

**Society of American Archivists
Council Meeting
May 18-20, 2022
Chicago, Illinois**

**March 2022 Year-to-Date Financial Statements (FY 2022)
(Prepared by Sharmila Bhatia and Peter Carlson)**

Overview

For the month ending March 31, 2022, SAA posted a net gain of \$129,501. This is a *favorable* variance of \$157,125 as the budgeted *loss* for February was \$27,624. While SAA's performance is well ahead of budget, delays in consulting services expenses for the web site rebuild, administrative systems improvements, and DEIA projects understate our budgeted expenses. So, despite Annual Meeting registrations lagging projections by more than 400, and the extension of Beaumont's appointment for a month and a half, our net gain is well ahead of our budgeted projections.

Total revenues as of March 31 were better than last year and budget by \$26,642 (1.54%), and by \$27,441 (1.58%), respectively. Total expenses were higher than last year by \$7,171 (0.44%), and lower than budget by \$129,684 (7.37%). The variance with budget reflects the delay in starting the discovery work on the website rebuild, lagging expenses for temporary staffing, and budget timing of consulting expenses in General and Administrative, Advocacy, and Governance.

Balance Sheet

As of March 31, 2022, Cash and Investments balances were higher than last year by \$41,816 (2.48%) and total deferred revenues were *lower* than last year by \$54,661 (7.21%). Our Cash and Investments balance has stayed strong and continues to exceed our prior period balance for FY 2021. Education, Subscriptions, and Membership deferred revenues are comparable with the same time last year, while deferred revenues for Sponsors are down. While deferred revenues are down from the same period last year all of this effect is the result of the delay in receiving Sponsorship for the upcoming Annual Meeting in Boston. This is also reflected in our Cash balances for this period.

Income Statement

For the month ending March 31, 2022, SAA posted a net gain of \$129,501. This net gain is greater than last year and budget by \$19,470 (17.7%), and \$157,125 (568.79%), respectively. Total revenues as of March 31 were higher than last year and budget by \$26,642 (1.54%) by \$27,441 (1.58%). Total expenses were higher than last year by \$7,171 (0.44%) and lower than

budget by \$157,125 (7.37%). The variance with budget is due to timing of consultant's expenses in several cost centers.

Specific points of interest are as follows:

- **Membership:** From February 28, 2022 through March 31, 2022, overall membership (including 27 Complimentary memberships) increased by 23 (0.41%). Total membership as of March 31 was 5,614, and Dues revenue was lower than last year by \$2,599 or (0.35%), and *better than budget* by \$15,597 (2.16%). Membership's net gain as of March was \$16,394 (2.64%) lower than last year and better than budget by \$21,715 (3.73%). Membership deferred revenues in March were comparable to the same time last year (down \$368 or 0.07%)..
- **Annual Meeting:** As of March 31, the 2021 Annual Meeting showed a net gain of \$126,938, significantly short of the budgeted estimate of \$202,312 (8.45%). While we budgeted for 2500 attendees, we have realized about 2000 registrations thus far. Revenues for the conference fell short of budget estimates by \$65,812 (14.77%), and expenses were \$9,562 (3.93%) greater than budget.
- **Publications:** Publications posted a net loss of \$65,397 as of March 31, better than last year by \$3,620 (5.25%) and better than budget by \$27,486 (29.86%). Total revenue as of March 31 was lower than last year and budget by \$20,289 (12.08%), and \$1,372 (0.92%), respectively. Expenses as of March 31 were lower than last year and budget by \$23,909 (10.09%) and \$29,219 (12.06%), respectively. The revenue variance with last year was expected due to the volume of new titles released in FY '21. Although sales are lagging expectations, staff continues to effectively manage expenses in this program.
- **Education:** Education posted a net gain of \$153,159 for the period ending March 31. This is better than last year and budget by \$112,581 (277.45%) and \$82,331 (116.24%), respectively. Total revenues exceeded budget estimates by \$49,236 (17.23%) and expenses were under budget by \$33,095 (15.40%). As anticipated, as the course schedule got busier, Education continues to show consistent strength. On-Demand course revenue continues to drive Education's dynamic performance with revenues totaling \$184,453, up by \$70,049 (61.23%) over last year, and \$106,956 (138.01%) higher than budget. The variance with last year is the result of COVID-19 contraction last fall and winter. Clearly, our pivot to virtual continuing education programming is broadly popular with our members.
- **Career Services:** As of March 31, Career Services posted a net gain of \$42,945, which is better than last year and budget by \$20,884 (94.66%) and \$22,486 (109.91%), respectively. Revenues of \$72,308 are higher than last year and budget by \$37,291 (106.49%) and by \$33,549 (86.56%). Our Career Center budget estimates for FY22 assumed a slight decrease in overall performance as hedge against our requirement for employers to include salaries in job postings. It is clear that the employment outlook for the types of organizations that post on the SAA Career Center job board is strong.
- **General and Administrative:** The net loss in G&A for the period ending March 31 was \$474,860, which is a bigger net loss than last year by \$79,324 (20.05%) and smaller than

budget by \$4,391 (0.92%). The variance with last year reflects increased staff effort distribution to this program. The variance with budget should be larger, but delays in consulting expenses have resulted in lower expense totals than anticipated in the budget. It remains true that the additional salary associated with extending Beaumont's contract and the recruitment of new staff to fill vacancies will result in this program missing its budget targets by the end of FY '22.

