30)	(39.81%)	(27,666.45)	(40.26%)
Supplies		8.61	148.65	(8.61)	(100.00%)	(148.65)	(100.00%)
Travel	13,432.64	160.00		13,272.64	8,295.40%	13,432.64	0.00%
Leases, Rentals, & Licenses	266.65	321.25	290.67	(54.60)	(17.00%)	(24.02)	(8.26%)
Taxes, Dues, & Subscriptions		298.34		(298.34)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	82,447.25	103,346.51	99,472.54	(20,899.26)	(20.22%)	(17,025.29)	(17.12%)
Net Gain or (Loss)	(32,328.82)	(44,858.90)	(40,322.54)	12,530.08	(27.93%)	7,993.72	(19.82%)

Society of American Archivists
Archival Outlook
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	30,851.88	20,462.75	33,000.00	10,389.13	50.77%	(2,148.12)	(6.51%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	880.00	1,475.00	1,256.22	(595.00)	(40.34%)	(376.22)	(29.95%)
Total Income	31,731.88	21,937.75	34,256.22	9,794.13	44.65%	(2,524.34)	(7.37%)
Expenses							
Salaries, Wages, & Benefits	37,827.26	37,771.01	38,473.12	56.25	0.15%	(645.86)	(1.68%)
Office Occupancy & Utilities	3,577.28	3,440.05	3,798.06	137.23	3.99%	(220.78)	(5.81%)
Services	66,742.80	63,789.10	60,745.45	2,953.70	4.63%	5,997.35	9.87%
Supplies		1.13	208.35	(1.13)	(100.00%)	(208.35)	(100.00%)
Travel		518.00		(518.00)	(100.00%)		0.00%
Leases, Rentals, & Licenses	407.61	402.26	407.41	5.35	1.33%	0.20	0.05%
Taxes, Dues, & Subscriptions		298.33		(298.33)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	108,554.95	106,219.88	103,632.39	2,335.07	2.20%	4,922.56	4.75%
Net Gain or (Loss)	(76,823.07)	(84,282.13)	(69,376.17)	7,459.06	(8.85%)	(7,446.90)	10.73%

Society of American Archivists
Operational Revenue Centers
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	59,986.65	73,325.51	69,304.10	(13,338.86)	(18.19%)	(9,317.45)	(13.44%)
Workshops	253,578.30	353,325.98	392,500.00	(99,747.68)	(28.23%)	(138,921.70)	(35.39%)
Annual Meeting	718,981.00	1,016,067.09	742,160.54	(297,086.09)	(29.24%)	(23,179.54)	(3.12%)
Publications & CD Sales	182,784.21	115,418.17	165,992.97	67,366.04	58.37%	16,791.24	10.12%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	32,114.87	20,672.69	20,633.36	11,442.18	55.35%	11,481.51	55.65%
Total Income	1,247,445.03	1,578,809.44	1,390,590.97	(331,364.41)	(20.99%)	(143,145.94)	(10.29%)
Expenses							
Salaries, Wages, & Benefits	389,246.43	361,309.99	386,202.23	27,936.44	7.73%	3,044.20	0.79%
Office Occupancy & Utilities	37,920.08	34,656.75	41,078.29	3,263.33	9.42%	(3,158.21)	(7.69%)
Services	580,010.61	619,955.82	566,743.29	(39,945.21)	(6.44%)	13,267.32	2.34%
Supplies	7,329.95	7,972.16	2,936.14	(642.21)	(8.06%)	4,393.81	149.65%
Travel	52,760.29	82,787.78	76,917.47	(30,027.49)	(36.27%)	(24,157.18)	(31.41%)
Leases, Rentals, & Licenses	10,367.12	23,798.53	35,691.56	(13,431.41)	(56.44%)	(25,324.44)	(70.95%)
Taxes, Dues, & Subscriptions	20,585.90	(17,300.06)	20,000.00	37,885.96	(218.99%)	585.90	2.93%
Depreciation, Cost of Goods Sold & Other	187,929.06	132,355.60	183,619.26	55,573.46	41.99%	4,309.80	2.35%
Total Expenses	1,286,149.44	1,245,536.57	1,313,188.24	40,612.87	3.26%	(27,038.80)	(2.06%)
Net Gain or (Loss)	(38,704.41)	333,272.87	77,402.73	(371,977.28)	(111.61%)	(116,107.14)	(150.00%)