- **Governance:** The net loss for Governance for the period ending March 31 was \$106,734. This is greater than last year's net loss by \$12,516 (13.28%) and smaller than the budgeted net loss of \$143,785 by \$37,052 (25.77%). The variance with budget is the result of a timing difference between budget and actual expenses – we had budgeted for the DEIA consultant to begin work in October. In addition, the increased expense of the CEO Symposium this year will likely result in this cost center being over budget by the end of the fiscal year.

**Society of American Archivists
Balance Sheet - Operations
Thursday, March 31, 2022**

	<u>Fiscal 2022</u>	<u>Fiscal 2021</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,730,408.27	\$1,688,592.39	\$41,815.88	2.48%
Accounts Receivable	24,177.53	29,718.94	(5,541.41)	(18.65%)
Equipment	32,908.48	43,521.18	(10,612.70)	(24.39%)
Deposits	8,706.85	8,706.85		0.00%
Inventory	91,221.76	98,068.97	(6,847.21)	(6.98%)
Prepaid Expenses	68,391.22	77,113.03	(8,721.81)	(11.31%)
Due From Operations	70,199.00	549,398.41	(479,199.41)	(87.22%)
Due From Foundation	478,918.64	478,847.40	71.24	0.01%
Cash Clearing				(100.00%)
Total Assets	<u><u>2,504,931.75</u></u>	<u><u>2,973,967.17</u></u>	<u><u>(469,035.42)</u></u>	<u><u>(15.77%)</u></u>
Liabilities				
Accounts Payable	11,924.37	22,623.16	(10,698.79)	(47.29%)
Salaries and Wages Payable	47,495.42	60,051.91	(12,556.49)	(20.91%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	69,650.59	69,916.63	(266.04)	(0.38%)
Membership	552,157.81	552,525.75	(367.94)	(0.07%)
Education	76,012.00	74,939.00	1,073.00	1.43%
Sponsors		60,600.00	(60,600.00)	(100.00%)
Advertising	2,500.00		2,500.00	(100.00%)
Exhibitors	3,000.00		3,000.00	(100.00%)
Publication Pre-Sales				(100.00%)
Total Deferred Revenues	703,320.40	757,981.38	(54,660.98)	(7.21%)
Due to Council-Directed Funds	836,295.00	1,209,063.15	(372,768.15)	(30.83%)
Due To Foundation	32,353.91	67,891.20	(35,537.29)	(52.34%)
Deferred Rent	7,043.16	9,327.36	(2,284.20)	(24.49%)
Total Liabilities	<u><u>1,638,432.26</u></u>	<u><u>2,126,938.16</u></u>	<u><u>(488,505.90)</u></u>	<u><u>(22.97%)</u></u>
Net Assets				
Fund Balance	736,998.89	736,998.89		0.00%
Net Gain or Loss	129,500.60	110,030.12	19,470.48	17.70%
Total Net Assets	<u><u>866,499.49</u></u>	<u><u>847,029.01</u></u>	<u><u>19,470.48</u></u>	<u><u>2.30%</u></u>
Total Liabilities and Net Assets	<u><u>2,504,931.75</u></u>	<u><u>2,973,967.17</u></u>	<u><u>(469,035.42)</u></u>	<u><u>(15.77%)</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Nine Months Ending Thursday, March 31, 2022

	<u>Year-To-Date</u> <u>3/31/2022</u>	<u>Year-To-Date</u> <u>3/31/2021</u>	<u>Budget</u> <u>3/31/2022</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	\$604,153.79	\$620,547.53	\$582,438.50	(\$16,393.74)	(2.64%)	\$21,715.29	3.73%
Annual Meeting	126,938.09	138,405.37	202,312.03	(11,467.28)	(8.29%)	(75,373.94)	(37.26%)
Publications	(65,397.38)	(69,017.40)	(93,243.71)	3,620.02	(5.25%)	27,846.33	(29.86%)
Education	153,158.68	40,577.21	70,828.10	112,581.47	277.45%	82,330.58	116.24%
Career Services	42,945.30	22,061.69	20,458.92	20,883.61	94.66%	22,486.38	109.91%
American Archivist	(37,874.42)	(41,580.60)	(28,947.21)	3,706.18	(8.91%)	(8,927.21)	30.84%
Archival Outlook	(39,847.90)	(32,146.00)	(60,177.40)	(7,701.90)	23.96%	20,329.50	(33.78%)
General & Administrative	(474,859.76)	(395,535.43)	(479,250.37)	(79,324.33)	20.05%	4,390.61	(0.92%)
Advocacy	(72,981.89)	(79,064.18)	(98,257.86)	6,082.29	(7.69%)	25,275.97	(25.72%)
Governance	(106,733.91)	(94,218.07)	(143,785.46)	(12,515.84)	13.28%	37,051.55	(25.77%)
Total Net Gain/(Loss)	129,500.60	110,030.12	(27,624.46)	19,470.48	17.70%	157,125.06	(568.79%)

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Nine Months Ending Thursday, March 31, 2022