Society of American Archivists
Annual Meeting
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	900.00	7,820.00	4,300.00	(6,920.00)	(88.49%)	(3,400.00)	(79.07%)
Workshops					0.00%		0.00%
Annual Meeting	718,981.00	1,016,067.09	742,160.54	(297,086.09)	(29.24%)	(23,179.54)	(3.12%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	720,281.00	1,023,887.09	747,810.54	(303,606.09)	(29.65%)	(27,529.54)	(3.68%)
Expenses							
Salaries, Wages, & Benefits	116,640.80	100,028.39	107,442.30	16,612.41	16.61%	9,198.50	8.56%
Office Occupancy & Utilities	11,092.01	9,304.89	12,658.28	1,787.12	19.21%	(1,566.27)	(12.37%)
Services	365,167.21	436,812.22	343,318.52	(71,645.01)	(16.40%)	21,848.69	6.36%
Supplies	1,167.65	5,618.47	1,351.60	(4,450.82)	(79.22%)	(183.95)	(13.61%)
Travel	15,013.75	11,983.29	5,650.00	3,030.46	25.29%	9,363.75	165.73%
Leases, Rentals, & Licenses	5,273.31	16,572.07	30,309.49	(11,298.76)	(68.18%)	(25,036.18)	(82.60%)
Taxes, Dues, & Subscriptions	19,999.98	(19,233.38)	20,000.00	39,233.36	(203.99%)	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	109,839.27	100,924.62	109,891.08	8,914.65	8.83%	(51.81)	(0.05%)
Total Expenses	644,193.98	662,010.57	630,621.27	(17,816.59)	(2.69%)	13,572.71	2.15%
Net Gain or (Loss)	76,087.02	361,876.52	117,189.27	(285,789.50)	(78.97%)	(41,102.25)	(35.07%)

Society of American Archivists
Annual Meeting - Austin 2019
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	900.00		4,300.00	900.00	0.00%	(3,400.00)	(79.07%)
Workshops							
Annual Meeting	718,981.00		742,160.54	718,981.00	0.00%	(23,179.54)	(3.12%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	720,281.00		747,810.54	720,281.00	0.00%	(27,529.54)	(3.68%)
Expenses							
Salaries, Wages, & Benefits	75,739.98	41,892.94	62,346.84	33,847.04	80.79%	13,393.14	21.48%
Office Occupancy & Utilities	7,282.24	3,569.34	8,240.30	3,712.90	104.02%	(958.06)	(11.63%)
Services	355,022.59	29,021.59	339,223.92	326,001.00	1,123.31%	15,798.67	4.66%
Supplies	1,113.59	296.38	1,109.92	817.21	275.73%	3.67	0.33%
Travel	5,682.20	10,358.06	5,650.00	(4,675.86)	(45.14%)	32.20	0.57%
Leases, Rentals, & Licenses	4,849.06	13,944.18	29,836.86	(9,095.12)	(65.23%)	(24,987.80)	(83.75%)
Taxes, Dues, & Subscriptions	19,999.98		20,000.00	19,999.98	0.00%	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	174,504.34	(99,082.49)	164,213.48	273,586.83	(276.12%)	10,290.86	6.27%
Total Expenses	644,193.98		630,621.32	644,193.98	0.00%	13,572.66	2.15%
Net Gain or (Loss)	76,087.02		117,189.22	76,087.02	0.00%	(41,102.20)	(35.07%)

Society of American Archivists
Annual Meeting - Washington 2018
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising		7,820.00		(7,820.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		1,016,067.09		(1,016,067.09)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		1,023,887.09		(1,023,887.09)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits		55,194.12		(55,194.12)	(100.00%)		0.00%
Office Occupancy & Utilities		5,507.21		(5,507.21)	(100.00%)		0.00%
Services		407,601.43		(407,601.43)	(100.00%)		0.00%
Supplies		5,322.09		(5,322.09)	(100.00%)		0.00%
Travel		1,625.23		(1,625.23)	(100.00%)		0.00%
Leases, Rentals, & Licenses		2,590.64		(2,590.64)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		(19,233.38)		19,233.38	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		203,403.23		(203,403.23)	(100.00%)		0.00%
Total Expenses		662,010.57		(662,010.57)	(100.00%)		0.00%
Net Gain or (Loss)		361,876.52		(361,876.52)	(100.00%)		0.00%