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$739,305.67	\$742,580.60	\$724,936.03	(\$3,274.93)	(0.44%)	\$14,369.64	1.98%
Annual Meeting	379,688.00	441,653.00	445,499.99	(61,965.00)	(14.03%)	(65,811.99)	(14.77%)
Publications	147,681.03	167,970.43	149,052.90	(20,289.40)	(12.08%)	(1,371.87)	(0.92%)
Education	334,933.39	253,820.97	285,697.50	81,112.42	31.96%	49,235.89	17.23%
Career Services	72,307.90	35,017.35	38,758.95	37,290.55	106.49%	33,548.95	86.56%
American Archivist	38,676.08	48,737.54	48,333.34	(10,061.46)	(20.64%)	(9,657.26)	(19.98%)
Archival Outlook	30,043.50	25,335.81	22,779.78	4,707.69	18.58%	7,263.72	31.89%
General & Administrative	16,632.64	17,510.56	14,319.00	(877.92)	(5.01%)	2,313.64	16.16%
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
Total Revenues	<u>1,759,268.21</u>	<u>1,732,626.26</u>	<u>1,731,827.49</u>	<u>26,641.95</u>	<u>1.54%</u>	<u>27,440.72</u>	<u>1.58%</u>
Expenses							
Membership	135,151.88	122,033.07	142,497.53	13,118.81	10.75%	(7,345.65)	(5.15%)
Annual Meeting	252,749.91	303,247.63	243,187.96	(50,497.72)	(16.65%)	9,561.95	3.93%
Publications	213,078.41	236,987.83	242,296.61	(23,909.42)	(10.09%)	(29,218.20)	(12.06%)
Education	181,774.71	213,243.76	214,869.40	(31,469.05)	(14.76%)	(33,094.69)	(15.40%)
Career Services	29,362.60	12,955.66	18,300.03	16,406.94	126.64%	11,062.57	60.45%
American Archivist	76,550.50	90,318.14	77,280.55	(13,767.64)	(15.24%)	(730.05)	(0.94%)
Archival Outlook	69,891.40	57,481.81	82,957.18	12,409.59	21.59%	(13,065.78)	(15.75%)
General & Administrative	491,492.40	413,045.99	493,569.37	78,446.41	18.99%	(2,076.97)	(0.42%)
Advocacy	72,981.89	79,064.18	100,707.86	(6,082.29)	(7.69%)	(27,725.97)	(27.53%)
Governance	106,733.91	94,218.07	143,785.46	12,515.84	13.28%	(37,051.55)	(25.77%)
Total Expenses	<u>1,629,767.61</u>	<u>1,622,596.14</u>	<u>1,759,451.95</u>	<u>7,171.47</u>	<u>0.44%</u>	<u>(129,684.34)</u>	<u>(7.37%)</u>
Total Net Gain/(Loss)	<u>129,500.60</u>	<u>110,030.12</u>	<u>(27,624.46)</u>	<u>19,470.48</u>	<u>17.70%</u>	<u>157,125.06</u>	<u>(568.79%)</u>

**Society of American Archivists
Consolidated Statement of Activities
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$738,057.27	\$740,656.40	\$722,459.83	(\$2,599.13)	(0.35%)	\$15,597.44	2.16%
Subscriptions & Advertising	141,922.48	109,260.70	108,872.07	32,661.78	29.89%	33,050.41	30.36%
Workshops	334,583.40	253,681.00	285,697.50	80,902.40	31.89%	48,885.90	17.11%
Annual Meeting	377,688.00	440,653.00	445,499.99	(62,965.00)	(14.29%)	(67,811.99)	(15.22%)
Publications & CD Sales	129,613.20	144,850.61	135,300.82	(15,237.41)	(10.52%)	(5,687.62)	(4.20%)
Contributions					0.00%		0.00%
Investments	15,579.64	16,010.56	14,319.00	(430.92)	(2.69%)	1,260.64	8.80%
Shipping, Handling, & Other	21,824.22	27,513.99	19,678.28	(5,689.77)	(20.68%)	2,145.94	10.91%
Total Income	<u>1,759,268.21</u>	<u>1,732,626.26</u>	<u>1,731,827.49</u>	<u>26,641.95</u>	<u>1.54%</u>	<u>27,440.72</u>	<u>1.58%</u>
Expenses							
Salaries, Wages, & Benefits	807,580.30	766,287.12	806,487.03	41,293.18	5.39%	1,093.27	0.14%
Office Occupancy & Utilities	85,377.26	82,017.86	89,215.60	3,359.40	4.10%	(3,838.34)	(4.30%)
Services	481,077.45	539,037.57	596,168.67	(57,960.12)	(10.75%)	(115,091.22)	(19.31%)
Supplies	12,235.37	9,085.07	6,373.55	3,150.30	34.68%	5,861.82	91.97%
Travel	12,343.41	953.74	19,172.50	11,389.67	1,194.21%	(6,829.09)	(35.62%)
Leases, Rentals, & Licenses	14,299.18	14,544.11	12,207.69	(244.93)	(1.68%)	2,091.49	17.13%
Taxes, Dues, & Subscriptions	18,925.39	13,290.65	16,140.00	5,634.74	42.40%	2,785.39	17.26%
Depreciation, Cost of Goods Sold & Other	197,929.25	197,380.02	213,686.91	549.23	0.28%	(15,757.66)	(7.37%)
Total Expenses	<u>1,629,767.61</u>	<u>1,622,596.14</u>	<u>1,759,451.95</u>	<u>7,171.47</u>	<u>0.44%</u>	<u>(129,684.34)</u>	<u>(7.37%)</u>
Net Gain or (Loss)	<u>129,500.60</u>	<u>110,030.12</u>	<u>(27,624.46)</u>	<u>19,470.48</u>	<u>17.70%</u>	<u>157,125.06</u>	<u>(568.79%)</u>

**Society of American Archivists
Membership and Periodicals
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$738,057.27	\$740,656.40	\$722,459.83	(\$2,599.13)	(0.35%)	\$15,597.44	2.16%
Subscriptions & Advertising	67,614.58	73,243.35	70,113.12	(5,628.77)	(7.69%)	(2,498.54)	(3.56%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>2,353.40</u>	<u>2,754.20</u>	<u>3,476.20</u>	<u>(400.80)</u>	<u>(14.55%)</u>	<u>(1,122.80)</u>	<u>(32.30%)</u>
Total Income	<u>808,025.25</u>	<u>816,653.95</u>	<u>796,049.15</u>	<u>(8,628.70)</u>	<u>(1.06%)</u>	<u>11,976.10</u>	<u>1.50%</u>
Expenses							
Salaries, Wages, & Benefits	165,205.80	150,052.10	171,346.32	15,153.70	10.10%	(6,140.52)	(3.58%)
Office Occupancy & Utilities	17,936.66	15,657.79	18,622.86	2,278.87	14.55%	(686.20)	(3.68%)
Services	87,320.06	87,941.00	99,689.67	(620.94)	(0.71%)	(12,369.61)	(12.41%)
Supplies	754.69	1,067.31	1,887.84	(312.62)	(29.29%)	(1,133.15)	(60.02%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	1,903.66	1,799.36	1,851.69	104.30	5.80%	51.97	2.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	<u>8,472.91</u>	<u>13,315.46</u>	<u>9,336.88</u>	<u>(4,842.55)</u>	<u>(36.37%)</u>	<u>(863.97)</u>	<u>(9.25%)</u>
Total Expenses	<u>281,593.78</u>	<u>269,833.02</u>	<u>302,735.26</u>	<u>11,760.76</u>	<u>4.36%</u>	<u>(21,141.48)</u>	<u>(6.98%)</u>
Net Gain or (Loss)	<u>526,431.47</u>	<u>546,820.93</u>	<u>493,313.89</u>	<u>(20,389.46)</u>	<u>(3.73%)</u>	<u>33,117.58</u>	<u>6.71%</u>

**Society of American Archivists
Membership
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$738,057.27	\$740,656.40	\$722,459.83	(\$2,599.13)	(0.35%)	\$15,597.44	2.16%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,248.40</u>	<u>1,924.20</u>	<u>2,476.20</u>	<u>(675.80)</u>	<u>(35.12%)</u>	<u>(1,227.80)</u>	<u>(49.58%)</u>
Total Income	<u>739,305.67</u>	<u>742,580.60</u>	<u>724,936.03</u>	<u>(3,274.93)</u>	<u>(0.44%)</u>	<u>14,369.64</u>	<u>1.98%</u>
Expenses							
Salaries, Wages, & Benefits	104,923.93	90,062.21	108,627.63	14,861.72	16.50%	(3,703.70)	(3.41%)
Office Occupancy & Utilities	11,366.11	9,464.17	11,803.99	1,901.94	20.10%	(437.88)	(3.71%)
Services	8,427.67	7,256.67	10,029.31	1,171.00	16.14%	(1,601.64)	(15.97%)
Supplies	754.69	858.07	1,526.10	(103.38)	(12.05%)	(771.41)	(50.55%)
Travel							
Leases, Rentals, & Licenses	1,206.57	1,076.49	1,173.62	130.08	12.08%	32.95	2.81%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>8,472.91</u>	<u>13,315.46</u>	<u>9,336.88</u>	<u>(4,842.55)</u>	<u>(36.37%)</u>	<u>(863.97)</u>	<u>(9.25%)</u>
Total Expenses	<u>135,151.88</u>	<u>122,033.07</u>	<u>142,497.53</u>	<u>13,118.81</u>	<u>10.75%</u>	<u>(7,345.65)</u>	<u>(5.15%)</u>
Net Gain or (Loss)	<u>604,153.79</u>	<u>620,547.53</u>	<u>582,438.50</u>	<u>(16,393.74)</u>	<u>(2.64%)</u>	<u>21,715.29</u>	<u>3.73%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	67,614.58	73,243.35	70,113.12	(5,628.77)	(7.69%)	(2,498.54)	(3.56%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>1,105.00</u>	<u>830.00</u>	<u>1,000.00</u>	<u>275.00</u>	<u>33.13%</u>	<u>105.00</u>	<u>10.50%</u>
Total Income	<u>68,719.58</u>	<u>74,073.35</u>	<u>71,113.12</u>	<u>(5,353.77)</u>	<u>(7.23%)</u>	<u>(2,393.54)</u>	<u>(3.37%)</u>
Expenses							
Salaries, Wages, & Benefits	60,281.87	59,989.89	62,718.69	291.98	0.49%	(2,436.82)	(3.89%)
Office Occupancy & Utilities	6,570.55	6,193.62	6,818.87	376.93	6.09%	(248.32)	(3.64%)
Services	78,892.39	80,684.33	89,660.36	(1,791.94)	(2.22%)	(10,767.97)	(12.01%)
Supplies		209.24	361.74	(209.24)	(100.00%)	(361.74)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	697.09	722.87	678.07	(25.78)	(3.57%)	19.02	2.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>146,441.90</u>	<u>147,799.95</u>	<u>160,237.73</u>	<u>(1,358.05)</u>	<u>(0.92%)</u>	<u>(13,795.83)</u>	<u>(8.61%)</u>
Net Gain or (Loss)	<u>(77,722.32)</u>	<u>(73,726.60)</u>	<u>(89,124.61)</u>	<u>(3,995.72)</u>	<u>5.42%</u>	<u>11,402.29</u>	<u>(12.79%)</u>