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

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
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	40,900.82	2,941.33	45,095.46	37,959.49	1,290.56%	(4,194.64)	(9.30%)
Office Occupancy & Utilities	3,809.77	228.34	4,417.98	3,581.43	1,568.46%	(608.21)	(13.77%)
Services	10,144.62	189.20	4,094.60	9,955.42	5,261.85%	6,050.02	147.76%
Supplies	54.06		241.68	54.06	0.00%	(187.62)	(77.63%)
Travel	9,331.55			9,331.55	0.00%	9,331.55	0.00%
Leases, Rentals, & Licenses	424.25	37.25	472.63	387.00	1,038.93%	(48.38)	(10.24%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(64,665.07)	(3,396.12)	(54,322.40)	(61,268.95)	1,804.09%	(10,342.67)	19.04%
Total Expenses			(0.05)		0.00%	0.05	(100.00%)
Net Gain or (Loss)			0.05		0.00%	(0.05)	(100.00%)

Society of American Archivists
Publications
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting					0.00%		0.00%
Publications & CD Sales	182,784.21	115,351.17	165,992.97	67,433.04	58.46%	16,791.24	10.12%
Contributions							
Investments							
Shipping, Handling, & Other	28,544.93	20,195.69	19,283.36	8,349.24	41.34%	9,261.57	48.03%
Total Income	211,329.14	135,546.86	185,276.33	75,782.28	55.91%	26,052.81	14.06%
Expenses							
Salaries, Wages, & Benefits	83,151.31	78,095.09	86,012.36	5,056.22	6.47%	(2,861.05)	(3.33%)
Office Occupancy & Utilities	8,501.95	7,419.92	8,490.97	1,082.03	14.58%	10.98	0.13%
Services	118,749.80	73,561.04	97,346.75	45,188.76	61.43%	21,403.05	21.99%
Supplies	5,299.84	383.24	465.75	4,916.60	1,282.90%	4,834.09	1,037.92%
Travel	1,863.75	8,631.86	3,715.00	(6,768.11)	(78.41%)	(1,851.25)	(49.83%)
Leases, Rentals, & Licenses	3,052.79	2,991.97	3,340.77	60.82	2.03%	(287.98)	(8.62%)
Taxes, Dues, & Subscriptions	585.92	1,933.32		(1,347.40)	(69.69%)	585.92	0.00%
Depreciation, Cost of Goods Sold & Other	78,089.79	30,906.99	73,728.18	47,182.80	152.66%	4,361.61	5.92%
Total Expenses	299,295.15	203,923.43	273,099.78	95,371.72	46.77%	26,195.37	9.59%
Net Gain or (Loss)	(87,966.01)	(68,376.57)	(87,823.45)	(19,589.44)	28.65%	(142.56)	0.16%

Society of American Archivists
Education
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops	253,578.30	353,325.98	392,500.00	(99,747.68)	(28.23%)	(138,921.70)	(35.39%)
Annual Meeting							
Publications & CD Sales		67.00		(67.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other	3,169.94	477.00		2,692.94	564.56%	3,169.94	0.00%
Total Income	256,748.24	353,869.98	392,500.00	(97,121.74)	(27.45%)	(135,751.76)	(34.59%)
Expenses							
Salaries, Wages, & Benefits	184,204.06	178,965.01	187,679.22	5,239.05	2.93%	(3,475.16)	(1.85%)
Office Occupancy & Utilities	17,855.44	17,561.89	19,428.04	293.55	1.67%	(1,572.60)	(8.09%)
Services	76,577.20	88,569.34	105,274.97	(11,992.14)	(13.54%)	(28,697.77)	(27.26%)
Supplies	862.46	1,970.32	1,091.28	(1,107.86)	(56.23%)	(228.82)	(20.97%)
Travel	35,125.67	61,631.21	66,077.47	(26,505.54)	(43.01%)	(30,951.80)	(46.84%)
Leases, Rentals, & Licenses	1,984.04	4,190.17	1,987.52	(2,206.13)	(52.65%)	(3.48)	(0.18%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		523.99		(523.99)	(100.00%)		0.00%
Total Expenses	316,608.87	353,411.93	381,538.50	(36,803.06)	(10.41%)	(64,929.63)	(17.02%)
Net Gain or (Loss)	(59,860.63)	458.05	10,961.50	(60,318.68)	(13,168.58%)	(70,822.13)	(646.10%)