**Society of American Archivists
American Archivist
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	38,556.08	48,697.54	48,333.34	(10,141.46)	(20.83%)	(9,777.26)	(20.23%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>120.00</u>	<u>40.00</u>		<u>80.00</u>	<u>200.00%</u>	<u>120.00</u>	<u>0.00%</u>
Total Income	<u>38,676.08</u>	<u>48,737.54</u>	<u>48,333.34</u>	<u>(10,061.46)</u>	<u>(20.64%)</u>	<u>(9,657.26)</u>	<u>(19.98%)</u>
Expenses							
Salaries, Wages, & Benefits	31,658.32	31,191.55	32,931.48	466.77	1.50%	(1,273.16)	(3.87%)
Office Occupancy & Utilities	3,453.29	3,158.23	3,580.52	295.06	9.34%	(127.23)	(3.55%)
Services	41,072.71	55,554.83	40,222.60	(14,482.12)	(26.07%)	850.11	2.11%
Supplies		35.87	189.93	(35.87)	(100.00%)	(189.93)	(100.00%)
Travel							
Leases, Rentals, & Licenses	366.18	377.66	356.02	(11.48)	(3.04%)	10.16	2.85%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>76,550.50</u>	<u>90,318.14</u>	<u>77,280.55</u>	<u>(13,767.64)</u>	<u>(15.24%)</u>	<u>(730.05)</u>	<u>(0.94%)</u>
Net Gain or (Loss)	<u>(37,874.42)</u>	<u>(41,580.60)</u>	<u>(28,947.21)</u>	<u>3,706.18</u>	<u>(8.91%)</u>	<u>(8,927.21)</u>	<u>30.84%</u>

**Society of American Archivists
Archival Outlook
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	29,058.50	24,545.81	21,779.78	4,512.69	18.38%	7,278.72	33.42%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	985.00	790.00	1,000.00	195.00	24.68%	(15.00)	(1.50%)
Total Income	<u>30,043.50</u>	<u>25,335.81</u>	<u>22,779.78</u>	<u>4,707.69</u>	<u>18.58%</u>	<u>7,263.72</u>	<u>31.89%</u>
Expenses							
Salaries, Wages, & Benefits	28,623.55	28,798.34	29,787.21	(174.79)	(0.61%)	(1,163.66)	(3.91%)
Office Occupancy & Utilities	3,117.26	3,035.39	3,238.35	81.87	2.70%	(121.09)	(3.74%)
Services	37,819.68	25,129.50	49,437.76	12,690.18	50.50%	(11,618.08)	(23.50%)
Supplies		173.37	171.81	(173.37)	(100.00%)	(171.81)	(100.00%)
Travel							
Leases, Rentals, & Licenses	330.91	345.21	322.05	(14.30)	(4.14%)	8.86	2.75%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>69,891.40</u>	<u>57,481.81</u>	<u>82,957.18</u>	<u>12,409.59</u>	<u>21.59%</u>	<u>(13,065.78)</u>	<u>(15.75%)</u>
Net Gain or (Loss)	<u>(39,847.90)</u>	<u>(32,146.00)</u>	<u>(60,177.40)</u>	<u>(7,701.90)</u>	<u>23.96%</u>	<u>20,329.50</u>	<u>(33.78%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	74,307.90	36,017.35	38,758.95	38,290.55	106.31%	35,548.95	91.72%
Workshops	334,583.40	253,681.00	285,697.50	80,902.40	31.89%	48,885.90	17.11%
Annual Meeting	377,688.00	440,653.00	445,499.99	(62,965.00)	(14.29%)	(67,811.99)	(15.22%)
Publications & CD Sales	129,613.20	144,850.61	135,300.82	(15,237.41)	(10.52%)	(5,687.62)	(4.20%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	18,417.82	23,259.79	13,752.08	(4,841.97)	(20.82%)	4,665.74	33.93%
Total Income	<u>934,610.32</u>	<u>898,461.75</u>	<u>919,009.34</u>	<u>36,148.57</u>	<u>4.02%</u>	<u>15,600.98</u>	<u>1.70%</u>
Expenses							
Salaries, Wages, & Benefits	240,938.00	270,416.97	250,635.94	(29,478.97)	(10.90%)	(9,697.94)	(3.87%)
Office Occupancy & Utilities	26,229.45	29,911.90	28,146.66	(3,682.45)	(12.31%)	(1,917.21)	(6.81%)
Services	257,490.08	319,805.45	275,311.89	(62,315.37)	(19.49%)	(17,821.81)	(6.47%)
Supplies	3,362.80	5,296.27	1,503.83	(1,933.47)	(36.51%)	1,858.97	123.62%
Travel	2,299.90		2,500.00	2,299.90	0.00%	(200.10)	(8.00%)
Leases, Rentals, & Licenses	5,094.56	5,676.79	5,139.63	(582.23)	(10.26%)	(45.07)	(0.88%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	141,550.84	135,327.50	155,416.05	6,223.34	4.60%	(13,865.21)	(8.92%)
Total Expenses	<u>676,965.63</u>	<u>766,434.88</u>	<u>718,654.00</u>	<u>(89,469.25)</u>	<u>(11.67%)</u>	<u>(41,688.37)</u>	<u>(5.80%)</u>
Net Gain or (Loss)	<u>257,644.69</u>	<u>132,026.87</u>	<u>200,355.34</u>	<u>125,617.82</u>	<u>95.15%</u>	<u>57,289.35</u>	<u>28.59%</u>