Society of American Archivists
Career Services
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	59,086.65	65,505.51	65,004.10	(6,418.86)	(9.80%)	(5,917.45)	(9.10%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	59,086.65	65,505.51	65,004.10	(6,418.86)	(9.80%)	(5,917.45)	(9.10%)
Expenses							
Salaries, Wages, & Benefits	5,250.26	4,221.50	5,068.35	1,028.76	24.37%	181.91	3.59%
Office Occupancy & Utilities	470.68	370.05	501.00	100.63	27.19%	(30.32)	(6.05%)
Services	19,516.40	21,013.22	20,803.05	(1,496.82)	(7.12%)	(1,286.65)	(6.18%)
Supplies		0.13	27.51	(0.13)	(100.00%)	(27.51)	(100.00%)
Travel	757.12	541.42	1,475.00	215.70	39.84%	(717.88)	(48.67%)
Leases, Rentals, & Licenses	56.98	44.32	53.78	12.66	28.56%	3.20	5.95%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	26,051.44	26,190.64	27,928.69	(139.20)	(0.53%)	(1,877.25)	(6.72%)
Net Gain or (Loss)	33,035.21	39,314.87	37,075.41	(6,279.66)	(15.97%)	(4,040.20)	(10.90%)

Society of American Archivists
Operational Expense Centers
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % 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	22,541.32	22,528.93	23,062.00	12.39	0.05%	(520.68)	(2.26%)
Shipping, Handling, & Other	11,213.57	5,226.96		5,986.61	114.53%	11,213.57	0.00%
Total Income	33,754.89	27,755.89	23,062.00	5,999.00	21.61%	10,692.89	46.37%
Expenses							
Salaries, Wages, & Benefits	327,840.99	330,548.25	328,509.81	(2,707.26)	(0.82%)	(668.82)	(0.20%)
Office Occupancy & Utilities	31,445.67	31,314.25	34,634.75	131.42	0.42%	(3,189.08)	(9.21%)
Services	188,064.80	163,132.07	183,435.11	24,932.73	15.28%	4,629.69	2.52%
Supplies	12,186.12	11,415.52	2,542.02	770.60	6.75%	9,644.10	379.39%
Travel	31,092.19	47,335.54	44,749.97	(16,243.35)	(34.32%)	(13,657.78)	(30.52%)
Leases, Rentals, & Licenses	3,851.06	3,523.47	4,514.24	327.59	9.30%	(663.18)	(14.69%)
Taxes, Dues, & Subscriptions	22,203.00	27,356.55	22,500.00	(5,153.55)	(18.84%)	(297.00)	(1.32%)
Depreciation, Cost of Goods Sold & Other	48,091.54	51,171.90	49,491.45	(3,080.36)	(6.02%)	(1,399.91)	(2.83%)
Total Expenses	664,775.37	665,797.55	670,377.35	(1,022.18)	(0.15%)	(5,601.98)	(0.84%)
Net Gain or (Loss)	(631,020.48)	(638,041.66)	(647,315.35)	7,021.18	(1.10%)	16,294.87	(2.52%)