**Society of American Archivists
Annual Meeting
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	2,000.00	1,000.00		1,000.00	100.00%	2,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	377,688.00	440,653.00	445,499.99	(62,965.00)	(14.29%)	(67,811.99)	(15.22%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income	<u>379,688.00</u>	<u>441,653.00</u>	<u>445,499.99</u>	<u>(61,965.00)</u>	<u>(14.03%)</u>	<u>(65,811.99)</u>	<u>(14.77%)</u>
Expenses							
Salaries, Wages, & Benefits	58,263.24	77,071.89	60,375.03	(18,808.65)	(24.40%)	(2,111.79)	(3.50%)
Office Occupancy & Utilities	6,316.94	9,335.85	6,566.84	(3,018.91)	(32.34%)	(249.90)	(3.81%)
Services	81,689.76	125,367.98	72,631.48	(43,678.22)	(34.84%)	9,058.28	12.47%
Supplies		168.00	348.51	(168.00)	(100.00%)	(348.51)	(100.00%)
Travel	2,077.86		2,500.00	2,077.86	0.00%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	671.51	929.77	653.32	(258.26)	(27.78%)	18.19	2.78%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	103,730.60	90,374.14	100,112.78	13,356.46	14.78%	3,617.82	3.61%
Total Expenses	<u>252,749.91</u>	<u>303,247.63</u>	<u>243,187.96</u>	<u>(50,497.72)</u>	<u>(16.65%)</u>	<u>9,561.95</u>	<u>3.93%</u>
Net Gain or (Loss)	<u>126,938.09</u>	<u>138,405.37</u>	<u>202,312.03</u>	<u>(11,467.28)</u>	<u>(8.29%)</u>	<u>(75,373.94)</u>	<u>(37.26%)</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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		1,000.00		(1,000.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		440,653.00		(440,653.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		<u>441,653.00</u>		<u>(441,653.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		43,006.11		(43,006.11)	(100.00%)		0.00%
Office Occupancy & Utilities		5,854.30		(5,854.30)	(100.00%)		0.00%
Services		108,700.21		(108,700.21)	(100.00%)		0.00%
Supplies		89.00		(89.00)	(100.00%)		0.00%
Travel							
Leases, Rentals, & Licenses		530.70		(530.70)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		145,067.31		(145,067.31)	(100.00%)		0.00%
Total Expenses		<u>303,247.63</u>		<u>(303,247.63)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>138,405.37</u>		<u>(138,405.37)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	2,000.00			2,000.00	0.00%	2,000.00	0.00%
Workshops							
Annual Meeting	377,688.00		445,499.99	377,688.00	0.00%	(67,811.99)	(15.22%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>379,688.00</u>	<u></u>	<u>445,499.99</u>	<u>379,688.00</u>	<u>0.00%</u>	<u>(65,811.99)</u>	<u>(14.77%)</u>
Expenses							
Salaries, Wages, & Benefits	18,814.38	34,065.78	32,034.39	(15,251.40)	(44.77%)	(13,220.01)	(41.27%)
Office Occupancy & Utilities	1,960.30	3,481.55	3,511.53	(1,521.25)	(43.69%)	(1,551.23)	(44.18%)
Services	78,733.41	16,667.77	70,184.80	62,065.64	372.37%	8,548.61	12.18%
Supplies		79.00	186.93	(79.00)	(100.00%)	(186.93)	(100.00%)
Travel	2,077.86		2,500.00	2,077.86	0.00%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	216.73	399.07	350.40	(182.34)	(45.69%)	(133.67)	(38.15%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	150,947.23	(54,693.17)	134,419.93	205,640.40	(375.99%)	16,527.30	12.30%
Total Expenses	<u>252,749.91</u>	<u>(54,693.17)</u>	<u>243,187.98</u>	<u>252,749.91</u>	<u>0.00%</u>	<u>9,561.93</u>	<u>3.93%</u>
Net Gain or (Loss)	<u>126,938.09</u>	<u></u>	<u>202,312.01</u>	<u>126,938.09</u>	<u>0.00%</u>	<u>(75,373.92)</u>	<u>(37.26%)</u>

**Society of American Archivists
Annual Meeting - Boston 2022
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	39,448.86		28,340.64	39,448.86	0.00%	11,108.22	39.20%
Office Occupancy & Utilities	4,356.64		3,055.31	4,356.64	0.00%	1,301.33	42.59%
Services	2,956.35		2,446.68	2,956.35	0.00%	509.67	20.83%
Supplies			161.58		0.00%	(161.58)	(100.00%)
Travel							
Leases, Rentals, & Licenses	454.78		302.92	454.78	0.00%	151.86	50.13%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(47,216.63)		(34,307.15)	(47,216.63)	0.00%	(12,909.48)	37.63%
Total Expenses			(0.02)		0.00%	0.02	(100.00%)
Net Gain or (Loss)			0.02		0.00%	(0.02)	(100.00%)

**Society of American Archivists
Publications
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	129,613.20	144,850.61	135,300.82	(15,237.41)	(10.52%)	(5,687.62)	(4.20%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>18,067.83</u>	<u>23,119.82</u>	<u>13,752.08</u>	<u>(5,051.99)</u>	<u>(21.85%)</u>	<u>4,315.75</u>	<u>31.38%</u>
Total Income	<u>147,681.03</u>	<u>167,970.43</u>	<u>149,052.90</u>	<u>(20,289.40)</u>	<u>(12.08%)</u>	<u>(1,371.87)</u>	<u>(0.92%)</u>
Expenses							
Salaries, Wages, & Benefits	78,284.84	86,741.09	81,513.57	(8,456.25)	(9.75%)	(3,228.73)	(3.96%)
Office Occupancy & Utilities	8,531.95	9,145.36	8,860.46	(613.41)	(6.71%)	(328.51)	(3.71%)
Services	81,514.64	88,198.85	92,838.19	(6,684.21)	(7.58%)	(11,323.55)	(12.20%)
Supplies	3,362.80	4,481.27	470.04	(1,118.47)	(24.96%)	2,892.76	615.43%
Travel	349.00			349.00	0.00%	349.00	0.00%
Leases, Rentals, & Licenses	3,214.94	3,467.90	3,311.08	(252.96)	(7.29%)	(96.14)	(2.90%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>37,820.24</u>	<u>44,953.36</u>	<u>55,303.27</u>	<u>(7,133.12)</u>	<u>(15.87%)</u>	<u>(17,483.03)</u>	<u>(31.61%)</u>
Total Expenses	<u>213,078.41</u>	<u>236,987.83</u>	<u>242,296.61</u>	<u>(23,909.42)</u>	<u>(10.09%)</u>	<u>(29,218.20)</u>	<u>(12.06%)</u>
Net Gain or (Loss)	<u>(65,397.38)</u>	<u>(69,017.40)</u>	<u>(93,243.71)</u>	<u>3,620.02</u>	<u>(5.25%)</u>	<u>27,846.33</u>	<u>(29.86%)</u>

**Society of American Archivists
Education
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	334,583.40	253,681.00	285,697.50	80,902.40	31.89%	48,885.90	17.11%
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	349.99	139.97		210.02	150.05%	349.99	0.00%
Total Income	<u>334,933.39</u>	<u>253,820.97</u>	<u>285,697.50</u>	<u>81,112.42</u>	<u>31.96%</u>	<u>49,235.89</u>	<u>17.23%</u>
Expenses							
Salaries, Wages, & Benefits	98,609.80	103,824.42	102,764.48	(5,214.62)	(5.02%)	(4,154.68)	(4.04%)
Office Occupancy & Utilities	10,754.36	11,105.40	12,068.15	(351.04)	(3.16%)	(1,313.79)	(10.89%)
Services	71,395.83	96,420.46	98,275.56	(25,024.63)	(25.95%)	(26,879.73)	(27.35%)
Supplies		647.00	650.75	(647.00)	(100.00%)	(650.75)	(100.00%)
Travel	(126.96)			(126.96)	0.00%	(126.96)	0.00%
Leases, Rentals, & Licenses	1,141.68	1,246.48	1,110.46	(104.80)	(8.41%)	31.22	2.81%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>181,774.71</u>	<u>213,243.76</u>	<u>214,869.40</u>	<u>(31,469.05)</u>	<u>(14.76%)</u>	<u>(33,094.69)</u>	<u>(15.40%)</u>
Net Gain or (Loss)	<u>153,158.68</u>	<u>40,577.21</u>	<u>70,828.10</u>	<u>112,581.47</u>	<u>277.45%</u>	<u>82,330.58</u>	<u>116.24%</u>

**Society of American Archivists
Career Services
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	72,307.90	35,017.35	38,758.95	37,290.55	106.49%	33,548.95	86.56%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>72,307.90</u>	<u>35,017.35</u>	<u>38,758.95</u>	<u>37,290.55</u>	<u>106.49%</u>	<u>33,548.95</u>	<u>86.56%</u>
Expenses							
Salaries, Wages, & Benefits	5,780.12	2,779.57	5,982.86	3,000.55	107.95%	(202.74)	(3.39%)
Office Occupancy & Utilities	626.20	325.29	651.21	300.91	92.51%	(25.01)	(3.84%)
Services	22,889.85	9,818.16	11,566.66	13,071.69	133.14%	11,323.19	97.90%
Supplies			34.53		0.00%	(34.53)	(100.00%)
Travel							
Leases, Rentals, & Licenses	66.43	32.64	64.77	33.79	103.52%	1.66	2.56%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>29,362.60</u>	<u>12,955.66</u>	<u>18,300.03</u>	<u>16,406.94</u>	<u>126.64%</u>	<u>11,062.57</u>	<u>60.45%</u>
Net Gain or (Loss)	<u>42,945.30</u>	<u>22,061.69</u>	<u>20,458.92</u>	<u>20,883.61</u>	<u>94.66%</u>	<u>22,486.38</u>	<u>109.91%</u>

**Society of American Archivists
Operational Expense Centers
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	15,579.64	16,010.56	14,319.00	(430.92)	(2.69%)	1,260.64	8.80%
Shipping, Handling, & Other	1,053.00	1,500.00	2,450.00	(447.00)	(29.80%)	(1,397.00)	(57.02%)
Total Income	<u>16,632.64</u>	<u>17,510.56</u>	<u>16,769.00</u>	<u>(877.92)</u>	<u>(5.01%)</u>	<u>(136.36)</u>	<u>(0.81%)</u>
Expenses							
Salaries, Wages, & Benefits	401,436.50	345,818.05	384,504.77	55,618.45	16.08%	16,931.73	4.40%
Office Occupancy & Utilities	41,211.15	36,448.17	42,446.08	4,762.98	13.07%	(1,234.93)	(2.91%)
Services	136,267.31	131,291.12	221,167.11	4,976.19	3.79%	(84,899.80)	(38.39%)
Supplies	8,117.88	2,721.49	2,981.88	5,396.39	198.29%	5,136.00	172.24%
Travel	10,043.51	953.74	16,672.50	9,089.77	953.07%	(6,628.99)	(39.76%)
Leases, Rentals, & Licenses	7,300.96	7,067.96	5,216.37	233.00	3.30%	2,084.59	39.96%
Taxes, Dues, & Subscriptions	18,925.39	13,290.65	16,140.00	5,634.74	42.40%	2,785.39	17.26%
Depreciation, Cost of Goods Sold & Other	47,905.50	48,737.06	48,933.98	(831.56)	(1.71%)	(1,028.48)	(2.10%)
Total Expenses	<u>671,208.20</u>	<u>586,328.24</u>	<u>738,062.69</u>	<u>84,879.96</u>	<u>14.48%</u>	<u>(66,854.49)</u>	<u>(9.06%)</u>
Net Gain or (Loss)	<u>(654,575.56)</u>	<u>(568,817.68)</u>	<u>(721,293.69)</u>	<u>(85,757.88)</u>	<u>15.08%</u>	<u>66,718.13</u>	<u>(9.25%)</u>