Society of American Archivists
General & Administrative
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	22,541.32	22,528.93	23,062.00	12.39	0.05%	(520.68)	(2.26%)
Shipping, Handling, & Other	6,213.57	4,531.96		1,681.61	37.11%	6,213.57	0.00%
Total Income	28,754.89	27,060.89	23,062.00	1,694.00	6.26%	5,692.89	24.69%
Expenses							
Salaries, Wages, & Benefits	209,040.05	225,855.32	207,034.42	(16,815.27)	(7.45%)	2,005.63	0.97%
Office Occupancy & Utilities	19,797.09	20,611.05	20,680.31	(813.96)	(3.95%)	(883.22)	(4.27%)
Services	128,287.91	113,515.48	111,834.63	14,772.43	13.01%	16,453.28	14.71%
Supplies	11,539.96	10,897.06	1,884.24	642.90	5.90%	9,655.72	512.45%
Travel	6,296.62	11,347.29	12,134.97	(5,050.67)	(44.51%)	(5,838.35)	(48.11%)
Leases, Rentals, & Licenses	2,173.21	2,395.81	3,227.88	(222.60)	(9.29%)	(1,054.67)	(32.67%)
Taxes, Dues, & Subscriptions	8,813.00	11,660.96	8,950.00	(2,847.96)	(24.42%)	(137.00)	(1.53%)
Depreciation, Cost of Goods Sold & Other	48,091.54	51,171.90	49,491.45	(3,080.36)	(6.02%)	(1,399.91)	(2.83%)
Total Expenses	434,039.38	447,454.87	415,237.90	(13,415.49)	(3.00%)	18,801.48	4.53%
Net Gain or (Loss)	(405,284.49)	(420,393.98)	(392,175.90)	15,109.49	(3.59%)	(13,108.59)	3.34%

Society of American Archivists
Governance
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	5,000.00	695.00		4,305.00	619.42%	5,000.00	0.00%
Total Income	5,000.00	695.00		4,305.00	619.42%	5,000.00	0.00%
Expenses							
Salaries, Wages, & Benefits	54,374.13	40,537.81	53,392.55	13,836.32	34.13%	981.58	1.84%
Office Occupancy & Utilities	5,224.59	4,844.40	7,238.09	380.19	7.85%	(2,013.50)	(27.82%)
Services	50,499.49	34,481.95	45,626.41	16,017.54	46.45%	4,873.08	10.68%
Supplies	646.16	196.81	289.47	449.35	228.32%	356.69	123.22%
Travel	18,957.83	26,642.37	13,460.00	(7,684.54)	(28.84%)	5,497.83	40.85%
Leases, Rentals, & Licenses	987.64	446.22	566.14	541.42	121.33%	421.50	74.45%
Taxes, Dues, & Subscriptions	3,390.00	3,695.59	3,550.00	(305.59)	(8.27%)	(160.00)	(4.51%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	134,079.84	110,845.15	124,122.66	23,234.69	20.96%	9,957.18	8.02%
Net Gain or (Loss)	(129,079.84)	(110,150.15)	(124,122.66)	(18,929.69)	17.19%	(4,957.18)	3.99%

Society of American Archivists
Advocacy
For the Nine Months Ending Tuesday, March 31, 2020

	Year-To-Date 3/31/2020	Year-To-Date 3/31/2019	Budget 3/31/2020	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
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	64,426.81	64,155.12	68,082.84	271.69	0.42%	(3,656.03)	(5.37%)
Office Occupancy & Utilities	6,423.99	5,858.80	6,716.35	565.19	9.65%	(292.36)	(4.35%)
Services	9,277.40	15,134.64	25,974.07	(5,857.24)	(38.70%)	(16,696.67)	(64.28%)
Supplies		321.65	368.31	(321.65)	(100.00%)	(368.31)	(100.00%)
Travel	5,837.74	9,345.88	19,155.00	(3,508.14)	(37.54%)	(13,317.26)	(69.52%)
Leases, Rentals, & Licenses	690.21	681.44	720.22	8.77	1.29%	(30.01)	(4.17%)
Taxes, Dues, & Subscriptions	10,000.00	12,000.00	10,000.00	(2,000.00)	(16.67%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	96,656.15	107,497.53	131,016.79	(10,841.38)	(10.09%)	(34,360.64)	(26.23%)
Net Gain or (Loss)	(96,656.15)	(107,497.53)	(131,016.79)	10,841.38	(10.09%)	34,360.64	(26.23%)