**Society of American Archivists
General & Administrative
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	15,579.64	16,010.56	14,319.00	(430.92)	(2.69%)	1,260.64	8.80%
Shipping, Handling, & Other	1,053.00	1,500.00		(447.00)	(29.80%)	1,053.00	0.00%
Total Income	<u>16,632.64</u>	<u>17,510.56</u>	<u>14,319.00</u>	<u>(877.92)</u>	<u>(5.01%)</u>	<u>2,313.64</u>	<u>16.16%</u>
Expenses							
Salaries, Wages, & Benefits	269,571.95	220,590.83	247,093.74	48,981.12	22.20%	22,478.21	9.10%
Office Occupancy & Utilities	26,812.75	23,084.11	27,137.67	3,728.64	16.15%	(324.92)	(1.20%)
Services	119,673.18	110,654.67	154,582.69	9,018.51	8.15%	(34,909.51)	(22.58%)
Supplies	8,117.88	2,155.37	2,189.76	5,962.51	276.64%	5,928.12	270.72%
Travel	4,711.39	653.74	4,500.00	4,057.65	620.68%	211.39	4.70%
Leases, Rentals, & Licenses	5,774.36	5,571.21	3,731.53	203.15	3.65%	2,042.83	54.75%
Taxes, Dues, & Subscriptions	8,925.39	1,599.00	5,400.00	7,326.39	458.19%	3,525.39	65.29%
Depreciation, Cost of Goods Sold & Other	47,905.50	48,737.06	48,933.98	(831.56)	(1.71%)	(1,028.48)	(2.10%)
Total Expenses	<u>491,492.40</u>	<u>413,045.99</u>	<u>493,569.37</u>	<u>78,446.41</u>	<u>18.99%</u>	<u>(2,076.97)</u>	<u>(0.42%)</u>
Net Gain or (Loss)	<u>(474,859.76)</u>	<u>(395,535.43)</u>	<u>(479,250.37)</u>	<u>(79,324.33)</u>	<u>20.05%</u>	<u>4,390.61</u>	<u>(0.92%)</u>

**Society of American Archivists
Governance
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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	81,632.63	69,930.96	85,125.47	11,701.67	16.73%	(3,492.84)	(4.10%)
Office Occupancy & Utilities	8,925.47	7,588.64	9,624.76	1,336.83	17.62%	(699.29)	(7.27%)
Services	10,298.09	13,608.39	45,392.46	(3,310.30)	(24.33%)	(35,094.37)	(77.31%)
Supplies		566.12	490.62	(566.12)	(100.00%)	(490.62)	(100.00%)
Travel	4,932.12		1,492.50	4,932.12	0.00%	3,439.62	230.46%
Leases, Rentals, & Licenses	945.60	832.31	919.65	113.29	13.61%	25.95	2.82%
Taxes, Dues, & Subscriptions		1,691.65	740.00	(1,691.65)	(100.00%)	(740.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	106,733.91	94,218.07	143,785.46	12,515.84	13.28%	(37,051.55)	(25.77%)
Net Gain or (Loss)	(106,733.91)	(94,218.07)	(143,785.46)	(12,515.84)	13.28%	37,051.55	(25.77%)

**Society of American Archivists
Advocacy
For the Nine Months Ending Thursday, March 31, 2022**

	<u>Year-To-Date 3/31/2022</u>	<u>Year-To-Date 3/31/2021</u>	<u>Budget 3/31/2022</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			2,450.00		0.00%	(2,450.00)	(100.00%)
Total Income			<u>2,450.00</u>		<u>0.00%</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
Expenses							
Salaries, Wages, & Benefits	50,231.92	55,296.26	52,285.56	(5,064.34)	(9.16%)	(2,053.64)	(3.93%)
Office Occupancy & Utilities	5,472.93	5,775.42	5,683.65	(302.49)	(5.24%)	(210.72)	(3.71%)
Services	6,296.04	7,028.06	21,191.96	(732.02)	(10.42%)	(14,895.92)	(70.29%)
Supplies			301.50		0.00%	(301.50)	(100.00%)
Travel	400.00	300.00	10,680.00	100.00	33.33%	(10,280.00)	(96.25%)
Leases, Rentals, & Licenses	581.00	664.44	565.19	(83.44)	(12.56%)	15.81	2.80%
Taxes, Dues, & Subscriptions	10,000.00	10,000.00	10,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>72,981.89</u>	<u>79,064.18</u>	<u>100,707.86</u>	<u>(6,082.29)</u>	<u>(7.69%)</u>	<u>(27,725.97)</u>	<u>(27.53%)</u>
Net Gain or (Loss)	<u>(72,981.89)</u>	<u>(79,064.18)</u>	<u>(98,257.86)</u>	<u>6,082.29</u>	<u>(7.69%)</u>	<u>25,275.97</u>	<u>(25.72%)</u>